

HARP Project – The role of installers' associations in the modernisation of the EU heating stock

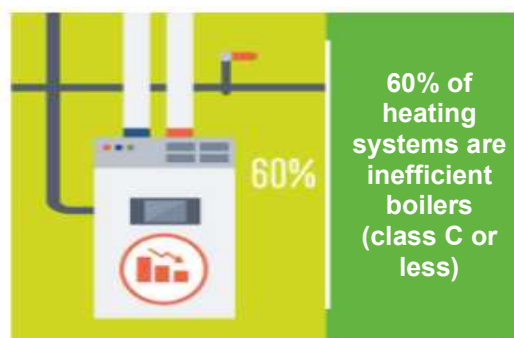
Considering the relevance that professionals have on consumer's decision-making process when considering the replacement of their heating appliances, the framework of the HARP (**Heating Appliances Retrofit Planning**) project aims to establish relationships with associations and confederations that are dedicated to supporting professionals in this field and that, therefore, have a key role in the modernization of the EU heating stock. In addition, HARPa is presented as a tool that these associations can present to their professionals to offer them support and attract clients.

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In recent years, with the commitment of reaching a climate-neutral Europe by 2050, many companies and organizations have mobilised to adapt their business structure to pursue sustainability, and energy efficiency objectives.

One of the sectors upon which most interest and attention is being placed to reach the race for decarbonization is the residential sector, which is currently the main consumer of heating and cooling energy in Europe. Heating and cooling accounts for half of the EU's energy consumption, and around 80% of the energy consumed in the residential sector is for space climatization and domestic hot water production. In addition, 60% of the European heating stock is made up of old and inefficient boilers (that function with an energy class of C or lower).



In this context,, at both European and national level, there are space heating and cooling installers and professionals' organizations and associations that play a key role in

accelerating the modernization of the European heating stock and who can significantly contribute to meeting the energy efficiency objectives established by the EU.

Considering their potential, it is very interesting to understand the labour of these associations. They can advise professionals who are associated to them so that they are aware of the current situation, therefore incentivizing them to work towards sustainability and energy efficiency objectives. In this sense, the collaboration between HARP and this type of associations can bring important benefits since the HARP tool can help them by providing a simple and user-friendly tool that facilitates the advisory work (towards clients) performed by their professional installers.

European organisations in the heating and cooling sector

At European level, the following organizations have been identified focused on the same professional field as HARP:

- **EHI:** European Heating Industry association. It is one of the partners of the HARP Project and is made up of leading companies in the production of efficient heating systems.
- **Solar Heat Europe:** The European Solar Thermal Industry association, another partner of the HARP project, represents the solar heat sector through advocacy for better conditions meant to enhance the deployment of the renewable heating solution in European buildings, cities, and industries, and as such contribute to the EU's decarbonisation ambitions.
- **GCP Europe:** works in favour of efficient building engineering services. The association represents the interest of the building engineering services sector: plumbing and air conditioning at the European Union level.
- **AREA:** the member of AREA are national associations that are established in Europe y composed of contractors and installers working with refrigeration, air conditioning, and heat pumps, and is dedicated to supporting and initiating activities to promote the industry and its high-quality standards.
- **REHVA:** is a Federation of European Associations of Heating, Ventilation, and Air Conditioning. Its main objective is to serve its members and the field of building engineering (heating, ventilation and air conditioning), facilitating the exchange of knowledge, supporting the development of related community policies and their application at national level.

Considering the previous, these associations and federations work to support heating and cooling professionals at European level. All of them can boast to count among their members associations at national level that help achieve a fluid communication between professionals from different countries working in the sector, pursuing standardization and the exchange of ideas and good practices.

In this area of collaboration, the HARP project can be very interesting for these associations, since it allows its associates to distribute a free-to-use tool among professionals which is very useful and can support them in their daily work.

In addition, the HARP project has designed a set of training courses for professionals which are given in the different EU countries in which HARP has a presence and enables them to be a part of a list of verified and trusted installers that customers who are part of the HARP project can contact to substitute the heating and cooling appliances.

Spanish organisations in the heating and cooling sector

In Spain there are also associations that, at national, regional, or even local level, seek to support and encourage collaboration between professionals. Some of them are already

collaborating with the HARP project by disseminating it among their associated professionals.

At national level there are a large number of associations that work in the sector occupied by HARP, among them, the following stand out:

- **CNI:** the National Confederation of Installers already actively collaborates with the HARP project at a national level, especially by disseminating the HARPa tool and the free training courses for professionals.



- **APEFONCA:** it is one of the many provincial associations that exist in Spain, and focuses on the areas of plumbing, heating, gas, etc., and has collaborated with the HARP project disseminating the invitation for the first training course for professionals among its members.



- **FEGECA:** A nationwide Association of Generator and Heat Emitter Manufacturers that has been part of the meetings of the National Forum of Experts of HARP in Spain.



- **CONAIF:** National Plumbing, Gas, Heating, Air Conditioning, Fire Protection, Electricity and Related Companies Confederation of Associations. It is a business organization of considerable importance in the facilities sector.



For more information visit, [HARP](#) and [HARP Spain](#), and contact [Creara](#) or [OCU](#) to participate or to obtain more information about the free professional training course.