



MAY 2023

# Gemidan Ecogi 5 years at AffaldPlus+

A casestudy on the sale of an Ecogi plant

# The organizations

A brief overview of the organizations Gemidan Ecogi and AffaldPlus+.



## Gemidan Ecogi

A subsidiary of Gemidan A/S

Gemidan Ecogi's mission is to sell and deliver plants using Ecogi technology that provide optimal pretreatment of organic food waste for wet biogasification in primary biogas plants. Our customers are public authorities as well as private companies dealing with waste treatment.



## AffaldPlus+

Waste company

Waste company for Faxe, Næstved, Sorø, Slagelse and Vordingborg municipality. A public company where waste is received, processed and recycled, both from recycling sites and from citizens.



# Cooperation and knowledge sharing

The road to a successful implementation



Before AffaldPlus bought an Ecogi plant from Gemidan Ecogi, they had no options for treating the organic food waste from their associated municipalities. Now they have.

Five years have now passed, they have got to know their Ecogi Installation well, developed an excellent working relationship based on trust and cooperation between the two companies.

It all started in 2016, when Affald Plus issued a tender, Gemidan Ecogi won the tender and this year marks the facility in Næstved's fifth anniversary.

Now is a good time to talk to those involved in establishing the processing operation to find out what they have learned and gained from the experience.

*"It was Gemidan Ecogi's first facility run by a third party. It was a new learning process both in relation to the construction and project installation aspects. We became conscious of being faithful to the importance of quality in Gemidan's work. It is about having close communication with the customer throughout the installation of the new pre-treatment plant." Technician Rene Poulsen, Gemidan Ecogi*



# Communication and knowledge sharing



## The road to a successful implementation

René Poulsen's statement reflects the importance of close and direct communication between supplier and customer. For Gemidan Ecogi, it ensures that both parties agree on the processes and understand what is expected of each other. Gemidan Ecogi was able to build this relationship with AffaldPlus, which resulted in the successful installation and operation of the Ecogi pretreatment plant.

Technician René Poulsen describes the building process as a *"learning process"*. He says: *"Many new ideas came into play when the offer was accepted. Gemidan are both machine builders and waste processors so could share their extensive experience from developing and operating their own food waste processing facilities. AffaldPlus also had many great ideas."*

Likewise, Danny Knudsen, project manager at Gemidan Ecogi, states; *"Working directly with AffaldPlus staff was a great learning process, as we were working with very talented people. We had many positive experiences resulting from having internal conversations and developing a very close working relationship. This will help us improve the customer experience and avoid problems during handover."*

Despite challenges in the process, the customer has since expressed great satisfaction due to the close dialogue and valued honesty about the challenges.



# The customer's experience



What do they say at AffaldPlus+?



---

Jeppé Sten Elvang, operations manager at AffaldPlus, said *"Gemidan Ecogi operated the new installation for the first three months before AffaldPlus's staff took over the day-to-day operation. This worked very well and avoided the potential for problems causing a negative start to the project. Another benefit is that AffaldPlus operational staff develop a positive attitude and acceptance of the new technology when they take over something that actually just runs"*.

The customer believes that the Ecogi system is so efficient that it only requires minimal monitoring from the control room and states *"Apart from some manual tests being carried out once the system is started, it takes care of itself. There is very little need for a dedicated operator."*

Along the way, we considered how we might improve the operating costs over those that had been promised at the point of purchase. Costs had already been better than expected and Gemidan Ecogi have continuously been able to lower the treatment price further. Benefits have been gained gradually rather than in big leaps. Initially I would worry about predicting the actual costs of running the food waste operation but it has actually been fine. As a result we have been able to invest the savings across our wider waste operations.

This is great for both the customer and Gemidan Ecogi!



# An efficient startup

Solid experience, skills and a good attitude



These statements from the customer show that effective commissioning, solid operating experience together with highly skilled staff with a good attitude are important to ensure a successful installation. By entrusting the operation to Ecogi for the first three months, AffaldPlus was able to ensure a smooth transition and a more positive mood among their operators when taking over the plant.

Danny Knudsen adds that *"AffaldPlus can keep substrate contamination levels far below the very challenging Danish legal requirements. Gemidan A/S processing plants consistently achieve substrate contamination levels of one third of the minimum legal requirement. He also explains how the collaboration with AffaldPlus has been able to help Gemidan Ecogi to learn even more about waste management and to find new ways to improve its own processes."*

Overall, the case study shows that a close dialogue and cooperation between supplier and customer, highly experienced and skilled engineers, development of positive attitudes among the customers operational staff are all important factors for the successful implementation of a Gemidan Ecogi pretreatment plant. By following these principles, Gemidan Ecogi and AffaldPlus have achieved the establishment of an efficient, flexible pretreatment plant for organic waste from their member municipalities.





Should we  
work together  
in the future?

---

[info@gemidanecogi.dk](mailto:info@gemidanecogi.dk) | +45 20 62 22 22 | [www.ecogi.dk](http://www.ecogi.dk)