



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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President's Message

The dog days of summer are behind us and the heating season is right around the corner. Hopefully, early buy business was brisk and you are settling in for a long, cool winter. Based upon some of the comments on the August Fuel Survey on page five, there is a healthy amount of optimism out there. Wood pellets represent a tremendous value for residential and commercial heating versus fuel oil, electricity and propane. And, in case you hadn't noticed, residential natural gas prices have increased each of the last five months, [according to Energy Information Administration \(EIA\) data](#).



Scott Jacobs, PFI President

Speaking of the EIA, the annual Winter Fuels Outlook is due out in October. In partnership with the National Association of State Energy Officials, EIA will host the Winter Fuels Outlook Conference on October 8th at the National Press Club in Washington, DC. If you happen to be in our nation's capital at the time, I encourage you to consider attending. The conference will address global oil supply uncertainty, and the effects of projected winter weather on the demand for heating and key transportation fuels. PFI has been working with our congressional allies to encourage EIA to collect more data on the supply and consumption of wood, including wood pellets, for heat. In particular, the inclusion of wood heat in the Winter Fuels Outlook should be formalized, following EIA's noting the growth trend of wood-for-heat and near parity in terms of energy produced compared with household fuel oil, in last year's report. EIA Administrator Adam Sieminski will be on-hand to present the Winter Heating Fuels Overview and Press Conference.

As a fuel manufacturer, hearth retailer, or pellet user you are likely to find some useful information in EIA's Winter Fuels Forecast, as well as the National Oceanic and Atmospheric Administration's Winter Weather Forecast. Rest assured, we'll bring the important information to you in the weekly *Pellet Wire* and on pelletheat.org, in case you aren't able to attend the meeting.

On a different note, PFI recently reached out to members with a survey soliciting feedback on their experience as part of the association. I was encouraged by the level and frankness of the responses

continued on page 3

PFI BOARD OF DIRECTORS

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CALENDAR OF EVENTS

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

- | | |
|-----------------------------|---|
| October 8, 2013 | Winter Fuels Outlook Conference
The National Press Club
Washington, DC
www.naseo.org |
| October 17, 2013 | National Bioenergy Day |
| October 24, 2013 | PFI Board of Directors Meeting
Atlanta, GA |
| October 27-29, 2013 | Exporting Pellets Conference
Fontainebleau Hotel
Miami Beach, FL
www.theusipa.org/conference |
| November 16-19, 2013 | Wood Stove Decathlon
The National Mall
Washington, DC
www.forgreenheat.org |
| November 18-20, 2013 | WPAC Conference
Vancouver Marriott Pinnacle
Vancouver, BC, Canada
www.pellet.org |

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President's Message, continued from page 1

that we received. The PFI Membership Committee, along with staff, is reviewing the surveys to see what we do well, but, more importantly, to see where we can deliver more value for our members.

In July, I was honored to be re-elected to another term as President of PFI. One initiative that I will undertake is to offer members more opportunities to become involved in the organization. I start by inviting you, whether you are a member of PFI directly or through reciprocity with the Hearth, Patio & Barbecue Association, to consider joining one of our committees. [From Conference to Government Affairs or Promotions, to name a few](#), there is something to suit most everyone's interest and ability. While I recognize that not everyone has the time or inclination to become involved at that level, I don't want it to be for lack of opportunity or awareness. If you are not able to serve on a committee, perhaps you can author an article for the PFI Newsletter or *Pellet Wire*, or attend a legislative fly-in late this year or early next to meet with your elected officials and tell them about your business and the importance of biomass.

As always, you are invited to email me at the address below with any thoughts or suggestions, or ideas about how you wish to become more involved in the Pellet Fuels Institute.

Scott Jacobs
president@pelletheat.org



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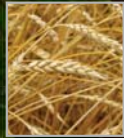
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August 2013 MARKET UPDATE

Producer Comments:

“Good August. Finally!” –Southeast

“Very difficult fiber markets - hyper competition.” –Northeast

“Late summer sales are stronger than last year and retailer confidence also seems to be strong.” -Northwest & Mountain

“Early pellet sales are strong, cooler summer has consumers excited.” -Southeast

“So far so good! Should be a great year!” –Midwest

“Need some winter.” -Northwest & Mountain

WOOD PELLETS

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

United States:

Northeast: \$145-180 range. Most manufacturers anticipate an upward price trend and being ahead of this time last year, in terms of tons sold.

Midwest: \$130-174 range. Manufacturers report sufficient raw material availability and average to excellent sales volumes.

Southeast: \$125-145 range. Manufacturers report sufficient raw material availability and good sales volumes.

Northwest & Mountain: \$150-174 range. Manufacturers report sufficient raw material availability and most do not anticipate any price trend changes. Operating capacities range from 80-100%.



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PFI Annual Conference Wrap Up

By: Jennifer Hedrick, Executive Director

The running theme of this year's PFI Annual Conference was collaboration—beginning with the keynote from the Endowment for Forestry & Communities' Carlton Owen and gaining momentum during a panel of six gentlemen who, from my back of the envelope calculation, have about 150 years of experience in the industry between them.

Carlton Owen's message focused on the need for the biomass sector to capitalize on its strengths and combine efforts to promote the larger forest products industry, particularly in light of recent negative messaging targeting the export market, but detrimental to us all.

He spoke directly about the need to bolster the pellet industry through the development of new markets, as simply focusing on the residential pellet industry in the years to come will not be enough to prosper as an industry.

His remarks reminded me about how easy it is for trade associations to focus *only* on the most immediate needs of their members, and fail to look at the larger picture for opportunities to utilize the collective strength of sister organizations and other resources for the common good.

As an association, we've been working diligently over the last couple of years to enhance collaboration with other trade groups, government, academia and the private sector, recognizing that we can't go at it alone to grow the industry and meet your membership needs. Some of these efforts include:

- Developing relationships with the research arm of the industry to better understand the scope of the industry and facilitate greater sharing of information among a range of audiences

- Seeking to expand relationships with those in the biomass supply chain to foster greater understanding of issues such as sustainability

- Expanding the relationship among industry and government as a key driver of innovation and the streamlining of resources

- Working with other trade associations and state governments to promote sound policy at the federal and state levels

We've also begun taking a more earnest look at how to better unite the fuel and appliance sectors and create common, meaningful messages on how to grow the market, create new markets and advance the densified biomass industry. These issues are, of course, important to both appliance and fuel manufacturers. Yet we've not taken the bull by the horns when it comes to collective promotion, and have instead used the silo approach—focusing on either fuel or appliances.

The panel at the conference—leaders representing both fuel and appliance producers—was a solid introduction to the need for better cross promotion and helped lay the foundation for better consumer outreach and further market development.

As mentioned during the panel, a group is forming to discuss promotion and market building and we are asking for your participation. Member to member collaboration through idea sharing is truly the best way to see the industry grow, and we seek your expertise and involvement. Please feel free to contact me for more information on how to participate. The group will meet on an as determined basis via teleconference.

If you are unable to participate on an ongoing basis, please feel free to contact me to share

Annual Conference Wrap Up, continued from page 7

your ideas. It was good to chat with those of you who attended the RETECH Conference this past week here in Washington. And please let us know if you'll be attending the Exporting Pellets Conference (October 27-29, Miami, FL). I would welcome an opportunity to sit down with you then.

National Bioenergy Day

PFI is pleased to be working with the Biomass Power Association and others to support the first ever Bioenergy Day, to be held on October 17. The goal is to hold events at facilities throughout

the country, offering opportunities for members of the community, state and local officials, and the media to gain firsthand experience on how biomass is used to create energy in local communities. If you're interested in hosting a tour or a small program at your facility, please contact us for more information. We're happy to provide the templates necessary for creating invitations and organizing your event. More information can be found here:

www.biomasspowerassociation.com.

PFI Board Elects New Officers

At its meeting on July 28, the PFI Board elected the following officers for the coming year: Scott Jacobs, President (Ozark Hardwood Products); Derek Nelson, Vice President (Forest Business Network); Mike Curci, Secretary/Treasurer (Andritz). A special thanks to outgoing Vice President Stephen Faehner for his service on the Executive Committee for the past two years.

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Pellets in the Family: Post Vacation Thoughts

By: John Crouch, PFI Director of Public Affairs

I was able to get away for some vacation this summer, like most of you, I hope. This year was a longer than normal trip because it involved visiting a college in Missouri and lots of time with family and friends in Colorado. I found pellet stoves in use by two of my cousins, and thought the anecdotal observations related to those units, along with my visit to a major appliance dealer in Wyoming, provided an interesting, if unscientific, snapshot of responses to pellets in the Rocky Mountain west.

Out west, we hear so much talk about the northeastern and mid-Atlantic states (fuel oil country) and how that drives a lot of our pellet business. Indeed, when I talk to HPBA appliance retailers, I always remind those from the west to pay attention to fuel oil prices, since energy prices in the east can trigger sales that vacuum up all the new pellet stoves in the pipeline, before the western season can start.

My cousins, one living east of Colorado Springs, and one in Pagosa Springs, CO, both use pellet stoves to supplement their propane heat. One family even plans to add a second pellet stove when they run out of firewood for their old cordwood stove. The other family bought a pellet stove, almost in spite of their local dealer, who refuses to carry them, due to some bad experiences in the past. They have over ten years of good experience with the heater, significantly reducing their propane consumption. During the same trip, I visited with other friends and family who complained of high heating costs, but looked puzzled when I asked if they had ever considered a pellet stove.

I also happened to visit Silverton, a small county-seat town high in the Colorado Rockies. While talking with the local sheriff, (and no, it was not due to my driving) I discovered she

has used a pellet stove for sixteen years, in a 10,800 degree day climate, no less! Lastly, I visited with my friends, Larry and Becky James, of High Country Stoves, an award-winning dealership in Laramie, WY, that has sold pellet stoves, parts and fuel for twenty-two years. They still bring in a little fuel, about one hundred tons from a manufacturer in Colorado, but are only one of six places that currently sell pellets in Laramie.

As I drove home from Colorado, I reflected on how some families are so familiar and comfortable with their pellet stoves, yet so many others, often in the same neighborhood, with similar heating costs, are so unfamiliar with the pellet option. I'm sure many of you have had a similar experience when you run into someone new who finds out what you do for a living. The contrast between "oh, sure, you make pellet fuel" and "...you make what?" must be jarring and frustrating.

We, as the pellet industry, have a long way to go to truly penetrate the mindset of the majority of rural households and get beyond the "early adopters." We have a great story to tell, of major cost savings over many years, but if we don't get it out there, it remains hidden. Unless we can convince a greater proportion of households that they will save money with pellets, it may be hard to convince school boards and other local groups to adopt the boilers and furnaces we all hope to see proliferate in the future, especially once the government incentives dry up.

It's important to inform people that they can save money every year using pellets, versus oil, propane, or electricity. In some years, energy costs will stay high, while in others they will decline. The real story is the savings over ten or fifteen years. Those savings used to be a promise, but now they have a documented history. It's up to us to remind folks that picking up and handling pellets is not work, it's saving money, one bag at a time.



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Conference Committee Update

In 2010 the PFI Annual Conference was held at The Grove Park Inn in Asheville, NC. Given the overwhelmingly positive experience and feedback from PFI membership, we were encouraged to return in 2013. The warmth and comfort of southern hospitality in the hills of the Smokey Mountains provided a great setting for our annual conference. The turnout and attendance for 2013 was quite impressive at over 250 attendees and 150 companies represented.

Our program started with keynote speaker, Carlton Owen, with the U.S. Endowment for Forestry & Communities, who gave us a challenge to work together within our industry, find ways to collaborate more, and even consider a checkoff program to promote and advance our industry (think “Got Milk” or “The Other White Meat”). Richard Thomas with Courtland Hearth & Hardware moderated a distinguished panel of appliance manufacturers and pellet fuel producers that highlighted more ways for these groups to collaborate. Our program continued through the next day and a half to include sessions on bulk storage and delivery, federal policy and regulations, day-to-day operational challenges faced by pellet mills, and several other hot topics.

Our annual conference cannot be a success without great sponsors and exhibitors. This year we had over 45 companies supporting our event, many of which consistently support our membership and find the conference an excellent chance to reconnect with customers. Informally we polled the exhibitors who consistently echoed positive feedback on the quality of leads they were getting and the traffic in their booths. Once again the folks at Louisiana Grills gave away a pellet grill, which was won by Louis Boos with Nordic Engineering.

We continue to request feedback on ways that we can improve our program content, and appreciate those of you who took time to complete a conference survey to help us make the

annual conference even stronger. We are always looking for relevant topics and engaging speakers to provide our attendees the best return on their investment of time and money. We will solicit speakers in advance of the conference in 2014 to help us provide quality content on the most relevant topics. We encourage everyone to send us suggestions for future topics or speakers so that our program stays as relevant as possible. You can find all of our presentations from the [2013 Conference at the PFI website](#).

The Conference Committee is hard at work deciding on the location and dates for the conference in July 2014 and will soon be planning other events for next year as well. We welcome your feedback, encourage you to join the PFI Conference Committee, and look forward to serving the PFI members and provide another great year of networking events, educational opportunities, and social interaction.

*Stephen Faehner & Troy Jamieson,
Conference Committee Co-chairs*

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Standards Committee Update

In July, at the PFI Annual Conference in Asheville, NC, the Standards Committee had the opportunity to organize a panel to provide updates regarding the status of the PFI Standards Program. Speakers included John McDaniel of the American Lumber Standard Committee (ALSC), Mark Wilson of New England Wood Pellet, Rich Whiting of American Wood Fibers, and Chris Wiberg of Timber Products Inspection. The panel was moderated by PFI's Executive Director, Jennifer Hedrick. McDaniel provided an update on the programs administered by ALSC. Wilson and Whiting each spoke about the progress of program implementation at their respective companies, while Wiberg provided insight regarding an auditor's perspective on implementation.

The PFI Standards Program now has three companies, representing six manufacturing facilities, qualified to use the quality mark. The qualified facilities include New England Wood Pellet in Jaffrey, NH, Deposit, NY and Schuyler NY, American Wood Fibers in Circleville, OH and Marion, VA and Curran Renewable Energy in Massena, NY. Furthermore, several additional companies have signed contracts with auditing agencies, which is the first step toward program qualification, and many others have implemented quality improvements based on compliance with the PFI Standards Program.

Chris Wiberg & Bob Sourek, Standards Committee Co-chairs

HPBExpo 2014 Registration and Housing are Open!

By: HPBA Expo Department

Make your plans now to attend the 2014 HPBExpo in Salt Lake City, UT. Register for your employee badges, sign up for education program options and earn CEU credits, make your hotel reservations, book flights and car rentals online at [Register Now](#). HPBA has again partnered with onPeak, the official housing partner (do not be fooled by other travel companies claiming to be HPBA's official housing service). Through onPeak, HPBA is able to secure the lowest rates, best hotels and the most (complimentary) amenities during your stay in Salt Lake City, exclusive only to HPBExpo guests.

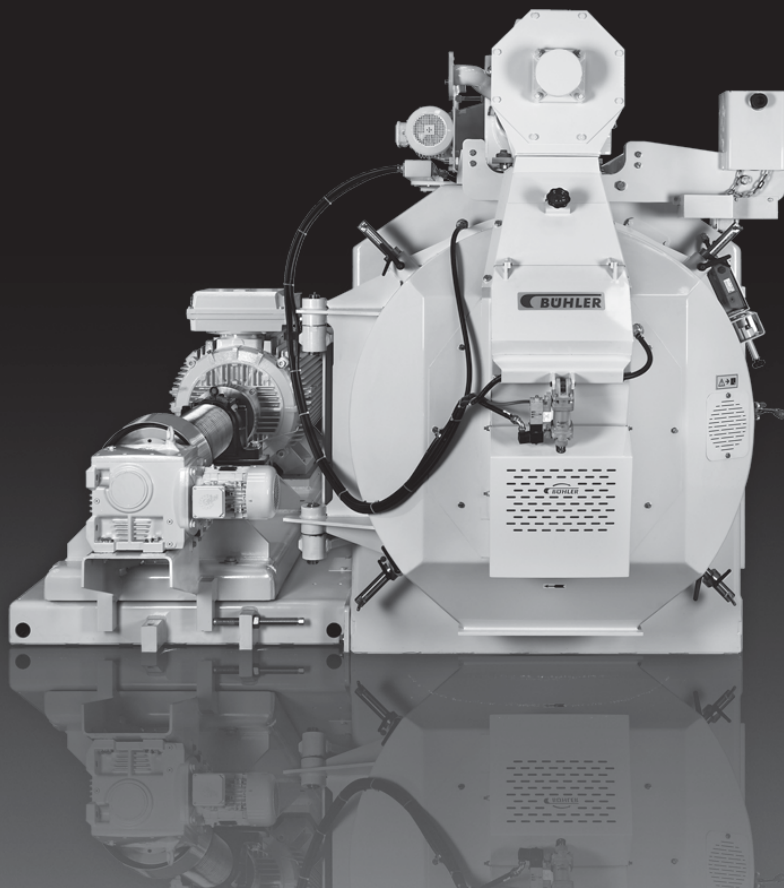
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What's Happening at Expo 2014?

You won't want to miss the 3rd annual Outdoor Burn Tailgate Party & Big Green Egg Cook-off Competition, Indoor and Outdoor New Product Pavilions, Outdoor Tailgate Pavilion sponsored by Tailgater Monthly, and the HPBA Expo Ski & Snowboarding Excursion at the Canyons Resort being offered on March 9. The All-Industry Party will be held offsite this year at The Depot and will feature a Back to the 50's Sock Hop theme! The party is generously sponsored by Kozy Heat, M&G DuraVent, Napoleon Fireplaces & Grills, SBI, Travis Industries, Weber and the Nashville Convention & Visitors Bureau. [See details and more.](#)

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PFI Announces Agreement with the USDA, Industry Groups

On September 11, PFI joined the U.S. Department of Agriculture (USDA) and three additional biomass groups in signing a memorandum of understanding (MOU) signifying a commitment by the federal government and industry to jointly grow and promote the wood to energy sector.



The Biomass Thermal Energy Council, the Biomass Power Association and the Alliance for Green Heat also signed the MOU at an event held at the U.S. Department of Agriculture, which featured remarks by Deputy Secretary of Agriculture Krysta Harden.

The MOU recognizes the shared goals amongst the signers in expanding the use of wood to energy: creating local jobs, increasing affordable heating and electricity options for rural Americans, improving forest health, reducing wildfire risks, and promoting efficient biomass technologies across residential, commercial and industrial segments of the wood energy arena.

Staff from USDA and the four groups will meet regularly to develop and implement an action plan for wood energy, seeking to increase awareness of USDA program opportunities, encourage adoption of wood to energy technologies, and strengthen coordi-

nation of industry and USDA initiatives.

“This MOU shows a significant commitment by the USDA and the biomass industry to work together to expand use of wood energy in our country,” said Scott Jacobs, President of PFI. “I know I speak for all of our membership when I say that we are thrilled to be working in a more deliberate partnership with USDA and our colleagues within the biomass industry. This MOU is a further example of the commitment of PFI and its members to work with USDA and others to develop sustainable and sound land management

practices in order to achieve USDA’s goal of providing clean air, clean water, soil preservation, fire hazard reduction and renewable energy for the U.S.”

In remarks at the signing, PFI Executive Director Jennifer Hedrick highlighted the benefits of using pellets, including the significant cost savings realized when switching from fuel oil to pellets, and opportunities to contribute to better forest health and management through the use of forest residues for pellet production.

Hedrick was joined by leaders of the three biomass energy groups in thanking Secretary of Agriculture Tom Vilsack for his commitment to bolstering wood energy use across America. “We’re grateful to Secretary Vilsack for the opportunity to build on existing synergy between USDA and industry to facilitate growth of the wood energy sector,” Hedrick said.

National Bioenergy Day to Take Place on October 17th

PFI is joining the Biomass Power Association, the Biomass Thermal Energy Council, ACORE and biomass manufacturers across the country for the first ever National Bioenergy Day, October 17, 2013. National Bioenergy Day will be an opportunity for elected officials, media and other stakeholders to visit their local facilities to witness firsthand the process by which wood and other organic materials generate energy.

National Bioenergy Day participants will take the opportunity to demonstrate to visitors in person how bioenergy works-and its local economic and environmental benefits -so that legislators and other stakeholders understand the importance of supporting an energy source within to their district.

Are you interested in hosting a tour of your facility on National Bioenergy Day? For more information on the National Bioenergy Day and how to become involved, [see this fact sheet](#). [Click here](#) for a template that you may use for invitations.

Questions? Don't hesitate to contact the PFI office for more information on how you can participate.

Images of the Issue: PFI Annual Conference



Opening keynote speaker Carlton Owen of the U.S. Endowment for Forestry & Communities addresses the crowd at the PFI Annual Conference in July. Owen's speech touched on the need for increased cooperation across the biomass and forest products industries.



Conference attendees enjoy s'mores following dinner on Monday evening. Attendee numbers were up twenty-five percent over last year's conference. PFI will announce the location of the 2014 conference in the coming weeks.

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
ANAX Energy Co., LTD.	Jeremy Huang	Taichung, Taiwan	886-4-2208-5498	
Appalachian Wood Pellets, Inc.	Don Wagner	Kingwood, WV	(304)329-4000	www.appalachianwoodpellets.com
Bear Mountain Forest Products Inc.	Bob Sourek	Cascade Locks, OR	(503)334-1558	www.bmfp.com
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Dansons Inc.	Jeff Thiessen	Edmonton, AB	(780)455-5377	www.dansons.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	Glennville, 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
Ozark Hardwood Products, LLC	Scott Jacobs	Seymour, MO	(417)935-9663	www.ozarkhardwoodproducts.com
Pacific Coast Fiber Fuels	Stan Elliot	Shelton, WA	(360)462-2801	www.olympuspellets.com
Pellheat Inc.	Peter Skrgic	Greensburg, PA	(724)850-8169	
Pennington Seed Inc.	Keith Hankins	Greenfield, MO	(417)637-5978	www.penningtonseed.com
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	
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
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 Thermal Energy Ltd.	Bruce Lisle	Mifflintown, PA	(717)436-9300	www.thebiomassboiler.com
Biomass Thermal Energy Council	Joe Seymour	Washington, DC	(202)596-3974	www.biomassthermal.org
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
Dorssers Inc.	Peter Timmermans	Blenheim, ON	(519)676-8113	www.dorssers.com
Evergreen Engineering	Aaron Edwards	Eugene, OR	(541)484-4771	www.evergreenengineering.com
FLAMEX Inc.	Allen Wagoner	Greensboro, NC	(336)299-2933	www.flamexinc.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
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
Kissito Healthcare, Inc.	Jennifer Bell	Roanoke, VA	(540)265-0322	www.kissitohealthcare.org
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
PA Biomass Energy Association	Melissa Britcher	Harrisburg, PA	(717)230-1772	www.supportpabiomass.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.rotochopper.com
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
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	Ron King	New Albany, IN	(812)923-4992	www.vecoplanmidwest.com
Wood Pellet Association of Canada	Gordon Murray	Revelstoke, BC	(250) 837-8821	www.pellet.org



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