



# FOGO Forum

Processing and Markets



# Process Capacity

- Industry has Capability and Capacity to deal with proposed volumes.
- There will be varying degrees of readiness amongst industry members.
- Early discussion will be important to ensure requirements are met.
- Understanding timelines between parties will allow for better tender process outcomes.



# Markets

- What are views of community in regards to FOGO in the market?
- Haven't seen any reports that FOGO product has community acceptance.
- Assumed that because others have moved to FOGO that product will be accepted and have a market. At what price?
- There has been no market pull created by other levels of government
- Is this being promoted as climate change mitigation steps on all levels?



# Circular Economy

- What level of government support is there for these products?
- How many of the LGA's will use this product in Parks and Gardens?
- How many LGA's are even considering use in budgets and understand how this may be used in tenders
- What different thinking has been demonstrated in the tenders to support circular economy



# Circular Economy

- Agriculture application, part of circular economy.
- Good idea. What are issues?
- What will be impact on Australia Clean Green Image?



# Quality

- Products will not necessarily be just FOGO products. FOGO inputs may become ingredients to products
- End quality will be decided by market.
- Market education and competition will be more effective than regulation to improve quality
- Tender weighting on markets and not gate fees will also have greater impact.



# Quality

- Market education on end markets will effect inputs to the system.
- Better outcomes will be achieved when FOGO producer can connect to end market of product.



## Sales, What have we learnt from others?

- No contamination greater market acceptance
- NSW have an oversupply. What does this mean to gate fee?
- Germany in areas are exporting product to other countries as markets don't exist locally.
- Sales take time and are not consistent with input supply





# SUDS and MUDS

- MUDS will have FO minimal GO
- Not a problem for processors, suspect more contamination.
- May change gate fees structure, do we need provision in tenders?