

Workshop – Sucelloq 2016/06/08

Project-Presentation & Status Quo



BIOMASSEVERBAND 00
BIOMASS ASSOCIATION UPPER AUSTRIA



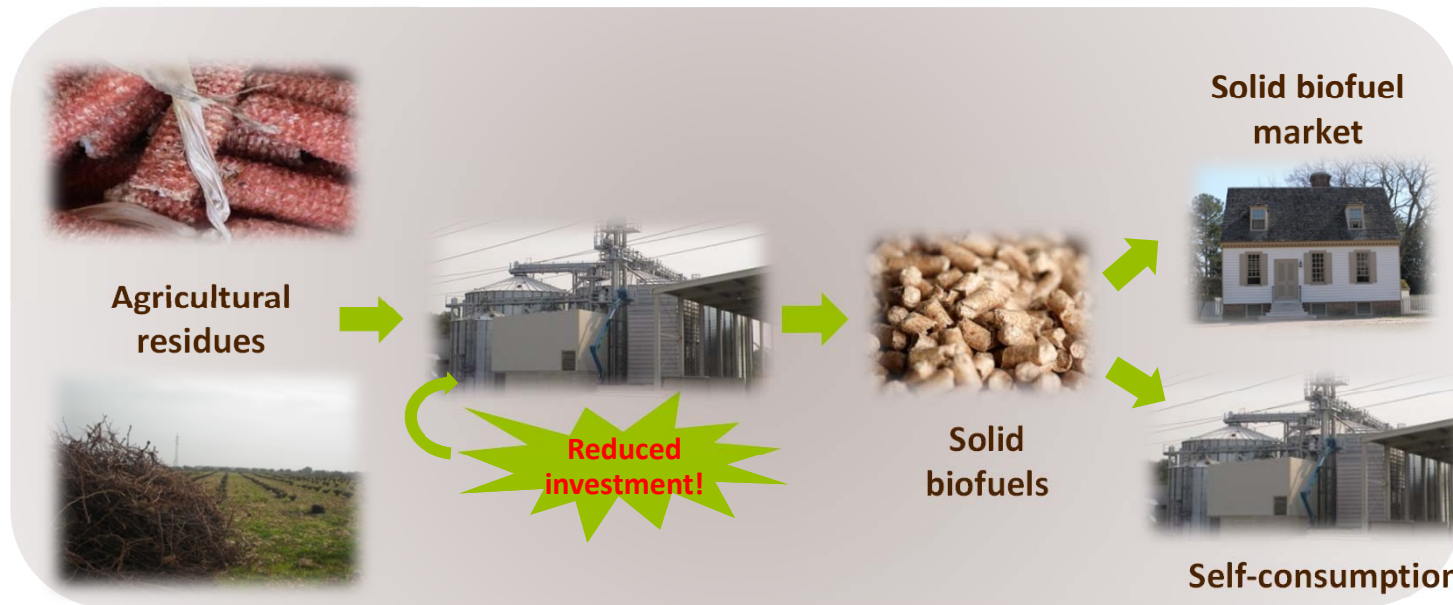
Sucellog CONCEPT

AGRO-INDUSTRIES as SEASONAL BIOMASS LOGISTIC CENTRE

Usual operation
(Nov-Feb)



Operation as
biomass logistic
centre
(Mar-Oct)



WHAT IS A BIOMASS LOGISTIC CENTRE?

Agriculture residues



Logistic centre

Conditioning and storing

Solid biofuels



Market

Auto-consumption



WHAT TYPE OF AGRO-INDUSTRIES CAN BECOME BIOMASS LOGISTIC CENTRES?

All...but...

if the agro-industry has a dryer or a dryer+pelletiser...

THERE IS A NEED OF LESS INVESTMENT !



WE ARE LOOKING FOR:

AGRO-INDUSTRIES WILLING TO BECOME A BIOMASS LOGISTIC CENTRE

SUCELLOG PROJECT WILL SUPPORT YOU FOR FREE

- Looking for the best and most economic raw material
 - Evaluating the market
 - Counselling in the adaptation of the existing equipment to the new raw material
 - Making a feasibility study to get the best commercialization options
 - Elaborating a tailor-made business model for your new business line
 - Supporting in the implementation of equipment and operational process
 - Training the staff in biofuel quality issues
 - Accompanying the operation during 1st year
- Sept 2014 – July 2015
July 2015 – March 2017

No investment will be supported

ARE YOU INTERESTED?



IF YOU CANNOT FACE ANY INVESTMENT



AT THE MOMENT BUT YOU ARE VERY INTERESTED IN EVALUATING YOUR CASE

SUCELLOG PROJECT WILL SUPPORT YOU FOR FREE

Jan. 2016 – July 2016

- Looking for the best and most economic raw material
- Evaluating the market
- Counselling in the adaptation of the existing equipment to the new raw material
- Making a feasibility study to get the best commercialization options
- ~~• Elaborating a tailor made business model for your new business line~~
- ~~• Supporting in the implementation of equipment and operational process~~
- ~~• Training the staff in biofuel quality issues~~
- ~~• Accompanying the operation during 1st year~~

No investment will be supported

ARE YOU INTERESTED?



IF YOU ARE A FARMER OR AN AGRO-INDUSTRY 

WHO NOT HAVE ANY EQUIPMENT BUT YOU
PRODUCE AGRICULTURE RESIDUES

SUCELLOG PROJECT WANTS YOU!

TO CONSIDER YOUR RESIDUES AS
POSSIBLE RAW MATERIAL FOR THE NEW
BIOMASS LOGISTIC CENTRE



YOU WILL

PLACE YOUR RESIDUES IN THE MARKET !

ARE YOU INTERESTED?



IF YOU ARE A CONSUMER OF SOLID BIOFUELS

SUCELLOG PROJECT ALSO WANTS YOU!



I WANT YOU

TO CONSIDER YOU AS A CUSTOMER FOR
THE NEW BIOMASS LOGISTIC CENTRE

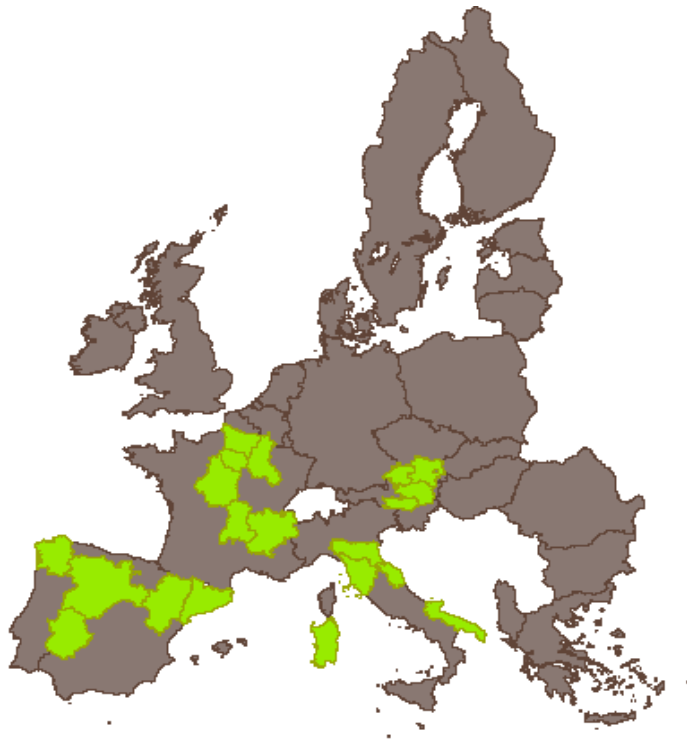
YOU WILL
DIVERSIFY YOUR SUPPLY OF SOLID BIOFUELS!
CONSIDER OTHER FUELS AT A LOWER PRICE!

ARE YOU INTERESTED?



Implementation of SUCELLOG concept

Project Area:



- **potential analysis of residues**
- **creation of a logistic centre in each country**
- **Feasibility studies (techno-economical)**
- **free support of all interested persons**



Why Agro-Industries?

- **They have existing infrastructure/machinery**
 - dryer, mill, pelletizer, storage, etc.
 - little or no investments costs
- **idle periods**
- **They have experience with similar products**
- **access to residues through their regular activities**
 - residues as waste from regular activity
 - residues from farmers with existing business relationships



Starting to build a logistic centre



STUDY OF THE DIFFERENT POSSIBILITIES TO BECOME A LOGISTIC CENTRE



BUILDING A BIOMASS LOGISTIC CENTRE



Starting to build a logistic centre

EVALUATION OF THE BOUNDARY CONDITIONS



Raw material to be procured
Biomass market to enter

EVALUATION OF THE COMPANY



Evaluation of existing equipment
Analysis of company organization



Starting to build a logistic centre

**EVALUATION OF THE
BOUNDARY CONDITIONS**

**EVALUATION OF
THE COMPANY**



**STUDY OF THE DIFFERENT POSSIBILITIES TO
BECOME A LOGISTIC CENTRE**



BUILDING A BIOMASS LOGISTIC CENTRE





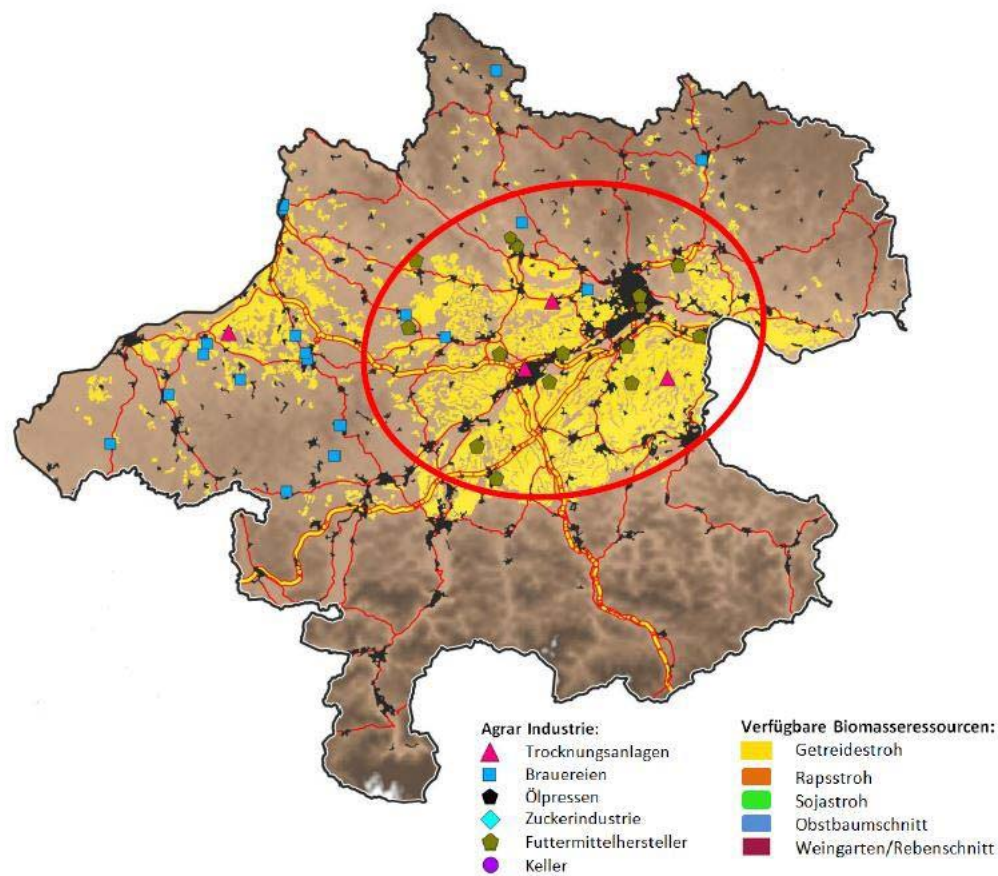
WHAT HAPPENED IN THE PROJECT



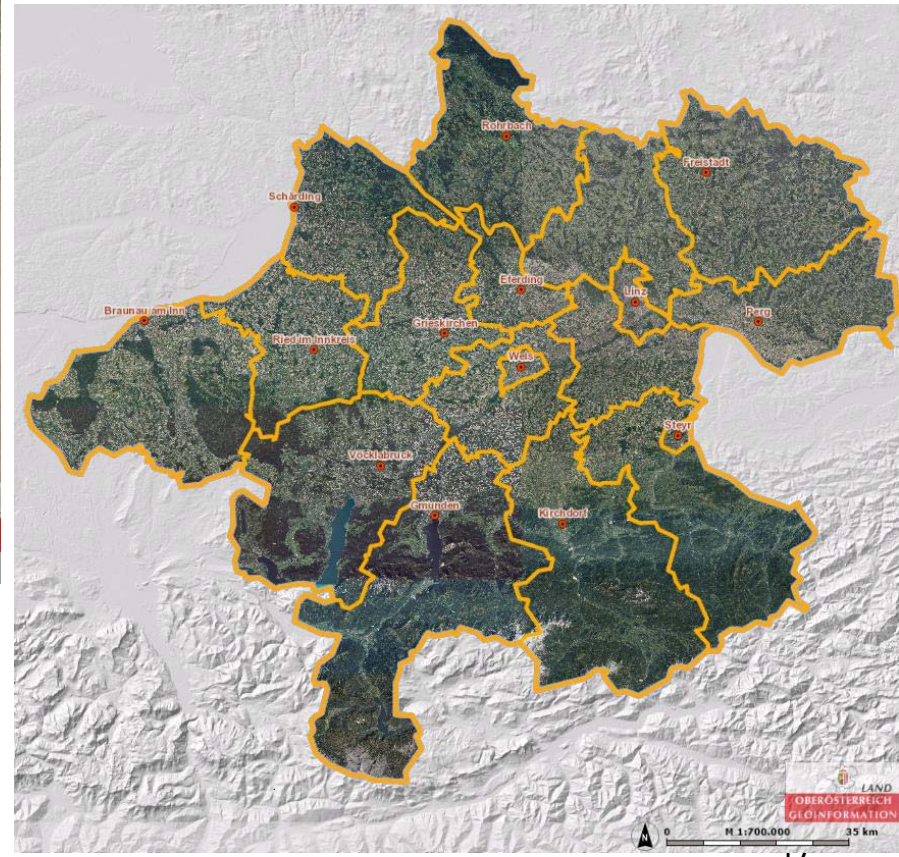
Tschiggerl Agrar GmbH – Example Styria



Biomass resources availability Upper Austria



Herbert Köppl – Example Upper Austria





HOW TO MAKE A TECHNO- ECONOMICAL FEASIBILITY STUDY

Techno-economic feasibility study

TECHNICAL FEASIBILITY...WHAT DOES IT MEAN ??

- 1. Resources available in quantity and at a convenient price (€/t)
Security of supply (logistic chain)**
- 2. Compatible equipment for treatment of these resources
(in technical terms but also in terms of seasonality-idle periods)
Or possibility to invest in new equipment**
- 3. There is a consolidated market for solid biomass
The market demands quality requirements that the agro-industry is
able to fulfill with the equipment and type of resources**



Techno-economic feasibility study



ECONOMIC FEASIBILITY...WHAT DOES IT MEAN ??

- 1.** The price in the market of a similar product (in quality terms) is higher than the production costs of the product that the agro-industry is willing to generate
- 2.** The product is competitive in the market (€/kWh and ash content)
- 3.** The new business line is viable



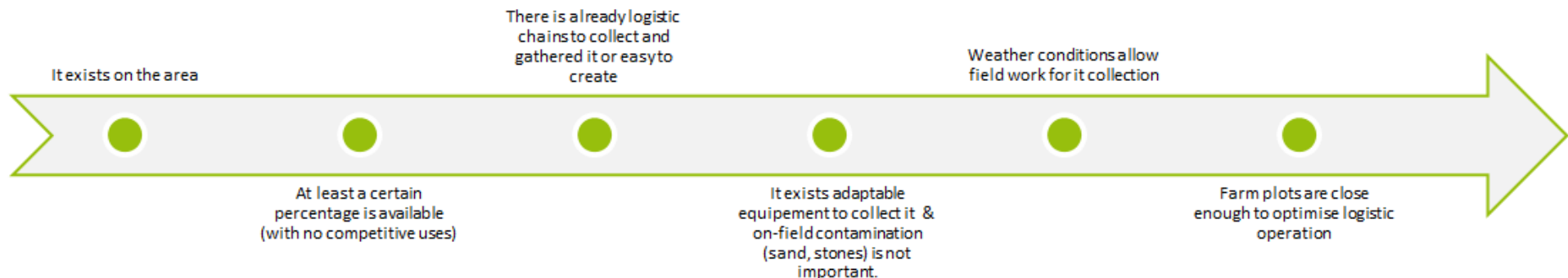
Technical feasibility – biomass resources

1. Identification of the biomass resources in the area:

MEANS SOLVING THESE QUESTIONS:

- Which type of resources are around ?
- Are they available? How many t/yr in a radio of X km?
- Which is their price (€/t) at the agro-industry?
- Is their supply secure in the time?

A resource is available in the area if:



- **Support**
 - planning of the logistic centre
 - planning of the supply
 - planning of the sales
- **Implementation of QA/QC**
- **Several tests**
- **Monitoring of the first operation period**



Thank you for your attention !!

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