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International Market Strategy

Topics

Denmark	DANFOSS Announces Exclusive Agreement with PROCON
Europe	European HRC Traders Buy Domestically
Hungary	300,000 m ² of New Office Space Added in Budapest in 2009
Italy	CONSTRUZIONI SOLARI Launched Its DOMINO Measuring System
Japan	DAIKIN Solar Thermal Collectors Have Been Awarded by Solar Keymark
Romania	REHAU POLYMER to Close Down Plastic Pipes Factory
Russia	AIZhK May Receive €958 million from NATIONAL WELFARE FUND
Sweden	NIBE Pre-tax Profit of SEK 212 million in Q4 of 2009
United Kingdom	Burning Fuels no Longer Viable
United Kingdom	TESCO Uses CO ₂ Refrigeration in Zero Carbon Store
United Kingdom	New Boiler Technology by ZENEX



Denmark: DANFOSS Announces Exclusive Agreement with PROCON

DANFOSS announced an agreement with PROCON, Inc., provider of mobile resource management (MRM) technologies and processes.

Under the terms of the agreement, PROCON is the exclusive supplier to DANFOSS of MRM products that will enable DANFOSS to monitor refrigeration temperatures in real-time environments, either stationary or mobile. As a result, DANFOSS can provide its customers with temperature data transmission (along with location), alerts for temperature variances and data analysis for Hazard Analysis and Critical Control Points (HACCP) compliance, all on a real time-basis.

Source: Journal of Technology & Science

Europe: European HRC Traders Buy Domestically

European traders are opting to buy hot rolled coil from other nearby countries including France and Germany rather than from China, due to the strengthening of the dollar against the Euro.

The dollar is too strong now. Buying HRC in China has become too expensive and is no longer cost effective. In addition, the 90 days delivery time from China is pushing traders to buy locally. Italy is the third largest country importer of coil in Europe.

Source: www.steelbb.com

Hungary: 300,000 m² of New Office Space Added in Budapest in 2009

The total office stock in Budapest was augmented by 300,000 m² of new office space in 2009. At the end of 2009 the vacancy rate had increased to 22%. Take-up in Q4 2009 came to 63,700 m², with renewals of previous deals and expansions accounting for 52.8% of occupied office space.

The most substantial rental transactions in Budapest last year were GETRONICS renewal of a lease of 4,686 m² at Margit Palace, the Celanese Corporation's renegotiation of its 2,800 m² office space lease and the 1,500 m² expansion of space in the office building in Vaci Street.

At the end of 2009, modern office stock in Budapest exceeded 2.4 million m². Seven new office buildings were completed during the last quarter of the year, predominantly in the non-central submarkets (61,545 m²). The largest office buildings completed were Corvin – stage 2, with 24,421 m² of space, and Budawest with 14,065 m². Furthermore, the U48 building was put up in the 8th district and included 7,365 m² of office space. Other completed projects included: Allee Corner (6,795 m²) in the 11th district, the Uniqua Vital Business Centre (8,899 m²) in the 13th district, the Paris Department Store (3,700 m²) and the First Site Office Building (2,810 m²).

Source: www.ceeconstruction.com

Italy: COSTRUZIONI SOLARI Launched Its DOMINO Measuring System

DOMINO is the hydronic control system that comprises every hydraulic and electronic device needed to manage and record the activity of a solar system. The whole equipment has been designed and built in COSTRUZIONI SOLARI to provide the customer and the installers with a complete system. Both hydraulic and electronic components are assembled in the company. Each of them have been tested and checked to guarantee full effectiveness.

Source: www.costruzionisolari.it

Japan: DAIKIN Solar Thermal Collectors Have Been Awarded by Solar Keymark

The Solar Keymark is a voluntary mark, developed by the European standardisation bodies, which are members of the European Committee for Standardisation. The Solar Keymark certification helps users to select quality solar collectors.

DAIKIN solar thermal collectors have been awarded Solar Keymark for solar thermal product; a certification which is mandatory for end users and organisations to access financial incentives, such as grants available through the Low Carbon Buildings Programme. This accreditation certifies that the solar collectors have been tested according to and found compliant with EN 12975. The certification is testament to the quality of the DAIKIN solar collectors, which are now listed on the Solar Keymark Collector international database.

Now that DAIKIN ALTHERMA has the MCS certification and DAIKIN solar collectors have the Solar Keymark certification, LCBP grants of up to £1,300 are available for the UK householder towards the installation of a fully integrated DAIKIN renewable energy system. This low-carbon technology utilises the Daikin Altherma air source heat pump combined with solar collectors to deliver a complete domestic space and hot water heating solution.

Source: TendersInfo

Romania: REHAU POLYMER to Close Down Plastic Pipes Factory

REHAU POLYMER, the Romanian division of the German REHAU, plans to close down its plastic pipes production unit in Sibiu City in May 2010 and will lay off 32 employees. The company has invested €10million in the development of the Sibiu factory since 2003. REHAU POLYMER intends to focus on other infrastructure and civil engineering segments such as heat, water management systems and sewerage. In 2009, the company recorded a turnover of €45 million, down by 30% from the previous year.

Source: Ziarul Financiar

Russia: AIZhK May Receive €958 million from NATIONAL WELFARE FUND

The Russian government is to consider using money from the NATIONAL WELFARE FUND to finance the AGENCY FOR HOUSING MORTGAGE LENDING (AIZhK). €958 million could be provided. In addition, this year the agency is to receive another €5.9 billion from the FEDERAL PENSION FUND and VNESCHECONOMBANK. It is anticipated that the additional funds provided to the agency will result in a reduction in the average mortgage interest rate to 10% from the current 14%.

Source: www.constructionrussia.com

Sweden: NIBE Pre-tax Profit of SEK 212 million in Q4 of 2009

Swedish heating company NIBE has paralleled its Q4 2008 pre-tax profit level and posted a pre-tax profit of SEK 212 million (€21.43 million) in Q4 of 2009. Net profit during the quarter was also equal to the company' net profit level of Q4 2008 as it totalled SEK 158 million (€14 million). Sales amounted to SEK 1.70 billion (€151.5 million), slightly less than the SEK 1.73 billion (€154.1 million) recorded in Q4 of 2008.

Source: Dagens Industri

United Kingdom: Burning Fuels no Longer Viable

MITSUBISHI ELECTRIC has unveiled radical plans to convert builders and owners of commercial buildings to the potential for heat pumps for space heating and hot water.

The manufacturer believes that current and planned legislation about renewables, together with improving economics for the technology, make it ideally placed to take over much of the renewable heating territory currently met by biomass boilers.

The company believes the burning of fuels to heat commercial buildings is no longer sustainable and they are convinced that heat pumps will be the mass market alternative. Renewable energy is the obvious choice for fuel utilisation but people don't yet truly recognise the heat pump as a heating device.

MITSUBISHI ELECTRIC said that it had made the new VRF-based heat pumps "heating only" to ensure it qualifies as a renewable technology under UK and EU definitions.

MITSUBISHI believes that its new range of heat pumps offer more ease of use, reliability and flexibility than biomass boilers for customers looking to meet renewables obligations.

Product marketing manager Philip Ord said: "For air to water heat pumps, installations under 200 kW will be cheaper than a biomass boiler, and will not require the hoppers or access requirements of biomass."

Each modular unit provides 25 kW, with the ability to integrate up to 200 kW at a time. The heat pumps are available as air source or ground source systems, and can deliver to the building either via ducting for space heating, or via a boiler unit to radiators, underfloor circuits or to the hot water system.

Domestic water can be supplied up to 70 C° and water for heating up to 45 C°.

Source: www.nexis.com



United Kingdom: TESCO Uses CO₂ Refrigeration in Zero Carbon Store

CO₂ refrigeration is one of several green measures adopted in TESCO's new zero carbon store.

The retail giant is describing its newly opened store in Ramsey, Cambridgeshire, as the world's first zero carbon supermarket.

TESCO announced it will spend more than £100 million with British green technology companies to create thousands of jobs. It says it will spend the money from February 2010 to February 2011.

As well as using CO₂ refrigeration, TESCO's new store was built with sustainable wood, LED lighting and a combined heat and power plant powered with renewable fuel. The store exports back any extra electricity generated to the national grid. The retailer says the building will demonstrate over a year that the net CO₂ emissions from electricity, gas and refrigerant use is zero (the amount of energy taken from the national grid will be less or equal to the amount put back through low carbon and renewable technologies).

Source: www.acr-news.com



United Kingdom: New Boiler Technology by ZENEX

A number of recent licensing deals with the big boiler manufacturers ALPHA BOILERS and BAXI should help ZENEX gain momentum. The company has also signed a deal with IMMERGAS to supply the Italian market.

At £600, the ZENEX GAS SAVER will be too expensive for many and it doesn't qualify for the government's new boiler scrappage subsidy scheme. However it is expected that the product will more than pay for itself.

A customer could recover the cost in three to five years. Solar can take 20-40 years. If an old boiler is taken out and replaced with a ZENEX GAS SAVER, the customers could save 50% on their gas bill.

ZENEX is trying to get government endorsement for the energy-saving product. Energy prices could go up by 25% over the next five to ten years. This is really the next generation of boilers, and policy is developing to support this type of energy efficiency. Mark Lawrence at Carbon Limiting Technologies, which is providing business support to Zenex, said: "This is a classic story of small business with innovative and more efficient technology trying to crack a huge market. It's about educating people on the benefits."

ZENEX is targeting the domestic and commercial markets. The company estimates a typical household will save about £78 annually and avoid emitting about half a tonne of carbon dioxide. Savings could reach as much as £300 to £400 over two to three years.

Source: The Sunday Times (London)