

EXPERT NEWS #1 2021

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

S1155-25

ENERGY BOOST FOR
THE OLD SCHOOL

CALCULATE CORRECTLY

Standard deduction that
benefits you!

Pär Burman at BVS Rör senses there's a
bright future for ground source heating

*"It now feels like there's a ground source
heat pump in every other home and that's
obviously good for business."*

SPRING NEWS

NIBE Micro booster —
boosts hot water

30,000 CALLS A YEAR

Meet the heroes in the order
department in Markaryd!

THE ENERGY LABEL

NIBE's expert answers and ex-
plains what the symbols mean



“Business is doing well in the shadow of the pandemic and customers are appreciating NIBE’s product portfolio!”

Niklas Rönäng
Sales Manager, NIBE Energy Systems

Hi NIBE friends,

First and foremost, I would like to thank all of you installers out there who have struggled on despite the difficulties we have experienced in the past year. You’ve done a fantastic job!

On the whole, the year turned out well. The Swedish market grew by just over 1% and we grew slightly more than the market. However, parts of Europe are growing even more! In the wake of the pandemic, many countries have woken up and realised that we need to take care of our environment, and have started transitioning to environmentally-friendly, fossil-free heating methods. For example, the German market grew by no less than 39.2% in 2020! In this respect, Sweden is a pioneering country, a mature market where we can be proud of having come a long way, even if there is more to do here.

We are now looking forward to another exciting year together. We will probably be living with the pandemic for some time yet, but we have learned how to handle the situation and work in the safest possible conditions. New products are on their way and we have made adjustments to our existing range. To be able to ensure the best possible corrosion protection, depending on the

water quality, we offer copper, stainless steel and enamelled, as you know. Now, together with the wholesalers, we have adjusted the prices of our ground source heat pumps with stainless steel heaters downwards, and made them even more accessible and competitive.

Finally, welcome to the first Expert News of the year, packed full of many interesting new products and people. For instance, in our Expert Profile, you will meet Pär Burman, who owns and runs BVS Rör in Lövånger. Pär senses a bright future and growth, especially in the field of ground source heating.

We also meet Andreas Hjulström, who runs Sundbyholms VVS in Eskilstuna. He has also noticed that business is going well in the shadow of the pandemic. Here we read about how Andreas and his colleagues use NIBE’s entire product portfolio, from the F1226 to the S1255 - there’s always something for everyone.

Sincerely, Niklas



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NIBE MICRO BOOSTER

- a long-awaited new product and the answer to an increasing need to produce hot water in different ways. *Read more on page 17!*

Publisher:
Andreas Johnsson

Editorial team:
Niklas Rönäng
Andreas Johnsson
Sandra Björklund
Eva Linetti
Marko Hietaharju

Graphic design:
Amanda Henling

Illustration:
Ulf Nilsson

Text:
Eva Linetti
KAN

Photos:
Krister Tuveros
Mats Vassfjord | Christian Mård
Sevety Agency | Berge

Production:
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Holmberg

Address:
NIBE Energy Systems
NIBE Marketing Dept.
BOX 14
SE-285 21 Markaryd

What do you want to read about?
Please let us know!
marknad@nibe.se

"We're replacing a lot of pellet plants with F1226 pumps. There are also a lot of people wanting to switch from district heating to ground source heating."

Andreas Hjulström, Sundbyholms VVS in Eskilstuna
Read about Andreas' experience of selling NIBE's basic model on page 8!



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EXPERT PROFILE Meet Pär Burman and his colleagues at BVS Rör during a working day in Burträsk. As always, you can find the Expert Profile on the centre spread!

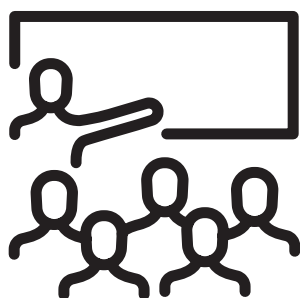
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QUESTIONS ABOUT ENERGY LABELLING?

The NIBE S-series has been rated in the highest energy class for ground source heat pumps. Another product that stands out that little bit more in NIBE's range is the air/water heatpump F2120, which is rated A+++ in several classes. Energy labelling guides consumers to choose efficient solutions. But what does it actually show, has it led to more efficient products, and why does it look the way it does? Read more on page 6!



NIBE TRAINING



"Would you like to learn something new in a simple and safe way? Check out this spring's webinars covering everything from solar cells and comfort cooling to the S-series and pool heating!"

Anna Nilsson, head of training at NIBE

Read the entire spring training programme and sign up at proffs.nibe.se

MARKLUNDS

NEW NIBE SERVICE CENTRE IN BRUNFLO



Marklunds Service in Jämtland has taken service to a new level and become a NIBE Service Centre. Extended opening hours and larger warehouses are among the improvements both end customers and you, as an installer, will benefit from. They have a long history with NIBE and have been NIBE Service Representatives for almost 20 years. Marklunds is a service company working with commercial kitchens, property cleaning, heat pumps and household appliances. They also run an Elon store in Gustahuset in Brunflo, where they are now also selling NIBE spare parts over the counter as a NIBE Service Centre.

CORROSION PROTECTION IN STAINLESS STEEL FOR THE F1226

New corrosion protection types for the F1226 in stainless steel are now available from wholesalers. They are included in the new price list, which you can find in the digital product catalogue: docs.nibe.se/pbd



Item number and RSK number

| | | |
|--------|-----------|-------------------|
| 065583 | 624 93 41 | * NIBE F1226-6 R |
| 065584 | 624 93 42 | * NIBE F1226-8 R |
| 065230 | 624 93 43 | * NIBE F1226-12 R |

THE NEW S1155-25 AN ENERGY BOOST FOR THE OLD SCHOOL.

From classroom to factory to office – over the years Nils Noresson's property in Väsby, near Höganäs, has had many roles. The building was recently given an upgrade in the form of ground source heating, and the choice of heat pump went to the NIBE S1155 with a new output of 6-25 kW. An intelligent, powerful and compact machine, perfect for larger houses and smaller properties. This is where real energy savings are made!

Old pump: an 11 kW heat pump from another manufacturer with air collector, 2009 model

New pump: the new NIBE S1155-25 ground source heat pump with integrated wireless connection, energy-saving technology and built-in Modbus TCP/IP, separate NIBE ES hot water tank 210 litres

Previous annual consumption: approx. 110,000 kWh (10-12 m³ diesel and immersion heater)

Estimated energy consumption: approx. 35,000 kWh/year

Estimated energy savings: approx. 75,000 kWh/year

The yellow brick building in Väsby was built in 1926 and was initially a school for the local children. When the property eventually came under Nils Noresson's ownership, he turned it into a factory and office for his company Svenska Norol Plastmaskiner. The company manufactures plastic machines and plastic components. Today, however, only the office work is done here. Nils has retired and scaled back his work with the company, but he still owns some properties in the area which he rents out.

Five years ago, Nils got in touch with Kenneth Nilsson at John Nilsson's Brunnborrning in Bjuv, a well-known name in the locality with long experience of NIBE's products. Kenneth installed a NIBE F1155-16 on Nils' farm in Allerum, which Nils was very pleased with. He then had the idea of looking at the heating in the old school building, which was costing a fortune.

Incorrectly installed pump was causing problems

The old school premises had an 11 kW heat pump with an air collector, installed ten years previously. There were several factors that made a replacement necessary.

"The heat pump was far too small for the area it had to heat. It required a lot of unnecessary energy and resulted in unnecessarily high costs. In addition, the pump was incorrectly installed. There were no bore holes and it simply didn't work as it should have done," says Kenneth.

To the delight of both parties, the work in Nils' property coincided with NIBE's launch of the S1155-25 in summer 2020.

"It was an obvious choice as it has sufficient power for this type of building, has inverter control that adapts the heat output to the building and the latest smart technology. It's also easy to install."

Challenging drilling

There are a number of old mines in the area around Höganäs – including in Väsby – which affects how deep you are allowed to drill. A challenge, of course, but nothing that can't be solved, according to Kenneth. "Because of the mine shafts, we could only go down to 60 metres. So we drilled seven energy wells instead, which together produce more than 400 metres of drill holes. The wells are then refilled to meet local requirements."

Believes in great savings

The new ground source heat pump has been up and running for some time now, but it is still a little early to predict exactly what the annual consumption and final savings will be. Kenneth is, however, very optimistic.

"We expect the savings to end up at around 75,000 kWh/year, and we believe that the NIBE S1155-25 was the right choice and the most

energy-efficient option.

The tenants in the school building have also expressed their satisfaction, as since the replacement, the premises have had a warm and pleasant indoor climate. Since office work often involves a small consumption of hot water, it was decided to have a smaller external electric heater, the NIBE ES 210.

Next step: connection

Nils' new system will soon also be connected to myUplink. Kenneth has about forty customers with NIBE S and F models already connected. Something that both he and the customers appreciate.

"myUplink and myUplink PRO are great features. Me and my customers can get alarms from systems if something isn't right, so I can then help them immediately. I often scan my customers' machine values just to make sure everything's looking good. The heat pump can now also be controlled and regulated via this function. It's almost like being there!"

Now that the project in the school is finished, Nils and Kenneth have started discussing what else they can do to improve energy efficiency. High on the list are solar cells on the roof, which can then be connected to Nils' new ground source heat pump. ■



"The S1155-25 is a powerful machine with the latest energy-saving technology, and is ideal for this type of building."

The old school was built in 1926 and comprises over 700 sq m of office and warehouse space. From left: Nils Noresson, property owner, Robert Skogshage, hired fitter from Skogshagens VVS and Kenneth Nilsson, well driller and chief installer from John Nilsson's well drilling.

CHECK OUT THE ENERGY LABEL – 4 QUICK QUESTIONS TO NIBE'S EXPERT.

Energy labelling guides consumers to choose efficient solutions, just like with white goods, for example. The label for boilers was introduced in 2015 and the EU is currently working on a simpler and clearer label that can help you in your job. The latest scale was introduced in September 2019. And there is always NIBE Dim, which helps you to calculate your energy consumption based on the actual conditions.

1. The label indicates the efficiency of two types of heating system: 55° radiator operation and 35° underfloor heating operation.

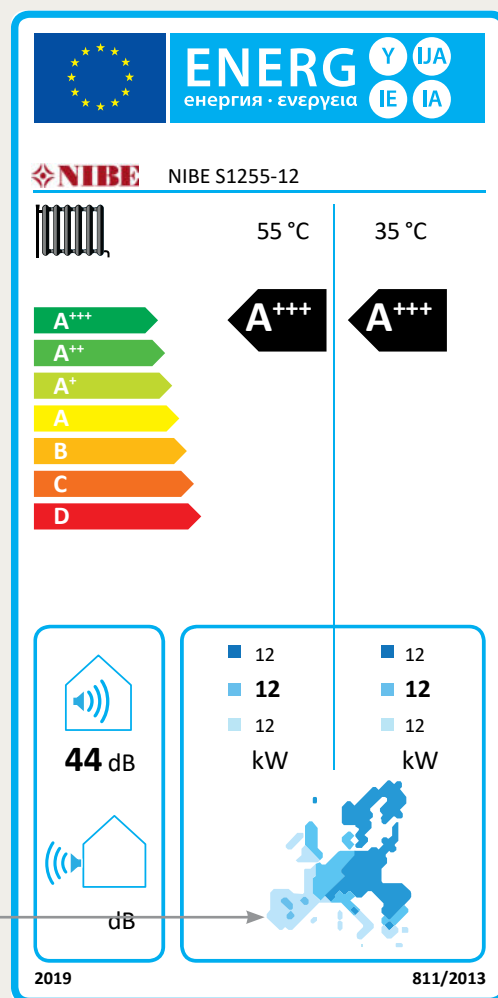
2. Shows that the product has A+++, i.e. the highest class, both in radiators and underfloor heating. Gas and oil boilers are primarily rated A or B and electric boilers D.

3. Shows that the noise indoors is 44 db at low to medium load.

4. Shows that there is no outdoor noise.

5. The map shows three climate zones: cold, medium and warm. This heat pump has been tested for a 12 kW heating requirement in all three zones. The efficiency classification is based on a European average climate, shown by the medium blue colour. Efficiency figures for the cold and warm climates can be found in the installer's manual.

6. Shows the Commission's regulation number and/or the latest revision year.



4 QUICK QUESTIONS TO DAVID KROON, EXPERT FROM NIBE'S RESEARCH DEPARTMENT

What does the energy label show?

"It's a rough indicator that a product rated A+, A++ or A+++ is efficient. You could say that most heat pumps have these ratings nowadays. Especially compared to electric, oil or gas boilers which are rated in classes A - D. The latest scale was introduced in September 2019. A typical heating requirement for the building is also given. This is called PDesign and is stated for the three European climate zones, and may vary depending on the climate zone. If you live in Sweden, you should start with the cold climate zone if you want to compare values. The energy class, on the other hand, is only based on a European average climate."

Has it resulted in more efficient products?

"Yes, the overall Energy Labelling Directive has largely driven development. The primary purpose of many of NIBE's products is precisely to save energy, so this development has always existed at NIBE, with or without the Energy Labelling Directive."

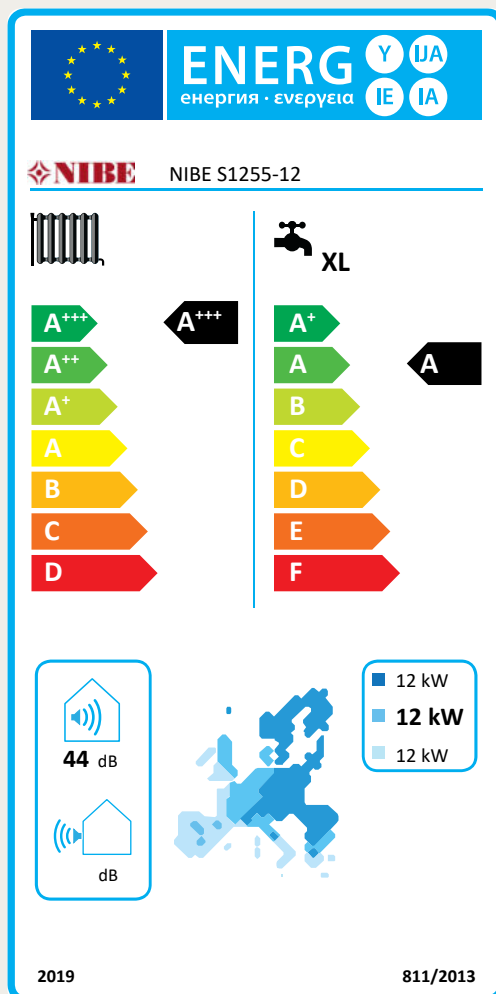
Why does the label look the way it does?

"It's been put together at European level and includes all kinds of heat sources, so the tool is a bit too vague to easily help the customer choose between manufacturers of the same type of product, for example. A new proposal is in the pipeline,

aimed at making it clearer and more usable, as well as including other indicators, such as smart control, serviceability and recyclability. The attached data-sheet will help you should you want more detailed information."

How do NIBE's heat pumps fare in the ratings?

"We do well. The NIBE S series is in the highest class for ground source heat pumps. Another product that stands out that little bit more in NIBE's range is the air/water heat pump F2120, which is rated A+++ in several classes."



7. Shows the amount of hot water the built-in heater can handle, here XL on a scale of XXXS-XXL, and that it has the second-highest hot water efficiency, A on a scale of F to A+.

NIBE S1255-12
Ground source heat pump with built-in water heater comes in top of the class for heating systems.





"The F1226 is an easy-to-understand, easy-to-install pump at an attractive price!"



Peter Kaneby, Philip Olsson and Andreas Hjulström from Sundbyholms VVS AB

"The F1226 is the ideal standard heat pump for many of my customers."

Andreas Hjulström runs Sundbyholms VVS in Eskilstuna. He's been in the industry for more than 25 years and NIBE's products have followed him throughout his career. For Andreas, the F1226 has become an increasingly popular model to install for his customers, especially when it comes to replacing old pumps with new ones.

Sundbyholms VVS works with a broad group of customers, ranging from property owners, farmers and private companies to homeowners. They are best known for installing heat pumps, with servicing and repairs taking up part of their time. Many of Andreas' jobs involve heat pumps that have simply given up and need to be replaced.

On Thursday, for example, he's off to see a family to replace a broken pump. "They've no hot water in the house, so they'll probably be glad to be able to shower again," says Andreas happily.

"We're really working in the right industry right now. People want to be smart and save energy, and are more aware of what they choose."

As Andreas works with service, there are a lot of pumps that need to be replaced.

This is where the F1226 comes in. "It's a really good replacement pump for the aftermarket," Andreas thinks. "An installation-friendly and complete heat pump that does the job, is easy to understand and has an attractive price. But I'm always careful to check the property's requirements and existing collector length, so that the F1226 is correctly dimensioned. If there's an imbalance, I choose an S1255 or increase the collector."

Different customers - different pumps

Andreas believes that the F and S series attract different types of customers and thinks NIBE has products for everyone. Many want a good and simple heat pump. Others want to benefit from the connected technology. "Many of our customers are a little older and have perhaps had a pump for 25 years. They often want to switch to something simple, so the F1226 is perfect. We install the S series more often among younger families who see the benefits of smart connections. The S series is compatible with a number of other control systems in the house, which attracts a lot of technology enthusiasts. If the customer has district heating, it is also more common for them to go for the S series – you want the latest when making a major investment."

Pandemic is driving sales

For Andreas' company, sales grew by more than 30 per cent in 2020, and 2021 seems set to continue in the same direction. He thinks this is because many people are spending much more time at home, and taking the opportunity to sort out things that need fixing. "When customers are at home more, they have spare time to fix things in the house, in peace and quiet. Most people still have their income and have the money to spend on a new heat pump. We're probably replacing two or three pumps a week right now and I think this will continue. In winter the service jobs start – the old pumps finally give up and customers need a replacement."

Sales campaign helps

NIBE's F1226 campaign is underway, and Andreas' company is reaping the benefits in sales. "I use the campaign in my sales to customers. The campaign discount encourages many

customers to be more interested in making a change, so it's great for business," he says.

The right industry at the right time Finance is always an important issue when it comes to heating, but the environmental aspect is also becoming increasingly important in the customer's choice.

"We're really working in the right industry right now. People want to be smart and save energy, and are more aware of what they choose. For example, we're replacing a lot of pellet plants with F1226 pumps. Recently, many customers have also been wanting to switch from district heating to ground source heating, from both price and environmental perspectives," says Andreas.

Andreas thinks it's great to be able to meet customers' requests and help them make the right choice.

"The attraction of this job is meeting the customer and making them satisfied. Helping them solve problems, whether it's something urgent, saving more money or investing in a more environmentally-friendly heating option. It's great that customers trust us as professionals and rely on us to solve their needs in the right way." ■

A RELIABLE REPLACEMENT

The NIBE F1226 is a complete heat pump with integrated water heater, designed for detached and terraced houses. Available with the following outputs: 6, 8 and 12 kW.



"We're a young team, keeping up with developments and daring to take on everything new!"



Simon Ågren and Pär Burman.

Nine years ago, Pär Burman from Lövånger was a newbie at a plumbing company. He had only been in the job for a couple of months when the company faced bankruptcy, and he had to have a rethink. Fast-forward to 2021 and things look much brighter. Pär currently runs his own company with nine employees in a growing market.

He joined the industry right after school when he started as an apprentice. The path to running his own business began when the company he worked for faced bankruptcy. He had actually intended to take over the company, but instead bought up the warehouse from the bankruptcy and started BVS Rör. Initially, BVS Rör was a one-man operation, but soon he brought in two employees and since then the business has continued to grow.

Close collaboration with NIBE

Even before founding BVS Rör, Pär had experience of NIBE's products. Now the majority of the pumps they install for their customers are from NIBE.

"NIBE is a strong brand, has solid Swedish-made products, good sales staff and reliable support. It's also easy to present NIBE's heat pumps to customers, and it feels as if the customers trust the products," says Pär.

According to Pär, who at an early stage

established a very good relationship with NIBE through Lars-Göran Andersson, district sales representative at NIBE, support is particularly important.

"It really is a good collaboration. Lars-Göran helps us with everything from sales support to commissioning at our customers' premises. It works really well for us and it's reassuring to always have a contact available.

Pär also regularly attends NIBE's training courses as the technology, products and industry develop.

"When there are new updates, new methods for troubleshooting or better service, I think attending the training courses at NIBE is valuable," he says.

Senses a bright future for ground source heating

Just ten years ago, the industry was in its infancy and since then has developed enormously.

"It now feels as if there's a ground source heat pump in every other home – and that's obviously good for business," says Pär.

And the trend for ground source heat pumps seems to be continuing. More and more property owners are looking at ground source heating to replace other solutions and are discovering potential savings. Pär also believes the replacement market will grow in the future.

The environment is an increasingly important aspect

BVS Rör operates mostly in the "middle range", but works with anything from large commercial properties to residential buildings. Wood, pellets and oil have accounted for a large part of the heating in the area where they work. For some customers, switching to ground-source heating makes a major difference in emissions. And Pär is convinced that the customer is environmentally aware.

"In a project we're currently working on, the customer is investing in solar cells together with ground source heating, so they can become self-sufficient in heating and hot water.. We believe that more sustainable solutions will grow in the future."

Focus on satisfied customers

When asked how to get satisfied customers in our industry, Pär replies that you need to listen and engage directly with the customer's needs. "We always quickly check out what the customer is looking for. Do they want connected technology with a lot of control as in the NIBE S series or do they just want the basic functions? We always read and quote on the basis of the customer's needs, because we believe the customer is happiest when they get the right solution."

And a satisfied customer often quickly leads to a new customer for the company.

"If you start drilling in a residential area, there will be three or four neighbours who also want ground source heating within a year. They talk about it among the houses and then a whole bunch ring. So a satisfied customer is the best marketing -that's really true," says Pär.

Wants to continue developing

With a bright future in sight for ground source heat pumps, Pär believes that the business will grow and develop in the future.

"There are nine of us at BVS Rör today, all but one of us under 34 years old. So we're a young team, keeping up with developments, daring to take on everything new that comes along and build up more and more satisfied customers. It feels good!" ■

BVS (Burman Värme & Sanitet) Rör, Lövånger

Owner: Pär Burman

Employees: 9

Turnover: Approx. SEK 20 million

*Pär Burman and Simon Ågren on a job in Burträsk.*



CALCULATE CORRECTLY WITH TWO DIFFERENT STANDARD DEDUCTIONS!

Two standard deductions to keep up with are the ROT standard, which since last spring has also applied to replacements, and a new standard that applies to the new green deduction.. Both make life easier for you!

ROT STANDARD ALSO FOR REPLACEMENTS

Did you realise that the ROT standard has also applied to replacements since March 2020? It can be more advantageous and knock off thousands of kronor compared to the usual deduction.

The percentages are the same as for new installations, i.e. the labour cost can be calculated on a standard-rate basis at 35 per cent for ground source heat pumps and 30 per cent for air/water and exhaust air heat pumps.

EXCEPTION - A NEW STANDARD DEDUCTION.

As you probably know, last year's solar cell grant of 20 per cent was replaced at the end of the year by a so-called green deduction of 15 per cent. This means that you make the green deduction directly on the invoice. The customer pays 85 per cent and you get the difference from the Tax Agency, just as you are used to with RUT and ROT. However, as with RUT, there are exceptions to what is included in the deductible costs, such as planning and travel costs.

So that you don't have to keep tabs on the details, the Tax Agency has come up with a standard rate here as well. It applies when you install solar cells at a fixed price, and the standard rate is three per cent of the total amount. To calculate what the customer has to pay, you take the total amount $\times 0.97$ and then deduct 15 percent as a green deduction. ■

Learn more about standard deductions at skatteverket.se

EXAMPLE OF A STANDARD DEDUCTION FOR A REPLACEMENT

Cost of replacing a ground source heat pump with the standard deduction approx.: SEK 100,000

Standard labour rate (35%): $100,000 \times 0.35 = \text{SEK } 35,000$

ROT deduction (30%): $35,000 \times 0.3 = \text{SEK } 10,500$

Customer's total cost: $100,000 - 10,500 = \text{SEK } 89,500$



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. Learn more about our solar panels at nibe.se

BUSY TIMES IN THE ORDER DEPARTMENT.

“We help 30,000 customers a year!”

NIBE's order department employs seven people, whose job it is to help all of you from morning to evening, by phone and by email. After a mild start to the winter, the cold took hold in January and the number of calls almost doubled. Expert News talked to Caroline Johansson, office sales.

"There's certainly a lot to do, but the calls we get are happy and positive!"

Although the past year has been different because of the pandemic, the order department hasn't had any less to do. Caroline Johansson has worked here for almost twenty years and loves it.

"In 2020, we helped 30,000 people, most of them installers," she says. "That's about a hundred a day. And in October we received a record number of emails. It seems that the number of emails is increasing slightly over the number of calls."

There's no doubt that the weather plays an important part. A couple of weeks into the new year, the cold hit us. Since then, Caroline and her colleagues have had some busy days.

"Yes, it's immediately noticeable. Lots of people want to check over their heating system to reduce their energy consumption when it gets cold. For a couple of weeks now, it's ranged between 150 and 230 customers calling us every day."

Not all emails and calls are orders

"Of course, not all our customers call to order heat pumps. But sometimes it's to get help finding goods that haven't arrived or help with returns, ordering spare parts, asking questions about prices and deliveries, and sometimes

it's our service representatives who call about warranty cases," Caroline explains. Consumers also call, but then it's usually to order filters for exhaust air heat pumps.

Since Caroline joined the order department in 2001, it's grown and become more efficient, and times have changed. Today, seven people work here.

"When I started, customers were quite surprised when a woman answered. It was mostly men who worked here then. Back then, we had paper lists to look for spare parts and frequently needed help from the technicians. Today, it's easier for customers to buy spare parts themselves."

"It's busiest here when the weather's at it's coldest."

Caroline enjoys her job, feels valued by her customers and has got to know many of them.

"No two days are alike and I learn something new every day. The calls we get are happy and positive. Sure, there are a lot of people I've talked to lots of times, and some of them hardly need to introduce themselves because I recognise their voice. It's pretty cool, it feels like you've known each other for a long time even though you've never seen each other." ■

THE ORDER DEPARTMENT'S OPENING HOURS

Weekdays 07:30 – 17:00





Josefine Johansson, Malin Brandeth, Caroline Johansson and Kristina Jönsson are four of the colleagues in the order department who receive emails and telephone calls. The other colleagues not pictured are Cecilia Wittesjö, Susann Persson and Alma Lindholm.



PUT THE FUTURE ON THE ROOF

-take care of every single ray of sun

NIBE PV | ROOF-MOUNTED SOLAR POWER

Deliver a high-efficiency solar panel package that takes advantage of every ray of sun. NIBE PV works with most roof types and, in conjunction with a heat pump, optimises energy consumption. With solar power and smart technology, you help your customers lower their energy costs and enjoy a comfortable indoor climate.



NIBE MICRO BOOSTER - BOOSTS HOT WATER.

The MT-MB21 micro booster is NIBE's new product for individual hot water in apartment blocks, for example – a long-awaited new product and the answer to an increasing need to produce hot water in various ways.

The wide working range from 5-55°C on the heat source makes the micro booster particularly suitable for use in low-temperature district heating networks, in central heat pump systems or in combination with solar panels. The micro booster has a 190-litre integrated hot water tank and comes in two versions – with or without preheating coil.

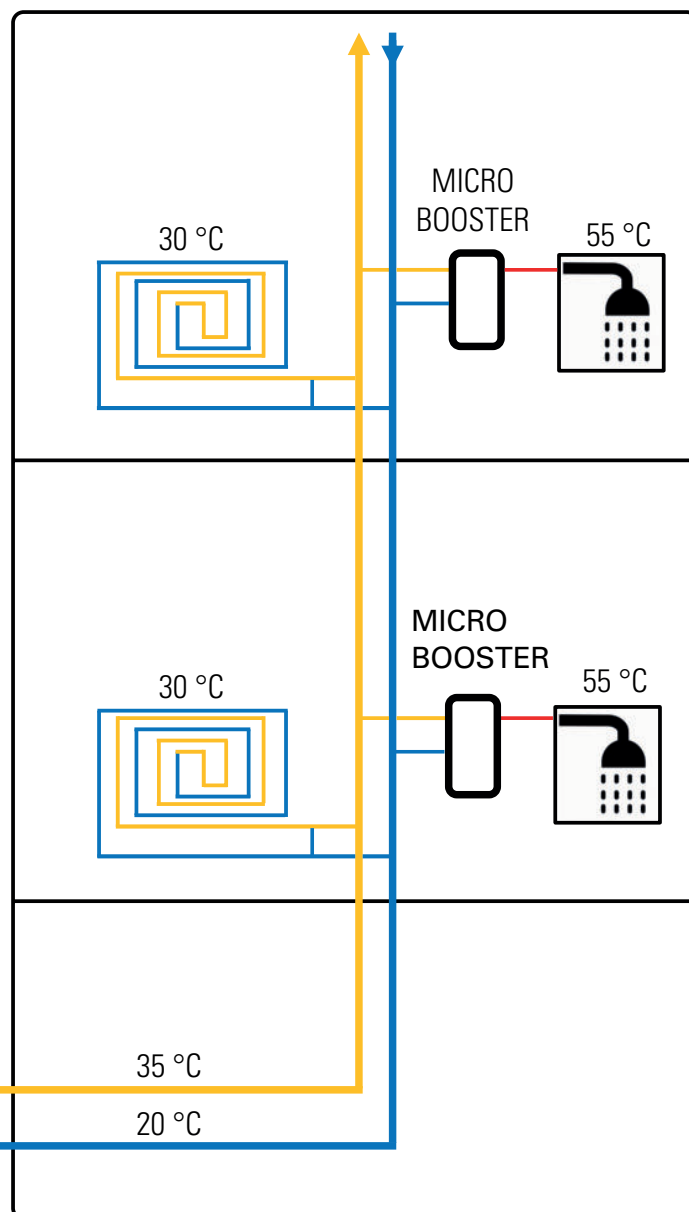
"The system ensures that residents on the tenth floor can get tap water up to 65°C," says Per Törnkvist, commercial product manager at NIBE. This eliminates the risk of bacterial growth and reduces the losses from hot water circulation compared to central hot water systems. In addition, residents get an energy-efficient solution and can increase the hot water temperature when and how much they want.. With its decentralised hot water production, the heat pump ensures correct water temperatures, energy efficiency and great user flexibility. ■



NIBE MICRO BOOSTER MT-MB21

- A domestic hot water heat pump for hydronic energy sources.
- Available in several versions, with or without preheating through the inbuilt charge coil.
- Decentralised hot water for individual needs.

40 °C
— — —
DISTRICT
HEATING or
HEAT PUMP





MAXIMISE WITH MARKO.

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

"Today I'm going to show you how to choose the right water heater with our guide at proffs.nibe.se"

NIBE has almost 70 years' experience of manufacturing water heaters, and we have heaters for a wide range of needs. But how do you know which one suits your customer's needs? And which one suits the customer's heat pump?

To help you choose the right heater for our heat pumps, we have compiled a table COMBINATIONS - HEAT PUMPS/HEATERS, which you can find at proffs.nibe.se under DIMENSIONING.

You can also scan the QR code with your mobile phone and you will be taken straight to the page!



HOW TO USE THE GUIDE!

First you will get a list of all our VPB heaters. If your customer has a VPB S200 and a 6 kW heat pump, there won't be a problem. But if your customer has a VPB 1000, it's too large for 6 kW. But wait, how can the 16 kW heat pump be okay with ONE heater, while 15 kW requires TWO? Quite simply because our 16 kW pumps are inverter-controlled, so they adapt. The 15 kW isn't, and sends the entire output to the heater, requiring more volume.

Further down the page you will find a similar table for the VPA heaters and also for the F2120 and F2040. During dimensioning, you will also get help in selecting the right plate heat exchanger and much more that you can benefit from as an installer.

GROUND SOURCE HEAT PUMPS - POSSIBLE COMBINATIONS

| MVP | VPB 200 / VPB S200 | VPB 300 / VPB S300 | VPB 500 | VPB 750-2 | VPB 1000 p |
|-----|-----------------------|-----------------------|---------|-----------|---------------|
| 6 | ok | ok | ok | - | - |
| 8 | ok | ok | ok | ok | - |
| 10 | ok | ok | ok | ok | ok |
| 12 | ok | ok | ok | ok | ok |
| 15 | min 2 st | min 2 st | ok | ok | ok |
| 16 | ok | ok | ok | ok | ok |



NIBE ENERGY SYSTEMS
BOX 14, 285 31 Markaryd
Sweden

Phone: +46 433 - 27 30 00
Opening hours:
Monday - Friday, 8.00 - 16.00
info@nibe.se

If you have questions about our
products you should contact the
NIBE subsidiary or partner in
your country.

Find NIBE subsidiaries and
partners at [www.nibe.eu/en-eu/
contact/contact-us](http://www.nibe.eu/en-eu/contact/contact-us)

Seved Demberg
International Sales Area Manager
+46 (0) 433-73 138
seved.demberg@nibe.se

Andreas Hellstrand
International Sales Area Manager
+46 (0) 433-73 048
andreas.hellstrand@nibe.se

Henrik Henningsson
International Sales Area Manager
+46 (0) 433-27 35 53
henrik.henningsson@nibe.se

Catharina Erlingsdotter
International Sales Administrator
+46 (0) 433 - 27 33 20
catharina.erlingsdotter@nibe.se

May-Britt Karlsson
International Sales Administrator
+46 (0) 433 - 27 34 83
may-britt.karlsson@nibe.se

Julia Mikhaylova
International Sales Administrator
+46 (0) 433 - 27 36 70
julia.mikhaylova@nibe.se



INTELLIGENT, COMPACT AND POWERFUL

-for large houses and smaller properties

NIBE S1155-25 | GROUND SOURCE HEAT PUMP

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

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