

Wilo survey

It feels good working at Wilo !

Wilo AG has realised a complete audit towards all employees, worldwide.

Questions were concerning professional life in the company (training, communication, ...) and vision about the policy (customer orientation, transparency, ...).

The participation has been very active (60%), and globally the results very positive, as 83% of the employees are attached to their company, and 80% think Wilo is well customer oriented.

Sport

BHF

On the 23rd of April, Wilo participated in a bike race for the British Heart Foundation.



Manufacturing pumps, the heart of the heating system, it seemed natural for our team to take part in helping raising money for this cause.

Events

Wilo Tour

Always closer to the customer.

A new initiative has been launched in Europe, which is bringing Wilo even closer to the end customer.

A first tour has been organised in Spain this year dedicated to the solar market, and France is planned for the coming weeks.

It consists in 3 main axis :

- > Increasing the cooperation with our smaller customers in order to bring them our know-how and share our field knowledge
- > Visiting the main fitters and prescribers to gather their feedback as to know how our pumps are installed, used, and repaired. There is no better way to improve our quality and offer the more suitable products



- > Supporting our subsidiaries at our best and their local representatives



The Wilo Tour in France WIT will be starting from the 16th of May, see you on the road ...

Products & services

An innovative Airvent

The continuous improvement is one of our key-words at Wilo. Our latest product evolution is based on a new airvent with the following advantages :

- > Fully interchangeable with the current version
- > Higher discharge capacity
- > Strongest float system
- > Unloosable o'ring
- > Unloosable cap
- > Airtight cap
- > Shape facilitating the dismantling

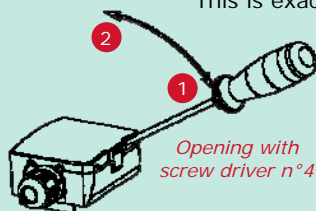


This new airventer will be implemented on all products during the second half of the year.

A new terminal box

A range renewal is always the occasion to reconsider different options.

This is exactly the case for the launch of the new standard box which will bring innovative concepts and of course better quality !



- > Better accessibility
- > No more screws and an easy opening
- > A trendy design

Implementation will be by the end of 2006.

Communication

Flushing recommendations

Following our article in the Newsletter of October 2005 called "Special focus and investigations on the UK market", we are very proud to announce that the results of this research are now used by some of our customers in their training centres but also in UK colleges.

As a short reminder, this article explained that special investigations were carried out in the UK by Wilo to have a better knowledge of the field and to bring new solutions.

For example one application developed by one of our customers, Glow Worm, brand of the Vaillant group, has created a guide showing the different consequences of bad maintenance habits and introducing the "Best practice flushing procedure".



A great success for Wilo, the whole industry is now pushing this initiative which is crucial to ensure a long life to our products on the UK market.

