

Event

Interclima 2008



The French building market faces profound changes towards renewables. The annual heating exhibition, Interclima, took place in Paris on February 5-8th.

Apart from Salmson and Wilo stands, Wilo was present everywhere at customers' booths, including OEM's for boilers, geothermal heat pumps and solar thermal systems.

Event



Wilo : Reaching New Heights

The Wilo Intec team attended the major ASHRAE exhibition in New York in January 2008.

Wilo is set to become technology leader on the US market with the launch of Stratos Eco and Intec's UL certified range. North America is the largest small circulator market in the world with 3 million units.

The highlight of the exhibition was that nearly 1,000 attending the Wilo party on top of the Rockefeller skyscraper.

Sport

A conquest spirit...

For the third year, Wilo Intec is the partner of the Bourges' Basketball feminine team (3 times winner of the Euroleague championship).



Products & Services

BSL : New Pump Housing



Hydroblock applications in central heating boilers become more and more important. In order to extend our product range of hydroblock dedicated pumps (e.g. for Fugas blocks) we introduce now the new pump housing BSL.

Besides the known WILO features high efficiency and low noise emission we focused for this pump housing especially on an improved air venting, achieving a level which was not known yet for this type of pumps.

Pull-Flow and Customer Satisfaction

Pull-Flow strategy is being implemented across all processes from customers to suppliers in order improve reactivity to customer demand.



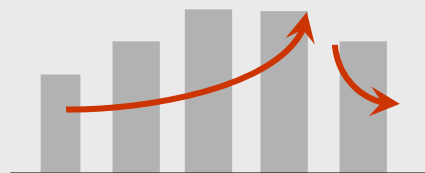
Today, customers orders are pulling all production steps from rotor pack external supplier to circulator assembly through rotor manufacturing and cartridge assembly.

The circulator assembly cell is the single scheduled point in the production flow.

The upstream operations are successively pulled by kanban: when a part is taken out of the supermarket, a card (kanban) is placed in the visual FIFO rail (sequencer). This card is the signal to start producing a new part.

Markets

2007 : drop in European boiler market!



The European domestic boiler market fell by around 8% in 2007, because of lower new construction activity, the mild climate, and lower replacement demand due to renewables.

The worst affected was Germany, which fell by at least 28%. The markets in Italy, France and Spain contracted by 10-15%.

The largest boiler market in the UK grew by 2% and condensing technology now amounts to over 90% of the total.

Growth continued in the major East European markets of Russia, Ukraine, Poland and Turkey, driven by new gas connections, rising living standards, and conversions from district heating to individual central heating.

The total European market is now estimated at 8 million boilers, including around 6 million wall hung and 2 million floor standing. In 2008 the overall boiler market is expected to stabilise at the same level as 2007, while alternative heating systems based on heat pumps and solar thermal should enjoy robust growth.

