

James Little
Managing Director

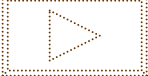
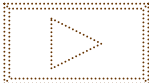
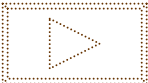
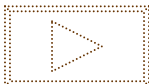



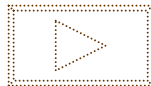
Who are we?

- Started as Surrey Hills Wood Fuel, 2006
- Aim: to develop local wood fuel supply
- Bio Energy Infrastructure Scheme grant
- Wood chip and pellet production est. 2008
- Pellet plant based in Tilford



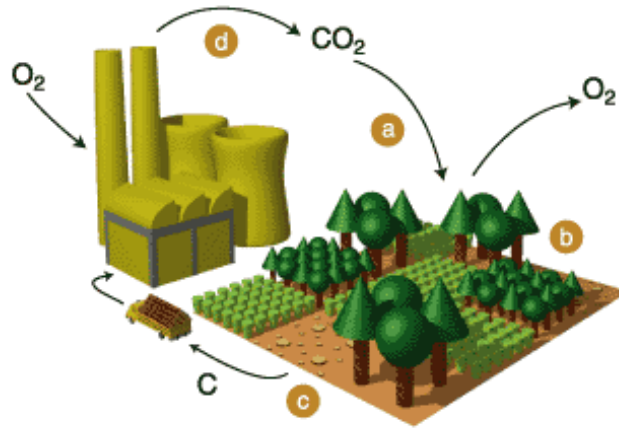
Why wood fuel?

- Wood fuel is a low carbon fuel 
- Wood fuel is cost effective 
- Wood fuel is renewable 
- Local production supports local business 
- Production enhances woodlands 



Wood fuel is low carbon

- CO₂ released = CO₂ absorbed during growth



- Fossil fuels = much higher CO₂ released



Wood fuel is low carbon

CO2 released in heating a typical house:

- 10 Tonnes Electricity
- 7 Tonnes Heating Oil
- 6.5 Tonnes LPG
- 5.4 Tonnes Natural Gas
- **0.3 Tonnes Wood Pellets**
- **0.1 Tonnes Wood Chip/ Logs**

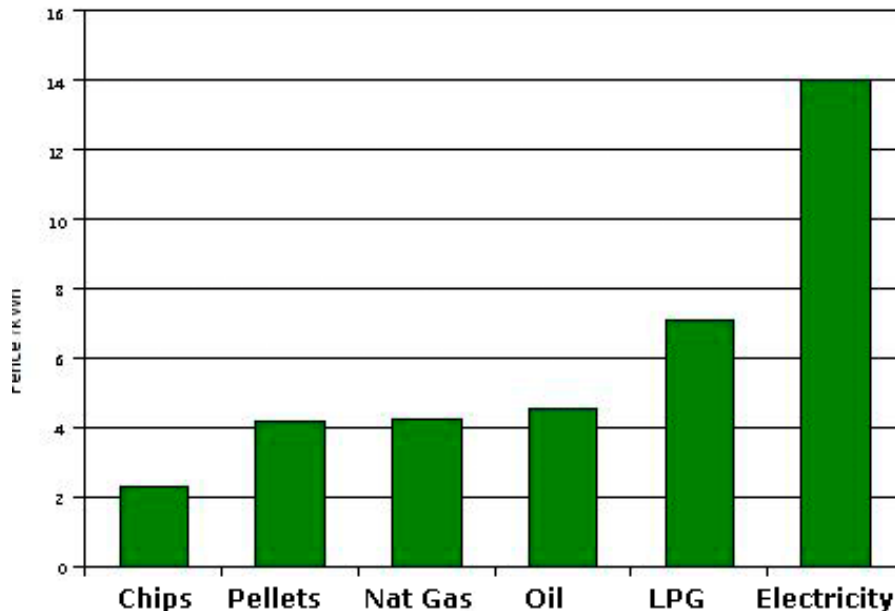


Source: Forestry Commission, 2009



Wood fuel is cost effective

Fuel prices per kWh



Source: Forestry Commission, 2009



Wood fuel is renewable

- Trees grow, creating more fuel
- Sustainable management essential
- $<$ annual increment = carbon balance
- UK annual increment = 20m Tonnes
- Woodlands grow quicker when managed



Timber Supply



Handling



Processing



Delivery Options




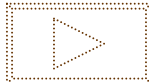
Fuel Transfer

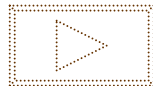


Fuel Stores

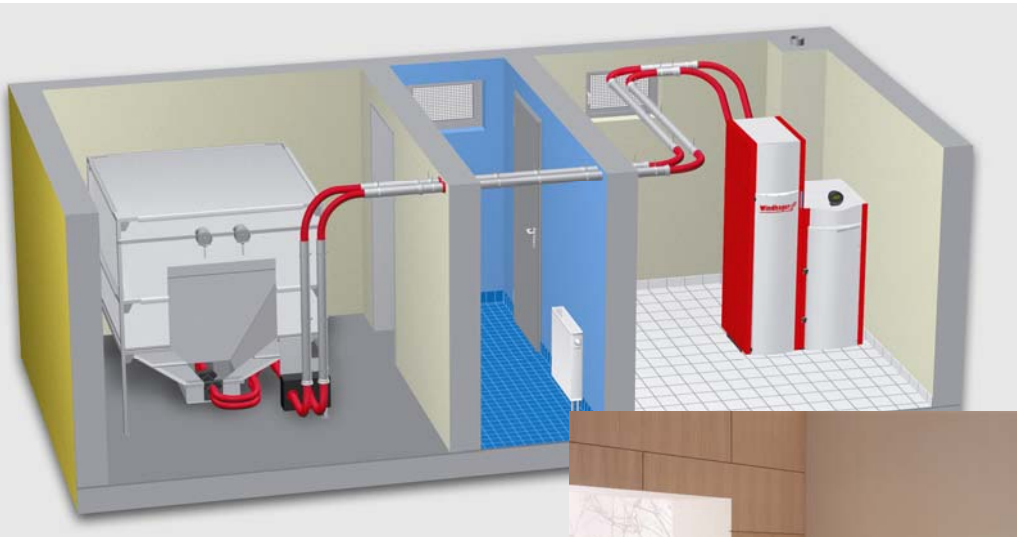


Why wood pellets?

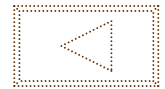
- Boilers are clean, efficient & automatic 
- Suitable for smaller buildings 
- Lower up front capital cost
- Less frequent deliveries
- Low moisture/ high calorific value



Modern equipment



Domestic scale

















Current status

- Selling 1,000 tonnes pa (x3 Yr 1)
- Business growing rapidly
- Diversifying – fuel logs/ logs/ servicing
- Production problems
- Bought in from other UK producers



Challenges

- Finding the right machinery
- Sourcing dry, consistent raw material
- Ensuring pellet quality
- Store/ boiler design
- Keeping costs down

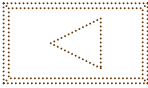
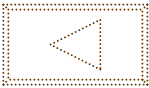


Lessons learned

- Don't be a guinea pig!
- Insist on performance before payment
- Research raw material supply
- Install a dryer
- Work with other suppliers
- Solve customers problems



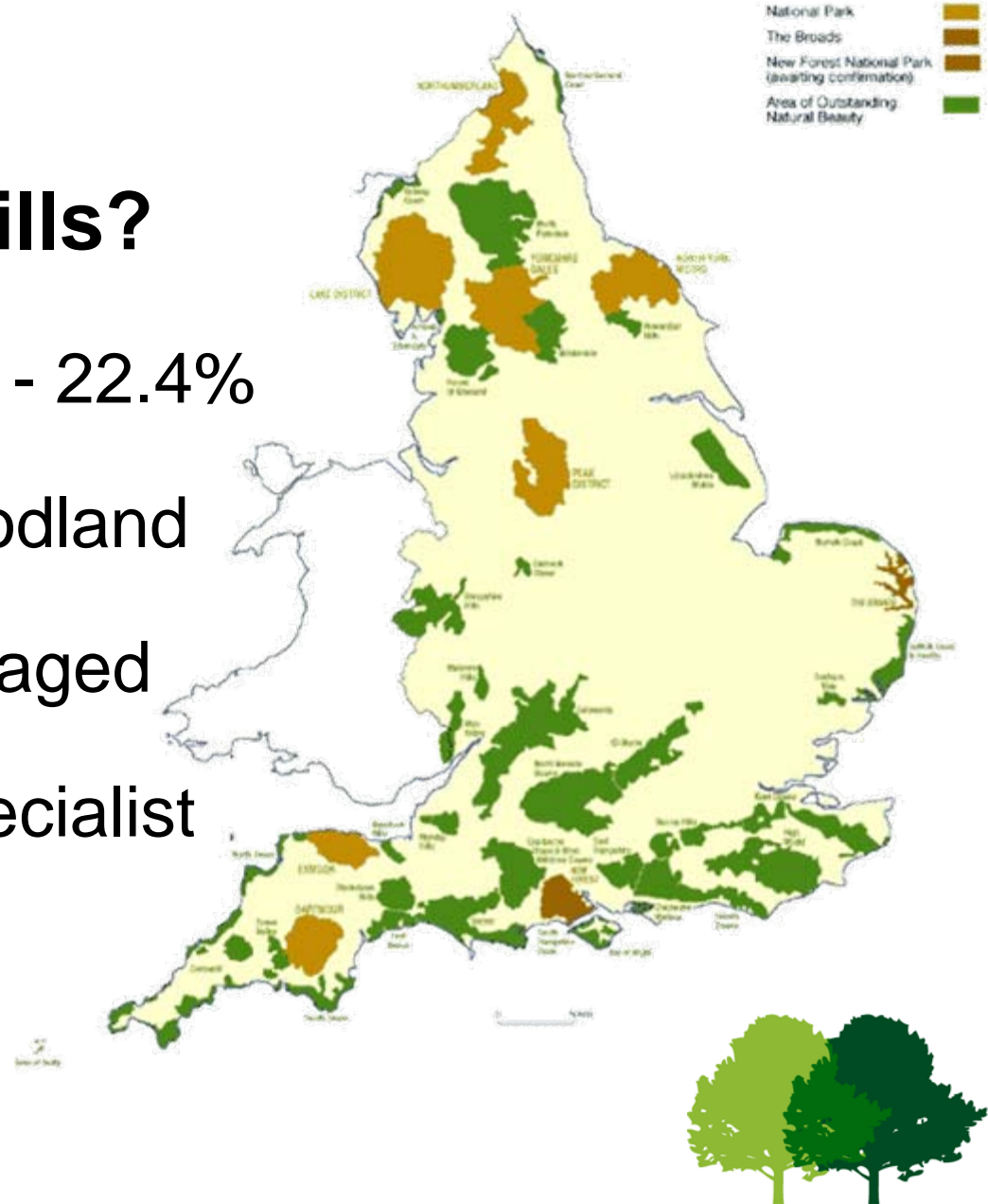
Opportunities

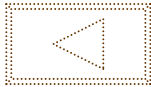
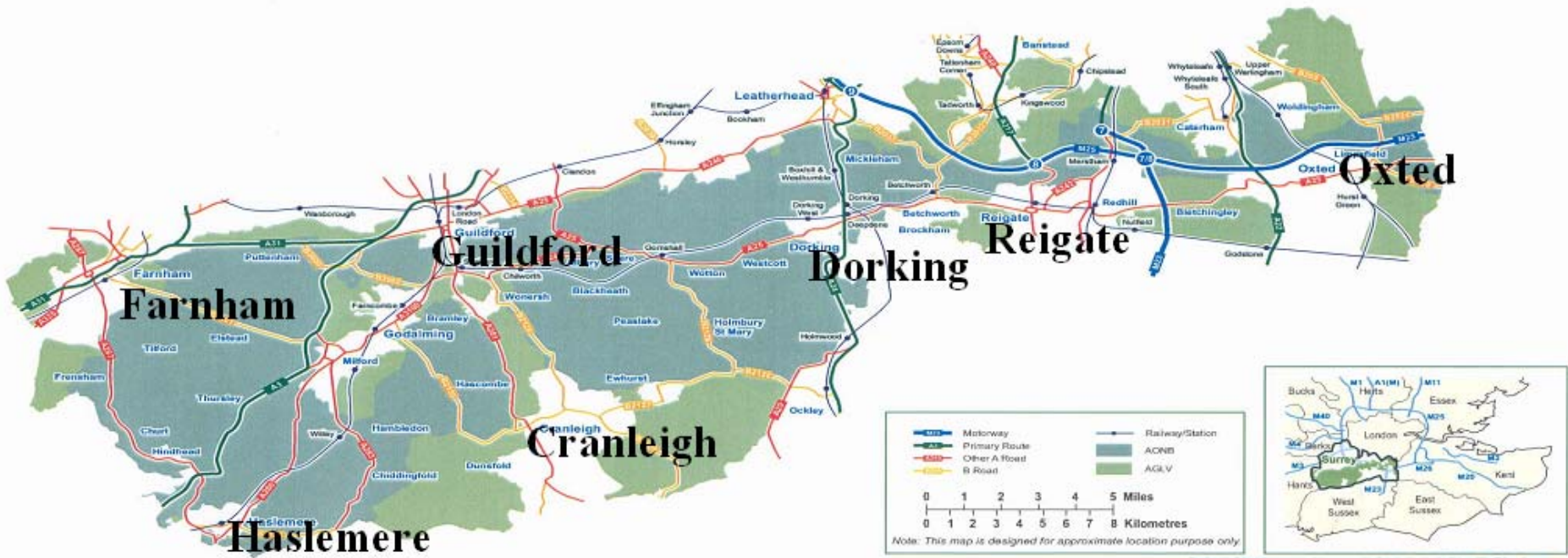
- RHI (April, 2011)
- Rising fossil fuel costs
- Being established already
- Rationalising industry/ reducing costs
- Good local raw material supply 
- Local market – existing & emerging (SCC) 



Why the Surrey Hills?

- Most wooded county - 22.4%
- Surrey Hills 40% woodland
- > 40% currently managed
- Work for forestry/ specialist workers





Questions?

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