

**News/status from IEA Task 24**

June 2001

**Solar Heating and Cooling Programme  
Task 24, Solar Procurement.**News and status

During the first 3-year period various approaches to create buyer groups and procurement activities have been initiated in the participating countries. A summary of the most important in every country is given below.

**Canada**

Two community-based organisations in Canada have been working towards expanding the market for solar water heaters within their regions. The leader, Peterborough Green-Up, has installed 9 systems, which were tendered and selected from three manufacturers and has undergone extensive testing at the National Solar Test Facility. Parties involved include Peterborough Green Up, Peterborough Electricity Utility and City of Peterborough. The second organisation, EnerACT (Energy Action Council of Toronto) has installed their first 8 systems. Local utilities, municipal governments, and Natural Resources Canada are co-sponsors in these two projects.

An NGO and a utility jointly launched the tendering of Phase II in Peterborough and Toronto in autumn 2000. The systems will be installed during 2001. Most likely, several communities will participate in the Phase III tendering, and up to 50 systems will be installed in each community. A market transformation study will be undertaken. A market survey, new performance and system specifications and the value of peak saving electric load with solar water heating will be included in this activity.

**Denmark**

In Denmark the campaign "Sun over Thy and Mors Regions" is running with the local electricity utilities. Thy and Morsø Utility have 18.000 customers of which about 1000 have electricity heated houses. A tender has been carried out and the winning solar heating plant is offered to those customers. Result: 20 SHS sold in 2000. The campaign is continued in 2001.

KFS house builders, delivering new single-family houses in a region in Jutland, (50 houses a year) are offering solar heating in their house concept. The offer is made using a local panel manufacturer and local boiler manufacturer. The price is not significantly low, however the approach is so new that the results cannot be measured yet. The idea will be taken up with other larger housing manufacturers / house builders.

A Danish Internet WEB-site for private homeowners [www.soltilbud.dk](http://www.soltilbud.dk) has been set up in summer 2001. Manufacturers and installers have submitted very good prices on systems in three categories. A committee has judged the offers with respect to given criterias and a "best offer" in each category was chosen. The systems and prices are presented on [www.soltilbud.dk](http://www.soltilbud.dk), where the buyers can order systems at fixed installation prices. The winning consortium has lowered its prices with approx. 20 %, which means very good prices offered to the buyers via the internet. Till now 1200 have visited [www.soltilbud.dk](http://www.soltilbud.dk), but till now no one has signed up to buy a system.

Contacts have been established to other potential buyer groups: Typical for most of the companies/organisations has been a very positive attitude towards the idea – but it has not been possible to make them take the last step: to join the campaign.

**Sweden**

In a Technology Competition, Sweden had tenders on small domestic hot water systems(SHS) at the end of March 2000. The winner has been appointed: A system from Uponsor AB. In March, 1800 buyers signed up on the WEB site to buy this plant, and contracts are going to be made in 2001. The Uponsor system is a new system with a low cost light weight plastic collector. In autumn 2001 further improvement to the system will be done.

An invitation for tenders on Large Solar Collectors has been sent out. The cost that is set out in the mandatory request is aiming for a substantial price reduction for the buyers that are participating. The purchase should extend to a total of 5.000 – 10.000 m<sup>2</sup> solar collector area in larger systems but the total order purchased area reached 2.000 m<sup>2</sup>. It is

considered to continue the registration in the 2. round of the IEA task 24 and to make it part of an international tender.

### **Switzerland**

Contacts have been established with different electricity companies with the intention of forming buyer groups and starting projects. Experience has been gathered from some municipal initiatives such as "Solar roofs in the city of Zug". This project concerns hot water for single-family houses and for multifamily houses with less than 10 apartments. The intention is to have turnkey installations at a fixed price, professional management and to use only certified components. Wasserwerke Zug is organising. 40 systems of 10 m<sup>2</sup> installed. Other contacts or plans have been established and contacts to the Union of Swiss City Works are planned.

The Swiss Solar Energy Society (SSEC) is now planning an Internet-based project with a "virtual" buyer group. It is aimed at private house owners, and the call for tender will be in accordance with the Task 24 guidelines. A local project team has been formed, consisting of, among others, PR specialists, computer experts, suppliers, contractors and Swiss Task 24 representatives.

### **The Netherlands**

Several solar campaigns for systems in existing dwellings as well as in new housing development and large renovation have been running in the Netherlands.

3 buyergroups have been formed for domestic systems in existing dwellings, including campaigns with ASN-Bank and WWF and Sol\*ID. The latter is a national installation company, the so-called "Sol\*ID solar company", owned by 40 installers. Sol\*id is the only Dutch installation company that offers solar sales and installation services on a national scale and it offers an opportunity for customers to have only one contact person who takes the whole responsibility.

In 2000, the utilities Essent and RENDO started in co-operation with Ecofys a campaign aiming at stimulation of the implementation of solar water heaters in new housing developments in the provinces of Drente and Groningen. The goal was set on 1,200 solar water heaters. After a publicity campaign, 47 projects with a total of 2,079 domestic houses participated. Of these houses about 1,400 will be equipped with solar water heaters.

A European survey called 'Solhas' has started in order to develop a market strategy for solar water heaters for the market sector of housing associations. The final aim is to establish European scale buyer groups of Housing Associations which will tender during the second, more international part of the IEA task 24.

Work for medium-sized systems is carried out through the "Space for Solar" initiative.

This is a buyer group of 59 participating organisations most housing associations and rest homes. The initiative has a portfolio of more than 100 projects, with a total of approx. 20,000 m<sup>2</sup> which are to be realised the coming years. A tender for turnkey delivered systems was issued in December 2000 and the winner of the tender will be selected in May 2001.

### **Continuation of the task**

It is evident that that the participants of the task have been inspired by each other and have benefited from this exchange of experience. This co-operation will be enforced in the 2<sup>nd</sup> international round, where the following procurement and buyer group activities are foreseen:

Continuation of creation of buyer groups for small plants (virtual buyer groups in Denmark, the Netherlands and Switzerland) and for large plants with a beginning international touch. The International buyer group "SolHas" will tender during the second round. The 2<sup>nd</sup> Space for Solar tender for medium sized systems will take place in this round, where the buyers will be sought outside The Netherlands also.

Sustainable market development is a main target - and not only price reductions, but also creation of buyer groups, which represent parties who didn't buy other wise, can be the basis for such a sustainable market.