

Cooperative Supply Chains For Biomass

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General manager – arable inputs

Anglia Farmers Limited



Anglia Farmers Limited



Anglia Farmers – an introduction

- Anglia Farmers (AF) is ...
 - A not for profit purchasing service for it's membership
 - Registered as an Industrial & Provident Society, governed by FSA rules
 - Funded by a small membership fee and a levy raised on all transactions processed through the group (0.65-3.00% depending on product area)
 - Principal in all transactions
 - Suppliers are guaranteed payment on time, in full
 - The price we buy at is the price we sell at
 - Total turnover 2011/12 c.GBP200M with members farming >550k hectares
 - Inputs – agrochemicals, fertiliser, seed
 - Fuels – diesel, kerosene, LPG, fuel cards
 - Machinery – parts, small machines, manufacturer schemes on capital equipment
 - Utilities – electricity, communications
 - Livestock supplies – feed, medicines, equipment
 - General supplies – fencing, building materials, white goods, vehicles etc...



AF Biomass – an introduction (1)

- Transferred into AF with EMR
 - Eastern Machinery Ring > AF Land Services
 - EMR Straw Services > AF Biomass

- Employing a fieldsman to manage
 - Harvesting, baling (where required)
 - Loading, haulage
 - Stock and quality control



AF Biomass – an introduction (2)

– Biomass already marketed

- Hemp straw
- Miscanthus
- Linseed
- Wheat/barley/oats
- Oilseed Rape



AF Biomass – an introduction (3)

- Payment to members
 - Eastern Machinery Ring > AF Land Services
 - EMR Straw Services > AF Biomass

- Employing a fieldsman to manage
 - Harvesting, baling (where required)
 - Loading, haulage
 - Stock and quality control



Straw – to sell, or not to sell?

For

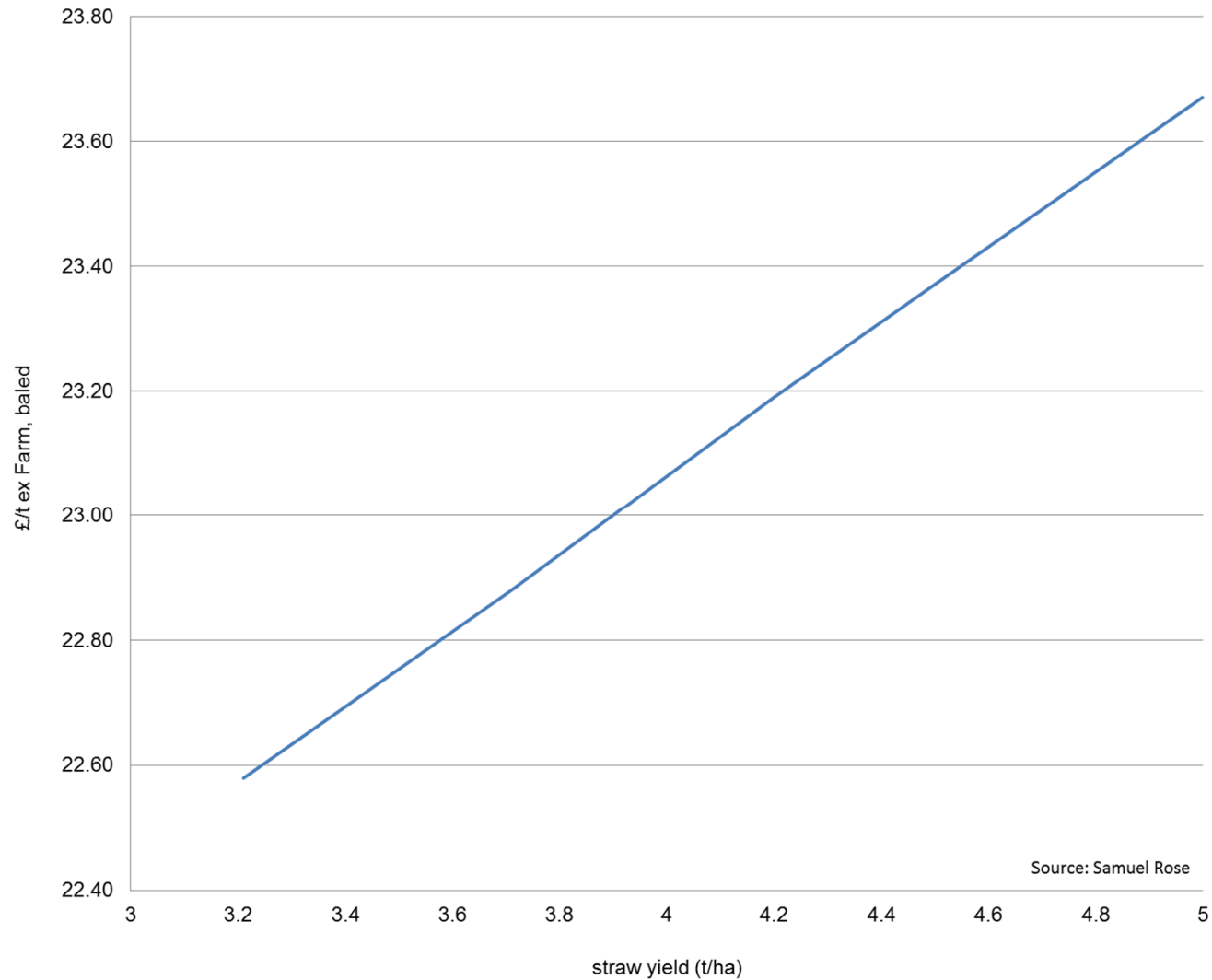
- Profit opportunity
- Early post-harvest cash flow/ability to hold grain
- Min-till OSR establishment
(sell one straw per rotation?)
- Slug/disease management?
- Fuel saving at harvest

Against

- Replacement nutrient cost
- Loss of organic matter
- Soil management
- Delays to establishing following crop



Straw Prices – nutrient break even



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AF Biomass – pool payments

	END USE	PAYMENT PROFILE
SHORT POOL	vegetable growers/livestock/ processing – movement shortly after harvest (off the swath)	50% Dec/50% Feb
ENERGY POOL	energy market	30% Dec/30% Feb/20% Apr/ 20% May (four year back-to-back contract)
LONG POOL	vegetable growers/livestock/ processing – movement shortly after harvest (baled /stacked)	30% Dec/30% Feb/20% Apr/ 20% May
EXTRA POOL	ad-hoc trading requirements	monthly terms

