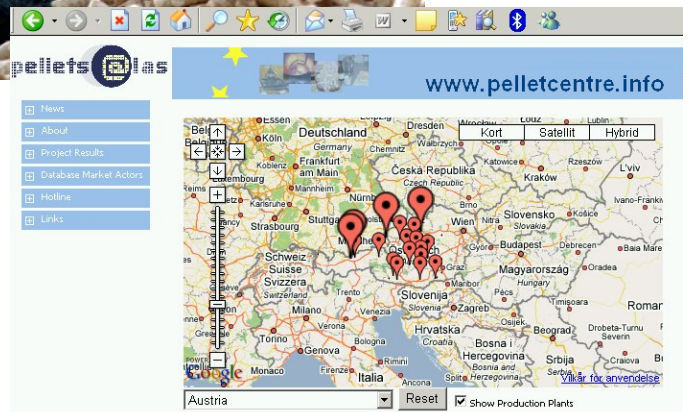
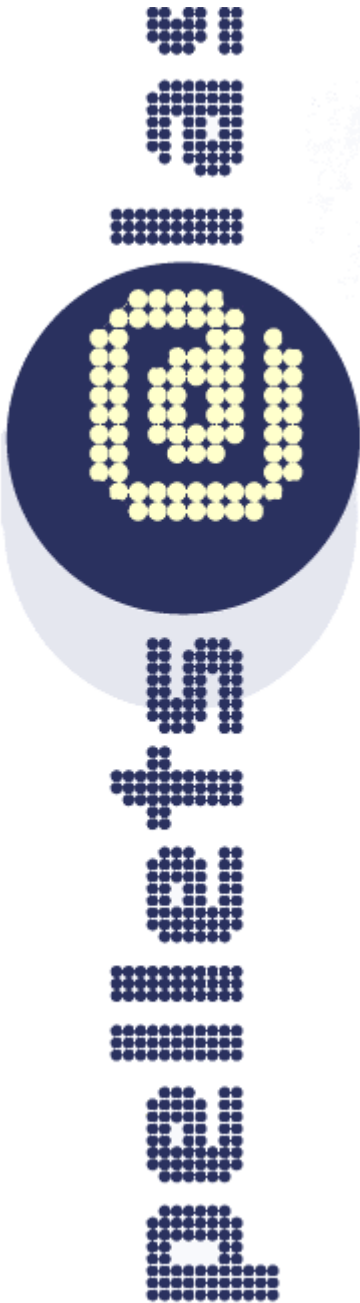


Enquiry pellets market Europe 2007

Producers, traders & retailers of Non industrial pellets



Project introduction

Who are we?

In January 2007, a new EC-funded project started, called PELLETS@LAS, with the aim to aid the European pellet market with information from whole Europe (EU27 +2). The project is a three year project and the project partners are research institutes, universities and consultancy companies from 12 European countries devoted to support the emerging European pellet market. A list of all partners is enclosed.

What will we do?

The aim of the project is to collect prices and volumes of pellets traded and summarize these into average values and index for each country/region, in order to add more transparency to the price development of pellets traded within and to the European community. Thereby market parties will have updated information, enabling them to comprehend current and anticipate future market developments and prevent strong price fluctuations.

Why should you participate?

The market actors that agree on providing data to this service will get access to compiled average pellet pricing data for each of the investigated countries 1 to 2 month prior to the date that the information will become publicly available. This should give participating companies an advantage compared to those companies that do not have this kind of information.

How do we intend to collect data?

In order to be able to produce this kind of market information we need the cooperation of the market to provide us with the adequate information. The idea is as described above to gather prices and volumes from several market actors (producers and traders) by means of a questionnaire and generate average values that are published on the project website www.pelletsatlas.info. We plan to collect monthly based price data in developed markets or at least every three months.

How safe are your data?

The plan is to help the market in general and not to reveal information that could compromise the competitive position of an individual company. Thus we stress that only average values will be displayed. Information given by each company will be kept confidential and only used for constructing average values.

General questions (questions for annual reply)

1a. Contact

Company:

Postcode:

Street:

Location of head office:

Country:

E-Mail:

Homepage: www.

Phone

Fax:

Date of enquiry:

Contact person for data collection:

1b. Website information

On the PELLETS@LAS website, we offer a database of pellet actors.
Question to Producers: Do you want to appear **your production capacity on the webpage?**

.... YES

.... No

2. Business operating area

Please mark your **active business operating areas**

(multiple answers possible):

.... Producer → fill in questions of part A & B

.... Trader¹ → fill in questions of part B

.... Retailer² → fill in questions of part B

¹ A **wholesale merchant** or **trader** operates in the chain between producer and retail merchant. Some wholesale merchants only organize the movement of goods rather than move the goods themselves.

Please note: If a producer is selling to traders or retailers than he is also considered as a trader.

² A **retail merchant** or **retailer**, sells pellets to end-consumers (including businesses). A shop owner is a retail merchant. If a producer sells to endconsumers he is also a retailer.

Part A – pellet production (questions for annual reply, unless **specified**)

3. Capacity and capacity utilization

Total production capacity (2007): _____ tonnes

Real production (2007): _____ tonnes

4. Product standards

Do the pellets you produced in 2007 meet any of the following standards?

Please add whether the company owns a certificate for one of these standards.

Several answers are possible

Certificate available?

- | | |
|---|-----------------------|
| <input type="radio"/> CEN/TS 14961 (See Annex) | |
| <input type="radio"/> ÖNORM M 7135 – HP1 | <input type="radio"/> |
| <input type="radio"/> DIN <i>plus</i> | <input type="radio"/> |
| <input type="radio"/> DIN 51731 – HP5 | <input type="radio"/> |
| <input type="radio"/> Umweltzeichen 38 | <input type="radio"/> |
| <input type="radio"/> PelletGold | |
| <input type="radio"/> SS 187120 | |
| <input type="radio"/> No standard | |
| <input type="radio"/> Other standard: _____ | |

5a. Storage capacity

What is the maximum storage capacity for loose (bulk) pellets at your production plant ? _____ tonnes

5b. Actual storage (quarterly)

How much loose pellets were stored at

1th January 2008: _____ tonnes

1th April 2008 _____ tonnes

1th July 2008 _____ tonnes

1th September 2008 _____ tonnes

Part B – pellet traders and retailers (questions for annual reply, unless **specified**)

6. Wood pellet purchases (incl. Import)

Where did you purchase pellets in 2007?

Please indicate the three import countries, where you purchased most of the pellets.

In your own home country: _____ % of total
 In country _____ %
 In country _____ %
 In country _____ %

7. Prices for non industrial bulk & small bags (monthly / quarterly)

Please indicate your end-consumer prices of wood pellets in the past three months (Sales in your home country).

	October 2007	November 2007	December 2007
Loose delivery of 5 ton wood pellets, max. distance 50 km, incl. VAT€/ tonne€/ tonne€/ tonne
Bags < 25kg (on pallets), 1 ton, excl. transport, incl. VAT€/ tonne€/ tonne€/ tonne

8a. Total wood pellet sales (incl. Export)

How many wood pellets did you sell in 2007? _____ tonnes

Where did you sell wood pellets in 2007?

Please indicate the three export countries, where you sold most of the pellets.

In your own home country: _____ % of total

In country _____ %

In country _____ %

In country _____ %

8b. Domestic sales division

To whom did you sell wood pellets within your home country in 2007?

Other traders or other retailers: _____ %

Small bags (< 25 kg) to small scale consumers: _____ %

Loose pellets (bulk) to small & medium consumers (< 3.000 tonnes/yr): _____ %

Loose pellets (bulk) to large scale consumers³ (> 3.000 tonnes/yr): _____ %

9. Sold wood pellet qualities

What quality of pellets did you sell in 2007? Please indicate the most important standard for loose pellets and small bags (<25 kg)

loose / bags

.... CEN/TS 14961 (see annex)

.... ÖNORM M 7135 – HP1

.... DINplus

.... DIN 51731 – HP5

.... Other standard: _____

loose / bags

.... Umweltzeichen 38

.... Pellet Gold

.... SS 187120

.... No standard

³ Large scale or industrial consumers could be power plants, it's defined as consumer with ademand of more than 3000 tonnes/ year.

Project colophon

Title	Pellets@las Development and promotion of a transparent European Pellets Market - Creation of a European real-time Pellets Atlas	
Website	www.pelletsatlas.info	
Support	European Commission Intelligent Energy – Europe (IEE)	
Duration	01.01.2007 – 31.12.2009	
Partners	Name of partner (and covered countries)	Website
	WIP – Renewable Energies (DE, CH)	www.wip-munich.de
	FORCE Technology (DK, SW, NO)	www.force.dk
	Holzforschung Austria (AT, RO, BG)	www.holzforschung.at
	Copernicus Institute - Utrecht University (NL, LU)	www.chem.uu.nl/nws
	ETA – Renewable Energies (IT, ES, PT)	www.etaflorence.it
	Baltycka Agencja Poszanowania Energii (PL, CZ, SK)	www.bape.com.pl
	South Estonian Centre for Renewable Energy (EE, LV, LT, FI)	www.archimedes.ee
	GEONARDO (HU, SL)	www.geonardo.hu
	Agence de l'Environnement et de la Maîtrise de l'Energie (FR, BE)	www.ademe.fr
	Agricultural University of Athens (GR, MT, CY)	www.aua.gr
	National Energy Foundation (UK, IR)	www.nef.org.uk
	European Biomass Industry Association (-)	www.eubia.org
Sub-contractors	Deutscher Energie-Pellet-Verband	www.depv.de
	proPellets Austria	www.propellets.at
	Svenska Bioenergiföreningen	www.svebio.se