

3 x the S series: When installers are given the choice | New products | NIBE news | Expert Profile ERBECO | News | Cooling



EXPERT NEWS

News, tips and inspiration from NIBE Energy Systems in Markaryd | NO 2 2020

3 x S-SERIES

“The heat pump automatically adapts to your family’s behaviour. Now that’s smart!”

THE SKÅNES FAGERHULT FINISHED GOODS WAREHOUSE EQUIPS FOR THE FUTURE!

EXPERT PROFILE

New generation propels ERBECO into the future

COOLING

Stay cool in the heat with NIBE’s system solution

VISITING ALLARP

Sustainable concept at Strandängshälsan in Allarp, Skåne



“We are navigating the new normal with a good capacity to deliver and continue to invest in the future.”

Niklas Rönnäng
Sales Manager, NIBE Energy Systems

Hello, friends of NIBE,

I hope all is well with you in these new and unprecedented times. In spite of the situation, we continue to have good delivery capability with staff on hand to assist you. We just learned that Nordbygg will be postponed until April 2021 – a wise decision. However, we remain eager to launch our new products and will be presenting them continuously throughout the year, kicking off in the next edition!

Our product lead time is vital for meeting the needs of you and our end customers and for contributing to our joint growth. Of importance for securing high-level delivery capability is the expansion and modernisation of our warehouse in Skånes Fagerhult, which we will be visiting in this edition.

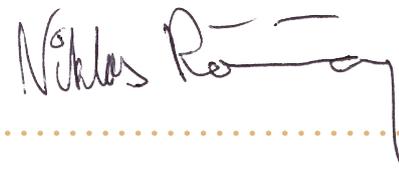
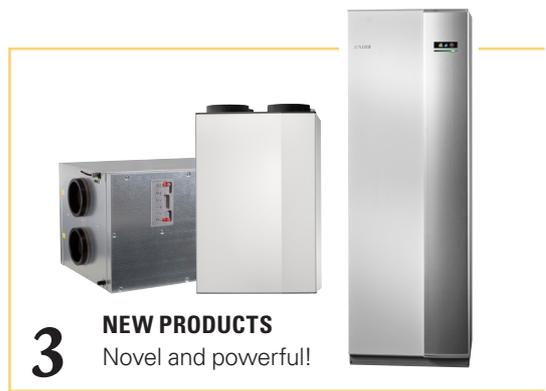
Our Expert Profile this time around is our “old” NIBE friend, ERBECO Värmeteknik AB in Karlstad, or more specifically, Björn Damberg and his family. After 47 years, Björn is handing over the baton to his children, Malin and Magnus. It is so nice

to see a great company like this being passed down in the family, that they are keeping the team spirit alive and that they are continuing to develop, most recently to becoming more digital. We look forward to following them.

There's a generational shift going on at NIBE too and we will be presenting a few more new colleagues in this edition. Such as Kalle Silén. He is one of the drivers behind the significant efforts towards a new segment in NIBE Energy Systems, namely, ventilation. We already have NIBE Air-Site in Gothenburg and a number of ventilation companies in the NIBE Climate Solutions business area, but we are now investing further in an entirely new series of units from Markaryd.

Last, but not least, we hope you have a nice ‘staycation’ and hope that we will soon be back to a more normal way of life.

Happy reading!

INFORMATION ABOUT NORDBYGG!
Because of Covid-19, Nordbygg has been postponed until 2021.

We hope to see you there!



10 A TRULY LOW ENERGY BUILDING
Visit Strandängshälsan in Allarp, a typical area of Skåne.



SPRING ADVERTISING CAMPAIGN. Our surveys have shown that our investment in smart exchange with films, digital advertising and ads in industry press has been a good one. We hope that you have benefited. "We are now in the process of planning our efforts and contents for the autumn. I look forward to telling you more about it as we get closer," says Andreas Johnsson, Head of Marketing at NIBE.



35 YEARS WITH NIBE! Reijo Pekkonen, Technical Service Manager in Finland, has received a reward from the Central Chamber of Commerce for his 35 years of loyal service. Congratulations!



BEST REGARDS FROM MARCUS

Norrtelje Rörservice Owner of the company, Marcus Johansson, has an amazing feel for design and is known to putter a little extra at home and for some of his customers. For example, he has built his own kitchen chairs and a water-heated shoe and boot dryer. One customer received this lovely copper gift when the job was finished.

PATRIK THORÉN NEW SALES MANAGER FOR THE STOCKHOLM DISTRICT



When did you start?

"The 2nd of March was my first day and I work in the district south of Stockholm."

Why did you choose NIBE?

"I grew up in a "heat pump family" and my burning interest in heat pumps runs in my blood. I have also been active in the industry for fifteen years. I was honoured with the opportunity to start at NIBE and was eager to start."

What kind of background do you have?

"After studying at the university and working at a government agency, I ran my own business for ten years and worked as a retailer for the same amount of time."

Any hobbies or interests?

"Mostly, I enjoy bowling and paddle ball. But I also enjoy watching ice hockey and football, I love languages and according to my kids, I make the best brownies in the world."

Where do you live?

"My wife Lamula, daughters Ella age 6 and Michelle age 9, our son Leo age 11, our dog and two cats live in a single-family home in Spånga outside Stockholm. And in a couple of years, we will be exchanging our ground-source heat pump to a S1155-16!"

Thanks Patrik, and welcome to NIBE!

NIBE TRAINING'S WEBINARS IN JUNE.

NIBE Training has cancelled its June courses and is replacing them with webinars. Follow us on social media and on our website to stay updated! Unless otherwise specified, all webinars will start at 8 am. **Read more and register at proffs.nibe.se**

- 3 June** Air-water heat pumps for homes
- 4 June** Cooling technology
- 5 June** Pools
- 10 June** Ground-source and air/water heat pumps
- 11 June** Solar
- 16 June** Cooling

"We have to start thinking about the environment, our children and our grandchildren. We only have one planet."

16 **3 X THE S SERIES** Three satisfied installers chose the S-series.



NIBE GAINING STRENGTH IN THE AREA OF REAL ESTATE PROPERTIES AS THE S-SERIES GROWS.

Improved hot water comfort and more holistic solutions for properties are a couple of the innovations at NIBE. And for home owners, we present a new ventilation accessory for the S-series.



NEW! F1355-43 Our largest speed-controlled ground-source heat pump – now even larger

NIBE F1355 is an intelligent and powerful heat pump that uses inverter technology, dual compressors and that enables you to set up a multi-plant of up to nine units. Previously available in the 4-28 kW operational interval, it is now also available in 6-43 kW and is perfect for properties with an even greater need for heating.

“With this machine, we can offer a cost-efficient solution for covering between 400 and 25,000 square metres,” says Per Törnkvist, NIBE’s ground-source heat product manager. The dual compressors provide efficient output regulation and high reliability, making NIBE F1355 perfect for properties with larger heating requirements. The dual compressors also enable you to meet several needs simultaneously,

“A compressor for heating and another for hot water improves comfort.”

such as heating and hot water production.

“This gives you the opportunity to use one compressor for heating and one for hot water, making places such as rental properties more comfortable,” says Per Törnkvist.

With less than 5 tonnes of CO2 equivalent refrigerant per cooling module, NIBE F1355 does not require an annual inspection. The smart technology, including remote control and the ability to control energy consumption, makes the product user-friendly. ■

NEW! ERS S10-400 and ERS 30-400 Our smart FTX unit

The ERS series – part of the home’s smart energy solution. It’s connected to the heat pump and can be controlled from your mobile. ERS S10-400 goes in the living area, ERS 30-400 in the loft.

“Smart functions mean more savings,” says Richard Carlholmer, NIBE’s KAM for home manufacturers. By enabling you to control and monitor your system, you can fine-tune your indoor climate, obtain a higher level of comfort and lower your energy consumption. For example, why exchange the air every hour, Monday to Friday, 8 a.m. to 3 p.m., if no one but the cat is at home? Instead, you can set a lower ventilation speed for those times. And if the house is full of visitors on a Saturday evening, you can speed up the ventilation and set it to party mode simply by pushing a button. All it takes is one click on your heat pump’s control panel, or in the myUplink app on your mobile or tablet.

Having NIBE as a supplier of your entire climate solution makes things simple and secure for installers.

“I view our ventilation accessories as a natural part of our system offering,” Richard concludes. ■



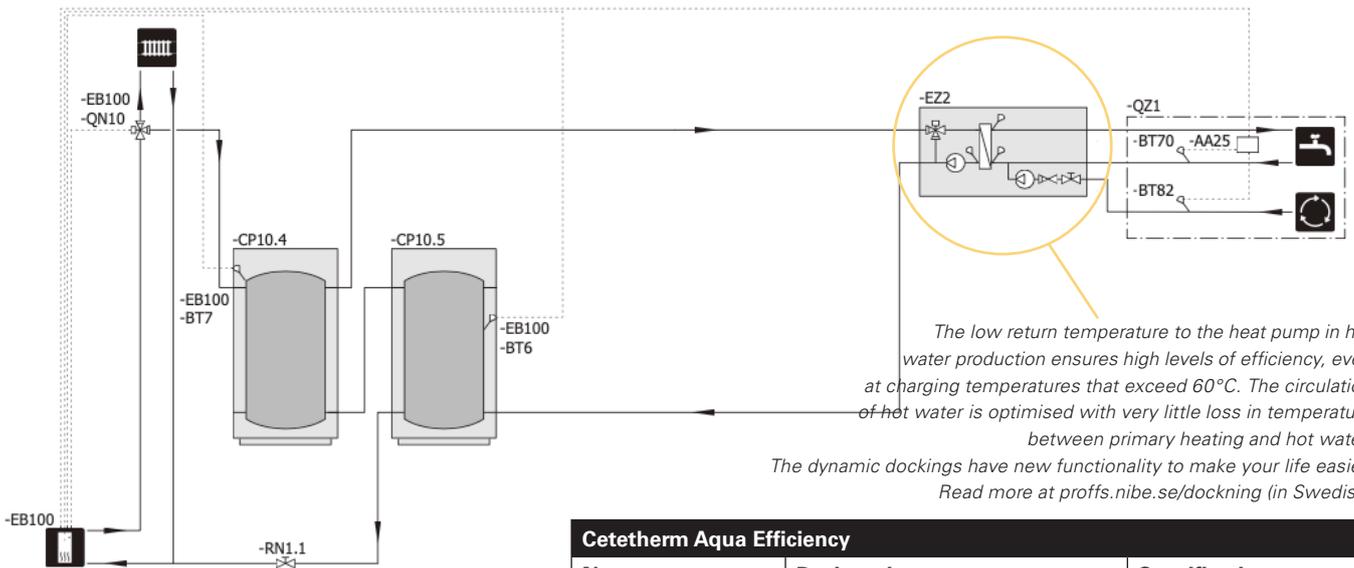
NEW! Cetetherm Aqua Efficiency – a hot water exchanger for substantial capacity requirements and great hot water comfort

Together with Cetetherm, NIBE has developed a hot water exchanger that removes the need to store fresh water and that can meet substantial capacity requirements and provide great hot water comfort. The Aqua Efficiency product is available in 5 standard sizes and can serve 10 to 150 flats with the opportunity of being expanded. This is a cost-efficient solution for substantial capacity requirements, starting from 2,000 litres.

“Rather than storing thousands of litres of fresh water and risking bacterial contamination, we can now exchange accumulated fresh

water with accumulated hot water and directly switch to fresh water in a hot water exchanger,” says Jonas Thörnqvist, Product Manager of air/water heat pumps. “This allows the heat pump to work more efficiently and improves hot water circulation. We achieve a higher degree of efficiency and meet building requirements.”

“Cetetherm has also developed an excellent district heating solution for NIBE that we will be presenting before long,” says Jonas Thörnqvist, “a solution that consultants are very fond of and that is now included in our docking principle, found at proffs.nibe.se/dockning ■



“This solution is cost-efficient for maximal flows.”

Cetetherm Aqua Efficiency		
Name	Designation	Specification
EZ2	Domestic hot water module	Cetetherm AquaEfficiency
EB100	Heat pump system	F1345/F1355
EB100-BT6	Hot water sensor control	Included in F1345/F1355
EB100-BT7	Hot water sensor display	Included in F1345/F1355
EB100-QN10	Switch valve heat/hot water	

FINISHED GOODS WAREHOUSE FOR THE FUTURE.



Shorter lead times, eight unloading gates instead of five, fewer internal shipments and improvements to the building itself and its interiors. These are a few of the advantages of the new finished goods warehouse in Skånes Fagerhult, which is expected to be completed in the autumn. Ground-source heating and solar panels will contribute to an energy-efficient solution for the 11,000 new, modernised square metres of space.

The former sawmill is located in the middle of the forest, two hundred metres from the E4 motorway. When NIBE moved in in 2009, it was an old unheated furniture warehouse. Since then, the property has been insulated and new offices and other employee spaces have been built. In mid October, the ground was broken for the new warehouse expansion.

Increased turnover – larger warehouse

All NIBE Energy Systems' and Contura's projects are delivered here to Skånes Fagerhult from the factories in Markaryd, and are then shipped on to Sweden's HVAC wholesalers and residential builders, and to NIBE's subsidiaries and distributors in Europe.

"In four years, we have doubled our shipments to Europe," says Daniel Helmersson, warehouse manager of 20 years. "We have 1,665 trailers for export and half that for domestic.

Newly built warehouse space: 11,000 sqm
Total warehouse space: 31,000 sqm
Incoming goods in 2019: 2,850 trailers
Outgoing goods in 2019: 1,665 export trailers, 800 domestic trailers
Four NIBE F1345-60 ground-source heat pumps, 20 boreholes at 215 m depth, passive cooling



Mia Helgesson, Anne Bengtsson and Sofia Johannesson prepare a delivery.



In the autumn, approximately 900 solar panels will be installed on the warehouse roof in line with NIBE's energy targets.

5 QUICK Q&A WITH DANIEL

After having rented an external warehouse for some time, it's great to bring our operations together onto a property built for the purpose. We will no longer need to ship internally and can shorten our lead times. And, there is more space. We are doubling our picking area, from two unloading gates to six for exports."

Today, there are fifteen people loading and unloading goods. They pull up orders and check them with the sales department, who then bill for them. All orders that come in before lunch are sent out the next day.

"We are a good team of women and men of varying ages," says Daniel.

Solar by autumn

Our efforts to reduce our need for energy and to choose renewable alternatives for our own properties are in line with NIBE's energy targets.

"To start with, we will heat the new warehouse with four NIBE F1345-60 ground-source

heat pumps," Quality and Sustainability Manager Kenneth Magnusson tells us. "We have 20 energy wells drilled to a depth of 215 metres. In the autumn, we plan to install about 900 solar panels onto the roof of the new warehouse. This will provide a good energy boost for heating, cooling and lighting our new premises.

"We are a good team of women and men of varying ages."

Stage two will be to phase out the old pellets boiler and replace it with ground-source heat pumps to heat the old warehouse.

Furnishings for the future

Move-in is planned for the autumn. But before this can happen, the warehouse needs to be

What products do you deliver most of at the moment?

A lot of the S series.

How and when is an order invoiced?

The sales department sends an invoice the same day as we load a delivery and print the delivery note.

Do you have any contact with the installers?

Only in emergency situations, such as if a plant in the vicinity breaks down.

What can cause a delayed delivery?

If there is a capacity shortage anywhere along the chain.

Will you have normal opening hours in the summer?

We sure will. Manufacturing closes in July, but we won't.

Cooling in the summer - talk to your customers now!

Everyone's looking forward to some summer heat! But when it crashes in in July and August, people are likely to want a bit of cooling. There is no better financial option to cooling than the passive cooling that comes from ground-source heat pumps – and classic air conditioners can be good to have, regardless of the type of heat pump you have.

Passive cooling – a financially smart solution

Extracting passive cooling is practically free when you let the heat pump pull cold from the rock and spread it through your home via a wall or ceiling-mounted fan coil.

By utilising cooling from the rock, boreholes can recharge during the summer, resulting in improved performance of your ground-source heat pump.

It costs between SEK 15,000 and 25,000 to add passive cooling to a ground-source heating installation. Operating the circulation pumps for passive cooling during the summer

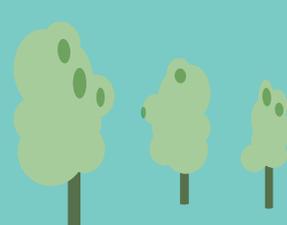
is estimated to consume about 200 kWh, which is what an old-fashioned light bulb would have consumed. Remember too that passive cooling can also be added to existing installations.

Classic air conditioning

Naturally, it is possible to cool your home using classic air conditioning, that is, to have the heat pump compressor produce active cooling. For those with horizontal ground collectors, passive cooling may work well during May and June but then become less effective as the ground heats up. The active cooling function allows your heat pump to continue to cool your home to the desired temperature. Active cooling is

especially good when you have substantial cooling needs, such as wanting to set an exact temperature in a food/wine cellar or in a bedroom.

For air/hot water heat pumps, cooling is available following the same principle – the heat pump switches from producing heat to producing cooling in a separate system with fan coils for hot summerdays.



COOLING ACCESSORIES FROM NIBE

NIBE PCS 44 Shunt group for passive cooling, ground-source heat pump

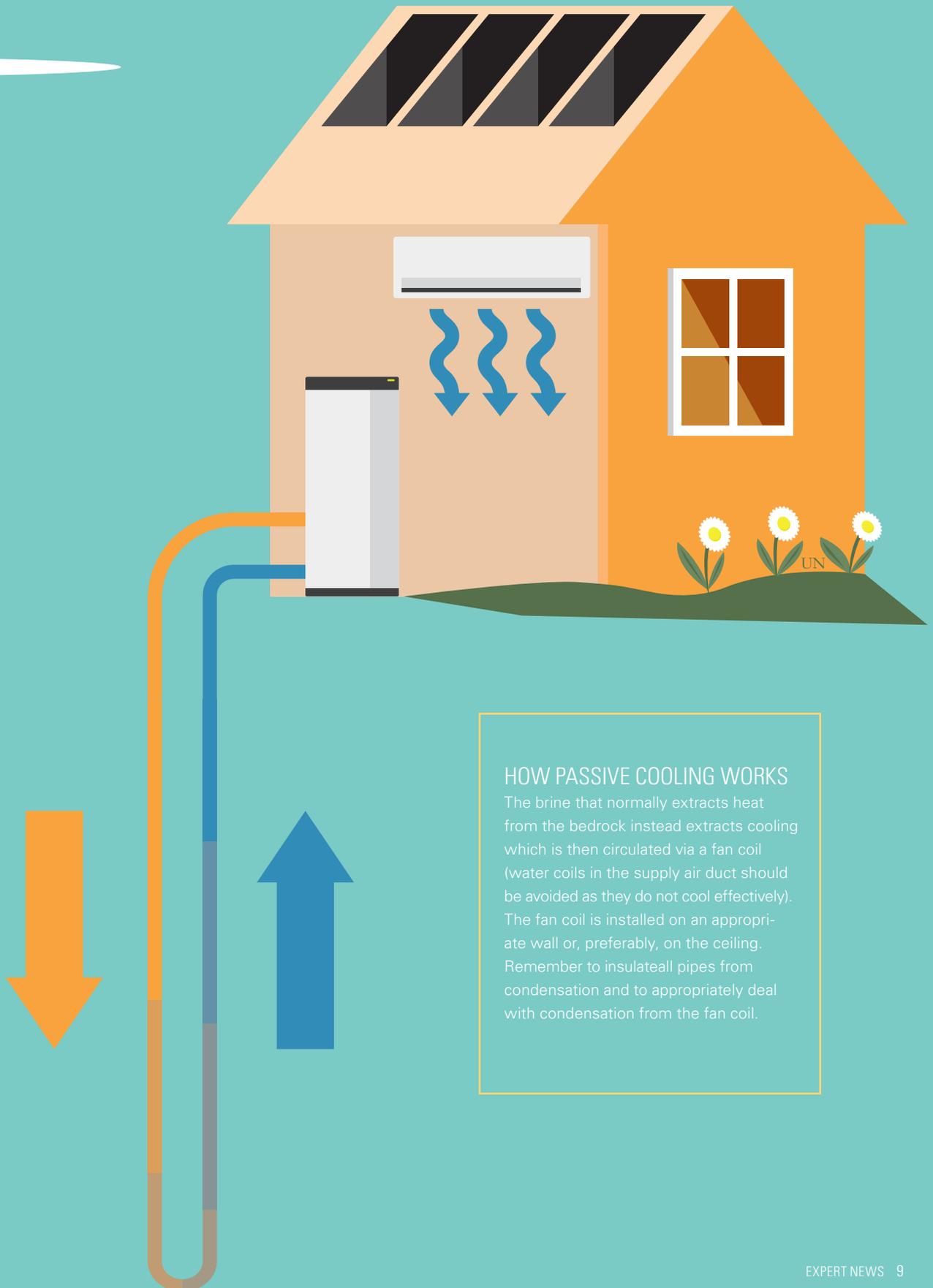
Add a fan coil or cooling battery depending on the needs of your house.

NIBE ACS 45 Accessory card for active cooling, ground-source heat pump

For substantial cooling needs

NIBE ACS 310 Accessory kit for active cooling, air/hot water heat pump

Add a fan coil or cooling battery depending on the needs of your house.



HOW PASSIVE COOLING WORKS

The brine that normally extracts heat from the bedrock instead extracts cooling which is then circulated via a fan coil (water coils in the supply air duct should be avoided as they do not cool effectively). The fan coil is installed on an appropriate wall or, preferably, on the ceiling. Remember to insulate all pipes from condensation and to appropriately deal with condensation from the fan coil.

A NEW GENERATION STRIVES TO DEVELOP WITH NIBE.

Today, the sun is shining in Karlstad, providing a much welcome energy boost to the premises of ERBECO Värmeteknik. This was anything but the case in 1973 when Björn Damberg and his colleagues took over. At that time, the price of oil was SEK 0.30 per litre and their name was ERBECO Oljeeldnings AB. Now, a new generation is taking over the company's long-standing collaboration with NIBE. "We will develop and modernise, but otherwise proceed as usual. We're not making a big deal out of it," say Malin and Magnus.

The solar panels are currently being installed on the new folded sheet metal roof. The mood is joyful and warm when we visit to hear about the generational shift taking place at the company. In the autumn of 2017, it was made official on paper. Both Malin and Magnus are proud of the fact that their parents decided not to sell the company.

"Dad has had the company since he was 20. He's worked hard and fought hard," says Malin with fondness and admiration. "I am so proud that they wanted us to take over – it's so exciting."

Their mother, Margaretha, who took care of administration, has left entirely and takes care of her horses, but their father, Björn, still comes in for a couple of hours a day.

"I have myself a cup of coffee and help out with small things," Björn says with a smile.

Magnus works with HVAC and has been with the company since 2007, but for Malin, everything is new.

"I come from a different world entirely. For me, it is luxurious to be given time to get used to things. I may have grown up here, but I don't know anything about our operations. My latest job was in sales in Norway. Before that, I ran a patisserie. Now, I order spare parts, send invoices, receive customers and plan jobs. Nothing like baking pastries and making cakes!"

Like a football team

Working with their sibling and family members seems to work out.

"Both of us feel it works. Our family is very

close and there's room for each of us," says Malin. "The fact that Magnus and I have different skill sets is only an asset."

There are ten employees, all of whom have worked for the company for a long time and know each other well. Björn compares them to a football team – everyone pulls in the same direction.

"We strive to be more digital, but otherwise, operations will remain the same. We have been taking courses in Stockholm and Markaryd

"I am so proud that they wanted us to take over."

to learn more about the new products. The younger people amongst us find the S-series particularly exciting. It's a new way of thinking."

From oil to heat pumps

When Björn and his two colleagues took over the company in 1973, oil burners were the thing.

"Technology has developed substantially – we've gone from oil to district heating, then to pellets and on to the ever-so-popular heat pumps. Price has been the deciding factor. As oil became more expensive, electricity became cheaper. But then the electricity crisis was upon us. In 1985, we started working with heat pumps manufactured in Denmark. Thanks to the Danish krone, things went well. But when the exchange rate rose, we switched to NIBE, which we've been selling ever since."

One of NIBE's oldest service representatives

In 1985, Björn bought out his partners and gained sole ownership.

"I became the combi-heat pump system agent, things went well and we sold a lot. In 1995, we started taking service assignments from NIBE."

Collaborating with NIBE has been meaningful for both parties and Malin particularly appreciates the close, easy, helpful contact they have with NIBE.

"We have developed together and really support each other. Not only do we communicate well, but we also have a good time together," Björn continues.

Stefan Karlsson, NIBE's Head of Sales for the Värmland district, appreciates their solid experience, in-depth expertise and feel for service.

"ERBECO is one of our oldest service representatives. They are solution-oriented, have great, well-trained staff and they know our products. That means a lot to us here in Värmland. I look forward to developing digitally together."

"I am very pleased," says Björn.

"What a mess," he jokes. Ten good years of around-the-clock work, and just when it's going so well, you up and hand the company over! No, the truth is, I'm very pleased. I started when I was 21 years old, and now I'm 68. I've always had projects up to my ears, but now I'm but an errand boy!" ■



In 1973, Björn Damberg and a few colleagues took over the company. The company was then called ERBECO Oljeeldnings AB.



Magnus Damberg inspects the recently installed NIBE solar panels on the company roof.



ERBECO Värmeteknik AB in Karlstad

Björn Damberg became part-owner in 1973

Malin, age 36, Magnus, age 33 and their father Björn, age 68, own 1/3 each
Install about 100 heat pumps a year

Other services: Service, cooling technology and real estate property installations
10 employees

Turnover approx. SEK 15 million

Aim to develop and modernise



Malin and Jesper Banck

Doctors who run Strandhalsan health clinic on their own property in Allarp

Employees: 25 | Newly constructed shop and service spaces of about 1,000 sqm

Ground-source heat with passive cooling, 1 NIBE F1345-40, 4 boreholes at a depth of 200 m

Solar panels from NIBE: 189 pcs 300 Wp, own generation in 2019: 43,000 kWh

NIBE Air-Site ventilation unit | Energy consumption in 2019: 43,000 kWh

Energy savings 7,164 kWh/year | CO2 savings 7,039 kg/year

A TRULY LOW ENERGY BUILDING.

“We have reason to be proud towards our patients and renters.”



Malin and the installer looking over the new smart solar system that heats and cools their building.

Malin Banck proudly owns the Strand-ängshälsan building, together with her husband. It is located in the middle of the newly established Allarp community that is growing around the railway station at the entrance to the Halland Tunnel, just outside Båstad.

When their premises became too cramped, they realised their dream of building a new one. They fell for Allarp, an expanding area expected to be a unique environmental forerunner, where the municipality and businesses collaborate to bring about a sustainable community. Malin and Jesper are both doctors. They started their own health clinic in Mellbystrand in 2015. For the past year, they have been running their operations in a modern, black-stained building neighbouring the sea and nature.

“We had difficulty finding properties to lease so we thought it would be better to build and own one,” says Malin Banck. Allarp is strategically located between Laholm and Båstad, in cycling distance to both.

It was the Bancks’ dream to design a health clinic exactly the way they wanted it.

“Our clinic was small and personal and we

were well-liked in Mellbystrand. We wanted to recreate that same feel here in a building in which patients and staff would be happy, that suits our purpose, is nice to look at, isn’t too expensive and is good for the environment.”

In the summer of 2017, they bought the property and began to plan the project with the architects from Isrenn Arkitektbyrå and Johan Eriksson from Bygg AB Lars Bengtsson & Son, who is also the owner of Knäreds Rör who did the installation.

Ground-source heating, solar and cooling

Good references, close collaboration and a single supplier for the entire system helped Malin feel secure throughout the process. Especially when it came to the heating system technology. After receiving help dimensioning the system from NIBE and Cattegatt Consult, they decided to go with renewable energy and ground-source heating. NIBE F1345-40 became the hub of the technology.

“Ground-source heating was a given and I also liked the idea of solar after hearing about it from Johan. We had a large enough roof that points in the right directions. It had its appeal.

It was our dream to minimise our need to buy electricity. But we were encountering a lot of new things when we were building, not least solar panels. It was good to know that everything came from one supplier so we could be sure that all parts would function together.”

Malin had previous experience of a bad indoor climate – the ventilation left a lot to be desired and the temperature was much too hot during the summer.

“We had problems in our last building during the heat wave of 2018. So it was an absolute requirement that we be able to get the indoor temperature down to 22-23 degrees during the summer.”

To guarantee this sustainably, they chose to go with passive cooling from the boreholes – a solution that consumes very little energy but significantly improves comfort levels. The technology uses cold water from the heat pump’s boreholes and transfers it to a cooling battery in the ventilation unit. From there, fan coils blow cool air into the rooms.

Continued on next page →

NIBE took responsibility for the entirety

It was important to the health clinic to have a good indoor climate, not just to regulate summer temperatures. At the time, NIBE had just become part owners of the NIBE Air-Site company in Gothenburg, specialists in ventilation solutions for real estate properties. Fredrik Snygg, District Manager at NIBE, has long-standing experience in cost-efficient systems for real estate properties.

“Thanks to the NIBE Air-Site acquisition, we could not only provide a tailored heating solution, but also one that holistically enables all parts to work together – heating, hot water, ventilation with efficient recycling of cooling and independent electricity generation through solar panels. Not only did it make the project planning easier and more reliable, but it also increased the efficiency of the system as a whole. The entire system is in synergy, from roof to bedrock.”

Working with ONE supplier that takes holistic responsibility also facilitated Johan and the construction company.

“The fact that NIBE can deliver and make guarantees on everything makes things simpler

and more secure for us and for the end customer. And NIBE has a strong brand, they have always been willing to help out and never hesitate to come and help us. The fact that NIBE is a Swedish company with local manufacturing also made our decision easy.”

A sustainable concept

189 black solar panels blend in on the black roof. Placed on both east and west-facing sides. In the first year, they generated 43,000 kWh, totally in line with the calculations, making Malin happy.

“We’re glad we had the opportunity to do this and that it has all worked out so well. Now we are really proud to show our renters and patients how we created an energy-efficient, sustainable building that works, for real. We also make waste and energy consumption requirements on our renters. The concept also includes charging stations for electrical cars. For us, it was important to take an environmentally friendly approach when building from scratch and having the opportunity to do it right.” ■

A NIBE F1345-40 became the hub of the holistic solution including heating, hot water, ventilation, cooling recycling and independent electricity generation through solar panels.



THIM ALEX NEW SALESPERSON IN MARKARYD

When did you start?

I started on the 1st of April as a salesperson in the leads function and I’m looking forward to helping new customers on their journey – and to challenging myself. since I’ve never worked with anything like this before.

Why did you choose NIBE?

I started at NIBE 12 years ago, pretty much straight out of school. I find NIBE to be a good employer who offers me opportunities to develop in the company.

What have you done previously?

My last job was at Contura. There, I would visit retailers to implement store concepts, assembled fair booths and helped out in the photography studio. I am a trained car mechanic and started at the Beredar-fabriken factory in assembly in 2008 and then on to the factories in Markaryd.

Any hobbies or interests?

When spring and summer roll around, it’s time to bring out my motorcycle. During the winter, I play floor ball and serve as the club chairman.

Where do you live?

I live in a flat here in Markaryd but I’m looking to purchase a house.

Thanks Thim, and welcome to NIBE!

STARTING A NEW DEPARTMENT AT NIBE ENERGY SYSTEMS.

WELCOME KALLE SILÉN, SALES MANAGER, VENTILATION & COMMERCIAL PROPERTIES

What are you working on?

"As of the 1st of December, I have been involved in starting up an entirely new segment at NIBE for ventilation of commercial properties. Jonas Cronwik and I make up the Sales team at NIBE Energy Systems Ventilation. We act as purchasers to our engineers and together, we review what the market is asking for in terms of smart technology. It's a luxury to be part of the product development team from an early stage, but there is also a great deal of strategic work to prepare product releases and to find the right partners. We have great respect for NIBE's tradition of quality, trust and long-term and customer focus. This is something that needs to live on in building up our ventilation market offering.

Why did you choose NIBE?

"NIBE is an exciting company with amazing growth. I have studied NIBE with interest throughout my career in the ventilation industry. When I was given the chance to meet the people behind the brand and they told me about their culture and future, I was sold. For a ventilation nerd like me, it's a great thing to not only be able to build a world-class ventilation unit, but also to build up a sales organisation and supporting functions that prioritise the value added to the customer.

I got a good feeling in the pit of my stomach when they then presented NIBE Properties, for which ventilation units are the last piece of the puzzle for delivering a cohesive product solution of heating, hot water, cooling, solar energy, energy recycling and climatisation."

What did you do previously?

"The first eleven years of my career was selling fans. During the last ten I have been selling ventilation units."

Any hobbies or interests?

"I like all kinds of sports, but spend most of my time as a trainer at Enköping wrestling club. We travel all over the country to compete. I also like to play recreational paddle ball and am known to swing my golf clubs occasionally. Travelling, food and drink and reading a good book in peace and quiet."

Where do you live?

"I live in Enköping with my wife

Therese and our five children: Rasmus, 14, Felix, 13, Julia, 10, Cornelia, 7 and Pontus, 4. Now that you know about my kids, you can probably guess how many books I have time to read. We live in an older home with natural ventilation and district heating, though naturally what I would have liked to be able to say is that I have FTX ventilation and a heat pump. ■

Kalle Silén, left and Fredrik Snygg, right.





3 X S-SERIES.

ESKILSTUNA
Year of construction: 2020
Squaremeters: 205 sqm
NIBE S1255-12, myUplink
NIBE Solar panels 12 kW, 40 pcs
NIBE ERS S10-400

For Peter Björkqvist, Jörgen Jonsson and Bernt Kråk the S series was the obvious choice. Being able to lower energy costs, controlling the installation from your phone and not having to use the manual are all reasons for the choice these installers made.

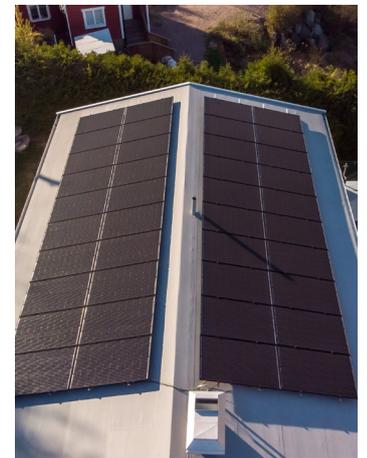
CASE 1.

“THE BEST PART ABOUT IT IS THAT I CAN MONITOR MY ENTIRE INSTALLATION AND SEE MY SOLAR POWER GENERATION FROM MY PHONE.”

– PETER BJÖRKQVIST, SWERÖR AB

“We built a house in an old summer cottage area in Eskilstuna. My partner Silvia, our 18-year-old son Leo and I will live here. Stefan Lundqvist from NIBE and I went through the house and I followed his advice. I wanted the latest model. When I buy something, I buy the latest. Two other reasons I chose the S series are myUplink and connectivity. I want it all on my phone, and to be able to see what my solar panels produce. I’m no computer whiz, but it’s always fun to have information and to have your whole installation in your pocket. Now that smart home technology exists, I want to understand it. I think it’s the future.

I did the installation three weeks ago. It was simply a matter of following the flow chart. We haven’t started living here yet, but the heat is nice and even, just as expected. The installation runs smoothly and quietly, it’s nice to have a touch screen and I’m glad I can call Stefan if I have questions. It couldn’t be easier – just the way it should be. It’s also good that the heat pump and solar panels communicate and collaborate with each other. That means that we can maximise the use of the electricity we produce. We need to start thinking about the environment, our children and our grandchildren. We only have one planet.” ■



Things I didn’t know about the S-series:

“The fact that the heat pump automatically adapts to your family’s behaviour. Now that’s smart!”



ÖDESHÖG

Year of construction: 2020
 Squaremeters: 235 sqm
 NIBE S1255-16, myUplink
 Solar panels 35 pcs
 NIBE ERS 10-400
 NIBE AXG 40 for priority additional heat

CASE 2.

“I WANTED ENERGY-SAVING SMART FUNCTIONS”

– JÖRGEN JONSSON, NEPAB

“It’s been a couple of weeks since we began operating the heating system - it’s on a trial run. My wife Karin, daughter Thuva, 12, son Theodor, 10 and I will be moving in in June. But we’re already connected and can monitor and control it from our phones since we have the premium subscription.

I chose the S series for the energy-saving smart functions such as weather forecast control, Smart Price Adaption and being able to control heating, cooling, hot water and ventilation from the heat pump. And, I wanted a machine that I wouldn’t need the manual for. I think it’s interesting to work with energy efficiency, so the solar panels also came in handy. We also chose the S series because the heat pump and solar panels can communicate, enabling us to use any excess electricity efficiently.

I think the S series is easy to get up and running and have done so for a number of customers already. If you just follow the Start Guide, you’re unlikely to run into problems. It’s comforting to know that the heat pump will alert you if something happens. Not to mention that it’s nice to look at and blends into our laundry room, though we will be hiding the pipes behind drapes. I’m really proud of my ‘tech room!’” ■

Things I didn’t know about the S-series:

“That the solar panels and heat pump can communicate with each other and ensure that the surplus electricity can be used more efficiently.”



VEMDALEN

Year of construction: 1957
 Squaremeters: 300 sqm
 NIBE S1155-16, myUplink
 NIBE VPB S300

CASE 3.

“I LIKE THE CONNECTIVITY AND WEATHER CONTROL. THE WEATHER CAN CHANGE QUICKLY UP HERE.”

– BERNT KRÅIK, RMJ RÖR AB

“In February, we switched out our old and under-dimensioned air/water heat pump for an S series ground-source heat pump. We kept our pellets boiler for backup, but we never use it. Me and Elisabeth live here. My children have moved out. Lower electricity costs and more even heat were most important to us. What a difference. It runs perfectly. I don’t know why we didn’t put in ground-source heating from day one. We always have hot water now.

I thought the cost difference from the F series was negligible and liked the idea of connectivity and weather forecast control. The weather can change quickly here, so myUplink works well. It has what I need. I test it out by raising the temperature occasionally. I may not be a tech wizard, but you learn by pushing buttons. And I find something new every time. There are a lot of good functions, like the phone alarm and Smart Price Adaption.

The heat pump is in the garage. It looks nice with the hot water heater next to it, in contrast to my previous installation. When we moved here, we only had a wood-burning stove in the kitchen!” ■

Things I didn’t know about the S-series:

“That you can lower your electricity costs by using the Smart Price Adaption service, but that you have to have an electricity contract with hourly pricing.”



MAX IT 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. What would you like me to write about next time? Email me at maxa@nibe.se

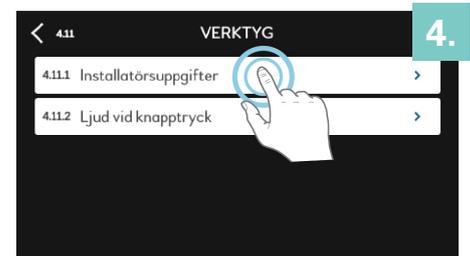
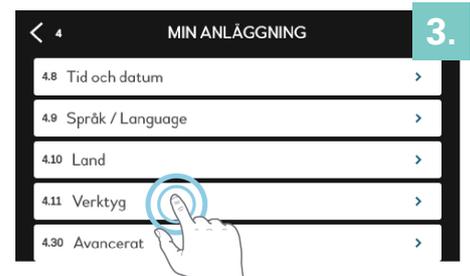
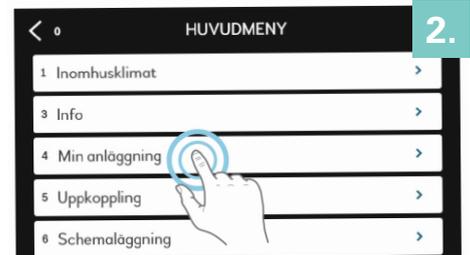
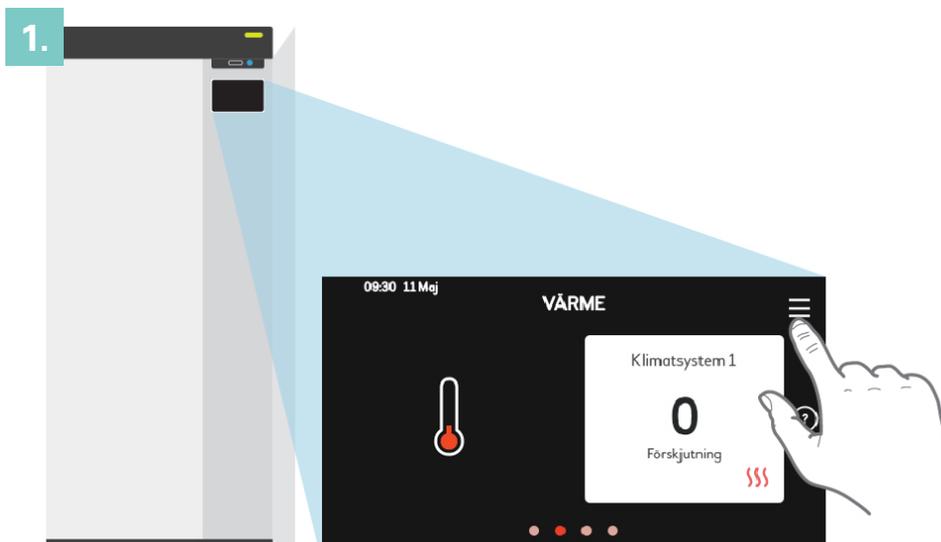
CAN YOUR CONTACT DETAILS BE FOUND IN YOUR CUSTOMER'S HEAT INSTALLATION?

My suggestion this time around is that you add your contact information into the Start Guide during installation. It will make it easy for your customer to reach you. But if you happen to forget, you can enter it after the fact by scrolling through to menu 4.11.1. It's simple if you follow these steps!

1. Click the three lines in the top right corner.
2. You are now in the main menu, click "My system."
3. Scroll down to "Tools" and click it.
4. Click "Installer information".
5. Now you can fill in your contact details, click "Name", and the following box will be displayed.

6. Enter your information on the display. Enter your phone number or other free text.
7. When you are done, click "X" in the top right corner to save your settings.

Your details are now in the system. Your customer can find them easily if the need should arise or if they want to contact you to purchase new accessories for their system. With NIBE, it's easy to be smart!



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