Biomass Heating
Market development and technologies
International Training Seminar
3 - 6 December 2018, Linz/Austria
International Training Seminar

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Market development and technologies

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The seminar

Market transformation towards modern, high-efficiency biomass heating presents enormous opportunities for local economic development, the reduction of energy costs as well as climate and environment protection.

The International Training Seminar focuses on small- to mid-scale projects fuelled by wood pellets and wood chips. It covers solutions for homes, smaller commercial/public buildings and district heating grids (up to a few hundred kilowatts).

The seminar offers interactive learning in an international group, educational site visits and presentations by experts in biomass technologies, market development and environmental protection.

Organiser

The International Training Seminar is organised by the Energy Academy of the OÖ Energiesparverband, the energy agency of the region of Upper Austria. Upper Austria is a success story in high-efficiency biomass heating: more than 33% of the space heat demand is covered by clean, automatic biomass heating. Green heating has created more than 500 new jobs in Upper Austria in recent years. The OÖ Energiesparverband is also the organiser of the European Pellet Conference, the world’s largest annual event on wood pellets.
Seminar Agenda (subject to change)

<table>
<thead>
<tr>
<th>Date</th>
<th>Agenda</th>
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<tbody>
<tr>
<td>3 December</td>
<td>Arrival, introduction and welcome dinner</td>
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</table>
| 4 December | Technical training sessions  
- Biomass policies, programmes and market development  
- Technical aspects of biomass boilers  
**Technical site visits**  
- Biomass boiler manufacturer  
- Processing & distribution of wood chips  
- Biomass district heating installation |
| 5 December | Technical training sessions  
- Combustion technologies, emissions & efficiencies  
- Biomass district heating  
- Biomass heat contracting (financing and operation model)  
**Technical site visits**  
- Biomass heating plant  
- Solar drying of wood chips, micro grid |
| 6 December | Technical site visits  
- Pellet distribution chain  
- Pellet boiler manufacturer  
- Farewell dinner |

What is different to other seminars?

- **Learn from the best** and spend three intensive days in the leading biomass heating region!
- Get the most **up-to-date knowledge** from biomass experts working in businesses, associations, research organisations and public bodies.
- Profit from our "**hands-on** approach": half of the seminar time is on-site training, the other is "classroom" training.
- See the **whole biomass supply chain in action**: from equipment and fuel manufacturers to biomass logistics and a range of different plants in operation.
- Benefit from an enjoyable atmosphere during the seminar and develop long lasting partnerships with biomass experts from around the globe.
- Enjoy Austrian hospitality!
What does the international seminar offer?

- 3 densely-filled days with information and know-how on the technologies, economics and marketing of biomass heating!
- Practical, hands-on time with experienced people - learn from the best in the field!
- A dynamic mix of seminars, site visits and interactive activities in an international group.
- A programme fully focused on small- to mid-scale wood pellet and wood chip projects.

Seminar topics

- Success factors for developing a regional/local biomass heating market
- Technology overview (combustion, emissions), system designs
- Fuel standards and logistics (wood pellets, wood chips)
- Business and financing models, marketing

As an international training seminar, the programme does not cover country specific information, such as specific legal aspects or funding programmes.

Target groups

Representatives of businesses, public bodies, institutions, NGOs etc. interested in developing local/regional biomass heating markets. It is especially targeted to persons from countries where the market for automatic biomass heating is in a starting phase.

Participant feedback from previous years

"All fields of biomass utilisation were covered and were explained with concrete examples."
"I very much appreciated the practical orientation of the seminar."
"The technical sessions and site visits were well balanced."
"The seminar was outstanding: well-designed, broad in scope and informative."
"All speakers showed enthusiasm for their subject and the level of technical details was excellent."
"I will recommend the seminar to others in the future."
"It was one of the most interesting trainings I have ever participated in. The hosts were excellent, and I especially appreciated the attention paid to providing us with a nice atmosphere."
Upper Austria

Upper Austria is one of the nine federal states/regions of Austria and has a population of 1.4 million. The region has given political priority to energy efficiency and renewable energy since the mid-90s. Renewable energy sources currently cover 35 % of the total primary energy demand: 17 % biomass, 13 % hydro power and 5 % solar and other renewable energy sources.

OÖ Energiesparverband

The OÖ Energiesparverband is the energy agency of Upper Austria. It supports the regional government in the development and implementation of regional energy programmes. These include, for example, energy certification and rating of buildings, energy advice services for households, businesses and public bodies and managing funding programmes. The OÖ Energiesparverband also runs the "Energy Academy" which holds more than 30 training courses annually on energy efficiency and renewable energy sources.

Cleantech-Cluster

The OÖ Energiesparverband supports regional energy technology companies in the context of the "Cleantech-Cluster" (CTC). The CTC is the platform for energy and environmental technology companies in Upper Austria. Currently, more than 250 companies are partners of the network. In the energy technology sector, partner companies employ over 7,000 people and achieve a combined annual turnover of more than 1.5 billion Euro. Special areas of energy excellence include automatic biomass heating, solar thermal and highly energy-efficient buildings. More than 25 % of all biomass boilers sold in the EU are manufactured by Upper Austria’s boiler industry and pellet heating systems have become a standard solution in the region.
International Training Seminar
Biomass Heating – Market development and technologies

Practical details

<table>
<thead>
<tr>
<th>Date</th>
<th>3 - 6 December 2018 17.30 - 18.00</th>
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<tbody>
<tr>
<td>Language</td>
<td>The training seminar will be held in English. (Please note that a good command of English is required.)</td>
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<tr>
<td>Fees</td>
<td>950 Euro (plus 10 % VAT)</td>
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<td>630 Euro (plus 10 % VAT) for public administrations &amp; energy agencies</td>
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<td>Fees include the training sessions, seminar documentation, site visits and coffee breaks/MEALS.</td>
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<td>Accommodation in nearby hotels in Linz costs about 120 Euro/night (including breakfast and taxes) and is not included in the seminar fees.</td>
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<tr>
<td>Registration</td>
<td>Please register before 19 November 2018 by e-mail to <a href="mailto:office@esv.or.at">office@esv.or.at</a> or online (please note: the number of participants is limited).</td>
</tr>
<tr>
<td>Organisation &amp; venue</td>
<td>OÖ Energiesparverband, Energy Academy, Landstrasse 45, 4020 Linz/Austria, T: +43-732-7720-14386, <a href="mailto:office@esv.or.at">office@esv.or.at</a>, <a href="http://www.ctc-energy.at">www.ctc-energy.at</a>, ZVR 171568947</td>
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Linz

Linz is the third largest city of Austria and the capital of the region of Upper Austria (Oberösterreich). It is located in the north of Austria, approximately 30 km south of the Czech border, on both sides of the Danube river. The city has a population of 200,000. Named the "Cultural Capital of Europe" in 2009, Linz is a city which combines an industrial heritage with modern cultural highlights (e.g. Ars Electronica Center, Lentos Art Museum, new opera etc.).

Travel information

by railway: direct connections from Vienna, Salzburg, Munich, Paris, Brussels, etc.
by road: A1 and A7 motorways
by air: airports Linz (14 km from Linz city centre), Vienna (185 km), Salzburg (135 km), Munich (273 km)