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Keywords:

Pellet mill supplier, Azeus pellet mill, CPM pellet mill, European pellet mill, pellet mill

How to Choose a Reliable Pellet Mill Supplier

Global Trends

In the battle of renewable energies, the economic benefits make pellets a fast growing energy carrier and a popular heating source. With the properties of clean-burning and eco-friendly, pellets are believed to have the potential to be a fuel with a significant importance in the global energy balance.

Based on that, investors of foresight and prudence globally get busy start purchasing and putting together the pellet mill production line for the sake of taking the lead in the profitable and hot new energy market. It is expected that a strong growth in pellet consumption will be in Europe, North America and Asia. A survey shows that the main pellet producing regions in 2014 were Europe and North America.



You see, there is always someone faster than you!

But, please do not rush to make a choice when you make up your mind to import a pellet mill, as it is crucial to figure out the complexly various interests in the globally pellet mill selling and buying market.

WHY IS THE UNITED STATES A TOP EXPORTER?

because it has a sustainable supply of forest and wood certifications, and sustainable land management assurance.



shipping bulk pellets overseas uses **LESS THAN 13% OF THE ENERGY** used to transport pellets by truck.

» shipping a ton of pellets from the US to England emits less carbon emissions than transporting it from northern Scotland to England!

400%

percentage the European Union has increased pellet consumption by between 2006 and 2013: **FROM 4.6 MILLION TO 16 MILLION TONS**

198 » pellet plants are in North America

the United Kingdom imported **3.75 MILLION TONS** of wood pellets in 2013.

unfortunately, Russia's history **IN OIL, GAS, AND COAL USE AND PRODUCTION** slows its bioenergy progress.

RUSSIA HAS PLENTY OF WOOD FIBER

SOUTHEAST U.S. wood pellet exports from this region alone doubled between 2012 and 2013.

253 by 2016, export volumes are projected **TO INCREASE BY 253%**

ITALY uses over 3 million tons annually. Consumption is growing between 200,000 and 300,000 tons a year.

» **ITALY IS MAINLAND EUROPE'S LARGEST BAGGED PELLET CONSUMER.**

SOUTH KOREA has been noted by experts as a rapidly emerging market.

20% **OF EUROPE'S ENERGY MUST NOW COME FROM RENEWABLES**

which explains the wood import increase

Discreet Investment

In terms of investment, though perhaps you have spent large amounts of time and energy to conduct on-the-spot investigations, or exhaustive and thorough analysis on pellet mills from different suppliers, from the point of view of a professional and experienced pellet mill sales staff who has placed much emphasis on the changing global pellet mill market and custom tastes, to some extent, there are still something essential needing to be noticed.

1, Risk prevention

Since the economic crisis in 2008, economies in western countries have been hit hard by recession, especially in manufacturing. SMEs in particular appear to suffer from difficult access to short term finance, including export credits and trade finance that have declined considerably. If pellet mill investors want to seek a secure and guaranteed environment to put into pellets production, you had better avoid purchasing machine in western countries, both Europe and American, as there is no powerful guarantee being provided by the local government or the state (because of the the defects and evils existing in capitalist societies) once economic slumps comes, just like what happened to the global 6 years ago. What`s more, due to the uncontrollability and unpredictability of the global economy, it becomes more and more essential to choose a reliable area as your money-spinner.



Yes, exactly, China.

2, Maintaining a reasonable profit

Consumer market determines the pellets price, so the only thing you should do is to cut the beginning inputs to maximize profits. That is to say, it is helpful to maintain a reasonable profit by choosing a cost-effective pellet mill. It is known to us all that China, famous for its low price, has earned a big share in the world exporting market. That is Comparative Price Advantage.

Apart from price, what other properties should a superior pellet mill have? We can summary it with one word: **QUORA**, which separately stands for **Quality, User Experience, Originality, Reputation and After-sale Service**.



Quality: it is absolutely the most crucial feature a pellet mill should possess. Pellet mill, not like a coat, its long service life determines its high quality.

User experience: all products should satisfy needs, including pellet mill, if not, there will never be a market. A good pellet mill should be ease of operation, meantime, promising great efficiency and product quality.

Originality: now China emphasize much on product creativity which will doubtlessly increase its competition and gain higher reputation. The advantage is becoming increasing smaller at the aspect of quality and innovation of Europe and American pellet mill, but the price temptation of China pellet mill is beyond

Reputation: higher reputation means greater responsibility. It is also an assessment factor for investor who is green hand in pellet mill purchasing.

After-sale service: "Customer Satisfaction" is the final result of testing business

service, and perfect after-sales service is to achieve "customer satisfaction". Both play an integral role in the enterprise marketing.

Comparative Analysis-Weighing the Pros and Cons

In this segment, we discuss the respective pros and cons of three pellet mill suppliers from different countries to analyze which is the best for new pellet mill investor.

Before that, you should know How to choose a proper supplier?

Quality: quality is the most important element. For investor, you should confirm whether the supplier has established a set of stable and effective quality assurance system, and then confirm whether the supplier has the ability to produce the necessary equipment and processes for specific products. A good pellet mill supplier ensure that their customers get the best quality pellet mill at competitive prices, enabling them to be successful in their business.

Cost: to make cost-benefit analysis by the use of value engineering method, and to achieve cost savings through a win-win price negotiations.

Delivery: In terms of delivery, to make sure whether the supplier has enough production capacity, the adequacy of human resources, and potential for expanding production capacity.

Service: It is very important to look out pre-purchase and after-sale records of the supplier.

Here is the comparative analysis on three different pellet mills provided by



different supplier from various

	China	Europe	American
company name	Azeus Pellet Mill	CME	CPM
Product details	Roller Driven Pellet Mill	ECO-R30 Pellet Mill	9900series
technical details	<ul style="list-style-type: none"> ◆designed with a rotating roller shaft structure ◆Power: 30kw ◆Capacity(kg/h): Wood pellets: 400-550 Feed pellets: 900-1100 ◆Dia. of die mould: 400mm ◆Packing size:1450*620*1150mm 	<ul style="list-style-type: none"> ◆30 HP, 230/460 VAC, 3-phase main drive motor ◆Simple and reliable belt drive system ◆Safety stickers with icons ◆Safety guards over all pulleys and bearings ◆Stainless steel hinged door with safety interlock 	<ul style="list-style-type: none"> ◆Single 800 horsepower (600 kW), 1200 RPM motor for greater efficiency ◆Universal hinge pellet chamber ◆Replaceable quill flange ◆Stand-alone oil lubrication system ◆Stainless steel pellet chamber
Product description	<p>This electric flat die pellet mill is designed with a rotating roller shaft structure. When the machine works, the pellet mill die is stationery and the rollers on top of the die are rotating. The squeezing force between the flat die and three rollers force the feedstock into</p>	<p>It is an economical pilot to production scale ring die pellet mill that incorporates a simple and reliable belt drive system,</p>	<p>It is the largest ring-die pellet mill in the</p>

	<p>the die hole and press them into cylinder shape. Pellets produced fell from the bottom of the flat die and are cut to uniform size by the cutting knives near the die. Then they are discharged from the pellet chute.</p>	<p>and can produce 500-2500 lbs per hour, depending on material.</p>	<p>world.</p>
origin	China	Europe	American
pros	<ul style="list-style-type: none"> ▼ Lowest price ▼ Good quality ▼ Bio-pellet making insight ▼ Pelleting technical instruction ▼ production segmentation (products are classified by their productivity per hour) ▼ Easy-handling ▼ Long service life ▼ Comprehensive thorough after-sale service 	<ul style="list-style-type: none"> ▼ Good quality ▼ Good after-sale service ▼ Easy-handling 	<ul style="list-style-type: none"> ▼ Pelleting technical instruction ▼ Good quality ▼ High reputation ▼ long history ▼ One stop service
cons	<ul style="list-style-type: none"> ▽ Short history ▽ Advertising too little(not as famous as CPM) 	<ul style="list-style-type: none"> ▽ High price ▽ Lack of pellet market analysis and technical instruction ▽ No production segmentation 	<ul style="list-style-type: none"> ▽ High price ▽ Too large to handle easily ▽ No production segmentation
Recommendation	★★★★★	★★★	★★★★★

Azeus pellet mill can satisfy customers in respect of pellet mill quality, delivery time, specification, pre-sale and in-sale service. In addition, investors may find new opportunities in Chinese market by purchasing pellet mill in Azeus pellet mill, as we all know China is a big and potential pellets-consuming market. Azeus pellet mill masters large quantities of pellet market information in China, which will do great favor in your pellets-selling and exporting.