

# BOIS ENERGIE

## WOOD ENERGY FAIR 2004- Lons le Saunier International supply for local demand



*When it was first launched in 1998, there had never been a wood energy fair anywhere in the world and ITEBE envisaged the future development of the fair on an international and professional level, as a centre of attraction for the players in an international context.*

The situation has changed a lot, the market has grown, other fairs have appeared in other countries or other regions and the WOOD ENERGY fair has found its place. The fair has developed most in the Alsace-Lorraine and Midi-Pyrénées regions. In fact, if the supply is mainly international, the demand, for its part, is mainly local, not to say rural, as revealed by the visitor statistics. The idea of the large-scale regional fair would seem therefore to have prevailed against the original concept.

Out of 10600 visitors, 3150 were professionals, which is very gratifying, but the potential is even greater. The growth has been in the numbers of members of the public who are wood energy clients, the same clients who use 85% of wood energy in France.

### The Exhibitors

The exhibition facility in Lons has about 4050 m<sup>2</sup> of indoor and about 8000m<sup>2</sup> outdoor capacity. The result of the sale of space shows a nearly 50% occupancy rate. In view of the fact that the average for trade fairs is between 50% and 60% (for safety reasons and requirements for receiving visitors, the walkway and exit areas represent 50% of the total space available).

Putting them all together, we can count 136 wood energy equipment and service companies at the 2004 edition of the WOOD ENERGY fair in Lons le Saunier. In view of the fact that some exhibitors represent several makes, this is the equivalent of 113 **stands**.

*Breakdown by country of origin:*

99 French exhibitors	2 Austrian exhibitors	1 Swedish exhibitor
4 Belgian	3 Swiss	"
2 German	2 Italian	"

One should note that most of those involved in wood energy are represented in France by a shop or office which tends to „exaggerate“ the proportion of French participation.

*Breakdown by activity type:*

Forestry and fuel production equipment	49 exhibitors
Boilers, ancillary equipment and services	24
Stoves and insets	27
Barbecues and charcoal	1
Information and press	12
TOTAL	113

### The Visitors

Visitor numbers totalled 1100 on the Thursday, 2050 on the Friday, 3150 on the Saturday and as many as 4300 on Sunday. This is a total of **10600** visitors for this the sixth in the series: visitor numbers are steady with about 30% of professionals. On the whole, exhibitors were extremely pleased with orders and contacts ranging from 20 to 50 per exhibitor: from that point of view, an exceptionally good result ! – exhibitors considered the amount of business transacted to be excellent at this fair.

### The Talks

For this the sixth Wood Energy fair, ITEBE put on four days of talks for both trade and general public audiences. The subjects dealt with current preoccupations about wood energy: the quality of fuel and



equipment, the marketing of wood fuels, co-generation, the development of the industry and the outlook for the new carbon credit market. One thing was new: entry to the 2004 talks was free of charge and around 700 people attended over the four days.

## Demonstrations and Trips

Working with FORETS COMTOISES, ITEBE put on a trip which had 45 participants on Friday April 2, 2004:

A visit with explanatory commentary to a shredding facility in a privately owned forest in the district of Arinthod was put on by FORETS COMTOISES: the demonstration included a self-propelled shredder by SILVATEC, removal of the wood chips by hopper tractor-trailer and containerisation of the material. This demonstration was followed by a tour of the Moirans en Montagne district heating plant, one of the European Wood Energy Trail sites: consisting of a 2 000 kW wood-burning boiler using forest chips with a 3200 m heating circuit and a 180 kW wood-burning boiler in a retirement home.

## The Innovations Competition

The by now well-established WOOD ENERGY innovations competition rewarded international prize-winners competing in the four categories: fuel supply equipment, automatic wood-fired heating appliances (including ancillary equipment), cooking equipment (NEW FOR 2004), wood-fired domestic heating appliances, automatic wood-fired heating and co-generation equipment. This competition is already coming to be considered as a highly prized distinction among equipment manufacturers.

At every Wood Energy Fair, this competition compares the most useful improvements introduced to modern and international heating techniques.

The competition is open to any WOOD ENERGY 2004 exhibitor or to any body represented by an exhibitor. The equipment will be presented in the next WOOD ENERGY magazine due to be published in September 2004.

## 2004 Results

### **First Category: Fuel supply equipment**

>Grand Prix Innovation WOOD ENERGY 2004: AFICOR- Wood-splitting blades-Switzerland

### **Second Category: Cooking equipment (NEW in 2004)**

>Congratulations from the judging panel WOOD ENERGY 2004: COBB-Charcoal-fired multiple cooking appliance-South Africa

### **Third Category: Wood-fired domestic heating equipment**

>Grand Prix Innovation WOOD ENERGY 2004: BIOTECH, Automatic feeding device for pellet stoves-Austria

>Congratulations from the judging panel WOOD ENERGY 2004: Eurofiamma, Pellet/log combi stove-Italy represented by Ecochauffe 39

### **Fourth Category: Automatic wood-fired heating and co-generation equipment.**

>Grand Prix WOOD ENERGY 2004: Ökofen, pellet condensation boiler- Austria represented by Label Energie from Viviers du Lac

>Incentive prize of the WOOD ENERGY 2004 panel: Herz, multifuel control system for automatic boilers-Austria represented by SB Thermique from Dizimieu.

The prizes were given by Mr Pelissard, the Mayor of Lons le Saunier and by Antoinette Gilley, Vice-President of the Franche-Comté Regional Council.

The prize winners were chosen by a panel of 8 members from the Wallonian Rural Foundation, the Haute-Saône Regional Council, the Cantal Wood Energy Association and the forest districts of France as well as the National Forestry Office and the national agronomical research institute, a producer of briquettes and an engineer from the design and consultancy bureau of BEST Energétique.

## Exhibitor testimonials – Wood Energy Fair 2004

Franz Larcher – KÖB, Austria

"It was **excellent ... many new contacts made**"



Herbert Ortner – ÖkoFEN Heiztechnik, Austria



"We would like to congratulate you on the Bois Energie 2004 Exhibition in Lons le Saunier where we exhibited our product range. The organisation was perfect, visitor interest very high and we received many good contacts ... we look forward to many more such successful Exhibitions in France ..."

Jean Paul Galland – GF SERVICES, France

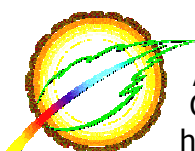
"GF Services registered many high quality contacts which confirm the interest of this exhibition. ***This is a particularly friendly event and we intend to participate in follow up events ...***"



Giovanni Trentin – Palazzetti, Italy

"The Lons le Saunier exhibition fulfilled our expectations in terms of visitor numbers, that's why we set up two stands (one inside the park under the responsibility of BONNIN and the another one outside) in order to manage at the best the different types of customers: private individuals or professionals. ***The contacts established on the stand have allowed our dealer to make many sales after the exhibition.***"

Pascal Léon – UCFF, Groupe Coopération Forestière, France



***"This exhibition is completely in line with our approach to forestry pellets production and with our involvement in the wood energy field.***

Our presence in the Wood Energy Fair had a double purpose: to confirm to the heat administrative operators our development in this sector and to communicate to the deciders and the general public, in order to raise some barriers concerning the hot wood energy subject. ***We can confidently state that the objectives have been reached.***"



Chris Rhodes – Talbott's, United Kingdom

"We set up more contacts with people in the trade, research departments, the NFO,... furthermore, the presence of biomass providers is reassuring for the wood energy field. "



Guy-Cédric Galéa – JØTUL France

***"... moreover, the general public visiting the fair during the weekend was numerous and properly targeted.*** We do not visit a "bois énergie" trade fair without having a particular interest in this matter ..."

## **2004 Wood Bioenergy Fair : Exhibitor List**

**A** ABIODIS \* ACI \* ADEME \* AFBQQ \* AFICOR SA \* AGRI DIRECT \* AJENA \* ALM \* ALSTOM  
POWER FLOWSYSTEMS \* ANDERSEN \* ARCI \* ARCOLE \* ASTIC MATERIEL FORESTIER \*  
ATELIERS ET MATERIAUX DE LA NIVE \* ATHENA \* ATRECO

**B** BACK FORWARD \* BALLARIO FORESTELLO \* BANDIT INDUSTRIES \* BASIC \* BEST ENERGETIQUE \*  
BIOENERGY INTERNATIONAL \* BOIS INTERNATIONAL \* BOIS MAG \* BRULA \* BILGER ET FILS \* BILLOTTE  
SA \* BINDERBERGER \* BINETRUY \* BIOFEU \* BIOTECH GmbH \* BLACKSTONE \* BOIS CHAUDS  
DU BERRY \* BOIS ENERGIE France \* BOIS ENERGIES ALSACE \* BRUGG TUBES \* BUCHES DES  
BELLES SOURCES \* BU-LE INTERNATIONAL

**C** CARRET Ets \* CDK INTERNATIONAL \* CHARNWOOD \* CHAVOT PERE ET FILS \* CHAUDIERES  
LA JURASSIENNE \* CHAUDIERES MIQUEE \* CHAUDIERES PERGE \* CEL \* CIMA J \* COBBEST \*  
COGEPREC \* COGRA 48 \* COMPTE R. SAS \* CONSEIL GENERAL JURA

**D** DBE/DODIN \* DSA \* DUTRY & CO S.A.

**E** ECO CHAUFFE 39 \* ECONERGY BULLERJAN DIFFUSION \* EFEL \* ENERGIE 79 \* ENERGIE BOIS SUISSE  
\* ENERGIE SYSTEME \* EQUIPE JEAN PAIN \* ERVE \* ESD DAUPHINE \* ESPACE POELE  
SCANDINAVE

**F** FALARD INDUSTRIE \* FNCOFOR \* FUELWOOD \* FONTAINE DES AUGES \* FORESTIERE DU  
NORD \* FRANCE TURBO \* FRITZ MAEDER \* FRÖLING \* FSI FRANSKAN

**G** GAST \* GF SERVICES \* GILLES \* GIRAUD ET FILS \* GODIN \* GOTTI \* GRIFFON \* ETS GROSS

**H** HANTSCH \* HARGASSNER \* HARMAN \* HASE Poêles-Cheminées \* HERLT \* HEIZOMAT \*  
HONDECONTUSA \* HPBA

**I** INNOVATIONS ET PAYSAGE \* INPAL INDUSTRIES \* ITEBE

**J** + **K** + **L** JASBA \* JOAO Eric \* JOTUL, KÖB \* KRETZER, LA DURAQUOISE \* LA MAINTENANCE  
VERTE

**M** MAX BLANK \* MBR \* MCZ spa \* MONTEGRAPPA \* M.T.H. Industrie \* MAISONS ET FOYERS \*  
MONNOT Ets \* MOYNE PICARD

**N** NIDAL \* NIDECK CHAUFFAGE

**O** OKÖFEN \* OLIGER FRANCE \* OFFICE NATIONAL DES FORETS

**P** PAGNOD INDUSTRIE \* PALAZZETTI \* PERROT Laurent \* PEZZOLATO \* PINOSA SRL \* PIROUX  
INDUSTRIE \* POLYTUB \* POLYTUB \* PRO FORET

**R** RBM \* REINOLD FRANCE \* RENTEC \* RIKA \* RMB France \* ROLLERBUCH \* ROMANS \*  
RUEGG CHEMINEES

**S** SAMSOUD APPLICATIONS \* SAXLUND INTERNATIONAL \* SCAN \* SAS FONTAINE DES AUGES  
\* SAVOIE PAN SA \* SBTHERMIQUE \* SCHMID \* SCHUKO \* SCRIS HUET \* SELF CLIMAT  
MORVAN \* SERRA France \* SODEFOR \* SOFAG \* SPARTHERM \* SOMMERHUBER \*  
SONNENKRAFT \* STOLLE \* STOVE FIRE

**T** TALBOTTS \* TECSATHERMIQUE SARL \* THERMIC DISTRIBUTION \* THERMOROSSI \* TOPTX  
\* TRAINI \* TREZETA \* TULIKIVI

**U** + **V** UCFF, VALENTIN S.A \* VALORIS SARL NERMIER \* VERCOM \* VILLE DE LONS  
LE SAUNIER \* VOLCANO

**W** + **X** WAMSLER \* WANDERS \* WEIMA MASCHINENBAU \* WEISS France \* WOODMAX \* WORL  
BIOENERGY 2004, XYLOWATT Belgique