

BiomassTradeCentres

Supporting the organization of spot markets supply for woodchips and firewood

DURATION: 36 months: 1st November 2007 - 30th October 2010



Valter Francescato – AIEL (Coordinator)

BiomassTradeCentres - EIE/07/054/SI2.466833

Partnership

1) AIEL - Associazione Italiana Energie Agroforestali
Italian Agriforestry Energy Association (IT)

2) LK-Stmk - Landeskammer für Land- und Forstwirtschaft Steiermark
Chamber of Agriculture and Forestry of Styria (AT)

3) WVB-Stmk GmbH - GF Waldverband Steiermark GmbH
Styrian Forest Owner Association (AT)

4) SFI - Gozdarski Institut Slovenije
Slovenian Forestry Institute (SI)

5) POLBIOM - Polskie Towarzystwo Biomasy
Polish Biomass Association (PL)

6) ARSIA – Ag. Reg. per lo Sviluppo e l'innovazione nel settore agroforestale
Regional Agency for the development and innovation in the agri-forestry sector (IT)

7) GAL-GAS - Garfagnana Ambiente e Sviluppo Scarl
Garfagnana Environment and Development Cooperative (IT)



Partner from:



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Why this project?

We are trying to address these **barriers**:

- lack of promotion and training of wood fuels suppliers (**++ professionalism**)
- low confidence and awareness of costumers in wood fuels availability of fitted quality at local level (**increasing**)
- only few large-scale spot markets costumer-oriented for producing and trading wood fuels of guaranted quality (**replacing**)
- Farmers are already **STILL** skeptic in cultivating fast-growing wood energy crops (**++ tech. econ. knowledge**)



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WP5 – key action

Two problems to solve:
 Logistic: large H, CHP
 Quality: small-medium H



Wood fuels professional trading (Kempten, GER)



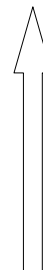
Biomassehof-Stmk Pölstal (Styria, AT)



Woodchips BL&TC (Bozen, IT)



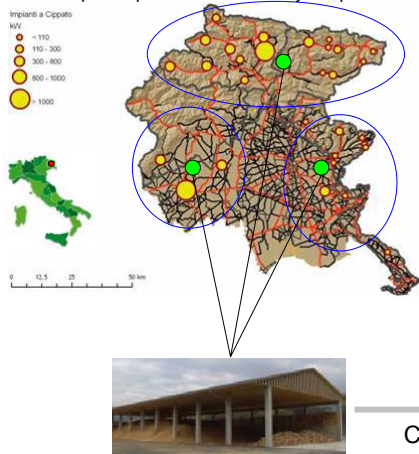
Weight
 Moisture (M)
 Dimensions (P)



Tools for quality characterization of wood chips according to CEN/TS 14961.

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Example: Friuli VG region: wood chips heating and CHP plants planned and already in operation



WP5 – key action

Supporting technically the creation of regional BL&TC

- Training project partners (AT)
- Workshops for involving private and public regional institutions
- Feasibility studies: biomass potential, market analysis, localization of BL&TC

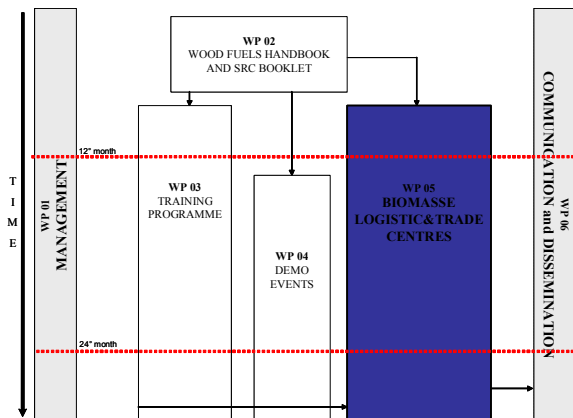
- BL&TC GUIDELINES



Work programme

Main deliverables

- Publications**
Wood fuel handbook
SRC booklet
- Training**
14 courses
13 workshops
6 study tours
- Creation of BL&TC (18)**
- BL&TC Guidelines**
- DEMO events in the field (17)**



Key results

- Creation across partner countries of **18 local Biomasse Logistic&Trade Centre**;
- Enlarging the arable land grown by farmers with fast-growing **wood energy crops in flat areas** (short rotation coppices - SRC);
- The concrete application and implementation of the EU **quality standard** for firewood and chips (CEN/TS 14961) and - as a direct consequence – the lowering of the emission factor of domestic heating appliances;
- To develop a local official market for woodchips and firewood with **high visibility** for the customers;
- A significant improvement of producers' **professionalism**, improving costumers' confidence.



SRC harvesting (Padua, IT).



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How did our project happen?

- We started from a **consolidated partnership**: IT, AT, SLO
- The idea emerged during some meetings, we realized to have **similar market problems to solve** in our respective countries/regions;
- We **decided soon who should be the coordinator (Co)**, he wrote the first proposal and then there were a long useful negotiation to share the main project tasks;
- *Few suggestions in writing the first draft:*
 - Checking for if similar projects was already done (IEE website)
 - Prepare well the state of the art and barriers to be addressed (reading a lot!)
 - Try to be **effective for the market**, real engagement of target groups!
 - Try to figure out **concrete results to be achieved**, really useful for the market

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Preparation of the application

- It takes time, be aware about it (**planning**)
- **Very important:** when you write the action keep in mind you are a consortium (**working together, share responsibilities among WPs**)
- **number** the TASKs and relative DELIVERABLEs
- describe clearly and concretely tasks and relative deliverables (**for whom is...**)
- **Very important:** describe in details role and contribution of each partner for each task, **step by step (Who does what)**

Partnership

- I would suggest: **not too much** partners but **strongly motivated**
- When you looking for **to enlarge the partnership**, try to understand if the new partner is really motivated and aware about the co-financing system
- Partners very **closed to target groups** and working with them
- Try to involve both more advanced (relative to the topic faced) and less advanced countries (**sharing and transferring knowledge**); show cases to replace....

Financing aspects

- **Coherency** with activities to be done
- try to make detailed calculation for charging costs using a **common tool** (per WPs and cost categories)

Communication and dissemination

- Participation to important **national and international events** (fairs, conference) where can be spread out PROJECT deliverables
- **Demonstration events** and study tours: "*touching with hands*"
- **Workshops** and one-day training courses facing specific topics working very well
- All these events has to be **prepared and disseminated** very well to be effective (advertising in newspapers and reviews, mailing lists)

Experiences with EACI

- **Positive:** both during the preparation of applications and later during the negotiation phase
- The **negotiation process** was absolutely useful for improving the quality of the action
- **Very important:** before starting the negotiation, soon after receiving the **Negotiation framework** from EACI, I would suggest to meet your **Project Officer** to discuss in detail the comments he made across the project

Contact:

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Thank you for
your kind
attention!

