EVENT DESCRIPTION
GERTEC Ingenieurgesellschaft

Title of the event: Round-table on specific issue

Date & location: 15 April 2010, Essen
Organiser(s): GERTEC Ingenieurgesellschaft
Number of Participants: 15

Summary

In the previous project meeting, a decision had been taken by the project partners to dedicate the second European round-table meeting to financing, and especially to contracting of solar process heat installations. Secondly a technical focus was chosen.

The invited speakers gave an overview of possible financing concepts as for example contracting or solar funds. The programme also included a presentation of suitable processes for a solar thermal implementation and an overview of technical solutions and best practice examples for solar air collectors supporting industrial processes.

Furthermore a speaker from the Greek Solar Industry Association gave an overview of the state of the art in solar process heat in Greece.

The event was supported by representatives of the Energy Efficiency Agency NRW and the Energy.Agency NRW. The Fraunhofer ISE gave an input on the state of the art in the solar air collector technology.

Objective & main programme point

An aim of the round-table was to get an overview on the possible financing concepts by exchanging experiences among the regional partners and hence to enable the partners to push up new services in each project region.

Further aims were to get a technical input from an efficiency consultant for industrial processes about promising and suitable solar thermal applications. Thereby the point of view and the way of thinking of the potential user companies was brought out.

An extern expert, the representative of the Greek Solar Thermal Association gave an overview of the currant situation of solar thermal in Greece. He also showed some realized examples of solar thermal installation in production processes.

Conclusions & lessons learnt

- Both industrial companies and solar companies are having a lack of knowledge on solar and industrial energy systems.
- The promotion and the establishment of solar thermal in industrial processes is hindered by economic difficulties due to the need of a high investment with large return on invest periods.
- For establishing a market for solar process heat the cooperation and the exchange of experts on industrial process, on solar installations and on market development is required.
- Frequently energy saving is not the only important part for saving production costs in industrial companies. Also interesting for many companies is to save materials used into the production process. 55% of the industrial managers (interviewed by the Efficiency Agency of NRW) name the optimisation of the process itself as the most promising point of energy saving. Only 10% of the technicians see the use of renewable energies as a possible cost saving measure.
- The market for air collectors is the less developed in the solar thermal sector at the moment although air collectors have various advantages in comparison to liquid collector systems. Standards have to be developed and tested in order to improve the validity of this systems and develop an market for them.
- In regard to new financing concepts a possible idea for developing new services in this area could be to transfer the fund model for photovoltaic or wind energy to solar thermal.
- The advantages of Solar Contracting are
    - A fast implementation of technical measures
    - Only a very little part of the ROI depends on the customer (….)
    - A fast local environmental benefit
    - The contractor takes over all technical and economic risks (damage, inefficiency)
- Contracting as a service for financing only the solar thermal within a general energy supply system of an industrial company most likely will not work. Normally the services offered by an contractor always will be given for the whole system. Solar contracting by itself, without considering the back up energy system in all probability will not be feasible.

Annex

The following documents are included in the annex:

- programme
- ppts
- pictures

Programme

SO-PRO – Solar Process Heat: International Round Table

Date:	15. April 2010
Place:	ZukunftsZentrumZollverein - Triple Z, Katernberger Str. 107, 45327 Essen Room 1, building G1, ground floor

Programme

8:45 Uhr	Come together
9:00 Uhr	Welcome and Introduction Christiane Egger – O.Ö.Energiesparverband, Linz - Austria
9:15 Uhr	Low temperature processes in industry Matthias Graf – Effizienz-Agentur NRW, Duisburg - Germany Discussion
9:50 Uhr	Solar air collectors supporting industrial processes Gerhard Stryi-Hipp – Fraunhofer-Institut für Solare Energiesysteme, Freiburg - Germany Discussion
10:25 Uhr	Coffee break
10:40 Uhr	New financing models for solar thermal in industrial processes Rüdiger Brechler, - Energy Agency North Rhine-Westphalia Wuppertal-Germany Discussion
11:15 Uhr	Solar thermal process heat in Greece - current situation and realized examples Costas Travasaros - Greek Solar Industry Association, KerateaGreece Discussion
11:50 Uhr	Conclusion with lunchtime snack

Pictures


SO-PRO
Solar Process Heat
SO-PRO


Solar air collectors supporting industrial processes