



PFI

A quarterly newsletter for those wanting to keep abreast of the latest pellet fuels industry news.

The Pellet Fuels Institute (PFI) is a North American trade association promoting energy independence through the efficient use of clean, renewable, densified biomass fuel.

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Chairman's Message

I can say, without a doubt, that this has been a wild winter. As I write this, on the first day of April, it appears that spring may finally be arriving for many of us.

In the 2000 George Clooney film, *The Perfect Storm*, a convergence of two intense weather systems created the devastating title event. The pellet industry experienced a perfect storm of sorts this season: an unexpectedly long, cold winter, combined with rising prices for propane, natural gas and fuel oil. This led to very high pellet demand, the likes of which had not been seen in several years. Perhaps lulled into a sense of calm by several warmer-than-average winters, it's fair to say that producers, retailers, consumers and even the National Oceanographic and Atmospheric Administration (NOAA) were caught off-guard.



Scott Jacobs, PFI Chairman

One of the positives coming out of this "perfect storm" is that the industry has continued to mature, ramping up production and managing logistical issues in an effort to meet this higher demand. While things were not seamless, rest assured that manufacturers will work with retailers, distributors and others to get supply where it needs to be, in the most efficient manner possible.

In looking at a graph of annual residential pellet demand, it would probably look a bit like the business-end of a saw blade, punctuated by peaks and valleys, heavily influenced by weather and the price of other heating fuels. In an ideal world, perhaps that graph would be more of a gentle, upward slope.

This is the time of year where many retailers begin offering early buy sales on pellets for the 2014-15 season. It will be interesting to note any changes in buying habits from past years. I am already hearing from many of you that retailers, based on urging from their customers, are securing pellets for the coming heating season.

According to a presentation by Don Johnson, HPBA's Director of Market Research, at PFI's Breakfast & Biomass at HPBExpo in March, pellet appliance shipments were up 12% in 2013. This was just the second increase in the past five years. Similarly, shipments

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Jennifer Hedrick, Executive Director Email: hedrick@pelletheat.org
Jason Berthiaume, Membership & Government Affairs Associate Email: berthiaume@pelletheat.org
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CALENDAR OF EVENTS

Do you have an item for the Calendar of Events?
Email it to berthiaume@pelletheat.org

- | | |
|-----------------------------|--|
| April 29-May 1, 2014 | Heating the Midwest Conference and Expo
Green Bay, WI
www.heatingthemidwest.org |
| June 3-5, 2014 | The SmallWood Conference
Rochester, MN
www.forestbusinessnetwork.com |
| June 11-13, 2014 | 2014 Forest Bioenergy Conference
Prince George, BC
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www.bioenergyconference.org |
| July 27-29, 2014 | Pellet Fuels Institute Annual Conference
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Chairman's Message, continued from page 1

of wood burning appliances were up 15%, the first increase since 2005, and the largest since 1999. Combined with recent Energy Information Administration data showing that wood use (stick and pellet) for home heating increased significantly from 2005-2012, this certainly bodes well for our industry. However, as Pat Rita pointed out during the same breakfast, there are some looming rulemakings that stand to impact our industry, namely EPA's decision on treatment of biogenic carbon emissions under the Greenhouse Gas Tailoring Rule.

It was great to see over one hundred people join us for Breakfast & Biomass, including manufacturers, retailers, distributors and equipment suppliers. Each attendee received a Breakfast & Biomass coffee mug, courtesy of American Wood Fibers, and Kevin Oldt of KC Stoves and Fireplaces in Alburtis, PA was the lucky winner of a brand new Louisiana Grills LG 700 pellet grill.

A real highlight of the event was Rob Davis, Owner and President of Forest Energy Corporation, receiving the Industry Pillar Award. I was honored to present the award to Rob in recognition of his many contributions to the densified biomass industry. In addition to over twenty years as a pellet manufacturer, Rob has served on the Board and Executive Committee of both PFI and the Biomass Thermal Energy Council, and has been involved with various forest stewardship projects and other initiatives in Arizona, Colorado and New Mexico.

Our staff and volunteer leaders reported good traffic and a lot of great conversations at the PFI booth during the course of the Expo. In speaking with many retailers and appliance manufacturers, questions about fuel standards and supply were common, and attendees were keen to get their hands on PFI's Fuel Value Calculators and the Heating With Pellets brochure, newly developed by the Promotions & Communications Committee. Next year's HPBExpo will be held in Nashville, TN.

As we enter the offseason, to the extent that there is one since production often occurs year-round, I want to remind you about an important

event coming up in July. The PFI Annual Conference will take place in Orlando, FL, from July 27-29. There are plenty of different conferences in the biomass industry, many of them excellent, and even more conferences dealing with renewable energy. So many, in fact, that you could fill up your entire calendar with them, if you so desired.

The Conference Committee takes great care to ensure that our event provides some unique content. The program focuses on issues that are pressing to the densified biomass industry in North America. Whether you are a veteran pellet manufacturer, or someone looking into entering the industry, there is something for everyone. In fact, topics such as Emerging Markets, Industry Promotion, and Legislative and Regulatory Opportunities and Issues, along with the latest industry data should be of interest to most.

In addition to the conference presentations, the supplier exhibits offer a chance for industry equipment and service providers to meet directly with manufacturers. As always, there will be numerous events held within the exhibit hall, directly adjacent to the general session, which will keep things buzzing from the Welcome Reception on Sunday evening, all the way through conference adjournment on Tuesday afternoon.

With the growth of the residential pellet market in Italy, many of you are shipping product to Europe or determining if such an endeavor is feasible for your production facilities. PFI is helping to facilitate opportunities to meet with buyers in this market and has extended invitations to numerous buyers negotiating transactions in Italy to attend the PFI Annual Conference. If you're trying to determine if shipping product to markets outside of North America is a good fit for your facility, this conference should help with your decision making. As an aside, if you are a member of PFI and would like to be linked with these buyers in advance of the conference, please contact the PFI office and staff will provide you with a list of buyers doing business in Italy.

For those seeking an additional networking opportunity, not to mention some fun, the

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Chairman's Message, continued from page 3

ever-popular PFI Golf Tournament will kick off the conference on Sunday morning. The Greg Norman designed links-style International Course is sure to provide a challenge, while the best ball format will keep the competition going right up to the 18th green.

Orlando is also a great family destination, with plenty of parks and attractions. The Omni even runs complimentary shuttle service between the hotel and the Disney properties. PFI has worked with Disney to secure special ticket offers before and after the conference, along with options for spouses and children during the conference.

Mark your calendars for July 27-29 for the 2014 PFI Annual Conference in Orlando, FL. Attendee and exhibitor information will be available soon, via www.pelletheat.org and PFI regular emails. If you are not yet on PFI's email list, visit the website today to sign up for updates about the densified biomass industry.

Scott Jacobs

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April 2014 MARKET UPDATE

Producer Comments:

“Good market, but no raw material.” –Northeast

“Looking for raw material costs to go back to where they were last November. Need the price to go down to remain competitive.” –Midwest

“High lumber costs are driving all components of the pellet industry up.” -Northeast

WOOD PELLETS

(average price per ton, medium to large wholesale customer, FOB plant)

United States:

Northeast: \$147-195 range. Operating capacities range from 60-100%. Manufacturers report good to excellent sales volumes. Many manufacturers report a lack of sufficient raw materials to manufacture pellets.

Midwest: \$140-190 range. Manufacturers report excellent sales volumes and being ahead of last year in terms of tons sold. Some manufacturers report a lack of sufficient raw materials to manufacture pellets.

Northwest & Mountain: \$147-169 range. Manufacturers report sufficient raw material availability and good to excellent sales volumes. Operating capacities range from 75-100%.

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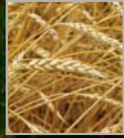
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Standards Roundup

This quarter's *Pellet Mill Magazine* includes commentary on the PFI Standards Program. The folks at the magazine were kind enough to let us reprint PFI's article in this newsletter, so I encourage you to read it to get a greater glimpse into the PFI Standards Program (see page 15).

We're happy to report that Marth Pestigo Pellet Company has now enrolled in the program, bringing the total number of facilities enrolled to ten. Other companies are working with auditing agencies to develop their QA/QC programs and we're anticipating additional enrollees this spring.

Many of you who have told me that your companies have been eyeing joining the program but waiting to see what is required by EPA's proposed regulation on New Source Performance Standards for New Residential Wood Heaters (NSPS), which sets emissions standards for wood burning appliances.

In February, four years after hearing from EPA at the PFI Membership Luncheon at HPBExpo that the NSPS would reference the PFI standard, the NSPS was released. Indeed, the PFI standard is the standard of reference outlined in the NSPS. This is good news for the industry: it means EPA supports the tweaks PFI has made to its program over the last several years to strengthen it; and that EPA does not intend to develop its own standard for pellet fuel.

EPA's proposal is not perfect by any stretch. PFI's Standards and Government Affairs Committees have been meeting regularly to review the rule and are in the process of drafting

recommended revisions and enhancements to the rule. These comments will be submitted to EPA in early May. PFI has already commented publicly on the rule at a hearing in Boston in February (see page 11 for a copy of those remarks), and will submit more extensive written comments.

For those of you who haven't been following the developments of the NSPS, I encourage you to take a few moments to read a summary on the rule, and consider this: as proposed, the NSPS would require that any new stove seeking certification be tested with fuel that has been submitted to a program such as the PFI Standards Program, or another similar program approved by EPA.

The rule is extensive and the majority of it focuses on emission requirements for stoves. It will alter the way the entire industry does business on many fronts, which is all the more reason why you should consider offering your comments to the rule.

The full rule can be found at the link below, along with instructions on how to comment. Comments do not need to be extensive, nor formal, but we encourage you to share your voice on behalf of your businesses and the pellet industry. Deadline to submit comments is May 5th. If you have any questions about the process or seek guidance on what to highlight in your comments, contact Jason Berthiaume or me. We're happy to assist you.

<http://1.usa.gov/1jEC7bk>

Jennifer Hedrick, Executive Director
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PFI Committee Updates

Government Affairs Committee

The past few months have been busy in both the legislative and regulatory arenas at the federal level. Foremost amongst the issues that the committee has been working on and tracking are Comprehensive Tax Reform, the Farm Bill, EPA's New Source Performance Standards (NSPS) and Tailoring Rule, and collaboration with the Energy Information Administration (EIA) and Department of Agriculture (USDA) on collection of data on wood used for heat. A summary of some of these issues appears below.

New Source Performance Standard on New Residential Wood Heaters

The Government Affairs and Standards committees have met independently to discuss the association's comments to the proposed NSPS for New Residential Wood Heaters. These discussions served as the basis of comments for Jennifer Hedrick's testimony at an EPA hearing on the NSPS in Boston, MA, on February 26 (see page 11). The Government Affairs Committee will continue to meet, with input from the Standards Committee, to discuss PFI's written comments to the NSPS, which are due by May 5, 2014. Members have been offered the opportunity to give input on PFI's comments and have been given instructions regarding the process for submitting comments on behalf of their own companies.

Biogenic Framework/Tailoring Rule

We are participating in a coalition of stakeholders with interest in the biogenic carbon policy debate. In addition to PFI, the groups include the National Alliance of Forest Owners, American Forest & Paper Association, American Forest Foundation, Biomass Power Association, Biomass Thermal Energy Council, Hardwood Federation, Forest Resources Association, Society of American Foresters and others. The collective goal of the group is to develop consistent messaging on the issue, share information and coordinate and collaborate on advocacy efforts on Capitol Hill. We are an active participant in this group and will provide regular updates on its efforts as warranted.

Earlier in April, EPA staff completed an initial draft of the biogenic framework, a proposal that will determine how biomass carbon emissions will be treated under the Tailoring Rule. No details are currently available as this document is being closely held for internal review. The completion of an initial draft



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suggests that EPA is on track to formally release a proposal in the June/July timeframe as expected.

Tax Reform

Majority Leader Reid is signaling that he intends to bring the tax extenders package that was reported from the Senate Finance Committee earlier this month up for Senate floor consideration. In addition to preserving our biomass stove credit that survived Senate Finance Committee scrutiny, we will be looking to generate support for an amendment that may be offered by Sen. Angus King (I-ME) to add biomass thermal energy to Sections 25D and 48 investment tax credits consistent with the BTU Act. We may be looking for grass roots support for this effort should it materialize.

*Submitted by: Jason Berthiaume
and Pat Rita*

Welcome Carrie Annand!

Carrie Annand is a communications consultant working with PFI to raise the visibility of the PFI Standards Program and other PFI initiatives. She has 10 years of communications experience across several disciplines, including four years working with Biomass Power Association to raise awareness of energy generated from wood as a renewable energy source. She has also worked on Capitol Hill in the press office for the House Committee on Energy and Commerce. Also a graphic designer, Carrie has many ideas about ways to engage more audiences with the Standards Program and looks forward to supporting PFI in this effort. In addition to working closely with the Standards Committee, Carrie will also bring her experience to the table in assisting on Promotions & Communications Committee endeavors.



Carrie Annand



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Promotions & Communications Committee

The Promotions & Communications Committee has been focused on a couple of primary activities of late:

Development of a PFI General Pellet Promotional Brochure

A general pellet promotional brochure was developed by the committee and has been printed. The first distribution of these brochures was at the HPBExpo in Salt Lake City. Retailers and others seemed very receptive to them and especially appreciated the heating fuel expenditure comparison chart. Needless to say, it showed a significant savings for those heating with pellets instead of propane, fuel oil and electricity.

Distribution and Marketing of the Brochure

The committee is discussing the best way to get the new brochure in the hands of prospective pellet and appliance buyers. Committee members are currently looking into hearth retailer demand, and costs for point-of-purchase displays, printing and mailing.

In other news, Jase Locke, of Bliss Industries, LLC, has been named Co-chair of the Promotions & Communications Committee. Jase has been a member of the committee for several years and I am grateful that he has stepped into the long vacant co-chair position. We look forward to meeting with the committee in the upcoming weeks to lay out some important goals for the near future.

If you are interested in joining the Promotions & Communications Committee, or any other PFI committee, email Jason Berthiaume at berthiaume@pelletheat.org.

Tammy Hippchen, Promotions & Communications Committee Co-chair

Pellet Fuels Institute Statement on the Proposed New Source Performance Standards for New Residential Wood Heaters

Delivered by Jennifer Hedrick, Executive Director, Pellet Fuels Institute
U.S. EPA Hearing on Proposed NSPS
February 26, 2014
Boston, MA

Thank you for the opportunity to comment on the proposed NSPS for New Residential Wood Heaters. My name is Jennifer Hedrick and I am the Executive Director of the Pellet Fuels Institute, also known as PFI.

PFI is a North American trade association based in Arlington, Virginia, that represents a range of contributors to the pellet industry, including companies that manufacture wood pellets and pellet manufacturing equipment, or provide other products and services to the densified biomass industry at large.

Many Americans, including so many here in the northeast, are overburdened by home heating bills. The pellet industry provides a sound alternative to fossil fuels, and is an affordable option for many Americans. The pellet market has traditionally been more stable and less subject to the volatile price swings than fossil fuel based energies such as fuel oil, and as we've seen in recent weeks, propane gas.

With well over one million homes throughout America heating with pellets, it is not only important that fuel continue to be available for these appliances--and new ones that enter the marketplace--but that it is of a consistent quality, a pledge that our members across the United States and Canada make to their customers each day.

Over the last 10 years, the Pellet Fuels Institute has demonstrated its commitment to

WOOD PELLETS

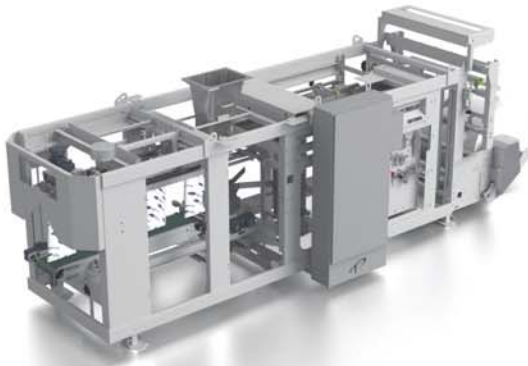


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NSPS Statement, continued from page 11

consumers and industry by cultivating a strong fuel standards program:

- a program both created and implemented by PFI;
- a program developed through a consensus process based on industry best practices, that is subject to continued vetting with that in mind;
- a program that employs a third party certification process, overseen by the American Lumber Standard Committee;
- a program that has the support of the major manufacturers of pellets for the heating market across the United States; and finally,
- a program developed by the leading authority on pellet fuel standards in North America, the Pellet Fuels Institute.

Within the PFI Standards Program, pellets are tested rigorously by auditing agencies that, themselves, are subject to a strict qualification process to participate in the program. Once the auditing agency ensures that the quality processes of the production facility meet the specifications outlined in the program and are therefore capable of ensuring that the pellets produced will meet the standards, they issue a quality mark that the pellet manufacturers may display on their bags of fuel.

This mark helps customers identify pellets that have been subject to this rigorous qualification procedure and the ongoing testing process, and further, helps them choose which pellets are most appropriate for their stoves.

EPA's inclusion of the Pellet Fuels Institute fuel standard in the proposed NSPS demonstrates

the understanding that it's not simply the fuel or the stove, but the synergies of both components that contribute to optimal heating performance and a clean burning, efficient, and enjoyable product for consumers.

In 2010, when PFI was told by EPA of its intention to reference a pellet fuel standard in the revised NSPS, we responded proactively to EPA's request that parts of our program be modified and strengthened to foster its inclusion, taking great care to ensure that the program's value to consumers remained, while not overburdening fuel manufacturers. And, all the while fostering a spirit of cooperation between industry and government.

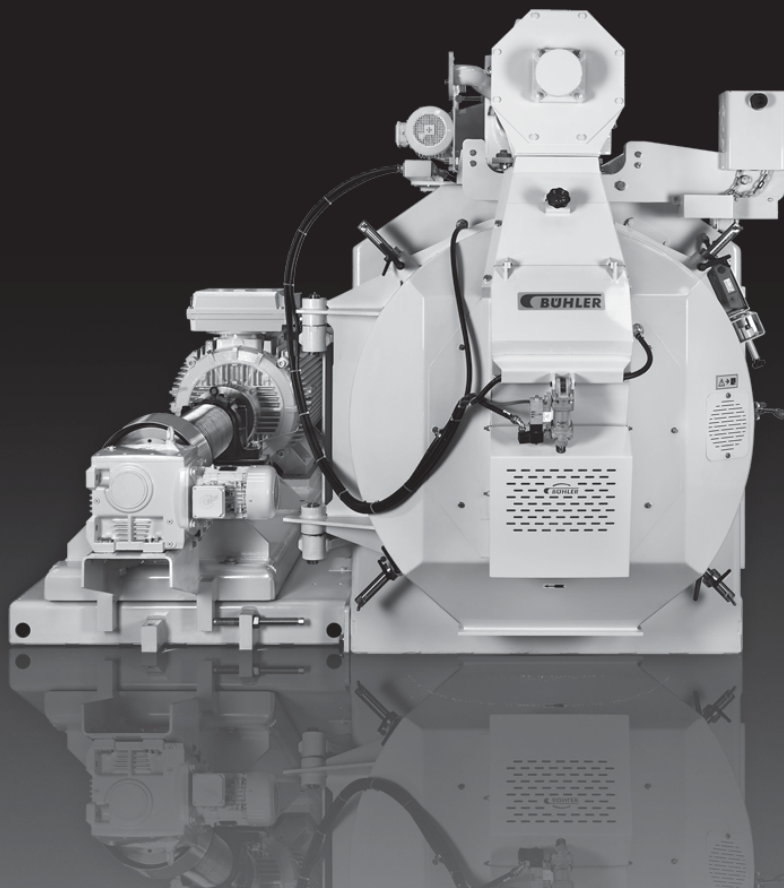
The Pellet Fuels Institute standard, as designed, underscores industry's commitment to manufacturing products of a consistent quality, providing consumers with a reliable, efficient, renewable and environmentally sound fuel. We're pleased to see its inclusion in the NSPS and that EPA sees not just the value but the necessity of including a standard developed by industry experts.

Again, on behalf of the manufacturers of pellet fuel across America, thank you for the opportunity to speak today. We look forward to submitting detailed written comments in the coming weeks.

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Reap the Benefits of the PFI Standards Program

By: Jennifer Hedrick, PFI Executive Director

Reprinted with permission from the most recent issue of Pellet Mill Magazine

Two years ago, the Pellet Fuels Institute kicked off its standards program to foster improvements in the consistency and quality of pellets manufactured in North America and to help consumers better understand what they are purchasing.

This program is gaining momentum: More manufacturing facilities continue to qualify for the program and others are on the road to qualification.

What does that mean exactly?

Qualifying companies have worked with the program's third-party auditors to establish—and comply with—a quality assurance and control (QA/QC) program that meets the rigorous requirements of the PFI Standards Program. Once qualified, companies are able to use the program's quality mark—a label for their fuel bags that indicates their product has not only been subject to the program's testing requirements, but it meets them.

We recently came across a blog post by a consumer, saying: "As the biomass pellet industry has matured, the need for a third-party rating system that communicates information about pellet quality is more important now than ever." He has a point.

In the past, there has been confusion about what the various wood pellet designations mean: how exactly is "ultra premium" or "super premium" any different from "premium"?

Like those of us in the PFI office, I'm sure many of you have fielded calls over the years from consumers asking for help understanding these differences in terminology. Labeling with the quality mark will help that—in fact, we're already starting to hear from consumers who are noticing the mark and appreciate its clarity.

It's not just about the label. Simply going through

the qualification process can tell a manufacturer more about a product than ever thought possible. One company qualifying in the program learned it needed to make a small tweak to bagging procedures, a discovery estimated to save \$100,000 per year in production costs—the process has already more than paid for itself. This company is not alone; other qualifying companies I've spoken with have similar stories about learning more about their business and improving their business practices.

Enrolling in the program remains optional, though the entire pellet supply chain is keeping a close eye on the U.S. EPA's newly proposed rule that seeks to revise the New Source Performance Standard for new residential wood heaters, including pellet stoves. As proposed, in order for stoves to be certified, they must be tested with pellets that meet a series of requirements that have been verified through an established QA/QC program, such as the PFI Standards Program.

This rule will have a real impact on how the pellet industry does business.

If you're a pellet manufacturer, I encourage you to start investigating how your facility can enroll in the PFI Standards Program. Joining the program is, by necessity, a rigorous process—but it's completely doable, as many manufacturers have already demonstrated. It's best to start with a thorough read of the program documents, which are found in the standards section of the PFI website. There's a lot to consider when enrolling in the program. And, we're happy to help with questions, as is the American Lumber Standard Committee, the program's oversight body.

There's still a lot to do to make the PFI Standards Program more widespread—to encourage more pellet producers to sign on and to work with retailers so that they can both understand and communicate the program's benefits to consumers. You'll hear from us more on that in the months to come.

Yes, there's a lot of work to be done—but this is an opportunity for us all to raise the bar for the pellet industry.

PFI Fuel Manufacturer Members

Company	Contact	Location	Phone	Website
Allegheny Pellet Corporation	Ron Leofsky	Youngsville, PA	(814)563-4358	www.woodpelletfuels.com
American Wood Fibers	Rich Whiting	Columbia, MD	(410)290-8700	www.awf.com
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Appalachian Wood Pellets, Inc.	Don Wagner	Kingwood, WV	(304)329-4000	www.appalachianwoodpellets.com
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Cottles Island Lumber Co. Ltd.	Andy Philpott	Summerford, NF	(709)629-7565	www.cottles.ca
Curran Renewable Energy, LLC	Patrick Curran	Massena, NY	(315)769-5970	www.curranpellets.com
Dejno's Inc.	Larry Dejno	Kenosha, WI	(262)657-1210	www.dejnos.com
Easy Heat Wood Pellets	Billy Hoskins	S. Charleston, OH	(800)782-7517	www.easyheatpellets.com
Energex Pellet Fuel, Inc	Darryl Rose	Mifflintown, PA	(717)436-0015	www.energex.com
Energex Pellet Fuel, Inc.	Max Beraud	Lac-Megantic, QC	(819)583-5131	www.energex.com
Fiber By-Products, Corp.	Cory Schrock	White Pigeon, MI	(269)483-0066	www.fiberby-products.com
Fiber Energy Products AR, LLC	Stephen DeVoe, Sr.	Mountain View, AR	(870)269-7930	www.fiberenergyproducts.us
Forest Energy Corporation	Mike Lundy	Show Low, AZ	(928)537-1647	www.forestenergy.com
Fulghum Graanul, LLC	John Bradley	Augusta, GA	(706)651-1000	www.fulghumfibrefuels.com
Georgia Biomass	Ken Ciarletta	Waycross, GA	(912)490-5293	www.gabiomass.com
Hamer Pellet Fuel Co.	Lori Hamer	Kenova, WV	(304)453-6381	www.hamerpellet.com
Hassell & Hughes Lumber Company	Jonathan Littlejohn	Collinwood, TN	(931)724-9191	www.greenwaypellets.com
Henry County Hardwoods	John Neese	Paris, TN	(731)642-4181	
Indeck Ladysmith, LLC	Nunzio Maniaci	Ladysmith, WI	(224)374-2185	www.indeck-energy.com
Kirtland Products	Tom Monley	Holland, MI	(231)582-7505	www.kirtlandproducts.com
Koetter and Smith, Inc.	Nathan Smith	Borden, IN	(812)923-5111	www.koetersmith.com
Lee Energy Solutions	Davis Lee, Sr.	Crossville, AL	(256)528-7290	www.leeenergysolutions.com/
Lemhi Valley Premium Pellets	Rockie Walker	Salmon, ID	(208)756-2612	www.qbcorp.com
Lignetics, Inc.	Kenneth Tucker	Sandpoint, ID	(208)263-0564	www.lignetics.com
Lignetics of West Virginia, Inc	John Utter	Glenville, WV	(304)462-4848	www.lignetics.com
Lignetics of Virginia, Inc.	Doug Freeman	Kenbridge, VA	(208) 263-0564	www.lignetics.com
Maine Woods Pellet Co LLC	Bob Linkletter	Athens, ME	(207)654-2237	www.mainewoodspelletco.com
Nature's Earth Pellet Energy LLC	Jana Simard	West Palm Bch,FL	(561)688-7393	www.freedomfuelusa.net
North Idaho Energy Logs	Clark Fairchild	Moyie Springs, ID	(877)564-4897	www.northidahoenergylogs.com
O'Malley Timber Products, LLC	Matt O'Malley	Tappahannock, VA	(804)445-1118	www.omalleywoodpellets.com
Pacific Coast Fiber Fuels	Stan Elliot	Shelton, WA	(360)462-2801	www.olympuspellets.com
Pellheat Inc.	Charles Kitko	Glen Hope, PA	(814)672-4100	
Pennington Seed Inc.	Keith Hankins	Greenfield, MO	(417)637-5978	www.penningtonseed.com
Rentech, Inc. / Fulghum Fibres	Jamie Carlson	Los Angeles, CA	(310)571-9800	
Shaw Resources	Darrell Robinson	Shubenacadie, NS	(902)758-2095	www.shawresources.ca
Somerset Pellet Fuel	Troy Jamieson	Somerset, KY	(606)678-2842	www.somersetpelletfuel.com
Southern Indiana Hardwoods, Inc.	Gene Merkle	Huntingburg, IN	(812)326-2053	www.sihlumb.com
Southern Kentucky Hardwood Flooring	Blake Gerughty	Gamaliel, KY	(270)457-3618	
Southwest Renewable Resources	Tracy Willson	Apache Junction, AZ	(928) 369-6981	www.swrenewable.com
Spearfish Pellet Company	Everett Follette	Spearfish, SD	(605)642-2363	
Turman Hardwood Pellets	Ruth Elliott	Fredericksburg, VA	(540)287-2976	www.turmanhardwoodflooring.com
Varn Wood Products	George Varn	Hoboken, GA	(912)458-2187	
West Oregon Wood Products	Chris Sharron	Columbia City, OR	(503) 397-6707	www.wowpellets.com

PFI Associate & Supplier Members

Company	Contact	Location	Phone	Website
ACORE	Tom Weirich	Washington, DC	(202)393-0001	www.acore.org
Agcom / International Feed	Jouko Sipila	Minneapolis, MN	(952)249-9818	www.internationalfeed.com
AgriRecycle, Inc.	Scott Jacobs	Seymour, MO	(417)872-9175	www.agrirecycle.com
Amandus Kahl USA Corporation	Dennis Werner	Alpharetta, GA	(770)521-1021	www.akahl.us
Andritz, Inc.	Mike Curci	Roswell, GA	(770)640 2511	www.andritz.com
Biomass Engineering & Equipment	Dane Floyd	Indianapolis, IN	(317)522-0864	www.beande.net
Biomass Thermal Energy Council	Joe Seymour	Washington, DC	(202)596-3974	www.biomassthermal.org
Biomass Thermal Energy Ltd.	Bruce Lisle	Mifflintown, PA	(717)436-9300	www.thebiomassboiler.com
Bliss Industries, LLC	Chad Cook	Ponca City, OK	(580)765-7787	www.bliss-industries.com
BM & M Screening Solutions	Collin Jackson	Surrey, BC	(800)663-0323	www.bmandm.com
Bruks Rockwood Inc.	Steve Bennett	Alpharetta, GA	(678)994-0024	www.bruks.com
Buhler Inc.	Brian Williams	Plymouth, MN	(763)847-9900	www.buhlergroup.com
California Pellet Mill	Tim Gilbert	Waterloo, IA	(319)232-8444	www.cpmroskamp.com
Certified Laboratories	Jim Rodgers	Irving, TX	(800)527-7850	www.certifiedlabs.com
Chantland MHS	Steve Hartmann	Humboldt, IA	(515)332-4045	www.chantland.com
Continental Biomass Industries	Ed Donovan	Newton, NH	(603)382-0556	www.cbi-inc.com
Conway & Robison	Jason Robison	Sharpsburg, GA	(678) 642-4036	www.cr-inspect.com
Dorssers Inc.	Peter Timmermans	Blenheim, ON	(519)676-8113	www.dorssers.com
Forest Business Network LLC	Craig Rawlings	Missoula, MT	(406)240-0300	www.forestbusinessnetwork.com
Green Globe Services, LLC	Rashid Shakir	Columbia, MD	(443)204-4885	www.greenglobeservices.com
Hershey Equipment Co., Inc.	Richard Hyde	Lancaster, PA	(314)378-2693	www.hequip.com
Industrial Cutting Tools	Walter Cowart	Valdosta, GA	(800)220-8790	www.indcuttools.com
Industrial Bulk Lubricants	Jeff Thiessen	Edmonton, AB	(780)455-5377	www.dansons.com/ibl.html
Kesco, Inc.	Jason Kessler	Fort Mill, SC	(803)802-1718	www.kescosolutions.com
Kice Industries, Inc.	Jeff Kice	Wichita, KS	(316)744-7151	www.kice.com
Lachenmeier	Jeff Lukan	Glenview, IL	(877)859-7205	www.lachenmeier.com
Laidig Systems, Inc.	Mike Schuster	Mishawaka, IN	(574)256-0204 x236	www.laidig.com
LM Machinery and Equipment LLC	Wladimir Labeikovskiy	Pittsburgh, PA	(412)608-8528	www.lm-machinery.net
M-E-C Company	John Quick	Neodesha, KS	(620)325-2673	www.m-e-c.com
MoistTech	Adrian Fordham	Sarasota, FL	(941)351-7870	www.moisttech.com
MVTL Laboratories	Jeff Reiser	Bismarck, ND	(701)258-9720	www.mvtl.com
Northeast Lumber Manufacturers Assoc.	Jeff Easterling	Cumberland, ME	(207)829-6901	www.nelma.org
Pacific Lumber Inspection Bureau	Jeff Fantozzi	Federal Way, WA	(253)835-3344	www.plib.org
Premier Tech Chronos	Francois Kirouac	Riviere-du-Loup, QC	(418) 868-8324	www.ptchronos.com
Primary Packaging Inc.	Duff Long	Bolivar, OH	(800)774-2247	www.primarypackaging.com
Process and Storage Solutions	Donald Land	Rainsville, AL	(256)638-1838	www.processandstorage.com
Prodesa North America Corporation	Jose Ignacio Pedrajas	Alpharetta, GA	(770)-849-0100	www.prodesa.net
Rethceif Packaging	Tim Fiechter	Ossian, IN	(260)622-7200	www.rethceif.com
Rotochopper, Inc.	Monte Hight	St. Martin, MN	(320)548-3586	www.rotachopper.com
Seeger Green Energy LLC	Karl-Heinz Schulz	Charlotte, NC	(980)207-3622	www.seeger.ag
Solagen Incorporated	Francis Sharron	Deer Island, OR	(503)366-4210	www.solageninc.com
SOPUS Products	Matt Webster	Houston, TX	(713)241-6161	www.shell.us/lubricants
SPR Packaging	Charles Wells	Rockwall, TX	(469)252-1070	www.sprpackaging.com
Thomas Enterprises Inc.	Tom Weihe	Dublin, OH	(614)793-9432	
Timber Products Inspection	Chris Wiberg	Conyers, GA	(770)922-8000	www.tpinspection.com
Trinity Packaging Corporation	John Ericson	Armonk, NY	(800)999-3970	www.trinitypackaging.com
TS Manufacturing	Riley Smith	Lindsay, ON	(705)324-3762	www.tsman.com
Twin Ports Testing, Inc.	Gregg Patterson	Superior, WI	(715)392-7114	www.twinportstesting.com
University of New Brunswick	Michael Albright	Fredericton, NB	(506)453-4507	www.unb.ca/cbec
Vecoplan Midwest, LLC	Bill Miller	New Albany, IN	(812)923-4992	www.vecoplanmidwest.com
Wood Pellet Association of Canada	Gordon Murray	Revelstoke, BC	(250) 837-8821	www.pellet.org
WoodPellets.com	David Nydam	Bedford, NH	(800) PELLETS	www.woodpellets.com



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ANDRITZ Inc.

1115 Northmeadow Pkwy
Roswell, GA 30076, USA
Phone: +1 850 557 7674
Fax: +1 770 640 2521
Mike.Curci@andritz.com
www.andritz.com