



EVENT DESCRIPTION

Project Partner: SAENA

Title: 1. Sächsischer Workshop Solare Prozesswärme im EU Projekt SO-PRO

Date & location:

08/20/09, Dresden (Saxony)

Organiser: SAENA GmbH & EESA

Number of Participants: 19

Summary:

A workshop for selected representatives from the solar industry, planners and networks was held in order to explain the project SO-PRO, to identify already available know-how, references and technologic possibilities in the solar process heat segment and to initiate network structures within the solar industry, planners and existing network structures for industrial companies in Saxony.

Objective & main programme point:

Currently little practical experience is available about using solar energy for process heating and cooling in the industry sector in Saxony. On the other hand there is already significant know-how with big solar thermal plants for heating and cooling systems and an already established company is trying to enter a new business sector with high temperature vacuum collectors with a big focus on solar process heat.

The aim of the 1st workshop was to get an overview of the main players in that sector and to get some feedback about the planned approach to companies for energy screenings, pilot projects and new services.

A brief round of introductions was followed by two presentations about the project SO-PRO. The first part covered the general description of the SO-PRO project, the second part illustrated the strategy of SAENA to use synergy effects with current projects. A discussion moderated by EESA (the industrial network for renewable energy in Saxony) was following. At the end there was time for some network activities in small groups.

Conclusions & lessons learnt:

- Some planners know about companies where short monetary amortisation is not the highest priority, but a "green image", better security about future costs of energy use or a personal interest in new technologies may also be main motivations by decision makers.
- A low solar coverage ratio (< 5%) is beneficial for a high collector efficiency even during summer time, but a higher coverage ratio (> 15%) would be more interesting for demonstration projects.
- In case of significant solar coverage solar storage systems must be implemented. For typical storage applications temperature should not rise above 100°C. On the other hand temperatures above 100°C would give new opportunities for solar heat processes.
- Some companies still use steam as their "energy source" with return temperatures above 70°C. These companies are not suitable for solar process heat systems, because they don't have the money to invest in completely new energy and production systems.
- The suitability of solar thermal systems is rather a question of achieved primary energy savings than of achieved (collector) temperatures
- In the field of solar cooling some brief experiences are available.
- SAENA can use multipliers like EESA, VEMAS or WFS to promote the SO-PRO project within their public relation work, e.g. newsletters.
- Reference objects are needed for marketing reasons. It's one aim of SO-PRO to provide these reference objects in.
- A third party contractor typically expects a minimum invest yield of 12% per year. This is very unlikely with solar process heat applications. A contractor needs to be found whose main interest is not maximum return of investment.

Further information:

http://www.saena.de/Saena/Unternehmen/Solare_Prozesswaerme.html

Annex

Programme:

"1. Sächsischer Workshop Solare Prozesswärme im EU Projekt SO-PRO"

8:45 Get together, coffee

9:00 Round of introductions

9:45 The project SO-PRO, overview – Denise Pielniok, SAENA GmbH

10:00 Strategies and instruments for a successful implementation in Saxony
– Martin Reiner, SAENA GmbH

10:15 Moderated discussion (Moderator: Dr. Robert Franke, EESA)

12:00 end

Pictures

