



# EXPERT NEWS

News, tips and inspiration from NIBE Energy Systems in Markaryd | NO. 3 2020

## MODERN TECHNOLOGY MEETS CHALLENGING ARCHITECTURE

Visit the glass house from SVT's *Husdrömmar*

NIBE PROPERTY DIM

*"Now we've got a fully fledged  
property team."*



**DON'T MISS IT!  
AUTUMN NEWS**

**AUTUMN CAMPAIGN!**  
2 campaigns kick-start NIBE  
autumn

**DOCK ON WITH MARKO**  
Faster and simpler with dynamic  
dockings

**ENERGY FREEDOM**  
Satisfied tenants and a proud  
property owner

**”Even in an upside-down world, day-to-day life goes on – now we’re looking forward to a substantial increase in demand, and we’re putting on the pressure in marketing.”**

Niklas Rönnäng  
Sales Manager, NIBE Energy Systems

**Hello, friends of NIBE,**

Autumn has now arrived, and we are noticing that our order books are filling up, if not already full.

When I last sat down to write the editorial, we and the rest of Europe were preoccupied with the changed situation resulting from Covid-19, and we were seeing a somewhat reduced order intake. Now, a few months later, we are still in the middle of the pandemic, but we have learned to live with it. Life is beginning to return to normal in many countries, and we are seeing a substantially increased demand for our products, which is really great! At the same time, this puts high demands on our production apparatus in Markaryd to deliver the right products, in the right place and at the right time.

To give this autumn's sales extra impetus we are running two parallel campaigns, which you can read about in this issue. In one of them we are highlighting the standard F1226 model, and in the other we are talking about the S series, our premium product “for those who want to live

smartly”. There will be a lot of pressure in marketing, which we hope and believe we will be of benefit to of all of us.

This time, the Expert Profile subject is Dala Kyl-, Värme- och Vattenteknik in Falun. Once again, we see how a fine company continues through the generations, and how Yngve brought his son Joakim and his grandson Daniel into the company. The article makes it clear how Daniel came in as a “digital” saving grace. And while we are in the digital area, I would like to recommend Marko's article about dynamic dockings, which help you as an installer to save time.

We also have two exciting case studies to share with you. Bergåse Fastigheter in Helsingborg wanted to increase their energy independence with solar energy as part of the hybrid solution. And from Swedish Television's Husdrömmar series: Henrik and Lina's spectacular new house with its huge windows. Guess which climate solution they chose! We've got the answer.

Happy reading! 



**4** **PRODUCTNEWS**  
User-friendly and intelligent!

**NIBE TRAINING!**

Top up your knowledge bank quickly, simply at no cost by taking part in one of our webinars. Or go on a training course with us on site in Markaryd or Stockholm. We have adapted our meetings to the prevailing situation in order for you to feel safe during your visit to NIBE. **See the whole autumn programme and register at [proffs.nibe.se](http://proffs.nibe.se)**

**MARKARYD**

- 6 Oct** Product training for detached houses\*
- 8 Oct** Exhaust air heat pumps for detached houses (S)
- 13 Oct** Ground-source and air/water heat pumps for detached houses (I)
- 15 Oct** Ground-source and air/water heat pumps for detached houses (S)
- 21 Oct** First Aid - Basic course for administrative staff

**22 Oct** Cooling technology in heat pumps

**WEBINARS**

- 9 Oct** Comfort cooling, 45 min
- 26 Oct** Indoor climate, 45 min
- 28 Oct** Hot water, 45 min
- 28 Oct** Property heat pumps, 2.5 hr

\*Stockholm, I=Installation, S=Service

Read more on page 20:

**“Even though we’ve bought an electric car that covers 50,000 kilometres a year, we’ve halved our electricity bills.”**

**NEW BUILDING REGULATIONS.** The hot topic of the summer is the tightening of the building regulations that came into force in September, with a twelve-month transition period. Expert News asked Richard Carlholmer, who is responsible for sales to small house manufacturers at NIBE, what this tightening entails. “Paradoxically enough, it makes things considerably easier for a house with district heating, from a weighting factor of 0.95 to 0.7. This allows the house to consume quite a bit more energy but nevertheless meet the requirement level. But even if the calculation meets the requirement, you have to look at the actual annual operating costs, and then the cost of district heating is still just as unfavourable for small house owners as it is today. For a house with a heat pump, on the other hand, it means a considerable rise of around 12 per cent. This is because the weighting factor for electricity is raised from 1.6 to 1.8. “For houses with a ground-source or air/water heat pump there are still good margins, but for houses with an exhaust air heat pump the margins decrease considerably, especially in northern Sweden. Our assessment, however, is that most houses that comply with today’s BBR with an exhaust air heat pump will continue to do so, but with a greatly reduced margin. So we continue to take a positive view of the building market,” Carlholmer concludes.



## OPENING NEW FINISHED GOODS WAREHOUSE IN SKÅNES FAGERHULT



*The first heat pump was symbolically rolled in through the ribbon.*

11,000 additional square metres, shorter lead times, more gates for loading and unloading, less internal transportation and a building of better quality in itself – these are some of the advantages of the newly finished goods warehouse in Skånes Fagerhult, which was opened on Friday 11 September. The workforce will also grow, to around 35. The energy supply consists mainly of ground-source heat, and in the autumn solar panels will also be installed.

President and Group CEO Gerteric Lindquist gave the opening speech, and then handed over to Daniel Helmersson, warehouse manager for NIBE Energy Systems, to cut the ribbon. The usual fanfare in NIBE style was provided by Lars Lundbäck, project manager at NIBE. In view of the prevailing pandemic, only a small number of guests plus the local press had been invited.

### BYT TILL EN VÄRMEPUMP FRÅN NIBE INNAN DU MÅSTE IMPROVISERA

Nu har vi ett värmande hösterbjudande på NIBE F1226 – en bergvärmepump som håller i det långa loppet.

TILL ERBJUDANDET



HÖST-ERBJUDANDE

### FÖR DIG SOM VILL LEVA HÅLLBART

Med NIBEs intelligenta värmepumpar skapar du det perfekta inomhusklimatet och en bättre miljö för framtida generationer.

LÄS MER

NIBE

### FÖR DIG SOM VILL LEVA SMART

Kontakta oss för att påbörja bytet av värmepump redan idag.

NIBE



*“At the moment we have a warming autumn offer...”*

# 10

**CAMPAIGNS** Double campaigns this autumn

# 12

**EXPERT PROFILE**  
Dala KVV

### FACTS

Newly built warehouse space 11,000 m<sup>2</sup>  
Total warehouse space 31,000 m<sup>2</sup>  
Total number of lorry gates: 21, including 6 new  
Incoming goods in 2019: 2,850 trailers  
Outgoing goods in 2019: 1,665 export trailers, 800 domestic trailers  
Energy supply: 4 x NIBE F1345-60 with passive cooling. In autumn ca. 900 solar panels.

# AUTUMN NEWS – INTELLIGENT AND USER-FRIENDLY.

We have now extended the S series with an even bigger device for detached houses and a new smart control module that facilitates control and monitoring – both in the new connected platform.



## NIBE S1155-25 – the biggest heat pump in the S series

The NIBE S1155-25 was launched during the summer, and is an intelligent inverter-controlled ground-source heat pump which can be combined with a separate hot water tank on the basis of individual needs. With the new increased output, NIBE can offer a high annual heating factor and minimal operating costs for both large detached houses and smaller properties.

The S1155-25, in the 6-25 kW heat output range, supplements our existing 6, 12 and 16 kW models. The model has an integrated wireless connection with smart energy-saving technology and built-in Modbus TCP/IP, making it even easier to work with connected property systems.

"We have now broadened our range and raised our competitiveness in the large detached house and smaller property segment. This is a very affordable solution and a really effective product," says Per Törnkvist, commercial product manager for ground-source heat pumps at NIBE.

Because the refrigerant's CO<sub>2</sub> equivalent is less than 5 tonnes, there is no requirement for annual inspection or leak testing under the terms of the F-gas directive. ■

## NIBE SMO S40 – Optimised control with the new smart control module

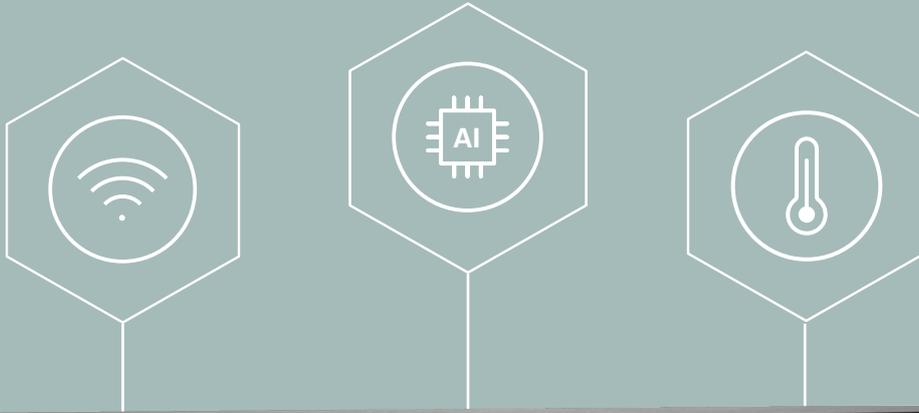
We are now extending the S series with a control module which has the S series' display and connection options with wi-fi and built-in Modbus TCP/IP. The larger screen with its intuitive interface has been particularly appreciated during complex installations. Because the control module is both intelligent and user-friendly, it gives you optimised control of the indoor climate system. Via myUplink you can, for example, get real-time information to facilitate control and monitoring.

The new SMO S40 offers maximised flexibility when it comes to system solutions. "It's suitable for everything from smart energy-saving homes to property solutions with up to eight NIBE air/water heat pumps," says Jonas Thörnqvist, commercial product manager at NIBE. "It can be connected to water heaters and other heat sources and accessories for tailor-made solutions." ■

## Making everyday life simpler

The S1155-25 and SMO S40 form part of the NIBE S series, which is a natural part of connected everyday life. The smart technology adjusts the indoor climate automatically and gives complete control of the system from a smartphone or tablet. A high level of comfort and low energy consumption – and at the same time you do nature a favour.





ONLINE

INTELLIGENT

WEATHER FORECAST  
CONTROL

*The new control module SMO S40, with its larger screen and intuitive interface, is both intelligent and user-friendly.*

# "ENERGY FREEDOM" WHEN BERGÅSE ESTATES MIX DISTRICT HEATING WITH SOLAR AND GROUND-SOURCE HEATING.

Energy pioneer and property owner Fredrik Bergåse replaced district heating in 56 flats in Helsingborg with 15 holes in the ground and three heat pumps from NIBE. The result? Major benefits for economics and environment, and a very satisfied property owner who increases his investment in ground-source heat pumps. Now, five years later, in conjunction with replacing the roof, he has added solar cells to the property. The neighbouring property has also been upgraded with a ground-source heat pump system with four NIBE F1345-60s.

The reason for replacing district heating with his own energy generation was that Bergåse wanted to increase his independence and reduce his environmental impact. The decision was made in 2012, and by 2013 installation of the ground-source heat pumps was under way in Carl Öhrn Street in Helsingborg. Fifteen bore holes and three ground-source heat pumps with a combined output of 180 kW later, the property owner had created an "energy freedom" that supplies the flats with heating and hot water.

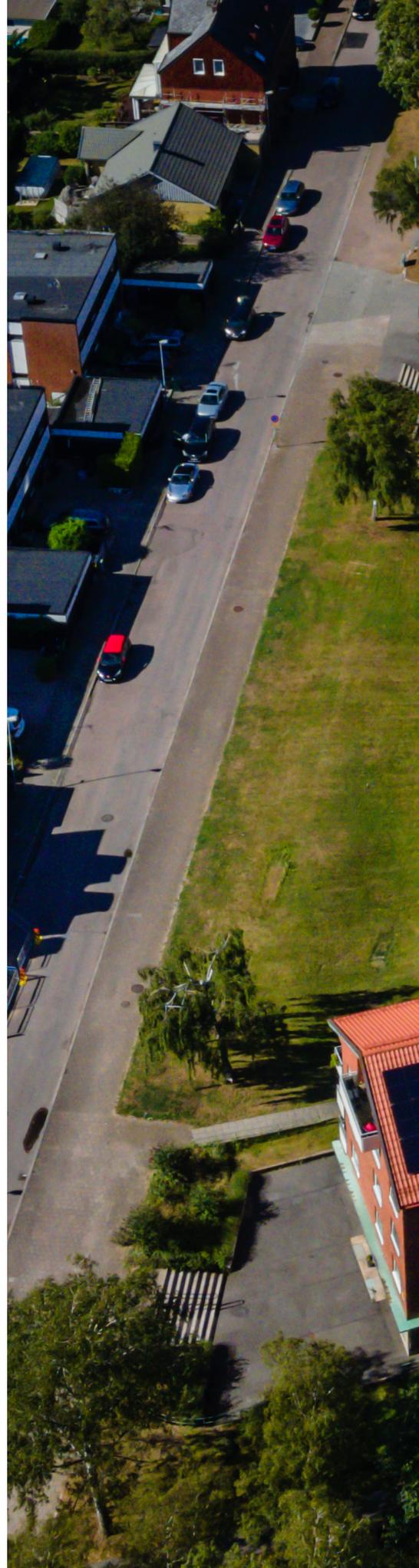
"I'm satisfied, and everything's worked really well," Fredrik says, and goes on: "The investment has met all my requirements, and has

both reduced my environmental impact enormously and been a very good deal, now and for the future."

The investment amounted to SEK 2.7 million, and Fredrik had initially calculated that the heat pump system would pay for itself in 7 years. But with changes in district heating rates, the repayment period has been modified to 13 years. In spite of this, Fredrik Bergåse regards the investment as a brilliant deal.

"The investment pays for itself twice, you could say.

*Continued on page 8* →







The neighbouring property has also been upgraded with a ground-source heat pump system with four NIBE F1345-60s.



Fredrik Bergåse.

First I reduce my energy costs by over SEK 400,000 per year, and then the value of my property has gone up by around SEK 10 million.

"And all that's before you consider the feeling of freedom you get from being independent in heating, and the happiness you feel from substantially reducing the property's environmental impact."

### A low-energy building from 1956

By reducing the purchase of external energy, in this case district heating, by over 500 MWh per year, Bergåse's property dating from 1956 of-

***"An ambitious investigation clearly shows the effect and the benefit ground-source heating can offer property owners like Bergåse."***

fers the same performance as an ultra-modern low-energy building from 2020. An example of how modern technology can be used to make

great progress in property development for a sustainable future. Along with considerable savings.

"Yes, it's almost a business idea in itself to buy old properties and equip them with modern technological solutions such as ground-source heating. Calculation and reality are a real attraction," says Bergåse, half jokingly and half seriously.

### Technical and financial evaluation 2015-2016

But the story doesn't finish with Fredrik Bergåse's version. The project attracted particular attention during 2015-2016, after Öresundskraft suggested making a technical and financial study of the investment. A project was created, and was joined by NIBE, Energiföretagen Sverige, Svenska Kyl- och värmepumpsföreningen and Profu. The investigation started in May 2015 and lasted a year.

"An ambitious investigation was carried out, and it clearly shows the effect and the benefit ground-source heating can offer property owners like Fredrik Bergåse. The purchase of energy fell substantially, from 720 MWh per year to 202 MWh, and the property owner was able to create the independence he wanted," says Fredrik Snygg, regional manager for prop-

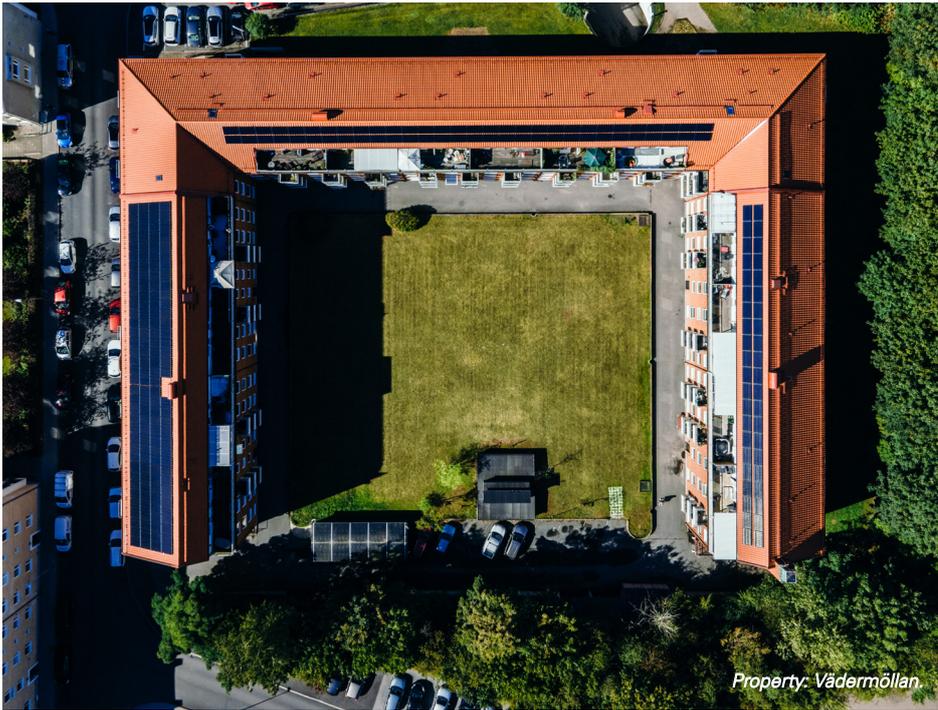
erties at NIBE.

The comprehensive study yielded new lessons for all parties for future projects. One important lesson was how different pricing models for electricity and district heating affect one another, and how this governs how the system should best be designed.

"The way it looks in Helsingborg today, heat pumps are financially unbeatable during the winter months, but when we get to the summer, district heating wins, because the prices have been reduced substantially during this period. If Carl Öhrn Street was designed today, there would be one heat pump and five bore holes less. And district heating would produce all the hot water, which would make for considerable cost savings in the contract. This would bring the repayment period down to the seven years originally calculated. It's important to use different energy sources in combination, and to build systems that can be added to if the conditions change," say Fredrik Snygg, regional manager at NIBE.

### Hybrid solutions are the future

At NIBE, we are building for a future with cooperating energy systems. Hybrid solutions, in which a number of energy types work together, give the best possible cost-effective-



Property: Vädernöllen

ness, regardless of seasons, conditions and requirements. Achieving new environmental goals, in both old and new properties, requires hybrid thinking.

"We strongly believe in creating hybrid solutions in which different types of energy work together for the best overall result," says Snygg. It's technology that can achieve energy and environmental goals, not the way the property is built. The buildings are already so good that the big energy gains are in technology, which makes huge leaps forward every year. Adding solar cells is an important part of hybrid solutions. In the best of all possible worlds there are solar cells on the roof, efficient FTX ventilation in the loft, heat pumps and district heating in the basement and an energy store for both cooling and heating in the bedrock.

#### **Continued investment in ground-source heating and solar energy**

For Fredrik Bergåse, the investment in the property in Helsingborg was only a starting point. In autumn 2019 and spring 2020 the roof was replaced, and at the same time a number of large solar cell systems were installed. But that wasn't the end.

"As the result was so good, we took the same concept of using solar energy and ground-

source heating, and applied it to the neighbouring property," says Bergåse. The plant was designed in accordance with the current energy pricing model, with one heat pump less and fewer bore holes, but with the possibility of adding to it if the conditions change, because we want to safeguard our energy independence.

On sunny days the properties are now entirely self-sufficient in electricity, thanks to the solar cells.

"It's almost addictive to follow the heat pumps and the solar cells in the NIBE Uplink app, which I've got both on my computer and in my mobile", says Bergåse. "Solar energy is fun, exciting and the future."

He can clearly see that the combination of solar energy and ground-source heating is something the tenants appreciate, and that makes the flats attractive. Charging points for cars are also on the way, and a tangible part of the transition.

"It's important for me that the property is modern and climate-smart - it means that tenants choose to stay here, and it can also attract new tenants. Now we're taking a further look at our properties and how we can go further in our energy hunt," Bergåse concludes. ■

***"The purchase of energy for heating and hot water fell from 720 MWh per year to 202 MWh. Yes, it's almost a business idea in itself to buy old properties and equip them with modern ground-source heating technology."***

## BERGÅSE FASTIGHETER

### PROPERTY: KÄRVEN

4,000 m<sup>2</sup> living space

#### **Energy Saving Step 1**

FROM DISTRICT HEATING Purchased energy: 720 MWh  
TO GROUND-SOURCE HEATING Purchased energy: 202 MWh, of which district heating 12 MWh/year  
SAVING 518 MWh/year

#### **Saving Step 2**

Estimated solar energy generation 110 MWh/year

### PROPERTY: VÄDERMÖLLAN

5,000 m<sup>2</sup> living space

#### **Year 1 ground-source heating and solar panels**

FROM DISTRICT HEATING purchased energy 1,100 MWh  
Estimated purchased energy after installation of ground-source heat pumps 450 MWh/year, of which district heating 180 MWh/year  
Estimated energy saving 650 MWh excl. solar energy  
Estimated generation of solar energy 70 MWh/year

# TWO CAMPAIGNS KICK-START THE NIBE AUTUMN.

There are two strong marketing campaigns in full swing at the moment, and we hope you will feel the effect of them in the form of increased demand. With the S series campaign, we want to raise awareness of the NIBE brand and create curiosity in our new intelligent product series. In addition, an autumn offer on the standard NIBE F1226 model shows that NIBE also has quality heat pumps in a lower price bracket.

**”The campaign goal is to make more deals together!”**

**FÖR DIG SOM VILL TÄNKA LÅNGSIKTIGT**  
Med NIBEs intelligenta värmepumpar skapar du det perfekta inomhusklimatet och sänker dina energikostnader.

LÄS MER

**FÖR DIG SOM VILL HA KONTROLL**  
Med NIBEs intelligenta värmepumpar skapar du det perfekta inomhusklimatet – direkt från mobilen.

LÄS MER

**FÖR DIG SOM VILL LEVA HÅLLBART**  
Med NIBEs intelligenta värmepumpar skapar du det perfekta inomhusklimatet och en bättre miljö för framtida generationer.

LÄS MER

## ”LIVE SMART”

From talking in the spring replacement campaign about “The smart replacement that lasts” we are now moving on to “For those who want to live smartly”. You will recognise the film and the images from last year’s launch of the S series. We have reworked the message to some extent, but the benefits we are emphasising are still economy, sustainability and connectivity.

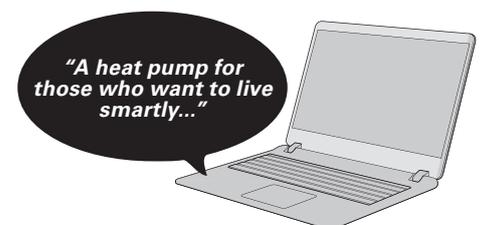
“Choosing a heat pump is for many people a difficult decision they have to live with for a long time,” says Per Törnkvist, commercial product manager for ground-source heat pumps at NIBE. The choice between comfort today, economy tomorrow and the well-being of the planet in the future often seems overwhelming. And fortunately, choosing a heat pump doesn’t need to be choosing only one of these. Not if you choose the S series heat

**FÖR DIG SOM VILL LEVA SMART**  
Kontakta oss för att påbörja bytet av värmepump redan idag.

LÄS MER

pumps - they are for those who want to live better and more smartly at all levels.” ■

The campaign consists of film, banners and print ads which will appear everywhere from social media to the major house and home trade magazines.





**DAGS ATT BYTA BERGVÄRMEPUMP?**

## "A WARMING AUTUMN OFFER"

With a price campaign on the standard F1226 model, we want to show that NIBE also has quality heat pumps in a lower price bracket and a product line for all needs. By reaching out to more people with the message that we have heat pumps for everyone, we are strengthening our position in ground-source heating and carrying business to you and your operations. The target group is households which are due for a replacement in the near future and are interested in a NIBE ground-source heat pump at a lower price.

"There's a great need for replacements, since many ground-source heat pumps were installed in the early 2000s," says Per Törnkvist, commercial product manager for ground-



**BYT TILL EN VÄRMEPUMP FRÅN NIBE INNAN DU MÅSTE IMPROVISERA**



**BYT TILL EN VÄRMEPUMP FRÅN NIBE INNAN DU MÅSTE IMPROVISERA**

Nu har vi ett värmande hösterbjudande på NIBE F1226 – en bergvärmepump som håller i det långa loppet.

**TILL ERBJUDANDET**

HÖST-ERBJUDANDE

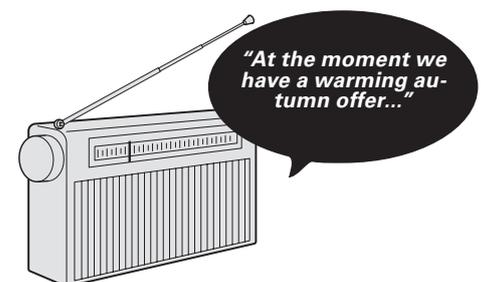
**NIBE**

source heat pumps at NIBE.

The message of the campaign is "Replace with a heat pump from NIBE before you need to improvise", with films and images you will recognise from earlier, and will make you smile. The focus is the message about quality, "the ground-source heat pump that lasts in the long run", and "Autumn offer" – a price reduction of up to SEK 6,000 to the end customer until 31 October. For 6 and 8 kW models this means SEK 5,000, and for 12 kW SEK 6,000 including VAT.

"This is a way of drawing attention to our broad product range. We have good products in the entire technology area. Here we have chosen to focus on the F1226, which is a technically very good product that competes in the low-price segment. It attracts replacement customers who are looking for a ground-source heat pump that gives them heating and hot water,

and that has the NIBE logo. Now we're reducing the price to our customers," says Törnkvist. "The aim is to do more business together!" ■



The campaign consists of radio, film and digital ads, which will appear in social media and elsewhere.

# LOYAL TO NIBE THROUGH THREE GENERATIONS.

After 22 years as a NIBE installer, Yngve Bergh put in his 500th heat pump last spring.

"It was when I made contact with Tommy Landin at NIBE that business really took off," says Yngve, who runs Dala Kyl-, värme- och vattenteknik in Falun along with his son Joakim and his grandson Daniel.

Yngve Berg has been in the business ever since the 1980s. Then he was working as a welder in his company at the time, Svets- och Maskinteknik, at home on the farm in Sägemyra. The development of heat pumps brought about a change in the work.

"Now we don't weld – it's press-coupled plastic pipes with aluminium reinforcement that you connect pipe to pipe. It used to be just copper pipes, they were soldered, it took time and it was precision work. And before that you soldered with gas, and that's all history now. So it's certainly become much simpler to install the heat pumps, and you also get better support from NIBE. The service department is bigger beyond comparison."

## The first milestone is called Tommy

There are three people who have had most significance for the company's development: NIBE's then district salesman Tommy Landin (who is now retired), Yngve's son Joakim and his grandson Daniel.

"It was in the 2000s when I worked with Tommy that the business really took off. I met him when he was travelling round to the whole-

***"They came here to buy a wood-fired boiler and went home with a heat pump instead."***

salers. He started at NIBE in connection with that. It was really fun. Tommy put everything he could into it, gave us lots of jobs to count on, helped with dimensioning, and turned up for presentations even on Saturday evenings. Sometimes customers came here to buy a

wood-fired boiler and went home with a heat pump instead. He was important for the whole area round here."

## 2003 - a new start

Yngve's son has been part-owner since 2003. He is a trained refrigeration technician, has worked with commercial kitchens, and looks after service assignments. Yngve and Joakim founded a new company jointly and own half each. It was given a new name and new premises in Falun.

"Now there are three employees – Joakim's son Daniel started to do summer work here in 2012. He's the only one who's a trained heat pump installer - he went on a long course at NIBE."

## Good to show the customers

Dala KVV like to use the NIBE dimensioning tool DIM.

"We show how we arrived at the borehole depth and the dimensioning of the size. It's good to be transparent and explain to the customer what's happening when you discuss the bore hole, or choose a higher performance, or air/water instead of ground-source. Then we can count on the customer taking a more active part in the decision."

Dala KVV's area covers Falun and a radius of 100 km around it. Here the replacement market has started moving, with mostly ground-source heating being installed.

"Here it can be really awful, with snow and everything. But I've installed air/water as well – it was much better, and copes with our low temperatures. At the moment the drilling's finished and two old detached houses at home

in the village are ready to have their wood-fired stoves replaced. And I've just put in a NIBE S1255 for a well-known skier who's a neighbour of mine - you should write an article about it!"

## Daniel is digital

That the future is in solar and ground-source heat, and connectivity, is crystal clear for Yngve. He himself has the new S series, with solar and ground-source heating, at home and at the office.

"Those who are a bit younger get the hang of connectivity straight away, but the problem is that I can't keep up. Daniel knows all about it, so then he takes over, starts up the machine and explains it to the customer."

Something Yngve notices that customers appreciate today is that the insurances can be extended.

"They don't even need to think about repairs and maintenance – they're really pleased about that. But my neighbour still complains 'I've been paying my insurance for fifteen years now, but nothing's gone wrong!'"

Yngve is 72. He travels to the office every morning, counts on a bit of work and talks with his customers.

"What I enjoy most about the job is definitely the customers, especially the slightly older ones I haven't seen for some time".

For the future, there's a summer cottage waiting to be renovated.

"It'll be nice – it's on the lake, five kilometres from home," he concludes. ■

**Dala Kyl-, värme- och vattenteknik in Falun**  
Part-owner: son Joakim Danielsson  
Other employees: grandson Daniel Danielsson  
Turnover: approx SEK 4.5 million  
So far: More than 500 heat pumps installed



Here the trio are cleaning up after completing an installation. From left: Yngve himself, his grandson Daniel and son Joakim.



”Now we’ve got dedicated staff on the property side, both on inside sales and out in the field.”

At NIBE we are adapting to a growing market and today have a fully fledged property team.

“Our most experienced employees have been working on this for over twenty years, and this gives us solid, lengthy experience,” says Arne Gustafsson, head of customer services at NIBE.

Developing the property team is a way of meeting the increased demand on the property market.

“This is an investment in a growing market, and we will grow with it to provide an even better service to our consultants and installers,” says Gustafsson.

The property market is demanding simpler, more reliable and more efficient solutions, something NIBE can offer by supplying all the components: heating, hot water, cooling, solar electricity, energy recovery and climatisation.

“When we can come in at an early stage, we can find smart, long-term integrated solutions.

For several years now, NIBE has been working to further develop the property side, by taking on more staff and creating a stronger property team. “Now we’ve got dedicated staff both on inside sales and out in the field. These are people with long experience and solid knowledge, who are here for our installers and consultants, with everything from throwing ideas around at an early stage to helping on site with start-ups.”

**NIBE DIM develops**

NIBE’s dimensioning program, which forms the basis for the energy calculations, is an important tool for property solutions.

“We’re looking all the time at opportunities to develop our dimensioning program. It’s continuously updated with new data and new functions.”

The advantage of the program is that you can easily extract information to enable you to submit a proposal for a quote request. Here the NIBE products that form part of the installation



From left: Harald Källgren, Per Törnkvist, Henrik Jensen and Jonas Thörnqvist.

**"When we can come in at an early stage, we can find smart, long-term integrated solutions."**

## NIBE INSIDE PROPERTY TEAM

Per Törnkvist, commercial product manager for ground-source heat pumps since 1999, has worked at NIBE for 21 years.

Jonas Thörnqvist, commercial product manager for air/water heat pumps, has run companies specialising in cooling technology and has been at NIBE since 2008.

Harald Källgren, commercial product manager for water heaters, has worked at NIBE for four years.

Henrik Jensen, energy engineer, previously HVAC consultant, is our most recent reinforcement.

## NIBE PROPERTY TEAM IN THE FIELD

Fredrik Snygg, regional manager for southern Sweden, salesman with 28 years in the business, 18 of them at NIBE.

David Möller, regional manager for south-west Sweden, worked as a cooling technician for ten years and has been at NIBE for almost three years.

Mikael Andersson, regional manager for Stockholm, has ten years' experience as a cooling technician and five years at NIBE.

Robert Hälsing, regional manager for Hälsingland, Gästrikland, Dalarna and Härjedalen, has experience in adjusting heating and cooling systems, a total of 25 years in the business and has been at NIBE since February this year.

Patrik Åhman, regional manager for Västernorrland and Jämtland counties, has 35 years' experience of heat pumps and 15 years at NIBE.

Lars-Göran Andersson, regional manager for northern Sweden, with 20 years' experience in the business, mainly with NIBE's products, and seven years at NIBE.

are specified with gross prices. "Some people learn to use the program themselves, but if you would like support we are available for this, and if you would like training in the program we have a regional manager to help with this."

When we come to the docking principles on NIBE's website, these are now dynamic, and have many advantages compared with the old PDF dockings. As well as being suitable for all modern platforms and browsers, they have clearer displays with smart functions such as "mouse-over", "shopping list" and "notes" – which make things even simpler for you who work with them.

NIBE's growing strength on the property side is evident not least in the spring and summer news. "We now have an even broader product line of speed-controlled ground-source heat pumps

with the new S1155-25 and the new F1355-43, as well as a solution with the Cetetherm Aqua Efficiency hot water exchanger, which has the capacity for really large flows and a high level of comfort," Gustafsson concludes. ■

Read more about the news at [nibe.se](http://nibe.se)

**NEW!**  
NIBE S1155-25  
NIBE F1355-43



# MODERN TECHNOLOGY AND CHALLENGING ARCHITECTURE.

”It's like having nature inside the house”



*Henrik Schulz and Fredrik Snbygg at NIBE discuss the many advantages of passive cooling.*

**Many people followed the technology-interested architect Henrik Schulz, his partner Lina Holmberg and their adventurous house construction on TV last winter. With half the facade consisting of windows, most of them facing south, it was a challenge to create a comfortable, environmentally friendly and energy-efficient indoor climate all year round.**

The apple trees are in blossom, and all the trees have turned green. It's now been six months since Henrik, Lina and their daughter Clara moved in, and since SVT last filmed here. Their dream house became an adventure with many followers: a spectacular two-storey building with 220 square metres of living space. Large south-facing glass sections open towards the nearby sea and end towards the forest just behind the house.

"Living here is fantastic – it's like having nature

inside the house," says Henrik. "You're really aware of the changing seasons."

There's no doubt that he's satisfied, mostly with the overall effect and the fact that he and Lina created it together.

"It's incredibly good, with plenty of space, the right proportions and everything in harmony," as Henrik describes it. Sometimes you're lucky. It looks completely different from everything else, with its own unique identity. But it still appeals to everyone, from the most interested to the least interested."

## **Celebrity architect**

Henrik runs his own architect's office in Gothenburg, and designs everything from products to houses. He is a design architect with an enormous drive.

"There's an enormous power in architecture

and it gives you the possibility of creating an incredible quality of life. And then there are things that are good and things that are magical, and you don't know why. It often happens by chance - perhaps you can't control it."

He describes building for himself as much more difficult than building on commission for other people.

"You need to live in it yourself and plan it with someone, and make 40,000 decisions, someone has calculated. As an architect I made 30,000 of them, which leaves 10,000 that I had to persuade Lina about."

## **Sharing a dream from Bali**

The inspiration for the house is taken from a Yoga Shala on Bali, a place where yoga is practised.

"We'd been to the same place before we met," Henrik continues. There was one room we'd

been in that was magical, up among the tree-tops, surrounded by nature. It was one storey up from the ground, with a warm wooden floor, and only pillars to hold up the roof. You get into a really pleasant mood when you're there. We wanted to recreate that feeling."

### Half glass

One of the biggest challenges was to protect the house from the strong rays of the sun in summer. Henrik designed a large roof to protect the facade. But it would not be sufficient to guarantee a comfortable indoor climate all year round. To meet the energy requirements of building standards, modern technology was needed. Fredrik Snygg is regional manager at NIBE and has long experience of climate solutions, covering everything from heating and hot water to cooling and ventilation:

"In a property like this, heat pump technology is a must for meeting the energy requirements. Large window sections make it technically difficult to achieve a good climate shell, regardless of the windows you choose, since one square metre of window leaks as much as ten square metres of wall."

### Passive cooling unknown among the architects

The solution was to use energy-efficient ground-source heating and affordable cooling supplied almost free from the bedrock. Henrik chose NIBE on recommendation from his plumber, who he trusts.

"I googled and tried to get into it, and went into NIBE's website. The choice was a NIBE S1255 with built-in water heater and passive cooling,

*Continued on next page* →

### Home of Henrik Schulz, architect, Lina Holmberg, nurse and Klara, 2½ years old

Hovås, Gothenburg 220 m<sup>2</sup> on two storeys.  
 Facade of 50% cedar wood, 50% glass, roofing felt  
 Ground-source heating NIBE S1255-12, myUplink, passive cooling  
 Bore hole depth 180 m  
 Estimated consumption 5,500 kWh/year



which only consumes 10% as much energy as traditional AC. The ground-source heat pump takes up comparatively little space. It was easy to find a place for it in the house, and the noise level is low."

The passive cooling switches on automatically when the desired temperature is exceeded. Three built-in fan coils cool the kitchen, living room and office.

When Expert News interviews Henrik again in August, the heat has come in earnest and he is adjusting the cooling so that it works optimally.

The additional cost of adding passive cooling to Henrik's ground-source heating system was around SEK 50,000, and it makes for great energy savings in comparison with traditional air conditioning. His own project opened his eyes to a shortcoming in the architectural industry. "Many architects don't know about passive cooling, or ground-source heating either. The knowledge needs to circulate more. Being able

***"Connecting cooling to the ground-source heating takes only 10% of an AC system. Many architects don't know this."***

to buy everything from NIBE was also really convenient - the fewer decisions, the better."

**Connectivity saves time**

The electricity in the house is part of a Plejd system for smart lighting, where everything is connected with bluetooth. When Henrik was recommended the latest heat pump from NIBE, where the system is connected to wi-fi and can be controlled from a mobile phone, he was hooked on the idea.

"It's an advantage to be able to keep track of the heat pump when you aren't at home, and you can sign better energy agreements. It's a good, well thought-out system, you're happy to learn about it, when it really works and makes your day-to-day life easier. It saves me time."

The next step for Henrik and Lina is a solar panel system. In the future, NIBE's completely black solar cell panels will enable them to further reduce their energy consumption. "It won't be visible from below, because we'll hide it on the flat roof."

But that's something for later. Now it's time to take a break from the project and enjoy the results. ■



*"You're happy when you learn to use the app, when it really works and makes your day-to-day life easier."*



*"When Expert News comes to visit, the wooden decking that goes all the way round the house is under construction."*

## JOSEFINE JOHANSSON NEW INSIDE SALES AGENT AT NIBE IN MARKARYD



Hi, Josefine!

### What's your new job?

"I'm based in Markaryd, in the sales department, and I work with spare parts and receiving orders. I've been here since 2 March. I think it's really great to have contact with customers who phone, and I also appreciate my colleagues a lot and think it's fantastic to be able to learn so much from them every day."

### Why did you choose NIBE?

"The choice of NIBE seemed obvious. It's a big company with the right kind of thinking. After the first interview at NIBE, I already felt that this is where I want to be."

### Tell us a little bit about your background.

"I'm 22 and I previously worked for a small company as an inside sales agent. After studying finance at high school I went on a two-year course in sales."

### Any hobbies or interests?

"I'm an active person and I like being outdoors and on the move. Walks in the forest with my dog are something I really value highly."

### Where do you live?

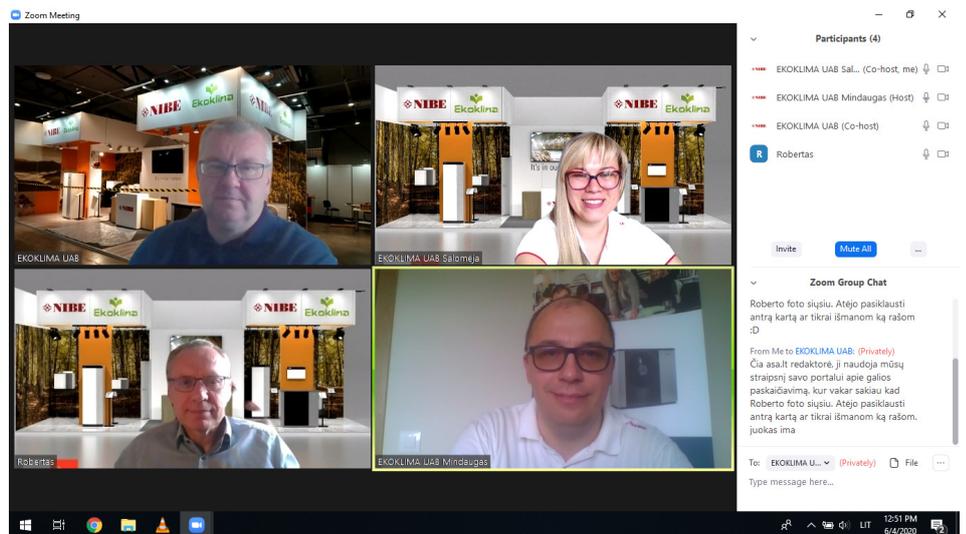
"I moved from my home town Klippan in Skåne to Markaryd municipality last autumn. Today I live in a house with my partner and our dog. Of course, we decided to install a NIBE heat pump, a F1255-12!"

*Welcome to NIBE!*

## NIBE IN TURKEY

ÜNTES, which is now part of the business area NIBE Climate Solutions, is one of Turkey's leading manufacturers of ventilation and air conditioning equipment for commercial, institutional and industrial buildings. In parallel, ÜNTES also handles selected products from the NIBE product range. On 14 August, they presented their new NIBE team in a Zoom meeting. "It's going to be fun and exciting for us to support and follow them," says Seved Demberg, International Sales Regional Manager at NIBE.

## NIBE AT BALTIC VIRTUAL TRADE FAIR



**For many years, NIBE has taken part in Baltic trade fairs in Estonia, Latvia and Lithuania.** RESTA in Lithuania in April has been one of the most important. This spring the event was postponed until 2021 because of Covid-19, and it was decided to hold a virtual trade fair on 2-5 June. NIBE's distributor in Lithuania, EKOLIMA, took on the challenge and chose to present NIBE at the fair.

Saloméja Dromantiene works in the sales and marketing department at EKOLIMA. She is one of several people who gave presentations via Zoom. Here she tells us how it went.

"It was the first time we'd taken part in a virtual trade fair. The preparations went quickly; EKOLIMA's profile was supplemented with NIBE's, digital material was produced for the team so

that we could give online consultations and we had to learn to use video conferencing as a platform. Being at the fair was a challenge we took on as a next step in development to be able to communicate digitally with our customers in the future.

"The number of visitors was affected by the fear that exists of communicating in video format. But even though the first virtual trade fair can't boast about the number of visitors, our team gained important experience. We were forced to learn new things and to overcome the uncomfortable aspects of video communication. And we know for certain that virtual exhibitions and online consultations in webinar format are our future, and we're ready for this NOW," Dromantiene concludes.

# Shall we invest in solarpower?

## FREQUENT QUESTIONS AND ANSWERS.

**What are the biggest advantages? Are there disadvantages? Who should install solar cells, and when? And why from NIBE? Richard Carlholmer is KAM for home manufacturers at NIBE, and an expert on solar cells. Here he answers some frequent questions and describes the feeling of generating your own solar power: "It's a bit like watching your piggy bank refilling day by day, and now is the ideal time!"**

**What are the biggest advantages of installing solar cells?**

"The feeling you get when you generate your own solar power is hard to explain to someone who hasn't got solar cells. Especially at the beginning, you keep checking all the time. It's a bit like watching your piggy bank refilling automatically day by day. If you've got a connected NIBE heat pump, of course, you follow the solar cell generation in your mobile, via the myUplink app. And from a purely financial point of view solar cells are a really good investment today, much better than having money in an account, and much safer than on the stock market. The pay-off period has also shortened, usually around eight or nine years, a bit longer if you take out a loan for the whole investment.

***"Solar cells are a really good investment, much better than having money in an account, and much safer than on the stock market."***

Not many purchases last over 30 years like solar cells, and we can also see that this adds to the value of the house."

**Are there any disadvantages?**

"No, not really, but not all houses have a roof

surface facing the right direction, or there might be a lot of shade, and then the amount of electricity generated drops sharply, which eats into the profitability.

Then, I understand people who don't think solar panels look so attractive, but the development has gone from blue shimmering panels with aluminium-coloured frames to black cells, backgrounds and frames, which improves the appearance and how they blend into the roof."

**Who do you think should install solar cells?**

"Everyone, really! At least those who have a property with a suitable roof surface in an east/south/west position. Regardless of whether you've got money under the mattress or have to take out a loan for the entire cost, investing in solar cells is a good deal. For the first half of the year there were grants you could apply for. But as from 2021 there's a suggestion for a so-called "green deduction", which means that you pay a 15% lower price initially, and the installer collects this money from the customer's tax account. In this way the house owner avoids paying out the money and knows there'll be a reduction".

**Why should you use solar cells from NIBE in particular?**

"Having NIBE as a supplier gives you real security. The system has a long guarantee period, and this is really only worth anything if the company is stable. Then the solar panel is at the leading edge of technology - a completely black panel with the latest technology and 320 Wp. But the biggest advantage is that NIBE's solar cell package can communicate with the NIBE products that have a colour display, and as an incredibly large number of customers have, or are thinking of buying, a NIBE heat pump, they get a future-proofed system solution where the heat pump can modify the way

it works depending on how and when the solar electricity is generated."

**When should you install solar cells?**

"Regardless of whether you're about to renovate your existing heating system or building a new one, it's a smart idea to include a system for a sustainable future. In the case of newbuilds, it's a good idea to install the solar panels at the same time as the roof. And it'll probably never be as profitable as it is now. At NIBE, in the spring, we raised the output of our solar panels from 300 to 320 Wp, but for the same price. And the solar cell grant, which was 20%, will probably be changed to a so-called green deduction of 15% after New Year, so why wait?" Carlholmer concludes. ■

**Try the solar cell calculation or read more about the new solar panel at [nibe.se](http://nibe.se)**



*NIBE PV. Solar electricity makes you a micro-producer of green electricity from a sustainable energy source, and you contribute to a better environment at the same time as making a good investment.*



## ONE YEAR LATER – WAS THE SOLAR DREAM FULFILLED?

Jessica and Olof Engvall installed NIBE solar cell panels on their house in Skåne last spring. Being inquisitive, we got in touch with them as the first anniversary approached. We wanted to know, of course, if they were satisfied.

Did it turn out as they expected, and have they infected the neighbours with their sustainable electricity generation bug?

"It's been an exciting year, and every day, even during the winter, I've followed the generation in the app or on my cute inverter, which I'm proud to show. The summer and autumn were great up to November, when it dipped. In March it took off again, and I enjoyed solid solar generation during March, April and May. In fact, we generated as much electricity in May as we did in July last year, around 1,800 kWh. By the first anniver-

sary we'll just have reached 12,000 kWh, which I'm delighted with when I think of my 40 panels facing south-west. Even though we've bought an electric car that covers 50,000 kilometres a year, we've halved our electricity bills, and at the same time we can top up the heating in the pool. So we shine at the same rate as the sun, and we're proud of our statement on the roof. The best investment in the house for ages. It's also attracted a lot of attention, two newspapers have written about the project and several of the neighbours in the street are under way with solar power. It's infectious," a very satisfied Olof Engvall concludes. ■

***"Even though we've bought an electric car that covers 50,000 kilometres a year, we've halved our electricity bills."***



# MAXIMISE WITH MARKO

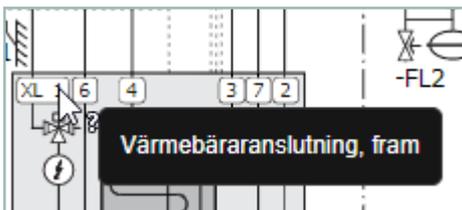
NIBE's technical correspondent Marko Hietaharju gives us his smart tips on making life simpler, more fun and, in a nutshell, happier for NIBE's installers. What would you like me to write about next time? Email me at [maxa@nibe.se](mailto:maxa@nibe.se)

## HAVE YOU TRIED OUT OUR DYNAMIC DOCKINGS?

You've probably seen that more and more of our products have acquired dynamic dockings. Haven't you? Give them a try! They have many advantages compared with our old PDF dockings and they work on anything with a reasonably modern browser. Do you use Android? Apple? No problem at all. And Linux? Not an issue.



**Clear display.** Only what you have selected is displayed in the dynamic dockings. If you select pool, for example, you only get the text for pool, and you don't have to look at a load of other text, so it's much simpler and clearer.

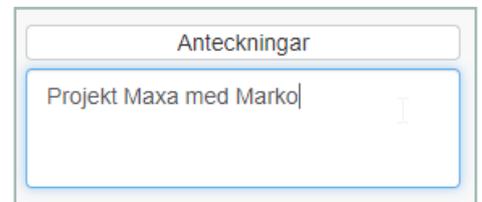


**Mouse-over.** Another advantage is mouse-over. You know that when you put your mouse pointer or forefinger on a designation, you get information about it. In the example you can see that BT1 is an outdoor sensor and that it forms part of S1255.

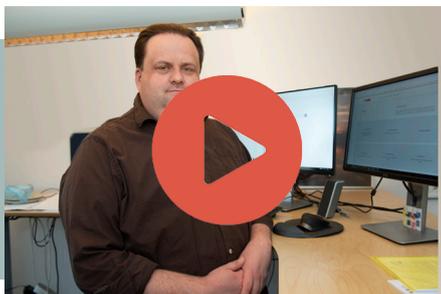
If you do the same with the numbers on the heat pump, you'll see that XL 1 is a front heat carrier connection. So you get direct information about what you're looking at and whether it's included or not.

**Equipment list.** When you've finished with your selection, you can see which components you have selected. There's also an item number on what isn't included, like a shopping list. You can also print out your docking by clicking Print, and save it as a PDF – and store it in the company's archive or maybe leave it at the facility.

**A tip!** Enter the customer's details or project number in the docking under notes. They'll be included if you make a PDF or print the docking.



**"Try it for yourself!"**



But enough theory... try it for yourself!  
Follow the link: <http://nibe.se/dockning> and test your way forward.  
Or scan the QR code here on the left for a video walkthrough.

**Good luck and DOCK ON!** /Marko

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