

Go To Market Manual
Water Management



Our Ambition for 2015



IPL



WILO strengthens its position as a major global player.	Wilco accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilco continues to be the innovation leader.	Wilco remains independent
---	---	--	---------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential

Commercial

OEM

Standard Distribution Business

Clean Water Utility

Wastewater Utility

Industrial Equipment Manufacturer

General Industry

X

- » Best Commercial Warranty in the Industry (includes mechanical seal)
- » All SAE Fasteners
- » Multiple Motor Options
- » Fast Delivery

X

- » Best Commercial Warranty in the Industry (includes mechanical seal)
- » All SAE Fasteners
- » Multiple Motor Options
- » Fast Delivery

X

X

X

X

Hydronic Heating & Cooling			Hydronic Heating & Cooling				
----------------------------	--	--	----------------------------	--	--	--	--

Our Ambition for 2015



WILO strengthens its position as a major global player.	Wilco accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilco continues to be the innovation leader.	Wilco remains independent
---	---	--	---------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
	<ul style="list-style-type: none"> » Best Commercial Warranty in the Industry (includes mechanical seal) » All SAE Fasteners » Full Impeller Trims Available » Multiple Motor Options » Fast Delivery 		<ul style="list-style-type: none"> » Best Commercial Warranty in the Industry (includes mechanical seal) » All SAE Fasteners » Full Impeller Trims Available » Multiple Motor Options » Fast Delivery 				
X		X		X	X	X	X

Hydronic Heating & Cooling			Hydronic Heating & Cooling				
----------------------------	--	--	----------------------------	--	--	--	--

Our Ambition for 2015



MC

WILO strengthens its position as a major global player.	Wilo accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilo continues to be the innovation leader.	Wilo remains independent
---	--	---	--------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
<ul style="list-style-type: none"> » Stainless Steel Housing » Composite Impellers » Low Noise Generation » Single & Three Phase Models » Excellent "Low Flow" Operation » High "Self Priming" Characteristics 	<ul style="list-style-type: none"> » Stainless Steel Housing » Composite Impellers » Low Noise Generation » Single & Three Phase Models » Excellent "Low Flow" Operation » High "Self Priming" Characteristics 	<ul style="list-style-type: none"> » Stainless Steel Housing » Composite Impellers » Low Noise Generation » Single & Three Phase Models » Excellent "Low Flow" Operation » High "Self Priming" Characteristics 	<ul style="list-style-type: none"> » Best Commercial Warranty in the Industry (includes mechanical seal) » All SAE Fasteners » Full Impeller Trims Available » Multiple Motor Options » Fast Delivery 	X	X	X	X

Domestic Water Pressure Boosting	Domestic Water Pressure Boosting	
----------------------------------	----------------------------------	--

Our Ambition for 2015



MP



WILO strengthens its position as a major global player.	Wilo accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilo continues to be the innovation leader.	Wilo remains independent
---	--	---	--------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
» Stainless Steel Housing	» Stainless Steel Housing	» Stainless Steel Housing	» Stainless Steel Housing				
» Composite Impellers	» Composite Impellers	» Composite Impellers	» Composite Impellers				
» Low Noise Generation	» Low Noise Generation	» Low Noise Generation	» Low Noise Generation				
» Single & Three Phase Models	» Single & Three Phase Models	» Single & Three Phase Models	» Single & Three Phase Models	X	X	X	X
» Excellent "Low Flow" Operation	» Excellent "Low Flow" Operation	» Excellent "Low Flow" Operation	» Excellent "Low Flow" Operation				
» High "Self Priming" Characteristics	» High "Self Priming" Characteristics	» High "Self Priming" Characteristics	» High "Self Priming" Characteristics				

Domestic Water Pressure Boosting	Domestic Water Pressure Boosting	
----------------------------------	----------------------------------	--

Our Ambition for 2015



MVI

WILO strengthens its position as a major global player.	Wilo accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilo continues to be the innovation leader.	Wilo remains independent
---	--	---	--------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
	<ul style="list-style-type: none"> » Fast Deliveries » Best in Class Commercial Warranty (includes mechanical seal) » Multiple Motor Options » NEMA Style Motors » SAE Fasteners » Full Stainless Steel Construction 	<ul style="list-style-type: none"> » Fast Deliveries » Best in Class Commercial Warranty (includes mechanical seal) » Multiple Motor Options » NEMA Style Motors » SAE Fasteners » Full Stainless Steel Construction 		<ul style="list-style-type: none"> » Fast Deliveries » Best in Class Commercial Warranty (includes mechanical seal) » Multiple Motor Options » NEMA Style Motors » SAE Fasteners » Full Stainless Steel Construction 			
X			X		X	X	X

Domestic Water Pressure Boosting, Hydronic Heating & Cooling	Domestic Water Pressure Boosting, Hydronic Heating & Cooling	
--	--	--

Our Ambition for 2015



MVIS

WILO strengthens its position as a major global player.	Wilo accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilo continues to be the innovation leader.	Wilo remains independent
---	--	---	--------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
	<ul style="list-style-type: none"> » Fast Deliveries » Best in Class Commercial Warranty » Quiet Compact "Wet Rotor" Motor » Exclusive Wilo Product » SAE Fasteners » Full Stainless Steel Construction 	<ul style="list-style-type: none"> » Fast Deliveries » Best in Class Commercial Warranty » Quiet Compact "Wet Rotor" Motor » Exclusive Wilo Product » SAE Fasteners » Full Stainless Steel Construction 	X	X	X	X	X

Hydronic Heating & Cooling							
----------------------------	--	--	--	--	--	--	--

Our Ambition for 2015



Helix

WILO strengthens its position as a major global player.	Wilo accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilo continues to be the innovation leader.	Wilo remains independent
---	--	---	--------------------------

Building Services			Water Management			Industry	
Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
	<ul style="list-style-type: none"> » Fast Deliveries » Best in Class Commercial Warranty (includes mechanical seal) » Easy to Service "Cartridge Style" Seal *Retro Fit Multiple Punched Foot Plate » Multiple Motor Options » IEC Style Motors » SAE Fasteners » Full Stainless Steel Construction 	<ul style="list-style-type: none"> » Fast Deliveries » Best in Class Commercial Warranty (includes mechanical seal) » Easy to Service "Cartridge Style" Seal *Retro Fit Multiple Punched Foot Plate » Multiple Motor Options » IEC Style Motors » SAE Fasteners » Full Stainless Steel Construction 		<ul style="list-style-type: none"> » Fast Deliveries » Best in Class Commercial Warranty (includes mechanical seal) » Easy to Service "Cartridge Style" Seal *Retro Fit Multiple Punched Foot Plate » Multiple Motor Options » IEC Style Motors » SAE Fasteners » Full Stainless Steel Construction 			
X			X		X	X	X
Domestic Water Pressure Boosting, Hydronic Heating & Cooling			Domestic Water Pressure Boosting, Hydronic Heating & Cooling				

Our Ambition for 2015



NL

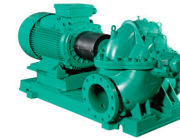
WILO strengthens its position as a major global player.	Wilco accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilco continues to be the innovation leader.	Wilco remains independent
---	---	--	---------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
X	<ul style="list-style-type: none"> » Fast Deliveries » Multiple Motor Options » Certified Curves Available 	<ul style="list-style-type: none"> » Fast Deliveries » Multiple Motor Options » Certified Curves Available 	X	<ul style="list-style-type: none"> » Fast Deliveries » Multiple Motor Options » Certified Curves Available <u>Pending NSF Compliance</u> 	X	X	X

Hydronic Heating & Cooling			Hydronic Heating & Cooling				
----------------------------	--	--	----------------------------	--	--	--	--

Our Ambition for 2015



SCP

WILO strengthens its position as a major global player.	Wilco accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilco continues to be the innovation leader.	Wilco remains independent
---	---	--	---------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
X	<ul style="list-style-type: none"> » Fast Deliveries » Multiple Motor Options » Certified Curves Available 	<ul style="list-style-type: none"> » Fast Deliveries » Multiple Motor Options » Certified Curves Available 	X	<ul style="list-style-type: none"> » Fast Deliveries » Multiple Motor Options » Certified Curves Available <u>Pending NSF Compliance</u> 	X	X	X

Domestic Water Pressure Boosting, Hydronic Heating & Cooling, Raw Water Intake	Domestic Water Pressure Boosting, Hydronic Heating & Cooling, Raw Water Intake	
--	--	--

Our Ambition for 2015



TWI

WILO strengthens its position as a major global player.	Wilco accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilco continues to be the innovation leader.	Wilco remains independent
---	---	--	---------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
<ul style="list-style-type: none"> » High Quality All Stainless Steel Construction » Best in Class Warranty » Multiple Control & VFD Options » 4", 6", 8" & 10" Models Available » Horse Powers to 125HP 	X	X	<ul style="list-style-type: none"> » High Quality All Stainless Steel Construction » Best in Class Warranty » Multiple Control & VFD Options » 4", 6", 8" & 10" Models Available » Horse Powers to 125HP 	<ul style="list-style-type: none"> » High Quality All Stainless Steel Construction » Best in Class Warranty » Multiple Control & VFD Options » 4", 6", 8" & 10" Models Available » Horse Powers to 125HP 	X	X	X

Raw Water Intake, Domestic Groundwater, Geo-Thermal	Raw Water Intake, Domestic Groundwater, Geo-Thermal	
---	---	--

Our Ambition for 2015



4HS

WILO strengthens its position as a major global player.	Wilco accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilco continues to be the innovation leader.	Wilco remains independent
---	---	--	---------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
<ul style="list-style-type: none"> » High Quality All Stainless Steel Construction » Submersible Integral VFD » 3" and 4" Diameter Models Available » Wide Variety of HP's and Flow Rates 	X	X	<ul style="list-style-type: none"> » High Quality All Stainless Steel Construction » Submersible Integral VFD » 3" and 4" Diameter Models Available » Wide Variety of HP's and Flow Rates 	<ul style="list-style-type: none"> » High Quality All Stainless Steel Construction » Submersible Integral VFD » 3" and 4" Diameter Models Available » Wide Variety of HP's and Flow Rates 	X	X	X

Raw Water Intake, Domestic Groundwater, Geo-Thermal	Raw Water Intake, Domestic Groundwater, Geo-Thermal	
---	---	--

Our Ambition for 2015



MTS

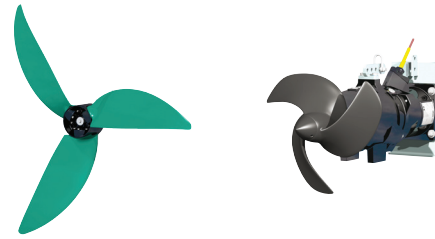
WILO strengthens its position as a major global player.	Wilco accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilco continues to be the innovation leader.	Wilco remains independent
---	---	--	---------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
	<ul style="list-style-type: none"> » Quick Delivery » Retro Fit Accessories Available » Single & Three Phase Models » Competitively Priced » High Quality / Long Life Cycle Design 	X	<ul style="list-style-type: none"> » Quick Delivery » Retro Fit Accessories Available » Single & Three Phase Models » Competitively Priced » High Quality / Long Life Cycle Design 	X	<ul style="list-style-type: none"> » Quick Delivery » Retro Fit Accessories Available » Single & Three Phase Models » Competitively Priced » High Quality / Long Life Cycle Design 	X	X

Wastewater Removal & Transfer	Wastewater Removal & Transfer	
-------------------------------	-------------------------------	--

Our Ambition for 2015



Submersible Mixers

WILO strengthens its position as a major global player.	Wilco accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilco continues to be the innovation leader.	Wilco remains independent
---	---	--	---------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
			<ul style="list-style-type: none"> » High Efficient Design » Long Life Cycle » Durable Gear Driven Design » "Try Then Buy" Program » Fast Delivery Options 		<ul style="list-style-type: none"> » High Efficient Design » Long Life Cycle » Durable Gear Driven Design » "Try Then Buy" Program » Fast Delivery Options 		
X	X	X		X		X	X

			Wastewater Treatment				
--	--	--	----------------------	--	--	--	--

Our Ambition for 2015



FA Submersible Pump Ends



WILO strengthens its position as a major global player.	Wilo accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilo continues to be the innovation leader.	Wilo remains independent
---	--	---	--------------------------

Building Services			Water Management			Industry	
Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
			<ul style="list-style-type: none"> » Lowest Industry Shaft Overhang » Longest Industry Lifecycle » “Concentric Volute Allows for Low head Applications » Solid 420 Stainless Steel Shaft » Rebuild-able Block Style Seal » Non Proprietary Seals & Bearings 		<ul style="list-style-type: none"> » Lowest Industry Shaft Overhang » Longest Industry Lifecycle » “Concentric Volute Allows for Low head Applications » Solid 420 Stainless Steel Shaft » Rebuild-able Block Style Seal » Non Proprietary Seals & Bearings 		
X	X	X		X		X	X
Building Services			Wastewater & Removal & Transfer			Industry	

Our Ambition for 2015



FK Motors



WILO strengthens its position as a major global player.	Wilco accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilco continues to be the innovation leader.	Wilco remains independent
---	---	--	---------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
			<ul style="list-style-type: none"> » Oil Cooled Motor (allows for continuous operations in both wet & dry pit installations) » Independent Seal Chamber » Easy Cap & Cable Removal Design » 7.2HP thru 225HP » Works with Hydraulics 4" thru 24" 		<ul style="list-style-type: none"> » Oil Cooled Motor (allows for continuous operations in both wet & dry pit installations) » Independent Seal Chamber » Easy Cap & Cable Removal Design » 7.2HP thru 225HP » Works with Hydraulics 4" thru 24" 		
X	X	X		X		X	X

			Wastewater & Removal & Transfer				
--	--	--	---------------------------------	--	--	--	--

Our Ambition for 2015



FKT Motors



WILO strengthens its position as a major global player.	Wilо accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilо continues to be the innovation leader.	Wilо remains independent
---	--	---	--------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
			<ul style="list-style-type: none"> » Water / Glycol Jacketed Motor » FM Approved for Class 1 / Div 1 Installations » Independent Seal Chamber » Easy Cap & Cable Removal Design » 23HP thru 800HP » Works with Hydraulics 8" thru 24" 		<ul style="list-style-type: none"> » Water / Glycol Jacketed Motor » FM Approved for Class 1 / Div 1 Installations » Independent Seal Chamber » Easy Cap & Cable Removal Design » 23HP thru 800HP » Works with Hydraulics 8" thru 24" 		
X	X	X		X		X	X

Building Services			Wastewater & Removal & Transfer			Industry	
-------------------	--	--	---------------------------------	--	--	----------	--

Our Ambition for 2015



HC Motors

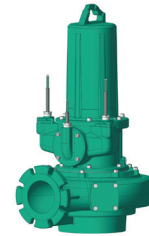
WILO strengthens its position as a major global player.	Wilco accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilco continues to be the innovation leader.	Wilco remains independent
---	---	--	---------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
X	X	X	<ul style="list-style-type: none"> » Water / Glycol Jacketed Motor » Independent Seal Chamber » Easy Cap & Cable Removal Design » 6HP thru 31HP » Works with Hydraulics 3" thru 10" 	X	<ul style="list-style-type: none"> » Water / Glycol Jacketed Motor » Independent Seal Chamber » Easy Cap & Cable Removal Design » 6HP thru 31HP » Works with Hydraulics 3" thru 10" 	X	X

			Wastewater & Removal & Transfer				
--	--	--	---------------------------------	--	--	--	--

Our Ambition for 2015



T Motors

WILO strengthens its position as a major global player.	Wilco accelerates profitable growth to \$2.5 million turnover with an EBIT > 10% in 2015.	Wilco continues to be the innovation leader.	Wilco remains independent
---	---	--	---------------------------

Building Services			Water Management			Industry	
-------------------	--	--	------------------	--	--	----------	--

Residential	Commercial	OEM	Standard Distribution Business	Clean Water Utility	Wastewater Utility	Industrial Equipment Manufacturer	General Industry
			<ul style="list-style-type: none"> » Air Cooled Motor » FM Approved for Class 1 /Div 1 Installation » 23HP » Independent Seal Chamber » East Cap & Cable Removal Design » 67HP thru 800HP » Works with Hydraulics 2" thru 24" 		<ul style="list-style-type: none"> » Air Cooled Motor » FM Approved for Class 1 /Div 1 Installation » 23HP » Independent Seal Chamber » East Cap & Cable Removal Design » 67HP thru 800HP » Works with Hydraulics 2" thru 24" 		
X	X	X		X		X	X

			Wastewater & Removal & Transfer				
--	--	--	---------------------------------	--	--	--	--

WILO USA LLC

**1290 N 25th Ave
Melrose Park, IL 60160**

**866-945-6872
info@wilo-usa.com
www.wilo-usa.com**



Pumpen Intelligenz.