



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

PFI welcomes Darryl Rose of Energex Corporation as Chairman of the Board of Directors. In this interview, conducted by Jason Berthiaume, Darryl describes his background and goals for the coming year.

Q: When and how did you get into the wood pellet industry?

A: That came about in 1993, as Bruce Lisle, who is the CEO of Energex, was buying a pellet plant in Quebec and needed someone to run the marketing side. The company was founded in 1982 but up until 1993 it served the bulk commercial market. Our focus was to support the Northeast U.S. residential market and Bruce needed a sales and marketing person. I moved to Quebec for six months with Bruce to build that residential market for the company. The Northeast U.S. is the largest residential pellet market in North America and over the past twenty years we have supplied more residential fuel to that region than any wood pellet fuel manufacturer.



Darryl Rose, PFI Chairman

Q: Why did you decide to run for Chairman of PFI?

A: I joined the Board four years ago because I saw an opportunity to give back to an industry that has given me so much, both personally and professionally. Over the past twenty one years, I have observed and learned from many outstanding leaders of our industry. This year, I decided to run for Chairman because I felt the timing has never been better. We, as an industry, face many challenges, but also have many opportunities. We are on the cusp of an exciting future and I look forward, with the help of an outstanding Executive Committee, to guiding us over the coming year. And, frankly, my job is made much easier knowing that we have Jennifer Hedrick as our Executive Director. It is an honor to serve with our distinguished Board members and I greatly appreciate the confidence they have shown in me.

Q: What are some of your goals during your tenure as PFI Chairman?

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PFI BOARD OF DIRECTORS

Executive Committee

Chairman - Darryl Rose, Energex Corporation
Vice Chairman - Stephen Faehner, American Wood Fibers
Secretary/Treasurer - John Utter, Lignetics, Inc.
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Richard Thomas, Courtland Hearth & Hardware
Don Wagner, Appalachian Wood Pellets, Inc.
Chris Wiberg, Timber Products Inspection

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CALENDAR OF EVENTS

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

- | | |
|-----------------------|--|
| September 17-19, 2014 | International Bioenergy & Bioproducts Conference
Hotel Murano
Tacoma, WA
www.etouches.com/ehome/59418 |
| October 1-3, 2014 | USIPA's 4th Annual Exporting Pellets Conference
Fontainebleau Hotel
Miami Beach, FL
www.theusipa.org/conference |
| October 22, 2014 | National Bioenergy Day |

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A: The primary goal is to increase our membership. We are a North American association and I would like to bring more Canadian manufacturers into PFI as well as additional U.S.-based facilities. We are here to serve our membership and all North American wood pellet plants should belong to and help drive the association. Other goals are to actively promote the PFI Standards Program and to bring more companies into the program.

Q: What is the biggest challenge facing the densified biomass industry?

A: As with any industry, long term financial stability is often achieved through diversification. This is especially true of an industry so affected by ever-changing weather. But the big challenge is trying to weigh your needs to grow into other markets including Europe, absorbency products, local commercial applications, and the like while also being able to serve the needs of the local heating market where demands can swing wildly and quickly.

Q: In just a few words, how do you explain wood pellets to someone who has never heard of them?

A: I guess we've all had a lot of experience doing that. We take a waste stream, dry it, compress it, and turn it into energy that's beneficial to the environment.

Q: Why is PFI membership important to you and your company?

A: Being a member of PFI affords us an opportunity to network with some of the best and most knowledgeable people in our industry. It also allows us to help mold the direction for our future. All members are encouraged to participate on committees. For example, I participate on the Standards Committee, amongst others, but the members of this committee help to shape the standards that will ultimately benefit all manufacturers, retailers and consumers.



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Q: What's the biggest change that you've seen in the pellet industry in the last twenty years?

A: Awareness is the biggest. No one knew what a pellet was twenty-one years ago. Now, you look at Italy selling 250,000 pellet stoves in one year, the European market being nineteen million tons, the North American market is currently four million tons, this is now a worldwide commodity that people are certainly aware of. Government agencies are aware of it and support us. We never had that in the early days.

Q: What do you like to do in your spare time?

A: Mostly fitness-based activities. Particularly over the past five years, I've been active six days per week with P90X or other physical activities. I'm an avid biker and will be doing a bike tour of Italy this fall. I also enjoy kayaking, hiking, yoga and snowshoeing. For me, fitness is further enhanced when it's performed outdoors. Whether it's the tranquility of a beautiful lake, the majestic Rockies or anywhere else with fresh air and sunshine, you can get lost in the beauty of nature and forget the added benefits of remaining healthy.

Q: Would you like to say anything else to the readers of the PFI Newsletter?

A: One of the messages that we have to get out is that we aren't the "Old Boys Club." Recent PFI bylaws changes will help form new ideas. Now, you can't be on the Board for more than two consecutive terms, for a total of six years, which will encourage others to step forward with new, progressive ideas. Also, we will have a new Chairman each year. When you have such a brief window of opportunity, there is a sense of urgency to accomplish that which is most important to you. Each year there is a fresh approach to leadership of the association. These changes to the PFI bylaws create so much opportunity for others to join the Board, play a strong role in the association and guide us to the future. That's a very positive change from how we were structured in past years.

Participate in National Bioenergy Day 2014

Bioenergy - the use of unusable agricultural waste and forestry byproducts to generate heat and energy - is a valuable source of clean energy. Bioenergy does not often receive the recognition it deserves for the productive use of otherwise wasted materials, keeping forests healthy and generating clean energy. National Bioenergy Day is an opportunity to showcase bioenergy facilities as well as the entire bioenergy supply chain. We are looking for participants across the industry to hold open houses or other events on Wednesday, October 22, 2014.

The **Second Annual National Bioenergy Day**, led by Biomass Power Association, is a nationwide day of advocacy for all kinds of heat and power generated by woody biomass and agricultural waste, from large-scale utilities to home heating stoves. It will be an event uniting all aspects of the bioenergy supply chain, including foresters, landowners, manufacturers, power producers and consumers.

Last year's National Bioenergy Day, the first in what we hope will become an annual event, exceeded our expectations, yielding 25 events in 14 states. Biomass facilities and universities hosted hundreds of visitors on a day that generated more than 20 print and television news items, in addition to considerable social media buzz.

While the event is national in scope, the focus remains on the community level: aiming to connect power and heat producers with recipients of biomass heat and power and elected officials at the federal, state and local levels. For those who are unaware of bioenergy, it is an opportunity to learn about its many environmental and economic benefits. For those who are familiar with bioenergy, it serves as a reminder of the role bioenergy plays in producing heat and power and in keeping forests healthy.

For more information, please contact Carrie Anand, VP of External Affairs for Biomass Power Association, at carrie@usabiomass.org or (202) 494-2493.

August 2014 MARKET UPDATE

Producer Comments:

“Trucking shortage and excessive rates are causing delays.” –Northeast

“Customers taking product much sooner after last year’s madness.” –Southeast

“We’re hearing that consumers are purchasing earlier than ever before. That means if winter is mild, in-season pellet sales will follow suit. We’re betting winter is similar to last year and figure to be busy through March.” -Midwest

“There is far more demand than our current capacity can handle.” -Northeast

WOOD PELLETS

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

United States:

Northeast: \$170-195 range. Operating capacities range from 85-100%. Manufacturers report good to excellent sales volumes and most anticipate an upward price trend.

Midwest: \$120-180 range. Manufacturers report good to excellent sales volumes and most report being ahead of last year in terms of tons sold. Operating capacities range from 95-100%. Most manufacturers anticipate an upward price trend.

Northwest & Mountain: \$155-175 range. Manufacturers report sufficient raw material availability and average or excellent sales volumes. The majority anticipate an upward price trend.



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A Sensible Solution for Growing the Wood to Energy Sector

By: Jennifer Hedrick, PFI Executive Director

Reprinted with permission from the forthcoming issue of Pellet Mill Magazine. You can find the article on the [Pellet Mill Magazine Website](#).

What's your Mad Cow?

That was the question asked by Carlton Owen at a series of meetings and conferences within the wood to energy sector over the last few months. You no doubt remember Mad Cow Disease. It was rampant in the United Kingdom in the '90s –killing cows and people, shattering consumer confidence throughout the UK, and halting beef exports. The first case was discovered in the United States in 2003, which could have been a harbinger of the end of the U.S. beef industry.

Except that didn't happen.

The beef industry very strategically utilized an existing program established over 20 years earlier—the beef checkoff program—to research the U.S. beef supply and inform Americans that it was safe. As a result, beef consumption actually increased.

The beef checkoff program, widely recognized through its campaign, “Beef. It's What's for Dinner”, and other commodity checkoff programs created through the U.S. Department of Agriculture's Program for Research and Promotion, have raised millions of dollars through producer assessments that are dedicated toward increasing consumer awareness and consumption, and growing markets.

The beef checkoff is only one example. Cotton, eggs, popcorn, pork, milk, almonds, and sorghum are others on a long list of existing programs. There is a paper and paper-based packaging checkoff that was launched just this year that is expected to raise \$25 million a year.

Carlton Owen and his staff at the Endowment for Forestry & Communities played a key role in the launch of the softwood lumber checkoff, which brings in \$15 million per year.

The Endowment has agreed to work with the wood to energy sector (e.g. pellet manufacturers, power producers, and possibly thermal energy producers) in the development of a checkoff program. It is already providing limited seed funding toward the exploration of the feasibility of such a program and has agreed to match the industry-raised dollars required for these early stages of development. This offer is not without a sunset, however, and we are approaching dusk.

A wood energy checkoff would not be run by any of the trade associations. By law it must be established by agreement of industry as a separate entity governed by an industry-elected board representing companies of varied size and geography. The board would determine the checkoff's structure and goals, how much money would be raised, and how the money would be used.

Importantly, there would be no free riders. All would contribute a small amount (likely cents per ton), which would lead to a large amount from which all would benefit.

Money raised from checkoff programs can be dedicated to a range of initiatives, including:

- Domestic and international promotion
- Research and development
- Exploration of new markets
- Public education

With the highly anticipated release of the EPA's biogenic framework, concerns with meeting sustainability requirements, plus growing markets, access to feedstock, achieving and adhering to U.S., and E.U. policy, not to mention

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*A Sensible Solution for Growing the Wood to Energy Sector,
continued from page 6*

being prepared to assure that the facts regarding biomass use and benefits are researched, available and presented to the public, there is no shortage of issues to address. While a checkoff program takes about two years to implement, these challenges will continue—and new ones will develop.

The beef industry stared down Mad Cow Disease and today has built a checkoff program that, according to research from 2013, achieves an ROI of \$11.20 for every dollar invested.

What is the wood to energy sector's Mad Cow? How will we respond? The clock is ticking.

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Pellet Fuels Institute Announces Relationship Change

Arlington, Virginia – September 2, 2014 – The Pellet Fuels Institute (PFI) announced today that it is changing its long-standing relationship with the Hearth, Patio & Barbecue Association (HPBA) in order to better provide the level of services required by its diversifying membership.

PFI is a North American trade organization serving manufacturers and other related affiliates involved in the densification of biomass for renewable energy and natural industrial applications. The association was previously managed by HPBA under a long-term agreement that included member reciprocity. Though PFI will now operate independently, the two organizations look forward to continuing to collaborate in areas of mutual interest and benefit.

“We are excited at the possibilities for growing our programs independently, which will enable us to better serve the densified biomass industry in the United States and Canada,” said Jennifer Hedrick, Executive Director of Pellet Fuels Institute. “We appreciate the leadership of our Board and support of our members as we make this transition. After a long and productive relationship with the Hearth, Patio & Barbecue Association, we look forward to continuing our close collaboration.”

Jack Goldman, President & CEO of HPBA, issued a statement on a continued partnership between the two groups, saying, “HPBA looks forward to working with PFI in a new relationship. We welcome a continued PFI presence at the annual HPBExpo and other HPBA events to ensure that we expand on the natural connection that our associations have built upon for many years.”

PFI has made significant changes to its bylaws to expand its membership base. The relationship change with HPBA will enable the association to pursue new goals in this area.

“The new arrangement will give us greater flexibility to address our members’ needs as we work to expand the scope of the organization,” said Darryl Rose, newly elected Chairman of the Pellet Fuels Institute. “As an industry we are well-positioned to capitalize on future business opportunities that stretch beyond the residential heating market. Our members’ business operations are changing and the association is focusing on expanding its strategic plan to address the needs of the densified biomass industry and to pursue the development of additional markets. We look forward to announcing further developments in this regard in the months to come.”

The Pellet Fuels Institute’s leadership announced these changes to attendees last month at the association’s annual conference and membership meeting held in Orlando, Florida. PFI’s headquarters will remain in Arlington, VA, allowing for convenient access to Capitol Hill, federal agencies, and the association’s many other government and industry partners based in and around Washington, DC.

Anyone interested in learning more about the newly transforming PFI and the benefits of becoming a member are encouraged to contact www.pelletheat.org or call 703-522-6778.



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Committee Updates

Promotions & Communications Committee Update

The Promotions and Communications Committee would like to welcome Rich Whiting of American Wood Fibers as a new member of the committee and extend our thanks to Stephen Faehner for his years of service.

The committee is in the process of reviewing suggested edits to the pellet promotional brochure it developed earlier this year, and is aiming to print additional copies of the brochure within the next couple of months.

Committee member Billy Hoskins of Easy Heat Wood Pellets has implemented our “grassroots” approach to the pellet promotional brochure distribution, by having brochures hand-delivered to several his retailers. He explained the purpose of the brochure to the recipients, and subsequently collected feedback from them. Both retailers and customers were very interested in the brochure, which extols the virtues of heating with wood pellets. In particular, one shop owner commented that the brochure helped him to sell a pellet stove that same day. How’s that for return on investment! The committee is now discussing the most efficient and cost-effective way to get the brochure the hands of other retailers and consumers.

Following input from the committee, Carrie Anand distributed marketing materials to companies currently enrolled in the PFI Standards Program. The materials include a letter to participants, draft letter to retailers, draft email to retailers, and draft language for a marketing piece for participants’ websites. Different versions were customized for manufacturers newly enrolled in the program, as well as those who have been participants in the program. These materials will assist program enrollees in promoting their participation and accreditation within the program and educate retailers.

The committee has begun a review of how the

association delivers news and information to its members and others, and is taking a close look at the quarterly newsletter format, including how advertising patterns have changed over recent years. We welcome all suggestions and comments regarding these and other potential initiatives.

Submitted by: Tammy Hippchen and Jase Locke, Co-chairs

Standards Committee Update

At the PFI Annual Conference this July in Orlando, the Standards Committee helped to coordinate a panel of experts presenting on progress with the implementation of the PFI Standards Program. John McDaniel of the American Lumber Standard Committee provided a brief update on information relating to the program’s accreditation body, and served as the moderator of the panel. Speakers included Kenny Lisle of Energex Corporation, Jason Robison of Conway & Robison, and Chris Wiberg of Timber Products Inspection. Kenny provided insight from the perspective of a pellet fuel producer that is in the process of implementing the program, referencing some of the lessons learned and the challenges of qualification. Jason spoke of the process of qualifying with an auditing agency, outlining the various steps from initial contact, program review, on-site inspection and final qualification. Chris gave information on laboratory testing, both at the production facility, as well as at a third-party lab. He covered common issues encountered with performing on-site tests and ways to assure that the on-site test results are an accurate indicator of the expected results from tests conducted at a third-part lab.

All of these presentations are available on the PFI website www.pelletheat.org.

The PFI Standards Program continues to progress with several additional producers nearing qualification. Keep your eyes and ears

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open for various qualification announcements before the end of 2014.

*Submitted by: Bob Sourek and Chris Wiberg,
Co-chairs*

Government Affairs Committee Update

The Government Affairs Committee met via teleconference following the PFI Annual Conference and discussed preliminary plans to hold a member fly-in in Washington, DC, during November or December. While many in Washington are turning their attention toward the November mid-term elections, with Congress in recess much of the time between now and then, there are still a number of significant legislative and regulatory issues that PFI has been actively tracking.

Biogenic Carbon Accounting

We continue to anxiously await release of EPA's biogenic framework, which will determine how carbon emissions from biomass combustion will be treated under the Clean Air Act. Our prediction holds that since the framework did not emerge in August, it will likely be held by the Administration until after the November election. However, we are receiving some conflicting reports that suggest it may be released mid-September. In any event, we will be poised to react quickly to the document whenever it is unveiled and will provide a brief summary and evaluation of it, followed by a more in-depth analysis. As we have mentioned, there will be an official comment period following its publication in the Federal Register.

In a well-timed development, the Society of American Foresters (SAF) is soon expected to publish a research piece in its Journal of Forestry that will extol the benefits of biomass energy, including the benefits of biomass utilization on public and private forests and associated reductions in forest-related carbon emissions. The SAF study, conducted by a team of forestry and forest carbon experts, will

be helpful in blunting some of the anti-biomass communications that have been pushed out recently by the Partnership for Policy Integrity and others. It will also be helpful in our communications with EPA and Members of Congress on the biogenic framework. A prepublication of the article can be found at goo.gl/QbK2Kx.

EIA Wood Heat Data Collection

The Energy Information Administration (EIA) hosted two productive meetings at its Washington, D.C. headquarters on August 21st and 27th to receive input on how a national wood heat survey should be crafted. In addition to PFI, there were other industry trade associations and several representatives of domestic and export pellet producers in attendance. The U.S. Forest Service was also a participant. At the outset, EIA staff confirmed that this survey effort is a direct result of a meeting PFI helped organize on Capitol Hill last year. EIA is recognizing the growing prevalence of wood as a primary heating fuel source and this recognition is culminating in a national survey focused exclusively on biomass heat.

The meeting featured a PowerPoint presentation from EIA. Clearly, the scope of the survey is critical and EIA is leaning toward focusing on densified biomass fuel. However, even within that term there are questions about what products will be included. Pellets from both woody biomass and agricultural feedstocks are captured, but a discussion ensued about whether that term also includes briquettes and manufactured fire logs. It seemed from the discussion that EIA is inclined to take a broad view of densified biomass fuel. One of the only items that was mentioned that may fall outside the purview of densified biomass fuel is chips, although EIA is in the beginning stages of scoping out the survey and will be soliciting further input.

One of the other issues that was raised during the two hour meeting was certification, both for the pellet itself (PFI Standards Program) and the feedstocks used to manufacture the pellet

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Committee Updates, continued from page 12

(SFI, FSC, PEFC). Representatives expressed interest in capturing data on both points. However, obtaining precise forest certification information from pellets manufactured from sawdust collected from multiple sawmills could be problematic.

The bottom line is that EIA is working toward a goal of producing a survey of the densified biomass producers and getting that survey into the field by April 30, 2015. Participation will be mandatory. There was much discussion about the potential administrative burden such a survey would impose on producers and EIA assured participants that they are receptive to these concerns and will craft and administer the survey accordingly. Once the draft survey is complete, it will be published in the Federal Register for additional written comment on recommended changes

Tax

We received word on last month that Senator Kelly Ayotte (R-NH) offered a verbal commitment to cosponsor the Biomass Thermal Utilization Act (S. 1007). This would be a very positive development for our efforts in moving our bill as we currently have only one Republican Senator as a cosponsor. As we have mentioned, building out support for the BTU Act in a bipartisan fashion is critical to the fate of this legislation.

Given the fact that New Hampshire recognizes thermal RECs in its RPS and biomass heating has found traction in the state at both the residential and commercial/institutional levels, it makes sense that Senator Ayotte would lend her support for S. 1007. We will continue our efforts to seek Republican and Democrat cosponsorship of this legislation so that when an opportunity emerges to move its provisions, we can demonstrate to Senate leadership broad based support for the bill.

PFI will continue to update you on these and other activities, including any plans to hold a fly-in later this year. Please contact PFI staff at

pfimail@pelletheat.org if you may be interested in attending the fly-in. Otherwise, be sure to review upcoming Pellet Wire emails for more information.

Submitted by: Pat Rita and Jason Berthiaume

Conference Committee Update

The Conference Committee has just wrapped up work on the 2014 Annual Conference at the Omni Orlando Resort at ChampionsGate. The committee received a lot of great feedback from conversations with attendees and reviewing the results of the conference evaluations. That feedback has already proven helpful as we continue the selection process for 2015 in earnest. This year, over 215 individuals were in attendance, along with 37 exhibitors touting their companies' products and services. The conference kicked off on Sunday, July 27, with the PFI Annual Golf Tournament, held on the Omni's International Course. That evening, the Welcome Reception was held in the exhibit area, allowing attendees to mingle with exhibitors.

On Monday, we began the morning with breakfast in the exhibit hall, followed by a report on the state of the industry in the opening session. With more and more pellets being exported each year, it was one of the hot topics of Global Pellet Market Report panel. Similarly, the Navigating the Export Pellet Market panel garnered a lot of attention the following day. Prior to Monday's lunch, a panel of pellet fuel and appliance manufacturers discussed the outlook and expectations for the pellet market from their perspective. After lunch, the attendees learned about policy and regulations affecting the pellet industry from both regional and national perspectives. Monday concluded with presentations on enhancing both the operations and business side of pellet plants. Dinner on Monday was held outside, under clear skies with a live band entertaining in the background. A delicious southern style barbeque was served

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with all the fixings. Lawn games and golf were available and fun and smiles were abundant into the night.

After Tuesday's breakfast and PFI Annual Membership Meeting, keynote speaker Carlton Owen, of the U.S. Endowment for Forestry & Communities, spoke about "Achieving the Potential of the Broader Wood-to-Energy Sector," which was followed by a panel focusing on the PFI Standards Program.

The Conference Committee is currently working on selecting a property for the 2015 Annual Conference. We hope to have an announcement in the next few weeks and will begin discussing development of the conference program for next year, with this year's feedback in mind.

The committee is also working on our next event, Breakfast & Biomass: A Briefing on the Pellet Market, which will be held in conjunction with the HPBExpo, March 5-7, 2015, in Nashville, TN. Breakfast & Biomass has been very informative and well-attended in the past few years, and the Conference Committee looks for that trend to continue in Nashville. Keep an eye out for registration information to be distributed later in 2014.

Submitted by: Troy Jamieson and Stephen Faehner, Co-chairs

PFI Welcomes New Chairman, Board Members

Board Names Committee Chairs for 2014-15

Darryl Rose, Senior Vice President of Marketing for Energex Corporation has been elected Chairman of the Board of the Pellet Fuels Institute for 2014-2015. Darryl has been an active member of PFI, having served two terms on the PFI Board and as a member of the Membership, Standards and Conference committees.

Darryl is joined on the Executive Committee by Stephen Faehner of American Wood Fibers, who will serve as Vice Chairman, and John Utter, of Lignetics Inc., who was elected Secretary/Treasurer. Outgoing Chairman Scott Jacobs of AgriRecycle will remain on the Executive Committee as Past Chairman.

PFI also welcomes four new directors to the Board: Chris Amey of Rentech, Stan Elliot of Pacific Coast Fiber Fuels/Olympus Pellets, Nathan Smith of Koetter & Smith, and Don Wagner of Appalachian Wood Pellets. Elected to the Board to new terms are: Troy Jamieson, Somerset Pellet Fuel; Gary Moore, Forest Energy Corporation; Darryl Rose, Energex Corporation; Bob Sourek, Bear Mountain Forest Products; Jeff Thiessen, Dansons/IBL; and John Utter, Lignetics, Inc.

PFI is grateful for the long-term service of outgoing directors Bruce Lisle of Energex and Keith Hankins of Pennington Seed.

During its July 29th meeting, the Board of Directors named the committee chairs for 2014-15. Chris Amey was named Chairman of the Export and Domestic Bulk Fuel Committee, while Ron Leofsky of Allegheny Pellet Corp. will join Richard Thomas of Courtland Hearth & Hardware, Inc. as co-chair of the Membership Committee. Continuing for another term as co-chairs of their respective committees are Jase Locke of Bliss Industries, LLC and Tammy Hipchen of Timber Products Inspection for Promotions and Communications, Stephen Faehner and Troy Jamieson for Conference, and Chris Wiberg of Timber Products Inspection and Bob Sourek for Standards. Bruce Lisle of Energex Corporation will serve as Chairman of the Government Affairs Committee and Rob Davis of Forest Energy Corporation will serve as vice-chairman. Mr. Davis will also serve as chair of the Transition Committee.

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
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
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 Corporation	Darryl Rose	Mifflintown, PA	(717)436-0015	www.energex.com
Energex Corporation	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
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
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
New England Wood Pellet LLC	Mark Wilson	Jaffrey, NH	(603)532-9400	www.pelletheat.com
Northeast Wood Products LLC	Mike Reid	Uncasville, CT	(813)951-2771	www.thermaglo.com
North Idaho Energy Logs	Clark Fairchild	Moyie Springs, ID	(877)564-4897	www.northidahoenerylogs.com
O'Malley Timber Products, LLC	Matt O'Malley	Tappahannock, VA	(804)445-1118	www.omalleywoodpellets.com
Ozark Hardwood Products LLC	Robert Carter	Marshfield, MO	(417)935-9663	www.ozarkhardwoodproducts.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.	Randy Osborn	Madison, GA	(417)637-5978	www.penningtonseed.com
Rentech, Inc. / Fulghum Fibres	Jamie Carlson	Los Angeles, CA	(310)571-9800	
Richard S. Burns and Co. Inc.	William Hudome	Philadelphia, PA	(215)324-6377	www.burnscompany.net
Shaw Resources	Darrell Robinson	Shubenacadie, NS	(902)758-2095	www.shawresources.ca
Smith Flooring Inc.	Van Kent Smith, Jr.	Mountain View, AR	(417)934-2291	www.smithflooring.com
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
WestWind Logistics LLC	Jeff DeVries	Des Moines, IA	(563)210-3989	www.westwindlogistics.net/

PFI Supplier & Associate 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
Aquarius Development, LLC	Stephen Vitiello	Boca Raton, FL	(954)985-6750	www.floridacuttings.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
California Pellet Mill	Tim Gilbert	Waterloo, IA	(319)232-8444	www.cpmroskamp.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
Dansons/Industrial Bulk Lubricants	Jeff Thiessen	Edmonton, AB	(780)455-5377	www.dansons.com/ibl.html
Dorssers Inc.	Peter Timmermans	Blenheim, ON	(519)676-8113	www.dorssers.com
Envirotech Fuels	Jim Plazak	Elkridge, MD	(410)579-2442	www.etfuels.com
Forest Business Network LLC	Craig Rawlings	Missoula, MT	(406)240-0300	www.forestbusinessnetwork.com
Grafton Upton RailCare	Michael Polselli	Upton, MA	(508)529-6674	
Green Globe Services, LLC	Rashid Shakir	Columbia, MD	(443)204-4885	www.greenglobeservices.com
Industrial Cutting Tools	Walter Cowart	Valdosta, GA	(800)220-8790	www.indcuttools.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
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
Player Design, Inc.	Tyler Player	Presque Isle, ME	(207)764-6811	www.playerdesign.net
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	(914) 273-4111	www.trinitypackaging.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
USI Insurance Services	Gordon Lane	Charleston, WV	(304)347-1591	ww2.usi.biz/
Vecoplan Midwest, LLC	Bill Miller	New Albany, IN	(812)923-4992	www.vecoplanmidwest.com
Verdanté BioEnergy Services	G. David Waechter	Lenoir, NC	(828)394-1246	www.verdantebioenergy.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