

Native Grass Biomass Densification

November 12, 2008

Vermont Grass
Energy Symposium

ERNST Conservation Seeds

www.ernstseed.com

Ernst Conservation Seeds

- Est. 1965 in Meadville, PA
- Family-owned
- Native species for conservation, reclamation, biomass, habitat, and restoration
- 500+ species
- Current production in PA, FL, SC, and MD

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- Biomass is broadly defined
- Closed-loop vs. open-loop
- Perennial grasses and plants
- Harvest and processing need to be developed

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Why Densify????

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Briquetting at Ernst

- Mechanical Briquetter purchased Feb. 2008 for pilot/demo set-up
- Left during summer of 2008
- Returned, reset, and producing
- Orders as far as IL

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Briquetting Pro's

- Energy Efficiency
- Less "Cranky"
 - Moisture
 - Feedstock
- Multiple Products
- Possible Unmanned Operation
- Increased Bulk Density Achieved

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Briquetting Con's

- Not Pellets
- Throughput per Capital
- Parts Are an Issue
 - Expense
 - Availability
 - Technical Support

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Business Models

- Independently Owned
- Contract-Based
- Co-op
- Small vs Large
- The best fit will vary between regions

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Conclusions

- Shift perception of energy
- Shift perception of utilization
- Innovation could be from anywhere
- Look more at what could be than why something cannot be

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Questions??

- Dan Arnett – Biomass Coordinator
Ernst Conservation Seeds, LP
9006 Mercer Pike
Meadville, PA 16335
(814) 336-2404 ext. 260
dan@ernstseed.com

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