

# AGENDA

## European Medium Scale Pellet Market

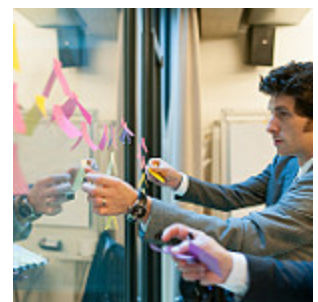
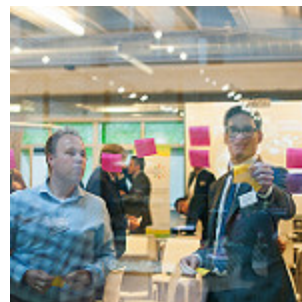
2<sup>nd</sup> EIPS & EPC workshop - Brussels, May 11<sup>th</sup> & 12<sup>th</sup>

DAY I (11<sup>th</sup> May)

### European Medium Scale Pellet Market 2<sup>nd</sup> Workshop

*How to grow the European medium scale pellet sector?*

- 9.00 am: welcome coffee
- 9.30 am: feedbacks from professionals
  - *Outcomes of the last workshop, 15/11/17 (AEBIOM) Gilles Gauthier*
  - *Pellet for process heat (Volvo, 5 MW pellet boiler, BE) Speaker TBC*
  - *Potential for using pellet in the agricultural sector (Smart Heating Technology, 100 pellet boilers installed, UK) Steve Pratt*
  - *Heat in the box: what have pellets got to do with a petrol station? (Total, 200 kW pellet boiler, BE) Stéphane Dumas*
  - *LSolé views on pellet in use in medium scale combustion plants (LSolé, 500 biomass boilers installed, ES) Albert Parareda*
- 11.00 am: coffee break
- 11.20 am: workshop I
- 12.45 pm: networking lunch
- 2.00 pm: workshop II
- 3.15 pm: coffee break
- 3.30 pm: workshop III
- 5.30 pm: networking drink
- 7.00 pm: end of Day I



## DAY II (12<sup>th</sup> May)

### European Medium Scale Pellet Market 2<sup>nd</sup> Workshop

*How to improve communications & marketing in the European pellet sector?*

- 9.00 am: welcome coffee
- 9.30 am: feedbacks from professionals
  - *Okofen: feedback from Belgian medium scale market (Okofen, BE) Ludwig Van Wonterghem*
  - *Design and first experiences with a campaign to promote pellet use in Hotels in Austria (proPellets Austria, AT) Christian Rakos*
  - *How to grow further the pellet use in a well-established market, feedback from Italy (AIEL, IT) Annalisa Paniz*
  - *How to raise the awareness on biomass use for domestic heating, feedback from Spain (AVEBIOM, Spain) José C. Santana*
  - *Innovative pellet communication campaign, feedback from France (Propellet France, FR) Eric Vial*
  - *Communication & marketing in the pellet sector, lessons gained from other sectors (Vizeum, LV) Linda Saulite*
- 10.40 am: coffee break
- 11.00 am: workshop
- 1 pm: end of European Medium Scale Pellet Market 2<sup>nd</sup> Workshop

### AEBIOM pellet working group (1<sup>st</sup> meeting)

Only open to AEBIOM members

- 1.00 pm: light lunch
- 1.30 pm: outcomes of medium scale pellet market workshop
- 2.15 pm: pellet WG concept discussion
- 2.45 pm: coffee break
- 3.00 pm: AEBIOM pellet action plan discussion
- 4.30 pm: end of pellet working group meeting

*For additional information on the agenda, please contact Sarah Cohen, [cohen@aebiom.org](mailto:cohen@aebiom.org)  
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An Event by:



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