

Br. Göransson investment in Sweden



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The investment

In-field SAT

28 m³ tanker + 24 m trailing hose boom and acid storage



Baltic Slurry Acidification



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Br. GÖRANSSONS

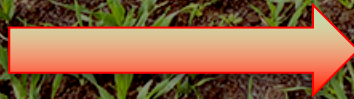
Maskinstation

KVIDINGE



The investment was delayed

- Tendering and procurement took long time. Difficult to find out how to fulfil procurement, ready in March 2017
- Delivery of acid took long time, expectations and requirements from the acid selling company had to be sorted out
- Installation during an intensive spreading season ready in April
- Testing installation in May



Lost two spreading seasons

Business plan for selling acidification

Fixed cost for investment 0,55 EUR/m³
Variable cost for acid if 0,30 EUR/liter acid
18 000 m³/year will be acidified

If 2 l acid/m³ is needed the cost will be 1,15 EUR/m³
for acidification



Keeping costs down

Sweden has no requirement that slurry has to be spread with injectors

The acidification of slurry cost has to be paid by increased yields to entice the farmers to try it.





As cost has to be kept down

- How to get the acid to the farms?
 1. Br Göranssons bring it to the farm ahead
= bulk delivery of acid 0,24-0,25 EUR/l
 2. Acid is delivered directly to the farm
= single IBC tanks 0,55-0,71 EUR/l

Each IBC-tank costs 220 EUR and has a life span 2,5 years
Refilled twice 0,39 EUR/l
Refilled ten times 0,28 EUR/l



Legislation concerning handling acid training and transport

- No legislation which states specific training requirement for operators
- ADR-S regulations dictate how sulfuric acid can be transported on roads
- Exception for the ADR requirements if transport is done with a tractor (agricultural or forestry purposes)



Br Göranssons decision

- Two employees has recieved ADR-S education = for safety and
-it gives Br Göranssons the flexibility to transport acid to different locations.



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Summer in Sweden 2017

Thanks for your attention!



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