

The Viessmann Academy





Ready for the future

Only 12 percent of the 17 million heating systems in Germany are state-of-the-art. Outdated systems consume more energy than necessary and not only cut into the household budgets of system users, but also damage the environment. Consequently, modernisation of these systems has been given a high priority.

The increasing relevance of new technologies and renewables places new demands on the qualifications of those working in our industry. Those wishing to stay competitive in future, too, must invest in the qualified further training of their employees. In this endeavour, the Viessmann Academy is on your side. Our wide-ranging programme of practical seminars provides you with the armoury to face the challenges of the future.

Dr. Martin Viessmann



Added knowledge for added value

The continual further training of your employees secures an excellent market position for your business.

The heating equipment sector indicates a significant trend towards energy efficient technologies, such as condensing technology for gas or oil, as well as heating systems utilising renewables – that is heat pumps, solar thermal systems or boilers for sustainable fuels. The constant development of technology, not forgetting new legislation and standards, place increasing demands on the qualifications of those working in our industry. Only those companies that can offer their customers qualified advice can bank on long term success. Consequently, further training not only safeguards the personal development of the individual, but even more importantly, the ability of the businesses to perform and compete.

Further training has a long tradition at Viessmann. Since the 1960s, further training of trade partners has been an abiding part of the company's philosophy. Today the overall concept of the Viessmann Academy includes information centres with hospitality suites at the company head office in Allendorf (Eder) and in Berlin, as well as rooms for theoretical

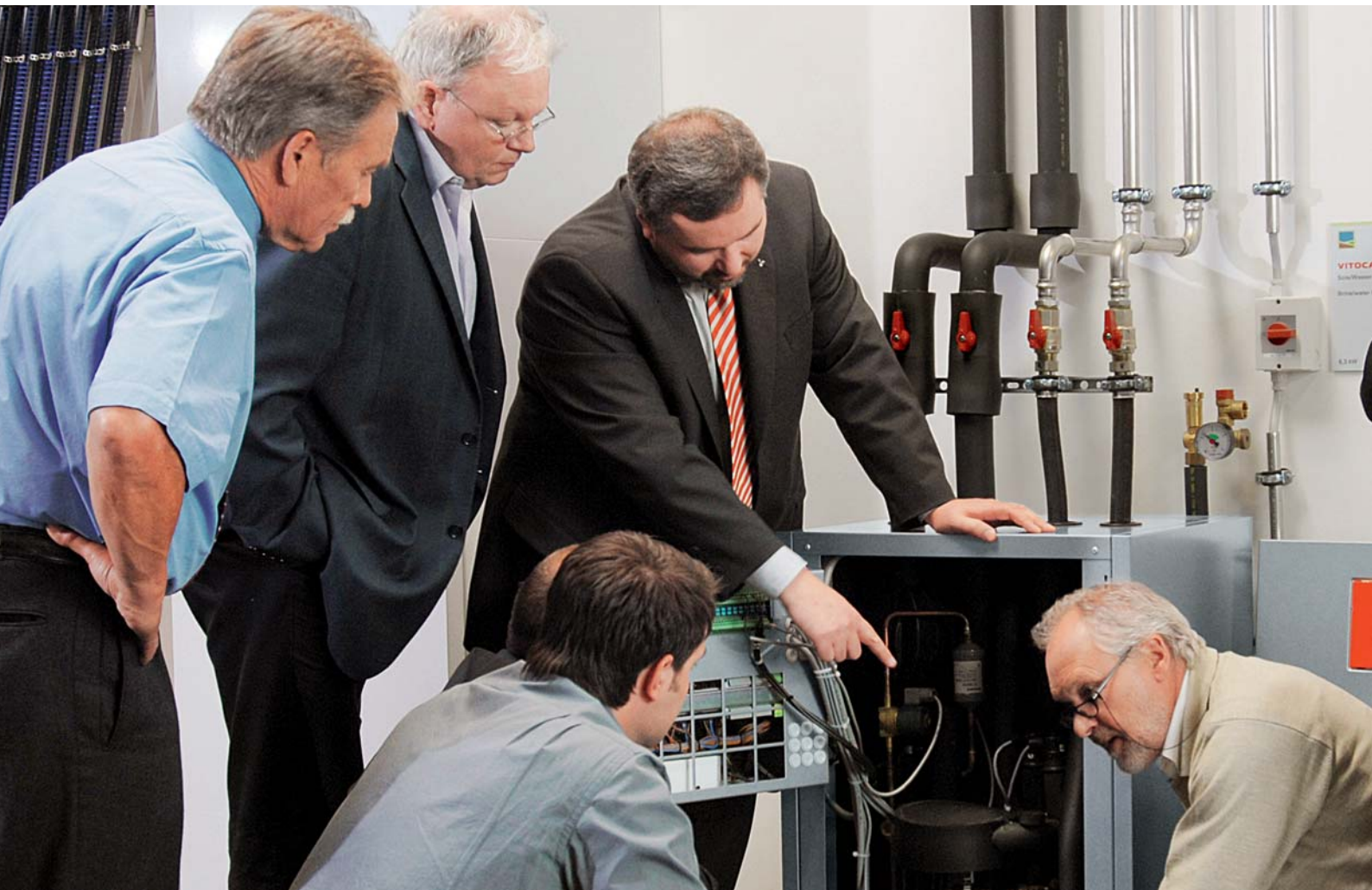
and practical training in every sales office. The Viessmann Academy not only sees itself as a training centre, but also as a meeting point for industry, trade and the scientific community.

Ready for the future

Shall we modernise now or later? Gas or oil? Better still, what about renewables? System users are understandably uncertain about what choices to make and so they require clear recommendations that promise security now and in the future. In this endeavour, Viessmann supports you with an extensive and comprehensive product range for all types of energy. In the Viessmann Academy, you can obtain the requisite knowledge concerning all products and opportunities to enable you to offer your customer the ideal heating system.



Viessmann is a member of the quality association „Tested further training“; in other words we are your qualified partner for further training.



Tailored specifically for everyday work – the seminars at the Viessmann Academy

From practical applications for practical applications

Only those that face up to the challenges of their everyday jobs and professions with flexibility and future-oriented expertise can satisfy their customers in the long run.

The Viessmann Academy offers a wide-ranging programme of workshops categorised according to technical and commercial seminars, that are application oriented and targeted at specific groups. The extensive range of seminars on offer is aimed at trade partners

in the HEVAC business, design engineers and engineering firms, architects, energy consultants, property developers, flue gas inspectors, technical colleges and public institutions.



Technical seminars

Our technical seminars provide our trade partners with up-to-date information regarding energy efficient system solutions, reliable engineering, installation, commissioning and maintenance of products from the comprehensive Viessmann product range, as well as facts about important standards, legislation and subsidy programmes. Each seminar is tailored to the respective trade group. Seminar subjects cover a wide range, for example: gas and oil condensing technology, heating technology for sustainable fuels, solar thermal systems, heat pumps, air conditioning units and control technology/data communication.



Commercial seminars

Today, technical know-how alone is not enough to secure success for your business. These days, more than ever, it is necessary to focus your efforts strategically on the market both to protect your order book now and secure your survival in the long term. In our commercial seminars we present practical subjects, for example for owners, partners of owners, leading personnel and installers in the heating equipment trade. Subjects range from strategic marketing and sales training, via successful and future-proof business management, as well as efficient cost accounting, to questions regarding construction contract law and the heat contracting service.



Target group seminars

We also offer seminars tailored to the specific trades that are active in the heating sector. These include architects, design engineers, energy consultants, property developers, flue gas inspectors, technical colleges and new customers. In these seminars we present current trade-specific know-how, oriented to the requirements of the participants.



The Viessmann Academy in Allendorf (Eder)

A location that exudes modernity, clarity and transparency can also expand the outlook of its visitors: The Viessmann Academy opens new horizons – as soon as you enter.

The new academy building is located at the company's head office in Allendorf. Extensive training facilities are available to Viessmann trade partners over an area in excess of 6 000 m².

A work's visit rounds off the training programme. Here, visitors gain an impressive view of the Viessmann production and quality assurance, as well as the site energy centre.

The new academy building is architecturally distinctive because of its functionality, clarity and openness. Heavily influenced by the Bauhaus style, famous for its unity of art, craft and technology, this modern building directs the visitor's view towards the future. On the upper floor, a total of twelve seminar and training rooms are available. Seven training rooms are equipped with Viessmann's entire comprehensive product range for product training sessions.

Apart from condensing boilers for oil and gas, the centre also provides plenty of space for renewable energy systems for solar, biomass and natural heat.

Relaxation at the end of a seminar is on offer at the picturesquely situated hospitality suite in nearby Battenberg. There, guests can enjoy first class service and the local Hessian specialities in a cosy „pub“ or on the sun terrace.



The ground floor of the academy is home to an exhibition of Viessmann products.



Technology of the future: The new energy centre supplies the academy and factory with heat and power, including the use of heating systems that utilise sustainable fuel.

The Viessmann energy centre

In the forward-looking Viessmann energy centre, you can experience innovative heating technology of the future – today.

The new energy centre in Allendorf is adjacent to the academy building. It supplies the entire site with heat and power on the basis of an innovative energy concept. This integration of various heating systems using different kinds of sustainable fuel is pioneering.

In addition, the energy centre will also be available for demonstration and training purposes. It provides a ‚live‘ demonstration of the different heating systems for all fuel types in different output sizes.

Apart from advanced condensing technology, the energy centre includes pellet boilers, a gas fired CHP system, as well as two boilers fired by woodchips and operating with a Stirling engine or ORC generator (Organic Rankine Cycle). The total output of this energy centre is approx. 18 MW thermal and 600 kW electrical.

The walk-on solar roof can be inspected by visitors. It includes vacuum tube collectors installed over a 135 m² area, that provide solar cooling in summer and central heating backup in winter.

The impressive chimney stacks, comprising seven stainless steel chimneys, each of 33.5 m height easily catch the eye.



The walk-on solar roof with tube collectors delivers energy for heating in winter and cooling in summer.



The energy centre was also designed for the generation of heat and power from sustainable fuels.



The Viessmann Academy with hospitality suite in Berlin

Berlin has reinvented itself as an economic centre. Year on year, more trade partners utilise the offers available at our academy in the capital.

Our hospitality suite in Berlin offers our guests comfortable bedrooms, a restaurant and a „pub“ in the old Berlin style. A skittles alley provides well-earned relaxation – and easy access is ensured by the well-designed infrastructure.

Our Berlin facility produces medium-sized as well as industrial/commercial boilers and is well worth a visit. This location, too, is supplied with heat from an energy centre. Medium and industrial/commercial boilers are used here with efficient condensing technology for oil and gas, as well as a pellet boiler.



Artful lighting installations provide timeless elegance and are typical of the modern character of this building.



The new energy centre at the Viessmann site in Berlin.

The Berlin Academy offers visitors a stylish ambience whilst attending their seminars.



- Viessmann sales offices
- Viessmann representations

Viessmann – worldwide near you

Worldwide, Viessmann maintains more than 120 sales offices. Locally, the company provides day seminars with qualified further training for our trade partners. There, interested parties can also book seminars at our academies in Allendorf (Eder) and Berlin.

As part of the academy programme of seminars, all of our 120 sales offices also offer day courses in their own, modern seminar and training rooms. In these sessions, practical

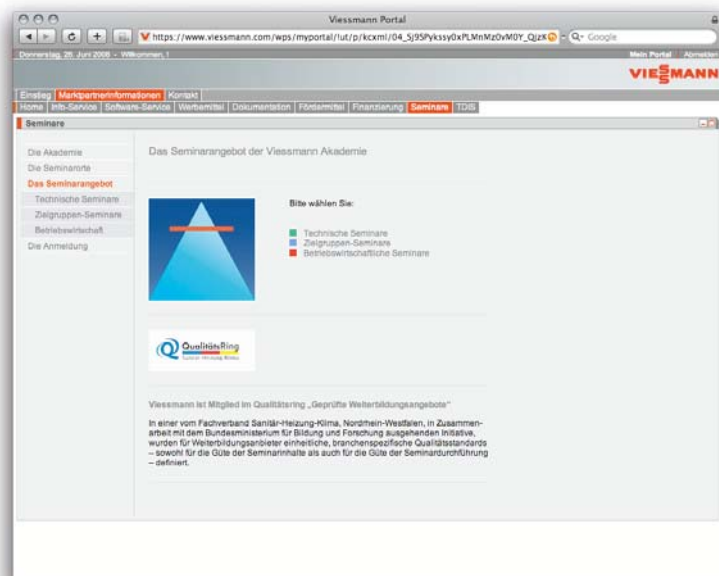
further training such as, for example, adjusting steps and troubleshooting on installed appliances, are frequent topics covered.

The first step: Further information and application

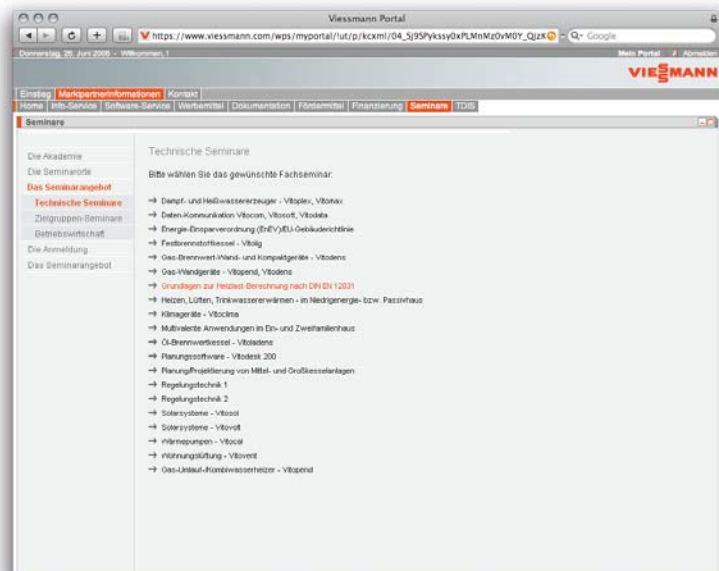
Our website www.viessmann.de provides quick and easy access to information regarding the Viessmann Academy and its range of seminars.

For detailed information regarding all seminars offered by the Viessmann Academy, see the „Marktpartner-Bereich“ on our website: www.viessmann.de.

Should you be interested in one of our seminars, please request the corresponding seminar calendar. In this connection contact your local Viessmann sales office. Viessmann looks forward to your application and guarantees that the range of seminars offered by the academy is 100% tailored to the professional requirements meeting heating engineers and plumbers every day. After all, practice makes perfect.



The current programme of seminars at Viessmann information centres on the internet.



Summary of technical seminars.



climate of innovation

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