



Interview with Jörg Schürmann

Operations Director of Hofstetter Umwelttechnik AG

What does your role at Green Gas involve?

As the Operations Director of Hofstetter Umwelttechnik AG (Hofstetter), I am responsible for engineering, manufacturing and project delivery; and provide support to the team and to Green Gas group with our specific know-how.

Hofstetter supplies degasification systems and flares to landfill, coal mine, biogas and industrial companies globally. The company has installations in more the 52 countries and is an equipment supplier to Green Gas. We work in partnership on projects with the Green Gas Group as well as selling equipment independently. Hofstetter play an important part in building up the Group's global presence as we hold vast market information.

What is the main priority for Hofstetter business development for 2010 and beyond?

The focus in 2010 is primarily on expanding the Hofstetter business with our CDM Equipment in Latin America, South Africa and Asia, including degasification systems and high efficiency flares. We are building on our success in Colombia with our first palm oil project and in Australia, where we are involved in a number of coal mine projects. We also aim to develop the US market and expand in the UK with low calorific flares, an innovation of Hofstetter.

What projects have recently been implemented and which are in the pipeline?

Apart from the continuous business development in the EU, Hofstetter is developing several new landfill gas projects in Australia and a palm oil project in Colombia. We are also involved in the coal mine methane project Krasnodonugol in Ukraine where we supply a 25MW efficiency flare.

What challenges have you experienced after the economic slowdown?

The economic slow-down had an impact on the decision-making process on our customer side which still remains fairly slow. The demand for flares and degasification systems slowed down in 2009 in comparison to previous years as a result of the financial crisis. Investments were held back and projects in the pipeline stood still.

However, prospects for 2010 look good and we expect a better year than in 2009. We have been able to acquire new customers in new technology sectors such as palm oil CDM projects in Colombia and the supply of mobile coal mine flares for South African Coal Mine New Denmark.

What positive impact did the Green Gas a Hofstetter combination have on Hofstetter?

As the equipment supplier for Green Gas, Hofstetter has benefited from new business opportunities worldwide and the know-how that we can share and provide together as part of the Green Gas' integrated solution.

What are your interests outside of Hofstetter?

Apart from spending time with my family I enjoy mountain biking and snowboarding in the beautiful Swiss Alps.