

Challenge

New York Marathon

After months of training, the 4th November soon came, and it was time for Steve Emerton (Vaillant engineer), Kevin Padmore and Vincent Fleurier (Wilo Intec Sales Managers) to line up with the 38 000 other runners.

Neither Kevin nor Vincent had attempted such a feat before and decided to take up the challenge in aid of charity, the British Heart Foundation. The 3 of them managed to complete the marathon and raised around 7000 euros for the BHF.

An experience of a lifetime !



Greetings

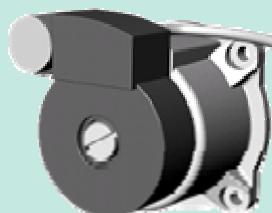
2008

Wilo Intec's team wishes you and your family very happy and prosperous year for 2008. Together, let's build up the future.



Product

The white goods approach



Following our target to optimise circulating pumps for use inside applications, we made a benchmark with pumps used in White Goods, e.g. Dishwashers.

As a result, we have now developed a new product which is optimized for

the application inside central heating boilers – thus offering less weight, reduced dimensions, optimized connection techniques for serviceability and an attractive industrial design.

Event

Wilo Forum 2007 gathered 20 companies !

The 4th edition of Wilo Forum, a platform forum dedicated to German companies specialized in the heating, solar and heating pumps industry, took place on the 29th and 30st of November in Dortmund.



During 2 days, Technical Managers, Managing Directors, ... of these systems manufacturers were shown presentations from different product business units of the Wilo Group and from external experts such as Mr Rommel from the ISE (Fraunhofer Institute for Solar Energy Systems), Mr Thole from Schüco, Mr Himmerlsbach from Energycontrol, Mr Rathsack from Alpha Laval and Mr Wengler from Armacell.

Open discussions gave the opportunity to share experiences about the different heating technologies. The evening ended up with a French touch of "Moulin Rouge".

Event



4th Edition Wilo Top
22nd of November 2007

An impressive international network

For the 4th time, Wilo Intec invited selected key players of heating industry to participate to the Wilo Top on the 22nd of November. The events gathered over 40 people.

Various topics were approached:

- > European Boiler Labelling
- > Solar cooling and solar walls
- > Heat pump : Impact on COP
- > Automation in the heating business
- > ...



A great success thanks to the quality of the attendees, in a pleasant atmosphere.



Market

Solar thermal and heat pumps : two established markets



The European solar thermal market was stable at around 3 million m2 of solar collector in 2007.

The largest market Germany fell by 20% due to disruption in the subsidy scheme, however all other European countries grew. Many strong market drivers exist, such as national building regulations for solar in Spain or the 50% tax credit in France.

The European heat pump market grew from 450,000 units in 2006 to over 500,000 in 2007. A large market for air/air reversible HP's exists in Scandinavia (main use heating mode). In geothermal HP's France and Germany have now reached the same market size as Sweden, at 50-60,000 units / year.

Solar thermal and heat pumps are now established heating products rather than niche alternatives, and are expected to further gain share from traditional boiler heating in the future. Wilo is well placed to meet this challenge with our new range of ST and RSG circulators.

