

# PELLET FUELS INSTITUTE

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January - March 2006

Newsletter

## PFI

A quarterly newsletter for those wanting to keep abreast of the latest pellet fuels industry news.

Primary focus includes the wood pellet industry (both industrial and residential markets) as well as the newly emerging field of process engineered fuels for industrial use (sometimes referred to as refuse derived fuel or paper).



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- The Pellet Industry, The Best Year Ever! page 5
- Pellet Industry meets with Energy Secretary, page 6
- HPBExpo Products Review, page 8

### President's Message - Bruce Lisle

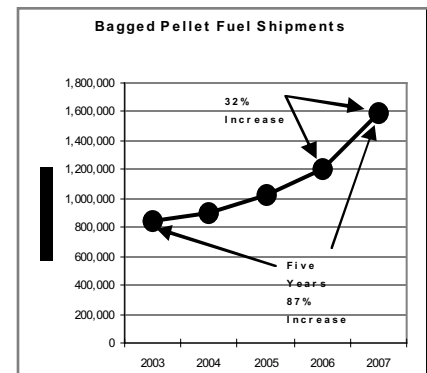
**Match Play: Pellets 1 Gas 0.** In the freestanding stove category, for 2005, pellet stoves outsold both gas and cordwood appliances. In terms of units: Pellet 37%, Cordwood 36%, Gas 27%. In terms of sales dollars, pellet stove commanded 51% of the total net stove sales. Unprecedented!

The HPBA EXPO in Salt Lake City was a success for our industry. Interest in the Pellet Option hasn't been as high since the glory days when the APFI had its own trade show. Our Annual PFI Membership luncheon was sold out. The people we couldn't serve rubber chicken, came back after lunch and filled all the chairs in the back of the room. The appliance manufacturers have been busy developing all sorts of new units. I remember the Vegas HPA when the average ash pan in a pellet stove was the size of an ashtray in a Chevrolet. Many manufacturers have been hearing the message and making units that are more fuel friendly, some even burn that yellow stuff. Last year, you couldn't find a pellet fired hydronic boiler. This year, there were at least five including the outdoor units. The Harmon PB105 promises to be a big seller.

And the winner of the Daniel J Melcon, Best In Show Vesta Award for a Hearth Product went to Quadra-Fire for its Mt.

Vernon Insert with the new burn system developed by Dan Henry & crew from Colville. Competition is what makes America great. A certain stove company has been kicking butt in the pellet-stove marketplace with its fuel friendly appliances, and now another company not wanting to lose market share invests heavily into new technology. Kudos' to Quadrafire/Hearth and Home Tech for believing in this marketplace. I understand that this new stove was the largest R&D project at HON, the parent company. Some file cabinet! Don't forget to press #5 for fuel selection, Bruce's Dirt!

Now that the appliance guys have stepped up to the plate, it's time for us fuel guys to do the same. Last season's fuel shipments won't be out for a couple months, but the early estimate from our capacity survey reflects a 17% increase from last season to 1,205,000 tons. That's an additional 175,000 tons from the 2004-2005 season. At two tons per new stove sale, that is 87,500 units. We were short by 30,500 stoves or 61,000 tons, based on the same heating degree-days (HDD), no stove retirements and the 118,000 stoves sold.



Continued on Page 3

## PFI BOARD OF DIRECTORS

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Steve Walker, New England Wood Pellet  
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Don Kaiser, Executive Director  
Allan Cagnoli, Senior Manager of Government Affairs  
Denise McDonald, Administrative & Membership Coordinator



## Welcome New Members

Dejno's Inc.  
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PA Pellets, LLC  
Pennsylvania Pellet Manufacturing  
Pellet American Corporation  
Kesco, Inc.  
Kice Industries Inc.

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## CALENDAR OF EVENTS

July 20-22, 2006

PFI Annual Conference  
Keystone Resort  
Keystone, CO

Learn More on Page 7!



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*Continued from Page 1*

Your association performed two capacity surveys, one in October 2005, the other in February 2006. Both had similar results. Current industry operators are expected to increase their production about 332,000 tons and another 50,000 tons will come on line with new operations. That is 382,000 new tons for the next season. So based on the same assumptions in average stove use, HDD, retirements, and picking up on the new units missed last year, this survey reflects new capacity to satisfy another 130,000 appliances for the 2006-2007 season. This does not take into consideration the units that burn that yellow stuff. The graph on the first page reflects that the fuel industry has virtually doubled in size in just four years, impressive by any standards.

With so much new fuel coming from existing operators, it reflects that our industry has been running well below capacity. When we were battling the gas monster during the nineties, there was not a whole lot of incentive to invest in new facilities when there was an over supply. When you look at the number of new operators that came on line in the last five to ten years. I think more went out of business, than started up. With the current demand, new operations will and have been starting up. History has shown that our industry will invest and expand if the demand is there. It usually takes 18 to 24 months from the time you say I want to build a pellet plant to the time you are making product in commercial quantities. At the last PFI board meeting, there were some comments that the 382,000 tons of new capacity from our survey may be low.

In February, there were two important meetings at our offices in Arlington. Stove manufacturers and industry stakeholders from all over got together to agree on a common pellet stove efficiency standard to recommend to DOE in its rulemaking for The Renewable Energy Security Act of 2005. These outstanding individuals collectively decided in three hours to use a CSA standard with a European heating value modification to be the mark used for calculating pellet stove efficiency. Immediately following this meeting, our Standards committee met to determine what standards the PFI should publish. Len Leofsky flew in from Texas just to referee this meeting that was led by Dan Henry, one of the committee's tri-chairs. Before the meeting broke in the afternoon, the committee made a recommendation to draft three categories of standards: Densified Residential Fuel, Densified Grain Fuel and Densified Commercial Fuel. It was further

recommended that the Residential Fuel standard be broken into four different levels based on ash content: Super Premium, Premium, Standard, and Utility. The Board at the EXPO meeting agreed and passed it back to committee to do the detail work. Any changes in standards, once finalized, will be approved by the Board, and then the membership needs to approve the changes. Bob Sourek mentioned that it took four hours to accomplish what he has been waiting for 18 years. Thanks to all for traveling to Washington and working collectively to accomplish these tasks.

Coming soon will be a members only, password protected, section of our website. I expect newsletters, report downloads, and various links to other sites that may interest our members. One such page anticipated is a "Renewable Energy Initiative/Portfolio Program" link by state. This will keep you informed of various legislative and regulatory issues that effect members in their various states. As I write this, oil closed at \$71.21/bbl today. The industry spends a lot of time and effort in the residential space heating arena, but there are other options and markets that our members will be pursuing in the future.

Our dear friend and past PFI president Averill Cook joined our board meeting in Salt Lake. Averill has been working in New England on switch grass initiatives. He has volunteered to help the association to work on some special projects. Welcome Back Av!

On a sad note, we will be losing a friend shortly. My first trade show in this industry was in Baltimore in 1988 at something called the Wood Heating Alliance. I watched the ceremonial axe ribbon cutting opening ceremony by a longhaired Bill Eckert from Colorado with a fair-haired guy wearing round glasses standing nearby. This guy turned out to be Carter Keithley, the head of the "WHA". Well the fair hair is now gray, and Carter will be leaving HPBA on May 1 to be the head of the Toy Industry Association in New York. Carter, enjoy playing with your Barbie Dolls and GI Joe Action Figures. We will miss you.

**See you all in Keystone for our annual meeting and conference!**

## FEBRUARY MARKET UPDATE

### Producer Comments:

“Would be able to boost production by 35% if I could find dry raw material.” Northeast

“Remarkable demand.” Southwest

“Demand far surpassed supply this season!” Northwest & Mountain

“Strong demand but short on raw material.” Eastern Canada

“95% of our product goes to Europe at this time.” Western Canada

### United States:

**Northeast:** \$117.50-\$164 range. Sales volume is reported to be ahead of last year with manufacturers anticipating an upward price trend.

**Midwest:** \$117.50-\$164 range. Most manufacturers anticipate an upward price trend with a good to excellent Year-to-date sales volume.

**Southwest:** \$118-\$180 range. With plants running between 75-100%, manufacturers report that their year-to-date sales volume is the same or ahead of last year.

**Southeast:** \$119-\$140 range. Manufacturers report a good to excellent year-to-date sales volume with a tight raw material market.

**Northwest & Mountain:** \$107-\$139 range. With most plants running at 100% most manufacturers are reporting that sales are ahead of last years.

**Canada:** Western Canada reports that sales are ahead of last years. Prices range from \$130 (Central Canada) to \$164(Eastern Canada) (US\$). They predict and upward price trend.

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### The View From Arlington

By Don Kaiser, PFI Executive Director

Hopefully you all made it to Salt Lake City for EXPO 2006. What a terrific event! If you visited any pellet appliance or pellet fuel manufacturer booth, you could see how busy they were. The PFI Membership booth on the show floor was inundated with attendees wanting to learn more about PFI and its activities. The “Growing Together” blinking badges were certainly a hit and helped to let people show their support for PFI and the pellet industry.

The annual EXPO Membership Luncheon was literally standing room only. A capacity crowd of over 160 attendees came to hear the 2005 pellet appliance and pellet fuel shipment numbers, learn the latest on the Renewable Energy Security Act (RESA), and participate in a lively “Open Forum” discussion with a great panel of pellet fuel manufacturers, pellet appliance manufacturers, and retailers. This was the first year that we had significant attendance from retailers and appliance manufacturers at the luncheon and they were a welcome addition. The pellet industry needs all three of these constituencies working together in order to be “growing together”. Many thanks to all the participants and the attendees for taking time out of their hectic and busy EXPO schedules to show their support for the pellet industry.

Our next time together will be at our annual summer conference. This year PFI will head to the Rockies and The Keystone Resort in Keystone, Colorado from July 20-22, 2006. It is truly a beautiful location with plenty of outside activities available. We will be having our annual PFI Golf Tournament and as an alternative, we will be having a whitewater rafting trip that promises to be fun for everyone. The conference committee is hard at work putting together the program details and educational sessions. Registration materials and sponsorship materials can be accessed on the web at [www.pelletheat.org](http://www.pelletheat.org) and will be faxed out in April. Come early and bring the family for a great summer vacation.

The PFI staff team has added a new and important member. W. Allan Cagnoli will serve as Senior Manager of Government Affairs for PFI. Allan is a seasoned government affairs professional and was most recently the Director of Government Relations for the National Association of Towns and Townships where he was responsible for the advocacy of legislative and regulatory issues affecting their 55,000 members. Allan also served for nearly twenty years as Chief of Staff and Legislative Director for Congressman George W. Gekas (R-PA). He is well versed in the workings of Capitol Hill and the fundamentals of organizing grassroots. We welcome Allan to the PFI team in Arlington.

**The Pellet Industry, The Best Year Ever!**  
**Don Johnson, HPBA Director of Market Research**

According to data collected by the Hearth, Patio & Barbecue Association (HPBA), the pellet industry had its best year ever in 2005.

During 2005, pellet appliance manufacturers shipped 118,490 pellet fueled hearth appliances in the U.S., 76% more than the 67,467 shipped the year before. While this only represents about 4% of all the hearth appliances shipped within the U.S. during the year, it accounts for around 37% of all freestanding stove shipments by the industry, and represents 51% of total net freestanding stove dollar sales. Since 1999, according to the information collected by HPBA, the total number of pellet appliance shipments increased a whopping 545%. Overall, the industry has increased in five out of the last six years, including the last three years in a row, increasing 43%, 39%, and 76% over the last three years, respectively.

Pellet fuel sales during 2005 also set records, according to data collected by the Pellet Fuels Institute (PFI). Pellet fuel sales increased 14% between 2004 and 2005, totaling an estimated 1,030,000 tons in 2005, the first time the industry has exceeded the 1 million ton level. Over the past five years, the total tonnage of pellet fuel shipped by the industry increased from 641,000 tons in 2000 to 1,030,000 by 2005, an increase of almost 61%.

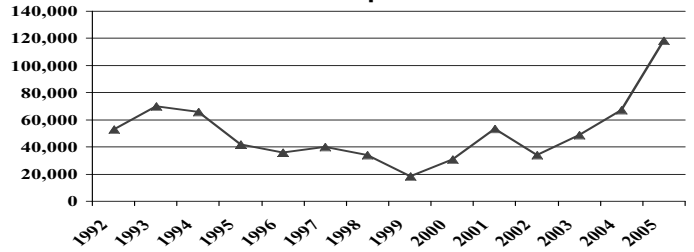
The hearth industry as a whole also did extremely well during 2005, with all segments of the industry improving

from the year before. Between 2004 and 2005, cordwood fueled hearth appliance shipments increased 13% (from 498,630 to 561,596), gas fueled hearth appliance shipments increased 2% (from 2,103,685 to 2,141,165), while electric hearth appliance shipments increased 27% (from 300,000 to 380,000). Overall, including pellet appliance shipments, the hearth industry in the U.S. increased by 8% between 2004 and 2005, totaling 3,201,251 shipments in 2005, the highest level ever achieved.

The big increases in the pellet and cordwood hearth appliance shipment levels over this past year can be traced to the high perceived cost of natural gas during this time period. What is somewhat surprising, however, is the fact that gas hearth appliance shipments levels also increased slightly during this time period, despite the relatively high price of natural gas. Evidently, the end user feels that the convenience associated with using a gas fueled hearth appliance outweighs the increase in cost associated with using these products.

2005 was an excellent, excellent year for the hearth industry – by every standard of measurement.

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## Pellet Fuel Industry Meets with Energy Secretary Bodman By Charlie Neibling, New England Wood Pellet Co.

Recently, PFI board member Steve Walker had the opportunity to meet one-on-one with U.S. Secretary of Energy Samuel Bodman. The meeting, arranged by New Hampshire Congressman Charlie Bass, highlighted the growing awareness within energy policy circles of the emerging importance of pellet fuels in meeting America's energy challenge.

Walker is President and CEO of New England Wood Pellet LLC in Jaffrey NH. Bodman was in New Hampshire promoting President Bush's Advanced Energy Initiative, unveiled in his State of the Union Address in February. Congressman Bass, who introduced and championed passage of the Renewable Energy Security Act (RESA) provisions of the 2005 Energy Bill, saw an opportunity to promote the provisions of act through a meeting between Walker and Secretary Bodman.

RESA authorizes rebates of up to 25% of the installed cost of renewable energy systems that have greater than 75% thermal efficiency. The program is ideally suited to help promote pellet fuel systems, although it also applies to other renewable energy systems, and is authorized at a funding level of up to \$150 million in FY2007, increasing to \$250 million per year in FY2012. While RESA authorizes these provisions, *the rebate program can not be implemented until the Department of Energy (DOE) develops program rules, and Congress provides funding.*

Walker and Bodman discussed both the rule-making process and prospects for funding in the 2007 federal budget. Unfortunately, President Bush did not include funding for RESA in his FY07 budget proposal, and generally Presidential appointees cannot support funding out-

side the President's budget request. Nonetheless, Secretary Bodman recognizes the value of the program and indicated support for DOE moving ahead with the rule making process.

This task will likely come under the direct responsibility of Alexander Karsner, recently confirmed by the US Senate as Deputy Secretary for Energy Efficiency and Renewable Energy.

Aside from specific discussion of RESA, Walker and Bodman also discussed the tremendous potential of pellet fuel in helping American transition to a renewable energy economy. The US Department of Agriculture's recent report "Biomass as Feedstock for a Bioenergy and Bioproducts industry: The Technical Feasibility of a Billion Ton Annual Supply" (available online at [www.eere.energy.gov/biomass/publications](http://www.eere.energy.gov/biomass/publications)) demonstrates that America has huge untapped supplies of woody biomass available for energy production. One estimate indicates that wood pellet fuel could reach 3-5% of total space heating needs in American alone (currently pellet fuels represent 1/6th of 1%).

Walker described the development of pellet fuel energy in Europe, particularly in central heating and cogeneration, as an indication of the potential in America.

PFI now has the opportunity to build a relationship with the new leadership at DOE, and with key supporters in Congress like Charlie Bass. Secretary Bodman and Deputy Secretary Karsner will be in place through January 2009, and potentially longer. Members can and should play an important role in helping PFI build a stronger connection to federal energy policy leaders. There is still an opportunity to secure FY07 funding for RESA in Congress, working through the appropriations process over the coming months.



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## PFI is headed to the Rockies!

This year's annual conference will be held in majestic Keystone, Colorado at the Keystone Resort. The Keystone Lodge is a six-story, four-star hotel with spectacular views of both the Keystone Mountains and the winding Snake River. Conveniently located adjacent to quaint Keystone Village, the lodge features a fitness center, outdoor



pool, Jacuzzis and a luxurious day spa that offers massages and facial treatments. In addition, Friday evening we will assemble for an old fashion barbecue with horse-shoes and croquette available for friendly competition.



## Program Info

The annual conference will bring you a combination of fantastic educational sessions, networking opportunities, and social events. It is the industry's once-a-year opportunity where manufacturers and suppliers can meet and learn about new developments in technology and discuss the variety of ways to grow the marketplace for renewable energy.

## Highlights of the program include:

- ◆ Grassroots Politics: How you can make a difference
- ◆ Densified Fuels: National & International
- ◆ Government Relations Update
- ◆ Discussion on Possible New PFI Fuel Standards
- ◆ Plant Safety & Pitfalls
- ◆ Open Forum Discussion
- ◆ Innovations in Packaging Equipment

## Golf Tournament & Kayak Tour

The annual PFI Golf Tournament will be held in the morning on Thursday, July 20 at the Keystone Ranch Golf Course, 3 time Silver Medal winner as one of America's Best Golf Resorts by Golf Magazine. Designed by Robert Trent Jones, Jr., this classic mountain golf course features lodgepole pines surrounded by sage meadows that stretch across a nine-acre lake. Ranked in the top 12 for the fourth straight year as one of the best courses for women by Golf For Women, Keystone Ranch Gold Course will be



sure to continue the tradition of good times and friendly competition at this annual event. Golfers of all skill levels are encouraged to participate.

For non-golf enthusiasts we will be offering a guided white-water rafting tour down the Clear Creek River. Members and guests will be exhilarated by this 3 hour trip which features class 3 rapids in an historic mining valley. Clear Creek offers more rapids than most commercially rafted rivers in the state with an average gradient of 67 feet per mile.



## HPBA EXPO PRODUCTS REVIEW

Mel Monk, Custom Hearth

Another successful HPBA show is behind us, and I came away with a feeling of satisfaction and optimism for the future of the pellet fuel industry. Somehow the manufacturers and their stove designers got the message that it is time for a change. With the incredible demand for pellet-fired home heating and with the choice raw materials for palletizing being fully utilized, the race is on to develop the new generation of bio-mass burning technology.

Last winter, the heavy consumer bomb was dropped. We escaped, a little bloody, but ready for the next battle.

When we look across the landscape and see the many clever and dedicated bio-mass stove designers working long hours for the enrichment of our economy and environment, I'm beginning to think we have a chance. The consumer is on their knees begging for reasonably priced heat so here is some of the appliances our industry will have available for the next season as seen at EXPO 2006:

### **American Energy Systems, Inc.**

Showed their newest addition to their biomass, corn and wood pellet line. Up to 65,000 btu's with a 190lb hopper. They promote the latest in "clean-burning, low ash technology" with the 6500 Furnace. AES remains one of the strong proponents for appliances designed to burn "organic" fuel alternatives.

### **APR Industries Ltd.**

Manufacturer of the Kozi line of pellet and corn stoves, APR introduced the alternative Kozi Cast-iron pellet stove. Promoted as "Big in features, small in cost," and available in elegant enamel finishes.

### **Breckwell Hearth Products**

Offers "the classic" cast-iron pellet appliance. From 8,000 to 42,000 btu's and a 50lb hopper, it's rated up to 1500sq. ft. Utilizing their 4 heat setting touch pad, digital controls and a "country charm styling," this unit fits nicely into their very deep pellet stove lineup.

### **Country Stoves, Inc.**

Showed their beautiful new cast pellet series. It utilizes a completely sealed body (for quieter operation), a 75lb hopper, battery backup option, panels of cast iron, stone or tile, reversible flue, and country's industry leading warranty. From all indications, they have a winner.

### **Dansons Group, Inc.**

Displayed their new "Europro" pellet stove. The Europro features sophisticated styling, super-grate technology that allows the burning of a standard grade pellet with a fully automatic, digital control board. Especially attractive is the complete stainless steel cabinet. Making alternative energy a long-term investment, they are also introducing two new corn stoves.

### **Englander/ England's Stove Works, Inc.**

Marketing under the name "TimberRidge", they are bringing out a very large, free standing pellet stove for the next ice age. The "Max 240," referring to a 240lb hopper, approximately 5 day burn on a medium-low, impressive radiant heat compliments a convection blower. Nice addition as a large hearth.

### **Harman Stove Company**

They have a wonderful new PB100 pellet boiler. With up to 105,000 Btu output, 200lb hopper, patented Harman feed system, auto-temp control, ESP water temperature control, domestic hot water coil and creative swing open burnpot access door, this well manufactured piece of heating equipment hits the market at just the right time.

### **Hearth and Home Technologies**

The new Mt. Vernon pellet insert by Quadra-Fire is innovation at its best. The complete re-design incorporates whisper quiet air transfer that moves through the appliance assisted by a 12-volt digital blowers. The heat exchanger is "form following function" and must be seen to be appreciated. The control system offers pre-programmed controls and it continuously monitors the stoves' operation and room temperature and adjusts the heat output level depending on how much heat you need. The unit is programmed for nine different fuel options and the self cleaning firepot is automatic and requires less maintenance. Look inside and discover the future.

### **Lennox Hearth Products**

I understand they had a prototype on site but I didn't get a chance to see it. We shall wait another year for a new pellet stove from a company that should be in a leadership position.

### **Mendota Fireplace**

The St. Croix SCF-050 corn furnace that can be retro-fit to wood pellets produces 45,000 btu's and has a 1800 sq ft heating capacity. It's a reasonably sized unit that still holds 200 lbs of fuel. It contains a large clinker/ash pan, a two speed blower, digital control board with a room thermostat. It can be used in conjunction with your present heating system or as a stand alone unit. Another strong entry from a solid company and it comes at the right time.

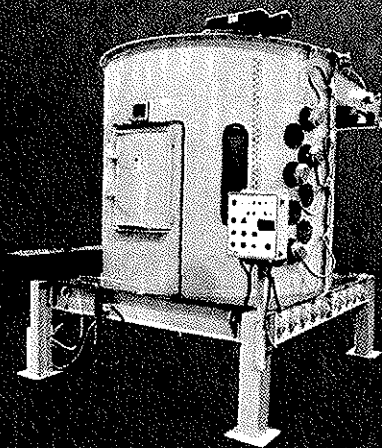
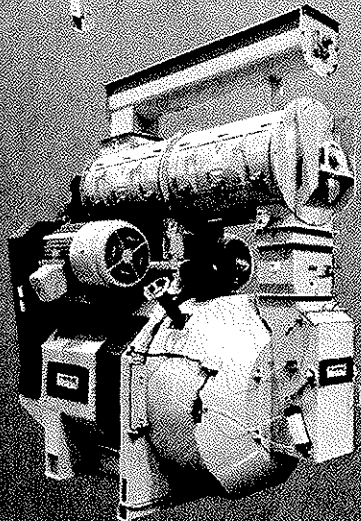
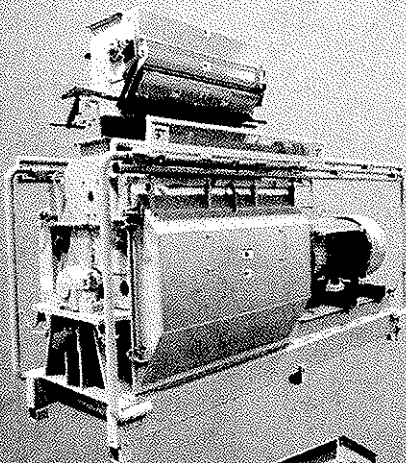
Northwest Manufacturing, Inc.

A privately owned company based in Red Falls Minnesota showed the "Wood Mater AFS 1100 Plus." A corn-pellet fuel furnace, using corn, wood pellets, paper pellets, barley, soybeans or any small grain as a fuel source. The furnace is a non-pressurizing outdoor boiler with an electronic temperature control and it can heat up to 8000 sq ft. These folks have developed a very attractive bio-mass burner and are proud to offer us cost effective energy, a clean environment and an attempt to strengthen our local economics. This is a product worth further review.

*Continued on Page 13*



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### EIA Fuel Predictions

On April 11th, EIA released their projection for summer gasoline prices and expenditures. Virtually unnoticed in this announcement was that they also predicted quarterly residential Fuel-oil and electricity prices. No one will be surprised to learn that they do not expect fuel oil prices to drop, but if one is, for instance, talking to your local lender about the future, this confirmation may be useful. Specifically, EIA predicts that the Average residential retail price, including taxes, in the Northeast will be \$2.32 in the 3rd Q, essentially unchanged from the actual \$2.35 paid in the 3rd Q of 2005. So the price of the first “fill-up” will be similar to last fall, and still up substantially from the 1st Q of 2005, which was the last Q that the NE saw average prices under \$2.00. Of course, this is a very early projection, and the weather, hurricanes, early cold snaps, etc, will change everything, but this is still very Official information, and useful for financial projections.

<http://www.eia.doe.gov/emeu/steo/pub/5ctab.html>

KICE Industries



### Big Round Filter.

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#### Kice Industries, Inc.

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## New Senior Manager of Government Affairs Hired

PFI/HPBA have hired W. Allan Cagnoli who was most recently the Director of Government Relations for the National Association of Towns and Townships (NATaT) where he was responsible for the advocacy of legislative and regulatory issues affecting NATaT's 55,000 members. Prior to that he was a legislative consultant to several associations and private entities.

Allan also served for nearly twenty years as the Chief of Staff and Legislative Director for Congressman George W. Gekas (R-PA). In addition to the administrative duties of managing three district offices, twenty staff and million dollar budgets, he worked on legislation and constituent matters dealing with immigration reform, homeland security, environmental issues, bankruptcy reform, regulatory reform, defense and transportation appropriations, law enforcement, biomedical research, and other areas.

Allan has the experience that we have been looking for: he is well-grounded in the workings of Capitol Hill,



including what sells and what doesn't sell, and the fundamentals of organizing grassroots. He also has the maturity and self-confidence that will allow him to work well with our members and with legislative members and staff and regulatory staff.

Educated at Colgate University, Allan resides in Alexandria, VA, with his wife and two children.

Allan's e-mail address will be [cagnoli@pelletheat.org](mailto:cagnoli@pelletheat.org), and his extension here in Arlington will be 128.

Know of someone who should be on our mailing list?



**We need to know!**

Help PFI keep our database updated. If you know of a company that needs to hear from a member of the PFI staff please email Denise at [mcdonald@pelletheat.org](mailto:mcdonald@pelletheat.org)



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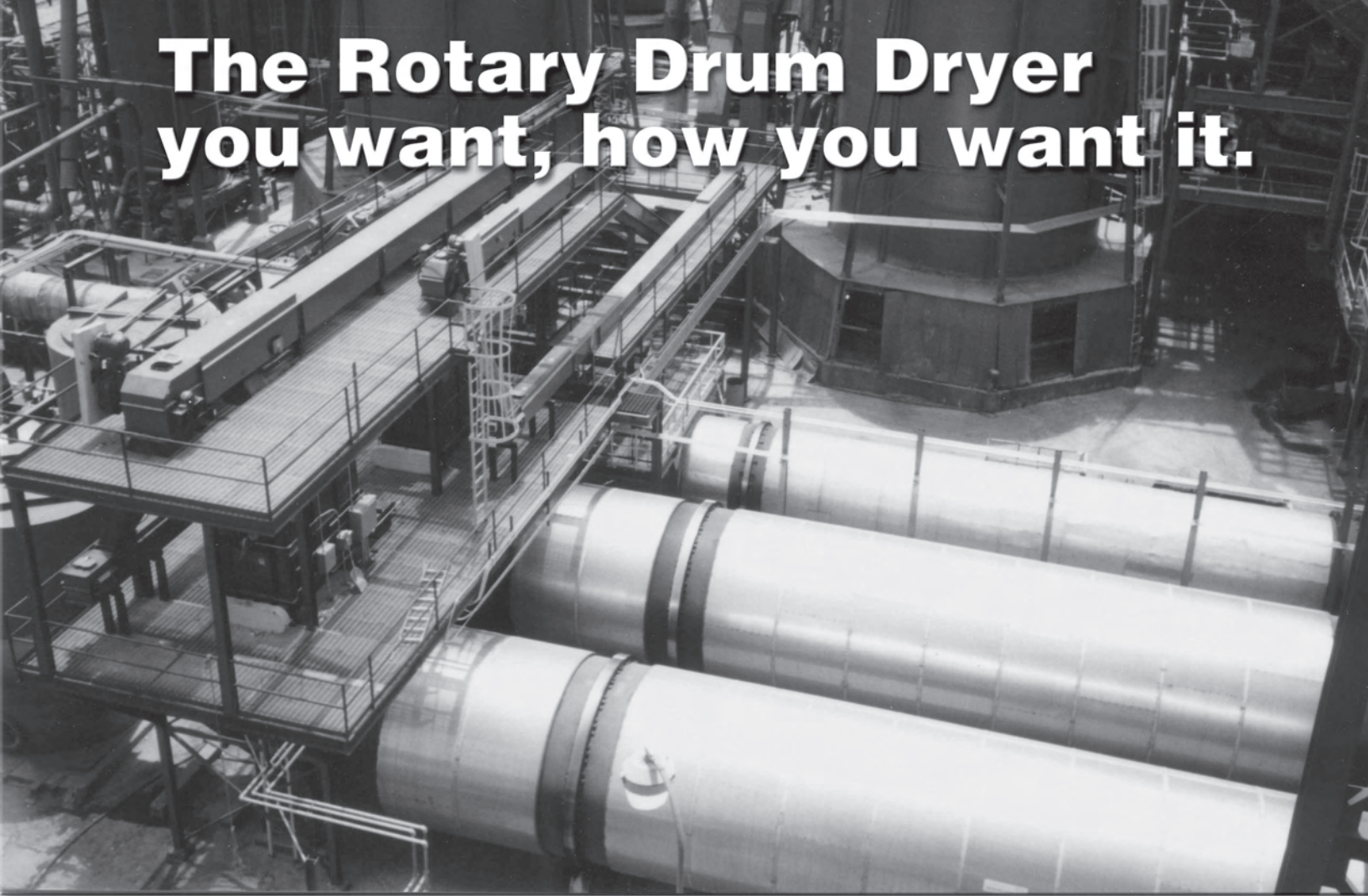


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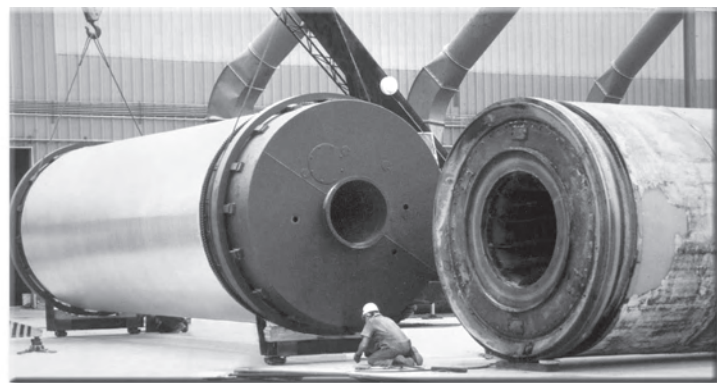
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*Continued from page 8*

### **Nu-Tec Inc.**

A bottom feed stove that's been around for years. I'm not comfortable with the design and I find it interesting that the stove is always displayed indoors, never burning. Dell-Point Marketed by Regency Stove Co.

I featured it last year and now it's being re-released with the distribution expertise of Regency. I understand the digital control system has been refined and calibrated to handle a wider variety of bio-mass. I remain excited about their design. It may solve the dilemma of fluctuating bio-mass fuel quality.

### **Sherwood Industries**

An innovative pellet stove company that refuses to let their lines get stale. First is the "Triton" pellet water heater. Refined and ready for sale; it maxes out at 100,000 Btu's, has a 250lb hopper and is compact in size. It will be heating under floor tubing, domestic hot water and hot tubs this coming season. Second is the "Max" a small window, simple, clean, straight forward design that packs a punch. 70,000 Btu's with a heat output that is dynamic. Take a close look at the detail on the cast iron heat shield louvers, the value of a standard, bolt-on hearth pad. The clean lines in the cast iron ash pan door, decorative door handles and sculpture window and side panels. This stove is another must see.

### **Thelin Company, Inc.**

They returned to Salt Lake City with a stylish new cast iron pellet stove that incorporated all the direct current motor/battery back up technology that has made them a favorite for the past twenty years. I have limited information because the booth was always full of people. Please follow this company's developments.

### **Travis Industries**

They showed a new cast iron cabinet pellet stove that will also be made as a wood stove. The technology was the same as they have in their proven performers, the "Yankee" by Lopi and the "Astoria" by Avalon. It was speculated that they are working on a bio-mass burner system for the unit but we probably won't see it until next year.

### **United States Stove Company**

They had four new units. The 5500 pellet stove in a shop heater design. 48,000 BTU output and hopper capacity of 140 lbs. The 5700 is a box style pellet stove, on legs, with a 50 lb. hopper. It has a 44,000 BTU heat output and is mobile home approved. The 6039 is a corn or pellet stove with a standard pedestal, arch door design and 52,300 BTU output and 60 lb hopper. Next comes the 6100 multi-fuel furnace model. Designed to burn corn or wood pellets but can be adapted to burn other fuels such as soy beans, olive pits, cherry pits, bio-mass fuel grains and processed silage. At 100,000 BTU's this appliance is intriguing.

Ashley's name was also on a pellet stove with a diagnostic control panel. If the quality is there, this company appears to be on the move. The Bio Advantage Power Burner from Central Boiler burns either shelled corn or wood pellets in a protected furnace that sits outside the home. It can heat multiple buildings, has a side mounted hopper and the furnace easily converts for wood burning or is interchangeable with a complete gas/fuel oil option. This unit would be especially convenient on a farm in the Midwest.

### **Hearth Products Group (HPG)**

Returns the elegant, refined and tasteful AustroFlame Pellet Stove line back to North America. The Integra II is shown in both F/S and Insert and is the only remaining model. The new units are names MEMO, PREMIO, VISIO and EVO AQUA. All of them are beautifully executed but all of them may not be in the final line up because they are so similar. AustroFlame always set a standard for class. It's nice to see them back.

As we explore new territory in the world of Alternative Energy and bio-mass fuel each trade show becomes profoundly important. Please come to EXPO in Reno in 2007.

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## Pellet Fuel Manufacturer Members

Company	Name	City	State	Country	Phone
Allegheny Pellet Corporation	Ron Leofsky	Youngsville	PA	USA	(814)563-4358
American Wood Fibers	Rich Whiting	Columbia	MD	USA	(410)290-8700
Armstrong Pellet, Inc.	Roger Mushaluk	Armstrong	BC	CANADA	(250)546-8484
Associated Harvest Company	Glenn Walldroff	Lafargeville	NY	USA	(315)658-2926
Bear Mountain Forest Products	Bob Sourek	Cascade Locks	OR	USA	(541)374-8844
CAL Investments LLC	Janet Callahan	Palmer	MA	USA	(413)283-8010
CNZ Corporation	Orrin Connell	Sheridan	WY	USA	(307)672-9797
Cummings Lumber Co. Inc.	Mike Davidson	Troy	PA	USA	(570)297-4771
Dansons Group Inc.	Jeff Thiessen	Acheson	AB	CANADA	(780)962-8509
Dejno's Inc.	Larry Dejno	Kenosha	WI	USA	(262)657-1210
Dry Creek Products, Inc.	Greg Palmer	Arcade	NY	USA	(585)492-2990
Energex Pellet Fuel, Inc.	Bruce Lisle	Mifflintown	PA	USA	(717)436-2400
Eureka Pellet Mills Inc.	Tony Neumayer	Missoula	MT	USA	(406)543-0812
Fiber By-Products	Cory Schrock	Goshen	IN	USA	(574)534-1820
Fiber Resources	John Weaver	Pine Bluff	AR	USA	(870)535-1759
Forest Energy Corporation	Mike Lundy	Show Low	AZ	USA	(928)537-1647
Hamer Pellet Fuel Co.	Lori Hamer	Kenova	WV	USA	(304)453-6381
Hassell & Hughes Lumber Co.	Bob Haggard	Collinwood	TN	USA	(931)724-9191
Heartland Pellets/Pope & Talbot	Everett Follette	Spearfish	SD	USA	(605)642-2363
Ironstone Mills, Inc.	Frank Diem	Leola	PA	USA	(717)656-4539
La Crete Sawmills Ltd.	John Braun	La Crete	AB	CANADA	(780)928-2292
Lakewood Industries	Richard Robinson	Ear Falls	ON	CANADA	(807)222-3616
Langs Dehy Ltd.	Ken Martin	Palmerston	ON	CANADA	(519)343-3353
Lignetics, Inc.	Ken Tucker	Sandpoint	ID	USA	(208)263-0564
Marth Wood Shaving Supply	T.J. Morice	Marathon	WI	USA	(715)842-9200
Marwood Ltd.	Melanie Moore	Fredericton	NB	CANADA	(506)444-7141
Mt. Taylor Machine, LLC	G. Matthew Allen	Milan	NM	USA	(505)287-9469
Nature's Earth Pellet	Lynda Whitefeather	Reform	AL	USA	(800)749-7463
New England Wood Pellet, Inc.	Steve Walker	Jaffrey	NH	USA	(603)532-9400
Northcutt Woodworks, L.P.	Larry Christopher	Crockett	TX	USA	(936)544-2028
Ozark Hardwood Products	Scott Jacobs	Marshfield	MO	USA	(417)859-6027
PA Pellets. LLC	Jason Holmberg	Coudersport	PA	USA	(814)274-3233
Pacific Bio-Energy Corp.	Paige Anderson	Prince George	BC	CANADA	(250)963-7220
Pellet America Corporation	Lee Robert	Appleton	WI	USA	(920)954-0466
Penn Wood Products, Inc.	Brian Markle	East Berlin	PA	USA	(717)259-9551
Pennington Seed Inc.	Keith Hankins	Greenfield	MO	USA	(417)637-5978
Pennsylvania Pellet Manufacturing	Joseph Lagrua	Coudersport	PA	USA	(814)558-9680
Pinnacle Pellet Inc.	Robert Swaan	Quesnel	BC	CANADA	(250)747-1714
Potomac Supply Corporation	Richard Gouldin	Kinsale	VA	USA	(804)472-2527
Princeton Co-Generation	Dean Johnston	Princeton	BC	CANADA	(250)295-6940
Shaw Resources	Glenn Hardie	Subenacadie	NS	CANADA	(902)758-2095
Somerset Hardwood Flooring	Steve Merrick	Somerset	KY	USA	(606)678-2842
Southern KY Hardwood Flooring	David Dicken	Gamaliel	KY	USA	(270)457-3618
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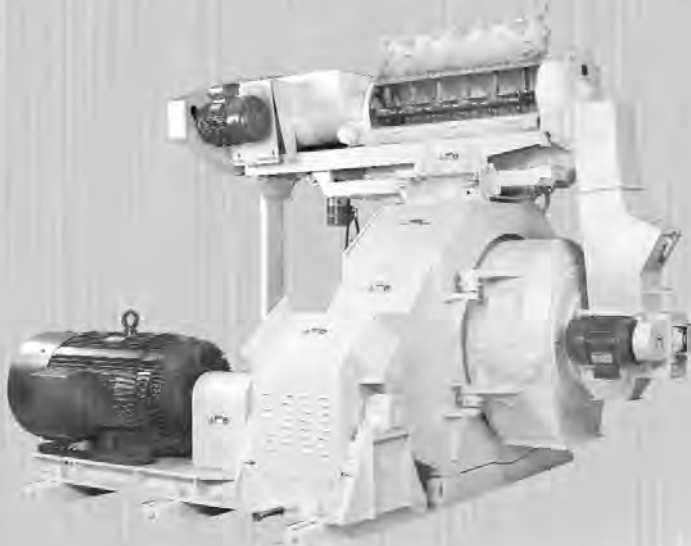
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