

AREA PHONE CONFERENCE

5th Conference Call in 2011 on September 28th

Participants:

Alvaro Aja, Market Analyst, Trinasolar, Switzerland
Ansgar Kiene, Director WFC Africa / AREA Coordinator, South Africa
Anthony Ighodaro, Managing Director, KXN Nigeria Ltd. (Solarsolve)/ Chair, AREA Steering Committee, UK
Axel von Perfall, Managing Director, Alingho - RE Recruiting, Germany
Gifty Baaba Asmah, Executive Director, Daasgift Quality Foundation, Ghana
Romina Arcamone Garcia, International Business Development Manager, Trojan Battery, USA
Yotam Ariel, Managing Director, Bennu Solar, Hong Kong, China
Zohra Abib, Managing Director, EnR'afrique, Morocco

Next AREA Conference Call scheduled for:

Wednesday, October 26th at 15:00 o'clock Greenwich Mean Time (GMT)

This translates into:

08:00 - San Francisco, USA / 08:00 - Dallas, USA / 11:00 - Washington DC, USA / 14:00 - Praia, Cape Verde /
15:00 - Casablanca, Morocco / 16:00 - Abuja, Nigeria / 16:00 - London, UK / 17:00 - Windhoek, Namibia /
17:00 - Cairo, Egypt/ 17:00 - Joburg, South Africa / 17:00 - Berlin, Germany / 18:00 - Nairobi, Kenya/ 18:00 -
Addis Ababa, Ethiopia/ 20:30 - New Delhi, India/ 21:00 - Dhaka, Bangladesh / 23:00 - Hong Kong, China

Please use this link to see the equivalent time in your country: <http://www.timeanddate.com/>

Conference Call Dial-in Instructions

Please make use of this number if your country doesn't have its own national dial-in no.: **+44 208 322 3381**

You are then asked to type-in your **participant access code: 761785#**

Dialing-into the AREA Conference Call should be free of charge for you as this service is paid for by the World Future Council Foundation (WFC).

Topics discussed:

- 1) **Group purchase of RE technology**
- 2) **Logistical problems as barrier to flourishing RE markets in Africa**
- 3) **AREA membership: Fees & benefits**
- 4) **AREA as a bridge**
- 5) **EU Energy Initiative (euei) at AREA**
 - a. European Commission funding opportunities
 - b. AFRETEP workshops in East- and West Africa
- 6) **ECREEE vacancy**
- 7) **Policy update & EVENTS**

1) **Group purchase of RE technology**

Bennu Solar highlighted the opportunity of group purchasing of renewable energy equipment in order for African businesses to bring down the cost. To import small amounts of, e.g. Solar PV panels is quite expensive for entrepreneurs in African countries. Combine their orders would enable them to buy small scale Solar PV for 1.3 US\$ per watt. Added value would apply with an independent quality inspection (use of mobile phones to text serial no. for proof of genuine parts) and better warranty services.

However, several questions arose such as “which manufacturer to choose?” - “need to be careful while selecting contractor not to overlook/ harm local manufacturing of small PV appliances”

2) **Logistical problems as barrier to flourishing RE markets in Africa**

The discussion on the topic above led us to the difficult logistical situations in many African countries. “We need to reduce the high cost of logistics for RE equipment!” Transportation is a key factor to a successful business and to satisfied customers. Innovative ways of getting RE technology transported even surpassing painstaking border crossing. Distribution of small quantities, e.gg batteries poses a problem. Secure warehouses to split a container shipment into the required portions. Distribution/ logistics can easily double the cost of your products; this could be an issue for AREA to look into solutions. It’s been suggested by Gifty Asmah that these problems need to be addressed to and tackled by the Governments.

[Delivering Solar to a Distribution-cursed Market](#) by Yotam Ariel on Renewable Energy World.com

3) **AREA membership: Fees & benefits**

In order to sustainably develop the African Renewable Energy Alliance we need to come up and implement funding opportunities for our work shortly.

The AREA Steering Committee will develop a membership fees and benefits scheme. Next to a financial contribution the importance to remain an open network for everyone was emphasised. We need to categorise members into, e.g. students; businesses & African practitioners/ installers and big corporations. Trojan batteries are interested in bottom-up information from the African market (such as the logistical issues) and would be willing to financially contribute. Other major players like juwi Solar GmbH and VESTAS Wind Systems have signaled similar interest and readiness.

4) **AREA as a bridge**

Among others Axel von Perfall joined AREA as he sees us as an ideal bridge that’s able to connect for example investors with project developers. Next to his recruitment company he’s engaged in an investment company that is looking for appropriate products & partners in Ethiopia and South Africa. We can make it happen! Just visit our website regularly and respond to and connect with each other.

5) **EU Energy Initiative (euei) at AREA**

[European Union support for the private sector](#)

6) **ECREEE vacancy**

<http://area-network.ning.com/forum/topics/consultancy-services>

7) **Policy update and interesting [EVENTS](#)**

Feed-in Tariffs vs. Competitive bidding: An interesting examination by [CSPToday](#)