

**SOLAR GIANT SCHÜCO INTERNATIONAL KG PART**

# CATCHING THE SUN

SCHÜCO INTERNATIONAL KG, A GLOBAL LEADER IN THE SOLAR ENERGY MARKET, IS ONE OF A GROWING NUMBER OF PLAYERS TO EMBRACE KIWA'S EXPERTISE AS A CERTIFIER IN THIS FIELD. IN 2009 KIWA ISSUED ITS FIRST SOLAR PV CERTIFICATE TO THE GERMAN-BASED GIANT.

In a world of dwindling energy resources, Schüco International KG focuses on key issues for the future: providing the most attractive energy-saving and renewable energy solutions and combining them with an emphasis on automation, security and good design. With headquarters in Bielefeld, Germany, and over 5,000 employees and 12,000 partner companies in over 75 countries, Schüco is the global market leader in aluminium, solar, steel and vinyl systems for innovative building envelopes. In 2005, Schüco commis-



sioned Germany's first 1,000 Megawatt manufacturing plant for thermal collectors in Germany, equivalent to the output of a nuclear power station.

## **SOLID REPUTATION**

Schüco was already familiar with Kiwa as a certification institute before it began to look into Solar PV certification. Kiwa has performed satisfactory testing and certification activities for the German firm in the area of window profiles for some time already. When approached for Solar PV certification, Kiwa was able to offer favourable conditions. On top of that, Kiwa enjoys a solid reputation in the construction industry, which is another asset for a solar PV manufacturer.

## **SHARED VISION**

Schüco's vision matches that of Kiwa. Ever eager to contribute to a sustainable future, Kiwa has made rapid progress in both of the market's two segments, solar thermal and solar photovoltaics, or PV (see text box). 'Together with clients like Schüco, we're developing a broad vision on the future of solar energy', says Leendert van der Marel, commercial manager of Kiwa's Energy using Products (EuP) Business Sector. 'The urgent need for a shift to more sustainable energy resources is likely to speed up developments in this field, which also means new standards and certification schemes. For instance, we're anticipating a new European directive with a major impact on this market in 2011. Kiwa intends to play a key role in all of this.'

## WINNERS WITH KIWA



## BRIGHT FUTURE

As China's solar panel manufacturers jostle for an export position, the need for certification in Asia is sky-high. At Shanghai's recent Fifth AsiaSolar Photovoltaic Expo, numerous businesses were surprised by Kiwa's quick, flexible and low-cost services in this area.

Kiwa's prospects on the market for solar, or photovoltaic (PV), panels are bright, if the Shanghai fair is anything to go by. The fair was attended by Kiwa delegations from China, Italy and The Netherlands. They found that many export-hungry Chinese solar manufacturers are serious about certification and in a hurry to find a reliable and affordable Notified Body that will enable them to sell and deliver their products to Europe. Often expecting lead times of over 180 days, they were surprised that Kiwa can provide certification within 90 days and at favourable prices.

After five successful events, AsiaSolar has earned a reputation in the industry as one of the most promising Asian photovoltaics exhibitions. The exhibition now enjoys a stable Chinese and overseas client base, and increasingly strong links with overseas purchasing agents.



*Leendert van der Marel,  
commercial manager,  
Kiwa's Energy using  
Products.*

## SERVICES FOR BOTH THERMAL AND PV

Kiwa has been active as a tester and certifier on the solar energy market since 2005, with customers in numerous countries. Over the last year, it extended its reach from solar thermal to solar photovoltaics (PV), expanding its service portfolio with services on the Chinese market, MCS certification for the UK market, testing and certification programmes for inverters, pre-compliance & pre-shipment testing.

Kiwa's activities in this field cover both the solar thermal and the solar photovoltaic (PV) segments. The term solar thermal refers to the larger collectors that convert solar energy to heat used in water heater systems. At its test lab in The Netherlands, Kiwa Gastec has worked with the Solar Keymark label in this field for several years. Just recently, Kiwa was appointed as a test lab by ESTIF-CEN, the European Solar Thermal Industry Federation.

The solar PV segment is younger and technologically more advanced, using solar panels or modules consisting of photovoltaics (PVs), or arrays of cells, containing a solar photovoltaic material that converts solar radiation into direct current electricity. Solar PV products are expensive and are increasingly subsidised by governments. Subsidies usually are only issued on the condition that the products are tested and certified. The standards for this market are focused on sustainability and efficiency (EN 61215), thin-film technology (EN 61646) and electrical and mechanical safety (EN 62730). Kiwa can take manufacturers through the entire testing and certification procedure. Added to its solid background in building and glass, these qualifications make Kiwa an attractive partner to players in the solar market.

### THE BANKING WORLD

Among the assets Kiwa brings to the solar energy field are not only its strong reputation in the building and energy markets but also the recognition it enjoys in the financial world. Explains Van der Marel, 'The funding necessary for solar PV products comes from the banks and due to our presence in the building industry, Kiwa is on excellent footing with the banking world. The advantage to our clients is obvious.'

Also, Kiwa offers the benefit of having local offices and expertise in many countries of the world, including China. In a globalised industry like this one, that is almost a prerequisite.

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