

AHK-Geschäftsreiseprogramm Erneuerbare Energien Kroatien

Zagreb, 27.04.2009

Jan Hinrich Glahr

- Glahr & Co. GmbH
- Risks along the biomass supply chain
- holistic Approach
- Logistics Due Diligence (LDD)
- „Logistic Quick Check“
- „Logistic Scan“

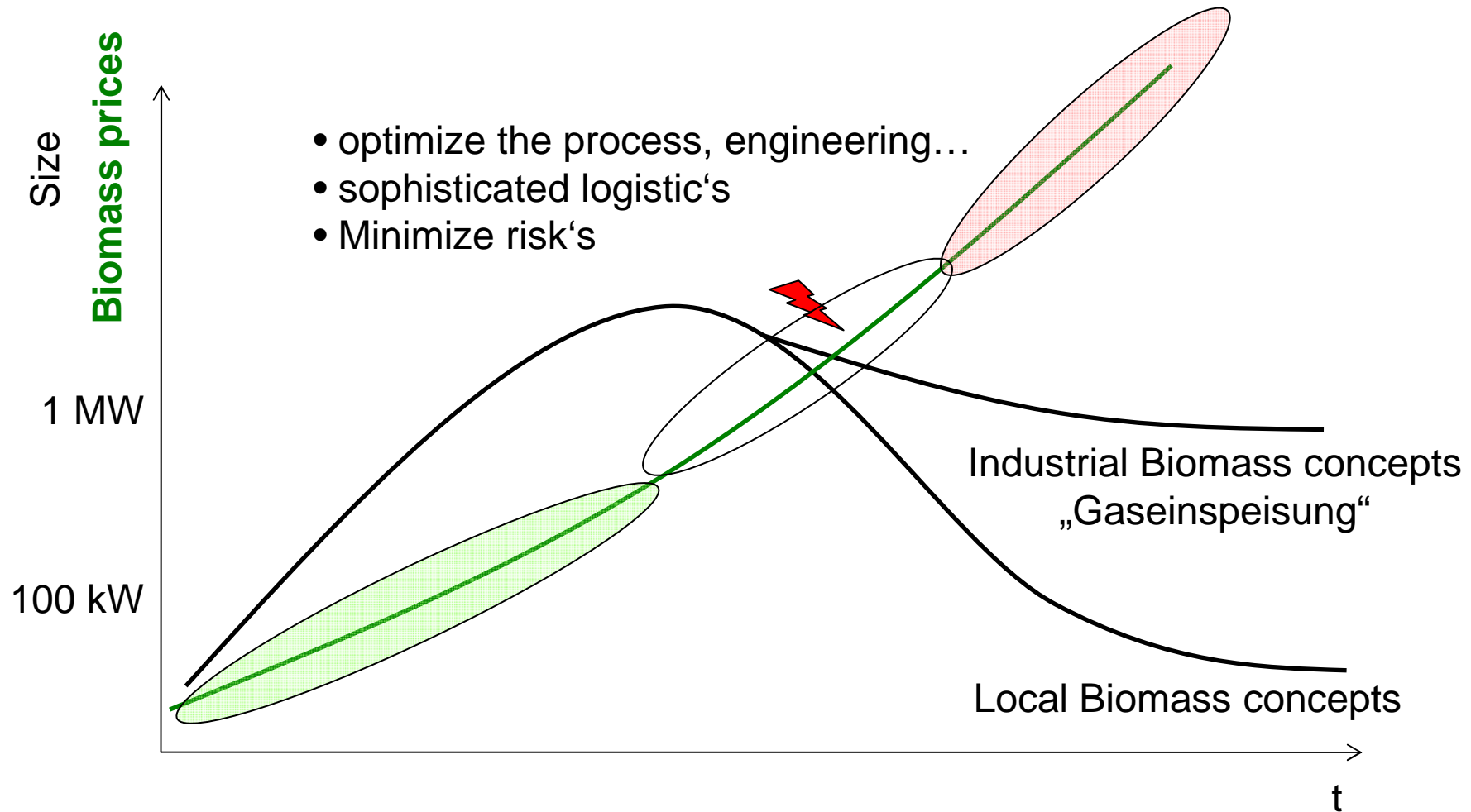
The Company



Since 1950 the Glahr family is a player in international transport logistics. As a pioneer in container shipping H. Glahr & Co., Bremen stood for innovative logistics services. Following this tradition, Jan Hinrich Glahr runs his business under the same flag.

GLAHR & CO. changed its range of services from operative logistics to strategic logistics solutions for the international industry. As an expert for new energy logistics, we develop efficient concepts and solutions and supervise projects up to the final Realisation.

Biomass market



Risks along the supply chain



Sourcing:

- weather, Climate change
- pests
- Quality
- increasing cost's
- rivalry
- contract risks



Source: fnr

Risks along the supply chain

Transport:

- capacity
- contracts
- Biological active material
- increasing transport costs
- storage
- ...



Source: railcargo austria

Risks along the supply chain



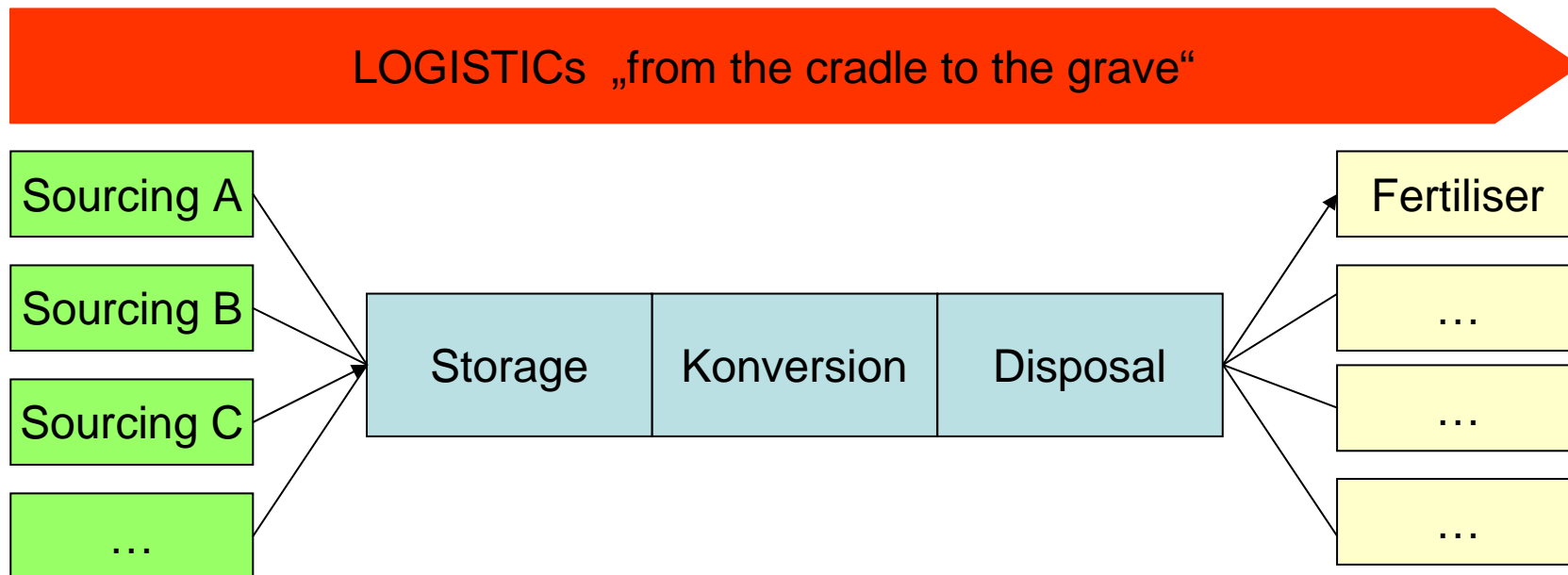
Process:

- electronical failure
- Biological instability
- real vs. expected output
- disposal
- ...



Source: biomassplant güssing, fnr, general electric

Holistic approach



the process of planning, implementing and controlling the efficient, cost effective flow and storage of raw materials, in-process inventory, finish goods, and related information from point of origin to point of consumption for the purpose of conforming to customer requirements.

Source: www.linkis.com

Aim of the ‚Logistics Due Diligence‘



Aim:

Analysis and evaluation of the logistical concept:

- identify weaknesses and threats
- generate solutions to minimize the risks
- Support the implementation of the preferred logistics concept

**Managing the Logistical Risks Along the Biomass Supply Chain
is vital for a successful investment!**

Logistics Due Diligence Modules



Step 1: Logistik Quick Check

Step 2: Logistik Scan

Step 1: Logistic Quick Check



Aim:

- get information about the planned or existing supply chain
- identify risks along the biomass supply chain
- first evaluation of risks (severe, medium, small impact)

Process:

1. Use a standardized catalogue to get all the necessary information about the whole process (questioner)
2. Analysis of the questioner

3. Workshop

Workshop with the project manager of the biogas project

4. Report / Presentation

Report (identified risks, options, ...)

Suggestion for further steps

→ Risk classification

- high Risk

red show stopper

- medium Risk

yellow deeper scan nec.

- low Risk

green No action nec.

Step 2: Logistics Scan



Aim:

1. Detailed analysis of the identified risks from the quick check
2. develop solutions to minimize or eliminate the Risks (change in the concept, supply chain)

Process:

1. In field investigation, detailed questionnaire
2. evaluation of contracts (special lawyer)

3. Sensitivity analysis

4. Create solutions

5. Final presentation

Result of the Logistic Scan:

- high Risk **red** show stopper

- moderate Risk **green** working concept

Thank You for Your patience



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