

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.
- 1987-2023** **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 7,000 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, Intel Fortran, C # and **Excel with macros for circuit connec heat recovery systems** are used as the development environment.

ZCS was founded in 1987. 36th anniversary in 2023 !



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HVAC Solutions
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Multilingual high level language applications (6280 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

Sales share 30%

Multilingual Excel based applications (1462 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 micro channel heat exchanger like glycol re-cooler, evaporative coolers and condensers

Sales share 70%

Annual net profit at ZCS

2018: CHF 92'047 (71%)
2019: CHF 86'341 (66%)
2020: CHF 85'531 (66%)
2021: CHF 98'491 (68%)
2022: CHF 97'660 (61%)

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

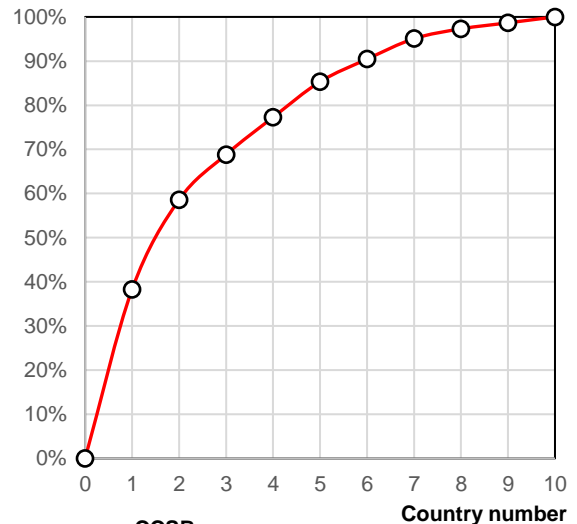
Employee at ZCS

Grad.-Eng. Marin Zeller TU (100%)
Stanislav Korniliev (20%)

There are offers to takeover ZCS up to 3 million euros, which were not considered because these parties were not neutral and would not have takeover all existing

No	Country	Number of licenses					Total
		AHH CCSX SIC	HEH CCS	EAC DEH	ADD		
1	Germany	2450	344	129	42	2965	
2	Switzerland	1300	201	52	18	1571	
3	Italy	673	91	2	27	793	
4	Netherlands	577	66	7	3	653	
5	Various countries	393	206	17	8	624	
6	Austria	367	13	13	3	396	
7	France	356	0	3	0	359	
8	Denmark	132	34	2	4	172	
9	United Kingdom	25	67	6	7	105	
10	Turkey	7	78	10	9	104	
Total	Total	6280	1100	241	121	7742	

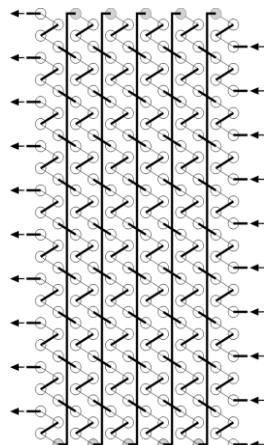
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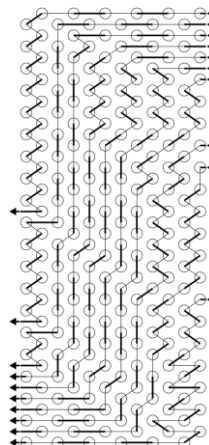
Fin coil heat exchanger



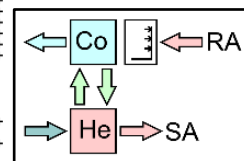
CCSX



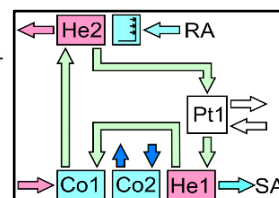
SIC



CCSB



CCSF



Country number

CCSD

