



Overcoming the odds

The ever-changing regulatory environment, combined with the global economic crisis, has severely challenged palm-based biodiesel producers. Malaysia-based Vance Bioenergy tells Biofuels International how it is surviving and even looking to expand

Vance Bioenergy is one of the first large-scale biodiesel producers in southeast-Asia. The group is based in the Asian financial capital of Singapore and has its state-of-the-art production facilities located next to Johor Port – the largest liquid port in Malaysia – in the Pasir Gudang Industrial Estate of Johor.

Vance has been producing biodiesel since 2006 and to date has been responsible for more than one-third of all biodiesel shipped out of Malaysia.

Vance has located its



Biodiesel being shipped in parcel tankers at the port

operations in an area where there is a confluence of factors that allow it to have ready access to high quality feedstock and achieve one of the lowest production and logistics costs available in the region. Pasir Gudang Industrial Estate has the largest concentration of oil palm refineries in the world with a refining capacity of seven million tonnes a year.

By being able to source from multiple suppliers of refined oil in the area, Vance is able to access a large and steady supply of quality feedstock. In addition, Vance leverages its close proximity to Johor Port

with its significant storage and berthing facilities, to ship biodiesel efficiently around the world at competitive rates.

By being located in Malaysia, Vance will benefit from local demand generated by the 5% biodiesel blending mandate that is being actively considered in Malaysia.

Vance has two biodiesel plants totalling 150,000 tonnes of annual production capacity that employs the proven biodiesel production technology from Desmet Ballestra Oleo.

Vance is ISO 9001:2000 certified and has the most advanced biodiesel laboratory among producers in Malaysia, having invested heavily in biodiesel testing and quality assurance to ensure customers always receive quality biodiesel that exceeds EN 14214 and/or ASTM 6751 specifications.

The Group's 24/7/365 on-site laboratory houses the latest analytical equipment consisting of multiple gas chromatographs with headspace, Karl Fisher titrators, PMCC flash-point tester, Rancimat machine, and other equipment found in the leading global testing agencies.

Vance is also a major manufacturer of pharmaceutical grade glycerine that meets USP, EP and BP standards. The company has two glycerine refineries built by Crown



Constant monitoring of quality in the plant and in the lab



Vance's 100,000 tonne a year biodiesel plant

Iron Works capable of handling crude glycerine from biodiesel production. Vance's refined glycerine

is both Kosher- and Halal-certified and is ideal for use in high-end applications where uncompromised quality is

needed such as applications in pharmaceuticals, food, beverage, cosmetics, confectionery, etc.

This refined glycerine is actively sold to the US, Europe, South America, Africa, Middle-East, Australia, as well as within Asia.

Vance is a socially and environmentally responsible company and has been an active member of the Roundtable on Sustainable Palm Oil (RSPO) since 2006. The Group procures its feedstock from fellow members of the RSPO to ensure that feedstock used is from sustainable sources. In addition, its facility is designed to have minimal waste discharge with significant energy and water recovery systems.

Vance is proud of its financial strength and sees this as a competitive advantage that provides its customers the assurance that they are working with a reliable counterparty. The Group is in a strong net cash position and is thus able to enter into large contracts with customers who may demand customised solutions that require fixed prices or indexation of prices, and as such require significant hedging in the paper and physical markets. Vance has successfully met all challenges in the biodiesel industry and is confident of remaining in the forefront as a major producer from southeast Asia. ●



Vance Bioenergy's production facility in Johor, Malaysia