

Press Release
No. 28/2019

Mutual consolidation of product ranges: Miele and W&H announce cooperation

- ▶ Leading suppliers of equipment to reprocess dental instruments extend their systems
- ▶ Country-specific service concepts for repair and maintenance

Gütersloh/Bürmoos/Cologne, March 11, 2019. – Miele and W&H, two tradition-rich, family-owned quality manufacturers, are set to mutually strengthen their product portfolios. This was announced by the two companies in the run-up to the IDS, the world's largest dental trade show in Cologne, Germany. The partners are using this event to present their extended ranges of products for the reprocessing of dental instruments for the first time.

The W&H Group, founded in 1890 and today based in the Austrian town of Bürmoos, counts among the world's leading specialists in the field of precision instruments and devices. The Miele Group from Gütersloh in Westphalia, founded in 1899, is seen as the leading supplier of premium domestic appliances and – in its Professional division – also equipment for healthcare institutions and laboratories. As part of the cooperation recently agreed, both companies will each be including high-performance machines from the respective partner company in its own product range – adapted to the design of the various product lines.

In concrete terms, Miele is completing its lineup with four new countertop sterilisers from W&H with capacities of 17 and 22 l (Cube and Cube X model ranges). 'This means not only that Miele will be offering the broadest selection of automatic washing and disinfection products on the market but will also in future have a complete system for the reprocessing of dental instruments', says Michael Sedlag, Senior Product Manager Medical Technology, 'with innovative accessories, powerful process chemicals and convenient solutions for the documentation of process data'.

In exchange, the thermal disinfectors which W&H will be marketing as the 'teon' and 'teon +' model ranges, originate from Miele's production plant in Bielefeld. 'This way, W&H clients profit from Miele's expertise in the field of thermal disinfectors', Sedlag says, 'and vice versa, our customers benefit from compact and high-performance sterilisers developed by W&H'.

In order to support dental practices in the best possible way in their daily work, country-specific service concepts have been drawn up by the two parties. According to these

Free for
editorial use

Please submit
copies to
Miele & Cie. KG
Public Relations

Postal address
P.O.B.
33325 Gütersloh
Germany

Phone
+49 5241 89-1953
Fax
+49 5241 89-1950

www.miele.de
presse@miele.de

arrangements, repair and maintenance, depending on the country, will be performed by Miele, W&H or an authorised service agent.

Media contact:

Miele & Cie. KG
Anke Schläger
Phone: +49 5241 89-1949
Email: anke.schlaeger@miele.com


W&H Dentalwerk Bürmoos GmbH
Agnes Hufnagl
Phone: +43 6274 6236285
Email: agnes.hufnagl@wh.com

Company profile Miele: Miele is the world's leading manufacturer of premium domestic appliances including cooking, baking and steam-cooking appliances, refrigeration products, coffee makers, dishwashers and laundry and floor care products. This line-up is augmented by dishwashers, washer-extractors and tumble dryers for commercial use as well as washer-disinfectors and sterilisers for use in medical and laboratory applications (Professional Business Unit). The Miele company, founded in 1899, has eight production plants in Germany as well as one plant each in Austria, the Czech Republic, China and Romania. These are joined by the two plants belonging to Miele's Italian medical technology subsidiary Steelco. 2017/18 turnover amounted to approx. EUR 4.1 bn, with sales outside Germany accounting for 70%. Miele is represented with its own sales subsidiaries and via importers in almost 100 countries. Throughout the world, the family-run enterprise, now in its fourth generation, employs a workforce of around 20,100, whereof 11,200 are employed in Germany. The company headquarters are located in Gütersloh/Westphalia, Germany.

W&H – People have priority: Headquartered in Bürmoos, Austria, the international W&H Group is a world leader within dental industry. Passion and innovation are motor of the medical device manufacturer. Innovative product and service solutions, a modern corporate structure, a strong focus on research and development as well as social responsibility make W&H a locally and globally successful family business. More than 1,200 employees worldwide contribute to the production of hardware and software products for use in dental practices, clinics and laboratories and in oral and maxillofacial surgery, helping to ensure the safe and gentle patient care. The dental precision instruments and high-end solutions are developed and produced at production sites in Austria, Italy and Sweden. With worldwide subsidiaries and a comprehensive network of distribution partners, W&H is represented in 110 countries. The company's focus is on export. Key sales markets include the USA, Europe and Asia.

More information can be found at wh.com

Text download: www.miele-presse.de

Follow us on:  @Miele_Press

 @Miele

 @Miele_com

 Miele | Miele Professional