



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

The holiday season is upon us, providing the opportunity to enjoy the company of family and friends. Perhaps you'll all be huddled around the pellet stove, looking forward to a bright year ahead. The end of the year also gives us the chance to look back over 2013 and the status of the densified biomass industry. This is something that I have done often in this column, especially when this time of year rolls around.



Scott Jacobs, PFI Chairman

While looking to the past is important, as it can teach us so much, it is perhaps equally important that we look towards the future to anticipate what lies ahead. As I heard someone say recently, you don't drive your car looking in the rearview mirror the whole time. You keep focused on the road ahead, only occasionally checking behind you. While that comparison may be an imperfect one, I think that it reinforces my point. Besides, our Executive Director, Jennifer Hedrick, presents a thorough and informative look back over PFI's work this year, on page seven.

So, what do we have to look forward in the year to come? Well, immediately, we have the remainder of the heating season. As you may have read in PFI's *Pellet Wire* and other publications, the National Oceanic and Atmospheric Administration (NOAA) is forecasting a fairly typical winter in the sense that, for most of the country, there is an equal probability of a colder than average, about average, or warmer than average winter. Confused yet? NOAA also reports that the odds slightly favor a warmer than average winter in the extreme Northeast and parts of the South Central and Southwest. In short, while NOAA's forecasts do not point towards a great likelihood of a colder-than-average winter throughout the U.S., they don't point at all in the other direction for the vast majority of the country. The good news is that many of us are experiencing some significant early-season snow and cold (which is proving beneficial for sales). If you want to get a good snapshot of recent snowfall around the country, go to <http://www.ncdc.noaa.gov/snow-and-ice/>.

continued on page 3

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CALENDAR OF EVENTS

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

- | | |
|-----------------------------|--|
| February 19-20, 2014 | Canadian Wood Pellet Heating Conference
Montreal, Canada
www.pellet.org |
| March 6-8, 2014 | Hearth, Patio & Barbecue Expo
Salt Palace Convention Center
Salt Lake City, UT
www.hpbexpo.com |
| March 6, 2014 | Breakfast and Biomass: A Briefing on the Pellet Market
Salt Palace Convention Center
Salt Lake City, UT
www.pelletheat.org |
| March 24-26, 2014 | International Biomass Conference and Expo
Orlando, FL
www.biomassconference.com |

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Chairman's Message, continued from page 1

Looking just slightly further into the future, PFI has a couple of important events on the horizon. First will be *Breakfast & Biomass: A Briefing on the Pellet Market*, on Thursday, March 6th at the Salt Palace Convention Center in Salt Lake City, UT. Held in conjunction with the Hearth, Patio & Barbecue Expo, this event should be of interest to fuel manufacturers, retailers, and appliance manufacturers alike, as we examine regulatory issues and opportunities facing the industry, the potential for market growth in the Western U.S., and the 2013 Hearth Appliance Shipment Report. You are sure to find plenty of useful information, along with great networking opportunities. I would be remiss if I didn't mention Forest Energy Corporation and thank them for their sponsorship of *Breakfast & Biomass*. It's not too late for your company to follow suit, gaining increased visibility while supporting an important event. Visit the PFI website for more details about *Breakfast & Biomass*.

While we are just a few weeks into meteorological winter, it won't be long until thoughts turn toward Orlando in July. The Omni Orlando Resort at ChampionsGate will host the 2014 PFI Annual Conference from July 27-29. The Conference Committee is busy planning for the event, and will issue a Call for Speakers in the New Year. This year's event set a high bar, and we aim to exceed it in 2014. Look for more information on registration, exhibits, sponsorship and the agenda in the next few months.

I'll conclude my last Chairman's Message of the year by wishing your family happy holidays and a prosperous New Year.

Scott Jacobs
president@pelletheat.org



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December 2013 MARKET UPDATE

Producer Comments:

“Cold weather driving sales.” –Northeast

“It’s beginning to look a lot like...a cold, busy season!” -Northwest & Mountain

“Sold out, plus some!” –Midwest

“Too many pellet suppliers competing for the same business. More supply than demand”
-Northwest & Mountain

WOOD PELLETS

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

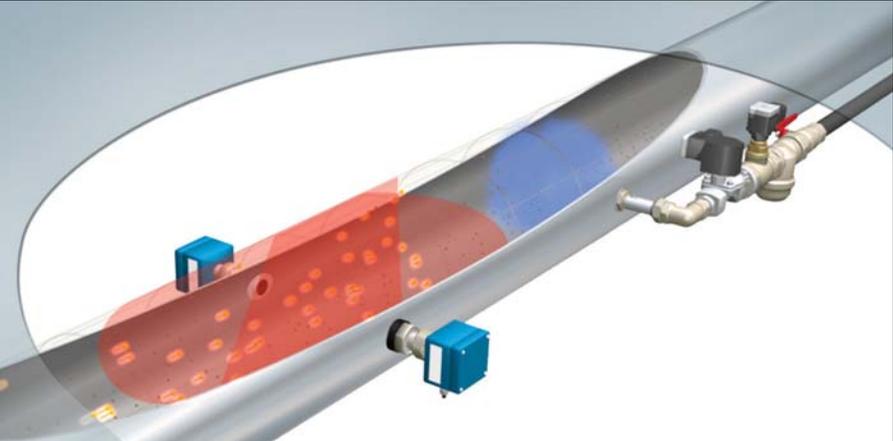
United States:

Northeast: \$145-170 range. Operating capacities range from 60-100%. Most manufacturers anticipate an upward price trend, along with good to excellent sales volumes.

Midwest: \$140-160 range. Manufacturers report good to excellent sales volumes and being ahead of last year in terms of tons sold.

Southwest: \$145-169 range. Manufacturers report sufficient raw material availability.

Northwest & Mountain: \$150-169 range. Manufacturers report sufficient raw material availability and good to excellent sales volumes. Operating capacities range from 80-100%.



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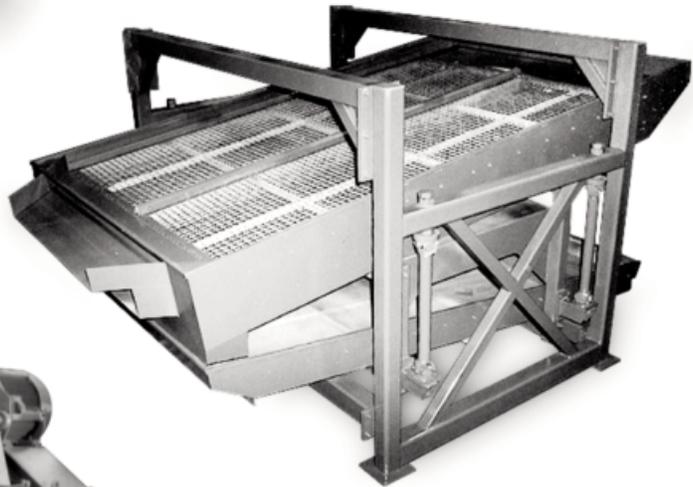
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PFI 2013: The Year in Review

By: Jennifer Hedrick, Executive Director

As I write this article we're somehow knocking on December's door, another year coming to a close. It's been a busy and productive year for PFI, and I wanted to take this opportunity to reflect on the past year, highlighting many of the initiatives of 2013, while preparing for the year ahead.

PFI enrolled four companies, Curran Renewable Energy, American Wood Fibers, Lignetics, Inc., and New England Wood Pellet, which represent nine production facilities, into the PFI Standards Program over the past year. I've talked to quite a few of you who have indicated that you're working with auditing agencies to become eligible for enrollment or intend to start the process soon.

Interest in the standards program is growing, and not just among manufacturers. Retailers and consumers are learning more about the program and often contact the PFI office for information on the program to help better guide their purchasing decisions.

The PFI Board and Standards Committee continue to review ways to strengthen the program, and staff is working toward a larger promotion effort in the year ahead. The PFI website is the best way to learn about program developments and we'll continue to update you via the Pellet Wire as well.

If you're considering enrolling in the program but aren't sure how—or if—to proceed, call us at the office. We're happy to explain the program details to you and the process for enrollment.

I haven't taken the time to log the hotel nights or air miles, but PFI was on the road a lot in 2013. Giving presentations, promoting the in-

dustry and the association, and meeting with members and potential members. It remains our best opportunity to spread the word about densified biomass and make the connections that help build the industry. We are ironing out the schedule for the year ahead now, but welcome invitations throughout the year to speak at conferences and participate in other industry-related events. Contact me directly when you learn of opportunities where PFI should be involved or where speakers are needed.

The pellet market continues to grow globally, bolstered by the demand for pellets from North America to satiate the growing EU market. PFI has become more involved in that market over the last year, attending conferences and meetings in Europe to promote the North American industry and understand the needs of a growing global pellet market.

PFI is an observing member of the European Pellet Council and attended two of its meetings in 2013—in Wels and most recently in Berlin. Additionally, by participating in these meetings, PFI will increase its focus on creating greater business opportunities for you within European markets.

PFI held two events in 2013, *Breakfast & Biomass: A Briefing on the Pellet Market* at HPB-Expo in Atlanta in the spring and the PFI Annual Conference in Asheville, NC, this past July. If you've never attended either of these events, I encourage you to consider adding them to your calendars for 2014. Both are excellent opportunities to network with colleagues and learn more about industry developments, including new products, initiatives, and regulations being proposed by the government.

You can read more details on the upcoming Breakfast & Biomass in the Conference Committee report on page twelve.

Year in Review, continued from page 7

The PFI Annual Conference drew 250 attendees this past year to The Grove Park Inn. The conference heads to Orlando this year and the Omni Orlando at ChampionsGate, a new venue for our conference and one with first-rate meetings facilities and activities for attendees and families. The conference will be held July 27-29. Hotel and Event registration will open in the spring.

PFI also facilitated two fly-ins this past year, one of which took place the week of December 9th. Fly-ins allow PFI members to meet with members of Congress and leaders of federal agencies to advocate on behalf of the densified biomass industry. Amongst our talking points this year, was a push for support of the Biomass Thermal Utilization Act, extension of the tax credit for biomass burning appliances, and a more comprehensive wood data collection effort by the Energy Information Administration. These efforts are critical to promoting the industry—helping members of Congress understand the breadth of the industry and how and why pellets must be a part of our nation’s energy portfolio—and will continue to be pursued in the coming year.

This year PFI marked a commitment to greater industry and government collaboration through the establishment of a partnership with the USDA, Biomass Power Association (BPA), Biomass Thermal Energy Council (BTEC) and the Alliance for Green Heat, that seeks to grow the wood to energy sector and create better

coordination of these efforts among industry and government.

PFI will continue to grow its presence in Washington—through collaborations such as the partnership with USDA, as well as monitoring legislation and proposed regulations being considered by federal agencies. Pat Rita of Orion Advocates has done an effective job lobbying for our organization and the industry and we’ll continue to work with him in the year ahead.

We’ve just announced an additional collaborative initiative with the U.S. Endowment for Forestry and Communities, BTEC and BPA which you can read more about on page ten, that will help maintain and grow Wood2Energy.org, a database chock full of information on woody biomass. Check out the website if you haven’t already. Housed at University of Tennessee, it’s an excellent resource for a range of wood data.

These are just a handful of highlights from the past year. The Board and staff are committed to carrying out the mission of the association in 2014, through involvement in many of the initiatives outlined above and by looking for new opportunities to grow the industry and grow your businesses.

And, we could use your help. Committees are continually looking for assistance, and we encourage you to contact a committee chair or PFI staff to learn more about how to get involved (a list of committees can be found on the PFI website). And, as you attend conferences, expos, or simply meet with colleagues, consider showcasing information about PFI and the pellet industry. We’re happy to send you materials for your use.

As you reflect on the past year and make plans for your year ahead, I encourage you to consider taking a more active role in PFI. Opportunities abound!

Hedrick@pelletheat.org

	
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Editorial: A National Partnership

Government, associations need to follow the U.S. lead

**By: Andrew Macklin, Associate Editor
Canadian Biomass**

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In September, the Pellet Fuels Institute announced it had joined the U.S. Department of Agriculture and three other biomass groups in signing a memorandum of understanding that says they will work together “to jointly grow and promote the wood to energy sector.”

This news is a positive development for the biomass market in the United States as both association and government interests come to the table to work together on industry initiatives and strengthen co-ordination within the industry.

It is news that should create a call to action for the biomass industry in Canada.

Such a partnership would not only strengthen co-ordination but also serve as a catalyst for stronger negotiations between the biomass industry and provincial governments on access to fibre. Currently, organizations such as WPAC are having little success getting the government to seriously consider the needs of the wood-to-energy market. An agreement similar to the one reached south of the border could change all of that and finally put the needs of biomass producers at the forefront of the discussion.

It's also important to consider what such an alliance could contribute to the development of a stronger domestic bioenergy market. Yes, there are opportunities for expanded use of bioenergy coming from coal conversion projects in some provinces, as well as some small-scale institutional and commercial programs.

But many other opportunities exist, such as providing pellet power for remote communities, that could be influenced by a stronger working relationship with the right government agencies.

But before all of this can happen, two important steps need to take place.

First, the industry needs to come together for the greater good. Business and political interests must be left at the door. No secondary agendas can undermine such an endeavour. It needs to be a concerted effort throughout industry associations across the country. The bottom line is that all sectors would benefit from a more unified approach.

Second, the government needs to be engaged in an educated and thoughtful manner. Egos and prior agendas must be set aside to realize the overall potential of what the PFI/USDA model could provide. The environmental impact, cost savings, job creation and sustainable wood supply that would come from the expansion of the bioenergy market all would have to be clearly outlined with accurate figures that show the overwhelming benefit of such an expansion. These figures would demonstrate how vital the role of the federal government is in spearheading the initiative.

Most importantly, there is now a road map to follow to create an important partnership between the industry and the government departments that have influence over it. Our colleagues to the south have created the necessary tools we need to make this a reality. It's time to talk with them to find out how they all came together to help move the industry forward.

Their agreement couldn't have come at a better time, or a more important time, in the development of the bioenergy sector in Canada.



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Conference Committee Update

The Conference Committee has been hard at work putting together our two signature events, PFI's Breakfast & Biomass (formerly the PFI Membership Luncheon) prior to HPBExpo in Salt Lake City in March, and the PFI Annual Conference in July. As soon as each event has been completed, we begin planning for the next year's event.

The inaugural Breakfast & Biomass earlier this year was such a success that the committee decided to continue with the concept in 2014. Breakfast & Biomass will be held on March 6th from 7:30 - 9:00 a.m. at the Salt Palace Convention Center. The agenda is finalized and can be found on the PFI website. Just like last year, it will be informative, but concise, so that all the attendees can head to the Expo when it opens. You will find a Breakfast & Biomass registration form on page seventeen of this newsletter, and you may also register at www.hpbexpo.com.

The PFI Annual Conference will make a move from the rustic, mountain setting of this year's event to the sun and warmth of Orlando, FL, in 2014. The conference will be held Sunday, July 27th through Tuesday, July 29th at the Omni Orlando Resort at ChampionsGate, so please mark your calendars. This property has 36 holes of golf on site, along with fifteen acres of pools and recreation activities, including an 850 foot long lazy river. In addition to these recreation activities, the resort also has a spa and five restaurants on property, with free shuttles available to the Disney parks. Orlando is sure to be a family-friendly destination.

But don't get the idea that the conference is all fun and sun. There will be some serious business going on, including a great program of speakers, along with adjacent exhibitor area

and plentiful networking opportunities.

The committee recently released a Call for Topics. Armed with the results, we'll soon be issuing a Call for Speakers, allowing members and other industry leaders a chance to offer their input and expertise to help shape the conference program

We hope that you will join us at Breakfast & Biomass and the 2014 PFI Annual Conference. Each event promises to showcase the most important topics in the densified biomass industry, while bringing together a diverse selection of attendees, including fuel manufacturers and distributors, equipment suppliers, and hearth retailers, just to name a few. More information on both events can be found on www.pelletheat.org.

Troy Jamieson & Stephen Faehner, Conference Committee Co-chairs



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Standards Committee Update

PFI Seeks Experts for Development of Pellet Safety Standards

The International Standards Organization (ISO) has begun work to develop safety-related standards for pelletized biofuels and PFI is seeking your participation in one or more of the following working groups:

1. Safe handling and storage of pelletized biofuels in commercial and industrial applications.
2. Safe handling and storage of pelletized biofuels in domestic and other small-scale applications.
3. Prevention, detection, suppression and management of fires and explosions in commercial and industrial handling and storage of pelletized biofuels.
4. Analysis of spontaneous heat generation from pelletized biofuels.
5. Analysis of off-gassing products from pelletized biofuels.

It is important for the U.S. to play an active role in the development of these standards. Work is already underway, so if you'd like to participate, please contact PFI staff at pfimail@pelletheat.org or Scott Cedarquist of ASABE at cedarq@asabe.org as soon as possible.

Chris Wiberg & Bob Sourek, Standards Committee Co-chairs

PFI Board News

Over the past year, the PFI Board worked extensively to review and amend the association's bylaws, which make tweaks to member categories, create term limits for PFI Board members and better define the leadership positions and methods for electing leaders within the association. The bylaws were presented to membership in September and approved unanimously during a Special Meeting of Membership on September 16th.

At its meeting in October, the Board approved new logo policies for the association, including creating a new logo—the PFI Member Logo—that the association will allow members to use on promotional materials (e.g. websites, promotional copy).

Every member of the association will receive a letter outlining the policies in the next several weeks.

Beginning in 2014, members will be required to sign an agreement for use of the association's member logo on promotional materials and products in the marketplace. The general PFI logo will continue to be used by the association, but it will not be permitted to be used by membership.

One of the goals of the new policies is to not only curb but halt logo misuse by former members of the association and others, and we ask that you contact Jennifer Hedrick to report any use of the PFI logo that is not in agreement with the association's policies.

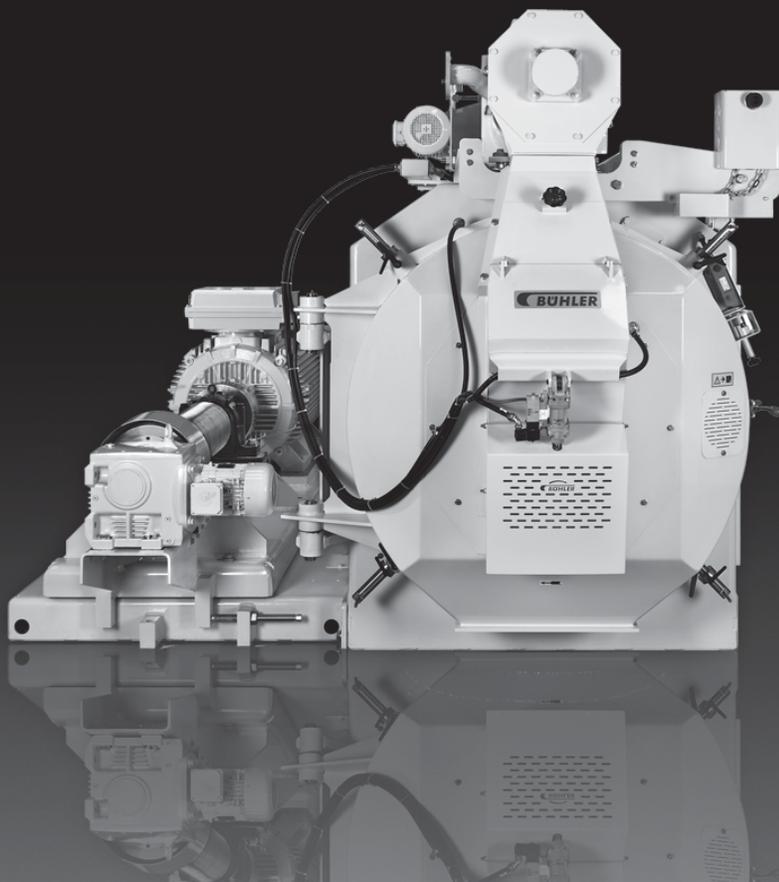
And, finally, PFI would like to thank Rob Davis of Forest Energy Corp. and Darrell Robinson of Shaw Resources for their Board service and commitment to carrying out the mission of PFI. Both stepped down from the Board in October. Darrell Robinson served on the Board for the last two years and was an active voice for fuel manufacturers. Rob Davis has been involved in the leadership of PFI for 18 years, including many years of service on various PFI committees as well as President of the PFI Board. Mr. Davis will continue in his post on the PFI Government Affairs Committee.

PFI elected Gary Moore of Forest Energy Corp. to fill Mr. Davis's seat. Mr. Moore's term will expire in July.

PFI's Nominating Committee will begin meeting in 2014 to consider candidates for the 2014-2015 Board, which will be elected next July. If you have an interest in serving on the Board, please contact Jennifer Hedrick.

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PFI Helps Keep Pellets in the Picture at Wood Stove Decathlon

By: John Crouch, PFI Director of Public Affairs

PFI recently participated in the Wood Stove Decathlon, hosted by the Alliance for Green Heat and Popular Mechanics magazine. The Decathlon, held in November on the National Mall in Washington D.C., included the Wood Stove Design Challenge, featuring twelve companies competing to design the cleanest-burning, most appealing—yet affordable—wood stove. The units ranged from high tech catalytic designs, to masonry heaters and beautiful downdraft stoves.

The Design Challenge was conceived by the Alliance as an opportunity to both encourage innova-

tive new ideas in wood stove technology, and highlight issues in the biomass thermal industry for members of Congress, their staffs, and federal agencies. Woodstock Soapstone took home the top prize, with Travis Industries and Wittus sharing second place. Participants came from as far away as New Zealand, Austria, and Finland to compete.

In addition to serving as a sponsor, PFI hosted a panel at the Decathlon, *Heating with Pellets*, which included Stephen Faehner of American Wood Fibers, Richard Thomas of Courtland Hearth & Hardware, and Carroll Hudson of England's Stove Works. The group provided a basic introduction to pellet heat, focusing on the amount of fossil energy that consumers have displaced by using renewable wood pellets. Richard Thomas was ready with real numbers, as always, and estimated that his three hardware stores help pellet stove customers displace the equivalent of about 25,000 barrels of heating oil per year. The panel's core message was enhanced by the heat from an Englander pellet stove, which kept the seminar tent warm on a particularly chilly November day.



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Pellet Fuels Institute
BREAKFAST
AND
BIOMASS

Breakfast & Biomass: A Briefing on the Pellet Market

Thursday, March 6, 2014 • 7:30am- 9:00am

Ballroom C • Salt Palace Convention Center, Salt Lake City, UT

REGISTRATION

Return Before February 27, 2014

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PFI Fuel Manufacturer Members

Company	Contact	Location	Phone	Website
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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
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
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 Merkley	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
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Amandus Kahl USA Corporation	Dennis Werner	Alpharetta, GA	(770)521-1021	www.akahl.us
Andritz, Inc.	Mike Curci	Roswell, GA	(770)640 2511	www.andritz.com
Biomass Engineering & Equipment	Dane Floyd	Indianapolis, IN	(317)522-0864	www.beande.net
Biomass Thermal Energy 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
Conway & Robison	Jason Robison	Sharpsburg, GA	(678) 642-4036	www.cr-inspect.com
Dorssers Inc.	Peter Timmermans	Blenheim, ON	(519)676-8113	www.dorssers.com
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.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
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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