

# Flowing in Solidarity

3RD QUARTER - 2020

WILO LEVANT NEWSLETTER

-Issue #2



بيروت

## STANDING IN SOLIDARITY FOR THE PEOPLE OF BEIRUT

In collaboration with Arche-Nova, Wilo foundation contributes in the donations for the emergency aid in Beirut



### EBQUOREYEH STATION Energy Efficiency

From 46% in energy efficiency, learn how we doubled the pumping station's capacity while halving its energy consumption

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### OUR SEWAGE SOLUTION The Smart & Intelligent Mix

- Wilo Rexa Solid-Q
- Nexos Intelligence
- Wilo Frequency Converter



## BECOME PUMP-SMARTER

EDUCATE AND ENTERTAIN YOURSELF WITH OUR TIPS AND TRICKS SECTION

How much do you know about overflow valves?

Take the Quizz and Submit your answers by mail to: perla.awad@wilo.com

Hurry Up... The Game Ends on October 31!

YOU CAN BE THE WINNER!





# WORLDWIDE EXPANSION

## WELCOME TO WILOPARK

“*In the past decade, a large part of our worldwide investments has flowed into the emerging markets and into the USA. Now it was time to strengthen the mature markets of Europe.*”

– Oliver Hermes – President & CEO, Wilo SE

With an investment volume of around 300 million euros, the redesign of the Wilo headquarters in Dortmund is the largest project in Wilo's corporate history, to be one of the most important industrial investments in Germany and Europe.

The ultra-modern and digital Smart Factory, the "Pioneer Cube" office building, a customer service centre and the product development department cover an area of almost 200,000 m<sup>2</sup>.

All in all, the Wilo Group has invested around one billion euros worldwide in the last decade and created a modern, future-oriented, efficient and growth-promoting corporate infrastructure. The investment in this strategic project was not only in Wilo sites, but especially in Wilo employees.

### WILO-ONE OF "50 SUSTANABILITY & CLIMATE LEADERS" WORLDWIDE.



## KEEP THE WATER FLOWING

Selected by the United Nations and Bloomberg, this year Wilo Group participates with 49 other worldwide operating companies in the global sustainability and climate protection initiative: "50 Sustainability & Climate Leaders". The participating companies act on the basis of the 17 sustainability goals of the UN.

Covid-19 has proved that the provision of safe water and waste management are essential for preventing and protecting human health during all infectious disease outbreaks. Intensifying the challenge for all water utilities, fighting the climate change remains crucial for a sustainable development.

As a climate protection company, this fight is an integral part of the Wilo Group's corporate strategy. By 2025, 100 million people should have better access to clean water.





## BECAUSE WE CARE

wilofoundation

*"In emergency situations like today in Beirut, it is absolutely crucial that financial aid is quickly received by people seeking protection. Through the Wilo team in Lebanon, we learned that the Red Cross is the main NGO who is running many aid programs in Beirut right now. With arche noVa we have an international reliable funding partner in Germany who is well experienced in working together with local organizations as the Lebanese Red Cross for a long time. This way we are closer to the aid efforts and learn more about what has been fulfilled and provided."*

Ms. Evi Hoch – Executive Board Member, Wilo Foundation.

Lebanon is already facing an unmatched economical collapse, political conflict and a global pandemic. Unfortunately, the aftermath of the explosion has only drowned the country deeper into crisis.

Only a few days after the dramatic explosion in the port of Beirut, the catastrophe becomes really clear: everything within a radius of several kilometers has been devastated and the port facilities through which more than 80 percent of all consumer goods in the country arrive, are in ruins. At the same time, clean-up and salvage work has begun and aid organisations are trying to identify the acute need for help.

The Wilo-Foundation has made a donation for the emergency aid in Beirut.

The financial is used for the urgent need for mobile sanitary facilities i.e. toilets and showers for the emergency shelters in Beirut. The collective accomodation is set for 3,000 people, and the mobile sanitary and washing facilities were initially set up for two months. In addition, the German non-profit association arche noVa – Initiative for People in Need e.V., Dresden, a long-standing funding partner of Wilo-Foundation for international water projects, distributes hygiene kits for people who have lost their homes and are dependent on accommodations in the emergency tents.

Further information and the appeal for donations can be found at: <https://arche-nova.org/en/news/we-help-where-it-most-needed>

Our duty towards the people is not confined on financial donations. As some of our customers are located in Beirut, it is of our legitimate responsibility to extend a helping hand for the rehabilitation of their damaged buildings. Aside from the financial donations delivered by Wilo Foundation, the maintenance team in Lebanon conducted pumping stations' free of charge inspection and maintenance visits.

*“ We remain loyal to our mission for providing our customers a future with strong roots, doing the best for the rise of the country and providing help where it's needed. Together we overcome all the difficulties, together we achieve more. ”*

Ayman Nassar – Managing Director, Wilo Levant Platform



# JORDAN and PALESTINE

## RIGHT WHERE IT'S NEEDED WATER TREATMENT

### FOR THE PEOPLE OF PALESTINE, LIFE-SAVING SOLUTIONS

The rising levels of greenhouse gases are directly affecting the global water resources. The proportion of the population suffering from water scarcity due to the declining annual rainfall is gradually rising, especially in the MENA region.

In 2011, emissions in the waste sector in Palestine were 751.7Gg of CO2. In 2015, the industrial solid waste was studied in Palestine and 34% of the the surveyed companies appeared to be related to food and beverage.

Problems with solid industrial waste from Palestinian industries is that they are mixed and the emissions produced from their activities is relatively high.

In response to the stated facts, KFW has funded a project to pretreat the sewage and wastewater coming out from different factories in Palestine. The project mainly aims to reduce waste and CO2 emissions. Nablus city was our first target, where we have installed mixers for Al-Safa Dairy Factory and Submersible Pumps for Jeans Factory in cooperation with Reflex Electromechanical, our local partner in Palestine.

The next stage is treating sewage and waste water in olive oil factories.



## SEMINAR ON WATER JORDAN

### UNRAVELING WATER PUMPS' TECHNOLOGIES

*"Wilo has always been keen to foster its relationships with the Jordanian Water Authority. The limited water resources and high energy consumption in water utilities where more than 15% of Jordan's overall electricity production are needed for pumping water to bridge the elevation, emphasize the importance of the Water Management subject, especially in Jordan."*

-Muhammad Abushanab - Country Manager, Wilo RP Office Jordan

Hosting 50 attendees and with compliance to the social distancing and safety measures required, Wilo Rep. Office in Jordan organized a seminar at the Ministry of water and irrigation in Amman, Jordan covering the newest pump technologies and solutions for the water management sector on July 15, 2020.

Presented by country manager Mr. Muhammad Abushanab, the interactive session offered the participants a valuable opportunity for witnessing solutions and value-added services provided by Wilo.





# SERVICE WITH PRIDE, LEAD WITH CONFIDENCE

## INTERVIEW WITH ARAR & ABDULLAH TR.CO.

Arar Group is one of the most prominent Jordanian water pumping service companies involved in the commercial & industrial sectors. Their core business is pumps sales, installation, maintenance & service in which they are known as specialists. Wilo Jordan’s country manager Muhammad Abushanab conducted an interview with Mr. Hani Arar, founder of Arar Group, discussing their partnership with Wilo.

**M: As Wilo SE’s business partner in Jordan, tell us about your experience in the water pumps industry and your company’s history with Wilo.**

**H:** Our relationship with Wilo SE started in 1989, as distributors for circulation pumps. In 1996, Arar Group was considered as a main BSR partner in Jordan. By 2010 we developed a project department following Wilo group’s vision as a complete solution provider.

**M: While other competitors are rising in the industry, what makes you choose dealing with Wilo Products?**

**H:** The Jordanian market is very challenging because of the country’s topography. Being it a price-oriented market, the competition is vastly raising in the industry, but speaking of sustainability, Wilo never compromises its products’ quality. Wilo Group’s team provided us with high-end support and product trainings. Understanding the market’s need, we had a very strong bond and cooperation with the team worldwide who has always been keen for boosting project business & networking while providing value added services

and costume tolerated solutions to our country and people.

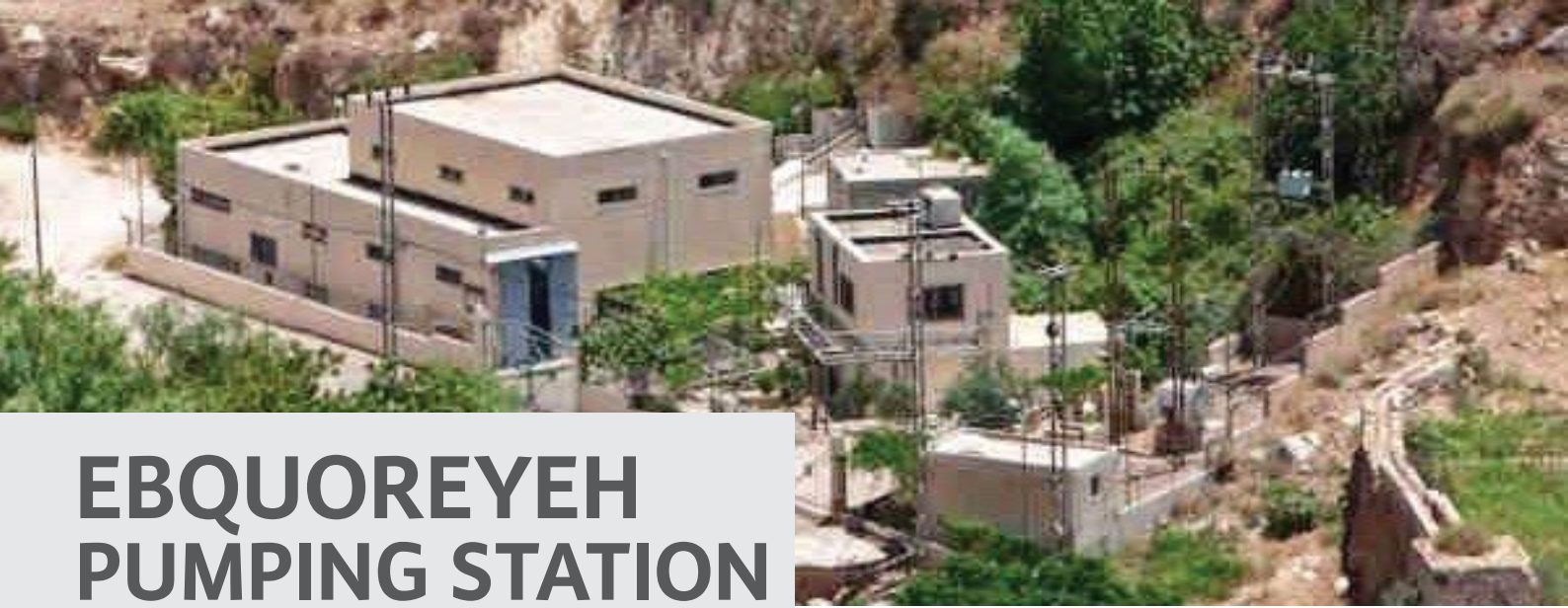
**M: Could you name one challenging project you were proud to overcome with our product range?**

**H:** I believe Ebquoreyeh’s pumping Station is one of the most challenging projects we are proud of. We supplied 2 nos. horizontal dry installed borehole pumps with pressure shroud, for clean water transfer to Al Salt, our pumps doubled the existing capacity and halved the energy consumption due to very high efficiency pumps >80%, Pumps cost were paid off after two years from energy saving.

**M: What areas do you believe are important for dealerships to pay attention to today?**

**H:** Our plan for today and the future is to increase our market share by introducing new efficient, reliable solutions, digital pioneering & value added service to be the costumer’s first choice. Water pumps are crucial for providing clean water and fighting climate change. Wilo is already an innovator in the digital products and services, which will definitely help us reach our common goals towards a sustainable future.





# EBQUOREYEH PUMPING STATION

## CASE STUDY

### 2 x Capacity... 1/2 Energy

Energy is needed for the transportation of clean and sewage water. Knowing that the water transportation cost is equally split in investment, energy and maintenance, any water loss consequently results in energy and money losses.

Jordan is one of the driest countries with high water scarcity. With its challenging topography, the country faced water losses of more than 40%. One of the major reasons behind these losses is low supply security due to outdated pumping stations with low energy efficiency and high maintenance demand.

The pumping station in Ebquoreyeh Salt, Jordan had lots of breakdowns, low energy efficiency (approx. %46), up to 20% water losses and high carbon footprint.

The Challenge was great and our greater solutions took the project to a new level: **DOUBLING** the station's Capacity while **HALVING** its Energy Consumption.



Before



After

### The Old Station

46%  
Energy Efficiency

HIGH  
Carbon Footprint

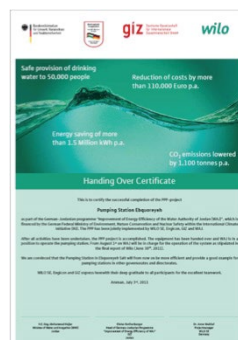
20%  
Water Losses

### Our Solution

2 Wilo High Efficiency Borehole Pumps installed in a Dry Well with a Shroud for High Pressure Water Distribution.



### The Results



34% Savings  
in Power Consumption

90.000 Kg/month  
CO2 Reduction

23,000m3/month  
More Supplied Water

127,000 €  
Annual Cost Savings

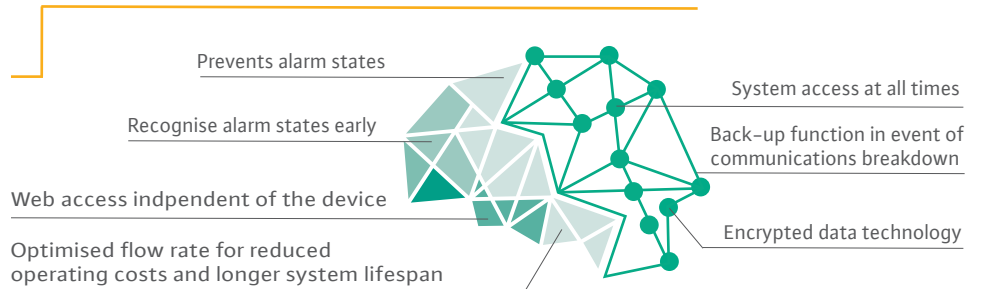


# OUR SEWAGE SOLUTION

## THE SMART AND INTELLIGENT MIX

- Anti- Clogging detection with automatic flush sequence.
- Intelligent control function for energy efficiency optimization.
- Integrated, redundant pump control of up to 4 units.

### Nexos - Intelligence



### Intelligent Anti Clogging Functionality



Adjustable parameters for detection of clogging and automatic cleaning sequence designed for the specific hydraulic type.

### Automatic Slave Switch Over



Automatic takeover of the master functionality by any pump in case of a malfunction.

### Wilo Rexa SOLID - Q



### Integrated Frequency Controller

Automatic parametrization & comfortable control of the Frequency converter by the webserver



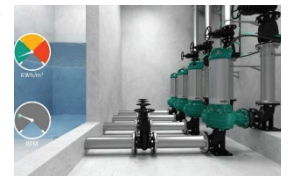
### Integrated Multi Pump Controller

Control of up to 4 pumps included, no further control device required.



### Intelligent Energy Efficiency Optimization

Automatic detection of the system's optimal speed with dynamic adjustment to variable



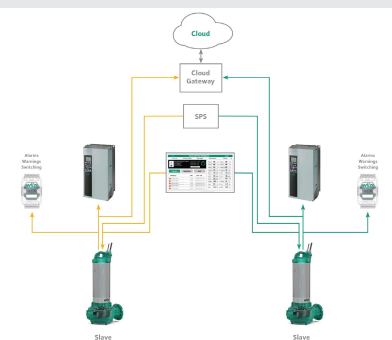
## Technical View

### Sensors: Packages with DDI



- Vibration monitoring temperature sensor DDI
- Bearing temperature monitoring
- Winding temperature monitoring
- Leaking chamber monitoring
- Sealingchamber monitoring

### Concept



### Advantages

Smart, Sustainable, Reliable, Energy Efficient

- 20% reduction of energy cost.
- 20.7% reduction of CO2 emissions.
- per year per pump



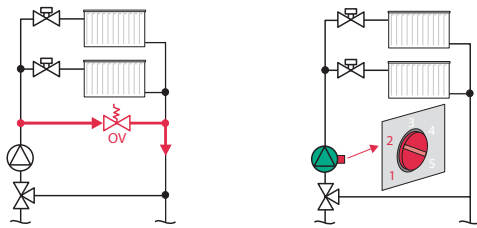
# HYDRAULICS – OVERFLOW VALVE

## WILO – BRAIN TIPS AND TRICKS

### WHAT'S AN OVERFLOW VALVE?

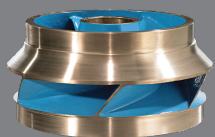
-> Overflow Valves (OV) limit the increasing pump pressure by “overflowing the heating water” between the feed and return when closing the thermostatic radiator valves.

-> Overflow Valves must not be combined with  $\Delta p$ -controlled heating pumps, as the two control behaviors can interfere with each other or cancel each other out.



### QUICK TIP:

-> For  $\Delta p$ -dependent performance adaptation of the heating pumps, always omit the overflow valve or block its action.



## Did You Know

### Ceram Coating Facts

With the unique Ceram Coating, Wilo guarantees long-lasting protection of pumps against corrosion & abrasion, as well as the increase of their hydraulic efficiency.

Unlike multi-layered coatings we know, Ceram Coating consists of 1 single layer, the diamond model, for more effectiveness and a longer service life.

Coatings can be differentiated by their color. Black ones are solvent-free, they protect against salt water and industrial waste. Blue ones are KTW approved for potable water applications.



SHAKE  
THOSE  
BRAIN  
CELLS ...

Are YOU  
Our Next  
WINNER?!

Answer ALL the Questions correctly and get a chance to enter the draw and **Win a Voucher of \$150** to any of our products.

You Can Do It!

**1.** For which applications are glanded pumps used?

- Low flow rates
- High flow rates
- No motor lubrication

**2.** What does the system curve show?

- The increase in flow rate over pressure
- The increase in resistance over flow rate
- The change in flow rate with water velocity

**3.** Which of the following is true? The Suction Head:

- Depends on the air pressure
- Theoretically, is 10.33 m.
- Has an effect on the delivery head
- All of the above

**4.** What danger exists when pumps are connected in series?

- It will operate as a generator and the pump will be “pushed”
- The pump outputs will be reduced to zero
- It will cause an undersupply of the system

Submit Your Answers to [perla.awad@wilo.com](mailto:perla.awad@wilo.com)

