

# SHIP Market Development Status & Perspectives of Industry Association



**M. D. AKOLE, CHAIRMAN  
SOLAR THERMAL FEDERATION OF INDIA  
(STFI)**

# Contents:



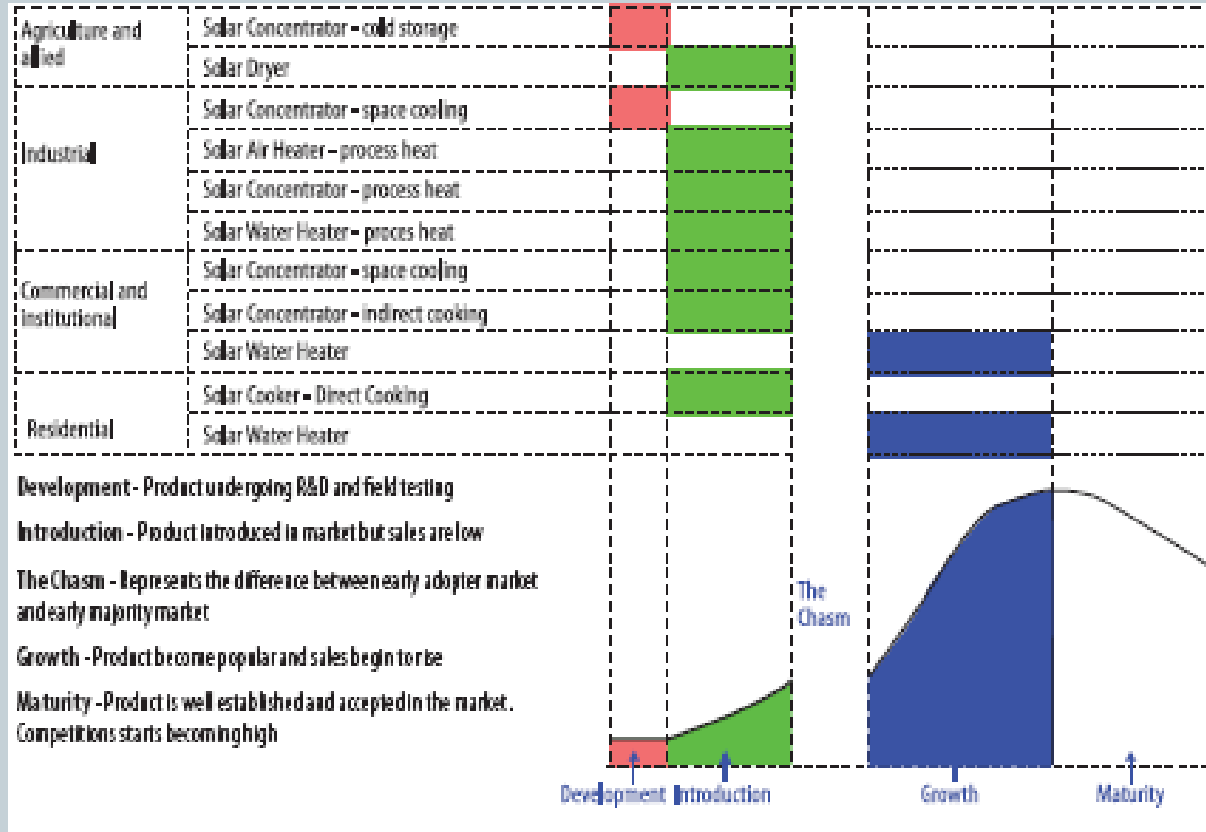
- SHIP: Solar Heating for Low Temperature Industrial Processes.
- Stage of the market.
- Challenges for market growth.
- Need of the hour.

# Low temperature process heat:



- Market potential of solar water heater for low temperature process heat very high.
- Almost all industries use heat at low temperature.
- Typical examples include electroplating, dairy, textile, pharmaceuticals etc.
- Processes in the range of 40-80 degree centigrade can be catered to easily.

# Stage of market development:



Source: Capturing sun for heat, Greentech knowledge solutions, Shakti sustainable energy foundation (2015)

# Challenges for market growth:



- Lack of awareness amongst users.
- No provision for Renewable Heating Obligation.
- Sharp reduction in fuel prices (expected to continue for next 2-3 years).
- Lack of awareness/proper design knowledge among solar thermal industry.

# Need of the hour:



- Awareness creation drives amongst users and industry stakeholders as well.
- Imparting proper knowledge and training for design of solar thermal systems (move to detailed design and simulation).
- Allocation/reservation of roof area for solar thermal applications in industries.
- Policy thrust on SHIP either through mandation or financial incentives.



**Thank you!**