



EXPERT NEWS

News, tips and inspiration from NIBE Energy Systems in Markaryd | NO. 4 2020

A WOOD NERD'S ULTIMATE DREAM HOUSE

EXPERT PROFILE

*"We're sticking
with NIBE."*

ONE MILLION HEAT PUMPS!

GERMANY CELEBRATES
SUCCESS

CENTRE SPREAD

CHECK OUT
THE STYLISH MODEL



FOCUS ON CORROSION

NIBE's water lab tests
water quality

EXTREME CLIMATE REQUIREMENTS

"It feels like an air-spa,
just amazing!"

NEW SPLIT INDOOR MODULE

Plug and play with built-in cooling
in two models.

“Continued high demand in this topsy-turvy world”

Niklas Rönnäng
Sales Manager, NIBE Energy Systems

Dear NIBE friends

We are approaching Christmas and the end of 2020. It's been a strange year that I think we'll all remember for a long time to come. I sincerely hope that all this will soon be history and that we can meet again in a normal way.

It's great that demand for our heat pumps and water heaters continued to be strong during the autumn. Unfortunately, this has led to longer delivery times, which we regret. We have now hired an additional 70 people in production and are running night shifts on selected production lines. We hope you will see the effects of this soon.

A positive bit of news is that we are finally seeing increased demand for heat pumps in other parts of Europe. A number of countries have realised that they need to work on several fronts in order to achieve the climate targets. One important aspect is the transition from fossil fuels to environmentally friendly heating alternatives. We can see this in Germany, for example, where we are now celebrating one million heat pumps with a major campaign. We

have met with NIBE Germany's CEO, who foresees a bright future.

You can also read about Jens Erneholt's passion for wood and innovation. He and his family are now building a zero-concrete house with a focus on health, sustainability and new technology. All indicators show that it will be a climate-neutral solution. You can also read about the young telecommunications contractor who became a property owner and promised the most energy-efficient solution on the market in order to rent out to a business with extreme climate requirements – and succeeded!

A lot of exciting things are happening in the NIBE world. You can read about some of them here. So until next time, take care of each other and have a great Christmas.

Merry Christmas & Happy New Year!



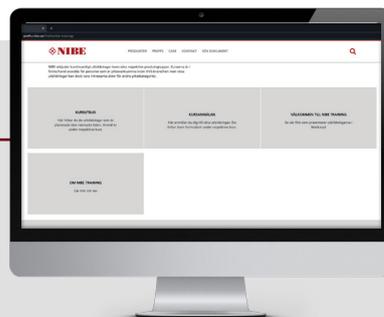

“We now have a split product that can handle our customers' connectivity needs.”

4 PRODUCTNEWS
New NIBE BA-SVM SPLIT

FIVE REASONS TO TAKE TRAINING

- You gain more new knowledge and can give your customers even better service.
- You can bring your new knowledge back to home base and share it with your colleagues.
- It's a way of keeping up with what's happening in the industry.
- It's safe and easy to attend webinars.
- It gives you a stimulating and inspiring break from your everyday life.

Keep an eye on the website for the spring 2021 training programme. Go to proffs.nibe.se/Proffs/nibe-training/



Read more on page 16:

“We are seeing good growth in 2020, and are looking to the future with optimism. We can work to change established habits.”

Klaus Ackermann, CEO of NIBE Germany



MARKO'S TIPS FOR SPAS AND SAVINGS!

“SPA treatment increases families' awareness of their variable electricity costs, and can reduce them by 5-10% a year.”

This time Marko talks about a SPA visit, and he means Smart Price Adaption. Activating SPA on the heating installation will make it work harder when the electricity price is at its lowest and vice versa – and you'll help your customers save money and change their family habits. Four steps are all you need to get started with myUplink and NIBE UPLINK. *Read more on page 18!*

SUSTAINABILITY NIBE: A NEW PARTNER FOR TEKNISKA MUSEET

Sketch: Elding Oscarson



NIBE will be a new sustainability partner to Tekniska Museet in Stockholm as they make major environment and sustainability investments. Among other things, NIBE will be involved in the construction of a new experience arena, WISDOME, which will become a public reference object for innovative and climate-smart solutions. NIBE will also support a series of exhibitions and activities where children and young people will be invited to experience, understand and engage in the major climate challenges of the future. And NIBE will also help Tekniska's existing and future buildings to achieve optimised climate solutions, which will also clearly demonstrate how Swedish innovation contributes to solving global problems.

Tekniska will in turn help NIBE and the rest of the business community in Markaryd to create a science centre that will raise interest in technology and natural science among children and young people in Kronoberg and neighbouring counties.

“We are very proud to be part of Tekniska Museet's ambition to involve children and young people in sustainability issues. NIBE is based on a strong spirit of innovation, and it is becoming increasingly clear how important it is to secure new generations of innovators in a fun, easy-to-understand and attractive way,” says Gerteric Lindquist, NIBE's CEO.

NIBE was recently ranked as one of Sweden's most sustainable companies by Dagens Industri for the third year in succession.



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CASE STUDY Read more about Jens's smart wooden house!



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PROFESSIONAL PROFILE
Meet Södregårds i Växjö

NEW, MORE MODERN INDOOR MODULE WITH BUILT-IN COOLING.

“We can now offer a plug and play model in the split range, with built-in cooling and other accessories from our other air/water range,” says Jonas Thörnqvist, product manager for air/water heat pumps at NIBE.

During a transitional period, the new compact BA-SVM 10–200 indoor unit will replace the ACVM 270, a faithful servant that has been with us since 2009.

“We now have a product that can handle our customers' needs for connectivity with, for example, mobile monitoring and Smart Price Adaptation with NIBE Uplink,” says Jonas Thörnqvist. And it is available in two models, one that fits AMS 10-6 kW and one for sizes 8 and 12 kW.

The new BA-SVM 10-200 is a complete indoor module that comes with a built-in cooling function.

“So you don't need an accessory to produce cooling. Other accessories that the NIBE range spoils us with are also available for the BA-SVM. This means, for example, that you can connect a swimming pool and solar cell installation, something you can take for granted with our products today.”

Increased energy savings

With smart control of the BA-SVM 10-200, we also offer a higher energy rating, which in practice provides increased energy savings compared to its predecessor.

“The NIBE SPLIT provides optimum savings since the heat pump automatically adjusts to the property's output requirements all year round. It works down to an outdoor temperature of -20°C and then supplies up to 58°C supply line temperature. This means that the heat pump can deliver a comfortable indoor climate even at low outdoor temperatures,” concludes Jonas Thörnqvist.

The water heater is available with stainless steel corrosion protection for the Swedish market. ■

“You can now connect a pool and solar cell installation with our latest indoor module for NIBE SPLIT.”



NIBE SPLIT Indoor Module BA-SVM 10–200

- Combine the NIBE BA-SVM with a NIBE SPLIT heat pump for an energy-efficient climate system.
- Energy-saving smart technology with user-friendly control.
- Control your comfort level online with NIBE Uplink – a part of your smart home.



PERFECT FOR STORAGE AT ROOM TEMPERATURE.



Never below +16°, never above +25°, and effective ventilation – these were the basic requirements that the international pharmaceutical manufacturer set for its new warehouse in Karlskoga.

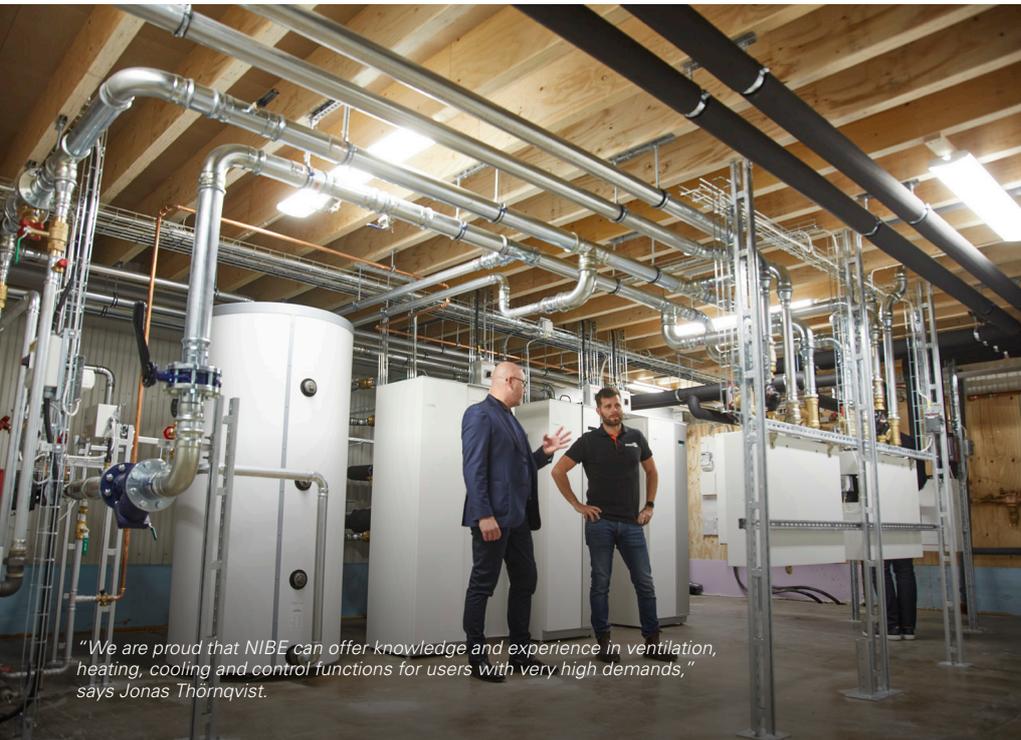
“If you rent from me, I promise to give you the most energy-efficient solution available on the market,” said Jimmy Karlsson, CEO of Mastit AB, which owns the property, without hesitation.

Read more →

CASE STUDY: MASTIT



Thomas Nilsson studies a flowchart of the system.



"We are proud that NIBE can offer knowledge and experience in ventilation, heating, cooling and control functions for users with very high demands," says Jonas Thörnqvist.

Jimmy Karlsson is a young telecommunications contractor who built up the Mastit company in three years and currently has a turnover of SEK 70 million.

"I've been building telecom masts since 1999," says Jimmy. "I saw the potential for starting my own business and it's just skyrocketed!"

In 2017 Mastit bought the property in question for its own growing business. But the existing tenant, a pharmaceutical manufacturer who has asked to remain anonymous, wanted to continue renting the warehouse for a long period,

and wanted an additional 2,500 square metres. There was plenty of land to build on, Jimmy's interest was sparked and negotiations began.

"A maximum of 16 degrees in winter and 25 degrees in summer were essential," says Jimmy. "You wouldn't think this is so difficult to maintain, perhaps, but in the summer, in a huge warehouse... I was keen to rent out to them and said, 'If you rent from me, I promise to give you the most energy efficient solution available on the market.' I thought of NIBE AirSite and I trusted Tomas."

NIBE AirSite has sold many ventilation units to the telecommunications industry and to Mastit.

"When Jimmy contacted me, I had the idea of working together in a group," explains Tomas Nilsson, CEO of NIBE AirSite.

"I suggested that Jimmy get help from Håkan at Totalinstallation. Håkan and I prepared dimensioning documentation for the cooling and heating. They then formed the basis for choosing ground source heat pumps and for determining the depth of the boreholes for both passive cooling and heating."

**Property owner: Mastit AB, Karlskoga**Property: 4,200 m²

Climate requirements: 16°-25 ° whatever the season, for good ventilation and control functions

Climate solution: Three NIBE F1345-60 heating and passive cooling units

Two NIBE AirSite GreenMaster-9 units for ventilation, each 5.4 m³/s plus ELK42 and UKV750

Estimated annual energy consumption: 85,000 kWh excl. ventilation and passive cooling

Recovers heat and cooling

The entire warehouse covers 4,200 square metres, including the extension of 2,500 square metres, all of it measuring ten to eleven metres to the ceiling. The original premises date from the 1990s and have an office mezzanine where there were problems with heating. The calculations for the new climate solution resulted in three NIBE F1345-60s for heating and passive cooling, two AirSite Greenmasters 9 of 5.4 m³/s each, which provide ventilation with one ELK42 and one UKV750.

“We have eighteen ground-source heating boreholes, quite unique, and we laid four kilometres of pipes,” says Jimmy Karlsson at Mastit. “An Airsite in every building with huge rotary heat exchangers keeps the heat in the units and at the same time releases bad air. There's also environmental thinking behind this. We save energy because we use the rock as a battery; we heat the rock when we produce cooling so that there's heat in the rock in the winter and vice versa. Absolutely amazing! Here, we're not interested in heating the outside air! We utilise 85% of the heat and cold.”

“We expected 100% fresh air flow in spring and autumn, but some recirculation in summer and in cold winters,” explains Tomas Nilsson at NIBE AirSite. We chose to have a higher air exchange rate in order to get a good mix in the premises, while ensuring that the temperature gradient didn't get too high.”

Like an air-spa

The air conditioning system in the original building has been in operation since 1 July and the new one has just been started up.

“The climate is fantastic, with incredibly good air and an even temperature. It may sound strange, but it's almost like an air-spa! You can really feel that it perks you up.”

Managed the project himself

Working with just one supplier and buying a larger concept has simplified the whole process and saved Jimmy time.

“I surrounded myself with good people who are self-sufficient and good at their work, hired local companies that I know and bought finished warehouses. It's all worked out.”

NIBE AirSite took care of the commissioning of the units and heat pumps. Everything will soon be connected so that it can be logged and controlled.

“It's been a successful collaboration. Everyone has contributed knowledge and experience to meet the high demands presented by the client,” says Jonas Thörnqvist, commercial product manager at NIBE Energy Systems, who has been involved in developing a solution for passive cooling and heating.

“It's a good overall concept,” Jimmy Karlsson concludes. “It's cheap to operate and reliable. All it needs is an annual filter change. It just runs and runs. No need to add pellets or oil, and no expensive electricity bills. For goods that need to be stored at an even room temperature, it's ideal! ■

“It may sound strange, but it's almost like an air-spa, absolutely fantastic!”

Jimmy Karlsson, property owner and CEO Mastit AB

FACTS ABOUT NIBE AIRSITE

NIBE AirSite specialises in ventilation solutions for properties. In 2016 NIBE became co-owner of the Gothenburg company in order to be able to deliver total solutions where all parts work together: heating, hot water, ventilation with highly efficient recycling with cooling and electricity production from solar cells.

Tomas Nilsson is CEO of NIBE AirSite and a pioneer in green technology. In 1999 he invented a method of passive cooling and developed efficient energy saving solutions for telecommunications companies all over the world.

WATER QUALITY DETERMINES THE CHOICE.

Why is copper the natural choice for NIBE? It is certainly a tried and tested material, but the water quality has changed and today we are also talking about stainless and enamelled water heaters. Expert News met with Harald Källstrand, product manager for water heaters, to get an answer.



Why is copper standard at NIBE?

Because it's usually the best choice. We offer three different materials with different properties. It's important to help the customer to choose the right corrosion protection, in order to offer a product that will be able to last and function for a long time to come.

How does NIBE know that copper is usually the best choice?

Ever since we got hot water comfort in Sweden in the 1950s, copper has benefited our Swedish water quality. Copper also has antibacterial properties and is a durable material. As we've been manufacturing copper-lined heaters since the early 1960s, we know that copper is a material that works well. The other materials have gradually come about as the water quality has changed. In the 1980s, we began to manufacture enamelled heaters, and in the mid-1990s stainless steel came into the range.

Why has water quality changed?

As the load on existing water supply and sewer system networks has increased and expansion and maintenance haven't kept up, it has affected water quality. There's also a connection with the addition of new water sources and water shortages due to weather and climate change.

How should you keep track of water quality?

Many people get water from the same source, so it's enough for installers to know what the water quality is in the area. Anyone with their own well should test their water from time to time in order to keep track of the water quality, both for the sake of servability and for the technical aspects, and definitely before purchasing a water heater/heat pump. ■

NIBE'S WATER LAB CONDUCTS TESTS!

Bottles, colourful liquids, test tubes and everything we associate with school chemistry lessons, minus the litmus paper, are lined up on a long sink. Andreas Bengtsson collects a bag of water samples that has arrived in the post. He is a laboratory technician and conducts more than 800 water analyses per year.

"It seems like there's an increased awareness that we can carry out water analyses," says Andreas while measuring different values that affect corrosion properties.

He has hung up his white lab coat today.

"I add different reagents to the water samples. With the help of a change in the colour of the water, I get different values: alkalinity, chloride content and hardness. In simple terms, it can be translated into hydrogen carbonate, salt and lime content. Then with a special instrument I measure the conductivity of the water and the pH value."

What is crucial is the balance between the different values. A common misconception is that the "cleaner" the water you have, the better.

"A water filter can change the balance and doesn't necessarily make the water good from a corrosion point of view," concludes Andreas as he fills in the form that he has to send back with a recommendation on which corrosion protection is most suitable.

TIP! Order some test kits to give your customers. Item no. 434 815 at proffs.nibe.se

RULES OF THUMB

Copper is best for well-balanced water with the right hardness, i.e. in most municipal water.

Stainless steel is suitable for soft water with a low pH value, but high chloride levels are not suitable.

Enamel is suitable when the water has high salt and lime contents.



“We're sticking with NIBE. Our confidence in the brand and the products is reflected in our customers.”

Creating confidence in the product and making the choice easy, combined with quick help and good treatment, is an important ingredient in Södregårds Rör & Maskin's recipe for success.



Södregårds Rör & Maskin AB, Växjö

Founded by Bengt Svensson in 1980

Owned by his son Olof Svensson

5 employees

Approx. SEK 15 million in turnover

Bengt Svensson built up Södregårds Rör & Maskin AB on a Småland farm, a classic red house with white trim, surrounded by fields, spruce forests and lakes. There is plenty of space here for machinery and warehouses. In 2000, his son Olof joined him as a partner.

“I've been around this since I was 5 or 6 years old,” says Olof Svensson. “It's always been my interest and felt like a natural future. I installed my first heat pump when I was 19. I love my job. It offers freedom and variety and it's great to make customers happy and to develop the company.”

Today it's Olof who owns the business, which is concentrated on Växjö and the surrounding area. His father Bengt is still working and they have three employees. Heat pumps account for almost half of their turnover. But they have a wide range of assignments. With their own excavator, they dig for ground heat and carry out a great deal of groundwork for local builders and industries.

“I go out a lot on service assignments and I'm the one who brings in new jobs. The others take on slightly bigger jobs,” explains Olof Svensson from Södregårds Rör & Maskin AB.

“There are a lot of heat pumps,” says Olof, as he unloads a new heat pump from NIBE. “Last week we installed four, three of them from the new S series. Business is good.”

Always busy

The coronavirus pandemic has not affected the company much.

“When it first hit, two of our jobs were cancelled, but since then we've actually had more to do. Since I started installing heat pumps, I've always been busy.”

Olof believes that having a good organisation that provides customers with quick help and treats them well results in satisfied customers, which has a ripple effect.

“We make sure that we have both heat pumps and spare parts in stock and that we bring everything we need to the customer site to minimise driving around and so we don't have to stop working and wait. And, we have skilled employees who work well together. It's largely thanks to them that we're doing so well in the company.”

Easier for the customer to choose

Södregårds Rör has been working exclusively with NIBE's heat pumps since 2000.

“It started with us getting better help with energy calculations from NIBE and getting in touch with Fredrik Bäckman and Fredrik Snygg at NIBE. They've helped us a lot.”

For Olof, it's about feeling and showing full confidence in a brand.

“If you don't dare to wholeheartedly stand by the brand, it's harder for the customer to choose. That's important. When customers feel that you believe in it, they too trust the brand and products.”

His perception is that NIBE has been at the forefront of product development and listens to what customers want.

“The brand is outstanding. We have very few problems with the NIBE products we've installed.”

Olof loves the forest and lives in the middle of it with his family, horses and hens. Though newly renovated, the house has a nice old timber frame dating back to 1897.

“I myself have a NIBE F1155-16 with passive cooling and two 150 metre boreholes. It's been great. At 320 square metres, it consumes 6,000 kWh per year! It's the best thing I've done.”

“It's going to be a good winter,” says Olof Svensson as he unloads the new heat pump from NIBE. ■



"Olof and his employees work exclusively with NIBE, which makes it easy for customers and inspires confidence. They have a 'black belt' when it comes to competence, they take extra time to explain the advantages of buying from them and never use price as their main argument – and they succeed!"

– Fredrik Bäckman, district salesperson at NIBE



Top picture: Bengt Svensson, David Lindberg, Olof Svensson, Erik Svensson and Anton Lindberg

ZERO CONCRETE, A WOOD NERD'S ULTIMATE DREAM HOUSE.



“We currently live in a lump of concrete in the middle of Helsingborg. It's such a contrast!”

Who will be moving in?

Jens, Johanna, Carl (age 13) and Theo (11)

House size: 260 m²

Building material: Wood

Construction start: April 2020

Estimated moving-in date: 13 December 2020

Energy solution: NIBE S1255-12 ground source heat pump and FTX.

Calculated energy consumption: 5,800 kWh per year (excl. household electricity)

Jens Erneholt's passion for wood and innovation shows that it is possible to build a house entirely without concrete – using only wood. He has unleashed all his creativity to create a home that is healthy, sustainable and smart!

Jens Erneholt is a designer and architect. He has been a technical advisor in the field of wood and has himself built nursing homes and apartment blocks with solid wood frames. Now he is building for himself for the first time and has been planning this construction for five years.

When Expert News visits on a cloudy day in October, we are met by a building frame covered in scaffolding, pallets of building materials, Jens himself and Frasse, the family's French Bulldog, who also wants to be in on things.

“We're moving in on Lucia, 13 December,” says Jens optimistically. But we'll still have the apartment until the end of December.”

He has spent a huge amount of time tracking down all the material to get exactly what he wants. The plot, which they bought in 2017, is located in a nature conservation area between Kävlinge and Lund. The building permit took time because of beach protection, and it was only in the spring that they started digging.

A focus on health

Jens leads us up onto the scaffolding and into the house. Everything in sight is wood. It's beautiful and gives a warm, cosy feeling, despite the temperature being a mere +11°.

It's no coincidence that Jens is infatuated with wood.

“It's the healthiest building material we have,” he says enthusiastically. “There are scientific studies* conducted in hospitals where patients' rooms were upholstered with wooden panels. This led to 19% faster rehabilitation and less stress and pain in the meantime. Wood is also better for Wi-Fi signals, which the children

appreciate! Wood weighs no more than 20% of concrete and needs 70% fewer trips to be transported to construction sites. We chose spruce and pine from Halland to avoid long transportation distances. They also have environmentally friendly manufacturing and drive on fossil-free fuel.”

“Wood Lovers”

Jens describes himself as dedicated, tech-savvy and committed. In 2015 he started the “Vi som älskar trä” (Wood Lovers) group on Facebook. He wants to share his solutions and choice of material.

“It's an interest that has emerged, originating in industrial construction and building cheaper and faster. The aim is to try to make it easy to choose wood.”

For Jens and Johanna, the house is more than just a house made entirely of wood. It has been given a lot of time and love.

** Read more about the European research project Wood2New on Linköping University's website, liu.se*



Fraser the dog sunbathes in the light of the building lamp in the future hall. The temporary stairs will soon be removed and replaced with a permanent solution.

"What's characteristic of the house is that we've done what we want, our creativity has been allowed to flow. It's a tree nerd's ultimate dream home and something I'm creating for my family. We currently live in a lump of concrete in the middle of Helsingborg. It's such a contrast! The house is customised for us, our feelings and our taste. We designed it, looked for solutions and materials and managed everything ourselves."

Zero concrete

There are no concrete plinths, no concrete slab, no concrete sheets and no iron beams. The building will resemble a longhouse from Skåne, with a white limescale façade, covered entryway and a mansard tile roof.

"The house is supported by ground screws and glulam load-bearing beams," Jens explains. The floor, wall and ceiling frame are made of cross-laminated timber. All installations are made to the basic construction and will be insulated with wood fibre.

The living room is beautifully spacious, with a ceiling height of seven metres. The southern gable has a window and a chimney for the woodstove.

"We've built in the window frames and chamfered the window sills so that we get more light and a wider line of sight. That will give us about 20% more light!"

Folding doors of heat-treated beech run along the other wall of the living room. Next to it is the future kitchen and on the east side, Jens' and Johanna's bedroom and bathroom. Plumbing and fittings remain to be assembled and installed.

"All interior walls are of solid wood, to be stained with white pigmented linseed oil paint. We'll cover the outside of the house with fibreboard, insulate with wood fibre and then put up panels of wood wool so that the plaster adheres. On the floors we have grooved fibreboard instead of chipboard, and then there'll be wooden floor-

ing on top of it. In all wetrooms we've chosen an oil-treated thermally modified ash."

On our way to the upper floor, we pass the covered entryway and hall and climb up the temporary stairs. Jens grasps the load-bearing wooden beam and demonstrates the strength of the cross-laminated structure. There are a whole bunch of screws on the floor, as long as knives and forks.

"You know how many screws we've used?" he asks. "1.3 tonnes!"

The biggest construction challenge was not what you would think.

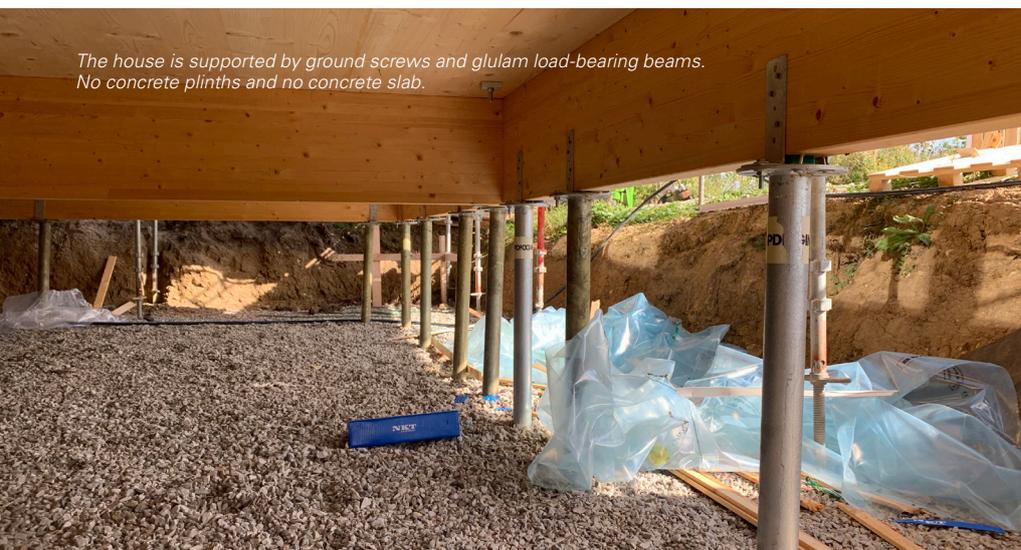
"It was the financing and banks," Jens admits. "Their problem was that we were building ourselves. Banks are not willing to take any risks. Finally, I found an experienced gentleman who understood what I was saying and who understood that I knew what I was talking about."

Continued on next page →

CASE STUDY: THE WOODEN HOUSE



Jens has chosen wood fibre insulation instead of glass fibre. It feels like cotton and can be recycled and reused.



The house is supported by ground screws and glulam load-bearing beams. No concrete plinths and no concrete slab.

It's also a "smart house"!

Health, sustainability and new technologies are a common theme running through every choice. To heat and ventilate the 260 square metres as efficiently as possible, Jens chose NIBE's new S1255-12 ground source heat pump with wireless connection and an FTX unit.

"NIBE is a stable company and I have great confidence in my contact Richard Carlholmer at NIBE. The heat pump can also communicate with the overall Smart Home system.

One major advantage of not having a concrete foundation is that ventilation does not carry any dust.

"It's good if you have allergies, like our little son. We also chose ventilation ducts made of recycled fibreglass instead of sheet metal."

The goal is to bring energy consumption down to zero or maybe even better...

"The house is tightly insulated and we've chosen low-energy products from NIBE. So theoretically, with the solar panels that we've also planned for, we'll probably be in the positive. In a year's time, I'll know more! I'll get back to you then!" ■

"Jens and his family are not only building a beautiful house entirely of wood, but a 'Smart Home', with a complete system where everything just happens in the background without them having to lift a finger. Naturally, the new S series is a perfect fit!"

Richard Carlholmer, responsible for house manufacturers at NIBE.

ERIK GREN

**NEW INSIDE SALES AGENT
AT NIBE IN MARKARYD**



Hi Erik!

When did you join NIBE?

"I started as an internal salesperson in August, but came to NIBE back in 2010, almost immediately after a three-year technical programme at KCM in Markaryd. Now I'm going to be dimensioning residential objects and guiding customers to the right system solutions."

Why did you choose NIBE?

"The choice of NIBE was a natural one. I grew up in Markaryd and have a natural connection with the company through their establishment in the town. The idea was to work a few years and then study, but I've been so happy that I've stayed here."

What kind of background do you have?

"Before I started my new position, I worked in production at VPC, where I was team leader of a production group and enjoyed taking responsibility."

Any hobbies or interests?

"In my spare time, I prefer to spend time with family and friends. I also have a great interest in football. I root for Liverpool. I'm also a football referee and have been authorised to referee divisions 2 and 3 as the main referee."

Where do you live?

"This summer I left Markaryd and bought a house with my girlfriend outside Kristianstad. A single-storey house that doesn't need any work, but the previous owners made the unwise decision to choose another brand of Air/Air and wood-burning stove, so that's where our renovation plans are!"

Welcome to NIBE!

DESIGN COMPETITION HACKATHON – FROM TRASH TO TREASURE

A bundle of leftover foam plastic from Johansson Design's furniture factory was transformed into a sound-absorbing curtain and won first prize in Markaryd's first hackathon.

Anna Fagerström from Grimslov Folkhögskola and Gurtej Singh from Linnaeus University won the award against fierce competition from eleven design students divided into five teams. The task was to create something new and useful from scrapped material from the landfill site and waste from industries and other companies. The prize is a mentorship at Johanson Design and pitch training from Företagsfabriken.

The aim of the competition was to focus on circular economy, a cornerstone in solving the problem of global overproduction and over-consumption.

In Kronoberg County, each inhabitant generates about 640 kg of household waste per year, of which a significant proportion could be repurposed and reused. The goal in Kronoberg is to reduce waste by 25 per cent by 2025.

The goal in Kronoberg is to reduce waste by 25 per cent by 2025. "As organisers, we were all incredibly impressed by the students," says Lina Simonsson, project manager at NIBE. They took on the challenge with great commitment and worked intensively from early morning to late evening. Their ideas and inventiveness were prolific and several teams presented prototypes with good business potential.

Organisers: Johanson Design, NIBE, Södra Småland Avfall och Miljö (SSAM), Markaryd Municipality, Region Kronoberg, Linnaeus University, Drivhuset and Företagsfabriken.



Anna Fagerström from Grimslov Folkhögskola and Gurtej Singh from Linnaeus University create their winning sound-absorbing curtain

ONE MILLION HEAT PUMPS!

Germany celebrates milestone with campaign.

The German heat pump organisation saw the opportunity to highlight the subject of heat pumps and their importance in achieving a climate-neutral Germany. They are now celebrating the sale of one million heat pumps in the country.

“This is a good milestone,” says Klaus Ackermann, CEO of NIBE Germany.

The campaign, directed at end customers, installers and politicians, was launched in November, when a kick-off was held at the annual meeting of the German Heat Pump Association.

“We started with a competition, ‘one in a million installations’, which also produced good results for NIBE ambassadors,” explains Klaus Ackermann.

What is the goal of the campaign?

“The goal of the campaign is to raise public awareness of how every one of us can take part in climate work,” Ackermann continues. “It’s also intended to position the heat pump as a modern lifestyle product for today and the future. We also want to explain that when people use natural energy for their homes they get a reliable, recognised solution with extra comfort and financial support. And we also want to say thank you to everyone who has helped us to broaden our vision of what the next step is in our work towards the next million.”

Why “one million”?

“It’s a figure that’s easy to remember and stands for something great: a good milestone to look back on and to start from when we take the next step.”

How soon until you double to two million?

“The German market has good potential for strong growth. But the industry, and in particular the decision-makers, need to show clarity and support for this. We’re hoping to double the figure by 2025, but in order for Germany to achieve the 2030 climate target, a lot more is needed. We know that we must succeed in entering the renovation and replacement market, which is still a growing market segment today.

“If you replace an existing gas or oil installation with a corresponding heating solution today, you lock yourself into another 20 years of burning fossil fuel. This should be avoided if possible. Fossil technologies also lack the capacity for cooling, which has taken on an increasing importance in Germany, too.”

What is the greatest challenge?

“The high price of electricity, and the fact that installation costs are lower for gas installations than for heat pumps. This encourages end customers to make short-term decisions and go for the lower investment, which isn’t sustainable in the long term. So we have to work a lot with subsidies. A CO₂ tax starting in 2021 is an initial, but small, step towards a more balanced cost situation.”

How are you going to grow NIBE Germany?

“By increasing the number of professional heat pump installers, training them and strengthening the partner programme. The NIBE brand has to become as well known as the established brands.”

How do you see the future?

“We are seeing good growth in 2020, and are looking to the future with optimism. We can work to change established habits. Another positive thing is that even in these times of the Coronavirus, our customers and installers are dedicated to their work, and are installing more heat pumps than ever. Cancelled trips and uncertain investments have led to increased investment in private households.” ■





CELLE



FACTS ABOUT NIBE GERMANY

In 2001, Heise Systemtechnik, then an independent distributor to NIBE AB, was acquired. Shortly thereafter, the name was changed to NIBE Systemtechnik GmbH. NIBE Systemtechnik today has 65 employees and is located in Celle, north of Hannover.





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

IT'S TIME TO CHECK IN AT NIBE'S SMART SPA!

It would probably have been wonderful to check into a spa; enjoy the peace and quiet, good food and a massage. But it isn't that sort of expensive spa visit I want to suggest this time (even though as a professional you undoubtedly deserve such a visit).

This time it concerns something considerably more cost-effective, which can reduce the customer's variable electricity costs by about 5–10%. SPA, or as we pronounce it at NIBE, S-P-A (so that it isn't confused with a spa facility), means Smart Price Adaption.

Today's NIBE heat pumps are already optimised in terms of energy, but in order to make further savings, Smart Price Adaption is a good function to utilise. Activating SPA in your heating system enables the heat pump to take things a bit easier when the price of electricity is at its highest, but work even harder when the price of electricity is lower. You could say that your wallet gets a spa treatment when the price is high. In distinction from a spa (visit to a spa facility), which costs quite a lot of money, Smart Price Adaption helps the user to save money.

How does it work?

The Electricity Exchange, Nordpool Spot, keeps track of the supply and

demand of electricity and sets the price. The electricity prices are made public one day before, and this enables the heating installation to operate in relation to the electricity price. When the price is high, the heat pump eases off, and then works harder when the price is at its lowest. The heat pump makes sure that the hardest work, which requires most electricity, is done at a lower electricity price.

Changed behaviour

If a red power plug is shown in the heat pump's display, it means that the electricity price is high, and when the power plug in the display is lit green, the price is low. We are seeing clear examples of how the Smart Price Adaption concept is having a ripple effect, and how the green and red symbols are changing family behaviour at home. Before turning on their iron, starting the washing machine or doing something else that requires a large amount of energy, many people are now having a look at their heat pump's display. Green power plug? Time to start the washing machine!

Cutting electricity costs by 5–10% per year makes more room available in your wallet for spa visits. So, use SPA in order to save for a visit to a spa facility. ■

GET STARTED WITH SPA!

MYUPLINK



1. Take out an electricity subscription that has hourly rates. Read more about our own beneficial NIBE Electricity Contract together with Skellefteå Kraft at <https://www.nibe.eu/sv-se/produkter/myuplink>.
2. Register on myUplink
3. Connect the site to your Wi-Fi and connect the site to myUplink.
4. Activate Smart Price Adaption in menu 4.2.5.

NIBE UPLINK



1. Take out an electricity subscription that has hourly rates. Read more about our own beneficial NIBE Electricity Contract together with Skellefteå Kraft at nibe.se/elhandelsavtal.
2. Register on NIBE Uplink.
3. Activate NIBE Uplink on your heating system and connect the heat pump.
4. Activate Smart Price Adaption 4.1.6.

Smart Price Adaption is just one of the benefits of connecting up your heating installation with myUplink/NIBE Uplink.

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INTELLIGENT, COMPACT AND POWERFUL

–for large villas and smaller properties

NIBE S1155-25 | GROUND SOURCE HEAT PUMP

Now you can offer a high annual heating factor and low operating costs even for large villas and smaller properties. The new S1155-25, in the power range 6–25 kW, is an intelligent inverter-controlled groundsource heat pump that is combined with a separate hot water tank. The model has a built-in Modbus TCP / IP and wireless connection and becomes a natural part of the connected everyday life.

NEW!

