



# SOLARGE

Enlarging Solar Thermal Systems in Multi-Family-Houses,  
Hotels, Public and Social Buildings in Europe

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## NEWSLETTER

### Contents

Big is Beautiful: Boosting Large Solar Thermal Systems with New SOLARGE Project .....	1
SOLARGE Project Consortium.....	3
Belgium	
ESTIF – European Solar Thermal Industry Federation.....	3
Denmark	
Rambøll Danmark A/S.....	3
France	
ADEME – Agence de l’Environnement et de la Maîtrise de l’Energie .....	4
ENERPLAN – Association Professionnelle de l’Energie Solaire .....	4
Germany	
Berliner Energieagentur GmbH.....	5
BSi – Bundesverband Solarindustrie e. V. ....	5
target GmbH.....	5
Italy	
Ambiente Italia srl.....	6
Netherlands	
Ecofys BV.....	6
Slovenia	
University of Ljubljana – Faculty of Mechanical Engineering .....	6
Spain	
Ecofys S. L. ....	7
Project Consortium, Imprint, Disclaimer .....	7

## Big is Beautiful: Boosting Large Solar Thermal Systems with New SOLARGE Project

Supported by the “Intelligent Energy – Europe” programme of the European Union, the SOLARGE project aims at promoting what is big and beautiful: Large solar thermal systems in multi-family houses, hotels, public and social buildings throughout Europe. Eleven SOLARGE partners from eight different European countries (Belgium, Denmark, France, Germany, Italy, Netherlands, Slovenia and Spain) are working on overcoming obstacles and market barriers for collective solar thermal systems (CSTS) with collector areas from 30 to 100 square metres. Six months ago, in January 2005, the SOLARGE project officially started. It is now time for a first summary of what has happened so far and for an introduction of the involved partners.



At the end of 2004, the SOLARGE project proposal was accepted by the European Commission. For the coming three years (1/2005 – 12/2007), eleven partners from eight European countries will pull together to promote collective solar thermal systems throughout Europe. The SOLARGE project is coordinated by target GmbH in Hannover, Germany.

So far, apart from Spain, in most European countries large-scale solar thermal systems represent only a marginal market share. Main obstacles for a wider spread of CSTS are not technical limitations but a lack of knowledge and information about collective solar thermal systems. It is precisely this lack

of knowledge the SOLARGE project aims to overcome. Main measures in the next years will be joint efforts in developing helpful market and practice related tools such as:

- Market and best practice analysis: Estimation of potentials, identification of obstacles as well as prospects of success
- Education / training and capacity building for the supply side: Training, marketing and optimised project development
- Awareness campaign for possible investors: Information supply, line of argument and consultancy

# Big is Beautiful

- Market stimulation and market rollout: Support of project development, geographical focus on Southern Europe
- Consultancy for policy makers: Formulation of proposals for national and regional strategies, support of political decision processes
- EU-wide dissemination of project results: Interactive project website, market studies, best practice project database

Six months down the project road, main efforts have been made in investigating the national structures of the multi-family house and the hotel sector (main target groups for the implementation of large-scale solar thermal systems) as well as the status quo of and the framework for CSTS markets in the participating countries. Furthermore, a standardised best practice questionnaire has been established asking for detailed techni-

cal description and in-depth information like matters of finance and gained experiences. The collected CSTS project data will be available soon in a best practice database on the new SOLARGE website ([www.solarge.org](http://www.solarge.org)). The website is currently in progress, most probably online in September this year. To ensure EU-wide dissemination of SOLARGE project results and to ease communication among the involved partners, the SOLARGE website will be set up with a main English version including separate country sections where each participating country may provide information for special target groups in its respective national language. Within the first half year of project duration, the SOLARGE partners have also started to develop and create training materials; technical training seminars were already successfully organised in Italy.



**All further information and project results will be published on the multilingual website: [www.solarge.org](http://www.solarge.org) (available soon).**

## SOLARGE Project Consortium

Any project rests on the involved individual partners with their respective knowledge, regional networks, experience and commitment. The SOLARGE project consortium is in the happy situation to be consisting of highly skilled and committed partners in the field of solar thermal. In this SOLARGE newsletter, the eleven project partners are introduced in alphabetical order of the country of origin. Each partner institution is presented in a short text, describing main objectives and fields of activities with comprehensive contact details to ease communication. Further details may also be found on the partner's websites or in personal contact with the mentioned SOLARGE contact person.

### Belgium:

#### ESTIF –

### European Solar Thermal Industry Federation

The European Solar Thermal Industry Federation (ESTIF) engages in many different issues relevant to the solar thermal industry – from lobbying for favourable legislative framework conditions to work on standards and certification. ESTIF's mission is to achieve high priority and acceptance for solar thermal energy as a key element for sustainable heating and cooling in Europe. The federation counts among its members 15 national or regional solar thermal associations and over 40 key manufacturers, research institutes and service providers involved in solar thermal. ESTIF is one of the key centres of competence and knowledge about solar thermal markets and policies and its members jointly constitute the large majority of the solar thermal sector in Europe.

ESTIF is a registered international non-profit association under Belgian law since 2002 and founding member of the European Renewable Energy Council (EREC), a common organisation of all renewable energy industries in Europe. ESTIF shares with EREC and other associations its premises in the Renewable Energy House in Brussels.



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### Denmark:

#### Rambøll Danmark A/S

Rambøll Danmark is part of the Rambøll Group which is a leading Nordic provider of knowledge services within engineering, management and information technology in an international context. Rambøll has more than 20 years of experience from international solar heating and energy planning. Today, it is the largest Scandinavian consulting engineering company and important parts of the company's services are related to energy projects including solar and district heating.

Offices in Denmark have been in close contact with the Danish solar heating sector. From the participation in numerous international projects, Rambøll is well acquainted with solar heating schemes in other European countries as well as in Central Asia and Africa. Rambøll provides services that cover all aspects of solar heating from early planning stages to final operation and maintenance of the system. Expertise in feasibility studies, design (including the world's largest solar heating plant in Marstal, Denmark) and commissioning of solar heating systems provide a unique background for technical and economical analyses. This thorough understanding of solar heating systems and their basic design, optimisation and operation is the basis of Rambøll's core services in the field of solar thermal.



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## France:

### ADEME – Agence de l'Environnement et de la Maîtrise de l'Energie

The French Environment and Energy Management Agency (ADEME) is actively involved in the implementation of national policies in relation to environmental and energy issues and regularly reports to the French Ministry of Ecology and Sustainable Development as well as the Ministry of Research and Industry. ADEME advises local authorities and companies and provides financial support for ecological projects. The agency conducts information campaigns designed to foster changes in the behaviour of actors in the economy and the general public. Furthermore, ADEME works with the European Union on pre-regulatory texts and standards and is also involved in project support schemes.

ADEME focuses mainly on questions of air quality, waste (household, industrial, and toxics), polluted sites, energy management, environmental management and promotion of renewable energies. The agency has a significant presence in France, Europe and on the international scene. With its three central departments in Anger, Paris and Valbonne, 26 regional branches, three representative offices in French overseas territories and one representative office in Brussels, the agency has consolidated a vast network of specialists, enabling ADEME to provide assistance in devising and implementing energy and environmental policies and programmes as well as supporting projects designed to reduce greenhouse gas emissions in Europe and beyond.



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### ENERPLAN – Association Professionnelle de l'Energie Solaire

ENERPLAN is the French national association of solar professionals. Its members (32 manufacturers or service providers, 30 local associations, installers, designers, and utilities like EdF – Electricité de France, GdF – Gaz de France, Primagaz) represent almost 100 % of solar thermal energy providers and experts in France.

ENERPLAN works closely together with ADEME and other professionals in order to:

- develop and promote solar thermal policies aimed at reaching the White Paper target of 1.4 million m<sup>2</sup> of collector area per year by 2010 in France
- collect and publish data on solar thermal markets in France
- work with ADEME and CSTB (Centre Scientifique et Technique du Bâtiment) to develop standards for solar thermal equipment
- promote quality label for solar thermal products and installations
- promote and organise solar events and campaigns on a regional and national level
- set up a network consisting of different actors in the field of solar thermal and the national contact group on "Plan Soleil" (Ministry of Industry, ADEME, manufacturers, professionals, installer associations)
- participate actively in the French national working group on collective solar thermal applications



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## Germany:

### Berliner Energieagentur GmbH

The Berlin Energy Agency, founded in 1992 on the initiative of the Berlin House of Representatives, is an enterprise in the sense of a public-private partnership. The task of the agency is the determination and active detection of energy saving potentials in industry and commerce, service companies, housing agencies and public institutions. Thus, the Berlin Energy Agency is mediator between energy policy and energy economics, and acts on the one hand as regional energy agency with main activities in Berlin, on the other hand as partner or coordinator in national and international projects ever since its foundation.

Among their many projects, within the European ALTENER project SolTherm the Berlin Energy Agency – in close cooperation with the Bundesverband Solarindustrie (BSi) – focussed on national information activities towards the implementation of collective solar thermal systems in the housing sector. National model projects, as, for example, performance contracting for public institutions, were carried out and documented by the agency as well. The Berlin Energy Agency consults the ministries of both the German Federal Republic and the federal states as well as towns and communities in questions of legal preparation, economic implementation, evaluation and dissemination of results in the field of energy efficiency. Within SOLARGE, the Berlin Energy Agency supports the implementation of the project in Berlin as one of the German actors.



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## BSi –

### Bundesverband Solarindustrie e.V.

The German Solar Industry Association (Bundesverband Solarindustrie, abbreviation BSi) is the result of a merger of Deutscher Fachverband Solarenergie (founded in 1979) and Bundesverband Solarenergie (founded in 1975). Today BSi represents the majority of the German solar industry companies: About 100 producers and wholesalers of solar thermal and photovoltaic systems and components are members of the association. BSi (and its predecessors) has worked in the field of solar energy for more than 25 years with the objective to establish solar energy as a sturdy pillar of the German energy industry. Member companies profit from the association's work at different levels. Based in the heart of Berlin, amidst the arena of political decision making, the German Solar Industry Association represents the interests of commercial businesses across the solar energy value chain. BSi activities range from lobbying, publishing of press releases and articles, standardisation works, technical

advice and marketing campaigns to organising conferences, fairs and participation in several EU projects.

In the context of rising export activities of the German solar industry, BSi is increasingly working on a more international level. The association has produced special multilingual information material about solar energy in tourism and photovoltaic in general. BSi is member of the European Solar Thermal Industry Federation (ESTIF) and the European Renewable Energies Federation (EREF).



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### target GmbH (project coordinator)

The target GmbH is a service oriented company working in the sectors of training, communication, project management and networking. Main operating fields are qualification and training measures relating to environmentally friendly technologies with emphasis on the topic of solar thermal technology, photovoltaic and energetic modernisation of buildings as well as passive house standards for new buildings. In cooperation with the Energy and Environment Centre, target GmbH has built a centre for solar topics in the Region of Hannover. It is designed to be a location for further education as well as an information platform for consumers and a forum for experts and multipliers. The centre comprises innovative building components such as elements compliant with the passive house standard, multiple solar panel types, solar thermal heating, and much more. It is thus a centre for education and at the same time a model house with modern media equipment and online learning facilities for educational purposes.

Moreover, target GmbH is planning and implementing marketing campaigns for the take-off of innovative solar energy technologies. target's main know-how is derived from more than a dozen projects within EU programmes. The company's leitmotif is to initiate and strengthen cooperation and networks in Germany and throughout Europe, e.g. "HANNOVER REGION SOLAR", a network promoting and disseminating the use of solar energy technology. The target GmbH, located in Hannover, Germany, is the coordinator in the SOLARGE project.

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## Italy:

### Ambiente Italia srl

Established in 1995, Ambiente Italia is a research and consulting institute working in the field of environmental and territorial planning and analysis. Ambiente Italia has carried out studies and researches on behalf of different European Union Directorates, European Environment Agency, Italian Ministries of the Environment and Agriculture, National Environment Protection Agency (APAT), National Energy and Environment Agency (ENEA), Italian and foreign universities, many research institutes as well as local authorities, and a number of different private enterprises. The main activities in the field of energy are as follows:

- Strategies and campaigning for the widespread use of solar thermal technologies
- Training of professionals in the solar energy sector
- Promotion, initiation and planning of demonstration projects
- Local energy plans
- Energy regulations for building activities
- Energy audits
- Specific projects for energy saving and use of renewable energies
- Feasibility studies and environmental impact studies

Specific expertise in the field of solar thermal energy has been gained in numerous activities and projects. The planning and realisation of several medium and large-scale solar thermal pilot plants as well as participation in national and international working groups guarantee professional know-how concerning recent developments in the solar thermal sector in industry as well as research. Furthermore, Ambiente Italia closely collaborates with ASSOLTERM, the Italian association of manufacturers and providers of solar thermal systems.



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## Netherlands:

### Ecofys BV

Ecofys has a clear mission: a sustainable energy supply for everyone. Ecofys covers the whole range of services from research to consultancy in the fields of energy efficiency and renewable energies:

- Strategy development
- Design tools, modelling, feasibility studies
- Product and project development
- Procurement, quality control, operation
- Monitoring and evaluation

- Education and training
- Policy studies

The company comprises a highly skilled international staff of some 150 professionals, who are working in the main office in Utrecht (NL), and offices in Cologne, Nuremberg, Berlin (D), Poznan (PL), Bristol (GB), Barcelona (E) and Belgium. Ecofys has an important consulting function to government as well as utilities and industry in the Netherlands, Germany and Belgium as far as renewable energy and rational use of energy are concerned. With respect to solar thermal, Ecofys BV developed solar water heating (SWH) campaigns for the large-scale implementation of SWH in new housing areas, renovation projects and private dwellings. The scope has been extended to collective solar thermal systems: A demand side orientated project on the implementation of large-scale solar thermal systems has been initiated and managed together with a consortium of housing associations, and a dissemination campaign on large-scale solar thermal plants has been conducted for the Dutch national installer association. Part of the success of these projects is the effective dissemination of the appropriate knowledge to installers, property developers, housing associations, utilities, consumers and municipalities.



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## Slovenia:

### University of Ljubljana – Faculty of Mechanical Engineering

The Faculty of Mechanical Engineering at the University of Ljubljana was a pioneer in development and promotion of renewable energy sources, especially active and passive solar systems and biomass, in Slovenia. Over the past two decades, the faculty has organised promotion of renewable energy sources in local communities, which today resulted in more than 100,000 installed square metres of solar collectors. The Faculty of Mechanical Engineering also participated in the Slovenian project on solar collectors called "Do it yourself". Through numerous projects the faculty disseminated information about solar thermal, photovoltaic systems, biomass utilisation as well as rational energy use in buildings and organised respective workshops for engineers and technical staff. Several multimedia tools, publications and software packages were also developed to educate and support design and promotion of different renewable energy systems.

Basic research projects are in the following fields: design of engines and machines, manufacturing cybernetics, manufacturing systems and robotics, welding, multiphase systems, system analysis in power

engineering, heating, cooling and air-conditioning, new technologies in energy conversion and use, energy production and consumption in industry.

University of Ljubljana  
Faculty of Mechanical Engineering



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## Spain: Ecofys S. L.

Ecofys S. L. is the Spanish department – but still separate SOLARGE partner – of the already introduced company Ecofys. The Spanish Ecofys office also covers the whole range of services from research to consultancy in the fields of energy efficiency and renewable energies.

Concerning the country-specific situation, employees of Ecofys S. L. initiated the first solar ordinance in Spain (Barcelona) which makes the use of solar thermal systems obligatory for new buildings and buildings that will be renovated. Ecofys S. L. provides services to municipalities interested in adopting solar ordinances but also to those parties which are affected by these regulations.



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France

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#### ENERPLAN

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Germany

#### Berliner Energieagentur GmbH

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#### Bundesverband Solarindustrie (BSi) e. V.

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#### target GmbH (project coordination)

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Italy

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The Netherlands

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