Log boilers for the efficient and economical combustion of logs: **VITOLIGNO**
The rising cost of fossil fuels and growing environmental awareness are creating an ever increasing demand for renewable forms of energy.

A wood burning heating system is a good alternative to heating with oil or gas. Alongside environmental considerations, there are also economic reasons for relying on this natural raw material: As an indigenous fuel, wood is very cost efficient and not subject to extreme price fluctuations.

Log boilers use the oldest form of heating there is – the combustion of logs. They are usually charged manually and achieve high efficiency through wood gasification technology. Requiring no storage area or conveyor device, wood gasification boilers are inexpensive compared to other heating systems. The technology itself has already been proven over many years, thus establishing its reliability. Biomass heating systems for the combustion of logs are available in many output ranges and are suitable for both new build and existing properties.

On the following pages, we provide you with comprehensive information about efficiently burning wood, a sustainable fuel, in advanced log boilers.
Viessmann log boilers meet the demand for an efficient and economical heating system.

**Storage of split logs**
The combustion of moist wood is not only uneconomical, it can also lead to high emissions and tar deposits inside the chimney due to low combustion temperatures. Wood reaches its highest calorific value after being seasoned for at least three years in a sheltered location.

**SOME TIPS:**
- Split round logs with a diameter of 10 cm or more
- Stack logs in a ventilated and preferably sunny spot underneath a canopy
- Stack logs with generous air gaps where possible so the air flowing around them can absorb the moisture
- Stack logs on support timbers so moist air can escape
- Never store freshly cut wood in a cellar, as air and sunshine are required for seasoning. However, dry wood can be stored in ventilated cellars

**Woodchips – available in various standardised grades**
Purchasers should observe certain quality parameters when selecting a suitable fuel for a woodchip system. Fuel standard EN ISO 17225-4 should be consulted when purchasing woodchips. This standard refers explicitly to the use of woodchips in small boilers and includes information on, for example, the fuel’s different particle sizes and quality classes.
Whether you are looking for an auxiliary appliance or a complete heating system, Viessmann offers the full range for heating with logs. By choosing a Vitoligno log boiler, you’ll always be on the safe side.

**THERE ARE LOTS OF REASONS FOR THIS:**
- Saving on energy costs and protecting the climate (CO₂ neutral)
- Economical and sustainable alternative for greater independence
- Renewable – a natural fuel
- Independence from oil and gas
- Clean and efficient combustion
- Mono mode, dual mode and even system solutions possible

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**VITOLIGNO 300-S**
Log gasification boiler
33 to 75 kW
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**VITOLIGNO 250-S**
Log boiler for manual charging with logs, wood briquettes and wood remnants
85 to 170 kW
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**VITOLIGNO 250-F**
Wood boiler for manual charging with logs, wood briquettes and wood remnants, either in pieces or as loose shavings, as well as for automatic charging with pellets and chippings
49 to 100 kW
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**VITOLIGNO 200-S**
High performance wood gasification boiler for logs up to 50 cm long
20 to 50 kW
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**VITOLIGNO 150-S**
Log gasification boiler for logs up to 56 cm long
17 to 45 kW
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Vitoligno 300-S log gasification boiler – manual charging from above

1. Hopper door for charging from above
2. Weather-compensated Ecotronic control unit
3. Hopper tapering downwards
4. Degassing zones with cast grate
5. Automatic ignition element
6. Ash pan for grate ash
7. Combustion chamber made from high-temperature-resistant refractory concrete
8. Ash box below the heat exchanger
9. Heat exchanger with automatic heat exchanger cleaning
10. Top cleaning cover
11. Return temperature raising facility with boiler circuit pump, boiler control valve, flow and return sensors (accessories)
The Vitoligno 300-S was developed specifically for the combustion of logs and represents the very latest in combustion technology.

The Vitoligno 300-S is designed with outputs of between 33 and 75 kW for heating with logs in mono mode. This boiler offers efficient and convenient operation for professional applications in agriculture and forestry as well as in wood-processing plants.

**Extremely convenient**
Logs up to 50 cm long can be conveniently loaded from above into the large hopper (185 to 255 litres) of this top loader. This allows for long intervals between recharging.

Carbonisation gas removal ensures low smoke recharging. An automatic mechanism independently cleans the heat exchanger at regular intervals. The boiler is started in an energy efficient manner by means of automatic ignition. Furthermore, the robust cast grate offers high fuel flexibility and also enables the combustion of wood briquettes and residual wood, either as shavings or in pieces.

**Most efficient log boiler of its kind**
The boiler adjusts its output continuously to match the actual heat demand.

The Vitoligno 300-S has an efficiency level of up to 94.6 percent, making it the most efficient log boiler of its kind. Efficient and clean combustion is achieved with the Lambda probe control and flue gas temperature sensor (compliant with 1st BImSchV, stage 2). Integral, intelligent buffer management can provide savings on fuel costs of up to nine percent.

**Compact and easy to install**
The new Vitoligno 300-S has compact dimensions, and a pallet truck or similar can be inserted beneath it.

Easy handling is therefore guaranteed. Its low height ensures flexibility in selecting the installation location. The integral return temperature raising facility offers simplified hydraulic connection.

**Digital control – also via app**
The menu-guided Ecotronic boiler control unit can control up to four heating circuits. It has a commissioning assistant and also manages the heating water buffer cylinder. The Vitoconnect can be connected at the Optolink interface. Heating circuits can be set up using the ViCare app.

**TAKE ADVANTAGE OF THESE BENEFITS**

- Log boiler for logs up to 50 cm in length, with maximum operating convenience due to charging from the top
- Robust, durable boiler with high fuel flexibility (e.g. wood briquettes and residual wood, either as shavings or in pieces)
- Large hopper capacity (185 to 255 litres)
- Low fuel consumption through high efficiency of up to 94.6 %
- Broadband Lambda probe for optimum combustion control
- BAFA subsidies due to low dust emissions (compliant with 1st BImSchV, stage 2)
- Ecotronic control unit with commissioning assistant for up to 4 heating circuits plus Optolink interface
- Simplified handling resulting from compact dimensions
- Flexible installation thanks to low height
- Low power consumption due to energy saving components
- High operating convenience through long intervals between recharging (large hopper) and a high degree of automation (automatic heat exchanger cleaning and ignition as well as carbonisation gas removal)
-Accurate temperature stratification inside the heating water buffer cylinder by means of a buffer cylinder control valve – no possible disturbance of the buffer stratification through the return
- Delivered prewired for quicker and easier installation
- Integral return temperature raising facility ensures straightforward installation
- Web-enabled through Vitoconnect (accessories) for operation and service via Viessmann app

For specification, see page 16
The Vitoligno 250-S was developed specifically for the combustion of logs and represents state of the art combustion technology. This log boiler has already stood the test in thousands of applications. Charging from the top offers easy handling, control via the Lambda probe guarantees low emissions, and integral heat management ensures maximum convenience.

Clean and efficient combustion
The microprocessor controller captures all details relevant for operation and regulates the heat distribution. As a result, the boiler system is continuously monitored in all operating phases – from heat-up and operation under load, right through to burnout – and is held within its optimum operating range by motorised air dampers. This guarantees clean and efficient combustion.

TAKE ADVANTAGE OF THESE BENEFITS

+ Log boiler from 85 to 170 kW for logs 50 cm and 1 m in length, with high operating convenience thanks to charging from the top
+ For the following fuels: logs, wood briquettes and residual wood, either as shavings or in pieces
+ Large hopper capacity (375 to 500 litres)
+ Boiler efficiency of up to 93.2 %
+ Lambda probe control ensures lowest emissions
+ Fully wired
+ Constantly regulating air dampers with heat-up and burnout optimisation
+ Accurate temperature stratification inside the heating water buffer cylinder by means of a buffer cylinder control valve – no possible disturbance of the buffer stratification through the return
+ A controlled return temperature raising facility is fully fitted
+ Robust, resilient display integrated into the boiler
+ Straightforward menu guidance with context-sensitive help function
+ Integral buffer charging management
+ Resistant to foreign bodies (nails, screws, etc.)
+ Vitotrol 350-C remote control unit (option)
+ Utilisation of residual heat with up to 8 % higher efficiency
+ Convenient operation via smartphone with Viessmann app

For specification, see page 16
**Application area**

Heat consumers or DHW cylinders can be incorporated into the control system using extension kits (accessories). The Vitoligno 250-S is suitable for use in detached houses, apartment buildings, agricultural applications and commercial operations.

**Large hopper**

Thanks to its large charging chute, the Vitoligno 250-S offers great convenience during heating, whether with logs, wood briquettes or wood remnants, either in pieces or as loose shavings.

The hopper has a width of 1080 mm and offers convenient charging, even with logs up to one metre long.

**Remote control unit with touchscreen**

With the Vitotrol 350-C touchscreen, the wood gasification boiler can also be controlled from the living space. With the 5” display in 16:9 format, operation could hardly be easier. The wall mounted Vitotrol 350-C is used to control the boiler remotely. It offers every setting option needed and displays all relevant information for the boiler and heating water buffer cylinder.

The Vitotrol 350-C is more than just a remote control unit. It can also expand the system to include up to 20 additional control extensions (heating circuit, DHW heating) in a single device.

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**VITOLIGNO 250-S**

1. Easily accessible hopper door for charging the log boiler from above
2. Weather-compensated control unit
3. Hopper tapering downwards for reliable fuel recharging
4. Degasping zones with cast grate
5. Large, easily accessible ash pan for the grate ash
6. Combustion chamber made from high temperature-resistant refractory concrete
7. Ash box below the heat exchanger
8. Flue gas fan with Lambda probe and flue gas temperature sensor
9. Vertical tubular heat exchanger
10. Top cleaning cover
11. Return temperature raising facility included in the standard delivery (boiler assembly) with boiler circuit pump, boiler control valve, flow and return sensors

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The Vitotrol 350-C remote control unit with touchscreen won the prestigious Red Dot Design Award from the Design Zentrum North Rhine-Westphalia in 2014.

Convenient operation via smartphone with Viessmann app.
Self-cleaning of the heat exchanger surfaces
The vertical heat exchanger surfaces are permanently cleaned by motorised coil springs. The drive mechanism is situated low down in the protected, cool gas flow. The springs can be removed easily at the top for annual cleaning by the flue gas inspector.

The high efficiency of the Vitoligno 250-F results from the long burnout path, optimum heat transfer, self-cleaning boiler passes and the utilisation of residual heat in the ash. In standard mode, the ash is automatically removed from the main combustion chamber into the front combustion chamber, where it remains until it has ceased to glow.

Large hopper
The large hopper above the combustion chamber allows for convenient operation with logs. A simple push of a button is enough to change over to log combustion (patented air damper function).

Vitoligno 250-F – for manual charging with logs, wood briquettes and residual wood, either as shavings or in pieces, as well as for automatic charging with pellets and chippings

The Vitoligno 250-F can convert many forms of wood fuel into heating energy. If the wood boiler is equipped with an automatic charging system, an ignition fan automatically ignites the fuel. Combined with a DHW cylinder, this permits perfect low-load control (DHW mode in summer).

TAKE ADVANTAGE OF THESE BENEFITS

+ Wood boilers for manual and automatic charging
+ Highly convenient operation through charging with logs from the top
+ Automatic charging with pellets and chippings
+ Boiler efficiency: up to 94.2%
+ Lambda probe control ensures low emissions
+ Fully wired
+ Accurate temperature stratification inside the heating water buffer cylinder by means of a buffer cylinder control valve prevents disturbance of the buffer stratification through the return (option)
+ A controlled return temperature raising facility is fully fitted
+ Utilisation of residual heat with up to 8% higher efficiency
+ Automatic ignition via hot air fan
+ Automatic heat exchanger cleaning
+ Automatic ash removal into an ash box with 20 litre capacity (option)

For specification, see page 16
VITOLIGNO 250-F

VITOLIGNO 250-F
49 to 100 kW

1. Weather-compensated control unit
2. Front combustion chamber charged from the top
3. Automatic ignition fan
4. Feed screw conveyor and degassing grate with primary air
5. Combustion chamber door with primary air damper
6. Large ash chamber with utilisation of residual heat
7. Combustion chamber made from high temperature-resistant refractory concrete
8. Automatic ash removal from the combustion chamber
9. Drive for automatic ash removal and cleaning
10. Secondary combustion chamber (secondary air via combustion chamber door)
11. Variable speed flue gas fan with Lambda probe and temperature sensor
12. Tubular heat exchanger with automatic cleaning
13. Return temperature raising facility included in the standard delivery (boiler assembly) with boiler circuit pump, boiler control valve, flow and return sensors
Logs up to 50 cm long are no problem for the high quality Vitoligno 200-S wood gasification boiler.

**VITOLIGNO 200-S**

1. Menu-guided and fully wired control unit
2. Variable speed flue gas fan for modulating operation
3. 100 mm thick thermal insulation
4. Heat exchanger
5. Large hopper door
6. Lever mechanism for convenient heat exchanger cleaning
7. Large hopper
8. Combustion chamber made from durable fireclay
9. Automatic ignition (option)
10. Infinitely variable primary and secondary air
11. Ignition door
12. Ash door
The Vitoligno 200-S wood gasification boiler is a high grade wood gasification boiler with output levels from 20 to 50 kW. In the output range from 30 to 50 kW it operates in modulating mode, variably adjusting its output to the respective heat demand. Logs up to 50 cm long can be combusted in the large stainless steel hopper.

Heat-up in just a few minutes
The heat-up process is complete after just a few minutes. The extraction of oxygen from inside the hopper means that the logs smoulder through completely. The ignitable wood gas then burns cleanly and at high temperatures whilst secondary air is added. The variable speed flue gas fan enables the reliable control of full and partial loads. To ignite the fuel, an automatic ignition device is available as an optional extra. The control unit also enables programming of the required ignition time.

Digital control unit
The menu-guided boiler control unit makes operation of the Vitoligno 200-S particularly easy. Up to three heating circuits can be controlled with the standard version. Buffer charging management is part of the control system. This ensures the best possible utilisation of the buffer energy whilst optimising heat transfer by the Vitoligno 200-S. Re-use of residual heat in the burnout provides savings on fuel costs of up to 9 percent.

Straightforward cleaning
The Vitoligno 200-S heat exchanger is quick and easy to clean using a lever mechanism. There is little residue due to clean combustion. This means that ash only needs to be removed every two weeks or so, even during the heating season.

Remote control unit with touchscreen
With the Vitotrol 350-C touchscreen, the wood gasification boiler can also be controlled from the living space. With the 5” display in 16:9 format, operation could hardly be easier. The wall mounted Vitotrol 350-C is used to control the boiler remotely. It offers every setting option needed and displays all relevant information for the boiler and heating water buffer cylinder.

The Vitotrol 350-C is more than just a remote control unit. It can also expand the system to include up to 20 additional control extensions (heating circuit, DHW heating) in a single device.

TAKEN ADVANTAGE OF THESE BENEFITS

+ High performance wood gasification boiler, 20 to 50 kW
+ Efficiency up to 93.2 %
+ Short heat-up procedure for heat availability in a few minutes
+ Modulating operation (30 to 50 kW) for continuous matching to the actual heat demand
+ Large stainless steel hopper for logs up to 55 cm long and long combustion times
+ Effective carbonisation gas removal for low smoke recharging after complete burnout
+ Particularly clean combustion
+ Menu-guided Ecotronic boiler control unit for controlling up to three heating circuits with mixer, with commissioning assistant and integral buffer cylinder management system
+ Simple and mechanical cleaning of the heat exchanger via lever mechanism with long cleaning intervals
+ High operating convenience resulting from automatic ignition (option)
+ Vitotrol 350-C remote control unit (option)
+ Convenient operation via smartphone with Viessmann app

For specification, see page 17
The Vitoligno 150-S is a very attractively priced log gasification boiler with rated heating output levels from 17 to 45 kW. It is suitable for dual mode as well as mono mode operation in detached houses and apartment buildings.

Viessmann provides a comprehensive product range for heating with wood. Choosing a Vitoligno 150-S wood boiler is both economical and environmentally responsible. Significant independence from oil and gas, as well as cost savings through economical energy consumption, are further notable benefits. Furthermore, an investment such as modernising a heating system can also qualify for attractive subsidy programmes.

**Ideal addition to oil or gas heating systems**

The compact log boiler is also an outstanding complement to an existing oil or gas heating system. Operating in dual mode, it then becomes the main provider of heating energy and domestic hot water. The conventional boiler only needs to come into play to cover peak loads when temperatures fall to extremely low levels.

The Vitoligno 150-S modulates to adapt continuously to the current heat demand. The combustion controller, with Lambda probe and flue gas temperature sensor, captures the oxygen content and the temperature of the flue gases. It ensures low emissions and high efficiency of up to 93.1 percent. The Vitoligno 150-S is therefore able to convert logs into usable heat in a highly economical manner.

**Heat-up in just a few minutes**

The heat-up procedure is accelerated by a heat-up damper and it takes less than three minutes for the logs to be ignited and burn.

**Heating with convenience: Vitoligno 150-S**

The large hopper allows for long intervals between recharging and long burnout times. The Vitoligno 150-S can be charged with logs up to 56 cm long. Carbonisation gas removal ensures low smoke recharging of logs.

The heating surfaces are easily cleaned from the side using a lever. Due to the gasification technology and combustion control with Lambda probe, the Vitoligno 150-S achieves a high level of efficiency and clean, efficient combustion with very low dust levels. The door opening on either side ensures optimum use of space and allows installation in corners.

**Ecotronic 100 digital control unit**

The Ecotronic 100 control unit is remarkably straightforward and intuitive. All information is shown using symbols on the backlit display. The heat-up condition of the heating water buffer cylinder is also displayed as a graphic on the screen, in the form of a progress bar.
TAKE ADVANTAGE OF THESE BENEFITS

+ Wood gasification boiler with 17, 23, 30, 34.9 and 45 kW
+ Efficiency: up to 93.1 %
+ Carbonisation gas removal for low smoke recharging
+ Output modulation ensures heat generation is matched to the current heat demand
+ Simple and intuitive control unit operation with backlit display
+ Software update function via SD card
+ Optimum combustion through Lambda probe control
+ Low dust emissions through clean and efficient combustion
  (compliant with 1st BImSchV, stage 2, BAFA subsidy)
+ Large hopper for logs up to 56 cm in length allows for long recharging intervals and combustion times
+ Variable speed flue gas fan with function monitoring for highest possible operational reliability
+ Lever mechanism for semi-automatic cleaning of the heat exchanger
+ Easily accessible service apertures for convenient ash removal and cleaning from the front
+ Door opening on either side ensures optimum use of space and allows installation in corners
+ Low power consumption saves costs

For specification, see page 17

VITOLIGNO 150-S

1  Ecotronic 100 control unit with backlit display for simple and intuitive operation
2  Heat exchanger
3  Variable speed flue gas fan
4  Special refractory concrete combustion chamber
5  Hopper lining with primary air outlet
6  Secondary air outlet in the combustion chamber
7  Steel burner nozzle
8  Special refractory concrete burnout channel
9  Lever mechanism for semi-automatic heat exchanger cleaning
### VITOLIGNO 300-S

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<td>flues</td>
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<td>150</td>
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<td><strong>Hopper fuel capacity (litres)</strong></td>
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<tr>
<td>flues</td>
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<tr>
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Viessmann system technology ensures reliable and economical operation.

‘The whole is greater than the sum of its parts.’ In accordance with this philosophy, Viessmann does not simply supply individual heating equipment components that meet the high Viessmann standards for quality, reliability and effectiveness. In addition, all products are part of a matching overall concept, where all components complement one another. After all, only perfect interaction between all system parts can draw out the maximum potential of our innovative leading technology.

Viessmann system technology incorporates everything which constitutes a reliable heating system that is economical to run. This includes the heating water buffer cylinders, powerful Vitocell DHW cylinders for high levels of DHW convenience, and high quality solar thermal systems for cost effective DHW heating and central heating backup.

Naturally this also includes the complete range of accessories for pellet storage with discharge systems for every application area.
OPERATING CONVENIENCE
Clear, convenient and intelligent:
Boiler and heating circuit control units offer perfect functionality for fast and precise control of any heating system. The intelligent control unit extension also enables the integration of further control circuits and boilers.

HEATING WATER BUFFER CYLINDER
Due to their bulky shape and size, logs do not fill the hopper perfectly. Furthermore, log boilers have to be recharged manually. Heat that is not required by the heating system is transferred to the heating water buffer cylinder to compensate for output fluctuations. A continuous heat supply is thus ensured at all times, such as overnight.

SOLAR THERMAL AND PHOTOVOLTAICS
Energy from the sun is free and solar thermal systems provide hot water for DHW heating and central heating backup. By installing a photovoltaic system, everyone can become their own electricity supplier and use the power they have generated on site.

DHW CYLINDERS
DHW convenience for every demand:
Vitocell DHW cylinders are convenient solutions for supplying a household with hot water – the perfect complement to any new wood boiler.

SYSTEM ACCESSORIES
In addition to high quality Viessmann products, we also offer system components from other well known manufacturers with the Vitoset range of accessories.

Radiators, expansion vessels, pipework systems, pumps, filters and valves – Vitoset offers the complete range of accessories for Viesmann heating systems.
At Viessmann, proximity to our trade partners is the basis for success. Everyone can benefit from their expertise by choosing a Viessmann log boiler. You’re in good hands.
Attractive finance – invest now and save on heating costs immediately

Viessmann’s finance model avoids red tape. The fast and reliable process makes modernisation projects easier, and keeps financial planning flexible. The particular advantage is that with Viessmann’s favourable terms, savings on heating costs are generally significantly higher than finance costs.

PLEASE NOTE:
Applications for subsidies and finance must be made before the heating and/or solar thermal system is purchased. Subsidies and finance agreements cannot be arranged retrospectively. For detailed information on the Viessmann finance model, please contact your local contractor.

Terms and conditions to shout about
If you invest now in a new heating system for your property, you may be eligible for an attractive finance package from Viessmann in conjunction with CreditPlus bank: just 3.99 percent* effective APR.

Subsidies for log boilers
Thanks to its efficient technology and renewable fuel, wood heating is one of the most environmentally responsible heating solutions. If you purchase a wood burning heating system for a new house or replace an old boiler with a new wood burning heating system as part of a modernisation project, you can usually apply for public subsidies [in Germany]. The best known institutions include the Federal Office for Economic Affairs and Export Control (BAFA) and the Kreditbank für Wiederaufbau (KfW).

Current information can be found online at www.viessmann.de/foerderprogramme or from one of our trade partners.

Technology from Viessmann – subsidies from the public purse
With Viessmann, it’s not only running costs you save. Energy saving and environmentally responsible heating technology is also financially supported by local, regional and national bodies as well as by power supply utilities [in Germany].

Examples of the service we provide

- Free, no-obligation and individual consultation, even on site
- Free Energy Economy Check
- Clear calculation of heating cost savings after modernisation of the heating system – including systems combined with solar collectors, of course
- Calculation of the payback period, after which the new heating system will have paid for itself through energy savings
- Calculation of the actual heat and DHW demand for the household or property
- Information on the most viable combination of a new heating system with a solar thermal system for central heating backup and DHW heating
- Up to date information about public subsidy programmes that could help to finance a new log boiler and solar thermal system
- Support in applying for subsidies

CreditPlus

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* Over 24 months
Sustainability in action
As a family business Viessmann takes the long view and places great value on acting responsibly; sustainability is firmly enshrined in the company’s principles. For Viessmann, sustainability in action means striking a balance between economy, ecology and social responsibility throughout the company; meeting current needs without compromising the quality of life of future generations.

With its strategic sustainability project, Viessmann demonstrates at its own head office in Allendorf (Eder) that the energy and climate policy goals set by the German government for 2050 can in fact be achieved today with the help of commercially available technology.

Milestones of heating technology
As an environmental pioneer and technological trailblazer for the heating sector, Viessmann has been supplying exceptionally clean and efficient systems for heating, refrigeration and decentralised power generation for decades. Many of the company’s developments are recognised as heating equipment milestones.

We create living spaces for generations to come.

Practical partnership
As part of its comprehensive range, Viessmann also offers a wide selection of complementary services. These services include a comprehensive training and further development programme for trade partners at the well equipped training facilities of the Viessmann Academy.

With its new digital services, Viessmann offers innovative solutions such as the operation and monitoring of heating systems by smartphone. Users benefit from greater reassurance and convenience, whilst contractors can keep a constant eye on the systems for which they are responsible.
Viessmann is a leading international manufacturer of efficient energy systems.

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
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<tr>
<td>1917</td>
<td>Viessmann was founded</td>
<td></td>
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<tr>
<td>12,000</td>
<td>employees</td>
<td></td>
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<tr>
<td>2.5</td>
<td>Group turnover in billions of euros</td>
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<td>54</td>
<td>export share in percent</td>
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<td>23</td>
<td>production companies in</td>
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<td>12</td>
<td>countries</td>
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<tr>
<td>120</td>
<td>sales offices worldwide</td>
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<td>74</td>
<td>countries with agents and sales companies</td>
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