

## Brunata wins orders worth €10 million for district heating units

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**Brunata is winning large orders in Bulgaria and France and expanding on the Danish market. In Denmark, the company has just completed an order for a large waste management and district heating company, Vestforbraendingen, which is undertaking a major expansion of the district heating network.**

A Danish-owned family firm with 550 employees in Denmark and abroad, Brunata has just won an order for approx. 1,900 district heating units (50 kW - 8 MW) for Sofia in Bulgaria. The company also has a large order for France, where it will supply some 100 district heating units for the city of Angers in collaboration with a French contractor. In total, the orders amount to €10 million.

*Effective district heating units like OpTherma, adjusted to local needs and demands, ensure an optimum connection between networks of the district heating plant and the local buildings – good for the economy as well as the environment.*



Brunata has previously successfully supplied and installed more than 7,000 OpTherma district heating units for Sofia's district heating network. With this last order, the company has won four tendering rounds worth more than €26 million.

In Denmark, Brunata has just completed an order worth approx. €1/4 million for Vestforbraendingen, which over the coming years will expand and offer district heating to a number of new customers. "This has been a very interesting order, partly because the end customer, a major Danish pharmaceutical company, required very high quality and safety standards, as its production is sensitive to even the smallest variations," says Klavs Fischer Hansen, Managing Director of Brunata. Jens Borchmann, Project Manager at Vestforbraendingen, is very satisfied with the service and professional support provided by Brunata and says: "Overall, Brunata has delivered a very fine product with the OpTherma district heating units adapted to our requirements and the company has acted as a flexible and professional supplier during the project." Klavs Fischer Hansen has no doubt that recommendations from Vestforbraendingen in Denmark - and from abroad - are essential when Brunata seeks access to new European markets.

In fact, the story of Brunata's OpTherma district heating units begins in Bulgaria, where Brunata originally established a subsidiary in Sofia with a view to producing heat cost allocators for which Brunata has a patent. However, it turned out to be more obvious to produce district heating units, as a natural part of the modernisation of Sofia's heating network, explains former Managing Director Jens Peter Fischer Hansen, Klavs Fischer Hansen's father - and so we did.

Today, Brunata has produced more than 10,000 district heating units of varying sizes at the factory and Brunata is delighted with the production, which supports the company's vision of optimising resources. An effective district heating unit such as OpTherma, adapted to local needs and requirements, ensures a correct and optimum connection between the district heating network and the building's heating system, which is beneficial both financially and environmentally!



*Brunata opened a new factory in Bulgaria in October 2010. It supplies OpTherma district heating units of all sizes – typically between 25 kW and 18,000 kW and adapted to local needs and requirements. In the photo, the factory is blessed by the local priest.*