



## **Newsletter 1 / October 2008**

### **OPTIMUS is still in demand**

### **OPTIMUS is now EU-OPTIMUS**

The project OPTIMUS, promoted by the German foundation for environment, was conducted from 2002 to 2005. The outcome of the project aroused much attention throughout Germany. OPTIMUS was conducted in response to the requisition by the SHK guild of Wilhelmshaven and the partner institutions of the research group, namely the Practical Vocational Training – a division of the Bremen University – the industrial undertaking Wilo of Dortmund, the technical secondary school of Wolfenbuettel and the vocational school II of Wilhelmshaven. More information about this is available at “[www.optimus-online.de](http://www.optimus-online.de)”

In connection with the programme Leonardo da Vinci OPTIMUS, Sweden’s Wilo-Brain Centrum “Sveriges Energi- & Kylcentrum ABIUC (IUC)” of Katrineholm applied for disseminating the same to other European countries, to which the national agency in Stockholm responded positively at the end of 2007. The other members of the project “EU-OPTIMUS” headed by IUC are:

- State Association of Craftsmen (LVH) of Italy ([www.lvh.it](http://www.lvh.it))
- Dublin Institute of Technology (DIT) of Ireland ([www.dit.ie](http://www.dit.ie))
- Magyar Épületgépészek Szövetsége (MEGSZ) of Hungary ([www.megsz.hu](http://www.megsz.hu))
- Industrial concern Wilo of Dortmund ([www.wilo.de](http://www.wilo.de)), ModernLearning of Berlin ([www.modernlearning.de](http://www.modernlearning.de)) and the guild for sanitary and heating engineering of Wilhelmshaven ([www.handwerk-ammerland.de](http://www.handwerk-ammerland.de)).

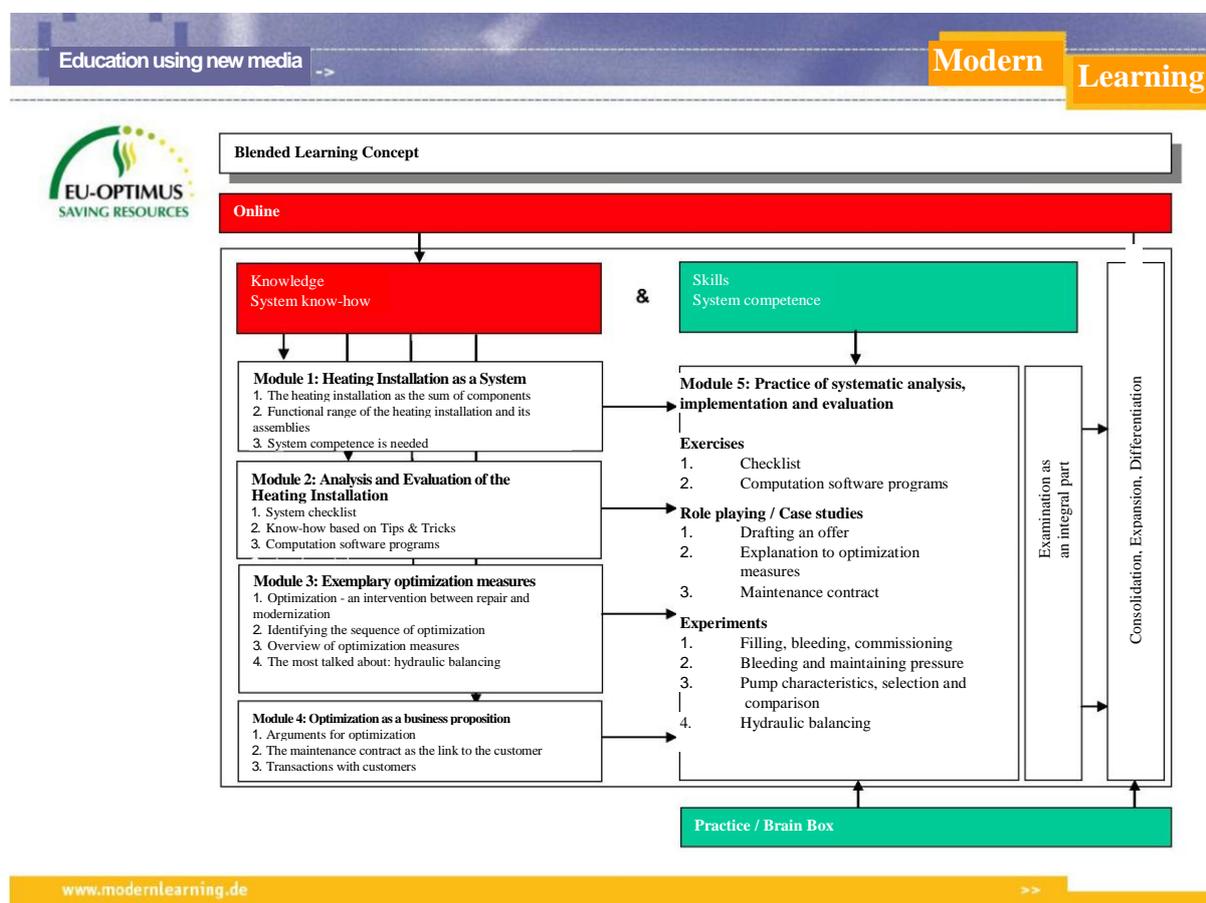
You will find more about EU-OPTIMUS at “[www.eu-optimus.eu](http://www.eu-optimus.eu)”

### **Why EU-OPTIMUS?**

The project OPTIMUS underlined the fact that optimization of heating installations aims to utilize energy more efficiently. With low investments alone, it is possible to save energy as well as to sustainably bring down the volume of emissions. OPTIMUS has also shown how skilled workers can be qualified to that end. And precisely this is the objective of EU-OPTIMUS, albeit with a fundamental difference. In EU-OPTIMUS, the offer of qualification derived from OPTIMUS will be designed according to the concept of Blended Learning. The reason for this is that, as a rule, skilled workers and proprietors are not in a position take part in advanced learning programmes that last for days together. Therefore, ways and means are being found to offer a major portion of the courses online to the interested public so as to enable participants to learn while being independent of the place and the individual and saving time.

## The Blended Learning Concept

The qualifying course offer of "Optimization of Heating Installations" adapted from OPTIMUS has been redesigned and formed into five modules. While four of the modules are presented online, the fifth module is one that requires participants' direct attendance. The following graphic provides an overview of this:



## Overview of online modules

### Module 1: The heating installation as a system

Taking the scheme of arrangement in a heating installation as an example, its assemblies and components are explained. In this, the Tips & Tricks part plays an important role. The assemblies are discussed less in detail but more in the context of the functional areas of the heating installations. Many examples of the fact that the system comprehension is crucial for heating specialists lay stress on ensuring the fuel value effect or the regulation of the entire heating installation.

### Module 2: Analysis and evaluation of a heating installation

This module outlines the methods of handling optimization tools like the system checklist, Tips & Tricks and computation software programs. This is based on a sample household and using data records. The heating loads are calculated and presettings for thermostat valves are carried out.

### Module 3: Exemplary optimization measures

Once the terminology is explained, the sequence of optimization measures is presented in an overview. A few video clips demonstrate the optimization procedures carried out in the sample household. These discuss thoroughly the hydraulic balancing which is present in every contemporary heating installation.

### Module 4: Optimization as a business proposition

Considering the advantages like energy efficiency, reduction of pollutants and improvement of convenience, optimization of heating installations is becoming more and more into a business proposition. So as to support this assumption relevant data and facts are presented. In the given context, the maintenance contract is an important connecting link for the customer. Optimization of heating installations promises to be a business proposition if the SHK industry is projected as a service provider.

### The final course with compulsory attendance

The final Module 5 with inputs on practical the aspects of optimization will be conducted as a course that requires attendance. This module allows the participants to apply and practically verify the know-how they have acquired online. Using the Wilo-Brain Box and applying the optimization tools (system checklist and computation software programs) optimization methods, such as "Replacement of a Pump" and "Hydraulic Balancing" are studied. If necessary, role playing exemplifying transactions with customers is practised as an important factor of the business proposition "Optimization of Heating Installations".

### The EU-OPTIMUS offer

The online modules 1 to 4 are ready and you can view them. Early 2009 also Module 5 will be available for the attended course. To log in to modules 1 to 4, follow these steps:

1. Send us an e-mail containing your name and address to:  
***estein@stein-boesch.com***
2. You will receive by return mail the access details for the EU-Optimus learning platform.

Early 2009 in Newsletter 2 we will provide more information about the course requiring compulsory attendance with details like dates, contents, place, cost etc. The first course requiring attendance is planned for February / March 2009.

If you have any questions regarding the project and the offer of Blended Learning, you will find more information at "www.eu-optimus.eu". Naturally, you can always write us at

***Innung für Sanitär - und Heizungstechnik Wilhelmshaven***  
***Eckhard Stein***  
***Kieler Strasse 74***  
***26382 Wilhelmshaven***

We will respond to you as early as possible.

Sincere regards

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E. Stein, Guild Master SHK Wilhelmshaven