

## Press release

### Vaillant merging sales and service

- **German regions to be modified**
- **Sales and service under the same management**

**Remscheid, 5 June 2015** – The Remscheid-based heating and ventilation engineering specialist Vaillant is systematically pressing ahead with merging its sales and service activities in Germany. With its array of services having grown, the company is increasing the number of regions within its structure. Instead of 12, there will henceforth be 18 regions, all under the same management. Sales and service will now be handled together. The restructuring does not apply to customer care for the construction and housing industries and for the wholesale trade.

The merging of sales and customer service will result in more streamlined coordination in day-to-day business, even greater proximity to the market, and regional, tailored and comprehensive support for customers and trade partners. With this move, Vaillant is increasing the focus on the high quality of its portfolio of services and its customer accessibility as its unique selling propositions within the industry.

#### **About Vaillant**

Vaillant provides its customers all around the world with environmentally friendly and energy-saving heating and ventilation systems which are increasingly based on renewable energy sources. Its product portfolio encompasses solar thermal and photovoltaic installations, heat pumps, pellet boilers, ventilation installations for low-energy houses, combined heat and power systems, highly efficient heating systems based on fossil fuels, and intelligent control units.

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