

Deliverable C2-1

Market Analysis

The current deliverable is an outcome of Action C2 “Business model development and transferability evaluation” and in particular of the sub-action C2.1 “Market Analysis and business model development”.

Petroleum Refinery Sludge are wastes products of the crude oil processing into fuel and relative nonfuel products. After sludge pretreatment by dewatering and/or deoiling (for reduction of volume and residual hydrocarbon content), due to their hydrocarbons and heavy metals content, these sludges are classified as hazardous waste and their treatment is a pre-requisition before their final disposal.

The key idea of the LIFE DIANA project is that the petroleum refinery sludges, resulting from crude oil refining, will be stabilized with industrial minerals and then re-used in other application.

Within the deliverable mapping and quantification of the petroleum Refinery Sludge generated in both EU and Greece is conducted. The sources of the minerals, important for the stabilization process will be identified. Suppliers of these minerals will be reviewed at domestic, Greek level. Regarding the LIFE DIANA stabilization process, the current available scientifically proven sludge treatment and disposal methods will be outlined.

The Market Analysis is the first pillar of developing a successful Business plan and it will provide input for the upcoming “Business plan” and “Transferability and replication activities”.