President’s Message

As we draw closer to the end of summer, a few important events are on the horizon. Yes, football season has begun, and the World Series is just around the corner, but that’s not what I’m talking about. Far more important to the pellet industry and our association is the beginning of the heating season, and the membership renewal period. You may not often think about it, but the two go hand-in-hand. Because manufacturer dues are tied to annual sales receipts, when the industry suffers, so does PFI’s budget. Fortunately, the association has learned to do more with less, cutting expenses in many areas, and looking for other sources of revenue.

As far as the upcoming heating season goes, there is some good news. According to an article I recently read on Accuweather.com (http://www.accuweather.com/en/weather-news/snow-for-i-95-corridor-northeast-winter/69820), above average snowfall totals are predicted for the Mid-Atlantic states this winter. Above average snowfall is forecast for many of the mountain states, with cooler than normal temperatures predicted in the southeast. The news is not all great, as the upper Midwest and Northwest could see higher temperatures and lower snow amounts than usual. While we all know that predicting the weather days, let alone months, in advance can be a little unreliable, there is science behind it. Much of this long-range forecast is based on the presence and strength of El Nino or La Nina systems. Last year was marked by above average winter temperatures and low precipitation levels in most of the U.S. With a weak-to-moderate El Nino forecast for the remainder of this year, expectations are for a colder and snowier average winter for the majority of the country. Let’s hope the colder and snowier side of this forecast holds true and pellet sales follow accordingly.

Dues renewals and new memberships have been strong in 2012. Based on a (relatively) good pellet sales year in 2011, few

continued on page 3
PFI BOARD OF DIRECTORS

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Vice President - Stephen Faehner, American Wood Fibers
Secretary/Treasurer - Derek Nelson, Forest Business Network

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Darryl Rose, Energex Pellet Fuel
Bob Sourek, Bear Mountain Forest Products
Jeff Thiessen, Dansons Inc.
John Utter, Lignetics, Inc.
Chris Wiberg, Timber Products Inspection

STAFF
Jennifer Hedrick, Executive Director  Email: hedrick@pelletheat.org
Jason Berthiaume, Membership & Government Affairs Associate  Email: berthiaume@pelletheat.org
John Crouch, Director of Public Affairs  Email: crouch@pelletheat.org

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

October 2-3, 2012  PA Biomass Energy Association Conference and Expo
                  Holiday Inn Harrisburg East
                  Harrisburg, PA
                  http://www.supportpabiomass.org

October 3-4, 2012  RISI North American Forest Products Conference
                  Park Plaza Hotel
                  Boston, MA
                  www.risiinfo.com/events/na_conf

October 7-10, 2012  International Bioenergy Days
                    Minnesota State University
                    Mankato, MN
                    internationalbioenergydays.com

October 16-19, 2012  RETECH 2012
                      Omni Shoreham Hotel
                      Washington, DC
                      www.retech2012.com

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companies decreased in dues level, while several moved up to a higher level. In addition, twenty new members have joined PFI in the first eight months of this year, the most since 2009. We are delighted that so many companies see the value in PFI membership. However, that is not enough. It is up to PFI, as the trade association for our industry, and us as members, to make sure that these companies have a chance to get involved and develop into volunteer leaders and advocates for clean, renewable densified biomass fuel.

So, we have cooler weather forecast and a lot of great first-year members. Does this mean that the pellet industry is making a return to the heady days of ’07-’08? Well, I’m no prognosticator, but I doubt it. Sure, oil is routinely over $90/barrel, frequently topping $100/barrel, and propane and heating oil approach record highs nearly every season. But that’s just the new normal, along with relatively inexpensive natural gas, at least for now. The Department of Energy’s Winter Fuels Outlook will be released in October and will give a comprehensive analysis of the factors that will determine supply and demand for heating fuels the winter. It is a must-read for anyone in the heating fuel business. Be sure to keep an eye on the PFI website or Pellet Wire e-mail for PFI’s take on the Winter Fuels Outlook after its release.

Here’s wishing you a productive and profitable heating season!

Scott Jacobs
pfipresident@pelletheat.org
Join PFI at HPBExpo 2013 in Orlando!

Make your plans now to attend the 2013 HPBExpo in Orlando and secure the housing of your choice. Register for your employee badges, make your hotel reservations and book flights and car rentals online at http://www.hpbexpo.com. HPBA has again partnered with onPeak, the official housing partner (do not be fooled by other travel companies claiming to be HPBA’s official housing service). Through onPeak, HPBA is able to secure the lowest rates, best hotels and the most (complimentary) amenities during your stay in Orlando, exclusive only to HPBExpo guests.

Members must use their unique member ID number that was emailed to all company main contacts on September 1st. Also, be sure to take advantage of the registration dashboard features, such as mySchedule, myExhibitors, Buyer Connect, setting up in-booth appointments with exhibitors prior to the show, invite a colleague and more.

Jeff Thiessen (L) of Dansons and Eric Sifferlen of Ensign-Bickford Industries stand next to the pellet grill that Eric won at a giveaway during the PFI Annual Conference.

If you have an image for an upcoming issue, share it with the PFI staff.
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August 2012 MARKET UPDATE

Producer Comments:
“Raw material costs are high with many trying to get the limited volume available.” –Northeast
“Buyers are waiting to place orders.” –Midwest
“Lot of sawdust and pellets. Need cold weather and customers.” -Northwest & Mountain
“Even after record heat, shipments have been good. Hope it continues through the fall.”
–Northwest & Mountain

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

United States:
Northeast: $151-190 range. Most manufacturers anticipate an upward price trend and report sufficient raw material availability.
Southeast: $125-140 range. Manufacturers report sufficient raw material availability. Most report being ahead of last year, in terms of tons sold.
Northwest & Mountain: $145-165 range. Manufacturers report good sales volumes and being ahead of last year, in terms of tons sold.
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PFI Board of Directors News
By: Jennifer Hedrick, PFI Executive Director
hedrick@pelletheat.org

It was great to see so many of you in Mashantucket, CT at the PFI Annual Conference in July. If you weren’t able to join us, be sure to read the summary by Conference Committee co-chairs Stephen Faehner and Troy Jamieson found on page fourteen. Stephen and Troy and the members of the committee are to be commended for assembling a four-star conference program, featuring many of our industry’s leading thinkers and advocates. The committee continues to strive to bring in experts across the industry to provide top notch education and timely information, with a focus on real issues impacting the industry and the everyday needs of members.

At the conference, the 2011-2012 Board of Directors met for the final time on July 29th. The Board is keenly focused on the continued growth and development of the association. Membership Committee Chair Richard Thomas reported that PFI has 20 new members in 2012, the largest class of new members in four years, bringing the association to 101 total members. The Board and Membership Committee continue to focus on attracting more members of the industry to PFI and ensuring that current members are provided with greater benefits that assist with their business needs.

The Board is looking outward, maintaining its emphasis on the residential pellet market while pursuing opportunities with the broader industry. At its meeting the Board agreed on the following:

• Expanding the focus of the association by looking more broadly at the commercial/industrial and export pieces of the industry. To that end, the Commercial Fuel Committee has been renamed the Export and Domestic Bulk Fuel Committee.

• Expanding collaborative efforts with outside partners, be it media outlets, government agencies, and other associations including the Wood Pellet Association of Canada.

• Capitalizing on opportunities to use grants to bolster the association’s services and create opportunities for members.

The 2012-2013 Board of Directors had its inaugural meeting in Connecticut, electing officers and welcoming two new members to the Board, Jase Locke of Bliss Industries and Chris Wiberg of Timber Products Inspection. The officers for 2012-2013 are: Scott Jacobs (Ozark Hardwood Products), President; Stephen Faehner (American Wood Fibers), Vice President; and Derek Nelson (Forest Business Network), Secretary/Treasurer.

A note of special thanks to outgoing Board members Richard Thomas of Courtland Hearth & Hardware and Dan Henry of 5G3 Consulting, for their years of service to the PFI Board and continued commitment to PFI through their leadership and service on PFI committees.

The 2012-2013 Board will meet again in October, focusing on budgeting and planning for the year ahead. We’ll be sure to keep you tuned in to key developments from that meeting. For more information on the PFI Board, see the PFI website: http://pelletheat.org/about-us/board-of-directors/.
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PFI Committee Updates

Government Affairs Committee

The House and Senate recently completed their August recess, with each party holding its convention and formally nominating their presidential candidate. While all eyes are on the election, the remainder of the year, including the post-election lame duck session of Congress, promises to be busy. As all House seats and 33 Senate seats are up for election November 6, most Members of Congress are in full campaign mode reaching out to constituents and visiting facilities of job creators in their districts and states. We encourage those members that have not done so to take a moment and email or call your Senators and House members to set up a time for even a brief meeting while they are back in the state. Please do not hesitate to contact us if you would like assistance in contacting your Congressional delegation. The more our elected officials see firsthand what we do and the benefits we are delivering to the economy and the environment, the better positioned we will be in securing their help in advancing policies at the federal level that will help us move the market for densified biomass fuel.

DOD Meetings

We continue our dialogue with personnel in the various service branches to discuss opportunities for densified biomass fuel/biomass heating systems to contribute toward the Department of Defense’s renewable energy goal of using 25 percent of the total energy load from renewable sources by 2025. Recently, we met with the Director of Operational Energy for the Navy where we made the business case for converting old, inefficient Navy buildings or entire installations that may currently be held captive to high priced fossil fuel to clean burning biomass. Staff was particularly receptive to the fact that biomass conversion to thermal energy is the most efficient use of the resource, compared to conversion to electricity or transportation fuels. The Navy’s emphasis is clearly on drop-in fuels that require little or no modification of existing equipment. They recognized, however, that for land installations there really is not a “drop-in” fuel that can replace fuel oil, for example. The systems that burn pellets are not compatible with oil boilers and vice versa. We also discussed the concept of a PFI-lead pilot project on a Navy base in which buildings and/or complexes are converted to biomass systems for heat. Such a project would demonstrate not only the technological capability of the systems, but their fuel savings potential as well. This conversation led to discussion of an Energy Savings Performance Contract or ESPC, which would allow the Navy to undertake energy savings projects without up-front capital costs and without special Congressional appropriations. This instrument has become very popular and is frequently the topic of discussions at renewable energy procurement conferences. The ESCO or Energy Service Company develops, installs, and funds projects designed to improve energy efficiency and reduce operation and maintenance costs for the government facility. ESCOs generally act as project developers and assume the technical and performance risk associated with the project, with compensation directly linked to the cost savings from energy actually saved.

The primary deliverable from this meeting is that we were provided with several additional names and offices to visit within the Navy hierarchy, including the head of the Naval Facilities Engineering Command or NAVFAC.

Extenders

In early August, the Senate Finance Committee passed a framework proposal extending a number of expired or expiring tax provisions. The vote was 19-5. On the Sec. 25c piece where our $300 stove credit is embedded, the Committee voted to simply extend the provision for two years--from date of expiration (1/1/12) through 2013. There were no changes made to the tax credit levels. We do not expect to see any action/movement on a tax extenders bill in the House until after the election.

continued on page 14
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Committee Updates, continued from page 11

Farm Bill

In late July, the House was poised to consider legislation—H.R. 6228—that would have extended the existing Farm Bill for one year. By simply adjusting the expiration date back, the bill would have authorized the Community Wood Energy Program at its current level—$5 million—instead of the $2 million that is now in the House Agriculture Committee-passed bill.

Other provisions in H.R. 6228 would have altered authorized funding levels for priority programs such as the Bioenergy for Advanced Biofuels producer payment program and REAP. Both programs would not have received mandatory money but were authorized at $50 million and $45 million, respectively.

Although the bill was calendared for consideration, House leadership pulled it off the floor after it became clear that the votes were not there to pass the measure. The House voted instead on an agricultural drought relief package.

The timing for consideration of a Farm Bill is unclear. Farm Bill programs expire on September 30, however there does not seem to be a consensus at this point among House leadership on how to proceed prior to the election.

Appropriations/Community Wood Energy Program

Although many of the 12 annual appropriations bills have been crafted and considered in committee, the Senate's Interior-Environment Appropriations bill (where Forest Service spending is prescribed) has not been fully developed and brought before the Senate Appropriations Committee. We met with Senate Appropriations Committee staff this week to advocate for full Community Wood Energy Program appropriations. We also signaled to staff that we would be sending a letter articulating the value of this program and the economic and environmental benefits it could deliver for rural communities.

PFI continues to be active in monitoring legislation and rulemaking, and meeting with key lawmakers and agency officials. Regardless of which way the election goes, the next few months will be key in setting the agenda moving forward.

Though August is traditionally a quiet month in Washington, the buzz of activity leading up to November's election is constant. PFI has reached out to staffs of both presidential candidates to encourage them to incorporate visits to pellet mills in their itineraries, particularly as they pass through swing states.

PFI has been monitoring both President Obama's and Governor Romney's proposals for energy and tax policy and their potential impact on our industry, and will plan to take advantage of the lame duck session post-election to meet with leaders on Capitol Hill.

Bruce Lisle and Derek Nelson, Government Affairs Committee Co-chairs

Conference Committee Update

After several years exploring several notable resorts in the Southeast, the 2012 PFI Annual Conference at Foxwoods Resort & Casino in Mashantucket, CT signaled a return to the Northeast for the first time since PFI’s conference in Niagara Falls in 2004. The old saying that absence makes the heart grow fonder didn’t necessarily apply, as our attendance was just over 200 people this year, down slightly from 2011. We were thrilled to have a strong lineup of speakers and engaging topics, with one of our highlights being Christiane Egger with O.O. Energiesparverband in Upper Austria, who provided us a glimpse of what is possible given the right mix of incentives, public policy, and consumer education. As Christiane likes to say, you must have all three: “the carrot, the stick, and the tambourine.”

We continued to receive nice response regarding the entire program and our speakers. As with past conferences we continue to focus on pellet plant safety, developing new alternative

continued on page 15
Committee Updates, continued from page 14

markets, and government affairs to further develop and grow our industry. For the second year we actively solicited speakers in the spring which helps provide quality content on relevant topics. We encourage everyone to send us suggestions for future topics or speakers so that our program stays as relevant as possible. You can find all of our presentations from our 2012 Conference at the PFI website: www.pelletheat.org.

While we didn’t set attendance records and Foxwoods we were still pleased to have attendees representing 125 companies, making this conference a successful event and one of the most widely represented of industry to date. We had 16 great sponsors and 39 exhibitors, many of which consistently support our membership and find the conference a great chance to reconnect with customers. (Incidentally many of them also sponsor this newsletter, which we greatly appreciate.) While Foxwoods Resort & Casino provided many options for your attention we kept folks busy on Sunday with our Annual Golf Outing at the Lake of the Isles Golf Club or Sailing on the Schooner Argia in Mystic, CT. We were also successful in holding our Monday evening dinner OUTDOORS for the first time in many years. Thanks to Louisiana Grills and Fireside Supply (a local retailer) for providing the pellet grills, which gave many a first time glimpse of a wonderful technology and another alternative market we need to grow.

The Conference Committee is already working on our programs for 2013, including the PFI membership event at the HPBExpo in Orlando in March and our 2013 PFI Conference, July 28-30, 2013 back at The Grove Park Inn in Asheville, NC. We welcome your feedback, encourage you to join the PFI Conference Committee, and look forward to serving the PFI members and provide another great year of networking events, educational opportunities, and social interaction. Remember to visit the PFI website www.pelletheat.org to find all the presentations from our 2012 Conference.

Stephen Faehner and Troy Jamieson,
Conference Committee Co-chairs

Standards Committee

Being the first issue since the PFI Conference in Connecticut, current updates relate to conference activities including the PFI Board of Directors meeting, the standards presentation provided for retailers and the two-hour Standards Symposium. There were many items discussed with the PFI Board of Directors, however the key issue at hand is determining how the program will be modified in the future. Several producers have come forward with ideas regarding ways to improve the program. However, there is currently no process in place by which changes can be made. This will likely include a consensus-based approach through an ANSI approved Standards Development Organization. We are still in the early stages of developing this process. However, it is currently the most pressing issue facing the Standards Committee.

As for conference and post-conference presentations, the standards presentation provided for retailers was geared towards public understanding from a retailer’s perspective and the 2-hour symposium immediately following the PFI conference focused on implementation at the production site. Both events provided conference attendees the opportunity to learn more about the program and were intended to help advance the general understanding of the program as well as components required for implementation. All pieces are now in place and we are waiting for producers to sign on.

The Standards Committee has four new members to announce for 2013: Jeff Thiessen of Dansons, Ron Leofsky of Allegheny Pellet Corp., Kyle Morgenegg of Hearth & Home Technologies and John Utter of Lignetics.

Chris Wiberg and Bob Sourek, Standards Committee Co-chairs
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Study Highlights Cost Savings of Biomass Use
By: Annie Wilson

In a recently published study in Environmental Science and Technology, a team of researchers from Penn State, USDA’s Agricultural Research Service (ARS) and Drexel University has identified the potential for billions of dollars in cost savings to the Northeastern consumer by offsetting fuel oil with densified biomass.

While the study focuses on switchgrass, its results can be extended to other forms of biomass, as well, says study author Tom Wilson. “We focused on switchgrass largely due to data availability, but the emissions reductions and cost savings apply to woody biomass, as well.”

One of the main reasons biomass has not become a more widely used alternative to fossil fuels is because biomass has a lower energy content per unit of volume than fossil fuels. This means there must be much larger volumes of biomass to produce the same energy output relative to fossil fuels, which raises the cost of transportation and storage per unit of energy. By densifying biomass, many of these challenges are overcome.

The study evaluates several densified products. Biomass can be densified into different products depending on the market: smaller sizes, pellets, are for residential use and larger sizes, cubes and briquettes, are for commercial use in large boilers.

Using supply projections from the US Department of Energy’s Billion Ton Study, the authors find that there will be enough sustainably harvested biomass to offset all heating oil consumption in the Northeast by 2020. By offsetting over 5 billion gallons of heating oil with densified biomass, the Northeastern consumer would save between $2.3 – 3.9 billion annually. This amount accounts for direct cost savings, only, and does not take into account the substantial indirect benefits that would accrue from profit and jobs throughout the supply chain, as biomass must be locally harvested and processed. “Some businesses are recognizing these cost savings in the market place and switching from fuel oil to biomass pellets.” says study co-author and USDA-ARS scientist Paul Adler.

In addition to substantial cost savings, the potential for greenhouse gas (GHG) reductions is large, as well. Heating oil accounts for 5% of all GHG emissions in the region. While offsetting electricity with biomass yields similar GHG reductions, these reductions come at an exceedingly high cost. Relative to cellulosic ethanol, the other oft-discussed destination of biomass supplies, every ton of biomass that is used to offset fuel oil in heating applications offsets more than twice as much petroleum. “Space heating markets in the U.S. Northeast have the potential to significantly address climate change and energy security through regionally-supplied biomass with a substantial cost savings to consumers. One could call this a triple-bottom line achievement” says study co-author Sabrina Spatari of Drexel University.

However, policy changes are necessary in order for these benefits to become a reality. Current renewable portfolio standards (RPS) will drive limited biomass supplies into electricity generation.

Using the same biomass to replace coal used in electricity generation would cost the consumer an additional $7.7 billion annually, since coal costs less per unit energy than biomass. Adding this value to cost savings over fuel oil, the authors find that, unless significant

continued on page 19
Cost savings of Biomass, continued from page 18
changes are made to RPS structure, the net
cost to the consumer is more than $10 billion
per year. By adapting policy to directly reward
the intended RPS objectives of GHG emissions
reductions and reduced reliance on foreign
sources of energy, the true value of this locally
produced renewable fuel can be unlocked.
“This is a good example of the unintended con-
sequences of current energy policy, and policy
should be changed to allow biomass to find a
better use than replacing coal in electricity
generation,” says study co-author and econo-
mist Dave Abler.

For more information about the study see
http://pubs.acs.org/doi/abs/10.1021/es202752b
or contact:

Paul R. Adler
Research Agronomist
USDA-Agricultural Research Service
(814) 865-8894
paul.adler@ars.usda.gov

2012 PFI Annual Conference Photos
(courtesy of Rashid Shakir, American Wood Fibers)

Stephen Faehner, PFI Vice President, addresses
attendees at the conference

Frank (L) and Matt Scorzetti man the Trinity
Packaging booth in the exhibit hall

Jeremy Crandall, from the office of MD Delegate
Heather Mizeur, discusses biomass in Maryland

PFI staffers Jason Berthiaume and
Victoria Iworah outside Inferno
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<td>Darryl Rose</td>
<td>Mifflintown, PA</td>
<td>(717)436-0015</td>
<td><a href="http://www.energe.com">www.energe.com</a></td>
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<td>Energetz Pellet Fuel, Inc.</td>
<td>Max Beraud</td>
<td>Lac-Megantic, QC</td>
<td>(819)583-5131</td>
<td><a href="http://www.energetz.com">www.energetz.com</a></td>
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<td>Fiber By-Products, Corp.</td>
<td>Cory Schrock</td>
<td>White Pigeon, MI</td>
<td>(269)483-0066</td>
<td><a href="http://www.fiberby-products.com">www.fiberby-products.com</a></td>
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<tr>
<td>Fiber Energy Products AR, LLC</td>
<td>Stephen DeVoe, Sr.</td>
<td>Mountain View, AR</td>
<td>(870)269-7930</td>
<td><a href="http://www.fiberenergyproductions.us">www.fiberenergyproductions.us</a></td>
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<tr>
<td>Fiber Resources / BBQr’s Delight</td>
<td>Steve Holland</td>
<td>Pine Bluff, AR</td>
<td>(870)535-1759</td>
<td><a href="http://www.heatresoure.com">www.heatresoure.com</a></td>
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<tr>
<td>Forest Energy Corporation</td>
<td>Mike Lundy</td>
<td>Show Low, AZ</td>
<td>(928)537-1647</td>
<td><a href="http://www.forestenergy.com">www.forestenergy.com</a></td>
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<td>Fram Renewable Fuels, LLC</td>
<td>Harold Arnold</td>
<td>Richmond Hill, GA</td>
<td>(912)459-4140</td>
<td><a href="http://www.framfuels.com">www.framfuels.com</a></td>
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<td>Fulghum Graanul, LLC</td>
<td>John Bradley</td>
<td>Augusta, GA</td>
<td>(706)651-1000</td>
<td><a href="http://www.fulghumfibrefuels.com">www.fulghumfibrefuels.com</a></td>
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<td>Georgia Biomass</td>
<td>Ken Ciarletta</td>
<td>Waycross, GA</td>
<td>(912)490-5293</td>
<td><a href="http://www.gabiomass.com">www.gabiomass.com</a></td>
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<td>Hamer Pellet Fuel Co.</td>
<td>Lori Hamer</td>
<td>Kenova, WV</td>
<td>(304)453-6381</td>
<td><a href="http://www.hamerpellet.com">www.hamerpellet.com</a></td>
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<td>Hassell &amp; Hughes Lumber Company</td>
<td>Jonathan Littlejohn</td>
<td>Collinwood, TN</td>
<td>(931)724-9191</td>
<td><a href="http://www.greenwaypellets.com">www.greenwaypellets.com</a></td>
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<tr>
<td>Henry County Hardwoods</td>
<td>John Neese</td>
<td>Paris, TN</td>
<td>(731)642-4181</td>
<td><a href="http://www.henrycountypellets.com">www.henrycountypellets.com</a></td>
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<td>Indeck Energy Services, Inc.</td>
<td>Mike Curci</td>
<td>Buffalo Grove, IL</td>
<td>(847)520-3212</td>
<td><a href="http://www.indeck-energy.com">www.indeck-energy.com</a></td>
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<td>Inferno Wood Pellet Inc.</td>
<td>Gilbert Lopes</td>
<td>Taunton, MA</td>
<td>(508)824-4834</td>
<td><a href="http://www.infernowoodpellets.com">www.infernowoodpellets.com</a></td>
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<td>JF Rohrbaugh Co., Inc.</td>
<td>Michael Smith</td>
<td>Hanover, PA</td>
<td>(717)632-4353</td>
<td><a href="http://www.jfrohrbaugh.com">www.jfrohrbaugh.com</a></td>
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<td>Kirtland Products</td>
<td>Tom Monley</td>
<td>Holland, MI</td>
<td>(231)582-7055</td>
<td><a href="http://www.kirtlandproducts.com">www.kirtlandproducts.com</a></td>
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<td>Koetter and Smith, Inc.</td>
<td>Nathan Smith</td>
<td>Borden, IN</td>
<td>(812)923-5111</td>
<td><a href="http://www.koettersmith.com">www.koettersmith.com</a></td>
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<td>Lee Energy Solutions</td>
<td>Davis Lee, Sr.</td>
<td>Crossville, AL</td>
<td>(256)528-7290</td>
<td><a href="http://leeneergysolutions.com/">http://leeneergysolutions.com/</a></td>
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<td>Lignetics of West Virginia, Inc</td>
<td>John Utter</td>
<td>Glenville, WV</td>
<td>(304)462-4848</td>
<td><a href="http://www.lignetics.com">www.lignetics.com</a></td>
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<td>Lignetics, Inc.</td>
<td>Kenneth Tucker</td>
<td>Sandpoint, ID</td>
<td>(208)263-0564</td>
<td><a href="http://www.lignetics.com">www.lignetics.com</a></td>
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<td>Maine Woods Pellet Co LLC</td>
<td>Bob Linkletter</td>
<td>Athens, ME</td>
<td>(207)654-2237</td>
<td><a href="http://www.mainewoodspelletco.com">www.mainewoodspelletco.com</a></td>
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<td>Michigan Wood Fuels LLC</td>
<td>Robert Oswald</td>
<td>Holland, MI</td>
<td>(616)355-4955</td>
<td><a href="http://www.mipellets.com">www.mipellets.com</a></td>
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<td>Nature’s Earth Pellet Energy LLC</td>
<td>Jana Simard</td>
<td>West Palm Bch,FL</td>
<td>(561)688-7393</td>
<td><a href="http://www.freedomfuelsusa.net">www.freedomfuelsusa.net</a></td>
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<td>North Idaho Energy Logs</td>
<td>Clark Fairchild</td>
<td>Moyie Springs, ID</td>
<td>(877)564-4897</td>
<td><a href="http://www.northishonoenergylogs.com">www.northishonoenergylogs.com</a></td>
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<td>O’Malley Timber Products, LLC</td>
<td>Matt O’Malley</td>
<td>Tappahannock, VA</td>
<td>(804)445-1118</td>
<td><a href="http://www.omalleywoodpellets.com">www.omalleywoodpellets.com</a></td>
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<td>Ozark Hardwood Products, LLC</td>
<td>Scott Jacobs</td>
<td>Seymour, MO</td>
<td>(417)935-9663</td>
<td><a href="http://www.ozarkhardwoodproducts.com">www.ozarkhardwoodproducts.com</a></td>
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<td>Pellheat Inc.</td>
<td>Peter Skrgic</td>
<td>Greensburg, PA</td>
<td>(724)850-8169</td>
<td><a href="http://www.pellheat.com">www.pellheat.com</a></td>
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<td>Pennington Seed Inc.</td>
<td>Keith Hankins</td>
<td>Greenfield, MO</td>
<td>(417)637-5978</td>
<td><a href="http://www.penningtonseed.com">www.penningtonseed.com</a></td>
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<td>Shaw Resources</td>
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<td>Shubenacadie, NS</td>
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<td><a href="http://www.shawresources.ca">www.shawresources.ca</a></td>
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<td>Somerset Pellet Fuel</td>
<td>Troy Jamieson</td>
<td>Somerset, KY</td>
<td>(606)678-2842</td>
<td><a href="http://www.somersetpelletfuel.com">www.somersetpelletfuel.com</a></td>
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<td>Southern Indiana Hardwoods, Inc.</td>
<td>Gene Merkley</td>
<td>Huntingburg, IN</td>
<td>(812)326-2053</td>
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<td>Blake Gerughty</td>
<td>Gamaliel, KY</td>
<td>(270)457-3618</td>
<td><a href="http://www.southernkentuckyhardwoodflooring.com">www.southernkentuckyhardwoodflooring.com</a></td>
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<td>Spearfish Pellet Company</td>
<td>Everett Follette</td>
<td>Spearfish, SD</td>
<td>(605)642-2363</td>
<td><a href="http://www.spearfishpellet.com">www.spearfishpellet.com</a></td>
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<td>Turman Hardwood Pellets</td>
<td>Ruth Elliott</td>
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<td>(540)287-2976</td>
<td><a href="http://www.turmanhardwoodpellets.com">www.turmanhardwoodpellets.com</a></td>
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<td>Varn Wood Products</td>
<td>George Varn</td>
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<td>Westervelt Renewable Energy</td>
<td>Mike Williams</td>
<td>Tuscaloosa, AL</td>
<td>(205)562-5670</td>
<td><a href="http://www.westerveltenergy.com">www.westerveltenergy.com</a></td>
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<td>West Oregon Wood Products, Inc.</td>
<td>Christopher Sharron</td>
<td>Columbia City, OR</td>
<td>(503)397-6707</td>
<td><a href="http://www.wowpellets.com">www.wowpellets.com</a></td>
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<td>Wood Fuel Developers, LLC</td>
<td>Steven Gordon</td>
<td>Chester, VA</td>
<td>(804)414-1101</td>
<td><a href="http://www.woodfueldvelopers.com">www.woodfueldvelopers.com</a></td>
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<tr>
<td>Company</td>
<td>Contact</td>
<td>Location</td>
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<td>AgriRecycle, Inc.</td>
<td>Mike Ferguson</td>
<td>Bolivar, MO</td>
<td>(417) 872-9175</td>
<td><a href="http://www.agrirecycle.com">www.agrirecycle.com</a></td>
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<td>Martin Johnson</td>
<td>Alpharetta, GA</td>
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<td><a href="http://www.akahl.us">www.akahl.us</a></td>
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<td>Andritz, Inc.</td>
<td>Scott Shuman</td>
<td>Muncy, PA</td>
<td>(724) 941-1416</td>
<td><a href="http://www.andritzsproutbauer.com">www.andritzsproutbauer.com</a></td>
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<td>Biofuel Boiler Technologies, LLC</td>
<td>Bruce Lisle</td>
<td>Mifflintown, PA</td>
<td>(717) 436-9300</td>
<td><a href="http://www.thebiomassboiler.com">www.thebiomassboiler.com</a></td>
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<td>Biomass Commodities Corporation</td>
<td>Averill Cook</td>
<td>Williamstown, MA</td>
<td>(413) 458-5326</td>
<td><a href="http://www.biomasscommodities.com">www.biomasscommodities.com</a></td>
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<td>Bliss Industries, LLC</td>
<td>Chad Cook</td>
<td>Ponca City, OK</td>
<td>(580) 765-7787</td>
<td><a href="http://www.bliss-industries.com">www.bliss-industries.com</a></td>
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<td>BM &amp; M Screening Solutions</td>
<td>Collin Jackson</td>
<td>Surrey, BC</td>
<td>(800) 663-0323</td>
<td><a href="http://www.bmandm.com">www.bmandm.com</a></td>
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<td>Bruks Rockwood Inc.</td>
<td>Steve Bennett</td>
<td>Alpharetta, GA</td>
<td>(678) 994-0024</td>
<td><a href="http://www.bruks.com">www.bruks.com</a></td>
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<td>Buhler Inc.</td>
<td>Sven Lessmann</td>
<td>Plymouth, MN</td>
<td>(763) 847-9900</td>
<td><a href="http://www.buhlergroup.com">www.buhlergroup.com</a></td>
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<td>Bulldog Bag Ltd.</td>
<td>Neil Davies</td>
<td>Richmond, BC</td>
<td>(604) 273-8021</td>
<td><a href="http://www.buldogbag.com">www.buldogbag.com</a></td>
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<td>California Pellet Mill</td>
<td>Ron Fuller</td>
<td>Waterloo, IA</td>
<td>(319) 232-8444</td>
<td><a href="http://www.cmroskamp.com">www.cmroskamp.com</a></td>
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<td>Certified Laboratories</td>
<td>Jim Rodgers</td>
<td>Irving, TX</td>
<td>(800) 527-7850</td>
<td><a href="http://www.certifiedlabs.com">www.certifiedlabs.com</a></td>
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<td>Chantland MHS</td>
<td>Steve Hartmann</td>
<td>Humboldt, IA</td>
<td>(515) 332-4045</td>
<td><a href="http://www.chantland.com">www.chantland.com</a></td>
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<td>Choctaw Cty Econ. Dev. Foundation</td>
<td>Nick Walters</td>
<td>Ackerman, MS</td>
<td>(626) 285-3778</td>
<td><a href="http://www.choctawcountymls.com">www.choctawcountymls.com</a></td>
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<td>Coastal Equipment Sales</td>
<td>Bill Moran</td>
<td>Fleming Island, FL</td>
<td>(904) 213-8019</td>
<td><a href="http://www.coastalequipmentsales.com">www.coastalequipmentsales.com</a></td>
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<td>Continental Biomass Industries</td>
<td>Ed Donovan</td>
<td>Newton, NH</td>
<td>(603) 382-0556</td>
<td><a href="http://www.cbi-inc.com">www.cbi-inc.com</a></td>
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<td>Conveying Industries</td>
<td>Bill Friday</td>
<td>Denver, CO</td>
<td>(877) 600-4874</td>
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<td>CSX Transportation</td>
<td>John Murray</td>
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<td>Dorssers Inc.</td>
<td>Peter Timmermans</td>
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<td>(519) 676-8113</td>
<td><a href="http://www.dorssers.com">www.dorssers.com</a></td>
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<td>Evergreen Engineering</td>
<td>Aaron Edwards</td>
<td>Eugene, OR</td>
<td>(541) 484-4771</td>
<td><a href="http://www.evergreenengineering.com">www.evergreenengineering.com</a></td>
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<td>Firefly AB</td>
<td>Ryan Morrow</td>
<td>Stockholm, SE</td>
<td>(468) 449-2500</td>
<td><a href="http://www.firefly.se">www.firefly.se</a></td>
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<td>FLAMEX Inc.</td>
<td>Allen Wagoner</td>
<td>Greensboro, NC</td>
<td>(336) 299-2933</td>
<td><a href="http://www.flamexinc.com">www.flamexinc.com</a></td>
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<td>Forest Business Network LLC</td>
<td>Craig Rawlings</td>
<td>Missoula, MT</td>
<td>(406) 240-0300</td>
<td><a href="http://www.fsrbusinessnetwork.com">www.fsrbusinessnetwork.com</a></td>
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<td>Jacobs Corporation</td>
<td>Charles Hoffnagle</td>
<td>Harlan, IA</td>
<td>(712) 755-3131</td>
<td><a href="http://www.jacobsCorp.com">www.jacobsCorp.com</a></td>
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<td>Kesco, Inc.</td>
<td>Jason Kesslott</td>
<td>Fort Mill, SC</td>
<td>(803) 802-1718</td>
<td><a href="http://www.kescosolutions.com">www.kescosolutions.com</a></td>
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<td>Kice Industries, Inc.</td>
<td>Jeff Kice</td>
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<td>Laidig Systems, Inc.</td>
<td>Mike Schuster</td>
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<td><a href="http://www.laidig.com">www.laidig.com</a></td>
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<td>LM Machinery and Equipment LLC</td>
<td>Wladimir Labekovsky</td>
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<td>(412) 608-8528</td>
<td><a href="http://www.lm-machinery.net">http://www.lm-machinery.net</a></td>
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<td>M-E-C Company</td>
<td>Gary Follmer</td>
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<td><a href="http://www.m-e-c.com">www.m-e-c.com</a></td>
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<td>MoistTech</td>
<td>Adrian Fordham</td>
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<td><a href="http://www.moisttech.com">www.moisttech.com</a></td>
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<td>Mollers North America</td>
<td>Tom Wagner</td>
<td>Grand Rapids, MI</td>
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<td><a href="http://www.mollersna.com">www.mollersna.com</a></td>
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<td>Northeast Lumber Manufacturers Assoc.</td>
<td>Jeff Easterling</td>
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<td>Pacific Lumber Inspection Bureau</td>
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<td>Price LogPro, LLC</td>
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<td><a href="http://www.logprollc.com">www.logprollc.com</a></td>
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<td>Primary Packaging Inc.</td>
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<td>Process and Storage Solutions</td>
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<td>Rainsville, AL</td>
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<td><a href="http://www.processandstorage.com">www.processandstorage.com</a></td>
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<td>Prodesa North America Corporation</td>
<td>Jose Ignacio Pedrajas</td>
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<td><a href="http://www.prodesa.net">www.prodesa.net</a></td>
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<td>Tim Fiechter</td>
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<td><a href="http://www.rethceif.com">www.rethceif.com</a></td>
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<td>RSI</td>
<td>Seth Walker</td>
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<td><a href="http://www.rotochopper.com">www.rotochopper.com</a></td>
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<td>Solagen Incorporated</td>
<td>Francis Sharron</td>
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<td><a href="http://www.solageninc.com">www.solageninc.com</a></td>
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<td>Thomas Enterprises Inc.</td>
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<td>Dublin, OH</td>
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<td><a href="http://www.tipspection.com">www.tipspection.com</a></td>
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<td>Timber Products Inspection</td>
<td>Chris Wiberg</td>
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<td><a href="http://www.trinitypackaging.com">www.trinitypackaging.com</a></td>
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<td>Trinity Packaging Corporation</td>
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<td>Twin Ports Testing, Inc.</td>
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<td>Superior, WI</td>
<td>(715) 392-7114</td>
<td><a href="http://www.twinports">www.twinports</a> testing.com</td>
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<tr>
<td>University of New Brunswick</td>
<td>Michael Albright</td>
<td>Fredericton, NB</td>
<td>(506) 453-4507</td>
<td><a href="http://www.wstc.unbf.ca">www.wstc.unbf.ca</a></td>
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<tr>
<td>Wood Pellet Association of Canada</td>
<td>Gordon Murray</td>
<td>Revelstoke, BC</td>
<td>(250) 837-8821</td>
<td><a href="http://www.pellet.org">www.pellet.org</a></td>
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