



**Since 1993**

**Consultancy firm for renewable energy**

**Sepp Aigner MBA**

Hundsbichl 1

6383 Erpfendorf / AUSTRIA

 0043 5352 77007

[www.aignerwaerme.com](http://www.aignerwaerme.com)

Austrian Biomass Heating Systems  
produced and distributed  
in North America

# Biomass heating

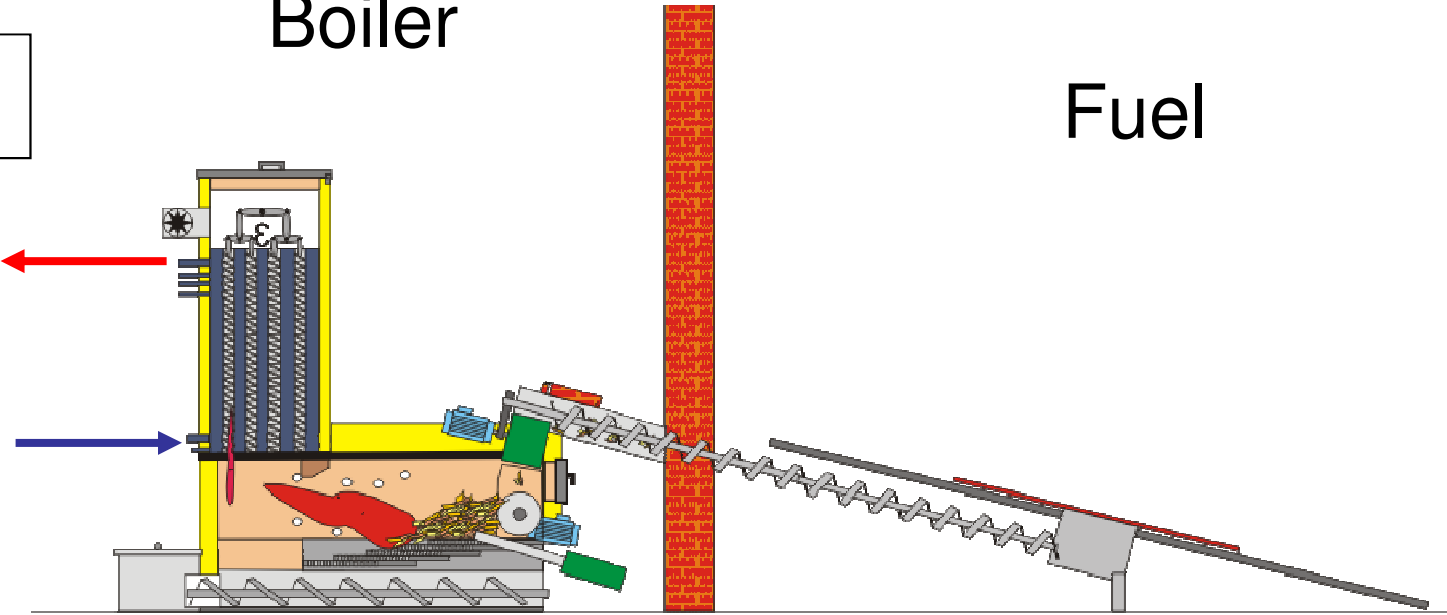
Electricity



ORC

Boiler

Fuel



Wood from windbreak – almost worthless for industrial use - but very valuable as heating fuel

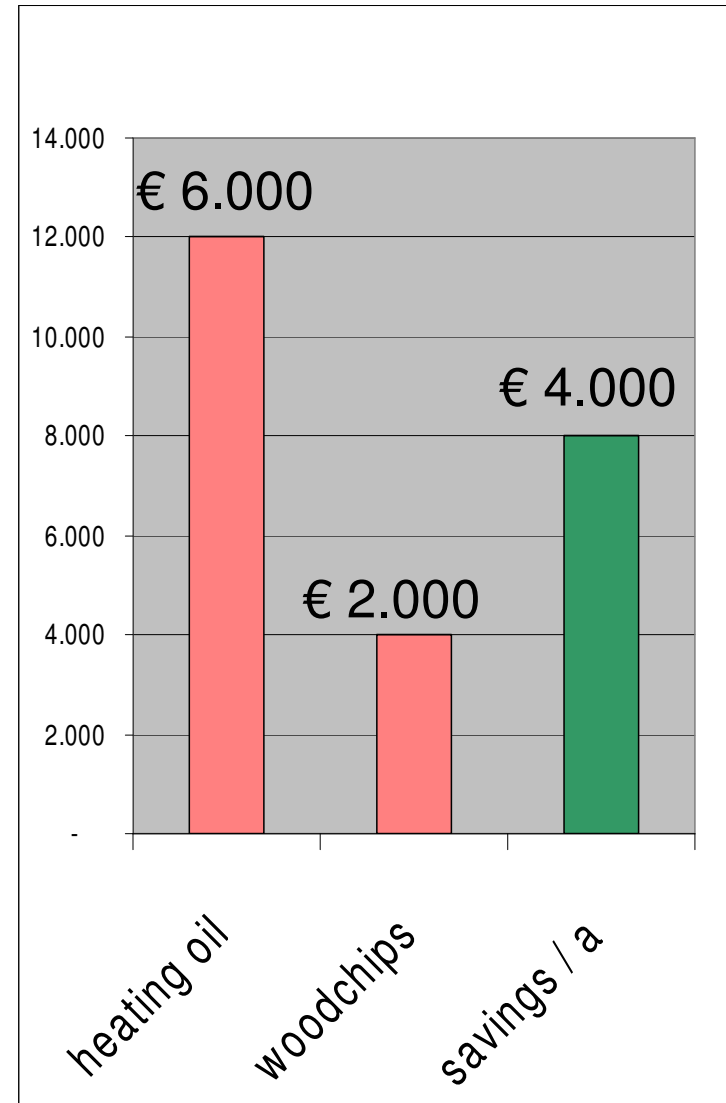


1 m<sup>3</sup> windbreakage wood

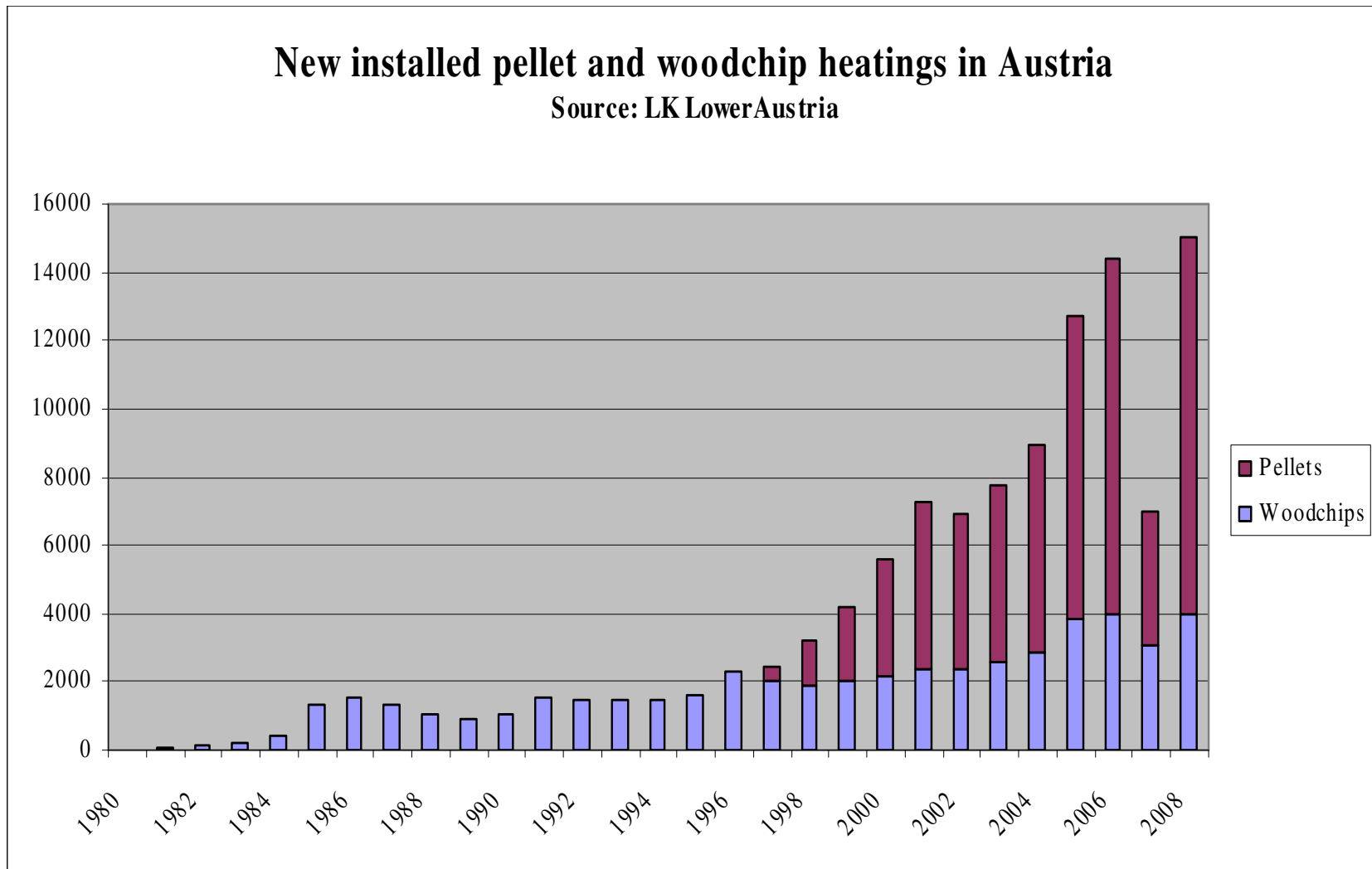
= 200 litre heating oil

# The motivation for buying a biomass heating is the short pay back time

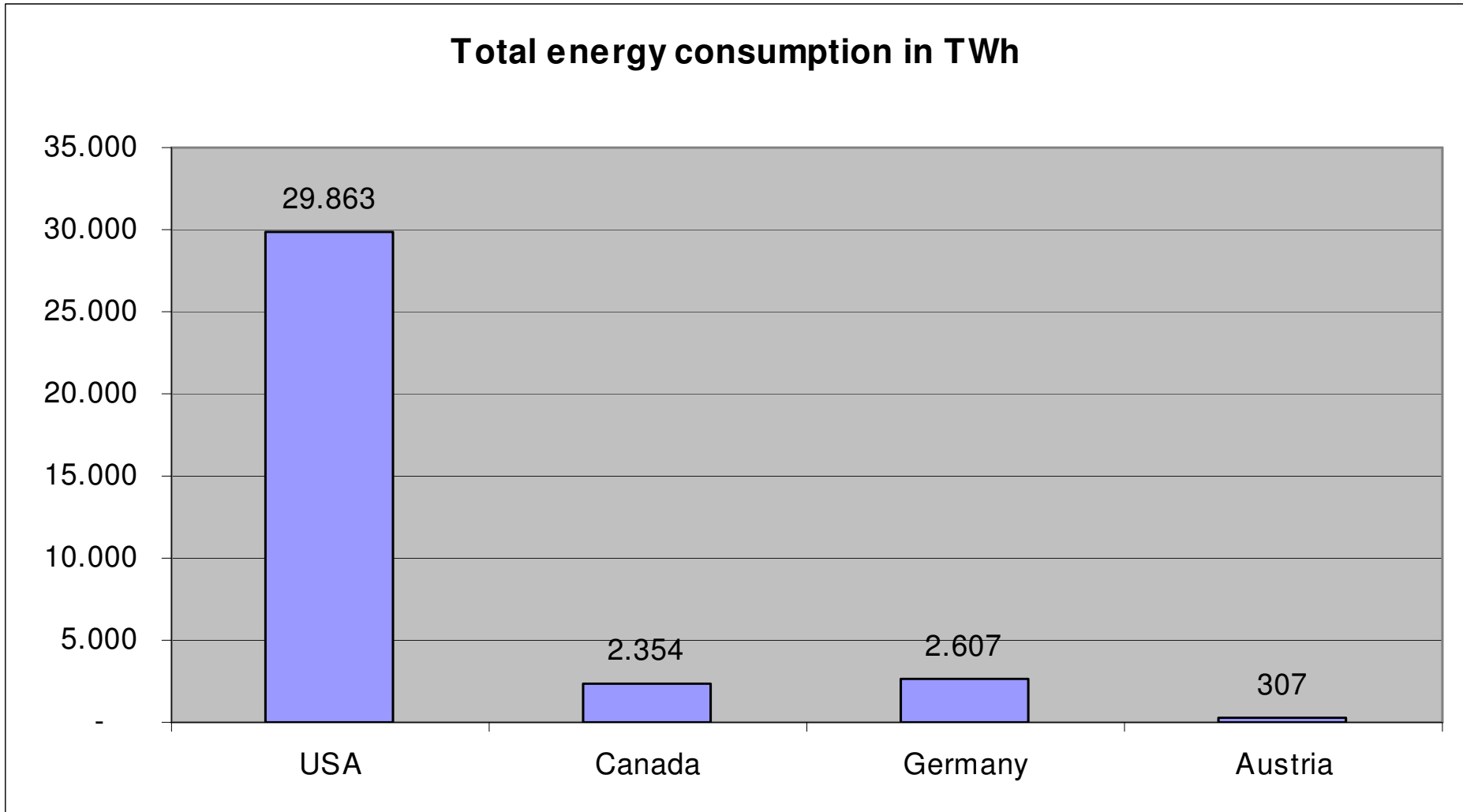
Basic conditions	
Investment for woodchip heating	€ 18.000
Consumption of heating oil	10.000 liter/year
Costs of heating oil	0,60 € per liter
Consumption of woodchips	125 m <sup>3</sup> / year
Costs of woodchips	€ 16 / m <sup>3</sup>
Pay back time	~ 5 years



# How is business in Austria ?



### Total energy consumption in TWh



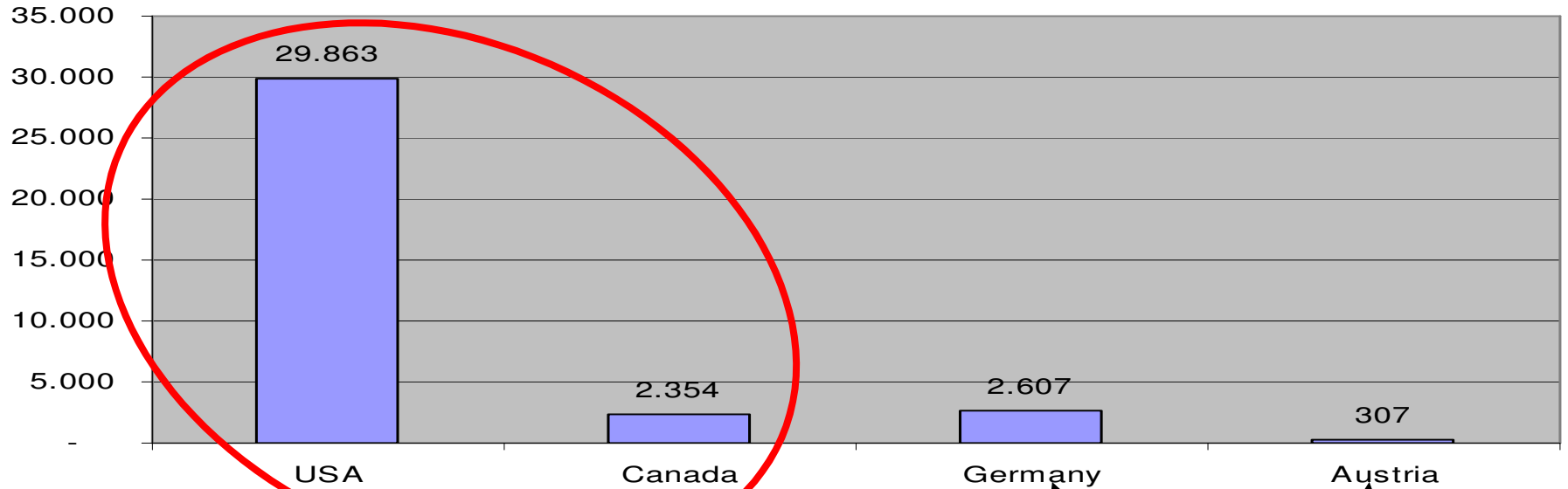
Producers of woodchip heatings ?

?

~ 5

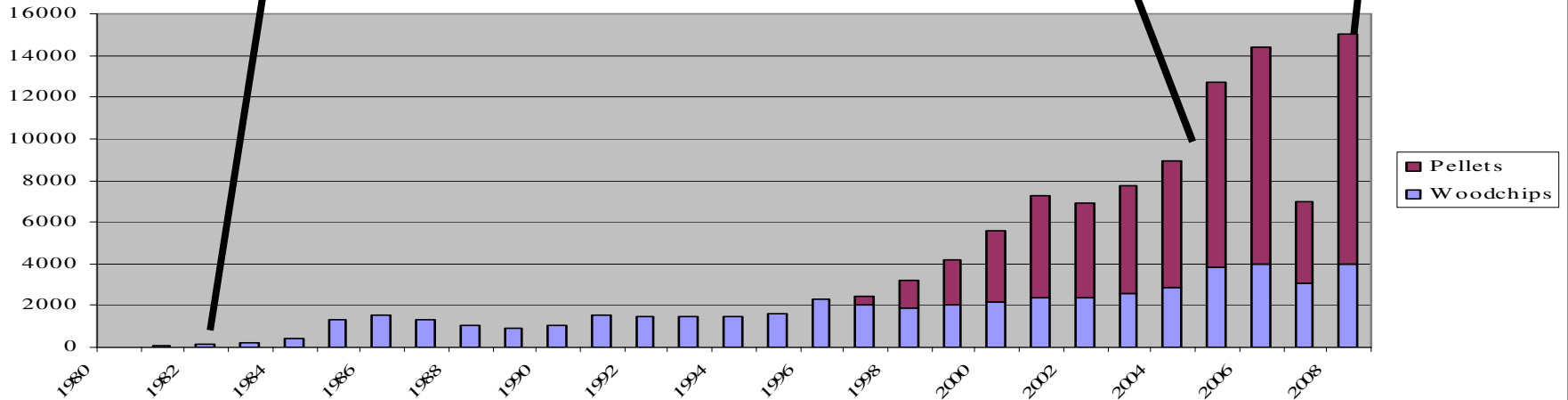
~ 30

### Total energy consumption in TWh

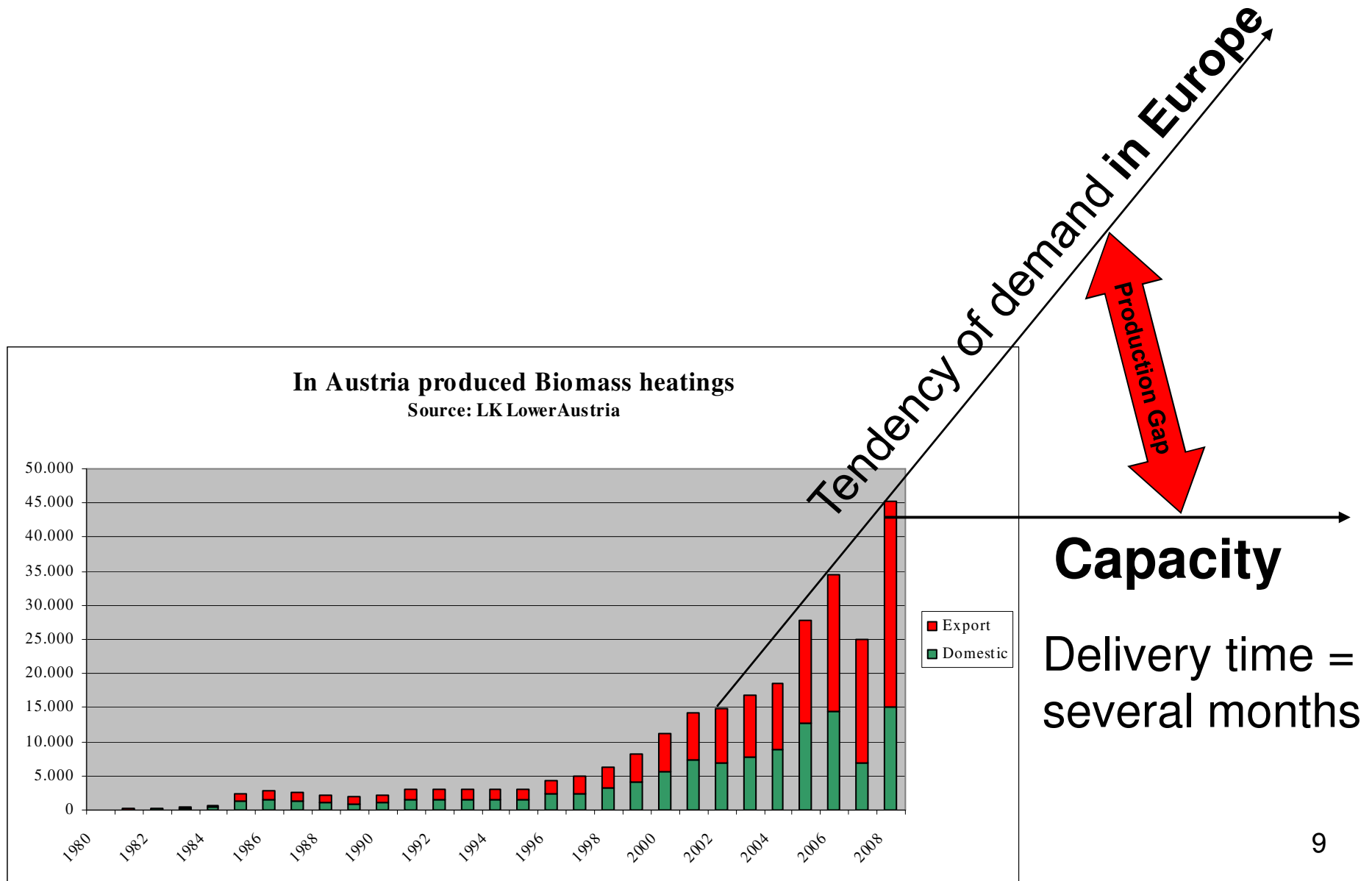


### New installed pellet and woodchip heatings in Austria

Source: LK Lower Austria



# We are heading for a major production gap!



# Why are Austrian producers hesitating to export to North America?

Different standards (ASME, CSA ...)

Different law system

Even longer delivery times at the home market

## What's the business idea?

Bring the Austrian biomass technology to NA and spread it out from there all over the world.

## Who should produce?

Use free capacities in automotiv industry.

## How to distribute?

Establish a huge network of partners.

What am I looking for in Canada?

**Partners for the network**



**Thank you for your attention**

**Sepp Aigner MBA**