



**IT EVEN SOUNDS PERFECT..
AND THAT'S JUST FOR STARTERS**

IN ADDITION TO BEING WHISPER-QUIET




- 1** SMOOTH DEGASSING OPERATION
- 2** LOW DEFECT RATE & REPLACEMENT COSTS
- 3** LOW SERVICE & MAINTENANCE
- 4** HIGH DEGASSING PERFORMANCE

**BENCH CARD
Internal use only**



**THE SOLUTION THAT
EVEN SOUNDS PERFECT**

	SPIROVENT SUPERIOR S250	REFLEX SERVITEC MINI (8835800)	REFLEX SERVITEC S (8832000)	FLAMCO VACUMAT BASIC (17002)	IMI VENTO ECO EFFICIENT (V2.1F)	IMI VENTO COMPACT CONNECT (V2.1FE) (303030-20400)	IMI SIMPLY VENTO (V2.1S) (303030-10400)	TTM NOXGEN C650 (509554)
								
Pressure range (bar)	0,5 -2,5	0,5 - 2,5	0.5 - 4,5	0,8 - 3,0	1 - 2,5	0,5 - 2,5	1 - 2,5	0,8 -5
Working volume (m3)	5	1	6	115	10	10	10	50
Max degassing performance (l / h)	74	50	50	115	200	200	200	135
Weight (kg)	11	5,6	12,4	21	29	30	28	26
Dimensions HXWXD (mm)	524 x 386 x 252	420 x 295 x220	572 x 340 x 211	705 x 260 x 255	930 x 550 x 325	575 x 520 x 350	575 x 520 x350	960 x 560 x250
Minimum working temperature °C	15	0 / 15 ?	0	3	0	0	0	0
Maximum working temperature °C	70	60	70	70	70	90	90	70
Number of moving parts (system robustness)	1	1	2	2	3	2	1	1 ?
Type of valve (motorized ball valve / solenoid)	-	-	m	s	s	s	-	-
Glycol (yes / no)	n	n	y	y	y	y	y	y
Glycol % in water	n.a.	n.a.	50	< 30	< 50	< 50	< 50	< 30
Refill (yes / no / optional)	n	n	y	y	o	y	n	n
Max refill volume (l / h)	n.a.	n.a.	80	180	n.a.	n.a.	n.a.	n.a.
Noise output (dB)	41	55,2	55	64	65	55	55	61
Pump control (continuous / onoff / speedcontrol)	S	O / O	O / O	O / O	Cont.	O / O	O / O	O / O
Type of pump (centrifugal / membrane)	C	M	M	C	C	C	C	C
Interface (+ / ++ / +++)	+	+	+	++	++	++	++	++
Connectivity (+ / ++ / +++)	+	+++	+++	+	++	++	++	+
Smart switch (yes / no)	n	n	n	n	n	y	n	n
Smart control (yes / no)	y	y	y	y	y	y	y	y
Average gross listprice (wholesaler) *	£ 2,489.00	£838.00	£ 2,741.00	£ 2,578.00	£ 4,221.00	?	?	?
Absorbed power (kW)	0,145	0,06	0,2	0,68	0,6	0,75	0,75	0,75
Ingress protection	IP44	IP54	IP42	IP54	IP54	IP54	IP54	IP44

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TALKING POINTS



Yes, we do have a low noise system (41dB). But the price of the Reflex Servitec Mini is three times cheaper!!

It's the story behind the noise what makes the difference!! The S250 is a more robust and qualitative system. Just look at the working volume column (m3).

It can be concluded that the Servitec Mini performance is worse. The maximum degassing performance 50 l/h on the Servitec Mini and S. Whereas the working volume of the mini is 6 times less.

Asking this question will be enough to highlight it has a mediocre technique.

NOTES

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Working volume (m3)	5	1	6	115	10	10	10	50
Max degassing performance (l / h)	74	50	50	115	200	200	200	135
Interface (+ / ++ / +++)	+	+	+	++	++	++	++	++
Connectivity (+ / ++ / +++)	+	+++	+++	+	++	++	++	+
Smart switch (yes / no)	n	n	n	n	n	y	n	n
Smart control (yes / no)	y	y	y	y	y	y	y	y
Average gross listprice (wholesaler) *	£ 2,489.00	£838.00	£ 2,741.00	£ 2,578.00	£ 4,221.00	?	?	?









TALKING POINTS

Okay connectivity is a point of attention for Spirotech. As being critical to competitor's appliances, we could be critical to ourselves as well. Connectivity is an important topic on the Roadmap for the coming years.

At the same time, we could question whether this is really making the difference for the customer. Is it really of additional benefit to have an extensive connection to a BMS in a smaller heating room? Does the heating room really have an advanced BMS?

In the systems where the S250 is proposed, extensive BMS is usually not available/required.

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Type of valve (motorized ball valve / solenoid)	-	-	m	s	s	s	-	-
Glycol (yes / no)	n	n	y	y	y	y	y	y
Glycol % in water	n.a.	n.a.	50	< 30	< 50	< 50	< 50	< 30
Refill (yes / no / optional)	n	n	y	y	o	y	n	n
Average gross listprice (wholesaler) *	£ 2,489.00	£838.00	£ 2,741.00	£ 2,578.00	£ 4,221.00	?	?	?

TALKING POINTS

Looking at the Flamco & IMI versions. With the Superior S250, we miss out on glycol and the refill option. This is the most important driver to position the price lower than € 2.835 , as price perception is often based on a single conclusion.



It could be questioned whether glycol is relevant? In the light commercial application, it isn't commonly used. You only use glycol if it is necessary, not for fun.

In the units with a refill option, we can see a lower product reliability & lifetime. This as refill options always need a valve. We all know, the lesser moving parts, the higher the reliability.

Apart from the pump as moving part, Flamco & IMI, also have one or two valves.

* = Average prices of all Spirotech regions

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Type of pump (centrifugal / membrane)	C	M	M	C	C	C	C	C
Average gross listprice (wholesaler) *	£ 2,489.00	£838.00	£ 2,741.00	£ 2,578.00	£ 4,221.00	?	?	?
Absorbed power (kW)	0,145	0,06	0,2	0,68	0,6	0,75	0,75	0,75

TALKING POINTS

As told, the SpiroVent Superior is robust and offers a long trouble-free lifetime. Reliability for the pump is at its highest with us because;

- 1) Excellent NPSH (Net Positive Suction Head) due to venturi loop (vs Pneumatex and TTM).
- 2) Speed controlled functioning is better for the lifetime of the pump.
- 3) The centrifugal pump (vs Reflex - membrane) works out far more advantageous in regard to quality & sound, especially in systems in for example small hotels, offices, small “hospitals”.

Know that we recently explained the Venturi Loop technology to Grunfoss. They were very enthusiastic about the NPSH. They see this is unique, which could extend the lifetime of the product to the level comparable to boilers.

NOTES