

# WTC Member Spotlight

## PoolPak International

### Profile...

PoolPak International manufactures a full line of dehumidification systems designed for indoor pool applications, such as large athletic pools, natatoriums in schools and universities, commercial pools and hotel/motel leisure pools.

The PoolPak technology was developed by York International (now Johnson Controls) in 1970, but spun off the line to its current owners in 1986, who grew the company into being the Number Two indoor pool dehumidifier manufacturer in North America. Their approach to dehumidification assures optimum space and water conditions, while offering a low cost through recycled energy.



### Global Exports...

PoolPak's systems are currently sold in 20 countries and contribute 15% of PoolPak's total revenue.

### Global Ventures...

They also have a joint venture with the biggest pool contractor in China. This venture has helped them with lead time as well as expensive shipping challenges.

### How WTC has helped PoolPak...

The World Trade Center Harrisburg helped PoolPak locate a sales representative in Korea. Working with the PA Trade Office in Seoul, Korea, the WTC provided PoolPak with a representative that sold several millions of dollars of PoolPak products in that market.

**Year Joined:** 1997

**Location:** York

**Founded:** 1986 (A Spin-off from York International)

### Key Contacts:

Robert Paley, President

Patrick J. Reynolds, VP Sales and Marketing

[www.poolpak.com](http://www.poolpak.com)



PoolPak's booth at a recent trade show.