



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

Where has the time gone? It seems like just days ago we were gathered for the PFI Conference in Connecticut, surrounded by trees as far as the eye could see, and enjoying the coastal New England summer. Now, most of the leaves are off the trees, and the area has already received its first good coating of snow. Of course, as pellet manufacturers, hearth retailers, or even industry suppliers, that's music to our ears. While an early cold spell is welcome, and a departure from last year's winter that never really came, the question remains: what kind of heating season will it be?



Scott Jacobs, PFI President

A look at the Energy Information Administration's (EIA) Winter Fuels Outlook often provides a good clue on what to expect in the colder months. Based upon advance weather forecasting, and anticipated fuel price trends, it estimates the cost of heating your home with different fuels over the course of the heating season. EIA projects double-digit percentage increases in the cost of heating with fuel oil, natural gas, and propane, along with a 5-percent increase in heating with electricity. Most of this increase is attributable to the probability of a colder winter for much of the country this year, than last.

Perhaps even more significant for our industry than the probability of a cold weather and increased fossil fuel prices is the inclusion of wood in the Winter Fuels Outlook for the first time, a direct result of the advocacy of our industry, including PFI members and staff. The EIA reports says, among other things, "wood consumption in homes has risen over the past 10 years, reversing a trend seen in the last two decades of the 20th century. In 2009, U.S. households consumed about 0.5 quadrillion Btu (quads) of wood. Household fuel oil consumption, by comparison, was only slightly higher at 0.6 quads."

I encourage you to read the entire Outlook at
<http://www.eia.gov/forecasts/steo/report/winterfuels.cfm>

Scott Jacobs
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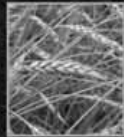
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CALENDAR OF EVENTS

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

- | | |
|-------------------|--|
| March 14, 2013 | PFI Membership Breakfast
Orange County Convention Center
Orlando, FL
www.pelletheat.org |
| March 14-16, 2013 | HPBExpo 2013
Orange County Convention Center
Orlando, FL
www.hpbexpo.com |
| April 3-5, 2013 | Northeast Biomass Heating Expo
Saratoga Spring, NY
www.nebiomassheat.com |
| April 8-10, 2013 | International Biomass Conference
Minneapolis, MN
www.biomassconference.com |
| July 28-30, 2013 | PFI Annual Conference
The Grove Park Inn
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November 2012 MARKET UPDATE

Producer Comments:

“Set a new sales record in October. November may possibly surpass that.” –Northeast

“Behind, but catching up. Will be a good year, unless Old Man Winter decides not to show up.”

–Midwest

“Big slowdown the last two months.” -Northwest & Mountain

“Need weather.” - Southeast

“Preseason sales were behind last year. Hope to catch up this quarter.” –Northwest & Mountain

“Markets are strong.” -Northeast

WOOD PELLETS

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

United States:

Northeast: \$152-190 range. Manufacturers report average to excellent sales volumes and sufficient raw material availability.

Midwest: \$150-170 range. Manufacturers report sufficient raw material availability and most don't anticipate any price trend changes.

Southeast: \$135-160 range. Operating capacities range from 65-100%. Most manufacturers report being behind last year, in terms of tons sold.

Northwest & Mountain: \$152-179 range. Manufacturers report good sales volumes and sufficient access to raw materials.

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Raising the Profile of Biomass and Shaping Policy at the State and Federal Levels

By: Jennifer Hedrick, PFI Executive Director
hedrick@pelletheat.org

As I write this, the presidential election has just been decided and like many of you I am celebrating the end to the ongoing ads, calls and knocks on my door from canvassers. It was a long election season, especially for those of us living in “swing states”. It is, of course, too early to tell what impact the presidential and congressional elections will have on the industry but the end of the season means that Congress will be getting back to work after the election hiatus.

Fiscal Cliff negotiations will figure prominently throughout the next several weeks and will capture a great deal of the lawmakers’ time, however, there can be opportunities for our industry to capitalize on the lame duck session, the period between the election and the new congressional term in January.

As such, PFI’s Government Affairs Committee, our lobbyist Pat Rita, and staff are organizing a fly-in for early December. We’ll focus on many of the issues for which we lobbied during our June fly-in, and still remain unresolved for 2012, including the Farm Bill and extension of tax credits, including 25c which provides a credit for biomass burning appliances. Passage of the Farm Bill, as expected, has been an uphill battle. Though a final bill is not expected by year-end, a temporary extension is a likely fix, thus an occasion for PFI to advocate for extension of the bill’s energy titles will present itself.

The lame duck fly-in will also allow us to lay the groundwork for the year ahead and discuss opportunities for industry growth and promotion. This is especially important as leadership posts change and advocates such

as Senators Bingaman and Snowe mark their retirements at the end of this Congress. We’re encouraged by the increasing number of Members of Congress who support biomass for thermal use and call on PFI for guidance on proposed policy measures. Pat Rita’s work on the Hill as well as continued efforts by members of our Government Affairs Committee and other members visiting DC individually or during fly-ins, also helps to raise that level of exposure.

The activity around the U.S. at the state level certainly bodes well for increasing industry awareness at the federal level. New Hampshire became the first state to include thermal energy in its renewable portfolio standards (RPS) and is setting an example for its New England neighbor states as they develop their own thermal policies. Maryland has just initiated a rebate program for wood and pellet stoves, providing incentives to homeowners purchasing new appliances. And, Alaska and Oregon and Washington State are leaders in the west, developing state policies and initiating programs to encourage the use of biomass for thermal applications.

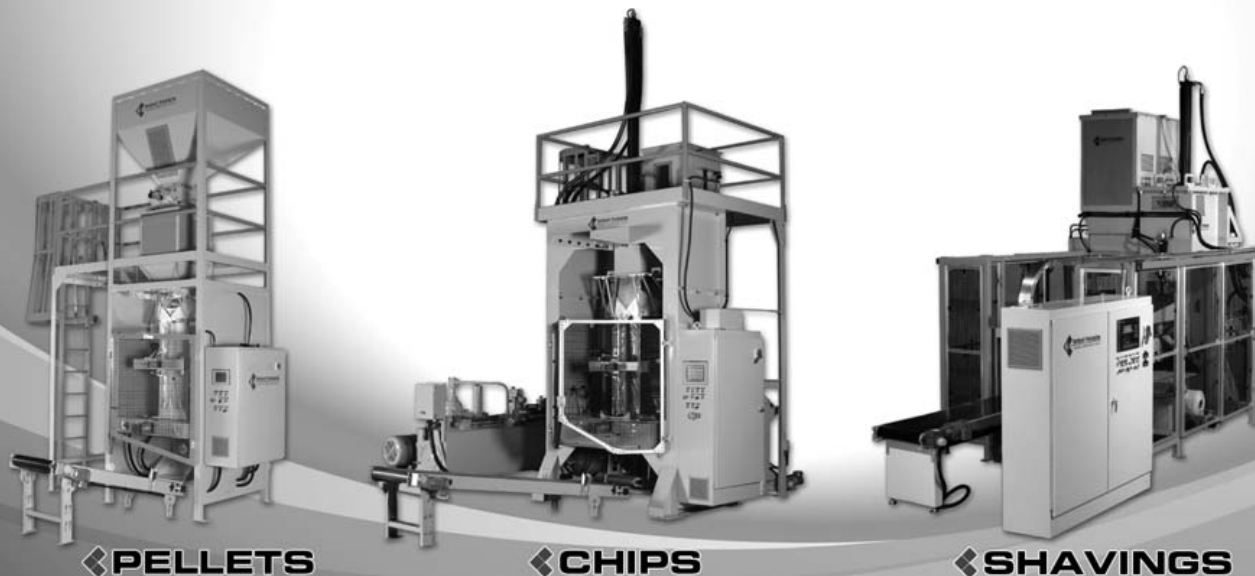
In addition to policy work, the mobilization of states in offering regional educational forums ensures that important industry trends and needs are being discussed, and provides opportunities for local policy makers and staff members to intermingle with industry practitioners. The importance of this interaction between industry and policy makers cannot be underscored enough.

The achievements at the grassroots level are examples that can be used to strengthen our message among federal audiences and help encourage policies for small and large scale biomass thermal use—helping to grow your businesses and the industry.



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Save the Date -- PFI Membership Breakfast at HPBExpo 2013

PFI will hold a Membership Breakfast at HPBExpo in Orlando, FL on Thursday, March 14th, 2013 at 7:30 a.m. The breakfast will feature updates on PFI activities, public policy and the always popular stove shipment data report.

PFI and HPBA members, along with other interested parties are invited to register to attend. More information on the PFI Membership Breakfast will be posted on pelletheat.org and appear in the PFI Newsletter in the coming months.



Pat Rita of Orion Advocates is scheduled to speak at the PFI Breakfast at HPBExpo in Orlando, FL.

We look forward to seeing you in Orlando!

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PFI Committee Updates

Conference Committee Update

The Conference Committee has been meeting regularly to plan PFI's two big events for 2013: the PFI Annual Conference and the PFI Membership Breakfast at HPBExpo in Orlando, FL. Yes, you read that correctly! At the upcoming HPBExpo, in lieu of the membership luncheon normally held on the Wednesday before the opening of the expo, PFI will host a breakfast on Thursday, March 14. Please mark your calendars now. The breakfast will feature updates on PFI activities, public policy and, the always popular stove shipment data report. More information will be posted on the PFI website and in the Pellet Wire emails. (To receive the Pellet Wire, contact Jason Berthiaume at berthiaume@pelletheat.org.)

Planning for the annual conference at The Grove Park Inn is well underway. We hope you've already marked July 28-30 on your calendar and plan to join us in Asheville, NC. The Conference Committee is in the early stages of planning the program, and seeks input from you on topics and speakers. A call for topics will be issued soon and a call for speakers will be circulated in the spring. Contact Jennifer Hedrick at hedrick@pelletheat.org or 703-522-6778 to suggest topics or speakers. Self-nominations are welcome!

We return to Asheville after a very successful conference there in 2010. The Grove Park Inn is a first-rate facility with an extensive list of on-site amenities and easy access to the airport, downtown Asheville and nearby mountain ranges and parks. The Biltmore, one of America's most prominent homes, remains a very attractive destination for visitors to Asheville. We encourage you to bring your families along to the conference and stay a few days in Asheville.

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

Promotions & Communications Committee

The committee members spent time early in 2012 working on development of the new PFI standards logo for use on the Quality Mark for the standards program. This logo will be used on the quality mark printed on manufacturer pellet bags to help consumers identify PFI standards program participants. This logo identifies the product as a PFI Graded Fuel.

Another new development is the electronic advertising program for the PFI website and the Pellet Wire. PFI members and non-members can now reserve banner ads for reasonable monthly rates on both sites. It offers the opportunity for increased visibility for advertisers, and will also assist PFI with additional revenue.

The committee is currently focusing on the development of new PFI brochures, to provide updated content and contact information, as well as highlight PFI's website and social media presence. The committee agreed that the current PFI brochure Future of American Energy is a good place to begin the efforts. We are currently in the process of soliciting estimates from several graphic designers for either a brochure update or a full redesign.

The committee welcomes you to share any new ideas you may have to help further promote PFI and its members. We also encourage any interested participants to join the committee.

*Tammy Hippchen, Promotions &
Communications Committee Chair*

Standards Committee Update

On November 8th and 9th, PFI was provided the opportunity to participate in a National Education Forum put on by state and regional environmental regulatory agencies in

continued on page 12

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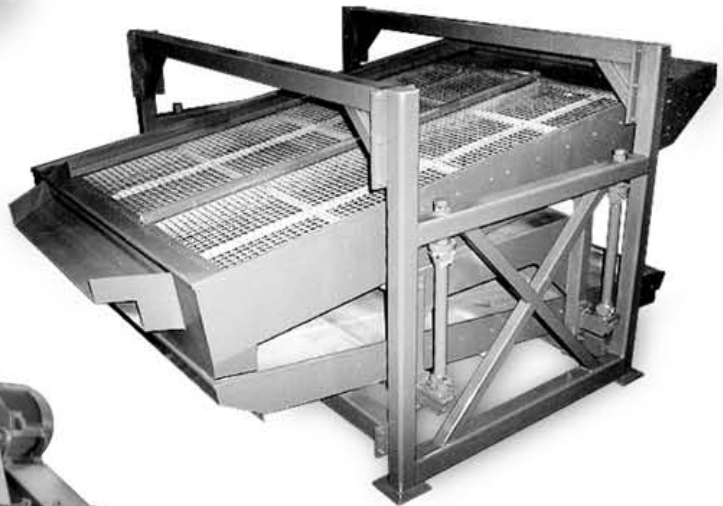
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Committee Updates, continued from page 9

Minneapolis to discuss the current direction of the EPA's anticipated New Source Performance Standard for Residential Wood Heaters (NSPS). The first day consisted of industry presentations providing insight to current technology and industry contributions and general information as it pertains to the NSPS, while the second day consisted of deeper discussions regarding future direction. PFI was invited to participate in the first day of meetings, with PFI's Standards Committee co-chair Chris Wiberg providing a presentation outlining the PFI Standards Program and how it is intended to be a solution for some of the regulatory concerns being addressed by the NSPS, specifically testing of densified biomass used in residential wood heaters. In particular, PFI's presentation demonstrated how EPA's key concerns related to testing were addressed by the various program components including the use of an accredited auditing structure, third party testing and inspection, and prohibiting the use

of inappropriate materials. In general it was our perception that PFI's program information was well received and will not be disputed as the primary means by which the U.S. would grade pelletized fuel for the purposes of the NSPS.

In addition to the various presentations from state agencies, the U.S. EPA provided a status report of the NSPS and offered their timeline for its release. It is anticipated that a draft of NSPS will be completed by the end of the calendar and then sent to the Office of Management and Budget for its review, which will likely take a few months. EPA's goal is to have a proposal released for comment in the Federal Register by Spring 2013, though a later release date seems more probable.

Chris Wiberg and Bob Sourek, Standards Committee Co-chairs

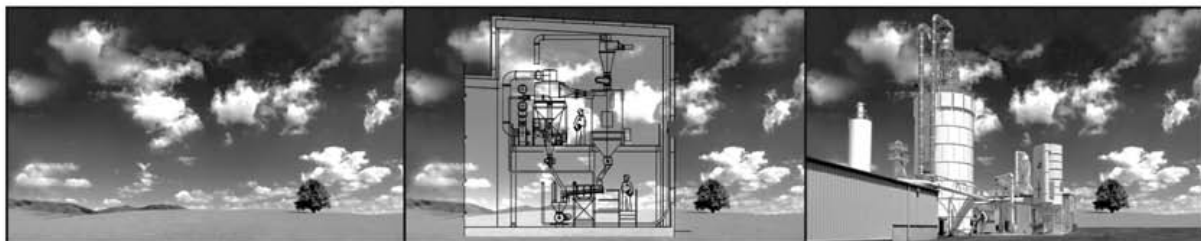


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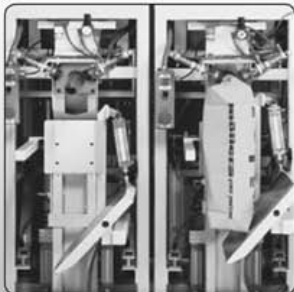
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USDA Wood to Energy Initiative

By: Kate MacFarland, Presidential Management Fellow, U.S. Forest Service

In October 2010, three United States Department of Agriculture Under Secretaries instructed five agencies to work to apply USDA programs to help wood energy projects get off the ground. This effort was proposed to help achieve Secretary Vilsack's vision, a restoration economy that generates and sustains rural jobs and prosperity. Markets for woody biomass support forest restoration, help landowners maintain their land as forests, and create value for small diameter timber.

Since 2010, significant advances have been made within USDA to carry out these instructions through the efforts of the Farm Services Agency, the Forest Service, and the three Rural Development agencies, Rural Housing Service, Rural Business-Cooperative Service, and the Rural Utilities Service. In 2011, about \$114 million in grants and about \$259 million in loans and guaranteed loans went towards wood energy projects. This funding came from the Rural Energy for America Program, Rural Utilities Services loans, the Forest Service Woody Biomass Utilization Grant Program, USDA Advanced Biofuels Payments, the National Institute for Food and Agriculture's Agriculture and Food Research Initiative Competitive Grants Program and Biomass Research and Development Initiative, and the Biorefinery Assistance Program.

In 2011, the agencies received further instruction from the Under Secretaries, commending them on their previous work and instructing them to focus on identifying opportunities and overcoming barriers within USDA. The

agencies have worked to better understand one another's programs and have adjusted technical and financial assistance to provide support throughout all phases of project development for wood energy systems of many different scales. One outcome of these efforts has been a set of outreach, financial, and technical tools that help identify financially, ecologically, and socially feasible projects.

Another important outcome of the work in 2012 has been the development of wood energy teams at the state level. These teams build on the woody biomass working groups that already exist in many states. The teams include the federal, state, local, private, and non-profit sectors, bringing together their financial, technical, supply, and community outreach skills. Successful wood energy projects require expertise from a variety of sectors. These teams work to identify potential clusters of wood energy, provide technical assistance, inform project proponents of resources that are available to them, and carry out other activities that suit that location. Because policies, supply, and social acceptance differ from state to state, it's important to provide support at this scale.

Going forward, the Wood Energy Initiative is continuing to work to support wood energy projects of all sizes, both through these state teams and through its national and regional programs. USDA is looking forward to increasing its partnership with both government and non-governmental organizations to help make more projects happen. Through these efforts, wood energy will continue to be an important part of the integrated wood products industry that helps to support a restoration economy.



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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
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	
Varn Wood Products	George Varn	Hoboken, GA	(912)458-2187	
Westervelt Renewable Energy	Mike Williams	Tuscaloosa, AL	(205)562-5670	www.westerveltenergy.com
West Oregon Wood Products, Inc.	Christopher Sharron	Columbia City, OR	(503)397-6707	www.wowpellets.com
Wood Fuel Developers, LLC	Steven Gordon	Chester, VA	(804)414-1101	www.woodfueldevelopers.com

PFI Associate & Supplier Members

Company	Contact	Location	Phone	Website
AgriRecycle, Inc.	Mike Ferguson	Bolivar, MO	(417)872-9175	www.agrirecycle.com
Amandus Kahl USA Corporation	Martin Johnson	Alpharetta, GA	(770)521-1021	www.akahl.us
Andritz, Inc.	Scott Shuman	Muncy, PA	(724)941-1416	www.andritzsproutbauer.com
Biofuel Boiler Technologies, LLC	Bruce Lisle	Mifflintown, PA	(717)436-9300	www.thebiomassboiler.com
Biomass Commodities Corporation	Averill Cook	Williamstown, MA	(413)458-5326	www.biomasscommodities.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.	Sven Lessmann	Plymouth, MN	(763)847-9900	www.buhlergroup.com
Bulldog Bag Ltd.	Neil Davies	Richmond, BC	(604)273-8021	www.bulldogbag.com
California Pellet Mill	Ron Fuller	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
Choctaw Cty Econ. Dev. Foundation	Nick Walters	Ackerman, MS	(662)285-3778	www.choctawcountymys.com
Coastal Equipment Sales	Bill Moran	Flerming Island, FL	(904)213-8019	www.coastalequipmentsales.com
Continental Biomass Industries	Ed Donovan	Newton, NH	(603)382-0556	www.cbi-inc.com
Conveying Industries	Bill Friday	Denver, CO	(877)600-4874	www.conveyind.com
CSX Transportation	John Murray	Jacksonville, FL	(904)366-4396	www.csx.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
Firefly AB	Ryan Morrow	Stockholm, SE	(468)449-2500	www.firefly.se
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
Grandeg Bio Pellet Boiler Mfrg.	Andris Lubins	Riga, Latvia	(371)671-85959	www.grandeg.com
Hershey Equipment Co., Inc.	Richard Hyde	Lancaster, PA	(314)378-2693	http://hequip.com/
Jacobs Corporation	Charles Hoffnagle	Harlan, IA	(712)755-3131	www.jacobscorp.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
Laidig Systems, Inc.	Mike Schuster	Mishawaka, IN	(574)256-0204 x236	www.laidig.com
Larson Engineering, Inc.	Paul Douglas	Norcross, GA	(770)279-6010	www.larsonengr.com
LM Machinery and Equipment LLC	Wladimir Labeikovskiy	Pittsburgh, PA	(412)608-8528	http://www.lm-machinery.net
M-E-C Company	Gary Follmer	Neodesha, KS	(620)325-2673	www.m-e-c.com
MoistTech	Adrian Fordham	Moorpark, CA	(805)378-1160	www.moisttech.com
Mollers North America	Tom Wagner	Grand Rapids, MI	(616)942-6504	www.mollersna.com
MVTL Laboratories	Jeff Reiser	Bismarck, ND	(701)258-9720	www.mvtl.com
Northeast Lumber Manufacturers Assoc.	Jeff Easterling	Cumberland, ME	(207)829-6901	
Pacific Lumber Inspection Bureau	Jeff Fantozzi	Federal Way, WA	(253)835-3344	www.plib.org
Package Research Laboratory	David Dixon	Rockaway, NJ	(973)627-4405	www.package-testing.com
Premier Tech Chronos	Francois Kirouac	Riviere-du-Loup, QC	(418) 868-8324	www.ptchronos.com
Price LogPro, LLC	Josh Krauss	Hot Springs, AR	(800)286-7803	www.logprollc.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
RISI	Seth Walker	Bedford, MA	(866)271-8525	www.risi.com
Rotochopper, Inc.	Monte Hight	St. Martin, MN	(320)548-3586	www.rotachopper.com
Solagen Incorporated	Francis Sharron	Deer Island, OR	(503)366-4210	www.solageninc.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.wstc.unbf.ca
Wood Pellet Association of Canada	Gordon Murray	Revelstoke, BC	(250) 837-8821	www.pellet.org

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