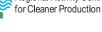
## Green Entrepreneurship



GOBIERNO DE ESPAÑA MINISTERIO DE AGRICU



Generalitat de Catalunya Departament de Territori i Sostenibilitat

Successful business cases of Green **Entrepreneurs in the Mediterranean** 

## Eco-Oleo: Recycling of used cooking oil in Tunisia

Name: City, country: Name of entrepreneur/ founder:	Eco-Oleo Bou Argoub, Tunisia Melik Guellaty
 Description	Collection and recycling of used cooking oil from food industry.
 Investment	Start up capital: 141,000 Dinars. Rate of return on investment: 50% Sources of funding: 30% Private Funds; 70% loans.
 Stakeholders	Customers: 100% export (Italy, Malta, Spain, other European countries). Providers: Hotel chains. Strategic partners: no. European partnership: no. International partnership (other than European): no.
 Employment generation	Not available.
 Timeline	Date of Start up: March 2006 Progresses up to 2011: 100% increase of the turnover since the start up.
Feasibility study	The owner did not undertake a feasibility study but built his project based on the experience of similar business observed and studied in France and applied it to the Tunisian environment and priorities.
Geo-social-economic setting	Where does the company operate: All over Tunisia and it is now opening an equiv- alent company in Morocco.
Key features	Collection and recycling of cooking oil that is used throughout the country by Ho- tel chains and restaurants to bring them in line with respect to the law 96-41 and ISO 14001 environmental certification standards.
Overall rational and motivation	Not available.
Strenghts	Sharp organization of the recycling collection and recycling awareness rising. Eco Oleo allows their clients (hotels and restaurants) to be in compliance <i>vis-à-vis</i> environmental international certification standards.
Challenges and constraints	Despite the clear regulatory framework, the owner experienced several problems at the beginning of his business venture mainly due to difficulties with the Former Ministry of Environment and the organization of local collectors.

Impacts munity level and of its employee's families.   Environmental: Reduction of 1,200 tonnes per year of used cooking oil into t drainage systems and in the units of waste water treatment.   Economic: Community development and creation of new jobs.   Use of innovative Technologies None.   Evidence of a holistic approach/world view To achieve the goal of producing 100%biodiesel from used cooking oil, and th contribute to create energy independence.   Scale of benefits Despite the many difficulties encountered at the start up level Eco-Oleo succeed ed in overcoming the constraints caused by an important informal market in t recycling process. The company collects used oils independently and direct from their clients (Hotel chains and restaurants) with which they stipulated annu collecting agreements.   Policies, incentives and regulations needed A better regulation could prevent the informal work to endanger the recycling set for. Several authorized small companies have already closed down due to t incidence of the informal market of collectors.	 Direct activities and	Social: The Company is engaged in developing better living condition at the com
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