



Activating the chances for agriculture

Examples of successful co-operation strategies



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Good evening



AND



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Interdisciplinary **P**rojectmanagement for **r** **E**newable **E**nergy



PLEASE !



Just a few minutes.

What are the chances to be activated?

The need for sustainable structures

How to identify successful strategies?

Examples

Thank !



Future sources of farmers income

Future added value in agriculture and rural areas requires capital, quality and flexibility

▲ **Driven by technological progress:**

New technologies require net-investments

e.g. precision farming, „certificates of origin“, quality management

▲ **Driven by market-forces**

Wanted: professional marketing and supply-structures

e.g. energy from renewable sources, biomass-products

▲ **Driven by structural change**

The „Grow or Go“ is ongoing. Growth needs resources.



The reason why

Sustainable structures are necessary to meet future demands with today's capacities.

- ▲ **Economies of scale:**
Investments in new technologies require a look on production-chains as a whole
- ▲ **Markets and technologies ...**
... demand increasing (biomass) volumes in homogenous qualities
- ▲ **Accelerated structural changes ...**
... require increasing flexibility in making resources available
- **Co-operation: most valuable means to match the requirements. But successful co-operation is hard to achieve.**



Steering-competence and leadership

Key-factor for success in co-operation is steering-competence - according to practice and experience

- ▲ co-operation approaches often do not show the results expected.
- ▲ In only very few cases „lack of synergy“ is the cause for failure.
- ▲ Critical success-factor is a sustainable structure with clarified tasks, responsibilities and resources.
- ▲ Precondition: joint view and shared understanding of the common vision, goals and strategies.

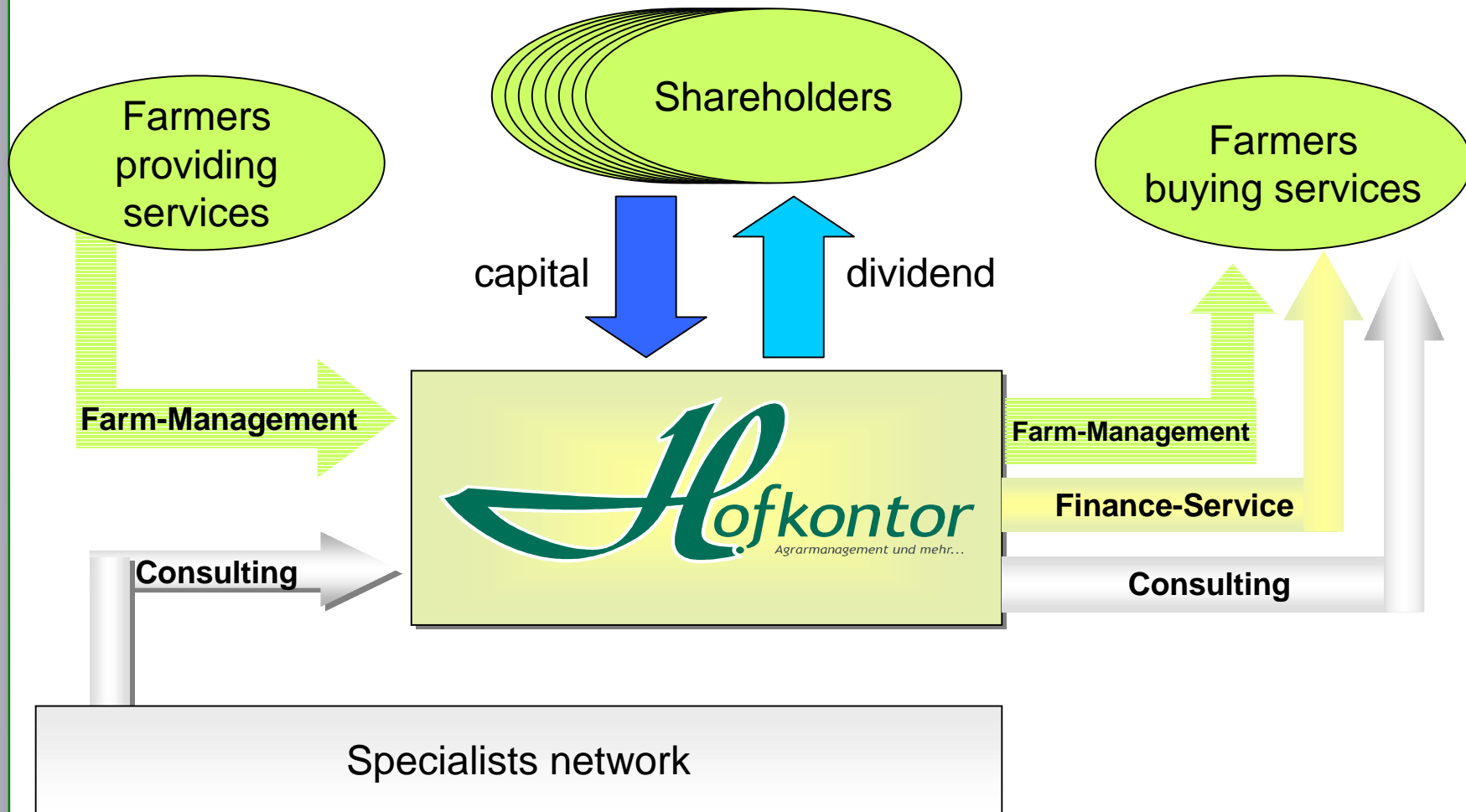


Example: Hofkontor Eggebek

- ▲ Hofkontor AG, Hauptstraße, 24852 Eggebek, near Flensburg
- ▲ Founded in 2001 as „joint stock company“ (corp.): Farmers are shareholders
- ▲ Farmers´ input: Money, acres, manpower, machines
 - Money in terms of shares
 - Acres, if they have;
 - Manpower, if there is more than needed „at home“
 - Capital in terms of machines
- ▲ Famers` output: Money, orders, service
 - Money in terms of payment for service
 - Orders as farm-managers
 - Manpower, if there is more than available „at home“
 - Capital in terms of avoided investments



Example: Hofkontor Eggebek





Example: Hofkontor Eggebek

- ▲ The co-operation-concept: farmer-to-farmer – service
- ▲ 3 checks yearly between provider („farm-manager“) and customer (farmer who makes use of farm-management). Effects
 - Quality control and conflict prevention
 - Service expansion
- ▲ Add ons:
 - Inhouse-experts for finance-services
 - Network-partners for professional business consulting
- ▲ Today
 - About 3.000 ha under management in 15 single farmer-to-farmer relations

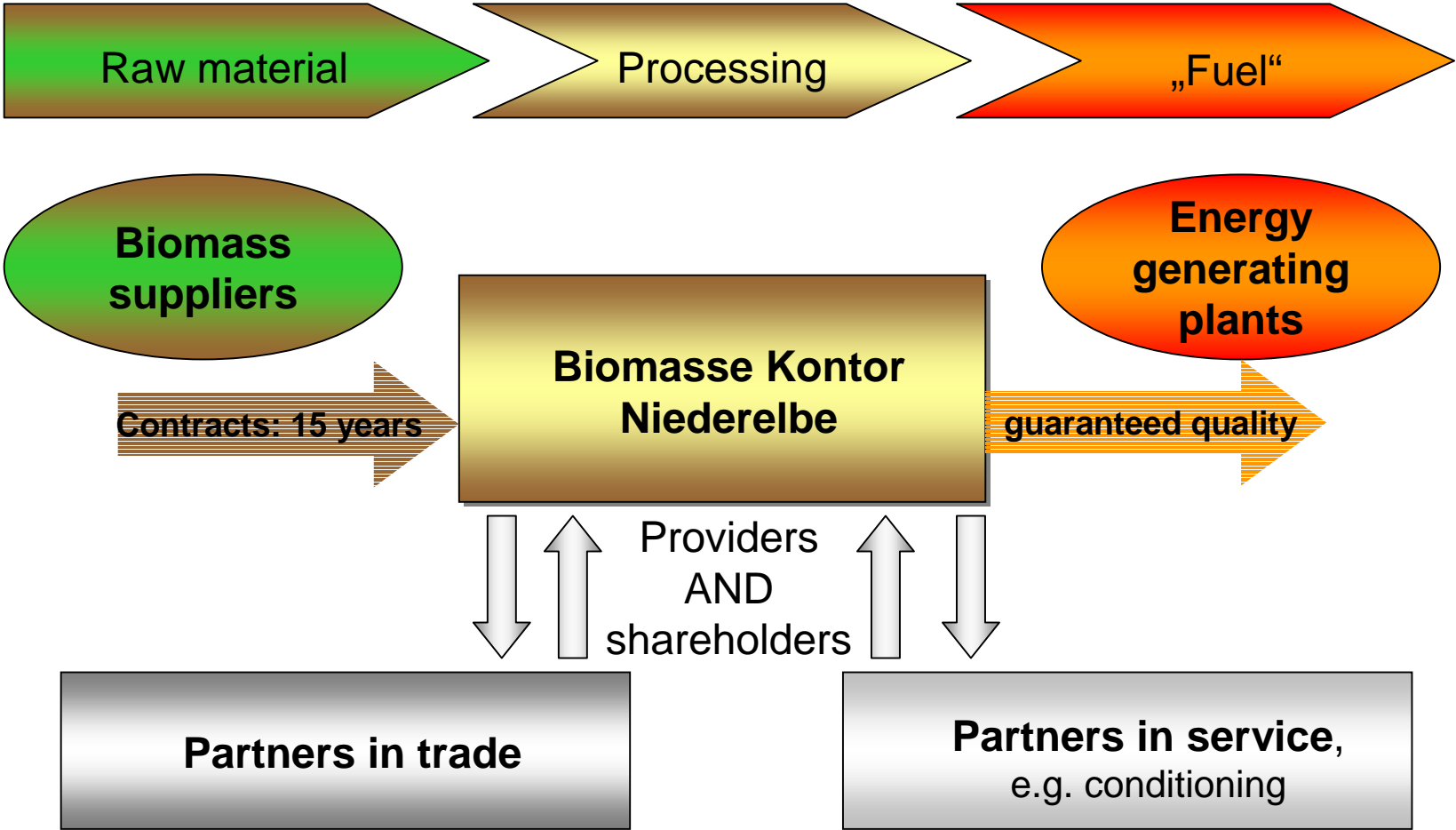


Example: Biomasse Kontor Niederelbe

- ▲ Biomassekontor Niederelbe GmbH, Bokholt Hanredder, near Hamburg
- ▲ Founded in 2001 as „close company“ (GmbH)
- ▲ Biomassekontor is handling and trading biomass, in particular wood-cuts.



Example: Biomasse Kontor Niederelbe





Example: Biomasse Kontor Niederelbe

- ▲ Biomassekontor Niederelbe GmbH, Bokholt Hanredder, near Hamburg
- ▲ The co-operation model is set up in two levels:
 - 4 shareholders, including farmer-based service
 - Long term contracts to guarantee the biomass-supply side:
 - Public authorities
 - Farmers and forest owners
 - Sawmills



Example: ABR in Wietzendorf

- ▲ **Agrar Biorecycling GmbH, Klein Amerika, Wietzendorf**
- ▲ **Ownership is based on a cooperative-structure**
- ▲ **One of Europe´s largest recycling- and methane-gas plant**
- ▲ **The concept: Potato-starch plant including a methane-gas plant with**
 - **Preceding protein separation**
 - **Connected combined heat and power unit**
 - **Waste water conditioning**



ABR in Wietzendorf: The challenges

Increasing environment-impact by expanded starch-production

- ▲ Waste Water - containing proteins, minerals, salt
 - Earlier: Distribution on the nearby farmlands
 - This leads to risk of overnutrition resp. costly transports to more remote farmland

- ▲ Fibrous destarched potatoe pulp
 - Pulp usually is a food-additive in animal production



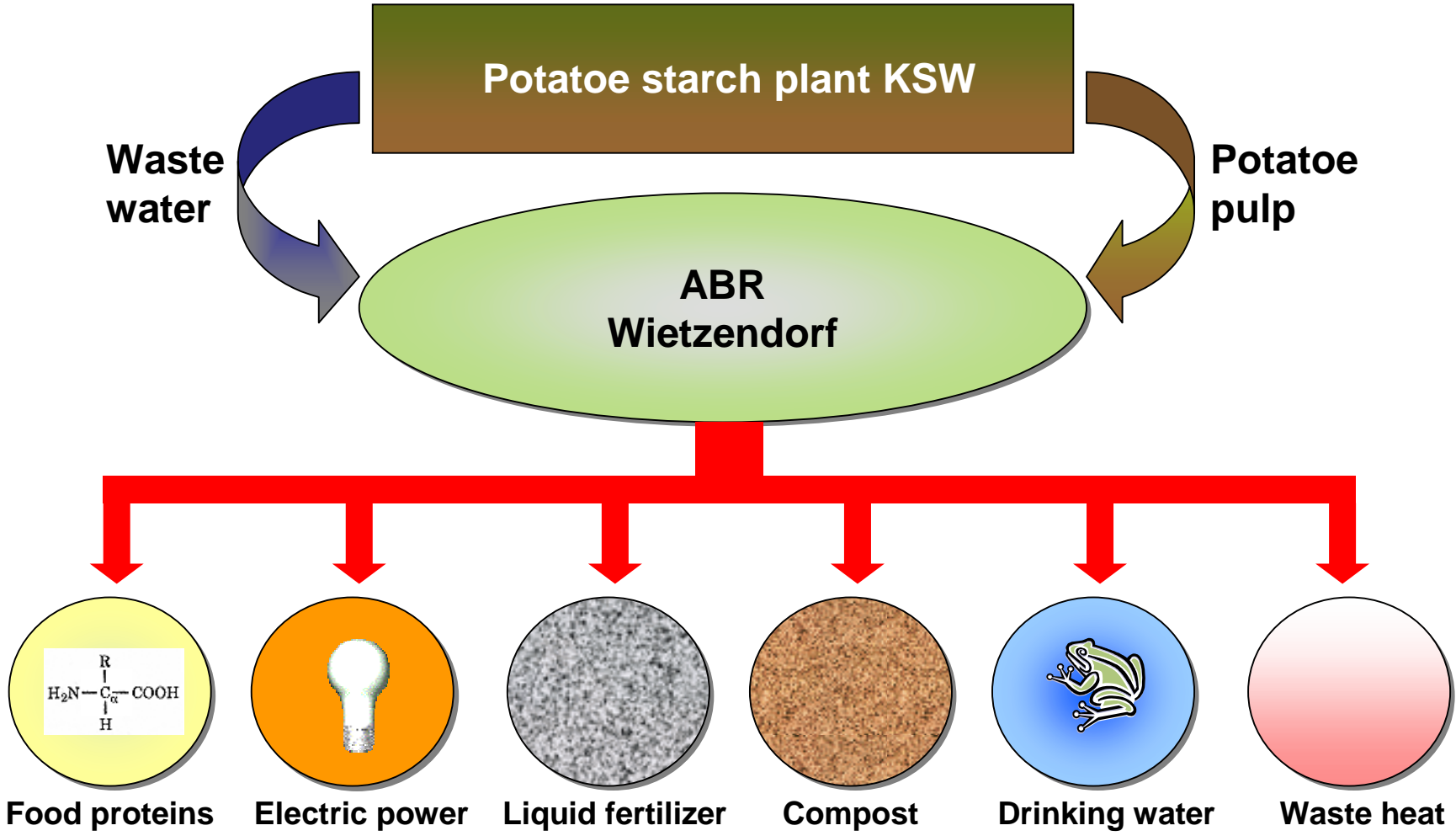
ABR in Wietzendorf: The effects

The total recycling approach results in economic and ecologic sustainability

- ▲ **Methane gas plant:** 11. Mio. m³ p.a. (2.500 m³ per hour)
- ▲ **CHP** (combined heat and power unit)
 - Generation of current: 8.4 MWel (leads to CO₂ reduction of 32.200 t/a)
 - Additional 8 tons of steam delivered (back) to adjacent starch plant
 - Over all utilization factor of CHP: 70 %
- ▲ **Waste water treatment**
 - 600.000 m³ waster water and pulp into drinking water: Substution for more than 200.000 m³ fresh water in the starch-production process
 - Avoiding 26.300 Truck-rides, resp. 300.000 Ltr. Diesel
 - Day by day production of : 60 t Compost, 250 t Liquiid fertilizer, 15 t food proteins



What happens at Wietzendorf





ABR: Value added for a rural region

Owned by farmers

- 1.020 farmers in co-operatives
- 10 Mio.€ common stack capital

Innovative

- Combination: Waste water recycling + methane gas generation + large scale operation

ABR
Wietzendorf

Employment
in a rural area

Overall investment:
35 Mio. €

Environment effective

- Entire waste-recycling into valuable goods
- Avoid pollution
- Avoid waste-water-transport
- CO₂-Reduction
- Spare Water



Focus: co-operation as means ...

... for achieving benefits from new markets and innovative technologies requires capable co-operations.

▲ **All examples stand for sustainable co-operation models.**

▲ **Critical phases have been undergone and will have to be undergone.**

▲ **Effective structures**

- allow the farmers and others in rural areas to be participants
- however in a clear pattern of tasks, responsibility and available resources

Thank !



A big THANK YOU ...

... goes to those, who gave us assistance in preparing our presentation, namely

- ▲ **Mr. Dirk Detlefsen**, founder and chairman of Hofkontor AG
- ▲ **Mr. Hermann Maas-Hell**, constructor and head of Biomassekontor Niederelbe
- ▲ **Mr. Joachim Richter**, CEO of ABR Recycling and Methane plant in Wietzendorf

▲ **A N D**

to *you*, the audience!