

2006 Directory Of Pellet Fuel Manufacturers

Consumer demand for pellet appliances and fuel has grown substantially in the last five years. According to the Pellet Fuels Institute (PFI), pellet fuel manufacturers throughout North America responded and increased fuel shipments by 14% during the 2004-2005 heating season. A recent survey by PFI indicates even greater pellet fuel shipments in the 2005-2006 heating season.

"The demand for pellet stoves and fuel is unprecedented," states Bruce Lisle, PFI's president. "When you combine the economic effects of Hurricane Katrina with the dramatic increases in home heating oil and natural gas prices, it is no secret that manufacturers have a challenge keeping up with the spike in demand this winter. Pellet fuel manufacturers are doing everything possible to meet this challenge by running their plants at capacity and increasing production. The industry is also looking to move product from areas with excess to areas with greater demand. In addition, there are nonpremium-grade fuels available for stoves that can burn an industrial grade of fuel."

Pellet fuel manufacturers indicate that they have made plans to meet future demand by significantly increasing production. In a recent survey, PFI-member companies state that the industry plans to ship over 350,000 additional tons next year – a 35% increase. In addition, the industry anticipates new pellet mills being added by the end of 2006 that could generate an additional 120,000 tons of pellet fuel for next winter.

To help dealers be prepared for heightened demand, or for retailers interested in adding pellets to their product mix, we present our annual Directory of Pellet Fuel Manufacturers, complete with the materials and specifications that go into each manufacturer's product.

Use the directory to find a pellet brand or type that is compatible with the appliances you carry, or a manufacturer that's close enough to keep freight charges under control – an important factor when ordering this product.

The information is based on replies to questionnaires faxed to all known pellet producers and responses to the same questionnaire posted on *AER's* Web site.

In the company listings, abbreviations are used for:

- BD = bulk density
- FC = fines content
- IAC = inorganic ash content
- SC = sodium content
- PC = private label

BEAR MOUNTAIN FOREST PRODUCTS

P.O. Box 70, Cascade Locks, OR 97014

-  (541) 374-8844
-  (541) 374-8837
-  Stan Elliot, sales and marketing manager.
-  selliot@bmfmp.com
-  www.bmfmp.com

Sold under brand names: Bear Mountain, Golden Fire, America's Best. **Grade:** Premium. **Source:** Douglas Fir. **BD:** 42. **FC:** Less than 1/2 of 1%. **IAC:** Less than 1/4 of 1%. **SC:** Less than 100 ppm. **Diameter:** 1/4". **Length:** 1/2"-1". **Available:** Western U.S.; By truck; By rail; Minimum delivery 22 tons. **Packaging:** Fifty 40 lb. bags/pallet. **BTU (Dry Basis):** 8,800+.

COEUR D'ALENE FIBER FUELS INC.

W. 3528 Seltice Way, Coeur d'Alene, ID 83814

-  (208) 765-0608
-  (208) 664-9936
-  Jim Brown, sales manager.
-  jbrown@atlaspellets.com
-  www.atlaspellets.com

Sold under brand names: Atlas, North West Pride, USA. **Grade:** Premium. **Source:** Red Fir. **BD:** 44. **FC:** Less than .20%. **IAC:** Less than .20%. **SC:** Less than 15 ppm. **Diameter:** 1/4". **Length:** 5/8"-3/4". **Available:** WA, OR, CA, NV, WY, UT, ID, MT; By truck; By truck (PC); Quotes FOB at plant; Quotes delivery to specific area; Minimum delivery 22 tons. **Packaging:** Fifty 40 lb. bags/pallet; bulk. **BTU (Dry Basis):** 8,800.

DANSONS

26319 Twp Rd. 531, Acheson, AB, CANADA T7X 5A3

-  (780) 962-8509
-  (780) 960-0430
-  Bonnie Wagner, pellet sales.
-  info@dansons.com
-  www.dansons.com

Sold under brand names: Kentucky Komfort, Homewood, Glow Boy. **Grade:** Premium. **Source:** Pine. **BD:** 43.5. **FC:** .40%. **IAC:** .39%. **SC:** .05 ppm. **Diameter:** 1/4". **Length:** 1" max. **Available:** Entire U.S.; By truck; By truck (PC); Quotes FOB at plant; Quotes delivery to specific area; Minimum delivery 21.6 tons. **Packaging:** Fifty 40 lb. bags/pallet; Sixty 40 lb. bags/pallet. **BTU (Dry Basis):** 9,151.

ENERGEX AMERICAN INC.

RR #3, Box 343, Mifflintown, PA 17059

-  (800) 373-5538
-  (717) 436-0017
-  Kari Wagner, customer service representative.
-  sales@energex.com
-  www.energex.com

Sold under brand names: Energex, Juniata, Super Premium. **Grade:** Premium; Standard; Commercial. **Source:** 100% Wood. **BD:** 40. **FC:** Less than .5%. **IAC:** Less than 1%. **SC:** Less than 300 ppm. **Diameter:** 1/4". **Available:** PA, NY, CT, RI, NJ, MD, DE, WV, VA, OH; By truck; Quotes FOB at plant; Minimum delivery 22 tons. **Packaging:** Fifty 40 lb. bags/pallet. **BTU (Dry Basis):** 8,200.

ENERGEX PELLET FUEL INC.

3891 President Kennedy, Lac Megantic, PQ, CANADA G6B 3B8

-  (800) 373-5538

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 (717) 436-0017
 Darryl Rose, vice president, marketing.
 sales@energex.com
 www.energex.com

Sold under brand names: Energex, Phoenix. **Grade:** Premium; Commercial. **Source:** 100% Wood. **BD:** 42. **FC:** Less than .5%. **IAC:** Less than 1%. **SC:** Less than 300 ppm. **Diameter:** 1/4". **Available:** By truck; Quotes FOB at plant; Minimum delivery 23 tons. **Packaging:** Fifty 40 lb. bags/pallet; 25 lb. paper bags with handle. **BTU (Dry Basis):** 9,000.

EUREKA PELLET MILLS

3757 N. Reserve, Missoula, MT 59808

 (800) 322-9980
 (406) 543-2915
 Tony Neumayer, marketing.
 tony@eurekapellets.com

Sold under brand names: Premium Eureka. **Grade:** Premium. **BD:** 42. **FC:** .3%. **Diameter:** .255". **Length:** 1/4"-1". **Available:** Entire U.S.; By truck; By truck (PC); By rail; Quotes FOB at plant; Minimum delivery 22 tons. **Packaging:** Fifty 40 lb. bags/pallet; Fire Starters. **BTU (Dry Basis):** Greater than 8,200.

FIBER BY-PRODUCTS CORP.

61801 CR 127, Goshen, IN 46528

 (866) 534-1820
 (574) 534-6264
 Cory Schrock, sales manager.
 info@fiberby-products.com
 www.fiberby-products.com

Sold under brand names: ProPellet. **Grade:** Premium. **Source:** 100% Wood. **BD:** 40. **FC:** .5%. **SC:** Less than 300 ppm. **Diameter:** 1/4". **Length:** 3/4". **Available:** Entire U.S.; By truck; Minimum delivery 22 tons. **Packaging:** Fifty 40 lb. bags/pallet; bulk. **BTU (Dry Basis):** 8,200.

FOREST ENERGY CORP.

1001 N. 40th St., Show Low, AZ 85901

 (928) 537-1647
 (928) 537-1661
 Robert Davis, president.
 rdavis@forestenergy.com
 www.forestenergy.com

Sold under brand names: Heat'rs, TerrAmigo, GreenTree. **Grade:** Premium. **Source:** Pine Blend. **BD:** 42. **FC:** Less than .5%. **IAC:** Less than .5%. **SC:** 43 ppm. **Diameter:** 1/4". **Length:** 3/8"-5/8". **Available:** Entire U.S.; By truck; Quotes FOB at plant; Quotes delivery to specific area; Minimum delivery 12 tons. **Packaging:** Fifty 40 lb. bags/pallet. **BTU (Dry Basis):** 8,400.

HAMER PELLET FUEL

P.O. Box 418, Kenova, WV 25530

 (888) 468-6637
 (304) 453-6587
 Todd Forney, sales.
 sales@hamerpellet.com
 www.hamerpellet.com

Sold under brand names: Hamer Hot Ones. **Grade:** Premium. **Source:** Hardwood Sawdust. **FC:** Less than .5%. **IAC:** Less than 1%. **SC:** Less than 300 ppm. **Diameter:** 1/4". **Length:** 1/2"-1". **Available:** OH, VA, WV, MD, PA, NJ, NC, SC, GA, TN, CT, NY, MA; By truck; Quotes FOB at plant; Minimum delivery 22 tons. **Packaging:** Fifty 40 lb. bags/pallet. **BTU (Dry Basis):** 8,100-8,800.

HEARTLAND WOOD PELLETS/POPE & TA LBOT INC.

P.O. Box 850, Spearfish, SD 57783

 (800) 940-6037
 (605) 642-1874
 Everett Follette, superintendent.
 everett_follette@poptal.com

Sold under brand names: Heartland. **Grade:** Premium. **Source:** Ponderosa Pine. **BD:** 45. **FC:** Less than .5%. **IAC:** .41%. **Diameter:** 7mm. **Length:** Average 1/2". **Available:** Entire U.S.; By truck; By truck (plant); By truck (PC); By rail; Quotes FOB at plant; Quotes delivery to specific area; Minimum delivery 24 tons. **Packaging:** Sixty 40 lb. bags/pallet. **BTU (Dry Basis):** 9,200.

LA CRETE SAWMILLS LTD.





Hwy. 697 S., P.O. Box 1090, La Crete, AB, CANADA T0H 2H0

 (888) 928-2298
 (780) 928-2288
 John Braun, sales manager.
 sales@lacreteawmills.com
 www.lacreteawmills.com

Sold under brand names: La Crete Pellet. **Grade:** Premium. **Source:** Spruce. **BD:** 43. **FC:** .1%. **IAC:** .20%. **SC:** Less than 40 ppm. **Diameter:** 1/4". **Length:** 3/4". **Available:** Entire U.S.; By truck; By rail; Quotes FOB at plant; Quotes delivery to specific area; Minimum delivery 20 tons. **Packaging:** Sixty-five 40 lb. bags/pallet. **BTU (Dry Basis):** 8,700.

LIGNETICS OF IDAHO

P.O. Box 1706, Sandpoint, ID 83864

 (800) 544-3834
 (208) 263-9292
 Doug Freeman, national sales manager.
 drfreeman@lignetics.com
 www.lignetics.com

Sold under brand names: Lignetics, Pres-to-Logs, Forest Pride. **Grade:** Premium. **Source:** Western Conifer. **BD:** 42. **FC:** .2%. **IAC:** .25%. **SC:** Less than 100 ppm. **Diameter:** 1/4". **Length:** Nominal 1". **Available:** Entire U.S.; By truck; Quotes FOB at plant; Quotes delivery to specific area; Minimum delivery Truckload. **Packaging:** Fifty 40 lb. bags/pallet; bulk. **BTU (Dry Basis):** 8,500.

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LIGNETICS OF WEST VIRGINIA

P.O. Box 489, Glenville, WV 26351

☎ (800) 689-7102

☎ (304) 462-4852

† Doug Freeman, national sales manager.

✉ drfreeman@lignetics.com

🌐 www.lignetics.com

Sold under brand names: Lignetics, Pres-to-Logs, Forest Pride. **Grade:** Premium. **Source:** Hardwood. **BD:** 42. **FC:** .2%. **IAC:** Less than 1%. **SC:** Less than 100 ppm. **Diameter:** 1/4". **Length:** 1" Nominal. **Available:** Entire U.S.; By truck; Quotes FOB at plant; Quotes delivery to specific area; Minimum delivery Truckload. **Packaging:** Fifty 40 lb. bags/pallet. **BTU (Dry Basis):** 8,400.

M-X AG LLC

1223 E. Voorhees St., Danville, IL 61832

☎ (217) 443-3136

☎ (217) 443-3144

† Dave Rumble, sales and marketing.

✉ dave.rumble@blazebright.com

🌐 www.heatingcorn.com

Sold under brand names: Blazebright Premium Heating Corn. **Grade:** Premium; Commercial. **Available:** Entire U.S.; By truck; By rail; Quotes FOB at plant; Quotes delivery to specific area; Minimum delivery 22 tons. **Packaging:** forty 50 lb. bags/pallet; bulk; Custom packaging. **BTU (Dry Basis):** 7,500-8,500.

MANKE LUMBER CO.

1717 Marine View Dr., Tacoma, WA 98422

☎ (253) 572-6252

☎ (253) 383-2489

† Todd Wright, sales.

✉ toddw@mankelumber.com

🌐 www.mankelumber.com

Sold under brand names: Clean Burn. **Grade:** Premium. **Available:** WA; By truck; By truck (PC); Quotes FOB at plant; Quotes delivery to specific area; Minimum delivery 24 tons. **Packaging:** Fifty 40 lb. bags/pallet; bulk.

MARTH WOOD SHAVING SUPPLY INC.

6752 State Hwy. 107 N., Marathon, WI 54448

☎ (715) 842-9200

☎ (715) 443-3858

† T.J. Morice, vice president, marketing and operations.

✉ tj@marthwood.com

🌐 www.marthwood.com

Grade: Premium. **Source:** Consistent wood by-products. **BD:** 42. **FC:** Less than 5%. **IAC:** Less than .5%. **SC:** Less than 300 ppm. **Diameter:** 1/4". **Length:** Less than 1 1/2". **Available:** WI, MN, IA, IL, MI, IN, OH, NE, MO, ND, SD; By truck; Quotes FOB at plant. **Packaging:** bulk; Sixty 40 lb. bags/pallet. **BTU (Dry Basis):** 8,000.

MIDLANDS DIRECT

13020 N. Rd., Box 317, Osceola, NE 68651

☎ (800) 873-4201

☎ (402) 747-2100

† Dale Rosendahl, product development manager.

✉ dale@midlandsdirect.com

🌐 www.midlandsdirect.com

Sold under brand names: HIGH Btu CORN. **Grade:** Premium. **Source:** Whole Shell Corn. **FC:** .5%. **Available:** Entire U.S.; By truck; By rail; Quotes FOB at plant. **Packaging:** Fifty 40 lb. bags/pallet; bulk; charge for pallets. **BTU (Dry Basis):** 8,159.

OZARK HARDWOOD PRODUCTS LLC

P.O. Box 748, Marshfield, MO 65613

☎ (417) 859-6027

☎ (417) 859-7718

† Scott Jacobs, sales.

✉ s.jacobs@ozarkhardwoodproducts.com

🌐 www.ozarkhardwoodproducts.com

Sold under brand names: Ozark Hardwood Products. **Grade:** Premium. **Source:** Hardwood. **BD:** 42. **FC:** Less than .5%. **IAC:** .49%. **SC:** 99 ppm. **Diameter:** 1/4". **Length:** 1". **Available:** Entire U.S.; By truck; By truck (PC); Quotes FOB at plant; Minimum delivery 22 tons. **Packaging:** Fifty 40 lb. bags/pallet. **BTU (Dry Basis):** 8,450.

PINNACLE PELLET INC.

4252 Dog Prairie Rd., Quesnel, BC, CANADA V2J 6K9

☎ (250) 747-1714

☎ (250) 747-1712

† Brenda Gardiner, sales, marketing.

✉ brenda.gardiner@pinnaclepellet.com

🌐 www.pinnaclepellet.com

Grade: Premium. **Available:** CA, WA, OR, NY, PA, MI, OH; By truck; By truck (plant); By truck (PC); By rail; Quotes FOB at plant. **Packaging:** Fifty 40 lb. bags/pallet; bulk.

PRINCETON CO-GENERATION CORP.

201 Old Hedley Rd., Princeton, BC, CANADA VOX 1W0

☎ (250) 295-6940

☎ (250) 295-6943

† Richard White, manager.

✉ richard@eagle-valley.ca

🌐 www.eaglevalleypellets.com


Sold under brand names: Eagle Valley Premium Wood Pellets. **Grade:** Premium. **BD:** 41. **Available:** Entire U.S.; By truck; By truck (PC); By rail; Quotes FOB at plant; Quotes delivery to specific area. **Packaging:** Seventy 40 lb. bags/pallet.

SHAW RESOURCES

P.O. Box 60, Shubenacadie, Hants County, NS, CANADA BON 2H0

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 (902) 758-2095

 (902) 758-3622

 Scott Smith, sales and marketing manager.


 ssmith@shawresources.ca

 www.shawresources.ca

Sold under brand names: Eastern Embers. **Grade:** Premium. **Source:** Spruce, Fir. **BD:** 42-44. **FC:** Less than .3%. **IAC:** Less than .50%. **Available:** By truck; By truck (plant); By truck (PC); Quotes FOB at plant; Quotes delivery to specific area. **Packaging:** Fifty 40 lb. bags/pallet; bulk; charge for pallets. **BTU (Dry Basis):** 8,700.

WEST OREGON WOOD PRODUCTS INC.

P.O. Box 249, 2305 Second St., Columbia City, OR 97018

 (503) 397-6707

 (503) 397-6887

 Chris Sharron, president.

 csharron@wowpellets.com

 www.wowpellets.com

Sold under brand names: Blazer, Hot Shots. **Grade:** Premium. **Source:** Douglas Fir Sawdust/Shavings. **BD:** 40. **FC:** Less than .5%. **IAC:** Less than .3%. **SC:** Less than 300 ppm. **Diameter:** 1/4". **Length:** 1"-1 1/4". **Available:** Entire U.S.; By truck; By truck (plant); By truck (PC); By rail; Quotes FOB at plant; Quotes delivery to specific area; Minimum delivery 22 tons. **Packaging:** Fifty 40 lb. bags/pallet. **BTU (Dry Basis):** 9,000+. **AER**