

Meeting Minutes

Project “Long -Term Agreements for EE in industry in Bulgaria” (LTA BG – II)

Training Program for Energy Potential Scanning and establishment of Target Group I

The meeting took place on the 15th of March 2007 with the following Agenda:

1. Focus on Task Group I: Energy Potential Scan Consultants. What is Energy Potential Scanning – Mr. Erik ter Avest, SenterNovem
2. Establishment of Task Group I. Adoption of group work rules and of schedule for regular meetings.

Moderator: Mr. Erik ter Avest, SenterNovem

3. Negotiations between SenterNovem and Bulgarian companies, concerning sub-contracting for Energy Potential Scanning activities

Questions and discussions

Eighteen representatives of consulting companies, state administration, SenterNovem and ESD-Bulgaria OOD were present on the meeting.

Mr. Erik ter Avest in his presentation introduced the EE scanning method and approach, planning and organization of the activities and presented the reporting of results.

It also focused also on the management, production and engineering consultations.

Particular attention was paid to the efficiency scanning illustrations.

The discussion for clarification of key issues, while performing the scanning of the energy potential was considered extremely important for the future work of the consultants.

The question on the differences between the scanning of the energy potential and the energy audits was extremely interesting.

Mr. Erik ter Avest explained that the difference is in the level of involvement of the employees of the studied company. During the energy audits, most of the work is performed by the consultants, depending on the company employees to actively cooperate, while providing the necessary information, whereas during the scanning of the energy potential process, the main idea is to actively involve the employees of the company to perform the study, with consultants providing

the necessary support, but without being directly involved in the study or recommend any energy efficiency measures.

Two types of questions were raised:

- 1) Would there not be a duplication of activities between the energy audits and the scanning of the energy potential? (This question was asked by Mr. Atanas Papazhev from “Agropolichim” – Devnia)
- 2) The energy audits in our country are compulsory for the larger energy consumers. Would it therefore not be better before entering into any negotiations for long-term agreements that the state insists on this requirement to be observed by the respective industrial companies? (This question was asked by Mr. Dimitar Baev from “Energy-Efficiency Systems”)

These two questions provoked a lively discussion. The position of Mr. Erik ter Avest and Mr. Cees van Beek (Dutch EPS consultant) was that the formulation of the energy efficiency plans, directly by the employees of the company, provides better chances for the actual implementation of the proposed measures.

Mr. Baev’s proposal, the energy potential scanning to be used as a pre-feasibility study, for the purposes of signing long-term agreements, where detailed energy audits will be included as a necessary requirement to the company, has been considered as the most rational one.

After the discussion, meetings were organized between the consultants from SenterNovem and the representatives of the four consulting companies, who have applied for the implementation of scanning of energy potential activities, namely: “Energy-Effective Systems”, “Sofena”, “Energy Efficiency Center in Industry”, “Center for Testing and European Certification”.