

— Memorandum of Understanding —
IEA Solar Heating and Cooling Programme
and
Solar Trade Associations



Whereas:

- The objectives of the IEA Solar Heating and Cooling Programme (IEA SHC) are to:
 - (1) be the primary source of technical information and analysis on solar heating and cooling technologies, designs and applications,
 - (2) help achieve a significant increase in the performance of the same,
 - (3) help industry and government increase the market share of the same, and
 - (4) help educate decision makers and the public on the status and value of the same.
- The objectives of the Trade Associations are to expand the market for solar heating products by:
 - (1) lobbying for policies to create a level playing field for market entry measures,
 - (2) increasing public awareness of the needs for and advantages of solar thermal energy, and
 - (3) increasing product quality and consumer confidence by standardization and certification of solar thermal systems.
- The IEA SHC and the Trade Associations share the vision that the realistic Solar Thermal potential can provide 10-15% of the total energy demand in the OECD countries (within the boundaries of a level playing field) by 2025.
- Both Parties agree, that national and international government bodies and policy makers should have a greater awareness of this potential and therefore a higher sense of urgency in its realization.
- Both recognize that R&D results need to be incorporated into new products and services by industry in order to open new applications and markets.
- Closer cooperation between the IEA SHC and the Trade Associations will help both organizations to achieve their objectives.

Therefore:

In view of shared objectives and interests, the following points are agreed to:

- (1) The parties will work together to gather and synthesize facts and information and to advise policy makers regarding both R&D and market development needs.
- (2) The parties agree to develop and publicize a methodology for referring to the solar thermal potential in both Gigawatt hours and Megawatts.
- (3) The Trade Associations are invited to provide input in the formulation of new IEA SHC Tasks.
- (4) The Trade Associations will encourage members to participate as experts in IEA SHC Tasks.
- (5) Interested Trade Associations will be invited to participate in IEA SHC Executive Committee and Task activities.
- (6) The IEA SHC is invited to present the results of its Tasks at the Trade Associations' annual meetings.
- (7) The Trade Associations are invited to review the current Tasks and assign one member to serve as their liaison and to disseminate Task information.
- (8) The Trade Associations are welcome to contribute articles to the IEA SHC Newsletter on relevant issues.
- (9) The IEA SHC is welcome to contribute articles to the Trade Associations' publications on relevant issues.
- (10) The parties are invited to speak at the other's conferences and to consider conference co-sponsorship.
- (11) A coordinating group representing the signatories of this MOU will be formed to review the activities initiated and to recommend improvements.
- (12) The parties agree to develop a common vision for the global potential and role for solar heating and cooling, and to develop a strategy to reach this vision.

Agreed to by the undersigned:

Chairman
IEA Solar Heating & Cooling Programme

Managing Director
Austrian Solar Association

Executive Director
European Solar Thermal Industries Forum

Chairman
Holland Solar

Managing Director
German Solar Energies Association

President
Solar Energy Association of Sweden

Executive Director
Canadian Solar Industries Association

Executive Director
Solar Energy Industries
Association of the United States

Executive Director
Australian Business Council for
Energy

Secretary General
Solar Thermal Industry Sustainable
Association of Spain

Director
Solar Air Heating World Industry Association