

**estec** (2009)  
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Dear Sir/Madam,

With around **400 solar thermal experts** from **43 countries**, the **4<sup>th</sup> European Solar Thermal Energy Conference (estec2009)** - which took place at the Hotel Bayerischer Hof in Munich on **25-26 May 2009** - confirms its status as the largest international solar thermal platform worldwide.

**Download the conference proceedings and presentations:**

[www.estec2009.org/proceedings.asp](http://www.estec2009.org/proceedings.asp)

**Pictures of the conference now available online:**

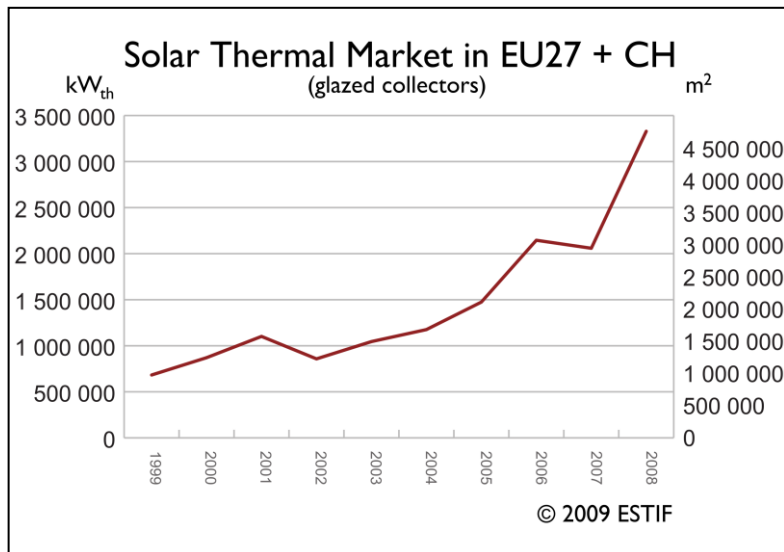
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## ESTIF presents latest market data: Solar thermal celebrates a strong growth in 2008

The European Solar Thermal Industry Federation (ESTIF) presented in preview the latest market data to estec2009 participants. In 2008 the solar thermal market in the European Union and Switzerland **grew by over 60% to 3,3 GW<sub>th</sub> of new capacity**, i.e. 4,76 mil m<sup>2</sup> of collector area.



While demand for solar thermal technologies increased strongly in Spain, Italy and France, the biggest push came from the German market which more than doubled, from 0,7 GW<sub>th</sub> to 1,5 GW<sub>th</sub>.

**Austria is still ahead per-capita** in continental Europe. With a total capacity in operation of 273 kW<sub>th</sub> per 1000 inhabitants, it trails only world leader Cyprus which achieved 623 kW<sub>th</sub> per 1000 inhabitants at the end of 2008.

Boosted by strong market performance in 2008, the industry looks confidently into the future. "With oil prices rising again, we believe that our sector will **continue to grow steadily and be less affected by the current economic turmoil**" says ESTIF President Olivier Drücke.

To download the latest ESTIF publication ***Solar Thermal Markets in Europe***, please go to: [www.estif.org/publications/market\\_data/](http://www.estif.org/publications/market_data/).

**Programme highlight of estec2009: Top solar thermal managers discuss the future of the market in a roundtable discussion**



Five top managers from the solar thermal sector met at estec2009 to discuss the future of the market. The roundtable session *“The future of the solar thermal market – Getting ready for the global boom”* - moderated by Bärbel Epp of solrico - which took place on Tuesday 26 May gathered a panel of well-known companies.

The voice of independent solar specialists was represented by **Robin M.**

**Welling** from TiSUN (Austria) and **Andreas Wagner** from Wagner & Co (Germany). Larger groups were also present with **Vaughan Boulwood** from Rheem (Australia) which is part of the Paloma group, **Gerard Whelan** from the Kingspan group (Ireland) and **Frank Stocker** from Wolf Heiztechnik (Germany), which is a subsidiary of the Centrotec AG.

**Managers exposed their vision for the solar thermal sector and their strategies for further growth.** Robin M. Welling (TiSUN) explained his strategy of high-quality products and innovations. Moreover, he disclosed TiSUN's views of being present not only in Europe and in the US but also in Asia in the next couple of years.

In order to defend the leading position of Kingspan Renewables, Gerard Whelan intends to focus on high-quality vacuum tubes in order to stand the competition with vacuum tubes produced at low costs and quality in China. Vaughan Boulwood from Rheem admitted that as a global company it is harder for them to adapt to the quickly evolving European markets and that he therefore aims at focusing on global markets.

All companies expressed their **confidence in the future development** of the solar thermal market which should be big enough for all market players, both for large heating groups and for smaller solar thermal companies. However, they also revealed their wish for a **more permanent and stable support scheme policy.**

## Gold sponsor TiSUN closes new deals thanks to its participation in estec2009

TiSUN, gold sponsor of estec2009, is a solar thermal company based in Tyrol, Austria. For two decades it has been developing, producing and distributing solar collectors and stratified tanks. **Robin M. Welling, CEO of TiSUN GmbH** and Member of the ESTIF Board of Directors, gives his impressions of the conference.



***What motivated TiSUN to become a gold sponsor of estec2009?***

TiSUN is an internationally acting company and we saw the chance of a **perfect international platform for our activities in new countries**. TiSUN is a strong supporting ESTIF member and has decided to support the crucial estec2009 event. TiSUN stands for responsibility and believes in the exchange of different experiences in diverse markets in order to strengthen the regenerative energies for the future and to save the environment.

***To which extent did your participation in estec2009 as a gold sponsor benefit your company in terms of visibility and new business opportunity?***

We were able to **close a deal with 3 new dealers** at the Intersolar trade fair after they visited the estec2009 conference. TiSUN had a huge brand exposure and a lot of people got aware of the company. The cooperation between the ESTIF staff and TiSUN staff was a winning formula.

***What are for you the highlights of estec2009?***

The stage discussion **“The future of the solar thermal market – Getting ready for the global boom”** with Bärbel Epp, Robin Welling, TiSUN GmbH; Andreas Wagner, Wagner & Co; Vaughan Boulwood, Rheem; Gerard Whelan, Kingspan and Frank Stocker, Wolf. Basically the positive signal for the solar thermal future and the support that Wolf (being a boiler manufacturer) gave was definitely the highlight and perfectly rounded up the two days.

## Innovation in solar thermal: estec2009 bronze sponsor RESOL wins an Intersolar AWARD 2009

**The European Solar Thermal Industry Federation congratulates the company RESOL, bronze sponsor of estec2009, on its Intersolar AWARD 2009.** Under the patronage of the German Federal Minister of Economics and Technology, Dr. Karl-Theodor Freiherr zu Guttenberg, the Intersolar AWARD 2009 ceremony rewarded ground-breaking products and services in the international solar industry. RESOL received one of the three awards dedicated to solar thermal innovations for its **FlowCon Sensor**.



Photo credits: Darren Jacklin/Solar Promotion GmbH

The FlowCon Sensor owes its success to the fact that it is the **first complete solar thermal station** to be introduced on the market. The FlowCon Sensor makes indeed the additional installation of collectors and store sensors unnecessary while ensuring a high operational security and the same energy yield than conventional solar installations. This new station helps save time, materials and significantly reduces the costs of the first installation.

## SOLARHAUS 50+: A step forward on the way of sustainable houses

While 40% of all energy consumed is used in buildings, the concept of the **'SOLARHAUS 50+'** presented at the trade fair Intersolar 2009 intends to show that **50% of a household's heating needs can be covered by solar energy**. In the SOLARHAUS 50+ more than a half of the domestic hot water and space heating is provided by solar thermal installations whereas the remaining heating requirements are to be met by other energy sources.



Photo credits: SolarPromotion

The particularity of the SOLARHAUS 50+ is its **large collector area** (30-60 sqm) and **water storage tanks** (6,000 to 10,000 liters) which enable 60% to 70% of heating needs to be covered by solar energy. To be sure, these applications are more easily installed in new buildings. However, older buildings can be refurbished to become SOLARHAUS 50+ and solar thermal installations can even be used in office buildings or hotels.

The special exhibition SOLARHAUS 50+ at Intersolar 2009 was created in co-operation with **Harald Drück**, Head of the Research and Test Center for Solar Installations at the Institute for Thermodynamics and Energy Conversion (ITW), Stuttgart University and **Gerhard Stry-Hipp**, Head of the Renewable Heating and Cooling Platform.

Please, go to [www.intersolar.de/index.php?id=449&L=1](http://www.intersolar.de/index.php?id=449&L=1) for information on the SOLARHAUS 50+.

**Save the date: 3rd International Conference on Solar Air-Conditioning, 30 September - 2 October 2009, Palermo**

Hosted by OTTI, the **3<sup>rd</sup> International Conference on Solar Air-Conditioning** will be held in **Palermo** (Italy) from **30 September to 2 October 2009**.

This conference which is officially supported by ESTIF will provide participants with comprehensive information on the state of the solar air-conditioning technology and the latest results from research and development. It will mainly focus on development of solar cooling technologies, transfer of know-how, identification of R&D needs and exchange of results and ideas.

The conference is addressed to planners, architects, engineers and scientists active in air-conditioning, solar thermal and cooling; energy policy makers; manufacturers as well as industry representatives.

Please note that **ESTIF members will benefit from reduced registration fees**.

Contact: Ms Gabriele Struthoff-Müller at [gabriele.struthoff-mueller@otti.de](mailto:gabriele.struthoff-mueller@otti.de).

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