



**FIBRA**

**Fibre Crops** as a sustainable source of biobased material  
for **Industrial Products** in **Europe** and **China**

Logistic of hemp in France

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- France has an « important » hemp production
  - between  $\frac{2}{3}$  and  $\frac{3}{4}$  of European production
  - but 0,05 % of its agricultural area
  
- Logistic of hemp in France :
  - for straw : 100 % by truck loaded only at 13 T – 16 T
  - round balls / square balls
  - expensive transport from fields to factories
  
- to limit at the maximum the distance between fields and factories

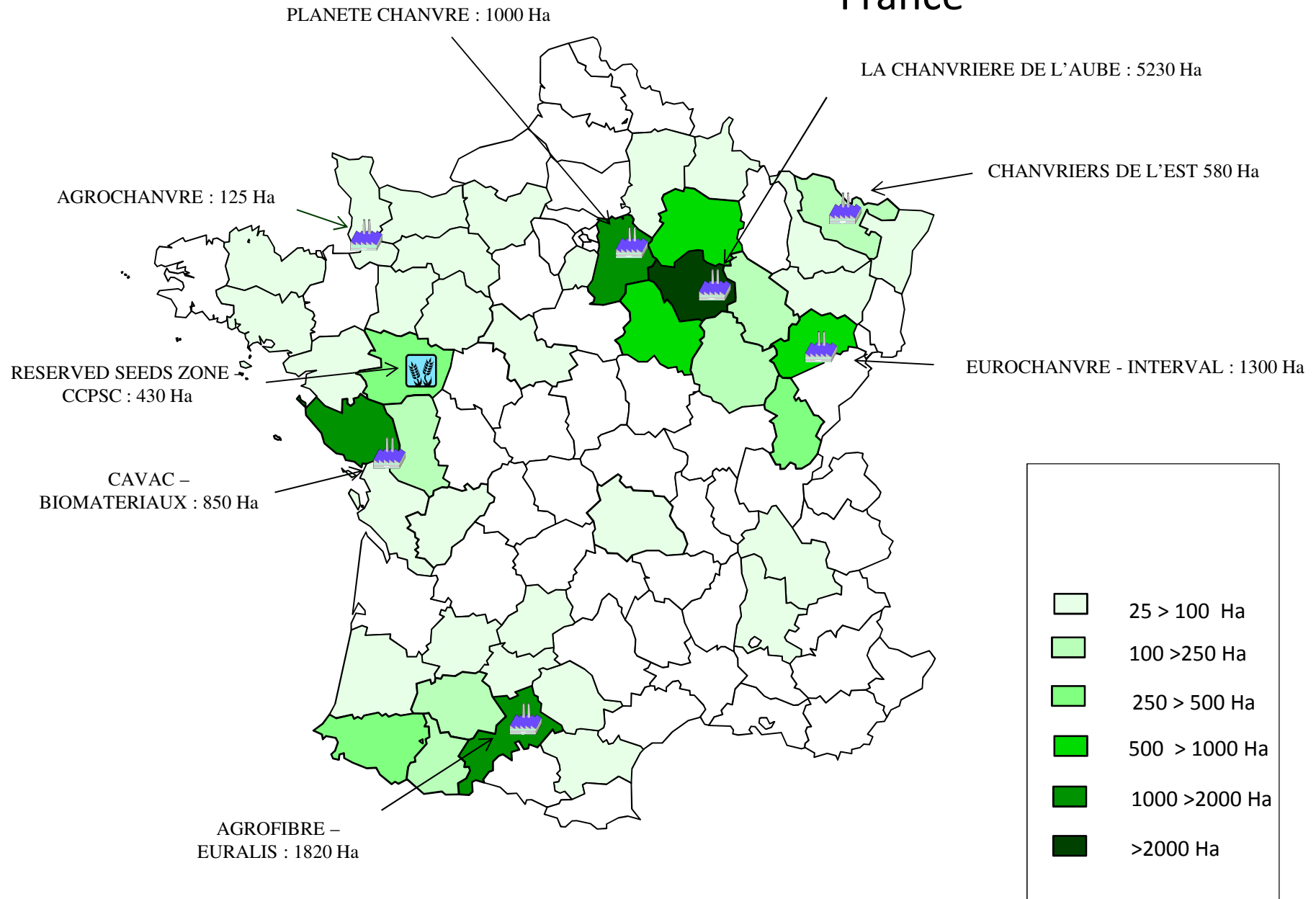


## Hemp in France, a question of logistic

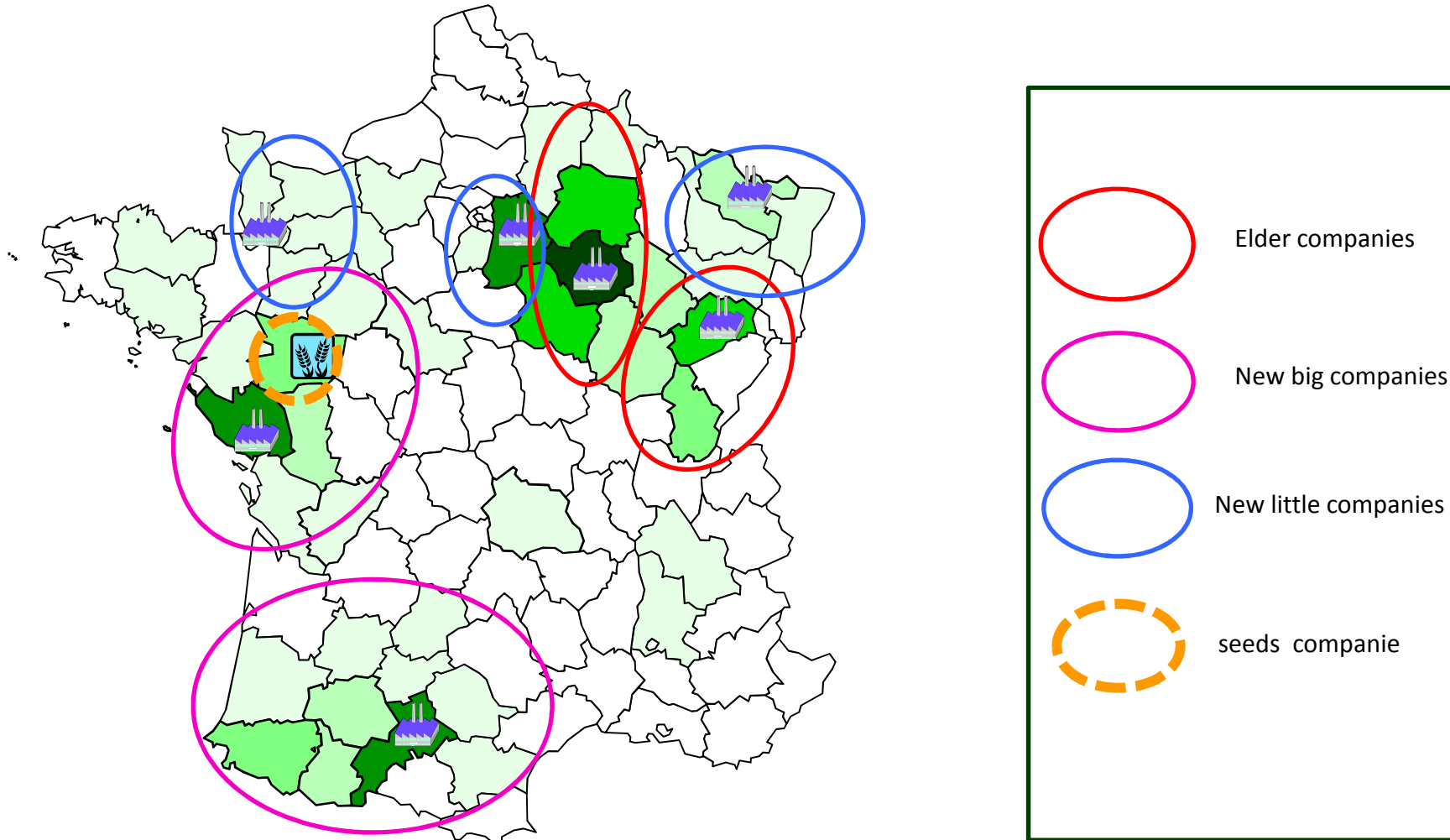
2012 :	Hemp in Europe	15000	Ha
	Hemp in France	11800	Ha
	- La Chanvrière de l'Aube :	5230	Ha
	- Agrofibre :	1820	Ha
	- Eurochanvre :	1290	Ha
	- Planète Chanvre	990	Ha
	- Cavac Biomatériaux	850	Ha
	- Chanvriers de l'Est	580	Ha
	- CCPSC (seeds)	430	Ha
	- Agrochanvre	125	Ha
	- Others processors (around 20 processors)	485	Ha



# Geographic repartition of hemp in France



# Four scenarii of distance optimization





## Four scenarii of distance optimization

- Problem : how to find optimized surfaces in unfair competition conditions?
  - Price of colza and sunflower multiplied by two in few years
  - Farmers prefer attractive crops
  
- Big differences of scenarii
  - Elder companies : farmers know collateral interests of hemp
    - Long term evolution of economic interest compare to other crops
    - Agronomical interest for the whole farm
    - Farmers accept to continue hemp production
    - Short distance (100 km maximum) between field and factory



## Four scenarii of distance optimization

- Big differences of scenarii
  - New big companies
    - Possibility to make dumping and to contract far fields (important number of farmers, great area of influence)
    - Lack of profitability paid by other activities
    - Strategy of diversification, efficient only if in the following years prices of colza and sunflower will decrease
  - New little companies
    - No possibility to contract far fields.
    - One product companies
    - Important work of local relationship + try to be supported by local institutional actors



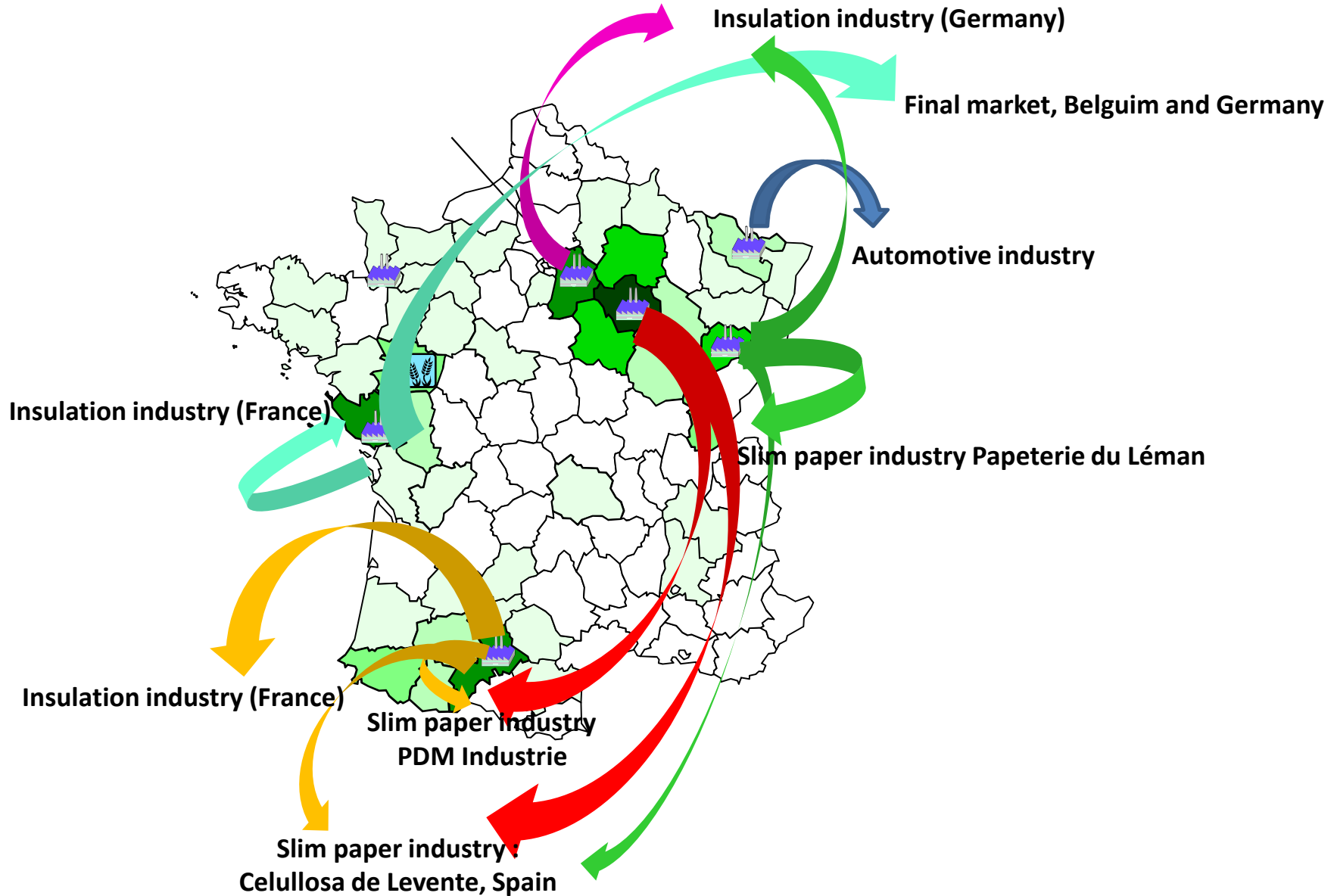
## Four scenarii of distance optimization

- Big differences of scenarii
  - Seeds company
    - Creation in 2003 of an official reserved area (department of Maine et Loire) where industrial hemp field are forbidden but for seeds production





# Destination of fibre and final products





## Destination of fibre and final products

- Processed fibres and final products
  - Better density
  - Squared balls
  - Better add-value
  - Possibility to transported on long distances by truck
  
- Shives
  - Low density product
  - Must be delivered on site of building or mulching
  - low add-value
  - difficulties to transported on long distances by truck
  - Early support between actors
  - Market on progress
  
- Hemp seeds for consumption
  - High-value product
  - International market



## Specific case of short branch

- 20 very little companies which represent around 500 ha
  - Direct selling on business to consumers strategy
  - Often on organic crop
  - Activity of building or self-building help (teaching, participative site)
  - Local production for local customers
  - Fibres and shives sold ex work of the factory



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Thank's for your attention

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