



Understanding the dynamics of mobilising producers

Sophie Rabeau, CAN

normandie.chambres-agriculture.fr



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➤ **Available biomass**

What sources are available?

potential sources

≠

sources that can actually be mobilised



➤ **Technical challenges**

- Specificity of the equipment
 - Harvesting tool
 - Dryer
- Place of use
 - Storage

=> Resulting in specific costs



➤ **New markets, new players and new criteria**

- **New contacts:** e.g,
 - energy suppliers/heating plant operators
 - suppliers of co-products and waste for methanisation
 - methanisation maintenance suppliers (e.g. spark plugs)

- **Different timescales:** multi-year contracts

A new concept for farmers: indexation to secure buyers and sellers?

- A **new profession:** simply being a supplier or investing in the industry? What skills do you need (legal, technical, sales, communications, logistics, etc.)?

- **New units and criteria:** MWh, silica content, etc.



Added value

- Making cultivation economically attractive
 - Buying biomass at the right price
 - Paying for crop costs
 - Diversification of income sources
- Involving the farmer in the project
 - Shareholding
 - Project sponsor



➤ **Acceptances**

Acceptability constraints

E.g.: public enquiries for methanisation units

Ex: the need to overcome habits,

For example, in the construction sector, the weight of habits and training

=> Blowing straw, which will enable craftsmen to use the same tools as for cellulose wadding = adapting biomass to existing uses



➤ **New logistics**

Out of area deposits

Often one harvest period per year

⇒ Requiring storage

⇒ or complementarities

E.g.: in methanisation,
complementarity of manure and grass clippings