

Telephone conference call discussion with Climaveneta (Italy) regarding proposed ecodesign requirements

Conference call notes for Monday 25 March 2013

- Venue:** Telephone conference call
- Timing:** 2pm – 3pm.
- Attendees:** Jeremy Tait (Tait Consulting / study contractor for CLASP Europe), Philippe Rivière (ARMINES / study contractor for CLASP Europe), Giancarlo Sormani (Climaveneta) plus two Climaveneta colleagues listening in.

These are the questions and issues proposed before the meeting for discussion:

1. Could we talk through the method by which you have arrived at your SEPR performance figures for your products, to understand how detailed or estimated the figures are?
2. We would like to understand how representative the data you have analysed is of the Climaveneta product range and of the product ranges of other companies that you feel are affected in the same way. For example, have you analysed the performance of most, or a selected few, of your best selling products? Have you looked at premium and budget products? Have you differentiated between products sold for air conditioning and/or products sold for industrial process applications? to put your views in context with others we have received, it would be useful if you could fill in the two tables in the questionnaire about average performance of products across the capacity segments. So we can see for which product types our estimates of typical performance are not accurate for your product ranges.
3. Similarly, do you have any indications of what proportion of the Italian industrial process chiller market is met by products achieving that level of performance? this helps us to understand what is behind your estimate of perhaps 90% of products from some manufacturers being affected. From the replies to our consultation, the average estimate was that Tier 1 would remove 36% of the market and Tier 2 would remove 60% (but we did not include your reply in that average yet).
4. We would also be interested in how you came up with the suggested minimum requirements in your table.

Meeting notes sent to Mr Sormani on 28 March 2013 by email as a record of discussions:

Thank you for your time and the time of your colleagues last Monday. I just wanted to confirm the main points that I noted from our discussion last Monday:

1. Climaveneta has participated in previous discussions and meetings about eco-design of chillers both within its industry Association and with the commission. It has discussed

relevant issues with other Italian suppliers, including Clivet, Galetti, Emmeti, Rhoss, Aermec and others.

2. Climaveneta has a market share of around 30% in Italy and is part of the DeLonghi group. Climaveneta is a mid size supplier in Italy.
3. the predominant compressor types in the Climaveneta range are screw (with R134a) and scroll (with R410A); less than 10% of Climaveneta sales are accounted for by centrifugal chillers.
4. Other small Italian suppliers also have little or no centrifugal chiller sales, Also smaller suppliers in France are in a similar situation. McQuay Is one of the few companies selling a significant proportion of centrifugal chillers in their range in Italy.
5. you noted that industrial chillers are not always used for 7000 hours per year, chillers used in wine processing are used only seasonally; chillers used for manufacturing by DeLonghi are used only 16 hours per working day and some seasonal.
6. the proposed SEPR requirements are considered very high by Climaveneta. Compliance would require a significant change of product types in their range to include more centrifugal chillers.
7. You have calculated the performance of a selection of your products using the SEPR spreadsheet tool. You noted a limited availability of performance data for screw compressors in the public domain that could reach the performance levels specified. This is especially difficult for your engineers to analyse because SEPR is new and manufacturers do not publish data about this yet.
8. Climaveneta does have products that can meet the requirements, but price pressures mean that the market needs "Fiat and Ford" type chillers as well as "Mercedes/VW". Climaveneta does not expect standards to be put in place that would allow all current products to remain on the market, but is seeking a manageable transition. improvements to be brought in include wider use of inverter driven controls for example. you noted that it is important to maintain a diversity of manufacturers in the market, and that time would be required for screw and scroll based products to be improved and these should not be simply pushed out of the market.
9. in general, the requirements for air cooled chillers are not of great concern. The most challenging requirements are for water cooled chillers above 400 kW. We discussed options including a suggestion that allowing a SEPR of 8.5 for products above 1000 kW would allow the better performing screw chillers to remain.
10. You and Philippe discussed several technology options for improved efficiency. You noted some technical problems with some options, but we agreed there are more options that could be brought in, and the effect of these options on improving the SEPR would require some more investigation by manufacturers (some could provide good improvements to SEPR - and of course would have economic impacts but savings over the usage hours are most often enough to justify extra investment costs to end users)

11. Climaveneta Indicated that it would be able to complete a consultation questionnaire to provide some additional detail on the challenges. This would be most useful if it could be delivered during this week or early next week)

I hope I have understood correctly these points and invite your comments to correct or expand on them.

[No comments received in reply as at 3 April 2013].