

Zeller Consulting Suisse
Grad.-Eng. Marin Zeller, TU, VDI
Jurastrasse 35
CH-3063 Ittigen

www.zcs.ch
info@zcs.ch
+41 79 222 66 42

CurVit!

Curriculum Vitae

- 1944** **Birth date 05.03.1944, Oberuzwil**
- 1952-1957** **Primary school, Oberuzwil**
- 1958-1960** **Secondary school Oberuzwil**
- 1961-1964** **Machine drawing apprenticeship, Bühler AG, Uzwil**
- 1965-1970** **Military, Frauenfeld**
First lieutenant artillery, specializing in telemetry
- 1967-1970** **University of Applied Sciences Winterthur**
Grad.-Engineer, specialization in thermodynamics
- 1970-1971** **Constructor, Bühler AG, Uzwil**
The market is calling for a radical change in the performance of extruders for the production of pasta. Construction and calculation of an extruder for a tenfold increase in the previous performance.
- 1971-1971** **Process engineer, Buss AG, Basel**
Economic feasibility studies of granulating systems as well as calculations for extruders. As a result of the lack of further tasks, I am terminating the employment relationship.
- 1971-1973** **Project manager, Chyro AG, Rorschach**
Creation of a test bench for heat exchangers. Implementation and evaluation of performance measurements. Development of software for calculating heat exchangers. Processing of customer projects and selling these products.
- 1973-1977** **Sales group leader, Orion Werke AG, Zürich**
The sales activities in the internal and external service, the training of the representatives, the preparation of sales documents in the area of the product group shell and tube heat exchangers are carried out with success.
- 1977-1980** **Product manager, Runtal AG, Wil**
Authorized representative. Introduction of the products shell and tube, plate heat exchangers and air heaters. Preparation of sales documents. Sale of the products mentioned.
- 1980-1987** **Technical manager, Jäggi AG, Bern**
Authorized signatory and member of the management. Development of software for the calculation of finned and shell and tube heat exchangers. Management of IT, quality assurance, construction and development. Training of employees in IT applications and technical training. Profitability studies for the purpose of improving yields in various product groups. It turns out that very small and large devices cannot be produced cost-effectively.
- 1987-2024** **Owner, Zeller Consulting Suisse, Ittigen**
Development and distribution of neutral, multilingual software in the field of air conditioning, with a focus on **saving energy** by means of heat and cold recovery in air conditioning units. There are more than 8.000 licenses on the market worldwide, with the **Mollier-HX-diagram** and the **psychrometric chart** with climate data, comfort areas and all processes involving air being the industry leaders. MS Visual Studio, C # and **Excel with macros** are used as the development environment.

ZCS was founded in 1987. 37th anniversary in 2024 !



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HVAC Solutions
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Multilingual high level language applications (6504 licenses)

- AHH** Mollier-HX-Diagram and Psychrometric chart
All technical processes with humid air
Meteorological data and comfort zones
Range: -100 to 300°C, 0 to 1000 g/kg, 0.03 to 16 bar
14 applications for air conditioning included
- CCSX** Draw internal hydraulic coupling for fin coil heat exchanger in circuit connected systems
- SIC** Draw internal hydraulic coupling for fin coil heat exchanger in default applications
- HES** Selection of heat exchangers and heat recovery systems with different geometries. Prices, pressure drops, size in air direction.

Sales share 30%

Sales / Profit (CHF)

2018: 130554 / 92047 (71%)
2019: 130848 / 86341 (66%)
2020: 128785 / 85531 (66%)
2021: 145526 / 98491 (68%)
2022: 161476 / 97660 (60%)
2023: 352926 / 260759 (74%)

2024:

2025:

2026:

2027:

2028:

2029:



(Climate branch: 5% to 10%)
(Software branch: 10% to 20%)
(Chemistry branch: 20% to 40%)

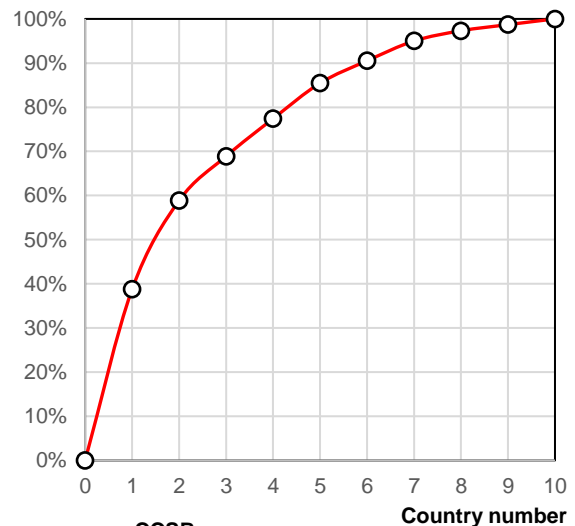
Multilingual Excel based applications (1510 licenses)

- HEH** 30 different fin coil heat exchanger calculations
- CCS** 10 different circuit connected system calculations
- EAC** Economy comparison of circuit connected systems
- DEH** Economy for AHUs with different energy recovery systems
- ADD** Further 50 different applications for diverse HVAC uses
like air to air plates, rotors , smooth tube heat exchangers
like intersection point between heat exchanger and fan
like spiral rib and microchannel heat exchanger
like glycol re-cooler, evaporative coolers and condensers

Sales share 70%

Number of licenses

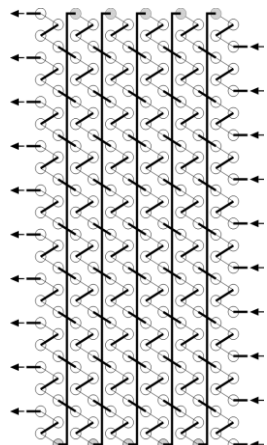
No	Country	Number of licenses				Total
		AHH CCSX SIC,HES	HEH CCS	EAC DEH	ADD	
1	Germany	2565	367	132	43	3107
2	Switzerland	1323	215	52	20	1610
3	Italy	682	93	2	27	804
4	Netherlands	603	69	7	3	682
5	Various countries	415	206	17	8	646
6	Austria	376	13	13	3	405
7	France	357	0	3	0	360
8	Denmark	145	34	2	4	185
9	United Kingdom	31	67	6	7	111
10	Turkey	7	78	10	9	104
Total	Total	6504	1142	244	124	8014



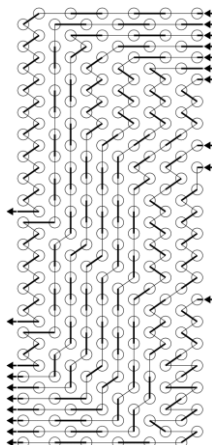
Fin coil heat exchanger



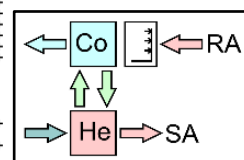
CCSX



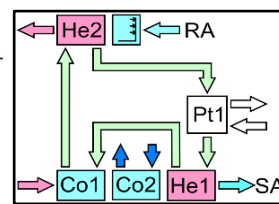
SIC



CCSB



CCSF



CCSD

