



Pellet Fuels Institute
— **Annual Conference** —
July 27-29, 2014 - ORLANDO, FL

Jennifer Hedrick, Executive Director





Pellet Fuels Institute
— Annual Conference —
July 27-29, 2014 - ORLANDO, FL

STATS

225 Attendees

110 Companies

37 Exhibitors

18 Sponsors

10 Countries

10.5 hours of dedicated networking time

Who's Here?

- Pellet Manufacturers
- Equipment Manufacturers
- Pellet and Equipment Distributors
- Suppliers
- Buyers
- Consultants
- Universities





Staying Connected!

- Conference Folder
- Visit the PFI Member Booth
- Text Us Your Questions
- Join the Conversation on Social Media
- Wifi code: pelletplanner





Domestic Wood Pellet Markets

- Limited Demand Growth

US Domestic demand for wood pellets has grown very slowly over the past four years

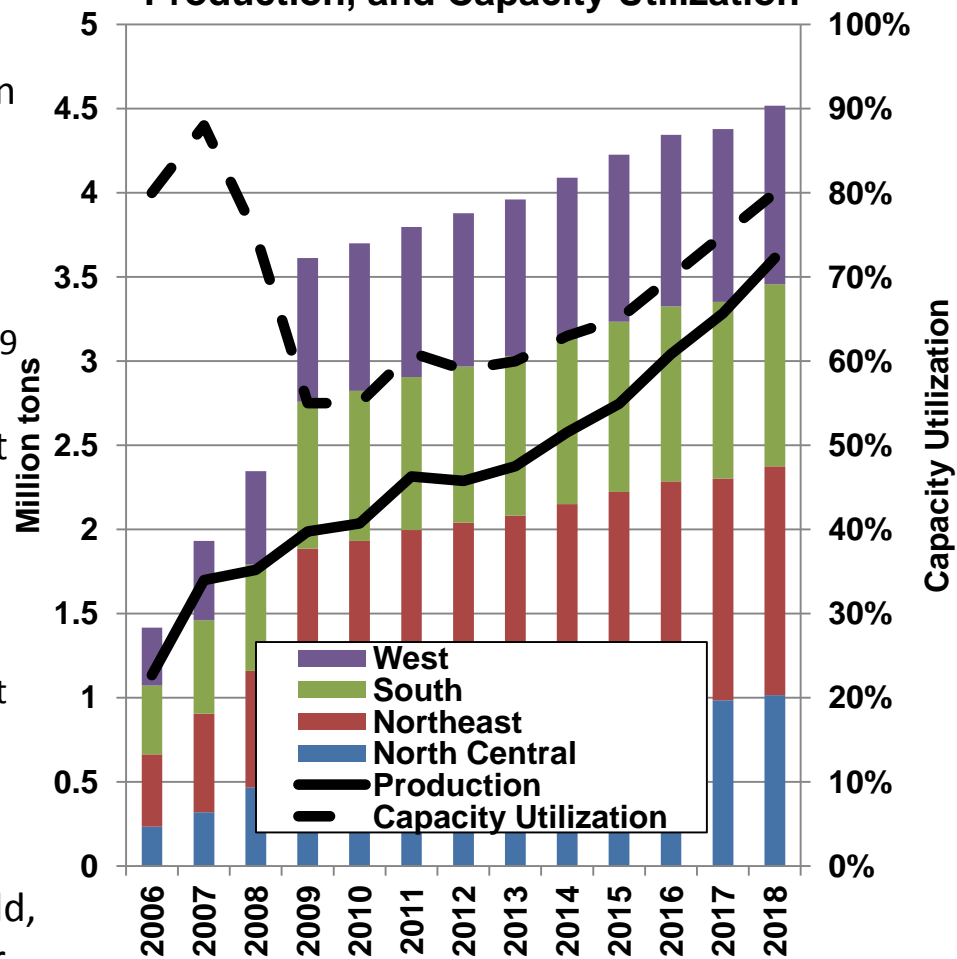
- From 2009-2012 wood pellet stove shipments averaged less than 50,000 units per year
- Three out of the four years prior to 2009 saw shipments over 100,000 units

Low natural gas prices will continue to limit demand growth

- Positive Signs

- Supply and demand starting to realign
 - Few new capacity developments in past couple years
- Promotion of whole home boiler systems—seamlessly displace oil
- 2013-2014 winter was exceptionally cold, leading to strong prices and margins for producers

Domestic Pellet Market Capacity, Production, and Capacity Utilization



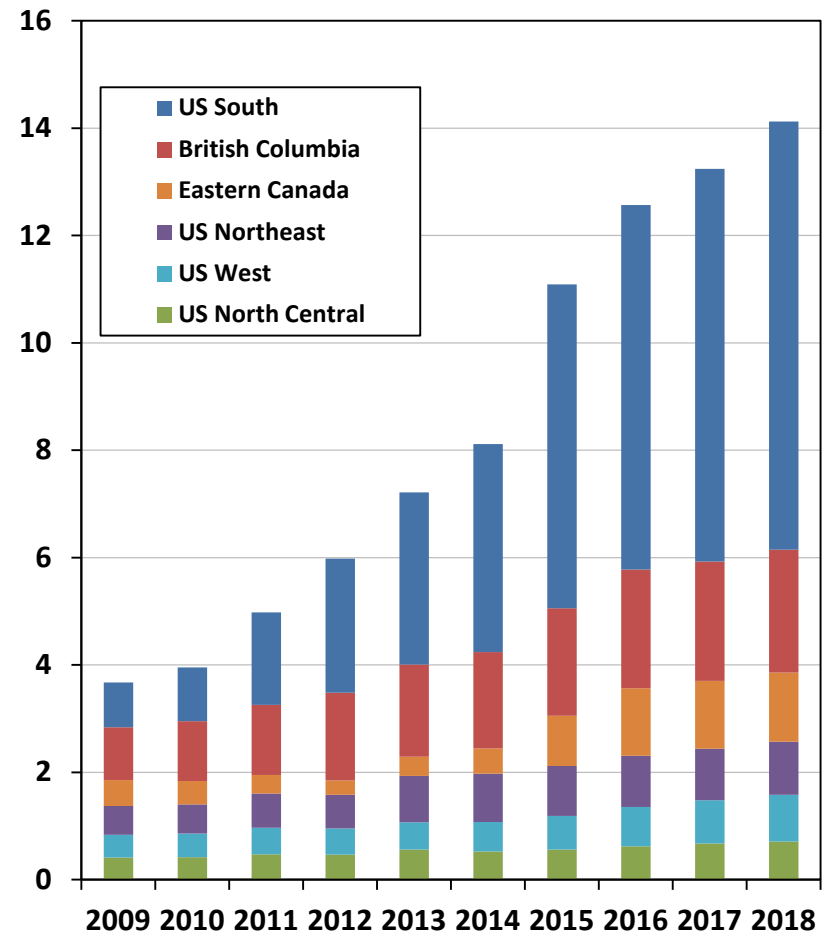


North American Wood Pellet Production Forecast

Over the next five years, North American wood pellet production is forecasted to grow 14% annually from 7.9 million tons in 2013 to 15.5 million tons in 2018

- North American wood pellet exports are expected to increase from 4.5 million tonnes in 2013 to 10.5 million tonnes in 2018
 - Eastern Canada will join British Columbia and the US South as a major exporter starting in 2014
 - Production expected to increase from just 392,000 tonnes in 2013 to 1.4 million tonnes in 2018
- US wood pellet production in the Northeast, Lake States and Pacific Northwest will grow by a much more modest 5.8% per year as demand growth in the residential heating market continues to be constrained by low natural gas prices

North American Wood Pellet Production
Million Tonnes





Facilitating Opportunities in Pellet Markets

- PFI MOU with USDA and other trade associations
- DOE funded grant project with Humboldt State University
- Increasing access to wood energy data through funding of Wood2Energy.org
- Continued monitoring of legislative and regulatory issues impacting your businesses



Events



Pellet Fuels Institute
— Annual Conference —
July 27-29, 2014 - ORLANDO, FL



Pellet Fuels Institute
BREAKFAST
— AND —
BIOMASS

SECOND ANNUAL • October 22, 2014




**National
Bioenergy Day**

Celebrating Nature's Energy Source

PFI Standards Program

- Five Companies = Ten Facilities
- More on the way in next six months
- PFI Standards Committee Continues to Review Ways to Strengthen Program—Member Feedback Important
- Impact of NSPS on Program Participation





PFI Densified Fuel Grade: Premium
Mill Registration # 1234

Grade Requirements:

Bulk Density:	40–46 lbs/ft ³
Diameter:	.230–.285 in/5.84–7.25 mm
Durability:	≥96.5
Fines:	≤0.50%
Ash Content (as received):	≤1%
Length:	≤1% >1.5 in.
Moisture:	≤8.0%
Chlorides:	≤300 ppm

Manufacturers Guaranteed Analysis:

Type of Material:	Softwood Fiber
Additives:	2% Corn Oil by Weight
Minimum Higher Heating Value (as received):	8,000 BTU

Other Manufacturers Guarantees:

Approved Auditing
Agency Logo
Displayed Here

© For more information, please visit the PFI website at www.pelletheat.org.



Get Involved with PFI Today!





Pellet Fuels Institute
— **Annual Conference** —
July 27-29, 2014 - ORLANDO, FL

Welcome!