

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

**TASK 24
Solar Procurement**

TASK STATUS REPORT

May 1999

**Swedish Council for Building Research
Hans Westling, Operating Agent
Promandat AB**

**For further information please contact Hans Westling, Task 24 Operating Agent.
Address: Promandat AB, P.O. Box 24205, SE-104 51 Stockholm, Sweden.
Phone: +46-8-667 80 20. Fax: +46-8-660 54 82. E-mail: hans.westling@promandat.se**

Hans Westling
5 May 1999

TASK 24: SOLAR PROCUREMENT - TASK STATUS REPORT

1. TASK DESCRIPTION

1.1 Duration and participation

Task 24 “*Solar Procurement*” officially began 1 April 1998 and will be completed 31 March 2003. Four countries joined the Task from the beginning - Canada, Denmark, The Netherlands and Sweden - and Switzerland has just declared its intention of joining. More countries are welcome to join. Interested countries include Austria, United Kingdom and United States.

1.2 Objectives

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

This will be fulfilled 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.

1.3 Subtasks

Task 24 is divided into *two* Subtasks:

Subtask A: Procurement and Marketing

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 will consist of Two Rounds: the first with small projects and a low degree of joint international collaboration, and the second with larger projects and a higher degree of collaboration.

Subtask A Lead Country: *The Netherlands*.

Subtask B: Creation of Tools

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.

Subtask B Lead Country: *Denmark*.

2. TIMETABLE AND MILESTONES

See Appendices 1 and 2.

3. NEW DEVELOPMENTS SINCE OCTOBER 1998

One Experts Meeting has been held during the last six-month period - 4-5 May 1999 in Utrecht, The Netherlands. In connection with the Experts Meeting, there will be an *international Buyer Group Workshop and Study Visits* 6-7 May with buyers from all the participating countries. Participants will include representatives from utilities, housing corporations, construction companies and municipalities. In this first Workshop, which is being prepared by The Netherlands, the project approach will be shown, experiences on procurements will be exchanged and buyer criteria discussed. A Questionnaire in order to initiate discussion and get concrete information has been prepared for the Workshop by Canada and The Netherlands. Since this report has been compiled before these meetings, more information will be given at the Executive Committee Meeting.

Work on *identifying buyers* and *preparing lists of buyer names* has proceeded. Several national buyer group meetings have been held to inform and attract organisations to join the First Round. A preliminary list of possible buyers from the participating countries is enclosed in Appendix 3.

The importance of a *dialogue with suppliers* (including manufacturers, installers, retailers and distributors) has been stressed, starting on a national level. There have been meetings and contacts with individual suppliers, branch associations and industry in Denmark, The Netherlands, Canada and Sweden during the last 6 months. The intention is to invite suppliers from all Task 24 participating countries to an *International Suppliers Meeting* at the end of May, see further below.

The work on the manual "*Book of Tools*" is proceeding. A draft version of the first three chapters has been drawn up.

To raise further interest in Task 24, *information activities* are essential. Information and background material have been drawn up, including a coloured A5-folder in Denmark and a background report in Sweden. This material is being distributed to the target groups. Several *articles* have been written about the Solar Procurement project, e.g. in technical magazines in Denmark and Sweden. Complete information about the Solar Procurement project can also be found on the Task 24 *website* (www.ieatask24.org). Maintenance and modifications of the website, which will be made 1-2 times per year, will be carried out and funded by Canada for the duration of the Task.

The *first official Task 24 report* "Opportunities for Large-Scale Purchase of Active Solar Systems", which was produced in cooperation with CADDET, was printed and distributed at the beginning of 1999.

A "*Book of Tool Agenda*", used at Buyer Group Meetings in Sweden, has been drawn up in English as well as German. To raise interest in the Task, the German version "Solarwärmesystem für Einfamilienhäuser" has been distributed to different persons and organisations in

Germany and Austria by the Operating Agent together with a letter and further information about the Task.

Additional sources for *financing of the information activities* are being investigated among the participating countries. The scope of future activities is dependent on whether additional sources can also be identified. The application submitted to the EC ALTENER Programme was rejected in December 1998. Contacts have now been taken with CADDET as to possible joint work with reports. A Draft Procedure for possible work (Appendix 4) has been worked out by the Operating Agent. Information through the CADDET Centre is one possible way for facilitating the essential promotion which we think is crucial for raising and keeping the interest among possible buyers.

4. WORK PLANNED FOR THE NEXT 6-MONTH PERIOD

An *International Suppliers Meeting* will be held before the summer of 1999. Preparations are going on in The Netherlands for this meeting. Contacts have been taken with the supplier organisations ASTIG and ESIF, of which many European suppliers are members. Other suppliers in the participating countries will also be informed. Canada plans a *Suppliers Meeting* in North America. The next Task 24 Experts Meeting will be held in Denmark 11-13 October, followed by a meeting in Canada 2-5 April 2000.

The work with identification of national buyers and creation of buyer groups will continue in the participating countries. Tender documents for the First Round of procurement will be prepared in collaboration with interested buyers. A draft of the first four chapters of the "Book of Tools" will be ready. Further contacts will be taken with organisations in interested countries to get further participation in the Task. Additional sources for funding the important information activities will be investigated.

5. ISSUES FOR THE EXECUTIVE COMMITTEE

5.1 Issues for ExCo members of participating countries

Resources for the essential information activities required to raise further interest among buyers and suppliers and to maintain the interest during the whole project time.

5.2 Recommendations for resolution

A formal letter to be sent to the CADDET ExCo Chairman and Secretariat inviting to collaborative projects.

5.3 Issues for the whole ExCo

General Guidelines for collaborative work between the SH&C Programme and CADDET. A draft (see [Appendix 4](#)) has been worked out by the Task 24 Operating Agent after consultation with the CADDET Centre. This draft has been sent to the Chairman of the Information and Marketing Group.

5.4 Recommendations for resolution

The ExCo to give directions for future collaboration after hearing the suggestion from the Information and Marketing Group.

APPENDICES

1. Task 24 Milestones Table 1
2. Task 24 Milestones Table 2
3. Task 24 Possible Buyers
4. General Guidelines for joint work with reports between SH&C Task 24 and CADDET (draft)

TASK 24 "SOLAR PROCUREMENT" TASK STATUS REPORT MAY 1999 - APPENDIX 1

MILESTONES TABLE 1

Project	Project Title	Responsibility	1999				2000				2001				2002				2003				2004				
			Quarter: 1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	
Subtask A	Procurement and marketing	NL				▽ ¹	▽ ²		▽ ³	▽ ⁴					▽ ⁵				▽ ⁶		▽ ⁷						
			[Gantt bar for Subtask A: Procurement and marketing, spanning from Q1 1999 to Q3 2003]																								
Subtask B	Creation of Tools	DK		▽ ¹			▽ ²			▽ ³	▽ ⁴								▽ ⁵					▽ ⁶			
			[Gantt bar for Subtask B: Creation of Tools, spanning from Q1 1999 to Q4 2003]																								

Subtask A: Procurement and marketing

1. Buyer groups formation/goals – *October 1999*
2. Distribution of invitation for tenders 1st Round - *January 2000*
- 3-4 Delivery start 1st Round – *August – December 2000*
5. Distribution of invitation for tenders 2nd Round - *October 2001*
- 6-7 Delivery start 2nd Round – *November 2002 – April 2003*

Subtask B: Creation of Tools

1. Book of Tools - content, 1st draft Chapt. 1-3/outline Chapt. 4 - *May 1999*
2. Book of Tools - 1st edition - *January 2000*
3. Book of Tools - Updated 2nd edition in draft - *December 2000*
4. Evaluation of 1st Round – *February 2001*
5. Book of Tools - 3rd edition in draft - *July 2002*
6. Evaluation of 2nd Round - *July 2003*

Hans Westling, 5 May 1999

TASK 24 “SOLAR PROCUREMENT” TASK STATUS REPORT MAY 1999 - APPENDIX 2

MILESTONES TABLE 2

Activity	Resp.	Milestones achieved last 6 months	Milestones not achieved				Milestones next 6 months
			Milestone	Comment	Recommendation	Impact	
Procurement & Marketing	NL						A1 A2
Creation of Tools	DK	B1					B2

Hans Westling, 5 May 1999

Task 24 “Solar Procurement” Task Status Report May 1999 – Appendix 3 – Page 1 (5)

Possible Buyers

Country: Canada

Type of organisation	Name of buyer. Example	Contact persons, e-mail, phone, fax	Type of Solar System, if stated	Time for start of procurement	Time for delivery
Electric utility (part of municipal electric utility monopoly which will be deregulated Jan 2000)	Toronto Hydro	Jim MacDougall JMacDougall@torontohydro.com Tel +(416) 591-7028 Fax +(416) 591-4368	Solar Domestic Hot Water (SDHW) systems for a rental market	Begin developing tender: Summer 1999-04-27 Issue tender: Spring 2000	Summer/Fall 2000
Same as above	Whitby Hydro- has not formally joined Task24 yet but is doing a pilot SDHW project	TBA	Same as above	Same as above	Same as above
Note: 1-3 more utilities will be join the 'buyer group" in Summer 1999.					

Task 24 “Solar Procurement” Task Status Report May 1999 – Appendix 3 – Pages 2–3 (5)

Possible Buyers

Country: Denmark

Type of organisation	Name of buyer. Example	Contact persons, e-mail, phone, fax	Type of Solar System, if stated	Time for start of procurement	Time for delivery
Building Developer	Jaettehuset	Frank Ushus Tel: +45 75 61 41 00 Fax: +45 75 61 41 66			
Holiday centre	Lalandia	John Flade Tel: +45 54 61 05 00 Fax: +45 54 61 05 01			
Holiday centre	MSH Huse A/S	Kaj Clemmensen Tel: +45 75 66 53 00 Fax: +45 75 66 56 78			
Holiday centre	Roenbjerg Feriecenter; including Soehoejlandets ferie- og aktivitetscenter and Feriecenter Koldkaer	Poul Karstensen Tel: +45 70 25 04 44 Fax: +45 70 25 04 41			
Holiday centre	PAX	Axel Larsen Tel: +45 65 32 30 26 Fax: +45 65 32 40 26			
Holiday centre	Dansk Folkeferie	Finn Hømpler Tel: +45 33 14 24 91 Fax: +45 33 13 64 14			
Renewable energy island	Samsøe Energiselskab Amba	Aage Johnsen Tel: +45 86 59 32 11 Fax: +45 86 59 19 80			

Renewable energy island	Energy- & Environmental office AEROE	Ide Seidelin Tel: +45 62 52 15 37 Fax: +45			
Oil company	HAAHR Benzin	Claus Mogensen Tel: +45 75 82 87 66 Fax: +45			
Oil company	Statoil	Morten Schleef Tel: +45 33 42 42 00 Fax: +45 33 32 32 12			
Electric utility	ESS	Per Munk Jensen Tel: +45 73 22 66 22 Fax: +45 73 22 66 66			
Electric utility	NESA	Mads Risgaard Knudsen Tel: +45 39 48 13 57 Fax: +45 39 48 10 30			
Electric utility	Sydvest Energi	Per Michael Pedersen Tel: +45 73 90 31 00 Fax: +45 73 90 31 01			
Electric utility	Energi Horsens	Sonny Sørensen Tel: +45 79 29 29 29 Fax: +45 79 29 29 99			
Electric & distr heat util.	KOE	Per Schriver Tel: +45 79 33 34 35 Fax: +45 79 33 34 34			
Energy utility	ARKE	Peter Lykke Tel: +45 87 39 04 04 Fax: +45 87 39 04 05			
Housing Administration Company	OCTOCON	Kurt Bech Tel: +45 74 52 52 78 Fax: +45 74 52 54 52			

HW/HI 5 May 1999

Task 24 “Solar Procurement” Task Status Report May 1999 – Appendix 3 – Page 5 (5)

Possible Buyers

Country: Sweden

Type of organisation	Name of buyer. Example	Contact persons, e-mail, phone, fax	Type of Solar System, if stated	Time for start of procurement	Time for delivery
Construction company	NCC				
“	Skanska?				
County Council environmental organis.	Miljö Aktion Värmland				
Housing company	HSB?				
	UppsalaHem				
“	Svenska Bostäder?				
Municipality	Stockholms Kommun				
“	Växjö Kommun				
Utility	Birka				
“	Sydkraft				
“	Vattenfall				
Wooden house manufacturer	STR				

General guidelines for joint work with reports between SH&C Task 24 and CADDET

These draft guidelines for a joint work is formulated with background from the SH&C Policies and Procedures (Jan 1998) and an example from another joint work between CADDET and the IEA Bioenergy Activity. The activity is supposed to be a Technical Report.

1. The CADDET Centre and Task 24 through the OA agree on the general scope for the Report and the list of people who will be asked to approve the final version.
2. Within the Experts Group of Task 24 the technical content for the Report and responsible authors for different parts are decided.
3. First drafts of the different parts are submitted to all Task 24 Experts, the CADDET editing officer for distribution to the CADDET National Teams, and certain other specialists for contributions and comments, which are to be sent to the authors and the CADDET editing officer.
4. The authors consider received comments and suggested guidance from the editing officer in collaboration with the OA and produce a second draft which they submit to the same persons as above (step 3) for considering and approval.
5. The second draft (perhaps after some revisions) is sent by the authors to the OA, the CADDET editing officer and the SH&C Executive Secretary.
6. The CADDET editing officer edits the Report, makes corrections of English language, includes an Executive Summary, a Background and the formal information to be included in all SH&C Reports and CADDET edited material. The result will be a third draft .
7. The CADDET Centre distributes this third draft to the the CADDET National Teams and the ExCo members of the Task 24 Participating Countries and the Executive Secretary for review and approval with an Approval Letter, Ballot and an Ordering form. In parallell the third draft is sent for information to the Task 24 Experts, the authors and others who have contributed to the Report.

8. Minimum four weeks (maximum 8 weeks) are allowed for this final ExCo review.
9. Comments from the The National Teams and the ExCo members of the Task 24 Participating Countries and the Executive Secretary are incorporated in the Report by the CADDET editing officer, who then sends this draft to the OA for a final check within 10 days.
10. If there exist remaining disagreements the OA raises the issues with the Chairman
of the SH&C Agreement for final decision before printing is permitted.
11. The OA gives Printing Approval to the CADDET Centre for the Report.