



Editorial

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How sustainable are your by-products?

Sustainability and circular economy have become an area of intense interest from customers, shareholders and other stakeholders. By-products is a good place to start with **circular economy**, as there are many practices and applications that link up to renewable energy and circular practices. When companies start to investigate this, many quickly realise that they miss competencies. MBP Solutions has developed specialized skills in oleochemical by-products and have a range of best practices that you can easily tap into. Today's world is getting more and more complex as globalization and new legislation on sustainability, renewable energy, environmental policies and national policies on excise and duty are rapidly changing and putting new requirements on players in the market. MBP Solutions has developed the **outsourcing concept for oleochemical by-products, OMBP** that allow you to partner up with MBP Solutions as a focused competent partner that will **deliver results on a win-win basis**. The OMBP concept is already used at eight different oleochemical manufacturing sites, maybe it is time for your company to partner up as well? In this industry update you will find more information about how MBP Solutions has added value to oleochemical by-products and this may give you ideas to how you can start working proactively with your by-products.

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Total commitment to accreditation adds value to by-products

ISO 9001 Certification ISO 14001 Certification Certificate Round Table on Sustainable Biomaterials Waste Certification International Sustainability & Carbon Certification

Oleochemical Streams Applications

MBP has long term outsourcing agreements with eight oleochemical manufacturing sites for the sales & marketing of by-products, residues and wastes in which MBP provides full service. This service includes all logistics, invoicing, quality management, product development, legal compliance, sustainability and management reporting. We call such agreements "OMBPs" (Outsourced Management of By-Products).

The applications we develop are into biofuel, biodiesel, biogas and technical applications such as asphalt. Animal feed is normally not an option for these oleochemical streams.

Wastes and Biogas:



MBP develops in cooperation with the producer and a qualified biogas organization the application of oleochemical waste streams into biogas. Next to technical solutions as for the processing of high melting wastes (> 90 °C for instance), the main challenge was to ensure full legal compliance. The specific waste streams are discussed with the relevant authorities and based on the correct arguments, approval is obtained for application into co-digesting. This means that these waste streams are being processed with manure and other feed-streams. The digestate which remains after the biogas-process is being used as fertilizer on land. Thus, costs for disposal were avoided, and these wastes are being used in a sustainable way.

Biofuel and Biodiesel:



MBP has developed a network for applications of the different by-products as fatty acids top distillates and distillation residues into biofuels and as feedstock for biodiesel production. Typically long term relations are developed with end-users to have full control over the supply chain and in order to optimize prices. Aspects which are taken into consideration are legislation, excise and sustainability, e.g. Green House Gas (GHG) calculations.

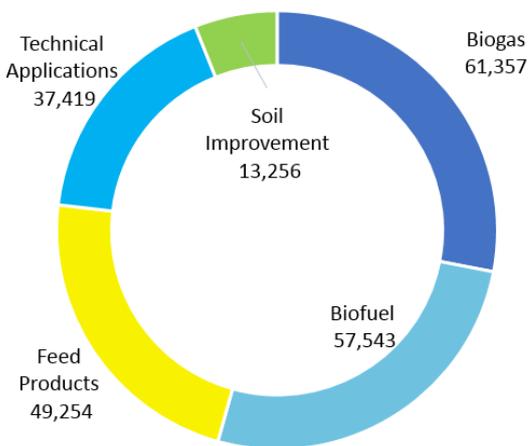
Technical applications:



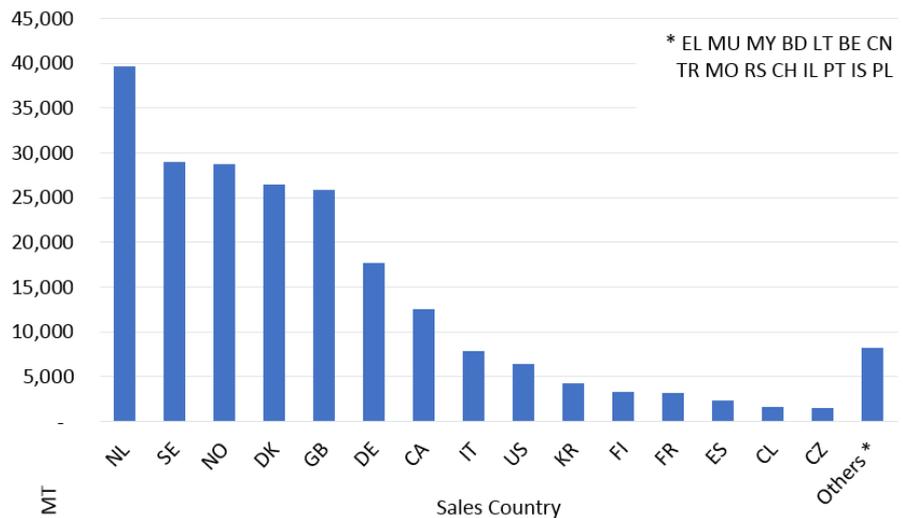
MBP has developed outlets in a number of industrial applications (e.g. ink, deinking, lubrication, viscosity improvement) based on a detailed understanding of products as well as application requirements.

MBP in Numbers - Oct'18 - Sep'19

Sold Volume (MT) per Industry Market



Sold Volume (MT) per Sales Country



15.000

CUBIC METERS OF STORAGE

210.000

TONNES SOLD YEARLY

29

MANAGED OMBP FACTORIES

9

MBP OFFICES

90

MBP EMPLOYEES

Case Study

Challenges with stock piling of by-products following changes in classification of by-products and management's "no-landfill" policy.

The oleochemical factory had a lot of different by-product and waste streams. A couple of years ago the top management had implemented a **ban on by-products going to landfill** as part of a new sustainability policy. Since then by-product oils in 200 liter drums were slowly filling up the on-site storage facility, as no immediate alternative outlets could be identified. Another large by-product stream, an oil with high melting point and newly classified as waste by the local environment authorities.

MBP Solution: There were no available outlets that could handle this type of oils in drums. Some of the oils were high temperature and needed special equipment for heating before they could be emptied.

MBP set up an operation that was able to melt, empty and blend the oils into a bio heating oil. The international transport could be made cheaper than for local national transports as the country was a net importer of goods. The waste classified oil didn't find takers in the national market.

MBP was able to present a solution where MBP's factory in Scandinavia could be approved to receive and recover the waste classified oil and turn the oil into a substitute for HFO in an industrial heating application. The oil was moved under the Basel convention for international transport of waste, which at the time required approvals from authorities in both involved countries.

Over time a local national outlet was developed as MBP helped a local oil consolidator obtain a permit to receive this type of waste and a final destination for the oil blend was identified as well.

Over time the drummed oil was no longer put into drums and local outlets were developed with tank truck deliveries directly from the factory's storage tanks, which resulted in a **reduction in costs** for drums as well as **lower transport costs** and an **overall improvement in the ex-works price**.



Outsourced Management of By-Products



360° solutions

What is the OMBP Concept?

1. Full service – no cherry picking

MBP collects all biological by-product streams



2. Full value chain responsibility

MBP takes on sales, export, marketing, product development, QI/QC, logistics



3. Optimal prices

MBP sells products at highest possible prices and develops new markets



4. Transparency and full traceability

MBP ensures all sales is documented and fully traceable



5. Circular economy

MBP finds alternatives to landfilling and ensures recycling with documentation



6. Legal compliance

MBP ensures all products sold are utilized in accordance with pertinent laws and regulations. MBP is also responsible for obtaining permits, licenses, energy tax registrations, etc.



7. Management reporting

MBP prepares a semi-annual report outlining product status, market situation, legal compliance, marketing requirements, development opportunities, etc.



8. Aligned interests

MBP is compensated on a commission basis



UN Global Compact & Sustainable Development Goals

We joined the UN Global Compact in November 2017, committing us to support and integrate the 10 principles as part of our strategy, culture and day to day operations.

We believe that the SDGs impact our business as much as our company can influence the achievement of the SDGs. Consequently, we have committed to fully integrating the SDGs into our strategy and to joining global efforts to achieve these goals.

SDG addressed while working with OMBP in oleochemical industry



Diverting waste from sewage/wastewater treatment: By-products sold as **biogas feedstock**



Helping to scale-up supply of renewable energy: By-products sold for **biodiesel production**



Implementing circular business models: By-product sales for **recycling and recovery**



Improving how industries generate and use energy, reduce waste and reduce their carbon footprint: By-products sold for **energy purposes**



Increasing supply chain resource security and efficiency: By-product sales for **recycling and recovery**



Complementing other companies with resources and solutions to achieve sustainable development: By-product sales for **recycling and recovery**

MBP - OMBP Team



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MICHAEL RANKENBERG JAEGER
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ROB VAN DROOGE
Europe



SUSANA MORALES
Global

Meet up with MBP

MBP participates in exhibitions and conferences, which are great opportunities to meet with us.



ICIS Oleochemical Conference
October 28-29, 2019
Barcelona, Spain



Grofor
November 28, 2019
Hamburg, Germany



National Biodiesel Conference & Expo
January 20-23, 2020
Tampa, USA



POC 2020
March 3-4, 2019
Kuala Lumpur, Malaysia

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