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|  | | | | | | | | | | | | | | | Customer Request  *New Product* | | | | | | | | | | | | | | | | | | | | **A** | | | | | Registering (Design Dpt.) | | | | | | | | | | | | | | | | |
| Date | | | | |  | | | | | | | Nr. | | | |  | | | | | |
| **1** | Pump designation  *Acc. to catalogue rules* | | | | | | | | | | |  | | | | | | | | | | | | | | | | | | | | | | | Part Number | | | | | | |  | | | | | | | | | | | | | | |
| **2** | Author | | | | |  | | | | | | | | | | | | Date | | | | | | |  | | | | | CC. | | |  | | | | | | | | | | | | | | | | | | | | | | | |
| **3** | Market and sales | | | | | | | | | **Invoiced Customer** | | | | | | | | | | | | **WILO RUS** | | | | | | | | | | | | | Country | | | | | | | | | | | | | | Russia | | | | | | | |
| Delivered Customer | | | | | | | | | | | | **WILO RUS** | | | | | | | | | | | | | Final Customer | | | | | | | | | | | | | |  | | | | | | | |
| Selling price  To WILO sub | | | | | | | EUR | | | | | | | Gross Margin  With WILO sub | | | | | | | | | | % | | | | | Annual  Quantities | | | | | | Y1 | | | |  | | | | Y2 | |  | | | | | | Y3 | |  | | |
| Selling price  To customer | | | | | | | EUR | | | | | | | Gross Margin  With customer | | | | | | | | | | % | | | | | Order | | | | |  | Delivery date | | | | | | | | | |  | | | | | | | | | | |
| **4** | Application | | | | | | | Heating and Cooling | | | | | | | | | |  | | Solar Thermal  Energy Systems | | | | | | | |  | | Geothermal  Energy Systems | | | | | | | | | | | | |  | | | | Sanitary Hot Water  Circulation | | | | | | | | |  |
| Other | | | |  | |  | | | | | | | | | | | | | | | | | | Special fluid | | | | | |  | | | |  | | | | | | | | | | | | | | | | | | | | | |
| Special temperature | | | | | | | | | | |  | | | Fluid | | | | Min | | | | °C | | | | | Max | | | °C | | | | | | | | | Ambient | | | | | Max | | | | | | °C | | | | | |
| **5** | Technical features | | | | | | | | | | | | | | High Efficiency Pumps | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| *AC Pumps* | | | | | | | | | | | | | | *Stratos TEC* | | | | | | | | | | | | | *Yonos PARA* | | | | | | | | | | | | | | | *Stratos PARA* | | | | | | | | | | | | | |
| PR | | |  | | | | PL | | | | | |  | Power cable\* | | | | | | | | | | | |  | Red Knob RKA | | | | | | | | | | |  | | | | Red knob\* | | | | | | | | | | | | |  |
| CRF | | |  | | | | CLF | | | | | |  | Power connector | | | | | | | | | | | |  | Red Knob RKC | | | | | | | | | | |  | | | | 0-10V | | | | | | | | | | | | |  |
| CRR | | |  | | | | CLR | | | | | |  | Signal cable\* | | | | | | | | | | | |  | PWM 1 (heating) | | | | | | | | | | |  | | | | Cable break | | | | | | | | | | | | |  |
| FSR | | |  | | | | FSL | | | | | |  | *Stratos PICO* | | | | | | | | | | | | | PWM 2 (solar) | | | | | | | | | | |  | | | | SSM | | | | |  | | SBM | | | | | |  |
| Signal Cable | | | | | | | | | | | | |  | OEM cable 90° \* | | | | | | | | | | | |  | Power Cable\* | | | | | | | | | | |  | | | | PWM 1 (heating) | | | | | | | | | | | | |  |
| WGP | | | | | | | | | | | | |  | WS7 OEM connector | | | | | | | | | | | |  | 3 ways OEM connector | | | | | | | | | | |  | | | | PWM 2 (solar) | | | | | | | | | | | | |  |
|  | | | | | | | | | | | | | | WS8 connector | | | | | | | | | | | |  | Cable for WS8 + WS8 connector | | | | | | | | | | |  | | | | Cable\* | | | | | | | | | | | | |  |
|  | | | | | | | | | | | | | Signal cable | | | | | | | | | | |  | | | | Connector | | | | | | | | | | | | |  |
| Terminal Box Positions | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | Collective packaging | | | | | | | | | | | | | |
|  | | **AC - TEC\*/7** |  | | | | | | | | 3 | | | | | **Yonos PARA** | | |  | | | | | | | 3 | | | **Stratos PARA - PICO** | | |  | | | | | 3 | | | | | | **Qty/pallet**  **\*Extra cost applies**  (pls refer to price corridor) | | | | 180/144full pallet | | | | | |  | | | |
|  | | | | |  | | |  | | | | | |
|  | | | | | | | | 6 | | | | |  | | | | | | | 6 | | |  | | | | | 6 | | | | | | 90/72**\***  3 layers | | | | | |  | | | |
|  | | | | |  | | |  | | | | | |
|  | | | | | | | | 9 | | | | |  | | | | | | | 9 | | |  | | | | | 9 | | | | | | 60/48**\***  2 layers | | | | | |  | | | |
|  | | | | |  | | |  | | | | | |
|  | | | | | | | | 12 | | | | |  | | | | | | | 12 | | |  | | | | | 12 | | | | | | 30/24**\***  1 layer | | | | | |  | | | |
|  | | | | |  | | |  | | | | | |
| **6** | | Name Plate | | | | | | | Standard | | | | | | | | | | | |  | | | Position of the pump in the application | | | | |  | | |  | | **TYPE** | | | |  | | | | |  | | | |  | | |  | | | | |  | |
| Customized\* | | | | | | |  | | | | Homologation\* | | | | | | | |  | | |
| **7** | | Options | | | | | | | Individual packaging | | | | | | | |  | | | | | | | Thermal insulation | | | | |  | | | Operation manual  (1 / pump) | | | | | | | | |  | | | | | |  | | | | | | | | | |
| Flat gaskets | | | | | | | | | | | | | | |  | | | | | | | Climaform | | | | |  | | |

*Sections* ***1*** *to* ***8*** *to be filled by the* ***author of the request*** *- Section* ***9*** *to be filled by the* ***Board*** *- Sections* ***A*** *and* ***B*** *to be filled by the* ***design department***

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| **9** | Approval | | | | | | | | | | Date : | | | | | | |
|  |  | | Manager | Sales | | Technical | | | | Quality | | | PM | | | Industrial | Purchasing |
|  | Market Segment | |  |  | |  | | | |  | | |  | | |  |  |
|  | PBU | |  |  | |  | | | |  | | |  | | |  |  |
|  | Follow-up by a project manager (light project) | | | | | | |  | Name | | |  | | | | | |
| **B** | | BPI / Technical Notice (Design dept.) | | | Nr. | |  | | | | | | | Date |  | | |

*Sections* ***1*** *to* ***8*** *to be filled by the* ***author of the request*** *- Section* ***9*** *to be filled by the* ***Board*** *- Sections* ***A*** *and* ***B*** *to be filled by the* ***design department***