Market opportunities for forest entrepreneurs from wood for energy

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Rising demand for wood energy is good for forest enterprises! It ..

- generates additional work and income,
- fosters development and viability of businesses,
- contributes to livelihood in rural areas,
- challenges innovation and entrepreneurship
  - new harvesting technologies
  - diversification of businesses,
  - new customers and business relationships.
Forest enterprises are key actors in the wood energy markets!

• They are well aware that the mobilisation and use of wood for energy must be carried out with due economic and ecological responsibility.

• It must neither harm the demand of supply for industries, nor the sustainable vitality of forests.
Challenges

• Harvesting cost is the determining factor for the economic use of wood for energy.

• Investment in personnel and technology is required to maintain the necessary harvesting capacities.

• R&D is needed to further develop
  – Technique
  – Working methods
  – Logistics
Forest entrepreneurs appreciate the ascending value of wood!

Sequentially, they expect prices for services which allow investment in

- training and education
- advanced technique.
Political demand: A business environment for innovation, investment and development!

Contractors call for:

• reliable political targets for future use of wood for energy,

• clear specification of ecological conditions for wood use and forest operations.