

## **Access Energy Enters Japan's Market for Binary Generation Using Industrial Waste Heat**

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May 27, 2013

The US-based Access Energy (California) will enter Japan's market for binary generation using industrial waste heat. The company will sign a distributor agreement with the machinery trade company Seika Corporation in the near future to promote the binary generation system to domestic plants having boilers, etc. Access Energy will select a contract manufacturing company in Japan within a year, and also establish a service system to ensure prompt supply of maintenance components. Combining the system for the incineration facility market, which Access Energy fully entered in April, the company aims to accept orders of about 300 – 400 generation systems annually in Japan within two or three years.

Access Energy will manufacture a binary generation system with 125kW output in the U.S. and supply it as a module. Prices have been minimized through volume efficiency attained by standardization, which allows companies recover investments in less than four years, the company said. By employing magnetic bearing for a turbine generator to prevent wear, the company has also lowered maintenance costs.

In Japan, the distributor will design the whole system for customers, employing Access Energy's system at the core and procuring peripheral devices, while the distributor will also handle installation and maintenance. It will promote the employment of the system not only for boilers but also at cement and glass plants in the industrial waste heat market.

In April, Access Energy signed a distributor agreement with the machinery trade company Daiichi Jitsugyo in fully entering the incineration facility market in Japan. The whole system is priced at 60 to 70 million yen.

At incineration facilities, hot water at around 90 degrees Celsius is generated from waste heat produced through the incineration process, and power is generated by evaporating organic media with a low boiling point in a heat exchanger and driving a steam turbine.

In October 2012, Access Energy delivered one system to a waste management company in Yamanashi Prefecture. It has been promoting effective use of unused heat and environment friendliness to local governments and companies that treat waste, and it expects to accept orders of 15 systems in FY2013.

Access Energy aims to enter the market for geothermal generation using heat sources from hot springs in Japan by the end of this year. Along with this, it is selecting a distributor dealing in power generation systems.