

EXPERT NEWS #3 2021

INTERVIEWS, REPORTS, NEWS, TIPS AND INSPIRATION FROM NIBE ENERGY SYSTEMS

RESTFUL TECHNOLOGY AND ARCHITECTURE

Welcome to a modern barn where every detail has been carefully thought out – and the heating system is quiet as a mouse.

INNOVATIVE THINKING AT A PRESCHOOL

Olofström Municipality has a protected, easy-to-maintain installation.

EXPERT PROFILE

“At Cattegatt Consult, everyone is their own manager and has their own customers.”

UPGRADE YOUR HOME

Smart functions to tell your customers about

R&D CENTRE IN SLOVAKIA

New air conditioning unit saves 1.3 million kWh/year

AUTUMN NEWS

We welcome the new ROT 10 and VPC 500/750



"We are meeting the challenges of autumn with stronger resources and amazing commitment!"

Niklas Rönnäng
Sales Manager, NIBE Energy Systems

Dear NIBE friends, hope you all had a relaxing holiday and have charged your batteries for the second half of the game!

In many ways, it has been a stormy first half of the year. There has been continued uncertainty about the pandemic, vaccinations, the delta variant, etc. Like most industries, we have been hit by component delays and rising prices. This, together with very strong demand in Europe and Sweden, has caused delivery disruptions, which is highly regrettable.

But we're doing everything we can to remedy it. I can bear witness that all are working hard and that we are all helping each other out. We are employing more people, hiring staff, working nights and weekends – doing everything in our power to bring the reliability of deliveries back to normal levels.

One positive aspect of this is that, despite the pandemic, we find ourselves in an industry that is growing. The Swedish market is accumulated in July by 20% compared to the previous year, extremely good figures! We are delighted that many property owners are choosing our optimised control solutions. Olofström Municipality is one of several examples. They are following the operation of the municipality's superior and connected monitoring system. On page 14 you can read more about how

one of their preschools was provided with a more easily managed heating system and a safer environment for the children.

And when it comes to the rise of heat pumps in Sweden and Europe, you can read about our operations in the Czech Republic, NIBE DZD. They have been involved in a project in which our products will not only improve the indoor climate, but reduce energy consumption by 1.3 million kWh and carbon dioxide emissions by more than 97,000 kg per year!

We are meeting the autumn's challenges with substantial resources and are ready to fully support you in our shared ambitions.

Best wishes



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NEW PRODUCT FOR HIGH OUTPUT

The VPC 500 and 750 accumulator tanks are intended for buildings with great hot water requirements and high tap flows. *Read more on page 4!*



SAFE OPERATING ENVIRONMENT IN GRÄNUM
Read more on page 14!

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**What do you want to read about?
Please let us know!**

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"The theme 'Upgrade your Home' communicates the smart digital technology that is the S series' hallmark. The phrase 'feeling of home' focuses on the soft values that the product can provide, such as well-being, warmth, comfort and relaxation."

Andreas Johnsson, Marketing Manager at NIBE, talks about this autumn's marketing.

Read more on page 5!



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IN A SUMMER HOUSE ON GOTLAND, EVERY DETAIL has been carefully thought out, and the heating system is quiet as a mouse – all in harmony with nature. TV4's Grand Design Sweden in 2020 followed the construction of the modern barn for which, Thomas Ronström of Ronströms VVS, did the installation. "It's a work of art," says Ebbe Damm, the contractor who pushed the boundaries to achieve peace and freedom.



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MAXIMISE WITH MARKO

Our service representatives are recyclers! Did you know that NIBE's service agents, NIBE and Grundfos are making a collaborative environmental effort by recycling old circulation pumps? "Minimum hassle for a good conscience," says Joakim Eriksson at INTEMP in Uddevalla when Marko calls.

NIBE TRAINING

FIND THE RIGHT COURSE THIS AUTUMN. Finally, we can start having in-person training again. However, the marketing centre in Markaryd is in the process of being rebuilt, expanded and improved. Therefore training will be held in other premises, so keep an eye on the website where you will soon find more information.

Webinars

5/10	Solar cells
14/10	Property heat pumps
19/10	Control indoor comfort with app
9/11	Smart Features

Training courses in Stockholm

25 Oct	Property design
26 Oct	Property design

Read more and register at proffs.nibe.se

VETENSKAPSHUSET WAS INAUGURATED ON AUGUST 25TH



Vetenskapshuset is the region's new hub for knowledge and collaboration. It is the result of a partnership with Markaryd Municipality with the purpose of making the area more attractive, benefiting the business community and arousing young people's interest in natural science and technology. For NIBE, Vetenskapshuset is a long-term investment in young people and the next generation of engineers. Here, the companies also have the opportunity to show that there are lots of exciting jobs and companies in Markaryd.

Vetenskapshuset offers many different activities within chemistry, natural sciences and technology. The building brings together students, teachers and businesses on joint projects, and there are various types of exciting exhibitions that spark creativity in all age groups. Among other things, schools are invited so that students can learn more about science through playful experiments and exhibitions from the Nobel Prize Museum and Tekniska Museum and Science Centre.

"For example, there is an interactive lecture hall where you can listen to lectures from all over the world, a state-of-the-art chemistry lab, an exhibition branch for the Nobel Prize Museum, a unique interactive energy exhibition and the Meeting Place; a coworking centre where companies, contractors, remote workers and students can meet to work, network and develop together," explains Lina Simonsson, project manager of Vetenskapshuset.

The aim is for Vetenskapshuset to become a natural part of society and a place where everyone is welcome!

ROT 10 & VPC 500/750 – SOME OF THIS AUTUMN’S NEW PRODUCTS.

WIRELESS ACCESSORIES FOR THE S-SERIES.

We are now releasing the wireless ROT 10 room thermostat, which will help customers adjust their indoor climate and energy consumption even more easily and precisely. Part of a smart, energy-efficient home in combination with a heat pump/indoor module in the NIBE S series. The new wireless room thermostat now allows you to read and adjust the temperature in a climate system directly from the room thermostat’s simple display or via myUplink. Because it is powered by a rechargeable battery, it is easy to install on the wall. “ROT 10 is a versatile accessory that is something between RMU S40 and THS 10,” says

“With ROT 10 your customers get a wireless alternative to a fixed indoor sensor.”



Sven Hallbeck, responsible for smart home accessories at NIBE. In addition to the most common applications – reading and adjusting the heating – you can, for example, activate extra hot water when you want to take a bath, boost ventilation when you have a party or activate home/away mode to save energy when no one is at home.

Installers can purchase the myUplink accessories directly from us or at pro.myuplink.com.

HIGH OUTPUT FOR GREAT HOT WATER CAPACITY.

The new NIBE VPC 500 and VPC 750 accumulator tanks produce hot water efficiently through a combined pre- and post-heating coil. The advantage of an accumulator tank with a combined pre- and post-heating coil is that it can handle large hot water requirements and a high output, up to a 40 kW heat pump.

The heat pump heats the tank through the accumulated hot water and the tap water is heated via the built-in combined pre- and post-heating coil. The hot water coil is manufactured from stainless steel and has a volume of 35 litres.

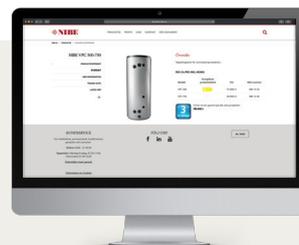
“With an efficient combined pre- and post-heating coil and a high temperature in the entire tank, there is always hot tap water available,” says Harald Källstrand, commercial product manager for water heaters at NIBE. VPC 500 and 750 are intended for properties with substantial hot water requirements and tap flow. It has energy-efficient insulation that is easy to detach when needed, and can also be paired.

- Handles high output, providing a high hot water capacity.
- Efficient, detachable insulation.
- Intended for properties with substantial hot water requirements.

“With VPC 500/750, there is always a lot of hot water available from the tap.”



READ MORE about the wireless accessories later in this issue and read more about the new accumulator tank in the product sheet at proffs.nibe.se



Q&A ON AUTUMN MARKETING.

On 1 September, our marketing for the S series started – this time with a completely new look. We asked Marketing Manager Andreas Johnsson to tell us more.

What are the messages in this autumn’s marketing?

"We are now highlighting the benefits and opportunities of our S Series premium products under the theme "Upgrade your Feeling of Home".

Why have we chosen the "Upgrade your Home" theme?

"It communicates the smart digital technology that is the S series' hallmark and what it can offer to the end customer. The phrase "feeling of home" focuses on the soft values that the product can provide, such as well-being, warmth, comfort and relaxation. Together, the words complement each other and capture the benefits of the S series.

What are the key benefits of the S series addressed in the marketing?

"Firstly, that the heat pump can provide a pleasant indoor climate all year round, that it is energy-efficient, which benefits both your wallet and the environment, and that it is easy and modern thanks to the fact that it is connected and thus easy to update, monitor and control. This is something that our latest wireless accessories bring to the table."

How do we communicate our message?

"We have moving material, as well as banners on Facebook and Instagram, radio and advertisements in Villatidningar and the trade press."

"We look forward to many customers contacting you for help in choosing a heat pump!"



Uppgradera hemkänslan.

Skönt inomhusklimat året om, hållbar energianvändning och full koll i mobilen. Med en intelligent värmepump i S-serien i hjärtat av ditt hem kan du upptäcka vad komfort är på riktigt.



Upptäck S-tserien på nibe.se



Leverera uppgraderad hemkänsla.



S-serien från NIBE gör att du kan erbjuda dina kunder skönt inomhusklimat året om, hög energieffektivitet och full koll från mobilen. Med en intelligent värmepump i hjärtat av sitt hem kan de upptäcka vad komfort är på riktigt.

Upptäck S-serien på nibe.se



Uppgradera till komfort på riktigt.



S-serien från NIBE



Uppgradera inomhusklimatet.



S-serien från NIBE



Uppgradera till en värmepump från NIBE.

Vi hjälper dig att komma igång.

S-serien från NIBE



Examples of swedish banners, commercials, ads and social media posts.

HELP YOUR CUSTOMERS UPGRADE THEIR HOME

Cool bedrooms in the evening, dry air in the basement and freshly brewed coffee the same time each morning. These are just a few examples of what the new smart accessories can help you and your customers bring about – if they have a heat pump in the new S series, that is!

The new wireless accessories make it even easier to adapt indoor comfort – i.e. temperature, humidity and carbon dioxide – and energy consumption to individual needs. But what is the real joy or benefit of it? Aside from the fact that the wireless connection makes it easy to install the accessories. Here are some smart features of the S series to tell your customers about!

NOT TOO HOT, NOT TOO COLD

Complements or replaces the traditional wired room sensor. When connected to the heat pump, it can control a climate system (ECS 40/41) and thus help keep the right temperature and humidity, not too hot and not too cold – and not too high humidity. THS 10 can also be placed elsewhere to provide information about the temperature and humidity of that location on your mobile phone. **1. THS 10 wireless temperature and humidity sensor**

SAVE ENERGY WHEN NO ONE IS HOME

Why heat for nothing? This sensor can detect from the level of carbon dioxide that you are not at home. It then reduces the ventilation to a basic level and increases again to the default setting when there is someone at home, saving energy without affecting comfort. **2. CDS 10 Wireless CO₂, temperature and humidity sensor**

BETTER INDOOR AIR AT YOUR PARTY

A lot of people in a small space usually results in poorer air quality. This wireless sensor makes it possible to read and monitor the level. If you have a heat pump with a ventilation unit (e.g. NIBE FLM), the heat pump automatically

maintains a suitable level of carbon dioxide. **2. CDS 10 Wireless CO₂, temperature and humidity sensor**

EXTRA HOT WATER FOR YOUR MORNING BATH

Keeping your consumption of hot water low on a daily basis saves energy, but sometimes you want to take a relaxing bath. With this accessory you can request more hot water a while in advance by specifying it on the room thermostat display. Here you can also increase ventilation and activate home/away mode. The room thermostat is compact, fits in anywhere and has a rechargeable battery. **3. ROT 10 wireless room thermostat**

COOL BEDROOMS IN THE EVENING

Many people sleep well in slightly cooler temperatures. Then it can be ideal to use the schedule function in your heat pump and specify a lower temperature for your climate system, for example on the upper floor between nine in the evening and eight in the morning. The room thermostat's display then allows you to check the temperature and change it when you want, but with a certain delay depending on the conditions of the house. **3. ROT 10 wireless room thermostat**

WAKE UP TO FRESHLY BREWED COFFEE EVERY MORNING

This repeater also works as a power switch and can be scheduled. When it is

connected to the heat pump, you can activate the schedule function in the heat pump display and request that your coffee machine starts the same time every morning, for example. Via myUplink, you can then go in manually and change the time or start the coffee maker when you want. **4. RPP 10 Repeater**

CONTROL THE HEAT PUMP FROM THE HALLWAY

Anyone who wants to be close to their heat pump and many of its settings can mount this room unit on a suitable wall. It has a touch-screen display from which you can easily control and monitor the entire house's heating system – even the pool! **5. RMU S40 Wireless/Wired Room Unit**



“It’s reassuring to have a healthy house.”

ARNE GUSTAFSSON is a customer service manager at NIBE and has been testing the new wireless accessories for six months. He lives in Halmstad in a house with radiators built in 1909 and has an extension where he has a living room with underfloor heating.

What kind of heating system do you have?

A NIBE S1155-12 ground source heat pump with accompanying VPB 200, an extra climate system for underfloor heating NIBE ECS 40 and a PCS 44 to control passive cooling.

What accessories do you have and what do they do for you?

A THS 10 (temperature and humidity sensor) in the basement to monitor the humidity. If the humidity rises, I know that the dehumidifier is not working properly.

An RMU S40 (room unit) in order to monitor and adjust the temperature in the underfloor heating in the living room (in the extension) from a separate climate system with ECS40. Here I can also see what the temperature is outside.

A THS 10 (temperature and humidity sensor) in two of the bedrooms where I have passive cooling (PCS 44) to keep track of the temperature and be able to keep it cool in the summer.

A CDS 10 (carbon dioxide, temperature and humidity sensor) in the third bedroom. I want to

see what the carbon dioxide level is like, I may need an additional supply air valve to improve the air quality. I have no control of the ventilation in the house, I can only monitor it.

A ROT 10 (room thermostat) in the old living room that can control the supply temperature in the radiators so that it does not become unnecessarily hot when I have a fire going in the fireplace.

Do you use the myUplink app?

Yes, I want to be able to keep track and have control of it remotely, from work or when I’m travelling. And I like seeing the history and different values in real time, for example how many degrees it is in the borehole.

How was it getting started?

Not a problem. I connected the accessories to the heat pump, named the climate systems, fitted the accessories in the house and then – I was done!

What’s the best thing about the new accessories?

It gives a sense of security, I know that the house is healthy and promotes the well-being of those of us living there.

You can buy the accessories directly from us at NIBE or at pro.myuplink.com, with the exception of the RMU S40 which you can buy from a wholesaler.

Read more about the accessories at proffs.nibe.se



Arne Gustafsson has had a better indoor climate since he connected the new wireless accessories to his S series heat pump.

GOOD THINGS TO KEEP IN MIND

- The accessories are compatible with heat pumps in the S series.
- To connect them to the heat pump: First make sure that the latest software update has been run. Then connect the accessory to the heat pump while in close proximity to the heat pump.
- Place the accessory on a wall about 1.20 m from the floor, avoiding direct sunlight.
- If the signal between the heat pump and the accessory is weak, we recommend using the RPP 10 wireless repeater.
- All accessories work without myUplink as the settings can be made in the heat pump display.
- To monitor the indoor climate from your mobile phone, you need to connect the heat pump to myUplink.
- A myUplink Premium subscription is required to control the indoor climate from your mobile phone.



“Having your heat pump on your mobile is a given these days, incredibly flexible”



NIBE's quiet heating system gives a feel of calm and freedom in this summer house on Gotland.

PUSHED THE BOUNDARIES TO ACHIEVE PEACE AND FREEDOM.

In the modern barn on Gotland, the borders between outdoors and indoors are almost completely blurred. Every detail has been carefully thought out, and the heating system is quiet as a mouse – all in harmony with nature. "It's a work of art," says Ebbe Damm about his summer house, featured in TV4's Grand Designs Sweden 2020.



Property: Ebbe Damm's and his partner Ida Carlsson's summer house on Gotland

Year of construction: 2020

Size: 300 m² incl. patio with pool

Form/material: Frame of untreated concrete, burnt pine panel, zinc roof, kitchen in a glass cube, living room without outer wall, visible trusses.

Energy solution: Air/water heat pump NIBE F2120-16 and NIBE VVM 310, NIBE POOL 310 pool accessory, NIBE EMINENT 55CU water heater

Ebbe's and Ida's summer cottage is located on southern Gotland, where the island is at its narrowest, just over a kilometre from the sea. A little secluded with a fantastic view. It's summer holidays and a light rain cloud passes by as we talk.

"The area is part of Storsudret," explains Ebbe. There are a lot of artists living here, passionate

people who appreciate nature and local produce. This creates a nice atmosphere.

The family lives in Stockholm, but has a strong connection to Gotland, which brings them here every summer.

"Gotland is a fantastic island," says Ebbe. "It gives me a sense of security and openness, freedom and calm. I was raised here for some time and we usually spend the summers in my childhood home. This property belonged to my stepfather and I learned how to harvest hay here."

Dares to push boundaries

As a contractor, Ebbe is used to seeing new possibilities and realising dreams. With his friend, architect Leo Beccari, ideas took form.

"Leo and I looked at the property ten years ago, we started sketching and thinking about how we could push the boundaries and discover new opportunities, enabling full use of the house." What were you looking for? "A nice outdoor environment, an open fire, heat without dampness, something different that would nonetheless fit in on Gotland. Also, to keep the price down, and make the house efficient while maximising the experience of it."

The architecture was inspired by Ebbe's memories of summers on Gotland and his travels around the world. He also found inspiration in a nearby farm from the 13th century.

"I've always been fascinated by the roof height, structure and spaciousness of the barn, where the boundary between indoors and outdoors is blurred, where I feel free and happy."

The foundation is a concrete slab with underfloor heating both indoors and outdoors. The facade is of burnt pine, the roof of zinc and the living room lacks an outer wall but has an open fireplace.

With its bold solutions and exquisite details Ebbe prefers to think of it as "a work of art, not a house".

"You can feel the steel in the handles, the concrete under your feet and the leather on the handrail. You feel the light that moves, the roof ridge that creates a tunnel out and all the sun's angles that change the house during the day – and the windowed kitchen that, at night, becomes a cube of light. I wanted every room to offer an experience."

Total silence

He didn't want to see or hear the energy system. Thomas Ronström, at Ronströms VVS, did the installation.

"It was practical and economical to choose a slightly larger air/water heat pump so that the pool could use the same heat source, saving energy," explains Thomas. The indoor module with the pool accessory is located in a room in the garage. The attractive, quiet outdoor unit is against the garage wall. From there, there is a well-insulated 25-metre culvert that supplies heat to the house, with very little heat loss. The water heater is located in the house to provide hot water quickly.

"We chose NIBE because I think they're the best and because they have quiet products," explains Ebbe.

"Overall, the heat pump is powerful and reliable, a high-standard operational machine that provides nice, even heating. It has a really good, simple display. Everything just works. There's nothing that makes noise, it's totally silent."

With NIBE Uplink, Ebbe and Ida can control their house and pool heating and hot water, remotely.

"Having your heat pump on your mobile is a given these days, incredibly flexible," Ebbe concludes. ■

EXPERT PROFILE

“We are a hand-picked, tight-knit team that likes NIBE’s products and your tools.”

At Cattagatt Consult in Halmstad, everyone has direct contact with customers and is involved in projects, from system documents to final inspections.

“What’s best about the job is the gratitude our customers show,” says Tobias Odefalk, one of the seven energy and HVAC consultants.

Cattagatt Consult AB in Halmstad

Starting year: 2011

2020 Turnover: SEK 29 billion

Employees: 16

Operations: Electricity, telecom, energy and HVAC

It’s Friday afternoon, early summer and there’s an upbeat vibe. The three walls of windows make the newly bloomed treetops and the blue sky feel like they are part of the large, airy staff room. Some team members will be staying to close out the week with a bit of after-work. Now though, coffee is on the menu. It’s delicious and there’s a nice breeze from the open balcony door.

Cattagatt Consult was started in 2011 by two electrical consultants, Jan Lindström and Marcus Nilsson. Today, there are a total of sixteen people, half of whom work with electricity and telecom, and the other half with HVAC and energy. This includes everything from project planning and management to calculations, inspections, energy calculations and visualisations.

Framework agreements, a strength

Tobias Odefalk was one of several consultants who left a major consultancy firm in 2017 and was involved in forming the subsidiary, responsible for HVAC and energy.

“Janne and Marcus helped us get started,” he says. “We don’t work together directly but benefit from each other as we can collaborate on framework agreements, keeping jobs in-house.”

The framework agreements with Halmstad Municipality and the Swedish Fortifications Agency run for four years and provide a good basis. There are, of course, many other



Tobias Odefalk, Douglas Österman, Michel Bengtsson and Joel Wallin from Cattagatt Consult and André Hansson, NIBE salesperson.

ongoing projects. Tobias has recently completed an installation of NIBE products.

“We installed two F1355-43 units in a preschool in Hillerstorp, each with double cooling modules, and in addition to heat production, the boreholes also supply passive cooling. I work for Halmstad Lasarett hospital, where I am responsible for ensuring that everything is operational. I work from the hospital three days a week and have my own office there.”

Seth Bengtsson, who has also been with the company for five years, has assignments that are slightly different from those of the other consultants.

“I’m rarely at the office,” he says, “I work exclusively with energy declarations and I’m out from morning to evening.”

Douglas Österman, who started last winter, is the newest member of the team. He has devoted the day to making a CAD installation drawing for a group home.

“No one around with a whip”

The corporate culture is strong and based on great commitment and personal responsibility. “Everyone here is their own manager and has direct contact with customers. We take care of our own customers and their projects, from start to finish,” says Tobias. “There’s no one cracking the whip, you’re on your own and need to deal with matters in a good way. “However, you also have the benefit of hearing how grateful customers are, first hand. That’s the

best thing about the job!”

Initially, the vision was to grow and have offices all over the country, but that was not what ended up happening.

“The larger the group, the less homogeneous it becomes,” says Tobias. You can keep ten to fifteen people together, after that, groups break off. We are very picky, we want there to be chemistry.

This is a hand-picked, tight-knit team with the same attitude towards the job. We require a desire to learn and great commitment.”

“It’s not just about selling. Individuals and the corporate culture are important,” Seth says.

They all enjoy their work, though they admit to working a little too much. Some people like having the freedom to travel around, meet people and experience diverse corporate cultures. Others are more appreciative of the creative process, seeing how their drawings become reality. Most of the consultants have been working with NIBE’s products for a long time. They know the range, use the dynamic dockings and work closely with André Hansson, NIBE’s district salesperson for the area.

“You have a very good website that we find helpful, good training courses and we know your products. And we also have great contact with André,” Joel Wallin concludes. And he likes billiards! ■



Seth Bengtsson has been involved from the start and works with energy declarations.

"It's not just about selling. Individuals and the corporate culture are important."



Cattedgatt Consult was started in 2011 by two electrical consultants, Jan Lindström and Marcus Nilsson. Today they have a total of sixteen employees, half of whom work with HVAC and energy.

“To meet market demands, we need to grow and employ more people.”

A major investment in Markaryd will be launched in 2021, a new innovation centre, and offices totalling 6,500 m² will be built.

"We have a great need for staff. This year alone, the need for new hires is around 100 salaried employees and more than 280 people for production," says Magnus Blomsterberg, HR Manager at NIBE. Here are three new faces you'll get to know!

This investment will give us better conditions to develop new technologies and more efficient products, and it will increase our capacity. It is also part of an even larger initiative: to build a total of 40,000 new m² - and fill them by the end of 2025. The expansion is also part of creating an even more attractive workplace here in Markaryd.

"This means that we now, and in the future, have a great need of staff in product development and production," says Magnus Blomsterberg, HR Manager at NIBE. But we also need administrative staff in purchasing, IT, sales and marketing.

NIBE is a major employer worldwide. Here in Markaryd we currently have 1,500 employees, but in total there are 19,000 in the Group. The fact that we are enjoying healthy growth opens up new opportunities.

"As we develop, manufacture, market and sell energy-efficient products and turnkey solutions, there are many exciting jobs and career opportunities here, in the Group in Sweden and abroad," concludes Magnus. Blomsterberg. ■



DID YOU KNOW...

- NIBE's goal is to grow by 20% each year.
- NIBE AB has more than 1,500 employees in Markaryd.
- NIBE Industrier has more than 19,000 employees in more than 30 countries.
- For almost 70 years, NIBE has been producing energy-efficient and sustainable climate solutions for your home.
- This year marks 40 years since the first heat pump was manufactured at NIBE.
- NIBE is a publicly listed company.





KLAS GUSTAFSSON

Klas is the new district manager based in Jönköping. (He has taken over from Stefan Lundqvist, who is now product manager for Sweden.) Klas' main tasks are to target new and existing customers, update them on our products and help them with project planning. He has worked as a salesperson since 2006 and worked as a district manager for almost 6 years before joining NIBE.

"I like the social aspect very much, meeting the installers is the best thing about the job. Then it's always nice to sell and help the end customer reduce their heating costs. It feels good to work for a company involved in driving the development of heat pumps in Sweden and Europe.

In my spare time I play padel, golf and hunt, and I like to watch sports. I live with my partner in a house in Jönköping.



STAFFAN BERG

Staffan has started at NIBE Training and Customer Relations and will be holding courses about our products for service representatives, installers and customers.

"It was a natural choice for me because I've been working with the products for almost twenty years and I like to convey knowledge, to teach, and to be part of the journey with world-class heat pumps.

Staffan comes most recently from a job as a heat pump manager at an HVAC company in Halmstad. He started out as an electrician and ended up in the property industry as a technical property manager. He has previously worked in our service department.

"In my spare time, I enjoy my boat, the sea, hunting, travelling to warm places and my family. I am newly married, have three children and live in Tönnersjö, east of Halmstad, where we have an excellent ground source heat pump, NIBE F1245, which is in its tenth year and takes care of us eminently.



ARVID JOHANSSON

Arvid is the new product group manager for air/water heat pumps and works in the sales department in Markaryd. You can turn to him for help with heat pump calculations, quotations and technical issues, primarily concerning properties. He has previously worked as an HVAC consultant.

"What attracted me was the chance to influence and convince others to make wise decisions when it comes to heating properties, and I'm drawn to challenges."

He devotes his spare time to running, death metal, his partner Lina and their three cats. "We live in a house in Laholm and have an air/water heat pump."



From left: Pasi Perätalo at Olofströmshus and Stefan Kivioja at Erikssons VVS.



To enable access to service the machines and to provide the heat pumps with sufficient air, a large hole was cut into the facade on the side and grilles were installed as doors in front of the heat pumps.



Gränum School, Olofström Municipality

Conversion: From pellets supported by an electric boiler, to air/water heat pumps

Solution: 3 NIBE F2120 cascade-connected units built into the storage area

Result: Better and safer environment, reduced workload, more reliable installation and lower energy consumption.

Client: Pasi Perätalo, Olofströmshus

Installer: Stefan Kivioja, Erikssons VVS and Hilmersson Elservice



INNOVATIVE THINKING PROVIDED A SAFE ENVIRONMENT FOR SCHOOLCHILDREN.

It was possible to integrate three air/water heat pumps in the storage area thanks to innovative thinking and careful calculations.

"In addition to providing a safer environment for the school's children and staff, it gave us the opportunity to protect the installation from weather, wind and vandalism," explains Pasi Perätalo, project manager at Olofströmshus.

Summer holidays have just arrived in Gränum, one of the small villages on the outskirts of Olofström in Blekinge. Lessons are over for the semester, but there is still some activity on the school playground. Pasi Perätalo is an operations engineer and project manager at Olofströmshus, the municipal housing company. He manages the school's properties and was responsible for replacing the heating system last autumn.

Gränum school was built in the 1980s and had an electric boiler. A few years later, a pellet boiler was installed. And it reached the end of its service life. But there were also reasons to switch to a safer and easier-to-maintain heating system. "In addition to needing a reliable installation, it was important to create a safe environment for the school's children and staff," explains Pasi. "There was concern for the children and staff when the lorry bringing in pellets in bulk was backing into the area. In addition, the pellet boiler required a lot of maintenance with a lot of visits from chimney sweeps. We also wanted to improve our environmental aspects by reducing transport and the school's carbon dioxide emissions."

"Using the old pellet store to house the heat pumps was an unusual solution, but a good one."

Pasi initiated a dialogue with NIBE and Eriksson VVS with whom the municipality has an agreement.

"We know the installer well and have good experiences of NIBE's range, with many systems

from NIBE in our other property portfolio," explains Pasi. "We started looking at a new system solution together and concluded that air/water would be best. The main reason for choosing air/water was that there was limited space for drilling, and we judged that air/water would be suitable. The fact that we then had the opportunity to place these inside the pellet store was an added bonus."

Secured air supply

Once the old pellet boiler and silo were demolished from the storage area, the school would find themselves with unused space. Integrating three cascade-connected NIBE F2120-20 would not only be an energy-efficient solution.

"There were several benefits from building them into the storage area: the heat pumps would be protected from exposure to weather and wind," continues Pasi, "and from vandalism from standing outside."

But at the same time, it was important that the machines could be accessed for maintenance and that they could draw in enough air.

"We had to think innovatively and we calculated that it would be possible if we made a large hole in the facade on the side and installed grilles as doors in front of each heat pump."

Eriksson's VVS collaborates with NIBE's local service representative Hilmersson Elservice, who was involved in commissioning. Conversion began after the holidays and was completed in November.

The project also included the replacement of a couple of ventilation units.

"We had a period of transition, but since December we've been running 100% on the heat pumps and it's working fine," says Pasi.

Fredrik Snygg, regional head of commercial properties at NIBE, was involved from the start when the proposals were drawn up. He likes the solution and always feels secure when Eriksson VVS is on the job. Stefan Kivioja, project manager at Eriksson VVS:

"We are like a team that works together to find technical solutions," he explains. We get good assistance from NIBE's tools, such as the docking principles, and we also utilise NIBE's service representative.

Connected monitoring

It is Pasi who monitors the operation of the municipality's superior and connected monitoring system.

"We have the same property system for all schools. The heat pumps can communicate with it via Modbus."

Calculating the exact cost of the pellets with cleaning and maintenance is not overly simple. "It will be cheaper, but above all, it'll be so much easier and safer to handle."

Pasi has plans for further energy-saving measures for the school.

"We have planned to fine tune the heating system and replace thermostats to make the heat pumps work even better. Replacing ventilation units has helped us reduce the property's power and energy requirements and lower system temperatures. We are also looking at the climate shell, but the heat pumps were a priority measure."

"We are also constantly considering solar cells, which could become relevant in Gränum," concludes Pasi Perätalo. ■

UNIQUE CLIMATE CONTROL SYSTEM FOR R&D CENTRE IN SLOVAKIA.

When industrial company Muehlbauer Parts & Systems stood to build a new R&D centre in Slovakia, they aimed to improve energy efficiency while obtaining an optimal climate with a minimal need for service and maintenance. The result is a climate system that will annually save 1.3 million kWh and reduce CO₂ emissions by 97,676 kg per year.

As in the rest of Europe, the Czech Republic is phasing out coal boilers. Our extensive experience of sustainable energy solutions and long-standing international collaborations have led NIBE to become a well-known player in green transition. NIBE has been on the UN's procurement list for several years and participates in meetings arranged by the UN.

"We are pioneers in transitioning from oil/gas to energy-efficient heat pumps," says Seved Demberg, Regional Manager for NIBE's Emerging Markets. Today, our subsidiary in the Czech Republic is a leading player in its market and is also responsible for sales in Slovakia. "It is pleasing to see an increase in interest and usage of more sustainable technology."

High tech R&D centre

Muehlbauer Parts & Systems, an international industrial company with roots in Germany, contacted NIBE's subsidiary in the Czech Republic, Družstevní závody Dražice (DZD).

"We received a request to develop a unique solution based on low-temperature systems for heating and high-temperature systems for cooling with thermally active building systems, so-called TABS*," explains Radek Červín, Sales Manager at DZD.

The new property in Slovakia would consist of both offices and a test centre covering 9,500 m² on three floors.

"The initial plan was to use gas as the primary energy source, but this was not to the liking of the investors. They wanted a modern building, not only in architectural terms but also technologically," Radek Červín continues. They demanded a more environmentally tailored and economical solution, a modern, quiet, clean,

maintenance-free energy system for heating and cooling that provides a comfortable climate and is reliable over time.

The new solution consists of six F1345 ground source heat pumps with a total capacity of 360 kilowatts.

"These are powerful ground source heat pumps with dual, cascade-connected compressors that operate reliably," explains Červín. "In addition, they have smart monitoring of the entire system via NIBE Uplink."

The local company in Slovakia, Epitrend, which has installed close to 500 NIBE heat pumps, was responsible for the design and installation. The planning and installation took place locally and in accordance with the regulations applicable in the country.

"Epitrend has visited our modern heat pump production here in Markaryd," continues Seved Demberg.

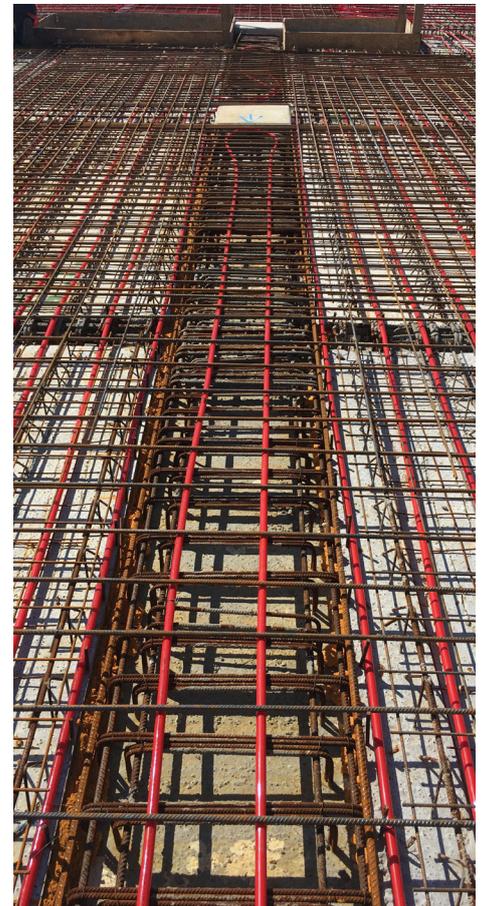
Large project has major positive environmental impact

The project started in January 2020, involving more than seventy people from Sweden, the Czech Republic, Germany, Italy and Slovakia. It was completed in October 2020 and so far the outcome has been positive. When compared to gas, calculations show that the new system will save 1.3 million kWh per year and reduce CO₂ emissions by as much as 97,676 kg.

"In October we will be able to summarise the results and compare them with the figures from last year," says Radek Červín. "But we can already see that the energy consumption matches our estimates."

The market in Eastern Europe is large, albeit in its infancy, and Daniela is optimistic about the future.

"This is our first really big commercial project. We hope that this will help us to succeed with NIBE's products in the property market here in the near future and that we can make NIBE a major supplier of heat pump systems for the property market. After this successful installation, we also hope for more similar assignments from Muehlbauer and in Slovakia," concludes Radek. ■

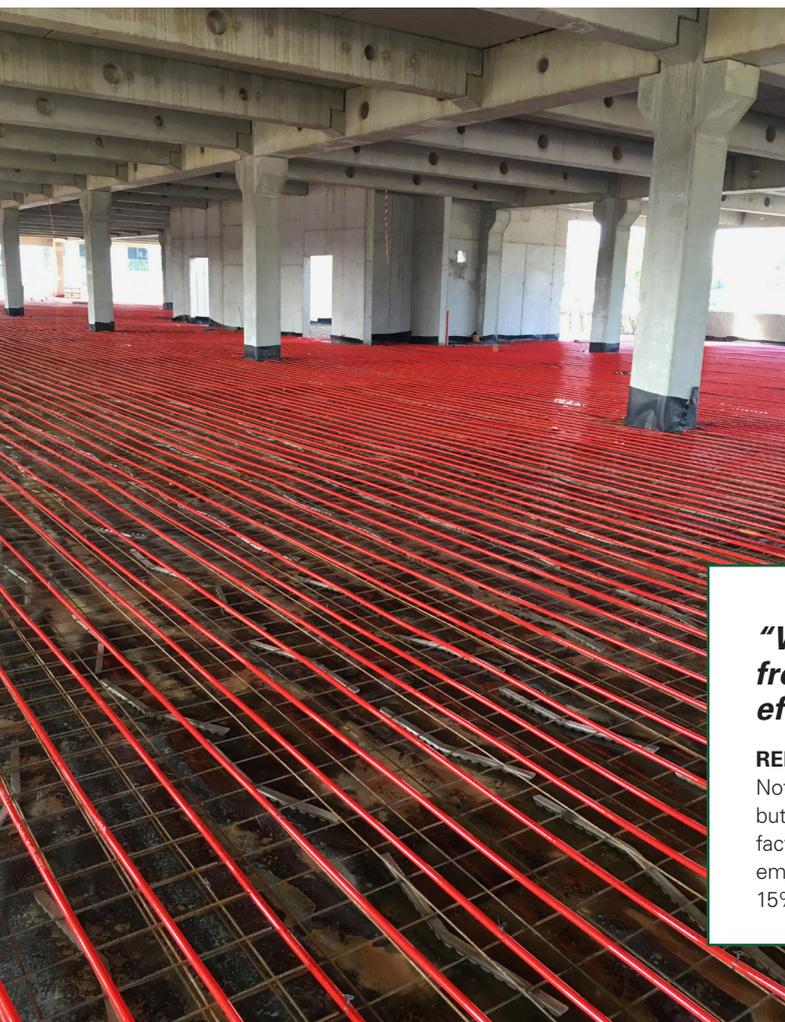


The red pipes that go directly into the building structure are part of the TABS system.

**TABS is a thermally active building system for multi-story buildings that combines heating and cooling through embedded pipes in concrete slabs or walls. The system operates at a temperature close to the ambient temperature, which means that it can use free renewable cooling sources efficiently. This also means that indoor heating is optimised. TABS is a well-known and proven technology in Europe thanks to the system's energy-saving effect and low investment and operating costs compared with other technologies, but in Slovakia it is still relatively unknown.*



The new property in Slovakia consists of both offices and a test centre covering 9,500 m² on three floors.



The solution consists of six NIBE F1345-60 kW cascade-connected ground source heat pumps with dual compressors, hot water and passive cooling to support ventilation, as well as control via NIBE Uplink. A 2,000 litre accumulator tank and a 1,000 litre hot water heater are also included.

“We are pioneers in transitioning from oil, gas and coal to energy-efficient heat pumps”



REDUCING OUR OWN CARBON FOOTPRINT

Not only does NIBE help customers reduce their carbon dioxide emissions, but we are also undergoing a transition to renewable energy in our own factories. Over the past ten years, we have reduced our own carbon dioxide emissions in Markaryd by 60% and reduced energy consumption by about 15%. [Learn more about our sustainability work at nibe.se](https://www.nibe.se)



MAXIMISE WITH MARKO.

NIBE's technical correspondent Marko Hietaharju gives us his smart tips on making life simpler, more fun and, in a nutshell, happier for NIBE's installers. Do you have any issues that you would like him to discuss here? Email Marko at maxa@nibe.se

"Our service representatives are recyclers!"

Did you know that NIBE's service agents, NIBE and Grundfos are making a collaborative environmental effort by recycling old circulation pumps?

The collaboration with Grundfos means that our service representatives send them back to Grundfos. You can rest assured that they will not be repainted and sent out again as new ones. Instead, they are broken down into their constituent parts and the material is used to make shiny new circulation pumps.

In addition to plastic, aluminium and copper, the pumps contain rare and valuable earth metals, such as neodymium, which is otherwise lost and often ends up as filler materials for road construction. Wasteful, isn't it. Grundfos' recycling process uses less than 50% the amount of water that conventional recycling uses and has 10% lower carbon dioxide emissions.

But the recycling doesn't stop there. The dismantling itself creates jobs for people with special needs as it is carried out by people with reduced work capacity. After dismantling, the material is sorted and used in the production of new circulation pumps. You could call it circulation pumps with a clear conscience!

In addition to Sweden, circulation pumps are also being collected in Denmark, Holland, the UK and Argentina, while dismantling takes place in Denmark, the UK and Argentina. In the end, together with NIBE and Grundfos, our service representatives not only recycle circulation pumps, but also help to recycle the Earth's resources and in a way recycle people.

But does it make much of a difference? It sure does! Between 2019 and 2020, no less than 26 tonnes of circulation pumps were collected. That is a huge amount of circulation pumps, an entire mountain of pumps that turn into brand new ones! ■



"Minimal hassle for a good conscience"

That's what Joakim Eriksson, at INTEMP in Uddevalla, says when I call. They are one of our authorised service representatives and are participating in the sustainability project.

Joakim, how has it gone?

"It's worked well, we've been going for a month and we've had time to collect a few circulation pumps. We'll need to get a few more before we've filled the box to send to Grundfos for recycling."

Is it difficult and time-consuming to collect pumps and send them to Grundfos?

"No, not at all, it's extremely easy. Once we have filled the box, we weigh it and send an email to Grundfos with the details. They send us a consignment note and the box is collected. So minimal hassle for a good conscience."

So they pick it up and then you're done?

"Yes, exactly. We then get an annual environmental report telling us how many resources we've saved. It will tell us how much water and carbon dioxide we've saved. Then we are free to use it in our marketing if we want."

Do they accept all pumps, even rusty ones and those in bad shape?

"Yes, they'll take anything. There are metals that can be recycled, regardless of condition, so they will take any circulation pump."

You seem to be satisfied with the partnership with Grundfos and NIBE.

"Yes, it's a good initiative for the environment, so naturally we support it. It would be even better if more people were to do the same so that more circulation pumps with valuable metals can be utilised."



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NEWS! Wireless accessories for the NIBE S-series.



Heat pumps and accessories for easier living.

New accessories communicate wirelessly with our intelligent heat pumps, making them an integral part of the connected home. The heat pump automatically adapts to your daily heating needs and provides an energy-efficient, comfortable indoor climate, fully controlled from your mobile.

Read more at proffs.nibe.se (in Swedish)
