HYBRID – CONNECT – POWER

Viessmann at
ISH Energy 2015
EDITORIAL

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Title: The Viessmann trade fair stand at ISH Energy 2015

Cover page 2: Outdoor advertising at the exhibition grounds

Cover page 3: "Hybrid – Connect – Power", Viessmann’s theme at this year’s ISH
At the world’s leading trade fair ISH Energy 2015 in Frankfurt/Main, Viessmann presented itself under the motto "Hybrid – Connect – Power". With this theme, we had our finger on the pulse of the industry, as reflected by extensive positive feedback from visitors at our stand.

**Focus on high efficiency and renewable energy**

Talking to foreign visitors, it became clear that they, too, were mainly interested in high-efficiency systems, the exploitation of renewable energy and networked building energy management. As it is, computers and smartphones are by no means the only devices connected to the Internet – today, the same is true for many other everyday devices.

**Digitalization arrived in the industry long since**

In our industry, digitalization is a central theme, too. Viessmann started research in this area early on and is already in a position to offer a series of web-enabled products today. For instance, at the trade fair, we presented a smart home system which integrates home automation and the comprehensive energy management of heating, cooling, ventilation systems and photovoltaics – also via smartphone or tablet PC. This further boosts efficiency in the home and meets the highest standards of comfort.

**Future-proof hybrid heating units**

In Frankfurt, it also became clear that gas and oil will continue to play a key role alongside renewable energy. Many homeowners are still unsure as to which investments to make for the future and are therefore delaying the long overdue modernization of obsolete heating systems. If a heat pump is the only heat generator in a badly insulated building with high system temperatures, it is often considered critical because it cannot reach its full efficiency potential under these circumstances, in particular on cold days. Viessmann has developed ideal solutions for cases of this kind.

**Presentation of a new oil hybrid unit**

At ISH 2013, we already introduced a gas hybrid device. This year, we have additionally presented a new, compact oil hybrid unit. This unit, which integrates a condensing boiler, heat pump and intelligent energy management system, can heat with gas or oil or with electricity and free heat from the outside air. Subject to the most economic fuel source at a particular point in time, the energy manager activates the respective heat generator module. The operator can set it to either an ecologically or economically optimized mode. In this way, existing buildings can be heated efficiently and sustainably.

**Balancing the volatile electricity supply**

We offer "power"-related solutions that can help to offset the volatility of renewable energy power supply. To substitute nuclear power plants and conventional large-scale power plants, a large number of wind farms and photovoltaic systems are currently being installed. On windy and sunny days, the peak demand for electricity can thus be completely covered with the renewable energy yields in Germany. However, power is not always generated in the place where it is needed, and demand is not always at peak. On the other hand, there are times when there is no sun and no wind, but nevertheless a high electricity demand.

**Local power generation**

During bottlenecks resulting from volatile power generation, micro CHP systems and CHP units can help to meet power requirements. As these systems operate locally by generating electricity in people’s own homes, they also decrease the burden on the power grids.

**The first series-produced fuel cell unit**

In 2014, we were the very first manufacturer to present a fuel cell unit for single- and two-family homes in serial production at ISH and to launch it on the European market. The electricity generated by this unit can be used in the home or fed into the power grid against remuneration.

**Power-to-heat**

The surplus electricity can be exploited if storage and transmission capacity are made available. Smart heat pumps can play an important part in ensuring short-term storage capacity. They transform surplus electricity into heat, which can be stockpiled in DHW cylinders or buffer cylinders. This concept, which is called "power-to-heat", assumes that the prices of electricity adapt flexibly to supply and demand. In addition, the relevant tariff signals have to be sent via the Internet or smart grids to ensure that the devices are automatically switched on and off.

**Power-to-gas**

Power-to-gas is a concept with tremendous potential, in particular for the long-
“The heating industry has developed the technological solutions required to achieve the energy policy targets.”

Prof. Dr. Martin Viessmann in a discussion at ISH Energy 2015

term storage and transmission of energy over long distances. Power from renewable energy is transformed into hydrogen by means of electrolysis. Adding CO2 to it results in synthetic methane, which can be fed into the nationwide gas grid. With a total length of almost 500,000 kilometers and the underground storage capacity connected to it, the grid can store the amount of gas consumed in Germany over a period of two months. The natural gas grid can therefore indirectly serve as a huge buffer for electricity generated from renewable sources.

**The first plant of its kind in the world**

Some weeks ago, we put a power-to-gas plant into operation at the company’s headquarters in Allendorf (Eder). Unlike the usual catalytic methods, our biological methanation process involves using microorganisms to transform hydrogen into methane in a biogas plant. This does not require high levels of pressure or temperatures and is much more efficient. It is the world’s first and only plant of this kind for producing synthetic methane on an industrial scale.

**ErP labelling discussed extensively**

A much discussed topic in Frankfurt was the European Energy Labeling Directive. From September 26th of this year, heat generators, DHW generators and cylinders have to feature a label with their energy efficiency. Our products will receive the best ratings. The usual DHW cylinders, on the other hand, feature efficiency label B at best. At the trade fair, we presented that have the best-possible ranking for this product group, efficiency label A, thanks to their highly effective vacuum thermal insulation. The ErP labeling will fuel the trend toward particularly energy-efficient products and renewable energy. We expect it to provide vital impetus that will stimulate modernization activities.

**Convincing homeowners to modernize**

Our market partners need to transfer the momentum from the trade fair to their everyday business. Because ISH has demonstrated one thing very clearly: The technologies for achieving the energy and climate policy targets are available. Homeowners now need to be convinced of the benefits of modernizing: sustainability, an increase in the value of their real estate, lower energy costs, and, on top of all that, feeling good about protecting the climate and the environment.

It is a big challenge. However, at the same time, our industry has excellent prospects for the future. We have the technological solutions required to achieve the energy policy targets. Let us fully exploit this opportunity.

Prof. Dr. Martin Viessmann
More exhibit space, more exhibitors, more visitors at ISH 2015

Very good signs promising a successful future for ISH

by Wolfgang Marzin

In March this year, ISH, the world’s leading trade fair for energy efficient heating and air-conditioning technology and renewable energies, confirmed its position as leading innovation platform for the sanitation, heating, and air conditioning industry – with substantial growth. It recorded record-breaking figures for the number of exhibitors and the amount of space occupied. 2,465 manufacturers, more than ever before, showcased their international innovations on a surface area of 260,000 square meters. Some 198,000 visitors, five percent more than in 2013, came to Frankfurt to find out about technological innovations and the latest trends. At the same time, ISH reinforced its position as international industry get-together – 61 percent of exhibitors and 37 percent of visitors came from abroad. These figures underscore the fair’s importance, both nationally and internationally, and also reflect the strength of the growing sanitation, heating, and air conditioning market.

As the world’s biggest exhibition, ISH is the platform for technological innovations and solutions for the heating and air conditioning markets, both crucial for the energy turnaround. The future lies in energy-efficient technologies. Thanks to energy management and building automation, cooling, air conditioning, and heating systems are becoming increasingly closely connected. In the future, ISH will continue to extend its position as the biggest international leading trade fair in this dynamic environment. We are pursuing this objective together with our partners: In 2014, ISH’s sponsors – German central association for plumbing, heating, and air conditioning (ZVSHK), German sanitary industry association (VDS), the forum for energy efficiency in building services technology (VdZ), federal association of German house, energy, and environmental technology manufacturers (BDH), and the institute of building air conditioning (FGK) – renewed the sponsorship with Messe Frankfurt as legal and economic sponsor. The board of the BDH has been instrumental in the success of the fair together with Prof. Dr. Martin Viessmann, who actively takes part in shaping the destiny of Messe Frankfurt as Member of its Supervisory Board.

Having invested in the exhibition grounds on an ongoing basis, Messe Frankfurt has optimum preconditions for steady growth. The new hall 12 will be available for the ISH Energy area at ISH 2019. ISH has a strong long-term position at the Frankfurt trade fair location and is continuing to develop in order to prepare itself for growing success. As one of the biggest and long-standing exhibitors, Viessmann has contributed considerably towards the trade fair’s performance in a variety of ways. I am delighted with our very successful cooperation and hope that we will maintain this constructive business relationship, both in general and more specifically with regard to ISH.
**NEWS**

**New sales office in Xi’an**

The opening of the new Viessmann sales office in the Chinese metropolis of Xi’an in March was attended by political representatives and market partners. The company has had a presence there since 2012 and moving into larger premises has further enhanced the possibilities for supporting clients. The showroom presents the products in an attractive light, and the seminar rooms offer ideal conditions for training market partners. The storage facility attached to the building ensures rapid, flexible service for the clients in north-west China.

**“Berlin Energy Transition Dialogue”**

The Federal Government has for the first time organized a conference on the energy turnaround called “Berlin Energy Transition Dialogue”. Politicians from foreign affairs and energy, representatives of industry, and other stakeholders from science, administration, and civil society, assembled in the Foreign Office to support the international energy turnaround. Speakers included German Foreign Minister Dr. Frank-Walter Steinmeier, the German Minister for Economic Affairs and Energy, Sigmar Gabriel, and German Minister for the Environment, Nature Conservation, Building and Nuclear Dr. Barbara Hendricks.

Prof. Dr. Martin Viessmann was also among the speakers. In his speech, he pointed out that the modernization of energy systems in existing buildings is the most important step along the way to a sustainable energy supply. That is why reliable incentives and stimuli are necessary to bring about the removal of the modernization backlog. Prof. Viessmann: “One of the most effective instruments would be a tax bonus for investment in the modernization of buildings; it would be self-financing by creating additional value, and in the medium term it would not lead to a reduction in tax income. I would like to appeal to politicians to find a solution for this situation as soon as possible, so that investment in modernization is not delayed any further.”

**Industrial plants: Extension of service**

Viessmann has taken into the workforce 30 members of staff from Omnical GmbH, an industrial boiler manufacturer in Dietzhölztal. The newly founded Omnical Industrieservice GmbH will concentrate on looking after the shell and water tube boilers erected by Omnical, as well as extending existing customer and partner relationships. This acquisition extends the existing service network and service range of the Viessmann group in the domain of industrial plants, while proximity to customers and partners is strengthened.

**Awards for ideas management**

More than 108,000 ideas were submitted by Viessmann Group members of staff in 2014, as part of the ideas management scheme. In total, thanks to the suggestion for improvement which were implemented, more than 2.6 million euros could be saved; approximately 300,000 euros were paid out in bonuses. Because of these outstanding results, the company was presented four times with the German Ideas Award of the German Institute for Business Management (dib) in Frankfurt.

In the sector for the “Metal- and aluminium-processing industry”, Viessmann Werke Allendorf GmbH won first prize, and in the sector for the “Electrical industry” the first prize went to Viessmann Elektronik GmbH. Viessmann IT Service GmbH won further awards in the sector “IT and telecommunication” and the WESO-Aurorahütte in the sector “Iron- and metal-working industry”.

A further, very special award went to Viessmann in the form of a special prize for the “Best Innovative Idea of 2015”. This was for the concept of “Think, stay fit” with which members of staff were motivated to submit ideas for increasing occupational safety.
ISH Energy 2015

200,000 visitors and new exhibitor record at world’s leading trade fair for building, energy and air-conditioning technology and renewable energy

Almost 2,500 exhibitors, more than ever before, displayed their new products at the world’s leading trade fair for building, energy and air-conditioning technology and renewable energy. ISH 2015. Visitor attendance has also increased, with almost 200,000 guests present, of whom considerably more than a third was from abroad. The German heating industry presented many innovative products that will break new ground in future years with regard to the issues of energy efficiency and renewable energy. Hybrid heating systems using at least two types of energy and the connection of heating technology systems to the Internet played a major role. On the following pages we will review in words and pictures five eventful trade fair days.
"Hybrid – Connect – Power": the dominant topics in the industry

Viessmann at the world’s leading trade fair ISH Energy 2015

Hybrid – Connect – Power” was the motto of Viessmann’s trade fair presentation at ISH Energy 2015. The company was addressing the dominant topics in the industry. The motto’s three core messages were displayed on three impressive eight-meter-high towers. Considerable space was devoted to the wide-ranging services Viessmann offers its market partners alongside its comprehensive range of products.

“Hybrid”
“Hybrid” stands for sustainable heating systems that intelligently combine heat pump and conventional heating technology – both highly efficient and utilizing renewable energy sources – for gas, oil and pellets. These appliances heat either with fuel or with heat from the outside air and electricity, depending on energy prices and heat demand. Homeowners can select either the ecological or the economical mode of operation. The Viessmann hybrid systems already meet the future requirements of the energy transition today – and enable homeowners to operate heating systems with a high degree of sustainability.
“Connect”
Under “Connect”, Viessmann showcased completely new solutions for networked facility energy management at ISH Energy – ranging from “Internet Inside” to remote operation of devices through to digitally controlling the entire energy management of a house. The core message is: boost convenience with smart energy management.

“Power”
“Power” designates the production, consumption, and storage of self-generated electricity. It includes combined heat and power generation with either a motor or fuel cells as well as the operation of heat pumps with self-generated photovoltaic electricity. The homeowner has a higher degree of independence from the electricity market. Viessmann also presented a world’s first at ISH Energy 2015: the Vitovalor 300-P fuel cell heating system, which has already been launched on the market, and which offers unique characteristics. It generates environmentally friendly heat and electricity, too.

Service
Over a surface area of more than 120 square meters, the Viessmann trade fair stand presented the comprehensive range of services offered to Viessmann market partners interactively with multimedia:

- Inventory control with digital data capture and Building Energy Savings Check
- System selection with configuration browser, interface to the trade software and measuring tool
- Ordering with online ordering system, interface to the Viessmann software and tracking of the delivery
- Installation with hydraulics scheme, wiring diagram, and encoding settings
- Start-up procedure with start-up assistant, registration for digital access and automatic flow balancing
- Installation monitoring with installation status, energy-optimized operation and online support
- Service support with replacement part app, audiovisual system, warranty service, and online portal for service information

More than 40 new products
In addition, more than 40 new products were on show; the most important are described on pages 14 to 33 in this magazine. As a technology leader within the industry, Viessmann presented a wide range of innovative products and also got to grips with superordinate issues such as the sustainable energy era, showing how it is possible to compensate for the discontinuity in supply of renewable fuel sources such as solar and wind.
Pictures of the trade fair participation

Impressions of five days at ISH

Right: Prof. Dr. Martin Viessmann and his wife, Annette, were at the stand every day of the trade fair.

Left: The trade fair was opened by (from l.): Head of Messe Wolfgang Marzin, Viessmann Chief Representative and President of the BDH Manfred Greis, German Minister for the Environment, Nature Conservation, Building and Nuclear Safety Dr. Barbara Hendricks, State Secretary Grazyna Henclewska, Hesse’s Prime Minister Volker Bouffier, Dr. Renate Sterzek (city councilor), ZV President Manfred Stather and Chairman of the VDS Hartmut Dalheimer.

Left: Presentation of the VDE seal for Information Security and Data Protection to Dr. Klaus-Peter Kegel (2nd from l.), member of the Viessmann supervisory board, Martin Roßmann (l.), Managing Director of Viessmann Elektronik GmbH.

The friendly and hard-working ladies and gentlemen at the infopoints had plenty to do.
Many groups of visitors were led around the stand.

Despite the large number of visitors, the open stand concept ensured that all the exhibits were easily accessible.

The “Golden Partnership Certificate”, which went to the company for the 13th time in a row, had a prominent place on the stand (below).
Inside the “Power” tower the fuel cell heating system Vitovalor 300-P was on show.

The Smart Home System Vitocomfort 200 and components related to smart heating were exhibited in the “Connect” part of the stand.

Owners of micro CHP systems such as Vitotwin 300-W (above) and Vitovalor 300-P (left) now are able with the new Vitovolt electricity storage system to use an even larger amount of self-generated electricity in the home.

Right: Inside the “Power” tower the fuel cell heating system Vitovalor 300-P was on show.
The Vitosol 300-T is a "switching collector" and offers a particularly high degree of operational reliability (above left).

Above right: The power-to-gas technology was depicted in graphic form.

Right: The gas condensing boiler Vitocrossal 200 for operating pressures up to 6 kW was one of the most frequently viewed innovations.

Left: Visitors to the catering area had a view of the stand and could fortify themselves at the same time.

Part of the stand was dedicated to the Viessmann range of services (above and right).

More than 150 journalists took part in the two Viessmann press conferences.
Das erste Öl-Hybrid-Kompaktgerät
für die zukunftssichere Öl-Modernisierung
The first oil hybrid compact appliance
for futureproof modernisation with oil

Hybrid
erklärt in 3 Minuten

NEU  NEW

Economy
Betriebsart
Operating mode

Natürliche Wärme
Natural heat
Vitolacaldens 222-F and Vitocal 250-S

Sustainable energy mix in one device

Following the presentation at the ISH 2013 of the gas hybrid device Vitocaldens 222-F, two further hybrid devices have now been launched. All three are fitted with Hybrid Pro Control to optimize their operational mode, depending on energy prices and outside temperature. Homeowners can select either the ecological or the economical mode of operation.

Vitocaldens 222-F
Three quarters of almost 6 million oil heating systems in Germany are outdated, consume too much fuel and urgently require modernizing. The new compact oil hybrid unit is the ideal solution in these situations. Vitocaldens 222-F combines highly efficient oil condensing boiler technology with an air/water heat pump. That is why on the energy efficiency label it was classified as a Grade A++. That is a unique distinction for an oil heating system.

Homeowners do not have to commit themselves.
The combination provides flexible heating with fuel oil or electricity and heat from the outside air, depending on which fuel source is cheapest at the moment of use. This way, consumption peaks can be evened out. Homeowners now no longer need to commit themselves to one specific fuel source or another. And in the future, they will still be able to respond flexibly to trends on the energy market by specifying in the controls their individual preferences and current energy prices, thus ensuring a sustainable heating system.

Vitocal 250-S
The new split-design air/heat pump Vitocal 250-S can be combined with floor-standing and wall-mounted oil- or gas-based condensing boilers or pellet boilers up to an output of 30 kW. This way, precisely defined individual solutions can be produced. It can be added to heating systems that have already been modernized with an oil or gas condensing boiler. The split-design air/heat pump saves costs by producing the major share of the annual heat output. The boiler only switches on when outside temperatures are very low and, if necessary, for rapid heating of drinking water.

Advantages for market partners
- Short installation time thanks to preinstalled components
- External unit connected via refrigerant piping, therefore no risk of freezing
- Vitotronic 200 controller with Hybrid Pro Control
- Simple service thanks to diagnostic functions and service support

Advantages for owners
- High operational reliability thanks to heat generators operated separately from one another
- Low operating costs
- Attractively-priced modernization and extension of an existing system with a heat pump (Vitocal 250-S)
- Compact dimensions of internal unit
- Sustainable, flexible solution

Technical specifications
Vitolacaldens 222-F
- Heat pump module output 1.1 to 10 kW, oil condensing boiler 10.3 to 23.5 kW

Vitocal 250-S
- Heat pump module output 1.2 to 16 kW
Connect

Smart Energy
Vitodens 300-W, 333-F and 343-F

Wall-mounted and compact gas condensing boilers with integrated Internet interface, colored touch display and energy cockpit

An Internet interface is integrated into the Vitodens 300-series gas condensing as standard, making it possible to connect directly to a DSL router without need for additional components. This enables owners to operate heat generators and up to three heating circuits conveniently using the Vitotrol app and a smartphone or tablet from any place at any time.

Energy cockpit
These condensing boilers are the only heat generators on the market featuring a fully graphics-capable display. All information is shown as text or as colored graphics on the large touch display of the energy cockpit. When connected to the new dual-mode system storage unit Vitocell 100-W, precise control of solar yields and of the storage charge state is possible (see article on page 18). The color histograms display all data as daily, weekly, monthly, or yearly values as required. A rapid, easy start-up procedure is made possible by an assistance function (see article on page 4 of the Fachnews no. 38).

Advantages for market partners
- Easy start-up procedure thanks to assistance function
- Extended diagnosis based on display of relevant operating data
- Suitable for all types of gas, no change of cover plate necessary because of Lambda Pro Control
- Easy installation thanks to pre-fitting of all important components
- Time-tested Vitodens accessories range can be used

Advantages for owners
- Internet connection via integrated interface
- Ease of use thanks to color touch display
- Energy cockpit providing visual display of energy consumption and solar yields
- Chimney sweep inspection interval extended from 2 to 3 years thanks to Lambda Pro Control

Technical specifications
- Output: 1.9 to 35 kW (300-W), 1.9 to 26 kW (333-F), 1.9 to 19 kW (343-F)
- Modulation range 1:10
- Standard utilization rate 98% (Hs)
Vitocell 100-W

DHW system cylinder with perfect control of fill level

The new dual-mode DHW cylinder Vitocell 100-W is designed as part of an intelligent system cylinder. This is because the fill level can be controlled precisely in the energy cockpit at all times when this cylinder is combined with gas condensing boiler Vitodens 300-W and the new Vitotronic 200 control unit (see article on page 17).

Detailed information on fill level
Homeowners and trade professionals can view detailed information about processes in the cylinder on the heat generator’s color display: fill level, temperature distribution, and temperature profiles are shown on easy-to-understand graphic screens. Solar yields are recorded more precisely than with conventional cylinders. On request, temperature profiles and solar yields can be displayed in color bar charts over periods of one day, one week, 12 months, or two years. Homeowners thus receive information on their usage habits while trade professionals can use the detailed information to optimize system operation.

Efficiency label A
Thanks to its highly effective thermal insulation with vacuum panels, the system cylinder achieves an efficiency class A rating, the best possible rating for DHW cylinders.

Automatic checking of flow and tank connections
The integrated start-up assistant in the Vitotronic 200 control unit for the gas condensing boiler also helps the fitter with the initial start-up procedure for Vitocell 100-W. For example, it automatically determines whether the solar thermal system flow and cylinder connections have been fitted correctly during installation and emits an appropriate message on the display.

Advantages for market partners
- Easy start-up procedure thanks to electronic installation wizard, including a check of flow and tank connections
- Evaluation of system operating behavior based on temperatures, temperature distribution and operating statuses, including past readings
- Easy to service thanks to visual display of operating status and solar yield

Advantages for owners
- Solar DHW generation integrated into the system display on the color touch display, remote control, and the Vitotrol app
- Clearly arranged, easy-to-understand display of the system operating status in the energy cockpit
- Solar yield displayed in the color bar chart (for 7 days, 12 months, 2 years)

Technical specifications
- Volume: 300 l
The Vitotrol app is the convenient remote control that provides heating system management via a mobile Internet connection. The latest version of Vitotrol Plus as an app and energy cockpit supplies comprehensive information on energy consumption when used with the gas condensing boilers in the Vitodens 300 series (see article on page 17).

Energy cockpit available online
Homeowners thus always have the gas consumption for heating and DHW generation under control whether they are at home or on the go. If a solar thermal system is also integrated, solar yields are also logged and displayed. The color histograms display all data with the option of choosing daily, weekly, monthly or yearly values.

Individual heating convenience with geolocation
Every occupant can set up their own heating profile using a smartphone geolocation function. If several people are in the residence at one time, the heating system adjusts to the warmest heating profile.

Advantages for market partners
- Easy installation and easy-to-retrofit communications module
- Future-proof thanks to updates
- Linking the heating system to LAN/DSL enables remote maintenance and remote monitoring as an auxiliary service

Advantages for owners
- Free download from the Apple Store (iOS) and Google Play Store (Android)
- Heating system operated at home or while out and about
- Easy, intuitive handling due to well-known smartphone operating concepts
- Updates make further developments easy to utilize

The new Vitotrol Plus app combined with the gas condensing boilers in the Vitodens 300 series provide convenient remote control and comprehensive information on energy consumption.
Vitocomfort 200 is a wireless smart home system which controls numerous functions in the home, from heating and ventilation through to lighting, thus helping to reduce energy consumption. The entire system can be adjusted to the occupants’ life rhythm to ensure optimum living comfort and maximum energy efficiency.

**Scenario functions for all household types**
The Smart Home system not only regulates the heat demand for individual rooms; it also controls where and when particular temperatures are required. The easy-to-use settings for specific scenes are particularly convenient.

- “Get up”
- “Go to bed”
- “Party”
- “Garden”
- “Absent” or “At home”

allow occupants to adjust settings for heating and different appliances on an individual basis. The absence function

Menu navigation in Vitocomfort Plus app:
The required function is selected by touching the navigation bar on the screen.
Whether at home or out and about, owners can use Vitocomfort 200 to control heating systems and electrical appliances as required at any time.

Vitocomfort 200 is a wireless Smart Home system which controls numerous functions in the home – from heating and ventilation through to lighting.

What-if conditions for flexible living scenarios
What-if conditions adjust the different scenarios to the occupants’ needs as required. For example, the shutters in a particular room are not lowered until the light from the outside falls below a preset value. Similarly, the lighting only switches on when the television is off. The possibilities are virtually endless since occupants can easily interlink different conditions with one another in almost any way that they wish.

Smart heating increases energy efficiency
Vitocomfort 200 communicates directly with the heating control unit. The optimum flow temperature can be determined and then signaled to heat generators based on the varying heating requirements for different rooms. The optional wireless sensors detect open doors and windows. The system can then shut down during the time that they are open in line with the occupants’ individual specifications, thus increasing heat supply efficiency.

Smart energy for optimized power consumption
The Smart Home system makes power consumption patterns transparent. Individual appliances can be switched on and off at power sockets, reducing costs for the electricity used in standby mode. If occupants forget to switch off an appliance, they can turn it off on their smartphone or tablet PC while away from home. The power sockets also measure how much the connected appliances consume and report readings to the home control center. This allows power guzzlers to be identified and replaced.

Improve own consumption of solar power
If a photovoltaic system is in use, the Smart Home system ensures maximum self-generated electricity usage, thereby reducing the amount of expensive grid power consumed. The energy manager automatically optimizes the use of solar power in the home. If more electricity is generated than is needed at any given moment, the energy manager uses the surplus electricity to charge an electricity storage system, if available, or feeds it into the public grid in exchange for remuneration.

Advantages for market partners
- Efficiency and convenience from a single source
- Easy to retrofit into existing buildings
- Inter-connecting system with heat, ventilation and power
- Remote diagnosis and maintenance
- Largely battery-free

Advantages for users
- Improved living comfort
- Intuitive operation
- Perfect room conditions while also saving money
- Control of lighting and shading
- Security based on window and door contacts and motion detectors
- Standby consumption reduced
- Costs saved thanks to increase in use of self-generated solar power
Strom nutzen

69%
Strom speichern

Strom erzeugen
Vitovalor 300-P was launched as the first mass-produced fuel cell unit on the European market a year ago. Since then, the increase in batch sizes has led to synergy effects, which have now brought down the gross listed price by a third to 19,500 euros. Investment in this highly efficient technology to produce heat and electricity has thus become even more attractive.

**Energy cost savings up to 40 percent**
In comparison with a gas condensing boiler and purchase of mains electricity, a micro CHP system saves up to 40 percent energy costs and reduces CO2 emissions by around 50 percent. Up to 15 kilowatt hours are produced over the course of a day – enough to cover most household power requirements. The unit increases independence from the public power supply and reduces the proportion of expensive electricity acquired from the grid.

**Attractive subsidy options**
In Germany, the fuel cell unit is subsidized by the government as a particularly energy-efficient future technology. Owners receive a total of 3,515 euros in the form of an investment grant from the German Federal Office of Economics and Export Control (BAFA), for example. There are also numerous regional incentive programs that subsidize purchases. A full summary of the various incentive options and application forms are available online at www.vitovalor.de.

Owners in Germany also receive 5.41 euro cents for each kWh generated as stipulated by the Combined Heat and Power Generation Act. Energy tax on fuel cell gas consumption is reimbursed at the end of the year. The electricity, gas and heat meters required to ensure compliance with requirements are already integrated into the unit.

**Advantages for market partners**
- Quick and easy installation
- Only an exhaust system required; no additional water connection needed for the fuel cell
- Peak load covered thanks to the integrated gas condensing boiler
- Easy to transport in two sections; footprint of just 0.65 m²
- Accessories from the wall-mounted gas boiler range can be used

**Advantages for owners**
- CO2 emissions reduced by up to 50 percent
- Energy cost savings of up to 40 percent
- Integrated electricity, gas, and heat meters
- Low-noise operation
- Remote control and monitoring via smartphone or tablet PC
- Reliable, time-tested technology – the fuel cell module has been used in Japan for seven years and has been installed in over 50,000 locations
- Reassurance thanks to maintenance contract with performance and functional warranty

**Technical specifications**
- Fuel cell module:
  - Electrical output: 750W
  - Thermal output: 1 kW
- Peak load gas condensing boiler:
  - Thermal output: 5.5 to 19 kW
Micro CHP units can now also be operated while out and about with the optional Vitotrol app. It can be used to monitor and operate up to three heating circuits. Users can now make settings in programs, adjust target values and access system information at any time.

Flexible storage solution
Flexible solutions for storing heating water and generating DHW are available for Vitotwin 300-W. The new buffer cylinder Vitocell 140-E with a capacity of 400 liters can store heating water in a way which saves space while drinking water is heated in a DHW cylinder of any size. A Vitotrans 353 fresh water module can also be installed in place of the DHW cylinder. The new combination cylinder Vitocell 340-M with a capacity of 400 liters offers a highly compact solution.

Advantages for market partners
- Easy to transport
- Maintenance-free Stirling engine
- Integrated meter for power, gas, and heat
- Simple installation
- Remote monitoring with Vitocom

Advantages for owners
- Less exposure to electricity prices
- Attractive subsidy program
- Demand-oriented electricity demand
- Convenient remote control

Technical specifications
Stirling engine:
- Electrical output: 0.6 to 1.0 kW
- Thermal output: 3.6 to 5.3 kW

Peak load gas condensing boiler:
- Thermal output: 6.0 to 20 kW

Vitovolt electricity storage system
Greater independence from the power grid

The new Vitovolt electricity storage system enables micro CHP system and photovoltaic system owners to use an even greater proportion of self-generated electricity in their own home, thus minimizing purchase of expensive mains electricity. If there is an outage in the public power supply, the storage system also supplements power supply with energy from a micro CHP unit or photovoltaic system.

This wall-mounted electricity storage system allows a discharge depth of 90 percent, which is significantly higher than other comparable storage units.

Advantages for market partners
- Appealing addition to micro CHP and photovoltaic systems
- Quick and easy to install

Advantages for owners
- Financial benefit thanks to greater use of self-generated electricity
- Greater reliability in the event of a power outage
- Independence – island network operation is possible in combination with micro CHP system
- High number of cycles and expected service life of 20 years
- Space-saving unit
- Can be integrated into living spaces

Technical specifications
- Storage capacity: 0.55 to 5.5 kWh
- Usable energy output: 4.95 kWh
Vitosorp 200-F offers the most efficient gas-fired heat generation technology on the market. Awarded the “Design Plus powered by ISH label”, the unit is now also supplied in an additional output capacity size of 15 kW.

**Low-priced heat sources**
The unit now allows either geothermal energy or solar energy to be used as an alternative source of heat. Existing solar collectors can be incorporated. A geothermal probe is also an inexpensive solution as the drill hole only needs to be about 50 meters deep.

Vitosorp 200-F is now available in an additional output capacity size of 15 kW and can also use solar energy to heat living spaces.

Vitocrossal 200 is now available with a permissible operating pressure of 6 bar, ensuring it can be put to an even wider variety of uses.

**Vitosorp 200-F**
Gas adsorption heating unit with new output level

With an output range between 87 and 311 kW, Vitocrossal 200 (Type CM2B) is an attractively priced condensing boiler with a stainless steel Inox-Crossal heating surface and a modulating MatriX gas burner. The boiler’s permissible operating pressure has now been increased to 6 bar. The boiler thus has an even wider range of potential uses and is well-suited to supplying heat to large facilities and high buildings.

**Advantages for market partners**
- Used with solar heat or geothermal energy
- Installation and maintenance as for gas condensing boilers
- Easy to transport and start up
- Maintenance-free heat pump module
- Accessories as for Vitodens gas condensing boilers

**Advantages for owners**
- Up to 50 percent less energy consumption compared to old boilers
- Low-noise and reliable
- Optimum DHW convenience thanks to DHW booster

**Technical specifications**
- Output: 1.8 to 15 kW
- Annual efficiency at 35/28° C as per VDI 4650-2 is up to 134 percent (Hs)

**Vitocrossal 200**
Gas condensing boiler for operating pressures up to 6 bar

Not required: boiler circuit pump or hydraulic switch

Vitocrossal 200 holds up to seven times more water than comparable condensing boilers on the market. Its hydraulic connection is thus easy and inexpensive to install and no hydraulic switch is required. There is no forced circulation and, consequently, no boiler circuit pump is required. The condensing boiler operating performance is highly unaffected by the fluctuating effects from the heating network.

**Advantages for market partners**
- Flexible use thanks to permissible operating pressure of 6 bar and permissible operating temperatures up to 95 °C
- No minimum flow rate and boiler circuit pump are required
- Space-saving hydraulic connection
- Easy maintenance

**Advantages for owners**
- High operational reliability and low wear and tear thanks to the large water capacity
- Low combustion chamber load due to reduced cyclic operation
- Able to withstand fluctuations in the heating network and limescale deposits

**Technical specifications**
- Nominal heat output: 87 to 311 kW
- Standard utilization rate: 98 percent (Hs)
The new high-pressure steam boilers Vitomax HS are attractively-priced basic models producing from 0.5 to 30 tons of steam per hour. They have obtained accreditation from the American Society of Mechanical Engineers (ASME) for use on North American markets.

Numerous optional features
Owners can choose from a comprehensive range of matching modular components to equip their system as required. As a result, it is fast and easy to configure a solution that is precisely tailored to individual customer requirements.

For natural and liquid gas, EL fuel oil and heavy fuel oils
The new three-pass boilers are available with permissible operating pressures ranging from 6 to 20 bar (optionally to 30 bar). They can be operated using natural and liquid gas as well as EL fuel oil. There are also versions designed for operation with heavy fuel oils. This makes the new steam boilers particularly well-suited for industrial applications, such as those in the chemical, plastics and pharmaceutical industries, or in the construction materials, wood, food and beverage sectors. Other ideal areas of use are hospitals and commercial operations such as laundries.

Advantages for market partners
- Attractively priced steam boilers
- Comprehensive optional features

Advantages for owners
- Low investment costs
- Low operating costs thanks to integrated Economiser (optional)
- Steam boiler customized to suit individual requirements

Technical specifications
- Output: 0.5 to 30.0 t/h
- Pressure stages: 6 to 30 bar
- Degree of efficiency ≥ 95%

Numerous optional features are available for the high-pressure steam boiler Vitomax HS.
Vitocontrol 300-M is a solution used to monitor and control multivalent systems built to project specifications. This control unit can be configured to suit requirements, no matter if a system contains one or more boilers, heat pumps, refrigeration machines or CHP units.

**Touch screen for complete overview**

All the functional units – heating, cooling, and power generating units as well as storage systems – are shown as color graphics on the large display with a graphical user interface. System components can thus be arranged in groups, displayed according to low and high temperature heating or cooling, for example. The status of each component can be selected simply by tapping on the touch screen. The operator then has immediate access to detailed information about operating statuses, temperatures, energy consumption and outputs.

**Networking with building management services**

Networking with building management services is possible as an option. For example, all data can be transmitted over the standardized BacNet (Building Automation and Control Network). The control unit can also be connected to the Internet. Control over the system is thus possible from anywhere at any time.

**Advantages for market partners**

- Precision customizing to suit individual requirements
- Easy to configure
- Comprehensive standard equipment; can be extended with additional components
- Simple diagnosis based on display of relevant operating data and system statuses
- Simplified servicing by means of remote parameterization

**Advantages for owners**

- Optimized system control
- Full plant control thanks to the display of the system layout
- Easy to operate and monitor on the touch screen
- Secure thanks to password protection
- Networking with building management services

Vitocontrol 300-M is a solution used to monitor and control multivalent systems built to project specifications.
Honored with the German Design Award, the pellet boiler Vitoligno 300-C is now available with five more output capacities up to 48 kilowatts.

**Vitoligno 300-C**

Fully automatic pellet boiler with additional output capacities

**Fully automatic operation**

With output capacities of more than 18 kW, the pellet boiler can be loaded either via the integrated suction system or via a flexible auger. Ignition is automatic thanks to a power-saving ceramic heating element. The stainless steel finned grate and all surfaces in contact with ashes are cleaned automatically.

**Environmentally friendly combustion**

Innovative combustion technology ensures low fuel consumption and low emissions with its stratified fire bed and output modulation of 1:3.

**Advantages for market partners**

- Easy to install
- Start-up assistant
- Software update using SD card
- Complies with 1st German Federal Emission Control Act, Stage 2

**Advantages for owners**

- Fully automatic pellet boiler
- Low fuel consumption
- High operational reliability
- Low power consumption
- Ash bin trolley only needs emptying once or twice a year

**Technical specifications**

- Heat outputs of 2.4 to 48 kW
- Degree of efficiency up to 95.3%
- Modulation range 1:3

The biomass boiler Vitoligno 300-H can be fed either woodchips or pellets. This means that the owners can choose between the two fuels as they wish. The boiler is now also available for 50 and 60 kW.

**Vitoligno 300-H**

New output capacities for smaller heating loads

Fuel feed, ignition, cleaning of the dual rotary grate and ash removal from the heat exchanger are all automatic. The ash is mechanically conveyed into the large mobile ash bin trolley.

**Low fuel consumption**

Thanks to the weather-compensated control and a modulation range of 1:3, the boiler achieves a high degree of efficiency of up to 95%, thus ensuring low fuel consumption.

**Advantages for market partners**

- High operational reliability
- Easy maintenance
- Start-up assistant
- Extensive range of accessories

**Advantages for owners**

- Flexible choice of fuels
- Flexible, low-footprint installation
- Reduced fuel consumption
- Optimum convenience
- Remote control

**Technical specifications**

- Output capacities: 50, 60, 80, and 100 kW
The new brine/water heat pump Vitocal 350-G permits high flow temperatures of up to 70°C and is therefore an ideal solution for modernizing heating systems in existing buildings and monovalent DHW generation.

56 possible combinations
The heat pump is available in four output configurations ranging between 20.5 and 42.3 kW. Should a higher output be required, two units can be operated as master and slave to attain up to 84.6 kW. The pump can also easily be combined with the Vitocal 300-G brine/water heat pump. With a total of 56 possible combinations, a suitable solution can be realized for any single situation.

COP up to 5.0
The RCD system (refrigerant cycle diagnostic) and the electronic expansion valve work together to ensure the heat pump’s high efficiency. The RCD system constantly monitors the cooling circuit and regulates the expansion valve with precision. With a COP of up to 5.0 (with B0/W35 according to EN 14511), Vitocal 350-G is one of the most efficient heat pumps on the market. The seasonal performance factor based on the high COP ensures low annual operating costs.

Use of solar power
The heat pump is designed to make use of self-generated electricity from photovoltaic systems. Combined with an energy meter, the control unit maximizes the use of self-generated electricity from solar power, thus minimizing the purchase of expensive mains electricity.

Advantages for market partners
- Seamless, broad range of output configurations
- Enormous planning flexibility due to master/slave packages
- Exact master/slave package balancing based on the building’s base and peak loads
- Precise adaptation to a building’s heating and hot water needs
- Easy to transport thanks to relatively low weight and compact dimensions
- Can also be operated in existing buildings with radiator heating systems
- High degree of warm water comfort
- Designed to make use of self-generated electricity from PV systems
- Remote control

Technical specifications
- Outputs: 20.5 to 42.3 kW (single unit), 41.0 to 84.6 kW (master/slave)
- COP up to 5.0 (with B0/W35 as per EN 14511)
- Max. flow temperature 70°C
- Sound power level < 55 dB(A) with B0/W55

Advantages for owners
- Low operating costs thanks to high efficiency at all operating points
- Can also be operated in existing buildings with radiator heating systems
- High degree of warm water comfort
- Designed to make use of self-generated electricity from PV systems
- Remote control
**Vitocal 350-HT**
Flow temperature up to 90° C for commercial and industrial applications

The brine/water heat pump Vitocal 350-HT with the new climate-friendly refrigerant HFO 1234ze offers flow temperatures up to 90° C. This advantage provides a truly unique selling point on the market. The unit can also use waste heat from production processes up to a temperature of 45° C. This mass-produced heat pump is thus especially well-suited to the requirements of commercial and industrial applications as well as for local heating networks.

**Vitocal 300-A**
Two-stage air/water heat pump for high heating loads

The two-stage heat pump Vitocal 300-A is a new addition to Viessmann’s air/water heat pump range. The output of these new units extends from 19.6 to 50 kW. Up to five of the new heat pumps can be operated in a cascade arrangement for heating loads up to 250 kW, making the heat pumps suitable for large residential buildings, trade and industry.

Flow temperatures of up to 65° C also make it a very good solution for modernized existing buildings with radiator heating systems. The compact unit can be placed outside to save space.

**Heating, cooling and DHW**
The new heat pump is available in five output configurations. Two of these can be operated in reverse mode, meaning they can also be used to cool buildings in summer. They also possess an additional heat exchanger for DHW generation alongside heating or cooling operations.

The other three versions are equipped with a change-over valve for switching between heating and DHW generation.

**Vitovent 200-C**
Attractively priced compact home ventilation system

Easily retrofit in existing housing, Vitovent 200-C offers a compact solution suitable for controlled ventilation, particularly in single-family homes and large residential buildings. This attractively priced unit enables owners to fulfill the guidelines stipulated in the German Energy Saving Ordinance (EnEV). The ordinance requires an airtight building envelope to eliminate heat loss while simultaneously ensuring sufficient air exchange. The unit takes up very little space due to its very compact design with an installation height of just 30 centimeters.

**New air distribution system**
For centralized home ventilation systems

The new air distribution system offers a universal solution for all applications. The new air distribution system can be easily installed anywhere – in the floor fill, raw concrete, the ceiling, or the attic. All components can be combined with one another, making the system highly flexible and easily adaptable to the respective building requirements.
Viessmann is setting benchmarks in the further development of solar heating with an innovative absorber coating on its flat-plate collector Vitosorp 200-F. The "switching" absorber layer reliably prevents overheating and vapor formation at times when the owner is not using the solar heat, irrespective of the control settings, power supply and mechanical equipment. Larger collector surfaces can be built to ensure high solar coverage rates and, consequently, considerable energy savings.

Switching absorber coating
Viessmann has developed and patented a coating which reduces the heat absorption in collectors before they overheat. The "switching" absorber layer functions on a purely physical basis through temperature-dependent alteration of the crystal structures. Irradiation from incoming solar radiation increases when collector temperatures exceed about 75° C. This ensures much lower stagnation temperatures in the collector, vapor formation is reliably prevented, and the solar medium and all other components in the system are protected.

If the temperature falls below 75° C again, the crystal structure returns to its original state. More than 95 percent of the received solar energy is then absorbed and converted into heat. The change in crystal structure is reversible at any time and the function is therefore permanently available.

Advantages for market partners
- High level of operational reliability thanks to reduction in stagnation temperature
- Does not depend on control settings, power cuts and mechanical equipment
- Significantly reduced wear on all system components
- Simpler component choice (such as insulation materials or smaller expansion vessels)

Advantages for users
- Increase in solar coverage for auxiliary heating and DHW generation thanks to the use of larger collector surfaces
- No overheating problems in summer or during prolonged absence
- Instant re-start after system standstill possible
- Financial support from market incentive program (MAP) in Germany

Technical specifications
- Absorber surface: 2.3 m²
Vitosol 200-T
Vacuum tube collector for large-scale solar heating plants

Vitosol 200-T (Type SPL) is a new vacuum tube collector which is specially designed for collector surfaces of more than 200 square meters and is particularly suitable for commercial and industrial applications. It allows solar heat to be used for commercial purposes, such as a system in Montpellier, where 192 collector modules supply heat to greenhouses at a French agricultural research institution. The collector includes features such as low pressure loss, reduced maintenance costs, fast, easy installation and high performance levels. It was honored with first prize from the OTTI Institute, a non-profit organization which promotes the industrial sector.

Rapid installation through modular collector concept
The collector system and the whole hydraulics system can be mounted separately. Made of standard DN 50 steel piping, the collecting main is installed after the supporting structure has been built from prefabricated profiles. The whole mounting process takes just a few minutes for each module. Because of the modular design, large collector fields, as required for solar local heating and process heat generation, can also be constructed quickly.

Advantages for owners
- Low operating costs, simple hydraulic construction and low pressure loss
- Higher collector temperature and output than with standard collectors
- Simple expansion of units thanks to modular design
- Robust design ensures a long service life and reliable operation around the world
- Largely self-sufficient solar operation possible in summer without post-heating of the heat generator (depending on design of unit)

Technical specifications
- Absorber surface (per section) 215 m²
- Tilt angle of support frame (open space and flat roofs): 23°, 31°, 39°, 48°

Vitosolar 300-F
Smart heating with condensing technology and solar auxiliary heating in a single device

The compact heating center Vitosolar 300-F with solar DHW generation and auxiliary heating offers the option of either an integrated gas or oil condensing boiler. The installation height has now been reduced in all versions, so that the device now fits into basement rooms that are two meters high. Thermal insulation in the combination cylinder has also been improved. The smart DHW cylinder makes the charge function transparent when combined with the energy cockpit on the Vitodens 300-W. Data can also be viewed even from outside the home via the Internet at any time.
The thermal insulation for DHW cylinders Vitocell 100-V and 100-W has been improved yet again for this year’s edition of the world’s leading trade fair ISH Energy. These cylinders are already rated in energy efficiency class B in their standard design with up to 20 millimeters reinforced insulation. With high-efficiency thermal insulation, they excel to achieve class A, the highest possible rating for DHW cylinders. As a result, standby losses are reduced while homeowners benefit from lower energy costs.

Maximum efficiency rating thanks to innovative thermal insulation
The new high-efficiency thermal insulation for DHW cylinders consists of lamellar panels with a ceramic support structure. Vacuum sealed, it is encased in a gas- and vapor-tight plastic film. Thanks to the vacuum, thermal conductivity is very low and thermal insulation far more effective than with conventional insulation materials.

Advantages for market partners
- Flexible adjustment to customer requirements thanks to the cylinder range with efficiency ratings A or B
- Easy to transport and install
- Maintenance-free vacuum panel

Advantages for owners
- Optimum DHW convenience thanks to rapid, uniform heating by the large-scale heat exchanger coil which reaches to the cylinder base
- Low energy consumption thanks to low standby losses

Technical specifications
- Cylinder capacity: 120 to 300 l (Label A), 120 to 500 l (Label B)
Service package – from planning to installation to operation

Digital workflow starting with the first assessment

Viessmann provides its market partners with a full-range program for all fuel sources and areas of application as well as a back-up service concept that relies on providing full-service, worry-free support to partners. In all phases – from a first assessment to system selection, order procedure, assembly, commissioning and system monitoring all the way to service support – there is an interconnected spectrum of services in the form of a digital workflow compatible with the contractors’ software.

Vitoguide with continuous data transmission
The software is also supplied to the market partners as an app. The app combines programs like the configuration browser, the Building Energy Savings Check, and ErP-compliant labeling (Energy-Related Products Directive). The professional partner can transmit the collected data or shopping cart contents to his contractor software, carry out his calculations and subsequently order the components through the online ordering system (illustrative video at http://youtu.be/i4QmFsmGGuQ).

In addition to these and the software-supported services, there are campaign-related advertising materials accessible via the online portal and support of advance sales by means of brand presence in winter sports, which attracted considerable attention from the media during the 2014/2015 season.

Service range expanded
In addition, the range of services with its seven phases was extended:
- Initial review with digital data capture and Building Energy Savings Check
- System selection with configuration browser and interface to the contractor software and dimensioning tool
- Ordering with online ordering system, interface to the Viessmann software and tracking of the delivery
- Start-up procedure with start-up assistant, registration for digital access and automatic flow balancing
- Installation monitoring with system status, energy-optimized operation and online support
- Service support with replacement part app, audiovisual system, warranty service, and online portal for service information

Logistics, training, and the Technical Service department
Furthermore, Viessmann market partners benefit from a flexible logistics concept, the Technical Service department’s customer-focused service as well as the Viessmann Academy’s demand-oriented training program, which teaches the necessary expertise in handling new technologies in a hands-on manner to heating specialists both in classroom and online training situations.
Even though there were large crowds of visitors at the Viessmann ISH stand from the first day of the fair until the last, not all market partners had the opportunity to travel to Frankfurt and to inspect the new products. That is why the big Roadshow Truck is going to stop at all German Viessmann sales offices, just as it did after the ISH 2013. The most important new products from the ISH will be shown, such as Vitovalor 300-P, Vitolacaldens 222-F, and Vitodens 300-W with Internet inside. At the same time, a flat-screen monitor will show presentations explaining to visitors the motto of the trade fair "Hybrid – Connect – Power”.

Initial event in Leipzig
This year, the ISH Roadshow premiered in Leipzig. Around 200 market partners came to the sales office and used the opportunity to gather extensive information about the products that were shown at the ISH. The truck’s journey is nowhere near its end, as it will continue to tour around Germany until the end of August. The Viessmann sales offices can provide more detailed information.
This year, the award „Trade partner No. 1” went again to Viessmann – and for the 13th time in a row. Several thousand German heating system contractors participated in a survey conducted by the industry journal „markt intern” every two years prior to the ISH Trade Fair. It rates the manufacturers’ performance in a variety of product and service categories. Thanks to a total of three top spots and a second place, Viessmann was the overall winner yet again.

Additional certificates for top spots
Editor-in-chief of „markt intern”, Hans Georg Pauli, and its editorial director, Georg Clemens, presented the “Golden Partnership Certificate” award to Prof. Dr. Martin Viessmann at the company’s headquarters in Allendorf (Eder), Germany. There were additional certificates for first place in the product areas of biomass, condensing boilers, and heating boilers and a second place in the heat pumps segment.

For the 13th time in a row
Viessmann was named “No. 1 Trade Partner”

In his acceptance speech, Prof. Viessmann pointed to the tried and tested guiding principle of the company – “Nothing is so good that it cannot be improved”, that applies today more than ever. The company chief evaluated the award as proof of the confidence expressed in the company by the trade market partners.

Maintaining the lead
“Naturally, we will continue to pull out all the stops in order to maintain our leadership position through our tremendous shared commitment to the company. We already feel that to be our obligation just by virtue of the trust our customers have placed in us. Three first places and a second place in the individual product segments have reaffirmed that we have been quite successful at it”, said Prof. Viessmann. Just as in the past, the individual results will be very carefully analyzed to determine where there is still room for improvement and how it can be addressed.
The new anti-microbial powder coating SmartProtec from Viessmann Kühlsysteme GmbH has been awarded the highly coveted rating "Highly Recommended" at the "Gulfood Awards 2015". The seal is awarded for top performances with significant commercial benefit in the food and beverage industry. The "Gulfood" in Dubai is the most significant trade fair for food, as well as hotel and restaurant equipment, in the Middle East.

Improved protection against bacteria
The SmartProtec powder coating is a standard component of the hygiene package with the TECTO Standard and TECTO Spezial chiller and freezer rooms. The physical properties of this coating ensure that no biofilms are formed on the surfaces of wall, floor, and ceiling elements, while bacteria and fungi are deprived of the conditions they need for life. SmartProtec attacks 20 percent more microbial strains than the previous coating SilverProtec, which already had very good antibacterial properties.
After their performance in the biathlon, Nordic combined, and luge competitions, the Viessmann Team athletes had plenty of reasons to celebrate. Both the "new kids on the block" and the experienced athletes performed outstandingly, clocking up 22 medals in total.

The relay teams excel
The German women’s relay team that won a gold medal consisted exclusively of Viessmann-sponsored athletes, and two athletes in the victorious men’s relay team were also wearing the Viessmann logo on their hats.

But first things first: Franziska Preuß, Laura Dahlmeier, Vanessa Hinz, and Franziska Hildebrand – the four ladies wearing Vitorange hats were radiant with happiness after their victory in the relay race in the sun-drenched stadium at Lake Höytiäinen, Kontiolahti. A “pure” Viessmann Team last competed in the relay event at the 1998 Winter Olympics in Nagano, Japan, with Martina Zellner, Petra Behle, Uschi Disl, and Katrin Apel and then again four years later in Salt Lake City, where Uschi Disl, Katrin Apel, Andrea Henkel, and Kati Wilhelm won an Olympic gold. Now, 13 years on, the next “gold generation” has emerged – and this generation is not only outstanding as a team, as impressively shown by the silver medals won by Franziska Preuß in the mass start race and Laura Dahlmeier in the pursuit event.

Gold for the men’s relay, too
The German men’s team, with Arnd Peiffer and Daniel Böhm from the Viessmann Team, were also delighted to pick up a gold medal in the relay event. The two athletes, both originally from the Harz region, played a decisive role in the German men’s victory in the relay event – the first at a World Championships in eleven years.

Medals also for foreign athletes
The foreign athletes on the Viessmann team also performed impressively in Kontiolahti. The Ukrainian athlete Walentyna Semerenko was outstanding, winning a gold in the mass start race and a bronze in the sprint event. Likewise, the Polish athlete Weronika Nowakowska-Ziemniak had two reasons to celebrate: a silver medal in the sprint and a bronze in the pursuit event. The Finnish athlete Kaisa Mäkäräinen also succeeded in adding a medal to the collection – a bronze in the single race.

Moreover, the Czech biathletes look back on exceptionally successful World Championships; their entire team is sponsored by Viessmann. Ondrej Moravec picked up a silver in the mass start race and bronze in the single race; Gabriela Soukalová secured silver in the single event. Together, they helped the Czech mixed relay team clinch the victory.

Viessmann athletes dominate at the World Championships
All four members of the winning German biathlon relay team wear Vitorange
Although only 23 years old and at the beginning of their sporting careers, these two athletes were the big winners at the Nordic World Championships in Falun, Sweden. Carina Vogt and Johannes Rydzek, both in top physical shape clocked up a total of four gold medals and one silver.

Carina Vogt: The fairy tale continues
After having surprised everybody last year with a victory in the first Olympic ladies ski jump event in history, she triumphed again in Falun – another unexpected victory. "Following her knee operation last year and a disappointing start to the season, things were not looking very promising," says the German ladies ski jump trainer, Andreas Bauer. "But then she brought home her first two victories from the World Cup, and now she’s world champion!" Carina Vogt, who is from the Black Forest, was as modest as usual after her latest coup: "I can hardly believe that everything has worked out in time for the season’s highlight. I’m calmer than I was in Sochi, but so happy." And her success did not stop there: She also picked up a gold medal in the mixed event.

The combined athletes rejoice
In Falun, the Nordic combined athletes also had every reason to celebrate. For the first time in 28 years, a German team won a gold medal in the relay event. Johannes Rydzek, Eric Frenzel, and Fabian Rießle – all Viessmann Team athletes – and Tino Edelmann were delighted with their historical victory. On the previous day, Johannes Rydzek’s own personal World Cup dream had already come true. The athlete from Oberstdorf, Germany, clinched a victory in the single event against the Italian Alessandro Pittin with a strong finish in the 10-kilometer cross-country event. "I thought I was dreaming. It was a very moving moment", the champion describes his emotions as he crossed the finish line in the arena in Lugnet.

Viessmann luge racers excel at the World Championships in Sigulda
Victories in the single and double events

The Viessmann Team luge racers came back from the World Championships in Sigulda, Latvia, with a complete set of medals in their cases. The double-seater team Tobias Wendl/Tobias Arlt picked up a gold and Felix Loch a silver in the single event. In addition, all three were delighted with the gold medal in the relay event – a victory they helped clinch. Tatjana Hüfner also brought home a medal from Latvia – a bronze in the competitive ladies race.

Felix Loch wins the overall World Cup
Although the World Championships were clearly the highlight of the season, Felix Loch’s victory in the overall World Cup has to be mentioned. For the 4th time running, the likable Bavarian athlete won the crystal ball. While Tobias Wendl/Tobias Arlt also came very close to winning, they were very happy to be awarded the European Champion title.

Even more medals for Viessmann athletes
In addition to Carina Vogt, Johannes Rydzek, and the other combined athletes, two other members of the Viessmann team – Richard Freitag and Katharina Althaus, who was champion in the mixed ski jump event – also brought home gold medals from Falun. Furthermore, a foreign athlete sponsored by Viessmann also picked up a medal in Sweden. The emerging talent Adrien Backschneider, member of the French cross-country relay team, was awarded a bronze medal.
Cycling and running – after months of indoor training during the cold seasons, everybody who enjoys sports now wants to get outdoors into the fresh air. And with the right equipment, it is much more fun getting fit out in the woods and countryside. The new Viessmann Selection Summer Catalog offers an extensive selection of attractive items for sports and leisure that are practical, stylish and top quality.

Adidas Supernova running t-shirt
A running t-shirt that looks good, has a perfect fit, and yet offers optimum comfort in motion – the Adidas Supernova. Its orange/black color combination with reflective strips is both fashionable and functional for when you are on the go. This is enhanced by the tee’s ergonomic fit and perfect moisture control thanks to the ClimaCool material.

RALEIGH Stoker e-bike
This bike assists cyclists on all tours – old and young alike, people who are sporty or not at all. The Deore smooth-shifting rear derailleur helps the cyclist make good time, but it is the Bosch e-power drive system that makes the difference. The e-bike’s free-running, 36-volt, mid-mounted motor is relatively light – only 2.5 kilograms. However, with a powerful performance of 250 Watts and up to 50 Newton meters, it easily gets the bike and passenger moving with speed. This “tail wind” enables the cyclist to save his energy and make it up even the steepest slopes. With the removable LCD display, he can fine-tune the battery settings and configure his personal driving program. In this way, he reaches his destination as quickly, economically, and comfortably as possible. The bike’s range is up to 70 kilometers.

Adidas Response Shorts
No matter whether jogging, working out at the gym or doing other leisure activities – if you are moving around in hot temperatures, you want it to be airy. These long, baggy shorts have a great casual look and provide supreme comfort. With an elastic waistband, they are a pleasure to wear. The ClimaLite polyester weave sweeps the sweat away from the skin and the mesh insert on the back yoke provides additional ventilation.