



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

As we are in the midst of spring and beginning to approach summer, there is still plenty going on in the pellet industry. While the heating season began mildly for many areas of the country, cooler temperatures took hold in many of those same locations following Christmas, and persisted well into March and April. It will be interesting to look back at the Energy Information Administration's (EIA) Winter Fuels Outlook from October 2012 to see how it matched up with what actually took place. Without delving into the fine details, their forecast of average winter temperatures for most of the country (in contrast to the unusually warm winter of 2011-12) looks to be pretty accurate. If it proves to be true, it's certainly a relief to our industry after a few warmer-than-average winters in a row. The comments and responses to the April 2013 Market Update on page five of this newsletter certainly lend credence to reports of a cooler and extended heating season for most of us.



Scott Jacobs, PFI President

In terms of projected fuel prices, EIA seems to have done a good job in projecting nearly flat prices (low single-digit increases or decreases) winter-to-winter for natural gas, heating oil and electricity. Propane, however, may have dropped in price a bit more than the forecast five percent decrease in price nationally. With a relatively cold winter, compared to last year, and relatively stable prices of other heating fuels, hopefully it amounted to an improved sales season for you. We'll continue to keep an eye on EIA's reporting and work with them to build upon their recent efforts to begin collecting more data on consumption of wood for heat. If you are a pellet manufacturer or retailer, or are really a "numbers person", I recommend checking out EIA.gov. The next Winter Fuels Outlook will not be published until mid-October 2013, but there is plenty of interesting and useful information that can be found there throughout the year.

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STAFF

Jennifer Hedrick, Executive Director Email: hedrick@pelletheat.org
Jason Berthiaume, Membership & Government Affairs Associate Email: berthiaume@pelletheat.org
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CALENDAR OF EVENTS

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

- | | |
|----------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|
| June 10-11, 2013 | Industrial Pellet Trade & Transport Summit
Atlanta, GA
infocastinc.com/events/pellet13 |
| July 28, 2013 | PFI Board of Directors Meeting
The Grove Park Inn
Asheville, NC |
| July 28-30, 2013 | PFI Annual Conference
The Grove Park Inn
Asheville, NC
www.pelletheat.org/events |
| September 9-11, 2013 | RETECH 2013
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President's Message, continued from page 1

In other positive news, new home construction rose to its highest level in nearly five years in March. According to Commerce Department data, new home starts climbed to an annual rate of 1.04 million units, a level not seen since June 2008. In fact, new home starts are now nearly double the rate of 554,000 units in 2009, in the midst of the Great Recession. You can find more information about this data at www.census.gov/construction/nrc/.

Along with new housing starts, homeowner remodeling spending increased nearly ten percent in 2012, according to U.S. Census Department figures. On April 18th, the Joint Center for Housing Studies of Harvard University released its Leading Indicator of Remodeling Activity (LIRA), which predicts strong growth in remodeling spending for 2013. Certainly, these are positive signs for the economy as a whole. More information about LIRA is available at www.jchs.harvard.edu.

It is baseball season, but I'll move on from the number-crunching, lest you become overloaded with statistics, to remind you of a few upcoming PFI events. In late-June, we are planning to hold a member fly-in in Washington, DC, including meetings with congressional leaders and administration officials. I've talked about the importance of government affairs in previous articles, and you can read further examples in this very issue of the newsletter. If you are interested in attending the fly-in or have questions about PFI's government affairs efforts, I encourage you to contact a member of the staff. Not only does attending the fly-in help to promote our industry's interests, it's also a tremendous opportunity to work together with other PFI members and to see how things work in our nation's capital.

Last, but not least, is the PFI Annual Conference, to be held July 28-30, at The Grove Park Inn in Asheville, NC. You can learn more about the conference on page twelve, on pelletheat.org and in the weekly *Pellet Wire*. If you aren't signed up to receive the *Pellet Wire* e-mail, you should be. To do so, visit pelletheat.org/about-us/pfi-newsletter/. If you attend one pellet-related event all year, the PFI Annual Conference should be it. Not only will we have a great educational program, plentiful networking opportunities and supplier exhibits, but the mountain weather is superb in the summer and there are plenty of family-friendly activities to be had in Asheville. I truly hope to see you there!

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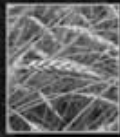
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April 2013 MARKET UPDATE

Producer Comments:

"Too much production, not enough demand. Freight costs are a problem." –Northeast

"We are expecting earlier sales this year since winter held on longer and inventory levels in the marketplace are lower now than last year at this time. Looking forward to a good year" –Midwest

"Raw material prices are dropping." -Northwest & Mountain

"Whole log markets have been affected by weather and a very competitive market." -Southeast

"Started early buy earlier than normal. Sales have picked up with winter still hanging on in the North" –Midwest

WOOD PELLETS

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

United States:

Northeast: \$110-164 range. Most manufacturers report good to excellent sales volumes and being the same or ahead of this time last year, in terms of tons sold.

Midwest: \$110-165 range. Manufacturers report sufficient raw material availability and most do not anticipate any price trend changes.

Southeast: \$110-168 range. Most manufacturers report sufficient raw material availability. Operating capacities range from 50-100%.

Northwest & Mountain: \$150-174 range. Manufacturers report average to good sales volumes and sufficient raw material availability.



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Grassroots is Working in Washington State

By: Dan Henry, PFI Government Affairs Committee Member

Currently, within Washington State, densified wood pellets are NOT recognized as renewable energy when used for direct thermal conversion. Is it possible to achieve this recognition? Yes! How? GRASSROOTS EFFORTS!

First and most important is establishing a working relationship with your elected officials (local, state and federal) before you need their support and assistance. Let them know who you are, what your interests and concerns are and give them your support.

In January 2012, at the request of Senator Bob Morton (my WA State District 7 senator), I gave a presentation on “Growing a Cleaner, Greener Economy Utilizing Renewable Pellets (Densified Biomass)” to the WA Senate Energy Committee. Printed information and baggies of pellets were prepared by Northwest HPBA (NWHPBA) and distributed to attendees. Our message was not readily accepted by attendees, but Senator Morton was able to secure state funding for a study to be done by the Washington State University (WSU) Extension Energy Program on the feasibility of pellets in WA State. The first part of that study was completed in December 2012, and was very favorable toward pellets. The second part is set to be released in July.

In January 2013, Senator John Smith (replacing the now-retired Senator Morton), requested I present the topic again to the 2013 WA State Energy Committee. With the support of the NWHPBA President Rudy Kerkvliet and its Board, booklets of information, a copy of the WSU study and baggies of pellets were prepared and the new presentation of “Pellet

Fuel – Renewable Energy Opportunities for Washington State” was given.

As a result of that presentation and other grassroots activities undertaken by NWHBA Legislative Consultant Gary Smith and me--including meeting with state leaders within Washington State, and developing text recommendations --SB 5709 was created and sponsored by Senator Smith. SB 5709 is an act relating to a pilot program to demonstrate the feasibility of using densified biomass to heat public schools; and stating that manufactured and direct thermal conversion of densified biomass is a renewable energy activity. The following is a brief summary of activities related to this bill over the last few months:

February 14 – Senate Committee on Energy, Environment & Technology – public hearing and testimony by NWHPBA Executive Director Leah Hauer, NWHPBA Board Member Dan Henry and Olympus Pellets General Manager Stan Elliot. Passed unanimously.

February 26 – Senate Committee on Ways & Means – public hearing and testimony by NWHPBA Board Member Dan Henry. Passed unanimously.

March 5 – Senate Rules Committee – (no public testimony allowed) approved and sent to the Senate floor.

March 7 – Passed unanimously on the Senate Floor.

March 9 – Referred to the WA House Committee on Environment.

March 19 – House Committee on Environment -- public hearing and testimony given by NWHPBA Legislative Consultant Gary Smith. Passed unanimously.

March 27 – House Appropriations Subcommittee on Education – public hearing and testimony given by NWHPBA Executive Director Leah Hauer, NWHPBA Board

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**Grassroots is Working in Washington State,
continued from page 6**

Member Dan Henry and Olympus Pellets
General Manager Stan Elliot. Passed unani-
mously.

April 9 – Sent to House Rules Committee (no
public testimony allowed) for approval to be
placed on the House floor for final vote.

April 10 - Amended in House Rules
Committee. Passed unanimously and sent to
the House Floor.

April 16 -- Passed unanimously on the House
Floor

April 22 -- Amendment concurred unanimously
by Senate

April 23 -- Signed by President of the Senate

April 25 -- Signed by the Speaker of the
House

April 27 -- Delivered to the Governor -- await-
ing his signature

Any grassroots effort requires strong support
and a lot of legwork. However, as you can see

from above, results can be swift and
meaningful. NWHPBA President Rudy
Kerkvliet and member Heather Porter travelled
to Olympia for meetings with their senator
and/or representative and NWHPBA members
made numerous phone calls to their senators
and representatives asking for their support.
Additionally, we met with Peter Moulton, WA
State Bioenergy Coordinator for the
Department of Commerce, and David Sjoding,
Bioenergy Director for the Washington State
University Extension Energy Program, to gar-
ner their support.

With the combined effort and support -- of
NWHPBA's Legislative Consultant, Board and
members, information from PFI, and financial
support from the HPBA Government Affairs
Committee -- the legislation is becoming a
reality. It takes time, energy, commitment and
the combined hard work of industry and elect-
ed officials, but grassroots does work!
Hopefully this legislation will be the example of
what you can do in your state.



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Safety on Top of the Agenda

By: *Christian Rakos, President, European Pellet Council*

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With the rapid expansion of pellet markets, safety concerns are becoming increasingly important. The high number of fires and explosions in pellet mills has led to a situation in Canada, for example, where it is becoming increasingly difficult to get a plant insured.

The urgency of the issues became evident in the First International Workshop on Pellet Safety, which took place in Fügen, Austria, March 4-6. In this column, I will recap what took place at the event.

More than 70 experts from 13 countries attended the workshop, which was convened by the European Pellet Council, the European Biomass Association and the Safe Pellets project. Participants included researchers, pellet producers, utilities, producers of pelleting and safety equipment and representatives of associations, inspection companies, investors and companies involved in pellet logistics.

The two most intensely debated topics were safety issues related to pellet storage and pellet production, followed by human health and safety, safety in transport and handling of second-generation pellets.

An issue most operators of large pellet storage silos deal with is self-heating, and most of the discussion was centered on possible influencing factors, and ways of adequately monitoring storage conditions. Researchers from the Safe Pellets project presented their ongoing investigations on self-heating, and it was agreed upon that close industry cooperation regarding this issue is needed.

Besides topics related to large industrial storage, safety issues concerning small-scale domestic pellet storage were also discussed.

The second most hotly-debated issue was pellet production safety. A visit to the 100,000 metric-ton Binderholz pellet plant created an excellent opportunity to discuss safety issues right on the spot, and corresponding workshops focused on fire prevention and explosions in pellet production plants. Best practices for set-up and operation of pellet plants have not yet been established in Europe, but together with insurance companies, the Wood Pellet Association of Canada has developed a safety certification for pellet producers together, and is offering this certification scheme to Europe and the U.S. as a means of establishing a better level of general pellet production safety.

Another topic of discussion was how to enable the industry to share information about incidents, in order to enhance learning and speedy implementation of adequate safety measures for all potential risks. It was decided to begin work on a pellet safety handbook covering both production and issues along the diverse supply chains, and a working group was established to develop a guidance document that outlines occupational safety and health concerns related to pellet production and use.

Additionally, a Web-based communication platform for the pellet safety community will be established by the EPC in cooperation with the Safe Pellets project team. This platform will also allow anonymous reporting of safety-relevant events.

A follow-up event will be held in one year to learn about the results of ongoing research, report on results of activities and to debate what more needs to be done to improve safety in the pellet sector.

Spring Conference Season Report

By: Jennifer Hedrick, Executive Director

In the last few years, late winter and early spring have morphed into conference season for the densified biomass industry.

Conferences in the U.S., Canada and Europe are ample, which is helpful in creating business connections, highlighting issues of interest or concern and educating a wider audience about the industry.

For the first time in at least the last five years, the dates of World Sustainable Energy Days and the European Pellet Conference in Wels, Austria, have not coincided with HPBExpo, providing the opportunity for PFI to attend. I sat on a panel of association leaders from across the globe, discussing the growth of the world's pellet markets. Interest in the North American market, specifically production levels and sustainability practices, was strong. Not surprisingly, countries across Europe and Asia have lasered in on project developments in Western Canada and the southeastern U.S. as they seek fuel to meet growing pellet market demands.

I reported last year that the Italian residential pellet market remains the strongest residential pellet market in Europe. In fact, in 2011, the Italian market required 1.9 million tons, and by 2020, demand is expected to reach over 4 million tons per year. In Wels I learned that the Italian market will require more bagged product from North America to meet the growing demand for pellets for residential use. We plan to look at this market and other European residential markets more closely at this summer's conference and explore opportunities for North American manufacturers.

The residential pellet market, whether in North America or Europe, is only one piece of our industry. A growing number of you are expanding your operations to include production for

the export market or the domestic commercial and industrial markets. In presentations I'm asked to make I focus on the expanding market, particularly growing domestic markets. It is important that we look at all facets of the pellet market and work to ensure that the association can be seen as a primary resource for the pellet industry and not only the residential bagged market.

Opportunities to discuss market development were abound at Northeast Biomass Heating Expo in Saratoga Springs, NY, in early April as well as the International Biomass Conference, which was held the following week in Minneapolis. The northeast conference continues to be an excellent event to highlight and link the work that so many are doing to advance the densified biomass industry in the northeastern United States. Partnerships between businesses, policy makers and state agencies has not only grown this event but has provided an example to many other regions and industries on how effective collaborative grassroots action can be. A keynote address from Congressman Paul Tonko (D-NY), a member of the U.S. House Energy and Commerce Committee, called for industry to provide comment on the need for comprehensive tax reform. You can read more about PFI's efforts in that regard on page thirteen.

The International Biomass Conference had an impressive conference agenda and it was nice to see an even greater emphasis on densified biomass for thermal applications.

The educational sessions are helpful with understanding what new projects are underway within the industry and what developments may be impacting your day-to-day business operations. However, the highlight for me is the opportunity to catch up with so many of you who I haven't seen in some time (I suppose this is a version of what my grandmother calls "Old Home Week"). I enjoy these

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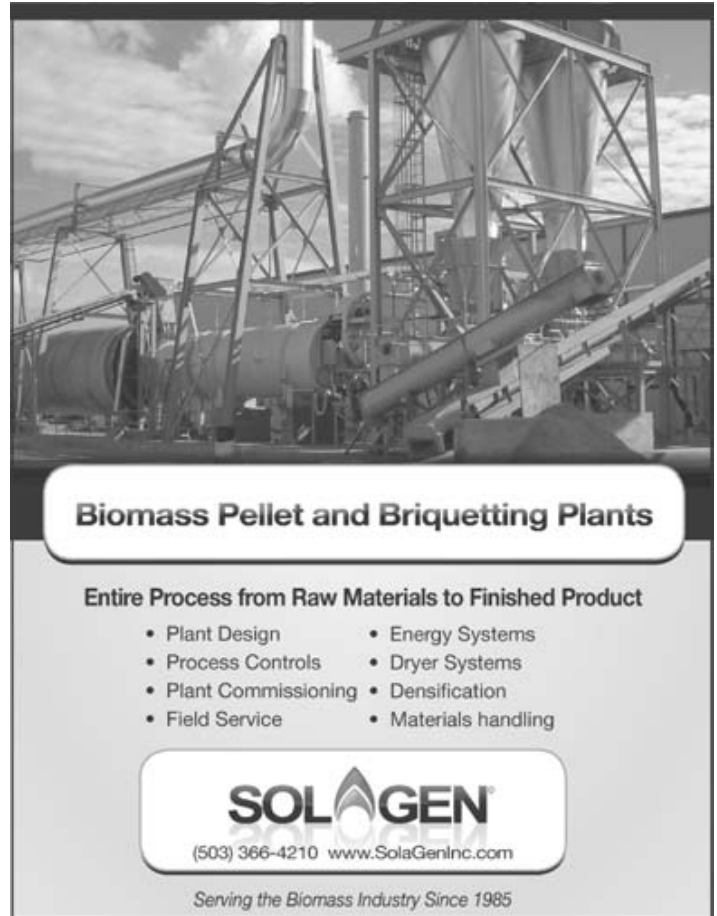
Spring Conference Season Report, continued from page 9

conversations—from learning what’s happening with your businesses, new products on the market, your concerns with the industry, and, of course, the updates on your kids. It’s helpful to understand what’s important to you and to your companies. These conversations help shape the association’s agenda as we plan events, build alliances, respond to policy and regulatory concerns, and tweak programmatic offerings.

PFI plans to be a presence at other events throughout the remainder of the year. By the time you read this I will have been back to Minnesota for the Heating the Midwest conference, participating as a speaker and exhibitor. I’ll then put away my suitcase for the time being as we focus on our own conference, which I hope you are planning to attend. More information on that can be found throughout the newsletter.

If there are events at which you’d like to see PFI attend, speak or exhibit, please let me know. I’d like to make plans to see you there.

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PFI's *Breakfast & Biomass: A Briefing on the Pellet Market* took place on Thursday morning, March 14th at HPBExpo in Orlando. The event brought together more than 115 attendees, including pellet manufacturers, hearth retailers, and appliance manufacturers, amongst others. Here are a couple pictures from the event:



PFI President, Scott Jacobs (center), is pictured with Industry Pillar Award winners Richard Thomas, of Courtland Hearth & Hardware (left) and Dan Henry of 5G3 Consulting (right).



PFI Board Member, Stephen Faehner (right) and Jason Berthiaume (center), PFI Membership & Government Affairs Associate, check in attendees at *Breakfast & Biomass*.

Conference Committee Update

While much of the pellet world in North America was left dealing with a variety of “wintery” conditions, PFI and HPBA members descended upon Orlando for the annual HPBExpo, held March 13-16. The PFI Conference Committee decided to shake things up a bit this year and moved our traditional Wednesday afternoon membership luncheon to a Thursday morning breakfast. Breakfast & Biomass: A Briefing on the Pellet Market attracted 115 participants who were treated to a great breakfast and program. We are grateful to Allegheny Pellet Corp. and Bearing Distributors Inc., who sponsored the event at the Orange County Convention Center in Orlando, FL.

The PFI Breakfast & Biomass program was highlighted by John Shimek of Hearth & Home Technologies, who appealed to the audience for industry-wide support to broaden the pellet market by providing both appliances and delivery systems for bulk pellets. He suggested that the industry as a whole collaborate more closely to develop that market opportunity, much like our European counterparts have. We were also pleased to have Don Johnson, HPBA’s Director of Market Research, provide the annual pellet stove shipment report. The 2012 stove shipment numbers, at 48,000 units, were down 23% from the 62,000 units shipped in 2011. Over the last decade, the average stove shipments were 75,000 units per year, helped in part by three years that saw annual shipments of over 120,000 units. The final presenter was Pat Rita, Principal at Orion Advocates & Associates, who gave us the latest insights on PFI’s government affairs activities, and regulatory and policy developments within Washington, DC.

The Conference Committee has been meeting regularly to finalize the program for the 2013 PFI Annual Conference to be held July 28-30, at The Grove Park Inn in Asheville, NC, site of the 2010 conference. We have received many responses to our Call for Topics and Call for Speakers, and the program is developing nicely. We’re listening to you and, as always, we welcome your feedback. Once again, we encourage you to join the PFI Conference Committee, and we look

forward to serving the PFI members by providing you quality networking events, educational opportunities, and social interaction. Remember to visit the PFI conference webpage at pelletheat.org/events to find all the presentations from our 2012 Conference and to get more information on how to register for the 2013 Conference!

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

HPBExpo 2013 Shines in the Sun

By: HPBA Staff

The warm Florida sun shone on HPBExpo in Orlando last month. According to many of the 313 exhibiting companies, the attendees that came were serious buyers looking for new products and new lines. They were also very interested in the products from 90 new exhibitors. New to HPBExpo, Amantii, a manufacturer of electric fireplaces, won the Hearth Attendees Choice Award for its electric fireplace insert. The Attendees Choice Award for Outdoor Living went to Epicoa Rotisseries for its Epicoa Vaquero Brazilian rotisserie. HPBExpo new exhibitors also took home five Vesta Awards honoring innovation and technology.

Over 6,000 hearth, barbecue and outdoor living professionals walked through the doors of the Orange County Convention Center in Orlando and filled the exhibit halls and education sessions. At HPBA caucus meetings, important industry developments were discussed and at the annual membership meeting, HPBA 2012 Chairman Rodger Holland passed the gavel to Jim Hussong, 2013 HPBA Chairman.

The 2013 Tailgate and Big Green Egg Cook-off filled the entire Outdoor Burn area with mouth-watering smells from the outdoor grills and smokers. On Friday night, Disney’s House of Blues was packed with HPBExpo revelers enjoying food, entertainment and the opportunity to catch up with friends.

It was a great show - mark your calendar for HPBExpo 2014, March 5-8 in beautiful Salt Lake City!

Government Affairs Update

By: Pat Rita, Orion Advocates

Farm Bill

In conversations with key staff on the Senate Agriculture Committee, we learned that Chairman Debbie Stabenow (D-MI) is planning on holding a markup of a five year Farm Bill in late April or early May. As you know, our focus in the Farm Bill has and will continue to be the Energy Title and advocating for mandatory funding for key programs that benefit solid biomass fuel. Currently, under the one year extension of existing law which expires at the end of September, the energy programs are authorized but not provided any mandatory funding. PFI's priority programs are REAP, the Community Wood Energy Program and Bioenergy Program for Advanced Biofuels. Regarding the latter, we submitted amendment language for the Committee's consideration in early April which would change the way payments are made under the program. Currently, disbursements are based on gallons or tons of advanced biofuel (which includes pellets) produced. In response to a request by Committee staff to develop language that better focuses the program on solid fuel, we proposed a BTU approach in which payments would be based on the energy content of the fuel. The logic of this approach is that it would reward energy efficiency and arguably make the program less attractive to less efficient liquid fuels. Currently, liquid fuel producers are receiving most of the benefits under this program, as well as several others in the Energy Title. There has been interest expressed on Capitol Hill that efforts be made in the next Farm Bill to curtail some of the double and triple dipping that has occurred within the current suite of farm energy programs. Focusing payments on BTU content of the fuel is an approach we have offered to try to address this concern. We will continue to keep you apprised of negotiations on this language and Energy Title funding efforts going forward.

Tax Incentives

Senator Angus King's (I-ME) office has prepared a memo to the Office of Legislative Counsel in the Senate to prepare legislation awarding an investment tax credit for both commercial and residential biomass heating systems. The memo asked Legislative Counsel to draft a bill that would mirror former Senator Bingaman's two-tiered investment tax credit that opens up Sec. 48 to highly efficient biomass thermal systems. Senator King's memo asked that this component be paired with a residential piece authorized under Sec. 25d. We have received an early draft of this bill to review and have been making visits to various Senate offices to recruit strong bipartisan support for the bill.

In the House, we have been meeting with members of the House Ways and Means Committee's Energy Working Group to discuss our industry and the need for a technology and pathway neutral approach to energy tax incentives moving forward. The House Ways and Means Committee imposed an April 15 (tax day) deadline for groups to submit comments on areas that need to be addressed in comprehensive tax reform efforts this year. PFI submitted comments, which you received in the April 19th *Pellet Wire*. These comments will be compiled by the Joint Tax Committee (JTC) and a report by JTC will be issued later in May to the full Committee.

Carbon Neutrality/EPA Deferral

In early April, the Washington, D.C. Circuit Court held a hearing on a case that challenges the U.S. EPA's rule to defer regulation of biomass carbon emissions under the Tailoring Rule. A three judge panel raised concerns about how the court will ultimately rule in this case. Specifically, one of the judges raised questions about EPA's authority under the Clean Air Act to treat biomass differently than other feedstocks, noting that the Act is fairly rigid and does not give the flexibility that EPA

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Government Affairs Update, continued from page 13

exercised in taking the three-year time out to decide how or if to regulate carbon from biomass.

A few different scenarios could unfold when the court rules on the case, likely this fall. One is that it could vacate or remand the rule back to EPA. Another scenario might make it more difficult for EPA to address carbon neutrality, asserting that the Clean Air Act is too rigid and that the Agency must regulate biomass like fossil fuels. Third, the court may simply defer to EPA.

If the court vacates the rule, effectively limiting the Agency's authority under the Clean Air Act, EPA would likely appeal the ruling to the Supreme Court.

The issue also came up during questioning of President Obama's nominee to lead the EPA, Gina McCarthy, at her confirmation hearing last week. Specifically, Senator Jeff Merkley (D-OR) asked Ms. McCarthy how she intended to address the biomass carbon neutrality question in the context of the Tailoring Rule and her response was that EPA will work to resolve the issue in a way that is thoughtful and will be mindful of the need for timeliness in meeting the June 2014 deadline.



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Image of the Issue

The International Organization for Standardization (ISO) Technical Committee 238 (solid biofuels) met in Bangkok, Thailand in March.



Pictured (from l-r): Klein Ileleji , Staffan Melin, Chris Wiberg, Phulporn Saengbangpla, Lars Sjoberg, Lenart Jansson, and Scott Cedarquist.

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



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Standards Committee Update

The Standards Committee has important news to report this quarter: New England Wood Pellet (NEWP) has completed the requirements to enroll and participate in the PFI standards program and is now officially qualified to use the PFI quality mark. This is a huge milestone for our program as it has taken many years to get to here. NEWP has three facilities, Jaffrey, NH, Schuyler, NY, and Deposit, NY. All three facilities have qualified under the program, and it is our hope that NEWP will be the first of many companies to take this step to demonstrate their product quality.

We will continue to announce when additional producers qualify under the program.

In other news, ISO Technical Committee 238 (solid biofuels) met in Bangkok, Thailand during the week of March 18th. This year, the U.S. was represented by Klein Ileleji of Purdue University, Scott Cedarquist of the American Society of Agricultural and Biological Engineers, and Chris Wiberg of Timber Products Inspection. As a result of the meetings, the first international solid biofuel standards are nearing completion and will soon be published. There are dozens of work items under development, including standards for terminology, specifications and classes, physical and chemical test methods, sampling, and sample preparation. It is important that we continue to participate in the development of these international standards to insure that U.S. and PFI interests are considered as they are developed.

**Chris Wiberg and Bob Sourek,
Standards Committee Co-chairs**



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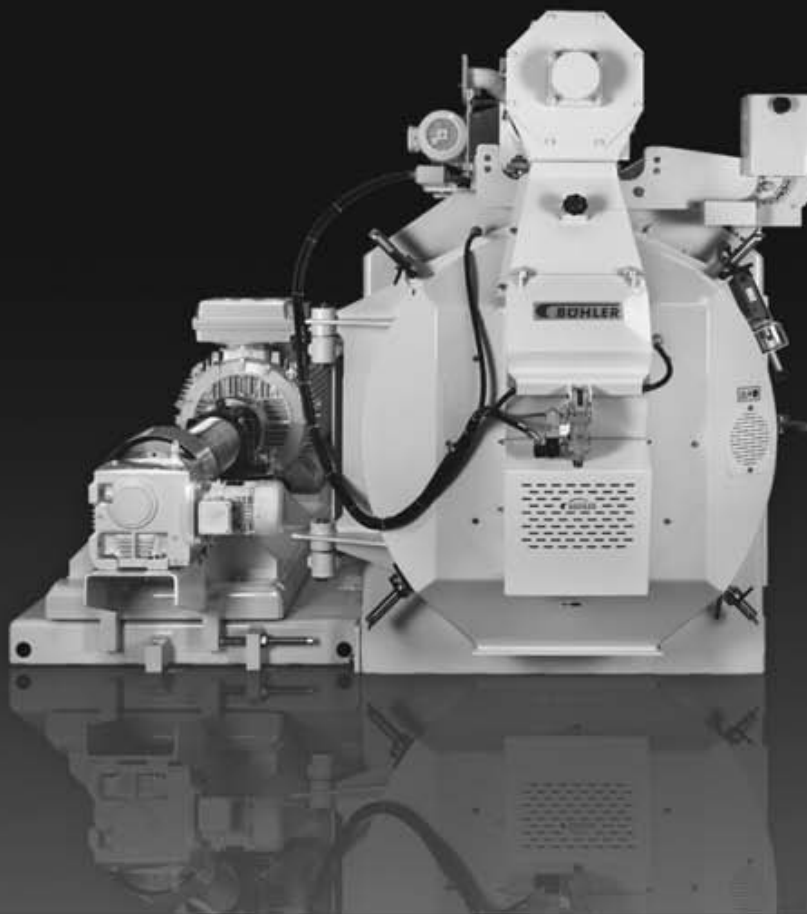
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American Wood Fibers	Rich Whiting	Columbia, MD	(410)290-8700	www.awf.com
Appalachian Wood Pellets, Inc.	Don Wagner	Kingwood, WV	(304)329-4000	www.appalachianwoodpellets.com
Bear Mountain Forest Products Inc.	Bob Sourek	Cascade Locks, OR	(541)374-8844	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.	Mike Auch	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	
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Lee Energy Solutions	Davis Lee, Sr.	Crossville, AL	(256)528-7290	http://leeenergysolutions.com/
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Lignetics, Inc.	Kenneth Tucker	Sandpoint, ID	(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.northidahoenerylogs.com
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Varn Wood Products	George Varn	Hoboken, GA	(912)458-2187	
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Amandus Kahl USA Corporation	Martin Johnson	Alpharetta, GA	(770)521-1021	www.akahl.us
Andritz, Inc.	Mike Goetz	Muncy, PA	(570)546-1146	www.andritz.com
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.	Sven Lessmann	Plymouth, MN	(763)847-9900	www.buhlergroup.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
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
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Hershey Equipment Co., Inc.	Richard Hyde	Lancaster, PA	(314)378-2693	http://hequip.com/
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University of New Brunswick	Michael Albright	Fredericton, NB	(506)453-4507	www.wstc.unbf.ca
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Mike.Curci@andritz.com
www.andritz.com