

Biomass Combustion Systems (BCS): Market Development Study and Plan (1998-99)

Client: Natural Resources Canada - Renewable and Electrical Energy Division.

SGA conducted a market survey of biomass combustion activities, technologies and markets in the residential and the small commercial sectors across Canada. The survey and techno-economic least-cost analysis provides a basis for the development of a comprehensive marketing strategy for BCS in Canada.

Our work included the following steps to realize the objectives of this study:

- Describe the technologies and fuel sources.
- Profile the BCS industry in Canada.
- Determine markets that may hold the most potential for BCS.
- Identify and research market barriers and indicators of market potential.
- Assess the competitiveness of the BCS in the heating services market (including conduct of a Life Cycle Cost Analysis).
- Produce a Market Development Plan and a recommended strategy and tactical plan of action for NRCan to support the BCS market. The objectives for this plan are to identify strategies that potentially yield the greatest long term and short term benefits in terms of deploying biomass as a GHG reduction strategy.

The final report documents the results of a multi-faceted research effort involving several tasks: surveys and interviews, engineering analysis and financial analysis.

Separate, structured surveys were conducted for the following target groups: the Canadian BCS Industry (manufacturers and installers), the U.S. BCS industry, Canadian federal and provincial governments, U.S. government, and European governments.

Canadian BCS customers and potential customers, particularly in the Agricultural Sector, Institutional Sector and Secondary Wood Products Industries were also surveyed. This was done via telephone interviews.

Information regarding BCS emissions regulations, market penetration, waste wood generation and other general issues was obtained through informal interviews with experts in federal government, provincial governments and the private sector as well as from extensive literature and internet searches.

Publication: Natural Resources Canada: Small Commercial Biomass Combustion System: Market Study and Plan, NRCan 2000 http://www.nrcan.gc.ca/es/erb/reed/systems/biomass_1_e.htm or contact SGA Energy Ltd.