



Company name (F11 next field)

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XX August, 2025

Danfoss Plate Heat Exchangers strengthens Benelux distribution with sale to industry experts

Dear Valued Customer,

As part of our strategic initiative to expand our distribution network in the Benelux region, Danfoss Plate Heat Exchangers is pleased to announce the sale of SONDEX B.V. in the Netherlands to Theo Thoen and Hans Ter Velde - two esteemed experts in the heat exchangers industry.

Theo Thoen and Hans Ter Velde will continue the sales and assembly site under the new name, **SD Heat Exchangers B.V.**, taking ownership of all assets previously held by SONDEX B.V., including customer relationships and our premises in Purmerend, the Netherlands.

This transition is fully aligned with Danfoss Plate Heat Exchangers' commitment to strengthening our local presence and ensuring seamless service for you in the region.

What this means for you

With Theo and Hans at the helm, the business is in highly capable hands. We have worked with them for many years and trust their deep industry expertise and understanding of the local market.

This strategic move guarantees continuity and top-tier service for our customers in the Netherlands and the broader Benelux region. The transition will be smooth, with no disruption to your service. Your existing points of contact will remain unchanged, as our dedicated team in Purmerend transitions to new ownership.

Hans Ter Velde, representing SD Heat Exchangers B.V., shared his enthusiasm for the journey ahead:

"We are excited to launch SD Heat Exchangers B.V. and continue providing high-quality Danfoss brazed, gasketed, and welded solutions. Our top priority is maintaining strong relationships with our customers and partners while driving business growth. We are also fully committed to ensuring a smooth onboarding process for all employees."

We are confident that this strengthened setup will bring significant benefits to both Danfoss and our new distributor and official assembly partner, SD Heat Exchangers B.V. The transition process will begin immediately and is expected to be completed by the end of the year.

Thank you for your continued trust and support and as always feel free to reach out to us or your daily point of contact.

Sincerely,

Pierre Hultbäck

VP, Head of Sales

Plate Heat Exchangers

Controls and Thermal Management

Danfoss Climate Solutions

Theo Thoen and Hans ter Velde

Owners of SD Heat Exchangers

SD Heat Exchangers B.V.

Read more about Danfoss Plate Heat Exchangers:

[Heat exchangers – brazed and gasketed | Danfoss](#)

Read more about SD Heat Exchangers: www.sdheatexchangers.com