

**The International Energy Agency  
Solar Heating and Cooling Programme**

**TASK 24  
Solar Procurement**

**TASK STATUS REPORT**

**May 2001**

**Formas, The Swedish Research Council for Environment,  
Agricultural Sciences and Spatial Planning**

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## **TASK 24: SOLAR PROCUREMENT - TASK STATUS REPORT**

### **1. TASK DESCRIPTION**

#### **Objectives**

The main objective of Task 24 *is to create a larger and sustainable market for active solar water heating systems (mainly domestic systems).*

This will be achieved through major cost and price reductions for all cost elements, including marketing and installation, as well as performance improvements and joint national and international purchasing.

#### **Duration**

Task 24 was initiated on 1 April 1998 and will be completed on 31 March 2003.

#### **Participation**

Five countries - Canada, Denmark, The Netherlands, Sweden and Switzerland - take part in Task 24. Belgium and Finland are contemplating joining the Task, see further below.

#### **Subtasks**

Task 24 is divided into two Subtasks, each co-ordinated by a lead country:

*Subtask A: Procurement and Marketing* (Lead Country: The Netherlands).

The objectives of Subtask A are:

- To raise general interest in active solar thermal solutions, and
- To form buyer groups to purchase state-of-the-art and innovative systems.

The procurement activities consist of two rounds: the first with small national projects and a low degree of joint international collaboration, and the second with larger projects and a higher degree of collaboration.

*Subtask B: Creation of Tools* (Lead Country: Denmark)

The objectives of Subtask B are:

- To collect, analyse and summarise experience
- To create tools to facilitate the creation of buyer groups and the realisation of projects and procurements. The tools will be included in a manual, "Book of Tools".
- To define a process for prototype testing and evaluation, using existing methods.

## **2. TIMETABLE AND MILESTONES**

See Milestones table, [Appendix 1:1-3](#).

## **3. NEW DEVELOPMENTS, ONGOING AND PLANNED WORK**

### **3.1 Procurement activities and competitions**

The Netherlands is Task Leader of Subtask A, in which the procurement and marketing activities are included.

The First Round of Task 24 is now ending. It has included analysis of the market situation in the participating countries, identification of buyers, forming of national buyer groups, drawing up of specifications and competition documents, and launching of national procurements and competitions. The buyer groups consist of, among others, representatives of municipalities, utilities, housing corporations, construction companies, NGOs and other organisations.

Overviews of different national projects are included in [Appendix 2:1-5](#) and summaries are made below.

#### ***Canada***

A project with two community-based organisations in Canada has been built up in different phases. After the completion of the Phase I tendering, three manufacturers were selected to supply the solar systems, and 17 systems have been installed in two communities. An NGO and a utility jointly launched the tendering of Phase II in two communities, Peterborough and Toronto, last autumn. They plan to install 20 and 30 systems, respectively. After evaluation of the tenders, it is expected that the systems will be installed during the spring of 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.

Further update of the Canadian activities will be included when a new Canadian National Expert has been nominated.

#### ***Denmark***

A solar campaign, "Sol over Thy og Morsø", was launched together with two utilities in the regions of Thy and Morsø in Northwest Jutland in Denmark. The tender documents were sent out in March 2000, and after evaluation of the tenders submitted, two suppliers were selected. So far, the campaign has sold about 20 systems, of which 8 larger 12 m<sup>2</sup> systems, and the others mainly 8 m<sup>2</sup> combined space-heating and hot water systems. There is large interest among the utilities' customers and the campaign continues until the summer period of 2001.

Contacts have also been established with several companies and organisations as potential buyer groups. Contacts initiated in 2000 with the Danish Association of Plumbers will be

continued. The intention is to establish collaboration and the goal is to install 30-40 systems per installer per year. Further contacts will also be developed with, among others, the Danish environment offices, house-building associations and “green” municipalities in order to establish long-term relations. Co-operation will continue with a housing developer, who will include solar systems as an option when selling their houses.

The housing developer KFS-Houses builds approximately 50 houses each year in North Jutland. Normally there is floor heating in the houses, which is very suitable for combined solar space heating and domestic hot water. Three different solar systems have been designed: Small (4 m<sup>2</sup>) and bigger (6 m<sup>2</sup>) domestic hot water systems and 8 m<sup>2</sup> combined systems for space heating and domestic hot water. KFS will now include solar systems as an option when they sell their houses.

Several contacts have been taken with the Danish World Wildlife Foundation and the Danish Nature Conservation Foundation. Both organisations were at first interested in co-operation with Task 24 as buyer groups, but have now decided to postpone their involvement.

Based on the experience and ideas from Sweden and Switzerland, work is now going on in Denmark for the creation of buyer groups via a web-site on the Internet. Competitions will be launched in 4 regions about who can offer the best 2-3 different sized systems to fixed installation prices. The tender material is being prepared and the winning systems will be described on the web-site.

### *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. In the early part of 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.

Another initiative was the formation of a national installation company, the so-called “Sol\*ID solar company”, owned by 40 installers. The company has an open character, which means that other installers can join. However, they have to prove that they can offer a certain quality level. “Sol\*ID” is the only Dutch installation company that offers solar sales and installation services on a national scale. It established new ways of marketing, for example through a national call centre (including a web-site). Another example of this new way of marketing solar water heaters is the campaign of the Dutch ASN Bank with publishing of articles in magazines, offering special financial arrangements.

Work is also going on for medium-sized systems in the Netherlands through the “Space for Solar” initiative. This is a buyer group of 59 participating organisations, mostly housing associations and rest homes, with a portfolio of more than 100 projects, with a total of approx. 20,000 m<sup>2</sup>. A tender for turnkey delivered systems was issued in December 2000 and the winner of the tender will be selected in May 2001.

A survey project called “Solhas” was started together with the umbrella organisation of all housing associations in the Netherlands and its counterparts in nine other European countries. The aim of the project is to establish a dedicated product and marketing strategy for housing associations in Europe and to form an international buyer group of housing associations for the Second Round of Task 24. Already 24 housing associations have declared that they want to participate in such a buyer group.

Ecofys is now preparing a “Soltherm Europe Initiative” which will aim at a fast, but good solar thermal development. The goal is to realise 15 million m<sup>2</sup> in 2004, among other things by creating co-operation between sales and installation companies and by information campaigns. Much synergy can be gained by collaboration with existing initiatives, such as Task 24. The Task 24 participating countries are now asked about their interest in participating in the Initiative and also in an Altener proposal.

### *Sweden*

Intensive work has been going on in Sweden for raising the interest in solar systems and it has included brochures, several articles, promotional meetings and TV presentations. Two buyer groups were established – one for small solar-heated domestic hot water systems (5-10,000 m<sup>2</sup>) and the other for solar collectors in larger systems (10,000 m<sup>2</sup>). Interested buyers could announce their interest via the Internet. For the small systems more than 2,000 house-owners have notified their interest so far.

The competition for the small systems was launched last year and a large number of entries were received. After a first evaluation, eight prototypes were tested by an independent testing laboratory. A spin-off effect of these tests is that as from next year the laboratory will be able to offer the industry testing at a routine basis. After the tests of the prototypes, the results were evaluated by a jury and a winner was announced in March this year. The winning system “Uposun HW 300” from the Swedish company Uponor is a new lightweight, corrosion-free construction, which to large parts can be made of recycled plastics. The manufacture is highly automated and the low weight makes the system easy to install. Five pilot systems will now be installed at five house-owners that belong to the buyer group. Delivery of the systems is expected to begin in the summer of 2001.

In the project for solar collectors in larger systems, also launched last year, entries from 11 manufacturers, of which 4 international ones, were received and evaluated by an evaluation group. The minimum goal for the purchasing of solar collectors in large systems is to reach a total amount of binding orders for 4,000 m<sup>2</sup>. So far, 8,000 m<sup>2</sup> has been registered from interested buyers, but has to be converted into binding orders before a winner or winners can be selected. If the goal cannot be fulfilled, a decision may be taken not to continue the project. But also in this situation substantial results have been achieved, for instance about formulation of tender documents for larger systems.

Further information about the Swedish projects, both in Swedish and in English, is available at the web-site <http://solupphandling.bfr.se>.

## ***Switzerland***

Much of the work in Switzerland in 2000 was concentrated on preparations for and carrying out of a referendum, in which one important question was: Will the Swiss population support renewable energy by paying a minor sum for non renewables? 55% of the votes were against this.

Contacts have been established with different electricity works with the intention of forming buyer groups and starting projects. Experience has been gathered from some municipal initiatives, in Zurich, Basel and Zug for example.

The Swiss Solar Energy Society (SSES) 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.

A project, “Solar roofs in the city of Zug” 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.

The Swiss Task 24 Team has done preparatory work for a manual to form buyer groups and help them to establish complete and transparent project work. Workshops for the buyer-group manual have been held with installers and manufacturers. This manual with instructions and checklists will be tested with coming projects starting in May 2001. One project for standard hot water installations is planned to be in the city of Lucerne. Special efforts have to be made in Switzerland to convince manufacturers of the opportunities with the solar procurement initiative for expanding markets. This should be possible with the tools now available. More information will soon be available at the web-site [www.solarpooler.ch](http://www.solarpooler.ch).

## ***Midterm Evaluation***

An evaluation of the *First Round national initiatives* is now being prepared and will include, among other things, analysis of the strategies used when setting up buyer groups, the activities and systems used in the realisation of the projects and response and participation from manufacturers in the procurement activities. Solar projects other than Task 24 ones will also be analysed. The aim of the evaluation is to record and exchange information, to learn from successful and unsuccessful projects, and to aid in the planning of the Second Round. It can already be established that the countries have found concrete areas where co-operation has already contributed to valuable exchange of experience. The Evaluation Report will be ready shortly before the upcoming Executive Committee meeting.

The *Second Round of Procurements* is now being planned within Task 24 and the intention is to launch the Second Round initiatives at the end of 2001.

### **3.2 Creation of Tools**

#### ***”Book of Tools” / ”Business Tools”***

Denmark is Task Leader of Subtask B, in which the “Book of Tools” is included. Canada offered as a voluntary contribution to edit the “book” from a paper to a web version.

The information part of the Task is at a milestone, as one of the goals for the First Round was reached when the Task 24 home-page ([www.ieatask24.org](http://www.ieatask24.org)) was opened at the beginning of this year. The first edition of the Task 24 manual “Book of Tools” was edited from a paper to a web version to facilitate easy updating. The majority of the original content was included in the section called “Business Tools”. The editing of the “Book” and upgrading of the Task 24 whole home-page was carried out by a Canadian professional editor in 2000. After a Ballot procedure in the summer of 2000, the Task 24 home-page including the “Business Tools” was approved. Some minor additions suggested during the Ballot were included and the site was opened at the beginning of 2001. Other suggested additions will be added in later versions as funding for them has been secured.

These Tools have been created to assist buyer groups in the tendering process, marketing, financing, installation and quality control.

#### ***Contacts with suppliers***

The importance of a dialogue with suppliers – including manufacturers, retailers and distributors – have been stressed by all Task 24 participants. Several contacts have been taken and meetings held in all the countries. As examples can be mention that there are regular meetings with the branch organisations SEAS in Sweden and SSES in Switzerland.

Draft “tender packages” for the domestic systems as well as for the large systems have been drawn up, based on earlier tenders and procurement documentation and on current national work. A dialogue has been initiated with the supplier organisations ASTIG and ESIF. Several contacts have been taken and the draft tender documents have been sent to them for comments. Comments have been received from ASTIG and are also expected from ESIF. The intention is to consider the comments received for the updated versions of the “tender packages” and to publish them on Task 24 the web-site. Requests for proposals with co-ordinated structure would facilitate the tendering procedure and contribute to more efficient purchasing of solar systems.

### **3.3 Information activities**

Information material, brochures and articles have been produced and published in the countries, and papers presented at different solar conferences, such as for example at the “North Sun 2001” in the Netherlands in May.

Different national web-sites have been set up, and in some countries web-sites have successfully been used for the creation of national buyer groups. All these efforts have spread information about the work and greatly contributed to the interest in the Task.

The Task 24 official home-page ([www.IEAtask24.org](http://www.IEAtask24.org)), will be updated with the latest version of the “News from the IEA Task 24” newsletter, compiled by Denmark twice a year, and with the Minutes from each Experts meeting.

Although the Task 24 Experts agree that general information activities are not the most important issue at the moment, it is still important to inform about Task 24 and to find additional sources of funding.

To have an award as prestigious recognition for good performance in competitions and procurements has been proposed by the Task 24 experts. An “*IEA SHC Award of Excellence*” would further increase interest in the Task 24 activities and could be used for the Second Round of Procurements, as well as for other projects within the Solar Heating & Cooling Agreement. This proposal is now being further worked on by the SHC Information and Marketing Group and will be presented at the Executive Committee meeting in June.

### **3.4 Work in co-operation and interest in Task 24**

To inspire one another, learn from one another and to work in co-operation have been some of the objectives of the Task 24 work and there has been extensive collaboration between the participating countries. Sometimes two countries have collaborated, as for example in the web-site work. In other cases, all the countries have co-operated, like for example in drawing up tender documents and “Business Tools”. There will be further co-operation in the areas of small systems, medium sized systems and in creating Internet buyer groups, just to mention a few examples.

Several contacts have been taken with Belgium and Finland, who are contemplating joining Task 24. This would benefit the work, since both countries have large experience in solar activities. Belgium is already involved in some of the Dutch projects and, according to recent information, is likely to join the Task in 2001. For the time being, Finland takes part as an interested observer. It would also be of interest if Germany and Austria joined the Task and there will be renewed contacts with these countries.

### **3.5 Task meetings**

Since last Executive Committee Meeting, one Task 24 *Experts Meeting* has been held – in *Sunne, Sweden, 21-23 March 2001*. A *workshop* “Solar Heating 2001 – Examples from Europe and Sweden” was held in connection with the meeting. Besides several presentations about national and European ongoing solar work and the outcome of the testing of the Swedish small system prototypes, there was an Award ceremony for the winner of the Swedish competition for small systems.

*Next Experts Meeting* will be held in *The Netherlands 25-29 September 2001*. The meeting after that will be in March 2002, the location is to be decided.

#### **4. WORK PLANNED FOR THE NEXT SIX MONTHS**

During the next 6 months, intensive efforts will be made in order to prepare for the Second Round of Procurements, which will include a larger degree of international co-ordination concerning specifications and principles for evaluation. The Experts have agreed that the Second Round of Procurements will definitely give substantial added value for the participants. The Experts have identified concrete areas for further joint work. With the Netherlands as co-ordinator, some countries prepare for collaborative work based on housing associations on a European scale. Up to ten European countries have expressed interest. Other countries will work with creation of buyer groups, using Internet mechanisms, as has been the case in Sweden. Preparations will start for the “IEA SHC Award of Excellence” if the Executive Committee decide in favour of an Award. The work with model processes and contract documents will continue for further international exchange and suggestions also from suppliers. The web-based “Business Tools” will be updated with experiences from projects fulfilled and findings from the Evaluation of the First Round.

#### **5. ISSUES FOR THE EXECUTIVE COMMITTEE**

##### **5.1 “IEA SHC Award of Excellence”**

On the way towards large procurements, there will be competitions and promotions. An “IEA SHC Award of Excellence” could be used as prestigious recognition for good performance. This Award would mainly be used for the Second Round of the Task 24 procurements. A revised draft description of a future “IEA SHC Award of Excellence” will be presented at the Executive Committee meeting.

##### **Recommendation for resolution**

It is recommended that the Executive Committee decide to introduce the “IEA SHC Award of Excellence”.

##### **5.2 Assurance of adequate funding and representation through Experts**

It is essential that every participating country has nominated and secured funding for an Expert during the whole duration of a Task. With active and continuous participation, best value will be created for all Task participants, especially for the individual country. This issue is raised as so far this has not always been the case, which has had a negative influence on the Task.

##### **Recommendation for resolution**

It is recommended that the Executive Committee state that it is essential that all countries allocate adequate funding and Expertise for Task work.

##### **Appendices:**

1. Milestones table (1-3)
2. Overview of the national projects (1-5)

**Appendix 1:1 – Milestones Table - Task 24 “Solar Procurement” Task Status Report - May 2001**

Subtask A: Procurement and marketing																																																												
▽ ▲	1999												2000												2001												2002												2003											
	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D
<b>A1:</b> Buyer groups formation/ goals								1	▽	▲																																																		
<b>A2:</b> Distribution of invitation for tenders 1st Round											2																																																	
<b>A3:</b> Delivery start 1st Round																				3	▽	▲																																						
<b>A4:</b> Delivery start 1st Round																						4	▽																																					
<b>A5:</b> Distribution of invitation for tenders 2nd Round																																																												
<b>A6:</b> Delivery start 2nd Round																																																												
<b>A7:</b> Delivery start 2nd Round																																																												

**Appendix 1:2 – Milestones Table - Task 24 “Solar Procurement” Task Status Report - May 2001**

Subtask B: Creation of Tools																																		
▽ ▲	1999					2000					2001					2002					2003													
	J	F	M	A	M	J	F	M	A	M	J	F	M	A	M	J	F	M	A	M	J	F	M	A	M	J	F	M	A	M	J	F	M	A
<b>B1:</b> Book of Tools content 1st draft Chpts. 1-3 / outline Chapt. 4					1 ▽ ▲ 1																													
<b>B2:</b> Book of Tools - 1st edition in draft									2 ▽ ▲ 2.1					▲ 2.2																				
<b>B3:</b> Book of Tools - Updated 2nd edition in draft																																		
<b>B4:</b> Evaluation of 1st Round															3 ▽ ▲ 3																			
<b>B5:</b> Book of Tools - 3rd edition in draft																																		
<b>B6:</b> Evaluation of 2nd Round																																		

**Appendix 1:3 - Milestones Table – Comments - Task 24 “Solar Procurement” Task Status Report - May 2001**

Activity	Resp. Country	Milestones achieved Last 6 months	Milestones not achieved				Milestones next 6 months
			Milestone	Comment	Recommendation	Impact	
<i>Subtask A:</i> Procurement & Marketing	NL	A4 Deliveries in the 1 <sup>st</sup> Round have started in all countries.					A5 Distribution of invitation for tenders 2 <sup>nd</sup> Round
<i>Subtask B:</i> Creation of Tools	DK	B4 Evaluation of 1 <sup>st</sup> Round started, principles decided and contributions from participating countries delivered in most cases.	B4 Evaluation Report	The Report has been somewhat delayed.		The Report is expected to be delivered immediately before the ExCo Meeting	

29 May 2000

**IEA SHC Task 24 Solar Procurement – Overview of National Projects**

<p><b>Country:</b> CANADA  <b>Contact person:</b>  <i>Latest update Nov. 2000 by  Gerald Van Decker</i></p>	<p><b>Name of project:</b>  <b>Project with two community-based organisations: Peterborough Green-Up and EnerACT (Energy Action Council of Toronto)</b></p>
<p>1. Preliminary status</p>	<p>Phase I:  -Peterborough GreenUp has installed their first 9 systems, which were tendered and selected from 3 manufacturers and are undergoing extensive testing at the National Solar Test Facility.  -EnerAct, having a long-standing history of delivering energy efficiency products and services in Toronto, has installed their first 9 systems from two of the same suppliers.  Phase II:  -Peterborough GreenUp and EnerACT have jointly tendered for 15 and 20 systems, respectively. They shall purchase more systems and plan to install a total of 20 and 30 systems, respectively. Systems will be installed during Fall 2000 and Spring 2001. Three other communities were to join the group but they will now wait for the results from Phase II before proceeding.</p>
<p>2. Feasibility study</p>	
<p>3. Performance specifications</p>	<p>Phase I:  -Systems must supply &gt;35% of annual energy load  -Scores were based upon cost, energy performance, and quality  Phase II:  -Systems must supply &gt;40% of annual energy load  -Scores are based upon cost/energy, warranty, and quality  -Heat transfer fluid degradation was a major concern addressed by a pass/fail condition</p>
<p>4. Buyer groups:  Buyer Names:  Type of buyers:</p>	<p>Phase II  “Suntario 2000” – unofficial name  -Peterborough GreenUp and EnerACT  -NGOs in partnership with utilities and municipal governments, and the federal government</p>
<p>5. Official information</p>	<p>-Phase I Subsidy: 50% (this is an exception)  -Phase II Subsidy: 25%</p>
<p>6. Supplier contacts</p>	<p>N/A</p>
<p>7. Call for tender</p>	<p>Phase II: September 21, 2000</p>
<p>8. Deadline for submitting tenders</p>	<p>Phase II: October 6, 2000</p>
<p>9. Evaluation of tenders</p>	<p>Phase II: October 9-29, 2000</p>
<p>10. Products on market</p>	<p>Phase I: Thermodynamics, SolCan, Daystar Energy Systems  Phase II: TBD</p>
<p>11. Comments and remarks; problems, if any</p>	<p>Phase I: Installation schedule was not met  Phase II: Delay in issuing tender</p>
<p>12. Other information</p>	<p>-A market transformation activity (which will result in a generic business plan) will be undertaken in 2000/01. Funds have been allocated from at least 2 partners. Market survey, detailed study of the Toronto market, new performance and system specifications and the value of peak saving electric load with solar water heating will be included in this activity</p>

**IEA SHC Task 24 Solar Procurement – Overview of National Projects**

<b>Country: DENMARK</b> <b>Contact person:</b> <i>Torben Esbensen</i> <i>Updated May 2001</i>	<b>Name of project:</b> <b>“Sol over Thy og Morsø” (Sunshine over Thy and Mors – regions in Northwest Jutland)</b>
1. Preliminary status	The tendering material for solar systems was sent out to Danish solar heating manufactures in March 2000, and the campaign started in May and ended in November 2000.
2. Feasibility study	No actual feasibility study has been undertaken.
3. Performance specifications	The systems have been tested in accordance to the Danish Government requirements at the Solar Test Laboratory.
4. Buyer groups:  Name: Type of buyers:	Customers of the electrical utilities: Thy Højspændingsværk and Morsø Elforsyning  Individual customers. Customers of the utilities.
5. Official information	A very nice information leaflet has been produced with the heading “Sprængfyldt med energi”. The leaflet tells about solar energy, how the utility will be responsible for all practical issues, how much can be saved, the economy, financing plan and some price examples.
6. Supplier contacts	A number of the Danish manufacturers were interested in bidding for the project. The supplier has mainly been: Djurs Solvarme, Hannebjergvej 24, Langkastrup, DK-8900 Randers.  Also the solar system from “Velux Roof Windows and Skylights” called Velsun was available for the customers. However these solar systems are more expensive than traditional solar collector systems, but the installation might be more elegant.
7. Call for tender	The invited manufacturers received the tendering package on 20 March 2000.
8. Deadline for submitting tenders	The invited suppliers were asked to forward their bids on the 10 April 2000.
9. Evaluation of tenders	The bids were submitted to Troels Kildemoes Møller (Kildemoes Solvarme) and Ole Barslev (Thy-Mors Energy). Esbensen Consulting Engineers agreed to the final decision to choose Djurs Solvarme and Velsun as suppliers.
10. Products on market	Djurs Solvarme has several different solar systems on the market for hot water and combined hot water/space heating. Djurs Solvarme has two tank units (180 litre and 260 litre) and two solar collector modules 3 m <sup>2</sup> and 4 m <sup>2</sup> . These components has been used in the systems. The tank units are fully equipped with pump section, safety equipment and solar controller. For more information on Velsun please see homepage on: <a href="http://www.velsun.dk">www.velsun.dk</a> or <a href="http://www.velux.com/">http://www.velux.com/</a>
11. Comments and remarks; problems, if any	The campaign material was sent out to the customers of Thy-Mors Energy at the end of May 2000. Thy-Mors Energy has 28.000 customers of which approximately 1.000 are electrical heated dwellings, a greater potential for sold systems for these types of customers.
12. Other information	The campaign has until now sold 20 solar systems, mainly a 8 m <sup>2</sup> combined spaceheating and hot water system. 70 customers have shown interest in the campaign and 50 customers have been visited by the utilities. The campaign will be continued in the summer period of 2001.

**IEA SHC Task 24 Solar Procurement – Overview of National Projects**

<b>Country: NETHERLANDS</b> <b>Contact person:</b> <b>P.G. Out</b> <i>Updated May 2001</i>	<b>Name of project:</b> <b>“Space for Solar”</b>	<b>Name of project:</b> <b>“Solar energy in the ESSENT supply region”</b>	<b>Name of project:</b> <b>“Solhas”</b>	<b>Name of project:</b> <b>SOL*id, WWF, ASN</b>
1. Preliminary status	Running	Running	Running	Running
2. Feasibility study	January-June 2000	n.a.	For tender specifications: based on enquiries in 9 EC countries, Mar 01	June-December 1999
3. Performance specifications	Oct. 2000	In tender documents. For new suppliers without references a 10-year guarantee is demanded	Not specified yet, will be on many aspects, technical as well as non-technical	In tender documents.
4. Buyer groups: Name:  Type of buyers:	Space for Solar  Foundation of housing associations	Essent for property developers & housing assoc. Property developers & housing associations	Housing associations  Housing assoc. in The Netherlands & 9 other European countries	SOL*id, WWF, ASN Bank  ASN Bank for clients, WWF for members, SOL*id for installers
5. Official information	Dec 2000-Mar 2001	n.a.	Dutch tender 2001. International tender in 2 <sup>nd</sup> round of the Task	National tender
6. Supplier contacts	Sept 2000- Mar 2001	March-April 2000	n.a.	November 1999 – May 2000
7. Call for tender	Dec 2000	March 2000	See 5.	30 Nov. 1999
8. Deadline for submitting tenders	Feb 2001	March 2000	See 5.	10 Dec. 1999
9. Evaluation of tenders	Feb – Mar 2001	April 2000	Dutch tender 1 <sup>st</sup> quarter 01, international 2001	December 1999 – February 2000
10. Products on market	Mar 2001	August 2000	2001	Since February 2000
11. Comments and remarks; problems, if any	Tender split in 2 phases: 1 <sup>st</sup> turn key tender is out: send to large nat. Installers and suppliers with office in NL -	-	Delay in Dutch tender due to incorporation medium size systems	Campaign will be broadened to more energy saving measures and participation municipalities
12. Other information	-	-	-	-

1) The procurement will be part of a strategy to develop the market segment of housing associations on a European scale. For this market segment basic data will be obtained and the market strategy to be developed must be suitable for the special situation of housing associations with respect to ownership, management, legal and financial aspects.

**IEA SHC Task 24 Solar Procurement – Overview of National Projects**

Country: <i>SWEDEN</i> Contact person: <i>Hans Isaksson</i> <i>Updated May 2001</i>	Name of project: “Systems for solar-heated domestic hot water supply in detached houses”	Name of project: “Solar collectors for use in large solar heating systems”
1. Preliminary status	Ongoing procurement activities for 1,000-2,000 systems (approx. 5,000-10,000 m <sup>2</sup> collector area)	Ongoing procurement activities (10,000 m <sup>2</sup> )
2. Feasibility study	Yes	Yes
3. Performance specification	Yes, available on: <a href="http://solupphandling.bfr.se">http://solupphandling.bfr.se</a>	Yes, available on: <a href="http://solupphandling.bfr.se">http://solupphandling.bfr.se</a>
4. Buyer groups:  Name: Type of buyers:	Chairman Matti Nordenström, MAV, <a href="mailto:matti@info-s.org">matti@info-s.org</a>  House owners, detached houses.	Chairman Björn Johansson, AB Enköpings Värmeverk, <a href="mailto:bjorn.johansson@varmeverket.enkopin g.se">bjorn.johansson@varmeverket.enkopin g.se</a>  Facility owners
5. Official information	EU “Official Journal” 28 January and 3 March 2000	EU “Official Journal” 14 April 2000
6. Supplier contacts	Regular meetings and contacts with SEAS	Regular meetings and contacts with SEAS
7. Call for tender	Announcement sent 21 January 2000 to “Official Journal”	Announcement sent 5 April 2000 to “Official Journal”
8. Deadline for submitting tenders	31 March 2000	31 May 2000
9. Evaluation of tenders	Testing starts 16 May, ends 31 July 2000	June-October 2000
10. Products on market	June 2001	Summer of 2001 (tentative according to agreement with winners)
11. Comments and remarks; problems, if any	Ongoing discussion in winter 2000/2001 with possible winners about a framework agreement for deliveries	Requests for complementary information about erection and mounting cost were addressed to the participants in the beginning of September 2000
12. Other information	The winner, UPONOR, was announced March 16, 2001	Ongoing evaluation. Announcement of winners in the spring of 2001 (tentative)

**IEA SHC Task 24 Solar Procurement – Overview of National Projects**

Country: <i>SWITZERLAND</i> Contact person: <i>Christian Völlmin</i> <i>Updated May 2001</i>	Name of project: No name yet Probably in Lucerne	Name of project: “Solar roofs for the city of Zug”	Name of project: “SSES virtual buyer group (on Internet)”
1. Preliminary status	Preparation	Completed	Preparations
2. Feasibility study	Soon	Yes	Yes
3. Performance specifications	Not yet	Project for limited number of installations	SSES members will get their own solar hot water installation
4. Buyer groups: Name:  Type of buyers:	Not decided yet  Owners	City of Zug  Privates	Not yet decided (work name: “Virtual Buyer Group”) Private house owners
5. Official information	None	Yes, directly from the utilities	Organised
6. Supplier contacts	None	Yes	Yes
7. Call for tender	Will be according to the Task 24 guidelines	Yes but not from Task 24	Will be according to the Task 24 guidelines
8. Deadline for submitting tenders	Not yet	Individually per project	Not yet known
9. Evaluation of tenders	Summer 2001	Completed	-
10. Products on market	Standard Hot Water Installations	Yes. Standard hot water installations	Yes
11. Comments and remarks; problems, if any	The project will be coached by the Swiss representatives of Task 24.	The utility did run the project. No buyer group according to Task 24 could be formed.	The SSES currently changes status to a consumer oriented organisation. This causes delays for the buyer group.
12. Other information	The buyer group will be formed with the new established tools and manuals presented at the last Task meeting in Sweden <a href="http://www.solarpooler.ch">www.solarpooler.ch</a> (soon)	-	We will form a local project team with PR specialist, computer internet expert from SSES, suppliers, contractors and the local IEA Task 24 representatives