



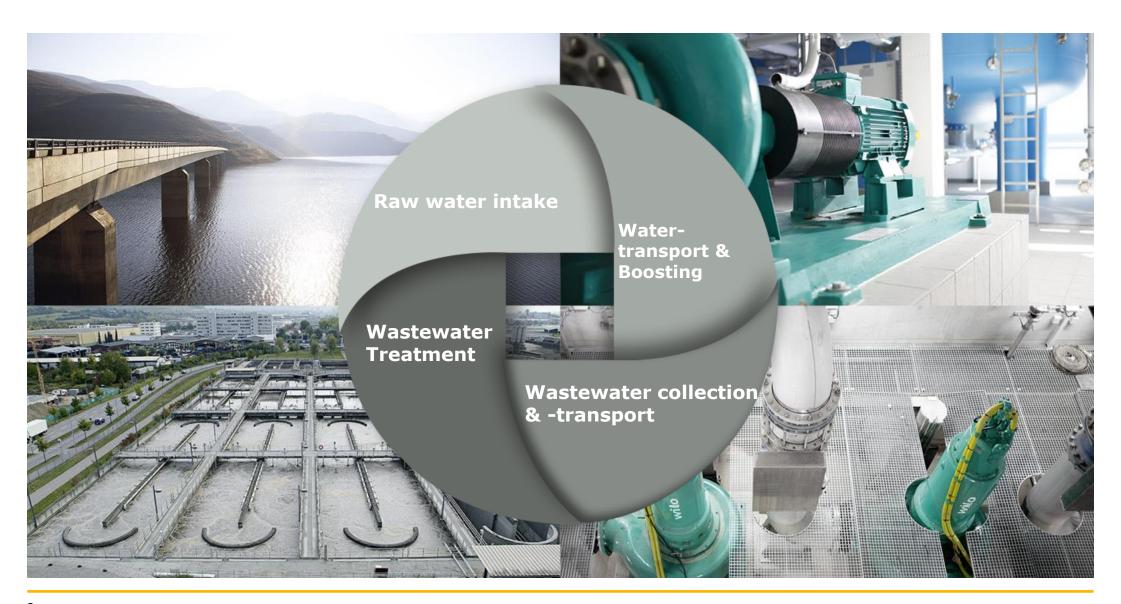
Wilo is going beyond pumps

Company presentation

Cheongki Jeong, WILO Pumps Ltd. Korea



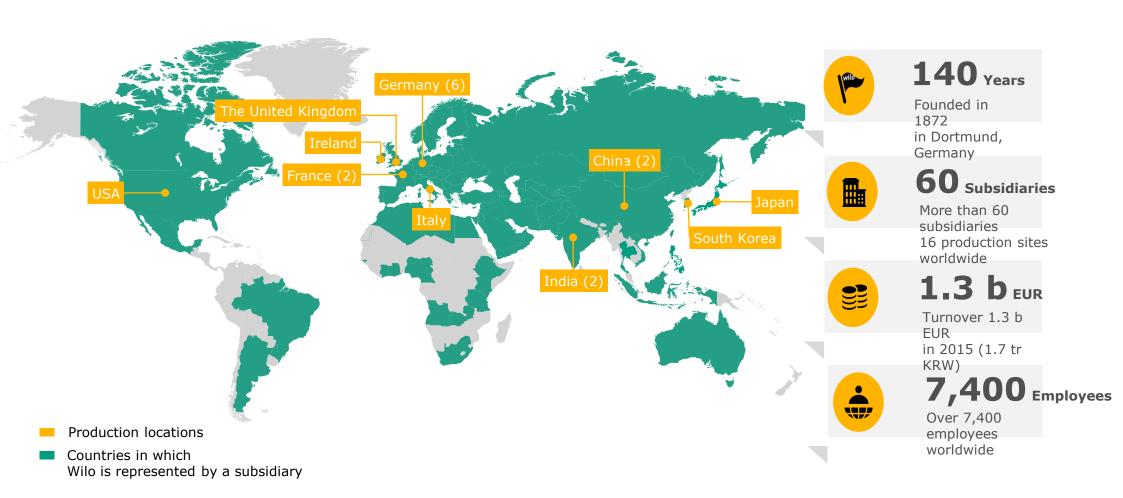
Innovative system solutions in all fields of Water Management.





Where we come from

WILO SE, One of the world's leading manufacturers of pumps and pump systems





The WILO SE Executive Board





WILO Pumps Ltd., Korea.

1969 Produce HH Pumps 1984 Start to Export 1986 Produce CM Pumps ----(As WILO subsidiary) 1989 WILO Korea 2002 WILO Industries









WILO

- 2000 WILO-LG Pumps Ltd.
- 2004 WILO Sole brand
- 2005 Establish WILO ELEC
 - & SVC network
- 2009 Big test bed
- 2011 **100M.EUR Sales**
- 2013 New factory in Busan





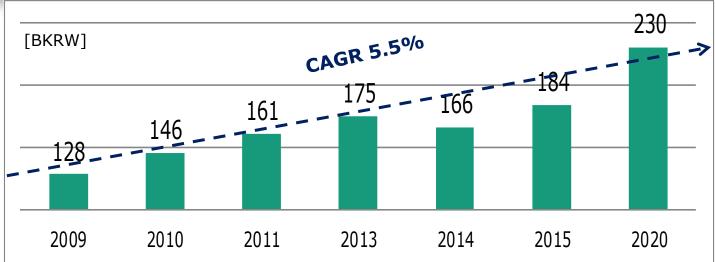






WILO Pumps Ltd., Korea.





- Site: 51,670m
- Floor: 31,890㎡ (Factory 24,088㎡, Office 6,819㎡, Others 983㎡)
- Production capacity:
 - ✓ 1,000,000 sets for HH pump/year
 - √ 100,000 sets for CM pump/year
- Test capacity
 - ✓ 25,000m³/h
 - ✓ 1,100kW

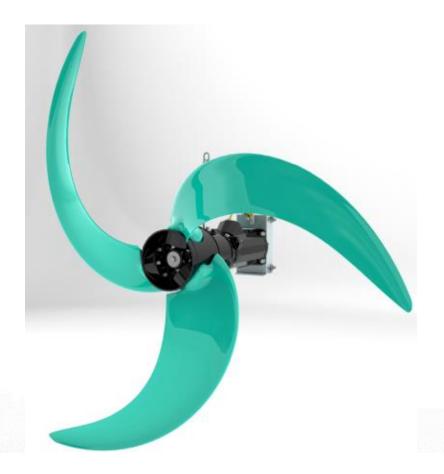


Wilo Trainings



- Wilo Academy Operations
 - Development and extension of trainings in the Water Management segment
 - Training of international trainers
 - Customer trainings
 - More than 2,000 participants per year



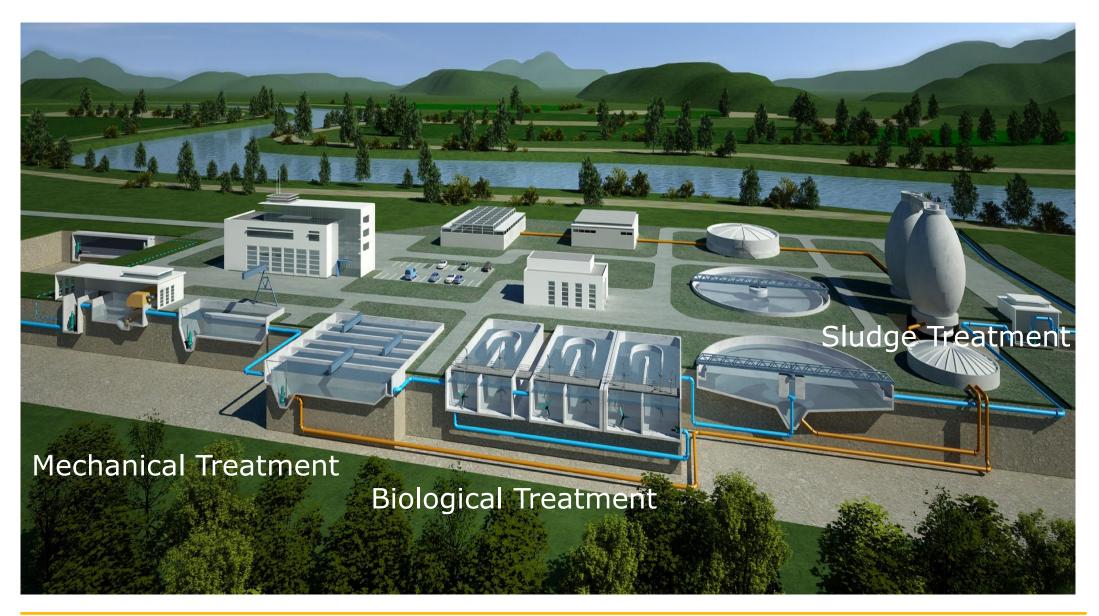


Highly efficient submersible mixers

Wilo

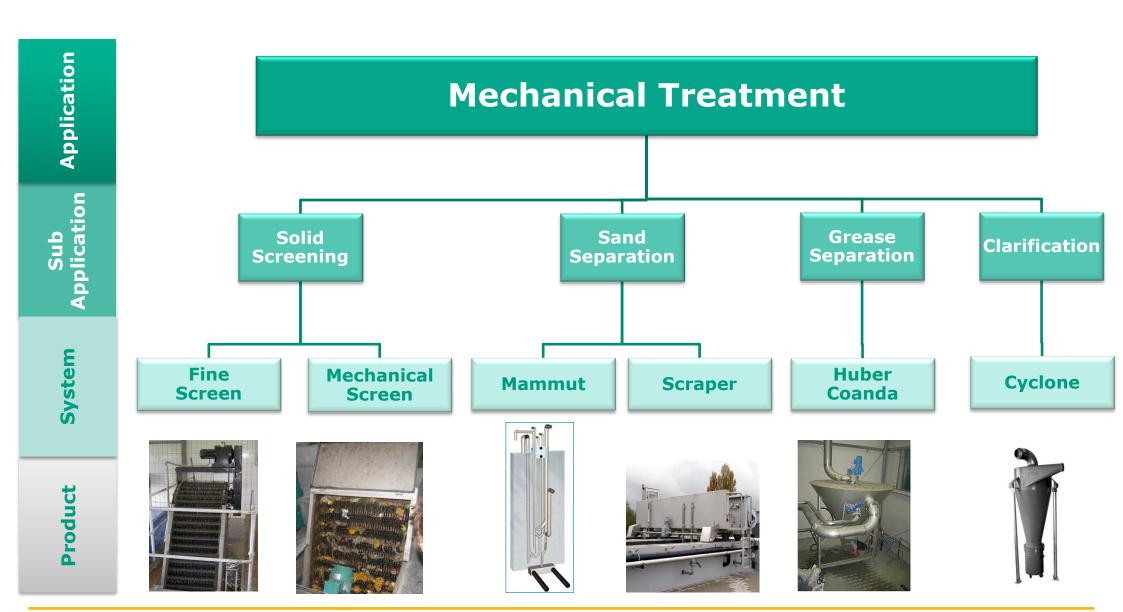


Overview Waste Water Treatment



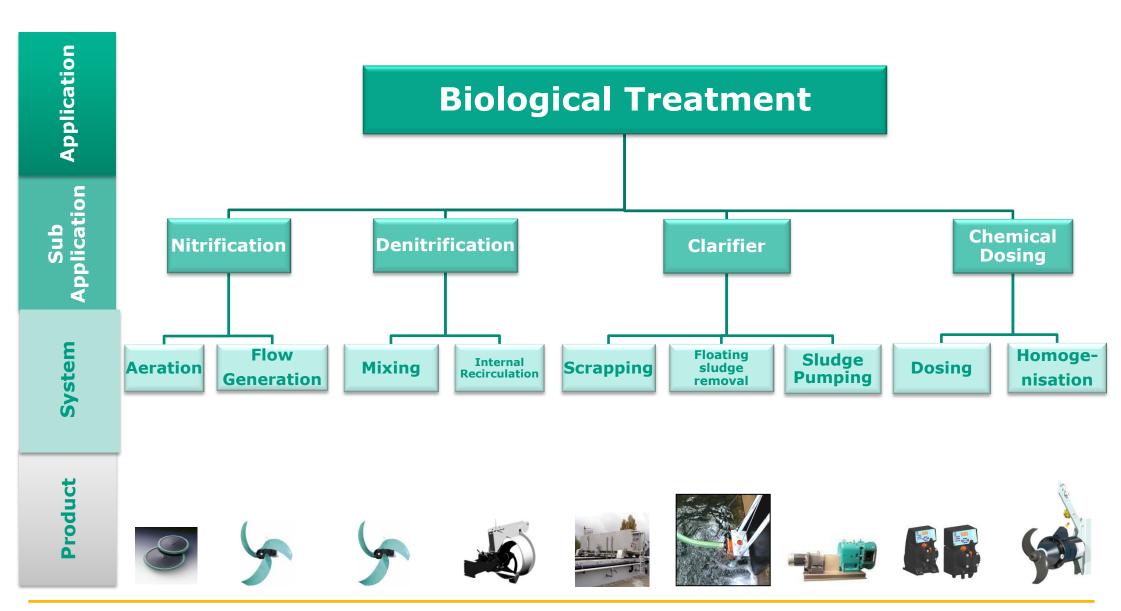


Application: Waste Water Treatment



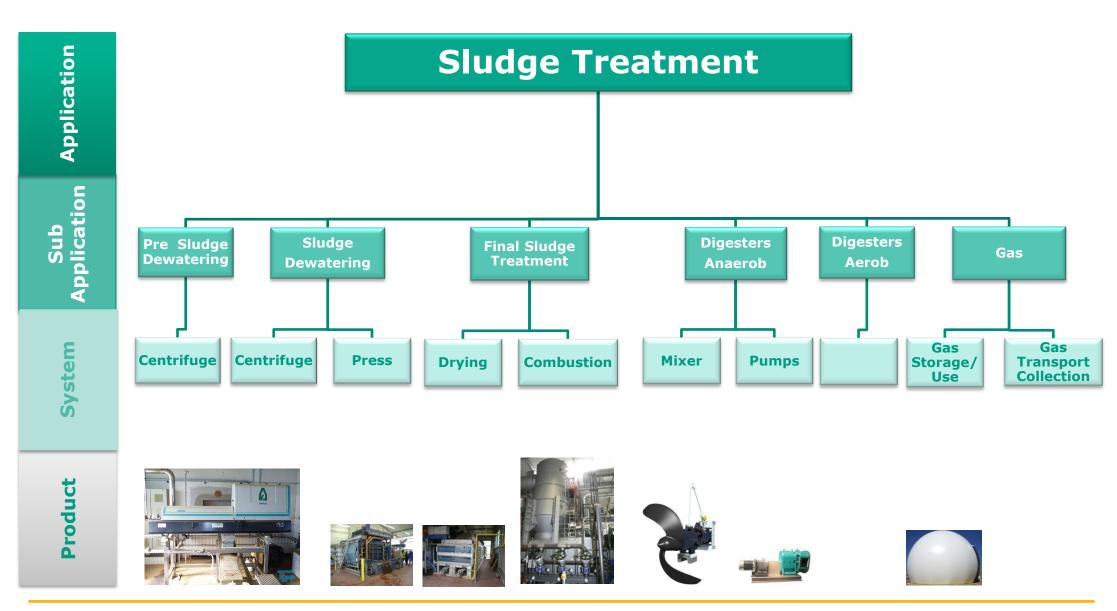


Application: Waste Water Treatment





Application: Waste Water Treatment





Application: Special applications

> Agricultural applications

Biogas







> Industrial applications

- Pulp and paper industry
- Palm oil industry
- Neutralization
- mining industry







Others

- Pump pits
- cleaning of storm water tanks





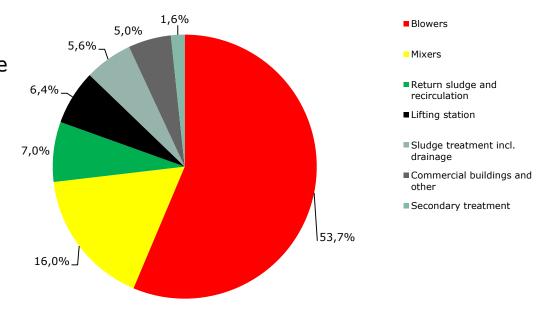




Submersible mixers

- Today submersible mixers are indispensable for modern sewage treatment plants because of their universal application.
- At the same time, submersible mixers are the second largest energy consumer in water treatment plants.

Division of the current consumption







Classification of the Submersible Mixers

Slow speed submersible mixers

•Propeller speed: 13 - 158 min⁻¹

•Propeller diameter: 1,2 – 2,6 m

Propeller made of VE

Medium speed submersible mixers

•Propeller speed: 150 – 500 min⁻¹

•Propeller diameter: 0,5 – 1,2 m

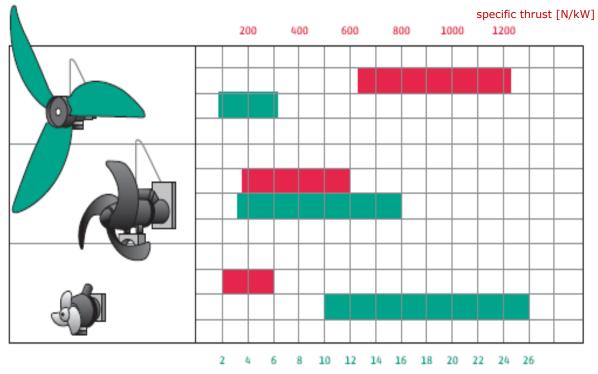
•Propeller made of PUR or AISI 316 Ti

Direct driven submersible mixers

•Propeller speed: 700 - 1450 min⁻¹

•Propeller diameter: 0,14 - 0,4 m

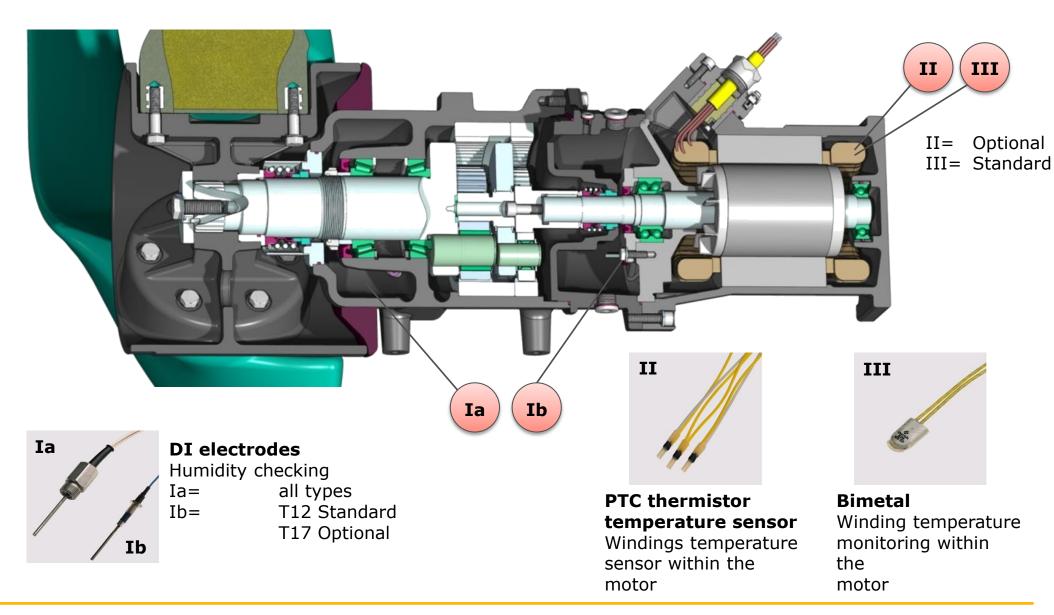
Propeller made of PUR or AISI 316 Ti



circumferential velocity [m/s]

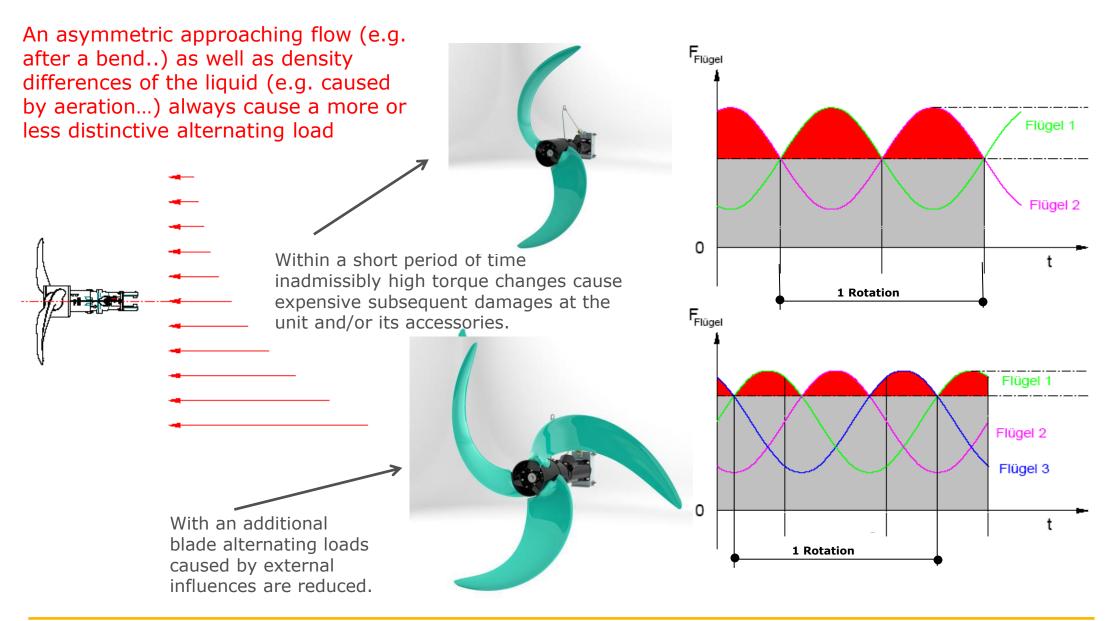


Monitoring systems for motors





3-blade technology - Approach velocity



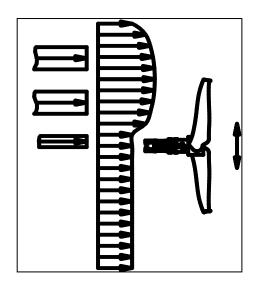


3-blade technology – reasons for the development

Comparison of 2-blades and 3-blades in case of unfavourable flow conditions

Bad flow conditions lead to:

- Uneven running (noise nuisance)
- Oscillating movements in the rubber buffer
- > Erosion of the frame and the lowering device
- > Increased alternating loads at the propeller
- Increased movement of the guide pipe (oscillation)



Advantages

Due to their favourable blade arrangement the 3 blades mixers are more suitable in case of unfavourable flow conditions

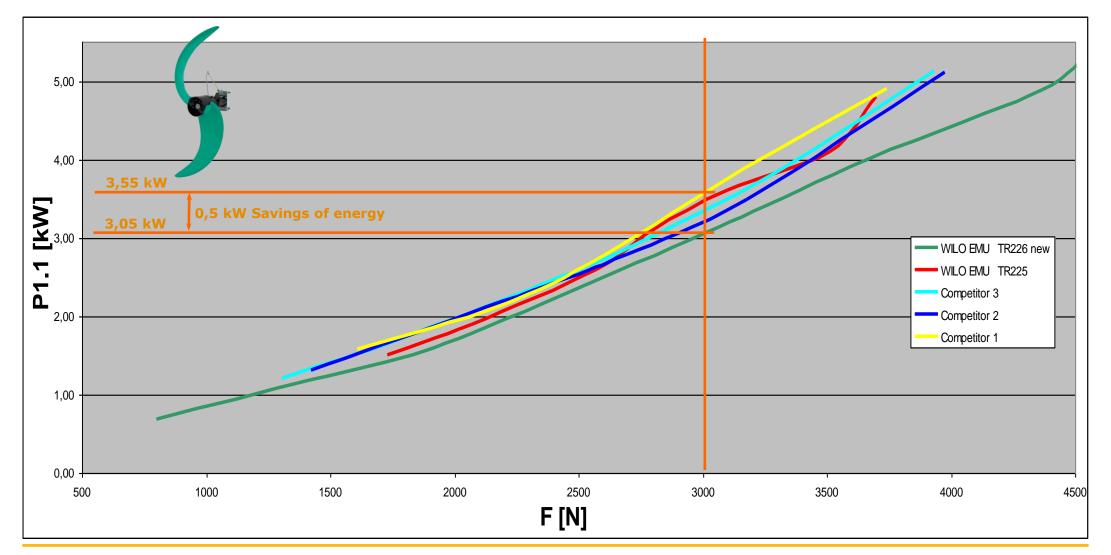


New TR 226

Specific thrust = $F / P_{1.1}$ [N/kW]

 $P_{1.1}$: Power input for each mixer at duty point

F: Mixer thrust





Quality - System

DIN ISO 9001 certified company

CE- complies with EC Machinery Guidelines

Explosion proof: holds certificates a FM or CSA for explosion-haza

Each pump can be to 9906 appendix

VDE- con electric mo

DS – Germa qualified work

> ...



CERTIFICATE



This is to certify that

WILO SE

Werk Hof

Heimgartenstraße 1-3 95030 Hof

has implemented and maintains a Quality Management System.

Scop

Development, manufacture, sales and service of:

- pumps and electrical motors for water supply, lowering of water level and booster plants
 pumps and electrical motors for sewage disposal and treatment
- pumps and electrical motors for drainage of pits, sumps, building sites and so on
- pumps and electrical motors for drainage or pits, sumps, building sites and so on submersible mixers and electrical motors for flow generation or for mixing of liquids for communal or industrial applications
- technical equipment for sewage treatment plants, digester gas plants, waterworks and pumping stations

Through an audit, documented in a report, it was verified that the management system fulfills the requirements of the following standard:

ISO 9001: 2008

Certificate registration no.

Excerpt from Certificate Registration No.

283115 QM08

Date of certification
Valid until

. 060313 QM08 2011-05-04 2014-05-03



DQS GmbH

Of Sheedsol

Mana Mana

Accredited Body: DQS GmbH, August-Schanz-Straße 21, 60433 Frankfurt am Main

- <u>I○Net</u> -



References for optimized wastewater treatment plants



Jinan wastewater treatment Plant, China

32 Wilo submersible mixer (Maxiprop/Megaprop)



Extension of the wastewater treatment plant Debrecen, Hungary

- 36 Wilo submersible mixer
- 1 Aux. lifting device
- 1 Gripping device



Wastewater treatment plant Wadi Shallalah Greater Irbid, Jordan

- 20 Wilo submersible sewage pumps
- 2 Wilo pressure boosting system
- 14 Wilo submersible mixer with Ceram



Wastewater treatment plant St. Veit an der Glan, St. Veit, Austria

- 6 Wilo submersible sewage pumps
- 6 Wilo recirculation pumps
- 14 Wilo submersible mixer



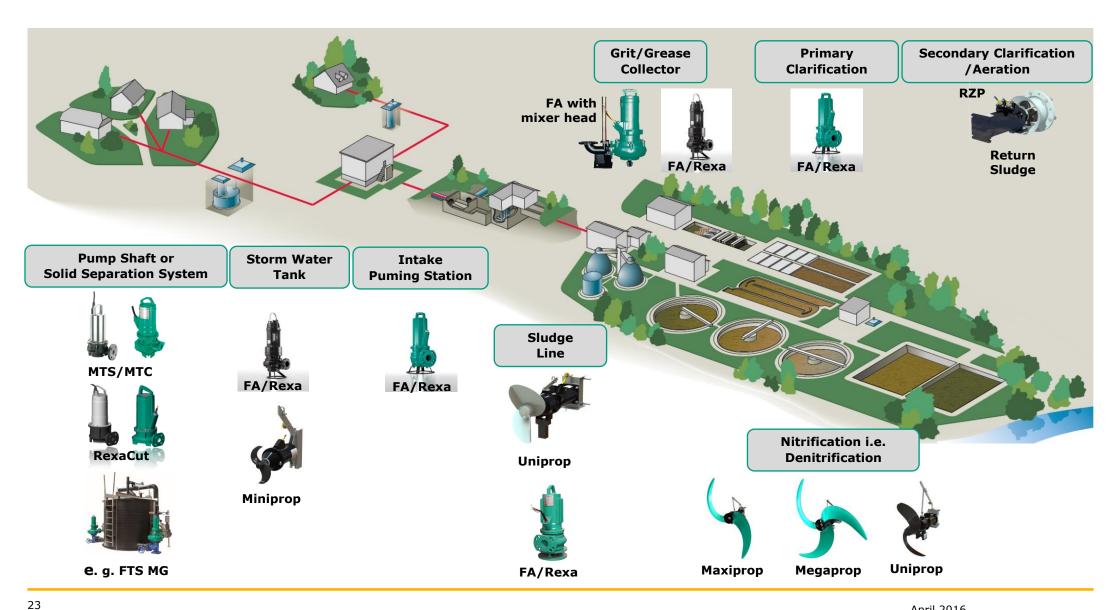


Drainage and Sewage Pumps





Field of Application - Applications/Sewage Processes





Wet sump installation (BA)

Advantages:

- Low investment costs for building and assembly
- Little space required for the pumps
- Installation and removal by suspension device
- Use of T-motors





Dry sump installation (TA)

Advantages:

- Internal cooling system
- Flood-proof pump
- Pump can be controlled during operation
- <u>Maintenance-friendly</u> due to accessible pump chamber
- Use of F; FK, HC and FKT-motors

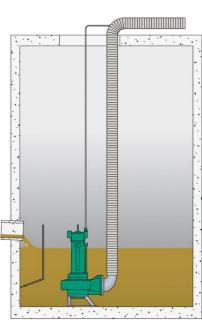




Portable installation (T)

Advantages:

- Application in deep, narrow sumps and flat tanks
- Dewatering on construction sites and with sewer rehabilitations

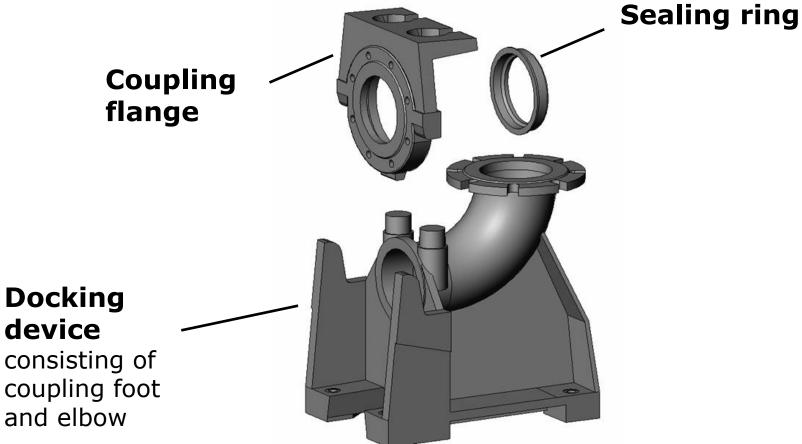






Installation Types - Suspension Device

Example: DN 150 2RK





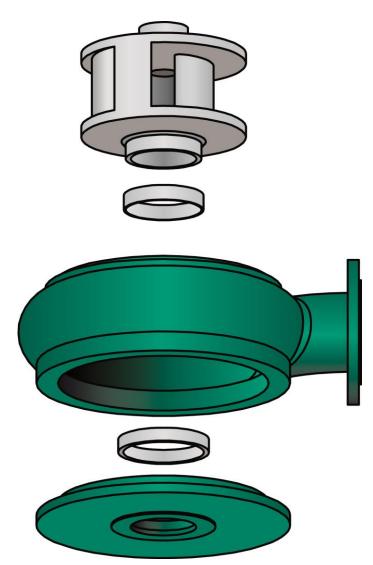
Closed Single-Channel Impeller E = Single channel impeller (e.g. Wilo-EMU FA 10.82E/Wilo-Drain TP 80E)

Characteristics:

- almost insensitive to clogging
- bigger ball passage
- low susceptibility to wear
- high efficiency
- for solids concentration of up to 8% dry substance (TS)
- hydraulic axial thrust balancing

Applications:

- Raw sewage
- Circulating and heating sludge
- Mixed water
- Raw and digested sludge
- Activated sludge





Closed multi-channel impeller

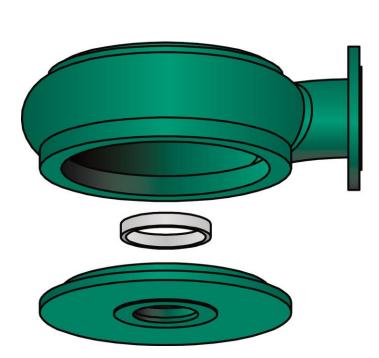
Z = two-channel (e.g. Wilo-EMU FA 25.82Z)

D = three-channel impeller (z.B. Wilo-EMU FA 20.73D)

V = four-channel impeller (z.B. Wilo-EMU FA 60.83V)

Characteristics:

- smooth operation
- almost insensitive to clogging
- big ball passage
- low susceptibility to wear
- gentle pumping
- high efficiency
- for solids concentration of up to 5% dry substance (TS)
- hydraulic axial thrust balancing by back vanes





Closed multi-channel impeller

Z = two-channel impeller (z.B. Wilo-EMU FA 25.82Z)

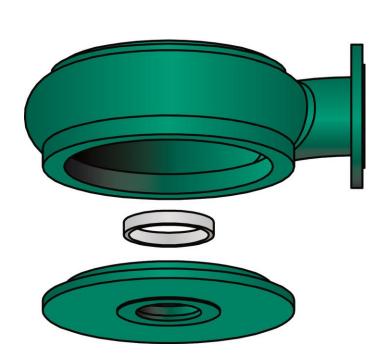
D = three-channel impeller (z.B. Wilo-EMU FA 20.73D)

V = four-channel impeller (z.B. Wilo-EMU FA 60.83V)



Applications:

- sewage cleaned by screen
- mechanically treated sewage
- industrial sewage
- landfill water
- activated sludge
- industrial sewage





Hydraulics with Macerator MTC 32 / MTS 40

Characteristics:

- almost insensitive to clogging
- small ball passage
- sensitive in case of pumped liquids causing wear,
 e.g. sand

Applications:

- domestic sewage
- waste water
- fecal matter
- suitable for low pressure drainage



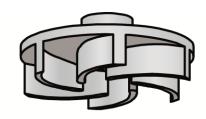


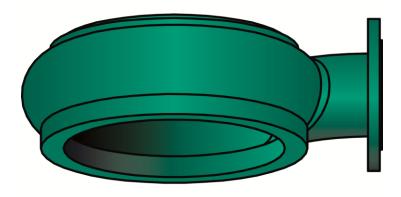


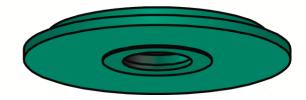
Vortex Impeller W = Vortex impeller (e.g. Wilo-Emu FA 15.21W)

Characteristics:

- very insensitive to clogging
- partly suitable for gaseous liquids
- smaller efficiency compared with channel impeller
- for solids concentration of up to 8% dry substance
 (TS)
- insensitive in case of sewage containing fibers and fabrics
- hydraulic axial thrust balancing by back vanes
- low-wear





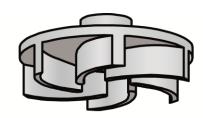


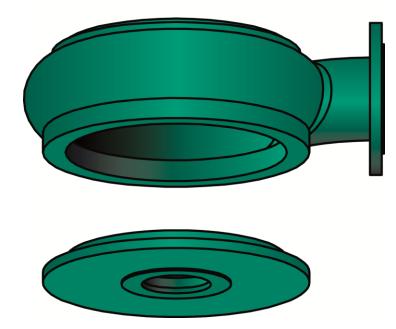


Vortex Impeller W = Vortex impeller (e.g. Wilo-Emu FA 15.21W)

Applications:

- raw sewage
- activated sludge
- raw and digested sludge
- mixed water
- pumped liquids with problematic components
- pumped liquids with components causing wear







Vortex Impeller with Mixer Head WR = Vortex impeller with mixer head (e.g. FA 08.52WR)

Characteristics:

- see vortex impeller
- loosening up of hardened sand deposits
- high wear resistance
- self-cleaning mixer head (Abrasit)

Applications:

- in grit collector
- grit and gravel industry
- sludge settling ponds
- settling ponds
- everywhere, where deposits can form





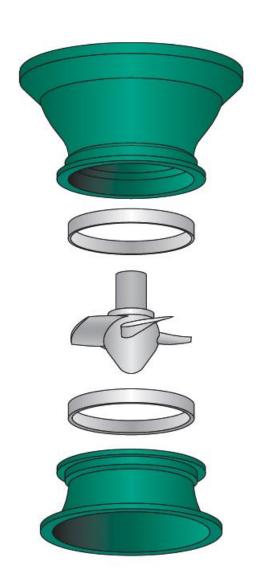
Propeller impeller (Axial Impeller) e. g. Wilo-EMU KPR 760

Characteristics:

- for very large flow rates with very low head
- high efficiency
- decreasing power input with increasing flow rate
- must not be operated against closed valve

Applications:

- Pumped liquids with slight pollution
- Rain water
- Return sludge
- Circulation of activated sludge
- Pumping stations etc.



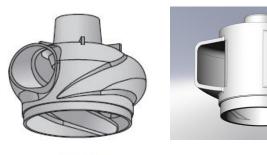


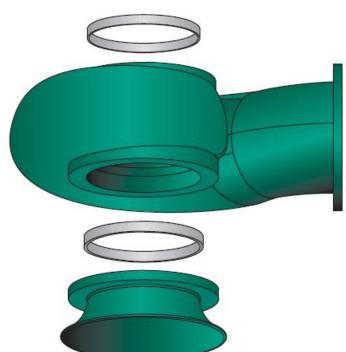
Closed Multi-Channel Impeller T=pot impeller; T = SOLID-impeller (e.g Wilo-EMU FA 15.77T) Characteristics:

- almost insensitive to clogging
- big ball passage, although multi-channel impeller
- little susceptibility to wear
- high efficiency
- for solids concentration of up to 8% dry substance
- hydraulic axial thrust balancing

Applications:

- Raw sewage
- Circulating and heating sludge
- Mixed water
- Raw and digested sludge
- Activated sludge







Motor Generation T 50.1G (air-filled without cooling shroud)

Cable trumpet

longitudinally water tight

Terminal board

easy exchange of the cable

Full motor protection

by PTC-thermistors, bimetallic temperature switches as an option

Two single-row inclined ball bearings in O-arrangement

- long service life
- operation with few vibrations only

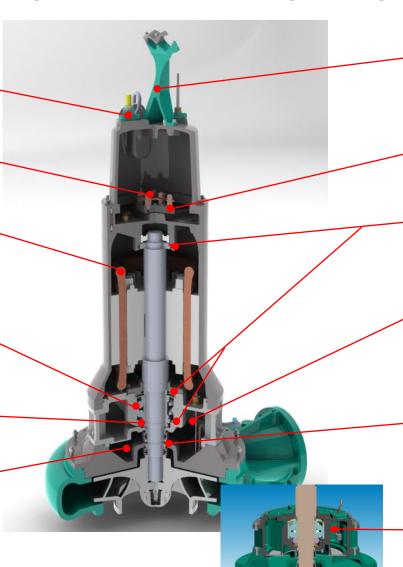
Possibility for subsequent lubrification

of the locating bearing

Sealing chamber

with environmentally-friendly medical white oil

- control of the sealing chamber



Cable support for a defined cable quide

Humidity sensor in the motor chamber as additional protection

3 radial seals

<u>Inter</u>nal pencil electrode as a standard

intrinsically safeATEX

Two separate

mechanical shaft seals

pair of SiC/SiC slide surfaces
 operation with few vibrations only

Leakage chamber with internal float switch

additional controlhigh process reliabilty



Motor Generation FKT 27.1/FKT 27.2 (air-filled with cooling shroud)

Cable trumpet

longitudinally water tight

Terminal chamber

sealed

Motor chamber control

by electrode

Cooling system

with water/glycol filling

Mechanical shaft seal

SiC/SiC

Drive of the cooling cycle

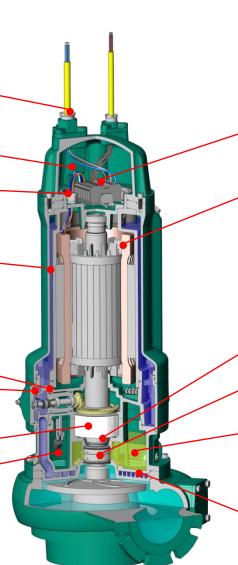
by direct-coupled impeller

Bearing technology

ball bearing

Leakage chamber

with internal float switch (inclination 45°, suitable for horizontal and vertical motor installation)



Line-up terminals easily exchangeable

Full motor protection by PTC-thermistors

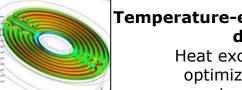
Radial seal



Block Seal with 2 mechanical shaft seals SiC/SiC, short design

Sealing chamber

filled with medical white oil control by external pencil electrode(optional)



Temperature-entropy diagram

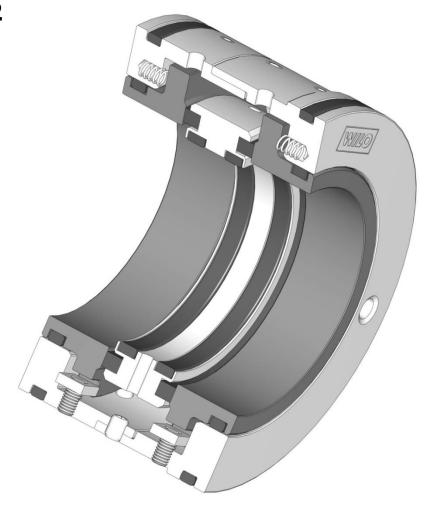
Heat exchanger optimized with numeric methods



Motor – Sealing Variants "Wilo Block Seals"

Design of the Wilo Block Seals Series

H 35/2, H 50/2 and H 75/2







Motor – Sealing Variants "Wilo Block Seals"

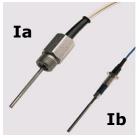
Features:

- High operation safety
- Long service life
- Extremely short construction
- Easy dismantling or assembly
- Very calm and almost non-oscillating operation due to the small distance between locating bearing and impeller
- Highly wear- and corrosion-resistant due to block seal material of stainless steel and slide rings of solid siliconcarbide
- Steady contact pressure by stationary group springing





Monitoring Devices Motors



Moisture probe

Humidity control in terminal chamber (b), motor chamber (b) and sealing chamber (a+b)



Bimetallic temperature switch

Winding temperature control in the motor chamber



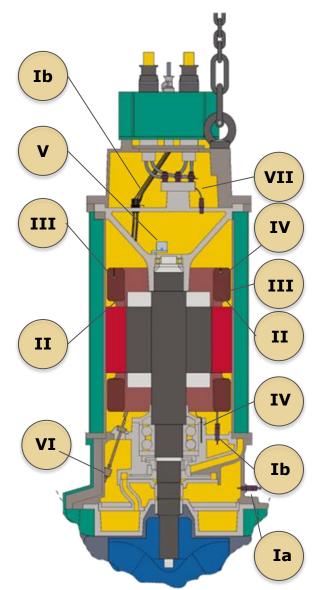
PTC-thermistors

Winding temperature sensor in the motor chamber



Pt 100

Winding temperature and bearing temperature control



Thermal float switch

Control of the oil level and oil temperature in the motor chamber (FO/FK-motors)



Float switch

Leakage control in the control chamber



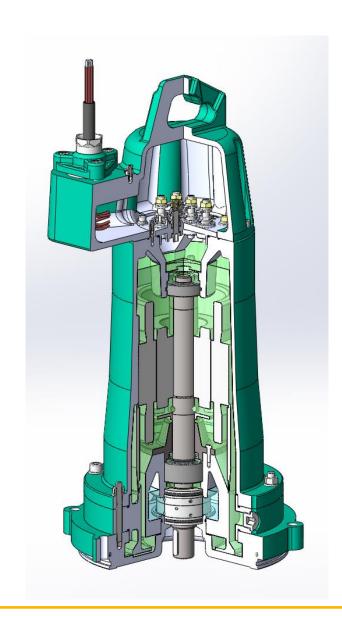
Pressure switch

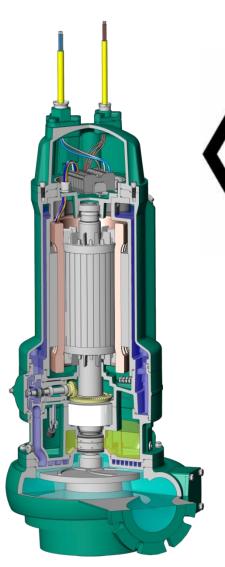
Pressure control in the motor chamber





Ex-Proof Motor

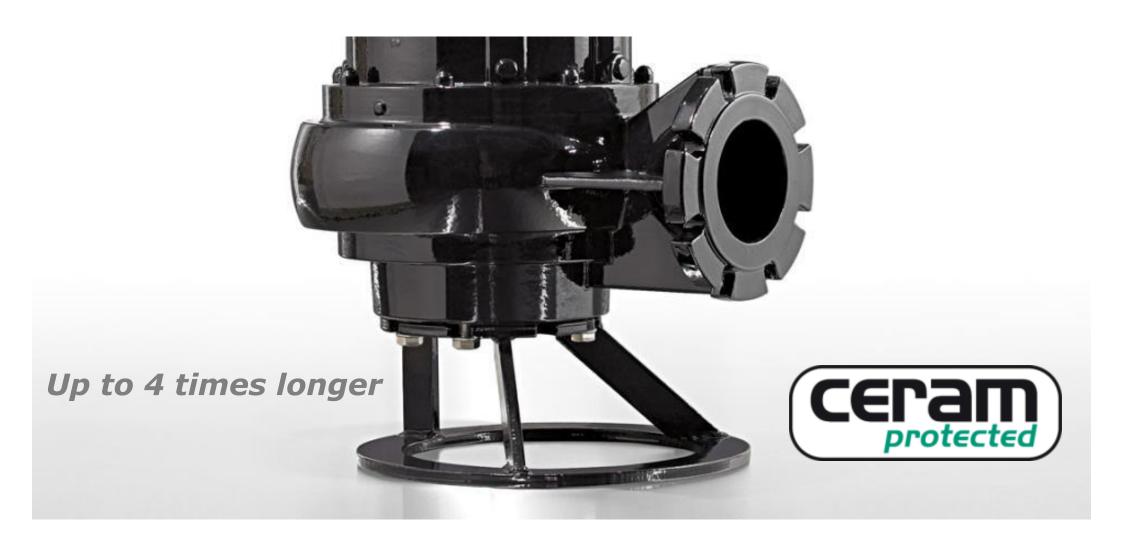








Extended Pump Service Lifetime: CERAM Coating





Abrasive influences

- Strong fluid-load causes heavy stress for material.
 - The consequence:
 Strong wear of important pump components





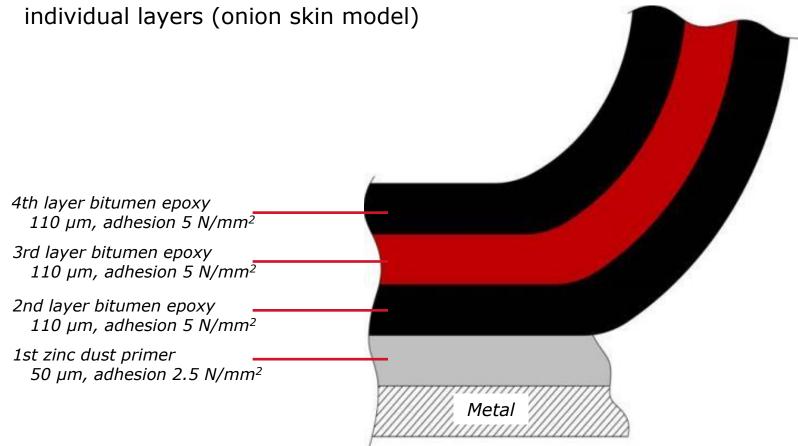
Pump after a six-week-running time in grit chamber



Extended Pump Service Lifetime: Difference with other coatings?

Multiple layer – Onion skin model – L~d³

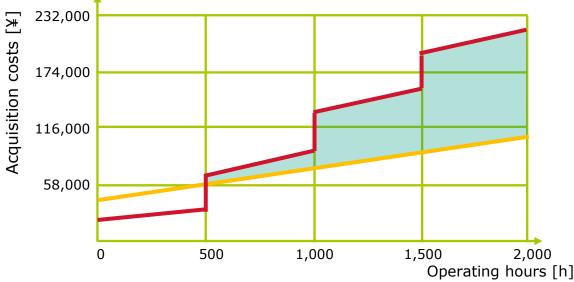
- When there are multiple layers, the service life depends on the adhesion of the





Extended Pump Service Lifetime: Netherlands Reference (1)

Maximum efficiency thanks to optimised durability.



39百万円 on operating costs.

Acquisition costs and energy – Impeller with Ceram coating (1 life cycle)

Acquisition costs, energy and replacement – Impeller without Ceram coating (4 life cycles)

Profit zone

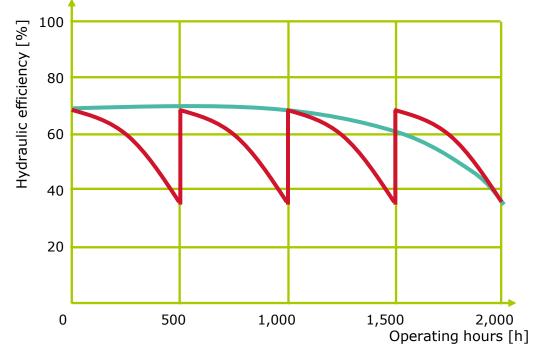


^{*} Energy costs calculated at a constant rate of 14¥/kWh over 10 years.



Extended Pump Service Lifetime: Netherlands Reference (2)

- Higher hydraulic efficiency and
- increased resistance to abrasion.



The Ceram coated impeller is replaced after 2,000 hours with a relatively constant level of efficiency.

The cast iron impeller must be replaced after 500 hours.







Extended Pump Service Lifetime: Split-Case Pumps

Comparison: Wilo-SCP 200-360HA		With CT Ceram Coating
Delivery head	31 m	31 m
Volume flow	184 l/s	184 l/s
Pump efficiency	86.9%	89.2%
Motor efficiency	95.6%	95.6%
Overall efficiency	83.1%	85.3%

Calculation: Energy savings due to Ceram CT coating				
Differences in power input				
consumption	67.4 kW - 65.7 kW	1.7 kW		
Annual operating time	365 days x 20 hrs	7300 hrs		
Energy costs	14¥/kWh			
Total energy cost saving per				
year	7300h x 14¥/kWh x 1.7 kW	¥173,740		
Costs for the coating	¥ 80,000			
Payback period	2 months			
Total saving of energy cost	¥173,740x 10 yrs	¥1,737,400		



Energy costs savings thanks to exclusive Wilo Ceram CT coating

^{*} Energy costs calculated at a constant rate of 14¥/kWh.



Extended Pump Service Lifetime: Product Portfolio











Wilo-EMUport solids separation system – premium solution in wastewater transport

Prefabricated pumping stations with Solid Separation System

Application

Dewatering entire localities or large industrial and commercial complexes using conventional gravity-flow drainage systems

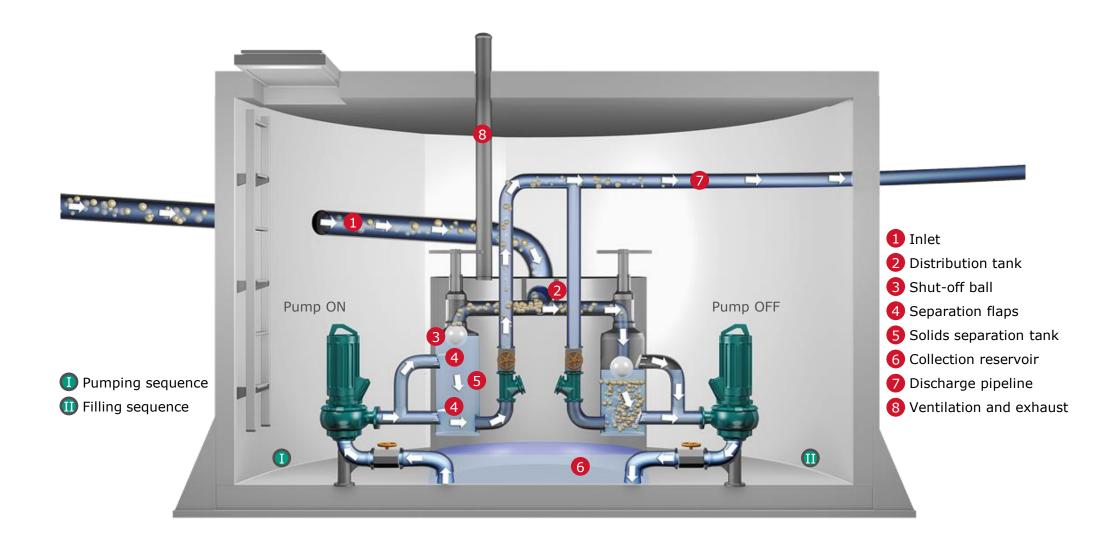
Advantages to you

- Max. operation reliability by separating the solids from the pretreated sewage before the pumping process
- High reliability with low operating costs
- Efficient thanks to smaller ball passage compared to the conventional wet sump installation without solids separation
- Retrofit system for the economical renovation of old pumping stations
- Long service life by use of corrosion-resistant PE-HD components





WILO-EMUport Solids separation system - Scheme





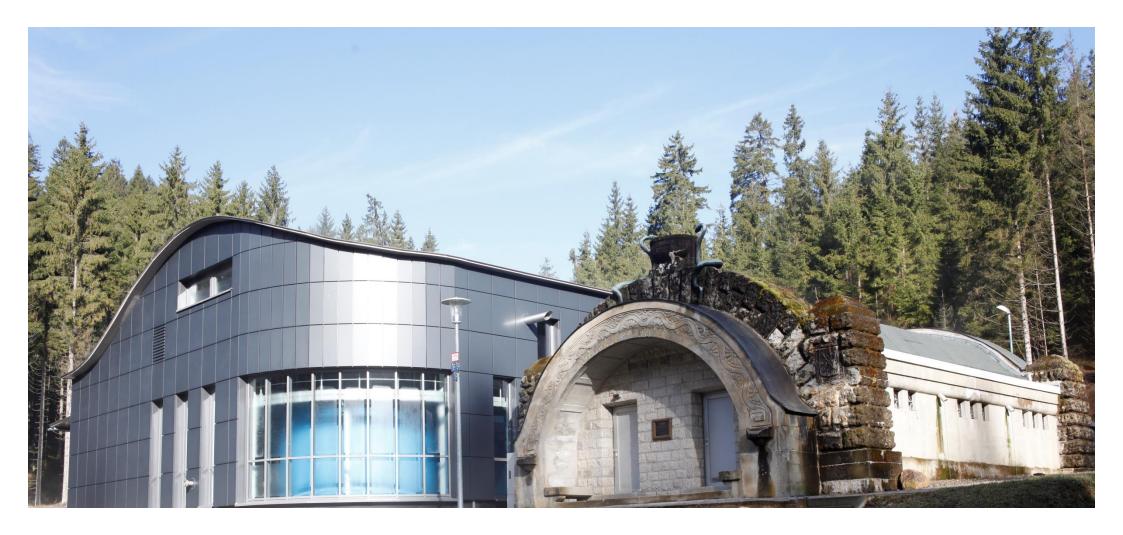
Ref: WIEN Hauptbahnhof



18 solids separation system

are in the underground parking lot of the Central Station





Water Supply





WILO SCP – Extended Range



Size ¹	Up to DN 800 mm
Flow ²	Up to 17 000 m ³ /hr
Head	Up to 235 m
Operating pressure	16 bar and 24 bar
Temp. (°C)	Up to 150°C for special application and after application checking
Materials	Special materials on request (ex: duplex stainless steel)

Largest Vertical Turbine Pump: The Order



Capacity	Head	Motor	Qty	Customer	Application
35600 cum/hr	28 m	3400 kW	5 sets	Lanco Infrastructure	Circulating water (2X600 MW)



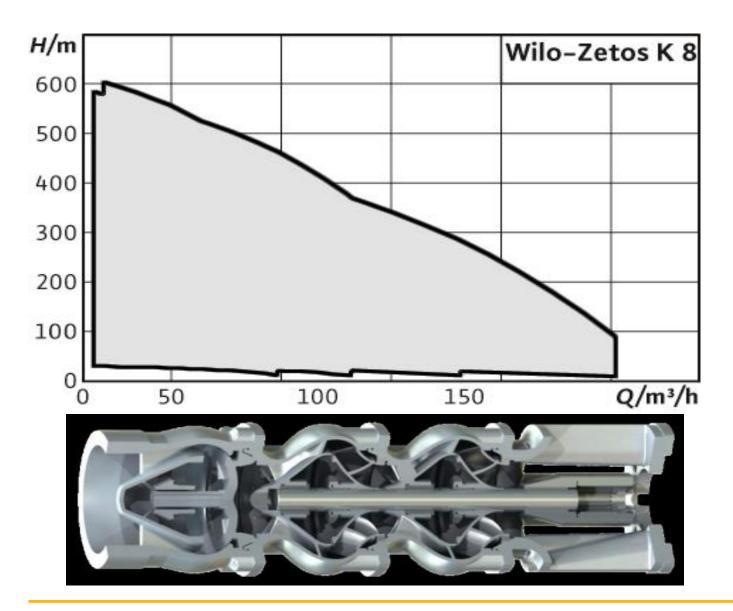


- 1. Efficiency "Best in class" : > 84%
- 2. Precision cast technology (SS 316)
- 3. Maximum sand content: 150 mg/L
- 4. Maximum head: 630 m
- 5. High resistance to corrosion & abrasion
- 6. Broad performance range & application
- 7. Easy maintenance & repair













Application

- Raw water and water supply in municipal and industrial applications
- Drinking water with ACS-approval
- Sprinkling and irrigation
- Fire-fighting systems
- Pressure boosting
- Offshore-range/sea water
- Geothermal and thermal applications
- Light Drainage/applications in mines
- Lowering of ground water level

Advantages

- > Energy-efficient thanks to adjustment of the duty point
- Long service life thanks to precision cast of stainless steel.
- Service-friendly motors with hermetically encapsulated or re-windable stators
- Easy installation for horizontal and vertical applications









Zetos-K 8

Z8







General Comparison	WILO	Lowara	WILO	Lowara	WILO	Lowara	WILO	Lowara	
Best efficiency point	50r	50m³/h		70m³/h		100m³/h		130m³/h	
Series	Zetos K8	Z8	Zetos K8	Z 8	Zetos K8	Z 8	Zetos K8	Z 8	
Design size	K8.50	Z8-55	K8.70	Z8-75	K8.100	Z8-95	K8.130	Z8-125	
Efficiency	~83%	79%*	~84%	81,5%*	~84%	80,4%*	>84%	84,3%* 81,1%**	
Material	1.4408 AISI316	1.4308 A744-CF 8	1.4408 AISI216	1.4308 A744-CF 8	1. 44 08 AISI316	1.4308 A744-CF 8	1.4408 AISI316	1.4308 A744-CF 8	
Max. sand content	150 mg/l				150 mg/l	100 mg/l	150 mg/l	100 mg/l	
Max. (shut-off) head	630 m	550 m	630 m	550 m	540 m	520 m	400 m (600 m) ***	500 m	
Drinking water approval	ACS		ACS		ACS		ACS		
Not price	Same			Same —		Same —	Sā	me —	



High Efficiency Borehole: Bottom Intake Pump (Polder)

Polder

Pump



Vertical

Turbine



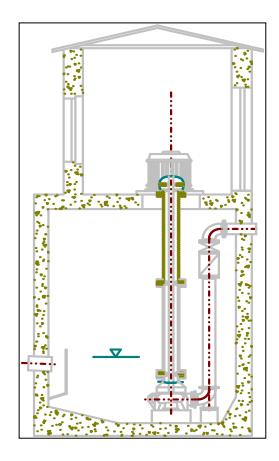
VS.

Polder Pump Advantages:

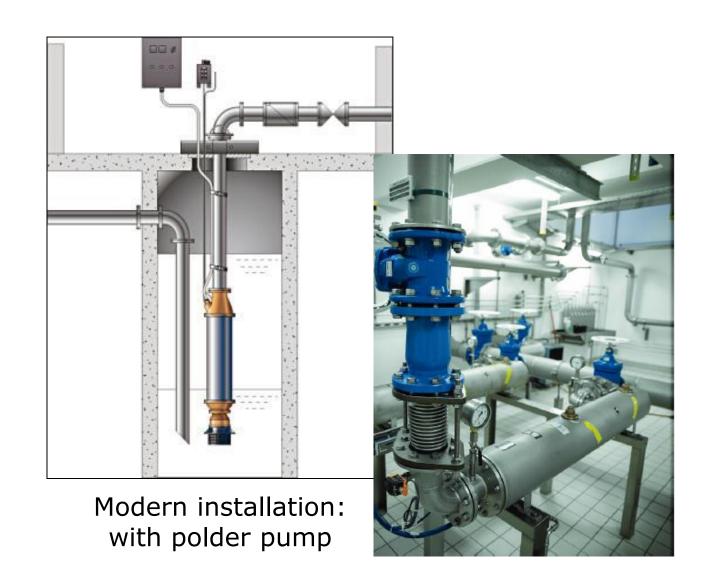
- Significant savings CAPEX investment (no pump house construction required)
- High efficiency
- Competitive price
- Motor is fluid cooled
- Maintenance free
- Easy installation into well
- Directly coupled hydraulics
- Low water level / deep drawdown possible
- > High voltage possible
- Can be installed at any depth



High Efficiency Borehole: Bottom Intake Pump Installation



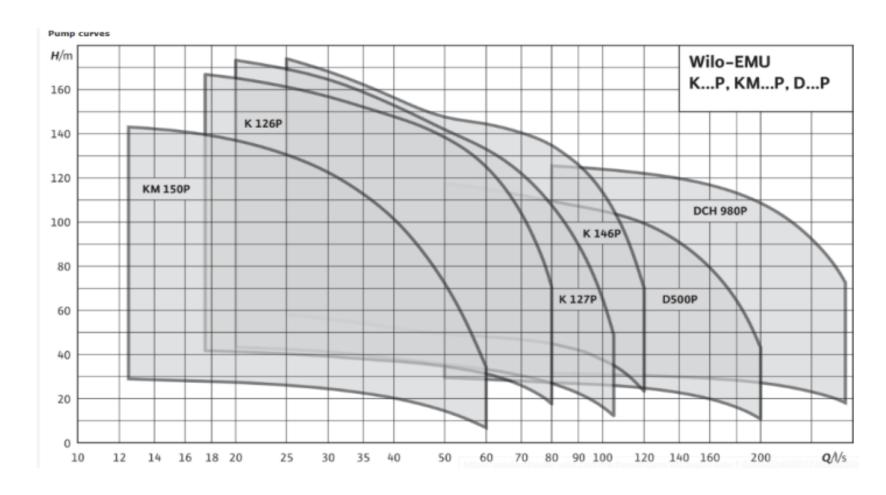
Old installation





High Efficiency Borehole: Bottom Intake Pump (Polder)





> Max head: over 160 m

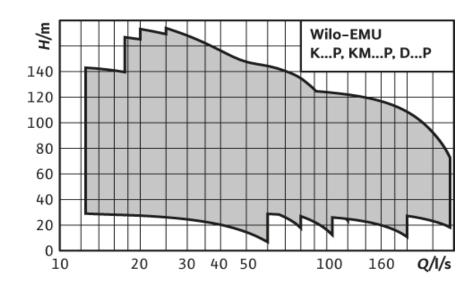
> Max flow: 800 m³/h

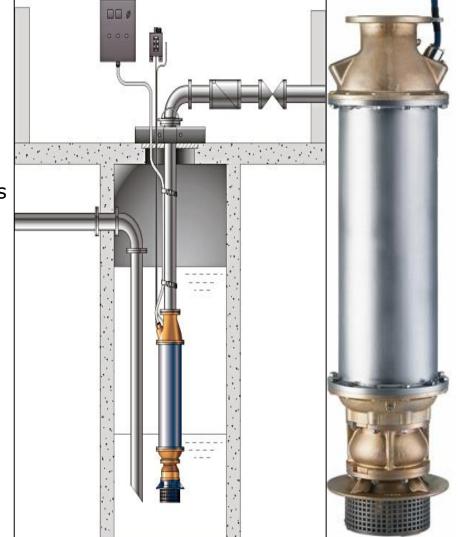


High Efficiency Borehole: Bottom Intake Pump

<u>Advantages</u>

- Application in <u>very low operating water level</u>
- Simple installation at the rising mains
- Individual adjustment to the duty point
- Two mechanical seals as a standard for high operation reliability
- Wear-resistant design thanks to different material designs
- Ceram CT coating for efficiency increase as an option







High Efficiency Borehole: Bottom Intake Pump Reference



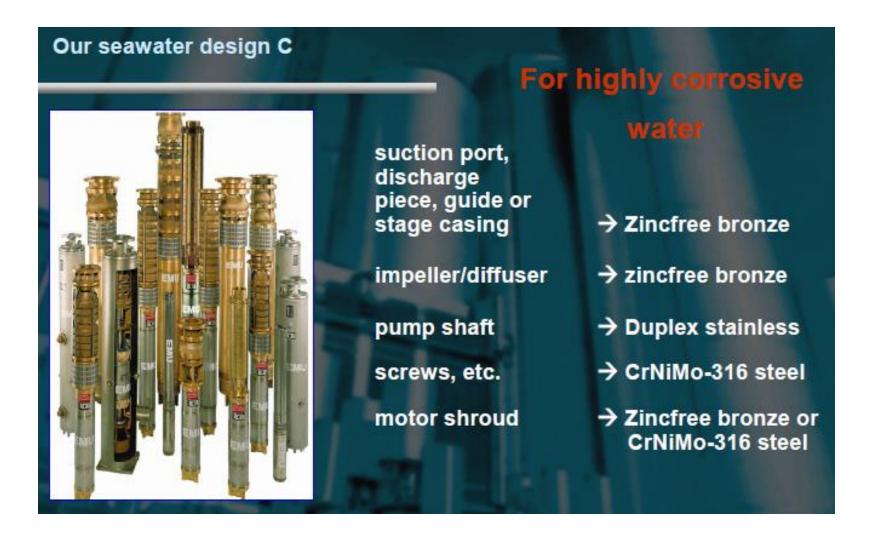
Location: Kota Malang is a district in East Java province, located in 400-600 meter above sea level

Reference Name: WTP Wendit has used Wilo polder pumps since 2010 as replacement of submersible pump from Grundfos

Pump type: K-146



High Efficiency Borehole: Seawater Application





High Efficiency Borehole: Seawater Application

Seawater resistant material avaluation:				
/ 400	Advantages	Disadvantages		
Cast iron with ceram coatings	Economic solution	only temp. Applications Lower resitance		
Zinc free bronze:	Good chemical corrosion resitance	Non resitance against sufuric acid and clorides		
Ni Alu Bronze:	Very good abrasion resistance	Non resitance against sufuric acid and clorides		
316 Stainless steel:	Chemical resitance	Only medium abrasion resitance, weldings problem		
Duplex:	Good chemical and abrasion resitance	Expensive and long lead times		



High Efficiency Borehole: Entire Wilo Range



Stainless Steel Borehole Pumps 3"-10" Dia



EMU Borehole Pumps 10-24"



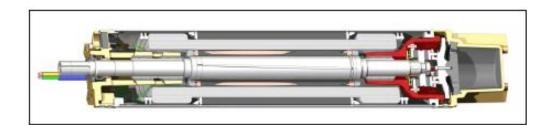
Polder Pump



High Efficiency Borehole: Accessories



- Special motor design
 - Power increase of up to 25 %
 - Active internal cooling
 - Direct cooling of windings
 - Higher duty
 - No need for external cooling shroud





Control Boxes

- → Standard
- → Deluxe
- → Deluxe CSCR
- → Deluxe (6")



Variable Frequency Drives

- → Max Amb Temp: 104°F (40°C)
- → Max Altitude: 3300' (1000m)
- → Protection Class: IP55 (NEMA 4)
- → 4 Digital input, N.O. or N.C (settable), for motor run and motor stop
- → RS485 serial communication



Wilo Pump Panel

- → NEMA type 3R steel enclosure with powder coating finish
- → Full gasket hinged door with provision for padlocks
- → UL listed and suitable for use as service equipment
- → Heavy duty flange Fusible disconnect switch.
- → NEMA Full voltage magnetic motor starter.



Smart Solution for Pressure Boosting

Wilo-SiBoost Smart Helix EXCEL"

- Highly efficient pressure boosting system
- 2 ~ 4 stainless steel, nonself- priming, highpressure multistage centrifugal pumps
- High-efficiency pump hydraulics
- IE2 standard motors (IE3 and IE4 / option), systems with Helix EXCEL with high efficiency EC motor (efficiencies > IE4 acc. to IEC TS 60034-31 Ed.1)
- Hydraulics of entire system are pressure-loss optimised
- Integrated dry-running detection and low water cut-out switch
- SC control device



Wilo-SiBoost Smart Helix EXCEL



Wilo-Zeox FIRST – the new one in the field of boosting

Ring section pump in vertical and horizontal design

Application

- Water supply
- Professional irrigation
- Fire fighting systems

Advantages

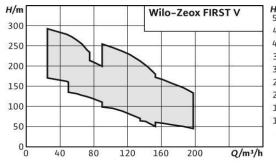
- High efficiency IE3 motor (standard IEC)
- Complies with ErP Directive with MEI ≥ 0.4
- High quality materials
- Modular and robust design
- Safe operation with mechanical seal flushing device as standard
- Dynamically and hydraulically balanced impellers

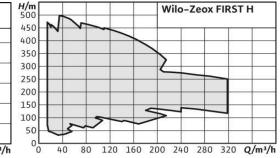


Wilo-Zeox First V Vertical design



Wilo-Zeox First H Horizontal design







Flooding – All over the world













Wilo-FlowAx KPC





Q&A