

Philip R Wolfe MA FEI FRSA

❖ *Resume*

Philip Wolfe is a strategist and communicator with over 30 years experience and an international reputation in the renewable energy industry. His unique understanding of the policy, commercial and technology issues of the sector enables him to give strategic advice to organisations, businesses, researchers and investors.

A first class Cambridge engineering graduate, Philip Wolfe has broad management and marketing experience in various manufacturing and engineering industries. Before entering general management, he worked in design, export marketing and international logistics with Tube Investments, Raleigh Bicycles and Lucas Industries. He was founder general manager of Lucas Energy Systems Ltd in the late 70's and then negotiated their joint venture with British Petroleum, becoming the first Chief Executive of what is now BP Solar.

In the early 1980's Philip Wolfe left to lead a small group of private investors in setting up Intersolar Group. He served as its Executive Chairman while it expanded from a four-man industrial systems engineering business into solar product marketing and thin film solar cell manufacturing with over 100 employees. From 1993 to 2002 the Group was the sole UK manufacturer of photovoltaic cells.

In 2003 Philip established WolfeWare Ltd a consultancy in renewable energy and software. A major early client was the Renewable Energy Association, for which he served as Director General until June 2009.

He has served on the boards of other European and British academic entities and industry associations, and bodies advising the Government and the European Commission. He has many publications on the application of renewable energy technologies and has featured on television and radio. Philip is highly computer literate and has been instrumental in designing management information and reporting systems.

Philip Wolfe has installed renewable energy in his home and disconnected from the gas mains. He has four children, in their twenties. He plays tennis, now only watches rugby, enjoys skiing and sailing, and held a private pilot's licence.

❖ *Detailed curriculum vitae*

Personal details

Date of birth: 27th December 1950

Address: Rose Cottage, Dunsomer Hill, North Moreton, Oxon. OX11 9AR

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E-mail: Philip@wolfeware.com

Nationality: British

Languages: Spoken French, written German

Education

1964-68 **Stowe School, Buckingham. Exhibitioner**

5 A-levels grade A, 3 S-levels – Maths & Science subjects

1969-72 **Trinity College, Cambridge. Senior scholar**

1st class degree in Engineering. Civil Engineers' Baker Prize. MA

Employment history

Tube Investments; Raleigh Bicycles

Tube Investments (TI Group) graduate training scheme.

Joined TI subsidiary Raleigh Bicycles, initially in design, but soon progressed to export marketing.

Market research projects undertaken in Switzerland and Canada. Reorganised logistics of export warehouse.

Lucas Industries; British Petroleum

Joined Lucas Service Overseas in export marketing. Developed new market information database to forecast requirements for spare and replacement parts.

Promoted to assist Director responsible for overseas companies in 10 countries on four continents outside Europe. Three month market research exercise in Canada on potential for solar power systems.

Appointed Manager of the solar energy department, later established as a separate subsidiary Lucas Energy Systems Ltd. Instigated and negotiated joint venture agreement with BP to become Lucas BP Solar Systems Ltd. Appointed Chief Executive of this company on its formation in 1980.

Negotiated the two largest photovoltaic ('PV': solar electric) contracts of their era for customers in Colombia and Algeria.

Solapak; Intersolar Group

Put together investor group to acquire Solapak from Solarex Corp. Served as Chief Executive from acquisition to eventual disposal. Increased turnover from £¼m to over £6m.

Grew original core business of industrial systems (Solapak), and added new division to pioneer solar consumer products (Intersolar) in 1986, improving profitability to over £½m in 1991.

Acquired thin film plant at Bridgend to become the only UK solar cell manufacturer. Oversaw development of a proprietary process, which increased capacity by a factor of three and halved cell costs.

Involved in many new product developments and named in several patents, including a solar roof slate. Participated in many R&D projects, both internally and in collaboration with a variety of industrial and academic partners. Undertook UK's first solar-wind hybrid

system and first building-integrated photovoltaic (BiPV) project. Handled several business acquisitions, including the assets of Solar Ventilation and Chronar Ltd.

Developed comprehensive management information system with real-time reporting against flexible range of key performance indicators. Responsible for establishment of Total Quality Management system certified to ISO 9001, and specification of environmental management system

Obtained venture capital from three UK funds. Managed a 'pre-IPO' fund raising from four institutional shareholders and the flotation process (eventually shelved in September 2002, due to stock market instability).

2003 - 2009 Renewable Energy Association

Intersolar Group was a founder member of the Association, which represents the UK's renewables companies across all renewable power, heat and fuels technologies and Philip Wolfe was on the Board from its inception. On the establishment of WolfeWare (see below) a contract was agreed whereby he could serve as the REA's Director General on the basis of a 3½ day/week contract.

This was a very active time for the development of national and international policy in the sector and Philip was heavily involved in developing new policy proposals as well as managing the executive and initiating new activities such as the REAL Code, the British Renewable Energy Awards, the Finance Network for Sustainable Energy and the Smart Energy Show.

2003 - WolfeWare Limited

A specialist consulting company set up to provide expert advice and software. Philip Wolfe serves various clients in the renewable energy sector, mainly on strategic, technological and investment issues.

The company has also developing a specialist suite of commercial software and undertaken property development. Further details are available on the website¹.

In late 2009 it aims to establish a new business to support energy users in the sustainable energy sector.

June 2009 Last updated

¹ See www.WolfeWare.co.uk

Specific projects, appointments and achievements

Philip Wolfe conceived the Sclar Programme, involving most of the UK's leading industrial and academic PV participants. The project installed about 100 BiPV systems in schools and colleges around the country.

He has served on advisory committees for various government departments, the Engineering and Physical Sciences Research Council and the Science & Research Directorate General of the European Commission. He has met many Government and shadow Ministers (including several in the present Government and opposition) and Ministers including the Prime Ministers in the two previous administrations.

Philip has served on many boards of research and business organisations², including the advisory committee of the UK Energy Research Centre (UKERC) the Centre for Renewable Energy and Solar Technology (CREST) at Loughborough University and the Innovation in Renewable Energy for Buildings (INREB) Faraday Partnership. He was instrumental in the creation of several trade associations: The European Photovoltaic Industry Association (of which he was the second President), the UK Photovoltaic Association (PV-UK) and the Renewable Power Association.

Especially through his work with the (now renamed) Renewable Energy Association, he is an expert on strategic, operational and policy issues across the whole range of renewable energy sources³. He conceived the Energy Hierarchy, the Sustainable Energy Manifesto, Energy 2020 and the Green New Energy Deal, and was instrumental in the campaign for Renewable Energy Tariffs. He regularly advises⁴ financiers, NGOs, industrialists, Ministers and broadcasters on the sector.

Philip Wolfe has authored chapters in three books and dozens of papers on renewable technologies⁵. He has been quoted extensively in the press and featured on radio and television, including the BBC News⁶. He has presented at dozens of conferences and periodically lectures at universities on sustainable energy issues⁷.

He first learnt computer programming in Fortran, and is now competent in Basic, Visual Basic and html, and skilled in standard packages including Excel, PowerPoint and Access. He has good spoken French and written German.

Other training

1968-69	Language school in Heidelberg
1970	Computer programming
1973	Salesmanship
1978	Management accounting
1996 & 2001	Presentation and TV skills

² see www.WolfeWare.co.uk/SubPages/NonExec.html

³ see www.WolfeWare.co.uk/SubPages/Policy.html

⁴ see www.WolfeWare.co.uk/Advisory.html

⁵ see www.WolfeWare.co.uk/SubPages/Publications.html

⁶ see www.WolfeWare.co.uk/SubPages/Presentations.html

⁷ see www.WolfeWare.co.uk/SubPages/Lectures.html