

### Adding value at it's best – The Bavarian Forest is briquetting with RUF

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In East Bavaria, at the Czech border lays the Bavarian Forest, a low mountain range about 100 km long and 30-40 km wide with mostly forest. A high proportion of sawmills and wood processing companies work here.

Five companies, all within a radius of 20 km, specialize in a similar range of products, namely on the production of small articles of wood (sticks, skewers, balls and battens) for use in the food industry (e.g. skewers, lollipops), DIY, toys and many more.

Each of the company's (Geissinger Leopold, Robert Halser, Knaus Holzprodukte, Ortinger und Norbert Raab) are managed by their owners, each having between 5 and 50 employees.

The company's deal with predominantly technically dried hard wood, mainly Beech. The processing of wood produces approximately 50% waste in the form of fine shavings and sawdust. This means between 80-800 to/year dependent on operating. This waste is almost worthless because of the low returns for residual wood.



**Banner acorns**



**Round bars**

In 1989, the first briquetting system from type RB 110 could be sold to one of these five companies. Little by little, finally the small wood ware manufacturers in the neighbourhood were convinced of the value of the RUF-press. Last year it reached the point when the fifth and "last" company invested in one of our briquetting systems. A 25-year success story! All companies in the region bought from RUF and all these systems are still running, including 3 additional briquetting plants, obtained as an expansion investment: a total of 8 Plants RUF 100 (RB 110) to RUF 400, with a total capacity of approximately 1.4 to/h and in total till present well over 100,000 working hours.

What are the reasons for this success? Firstly the high added value of the material: In the last years between 130 and 150 €/tonne could be achieved. The machines pay for themselves in a short, or very short time and the fuel is sold regionally in the cold Bavarian Forest.

Secondly our quality strategy pays off: The machines run reliably, high availability and they are extremely long lasting. This gets around by word of mouth.

The success in this customer group confirms at its best our quality strategy and stands as an example of the idea of decentralized added value. High quality fuels are generated from the production waste at the point of origin, and are also consumed in the region.

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