

# Are you considering becoming a supplier of Woodheat?

With increased Government support, now is an excellent time to become involved in the woodfuel supply chain and promote wood as a low carbon source of fuel.

The supply chain for woodfuel covers every stage from harvesting the trees to heating a building. It includes drying, processing, storing, transporting and converting the wood into energy in a boiler or stove.



## Where are the markets?

Schools, colleges, care homes, prisons and business parks are switching to wood fuelled heating. The South East has recently invested in some 70 industrial or commercial boilers (chip or pellet) and thousands of domestic log-fired stoves.

## What returns can I expect?

- Local woodlands provide low value fuel for heating. Many South East country estates have installed large-scale systems to save costs by generating heat from their own woods.
- Clean wood by-products (e.g. from tree surgery or saw milling) can be readily sold into the woodfuel supply chain.
- Woodfuel systems have lower lifetime (typically 20 years) costs than fossil fuel plants. They are generally cheaper than heating oil, LPG and electricity and produce lower carbon emissions.

## How can woodfuel benefit wildlife and landscape conservation?

- Cutting wood opens up woodlands for flowers, insects, birds and small mammals, including rare butterflies and threatened species such as dormice and nightingales.
- Cherished woodlands are seldom 'natural' but have developed thanks to a long history of management. New woodfuel markets will secure the future of historic wooded landscapes such as the Weald and the Chilterns.

## Quality – what do you mean?

- Quality is critical. Clean wood with a low moisture content and consistent size is essential.
- Woodfuel is generally graded and boilers are rated to accept a particular standard of fuel. Sub standard chips or pellets will block the boiler feed and its operation.
- Suppliers must comply with boiler requirements and their specified production procedures.

## Contract options?

- Selling by the load/per m3, delivered to the end user.
- Selling standing in the wood or cut at roadside to an intermediary.
- Selling heat, an energy services contract (ESCo) where the supplier owns the boiler and the user only pays for the metered heat used.

## Equipment needs?

Logs	
Required	Advisable in certain circumstances
Firewood processor	Splitter Loader

Chip	
Required	Advisable in certain circumstances
Biomass chipper	Screen Splitter Chip blower Loaders Crane

Pellets	
Required	Advisable in certain circumstances
Pellet mill	Dryer Chipper Hammer mill Bagging system

## What grants are there?

Please refer: [www.biomassenergycentre.org.uk](http://www.biomassenergycentre.org.uk).

## Who do I go to next?

For an up to date list of contacts in your county please speak to:

Forestry Commission  
SE England Office  
Alice Holt  
Wrecclesham  
Farnham, Surrey GU10 4LF  
Telephone: 01420 23337  
email:[southeast.fce@forestry.gsi.gov.uk](mailto:southeast.fce@forestry.gsi.gov.uk)

[www.woodheatsolutions.eu](http://www.woodheatsolutions.eu)

## A Few Do's and Don'ts

### Do's

- Understand quality standards, grading, size and moisture content before you start to produce fuel
- Visit an existing installation
- Explore all sources of grant

### Don'ts

- Be put off by other's mistakes (learn by them)
- Use contaminated, dirty or wet woodfuel
- Sell or buy wood fuel without a clear agreement
- Take on a contract to supply unless you have emergency back up