

A \$6 Billion Opportunity! European demand for wood pellets is projected to increase from 10 million to more than 50 million metric tons by 2020!

Registration Code: BT1B12

BIOMASS TRADE & TRANSPORT SUMMIT

July 16-18, 2012 | Crowne Plaza Charlotte | Charlotte, NC

Interact With the Players Who Will Create the International Biomass Trade & Transport Infrastructure of the Future.

European Utilities • U.S. Pellet and Other Biomass Producers • Port and Stevedoring Representatives
• Shippers, Rail, Barge and Trucking Companies • Biomass Suppliers
• Financiers and Other Supply Chain Players

- Learn about the growing profit opportunities available from participating in the rapidly growing biomass trade and transport value chain
- Hear a detailed analysis of the economics driving the business case for biomass exports including pellets, wood chips, logs and other sources
- Chart your role in this expanding biomass trade and transport market

Special Featured Speakers



Sean Ebnet,
Director Biomass
Origination,
DRAX POWER LTD.



John Henshaw,
Executive Director,
MAINE PORT
AUTHORITY



Andrew Johnson,
Vice President,
Sales,
TSI, INC.



John Murray,
Business Manager
for Biomass,
CSX



Jose Ignacio Pedrajas,
Business Development
Manager,
PRODESA



Peter-Paul (P.J.W.G.)
Schouwenberg,
Senior Officer Regulatory
Affairs, Programme
Manager Bio-based
Economy, ESSENT NV



Karl-Heinz Schultz,
Bio Energy Group,
SEGER ENGINEERING,
AG



Mieke Vandewall,
Account Manager
Sustainability,
PETERSON CONTROL
UNION

Don't Miss the Pre-Forum Workshop:

North American Biomass Infrastructure Regional Analysis

Monday, July 16, 2012

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Other Participants
Before the Event
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Event Contact System**

As a confirmed attendee, one week prior to the event you will receive an email with a password that will provide you with exclusive access to other attendees so you can set up meetings before the event.

**Infocast Industry
Building Event**

The Industry Building Event will bring together representatives of the various groups that need to collaborate across established industry boundaries in order to exchange perspectives, share information and discuss the best way to work together to meet the new standards.

Follow Us On:



About the Summit

European government initiatives to reduce greenhouse gas (GHG) emissions has jump-started a strong and growing demand for wood pellets, wood chips and other forms of biomass. European demand for wood pellets alone is projected to increase from nearly 10 million metric tons in 2009 to more than 50 million by 2020— representing a \$6 billion market. Asian markets for biomass are also expanding. This demand has initiated a rapidly increasing new trade in biomass, particularly North American exports to Europe and Asia.

For thousands of companies this growth market offers enormous opportunities. Yet, they may be lacking the information to determine how they can profit in this market. The biomass export industry is embryonic and fragmented and transport infrastructure needs to be developed to support the industry's growth. Infocast's Biomass Trade and Transport Summit will provide the valuable information to help companies chart their path to success.

The market opportunities are wide open. Infocast's Biomass Trade and Transport Summit will bring together all the players—European utilities, U.S. pellet and other biomass producers, port and stevedoring representatives, shippers, rail, barge and trucking companies, biomass suppliers, financiers and other supply chain players— to discuss the business of building a successful international biomass trade and transport supply industry. Don't miss your chance to get the latest information and insights for charting your role in this rapidly growing market. Come and interact with the people who will create the international biomass trade and transport infrastructure of the future.

Don't Miss the Pre-Forum Workshop:



North American Biomass Infrastructure Regional Analysis

Monday, July 16, 2012



Biomass Trade and Transport Summit

July 17, 2012 • 8:30 a.m. – 5:30 p.m.

Welcome and Introduction

Industry Building: Transitioning from an Emerging Industry to a Major Commodity Market

- » What path pellets and biomass will take on a route to becoming an internationally traded commodity
- » What challenges need to be overcome and building blocks put in place to make this happen?
- » What is needed to bring economies of scale to the industry and what type of players are required to bring this about?
- » What business models will lead to success?
- » What roles will buyers and sellers need to play to profit from this transition?

Jay Brinson, Sales Manager, REPVEVE RENEWABLES

Rhett Harwell, Vice President, LOWCOUNTRY BIOMASS, LLC

Tracy Leslie, Sales Director, ENVIVA LP

Jose Ignacio Pedrajas, Business Development Manager, PRODESA NORTH AMERICA

David Perlman, Managing Director, FIELDSTONE PRIVATE CAPITAL GROUP



Networking Break

Utilities/Buyers Perspectives on the International Biomass Market

- » What are the characteristics of international trade in biomass that buyers would like to see develop?
- » What are buyers' expectations for product parameters and product quality?
- » What steps can sellers take to assure their products will meet future sustainability standards?
- » What is the current agenda of the Industrial Wood Pellet Buyers group (IWPB)?
- » What risks in the supply chain worry buyers?
- » How do they conduct their risk assessments and due diligence before signing offtake agreements?
- » What are the key economic factors that drive buyer's decision making?
- » What investment opportunities in the supply chain are buyers evaluating?
- » What do sellers need to accomplish to be successful in the market?

Sean Ebnet, Director Biomass Origination, DRAX POWER LTD.

Peter-Paul (P.J.W.G.) Schouwenberg, Senior Officer Regulatory Affairs, Programme Manager Bio-based Economy, ESSENT NV



Group Luncheon

Biomass Contracting Discussion

The panel will provide a discussion on the evolving environment for bilateral supply contracts. The discussion will include focus on positions being taken on key terms, including such items as:

- » Setting price and delivery terms
- » Product specifications

- » Allocating risks
- » Nonperformance and remedies

Rhett Harwell, Vice President, LOWCOUNTRY BIOMASS, LLC
Tracy Leslie, Sales Director, ENVIVA LP

Building the Business Case for Biomass Exports

This session will provide an analysis of the economics driving the business case for biomass exports.

- » What is the revenue potential
 - » What are the price forecast for biomass exports
 - » What volume is needed to make a project work
- » What are the economics for:
 - » Feedstock supply
 - » Plant operations
 - » Transportation
 - » Financing
 - » Insurance

Karl Heinz Schulz, Bio Energy Group, SEEGER ENGINEERING AG

Meeting Sustainability/Standardization/Certification Requirements to Play in the International Biomass Market

- » Status of European standard setting
- » Update on certification and auditing standards and processes
- » Sustainability—what is it and what do suppliers need to do to make sure they are meeting requirements?
- » Best practices for sellers in sourcing, tracking and certifying pellet fuel
- » What work still needs to be done?

Isabelle Des Chenes, Vice President of Market Relations and Communications, FOREST PRODUCTS ASSOCIATION OF CANADA

Peter-Paul (P.J.W.G.) Schouwenberg, Senior Officer Regulatory Affairs, Programme Manager Bio-based Economy, ESSENT NV

Mieke Vandewal, Account Manager Sustainability, PETERSON CONTROL UNION

Chris Wiberg, Manager, Biomass Energy Services, TIMBER PRODUCTS INSPECTION/BIO MASS ENERGY LABORATORY (BEL)



Networking Break

The Development of Ports Infrastructure for Biomass Exports

- » How does current port capacity for biomass exports stack up against expected future trade volumes?
- » What are ports and stevedoring companies' strategies and plans for meeting an exploding biomass trade?
- » What criteria will they use in their investment decisions?
- » What are the major concerns or obstacles that must be overcome to unleash needed investment for port infrastructure build out.

Adam Anderson, President, T PARKER HOST INC.

John Henshaw, Executive Director, MAINE PORT AUTHORITY



Networking Reception

July 18, 2012 • 9:00 a.m. – 3:30 p.m.

Shipping: Capacity, Pricing and Terms

- » What is the current shipping capacity supporting the trade in biomass? How does it compare with expected future trade volumes?
- » What are shippers' plans for meeting these future volumes?
- » What is the forecast for future shipping costs?
- » What are the risks that current shipping capacity can be redeployed to other trade routes?

Adam Anderson, *President*, T PARKER HOST INC.

Daniel Uzcategui, *Line Manager*, TBS SHIPPING SERVICES INC



Networking Reception

Regional Transportation: Rail, Barge, Truck and Transshipping

- » What new regional transport infrastructure needs to be developed to support future biomass trade development?
- » What role will rail, barge and trucking play in this mix and why?
- » How do rail, barge and trucking companies view the opportunities to support biomass trade?
- » What challenges must be overcome to get their full support of industry growth?
- » What criteria will they use in their decision-making?
- » How will their fuel cost and pricing drive their decisions?

Brent Mahana, *General Manager of Sales*, COOPER/CONSOLIDATED

John Murray, *Business Manager for Biomass*, CSX



Group Luncheon

Trade Finance for Biomass Exports

- » What are bankers' perspectives on the emerging biomass trade industry?
- » In what ways are they able to support the financing of transactions?
- » What terms are available?
- » What programs do the Department of Commerce and Ex-Im Bank offer? How do they work? How do you qualify for the programs?

Timothy C. Kim, *Office of Renewable Energy & Environmental Finance*, EXPORT-IMPORT BANK OF THE UNITED STATES

Donald Nelder, *Principal*, STRONG COMMERCIAL GROUP

Kelvin Nelder, *Principal*, STRONG COMMERCIAL GROUP

Torrefaction: Potential Impacts on the Market

- » What is the state of the art of the technology?
- » What is the timetable for commercialization?
- » What will its commercialization mean for:
 - » The existing wood chip and pellet trade?
 - » The existing transport infrastructure?
 - » Future market pricing?

Sean Ebnet, *Director Biomass Origination*, DRAX POWER LTD.

Joseph James, *President*, AGRI-TECH PRODUCERS, LLC

Andrew Johnson, *Vice President, Sales*, TSI, INC.

Martin C. Johnson, *President*, AMANDUS KAHL USA CORPORATION

Carl Vercollone, *Managing Member*, FORESTECH ENERGY

**invited*



To Register | **Visit:** www.infocastinc.com/biotrade

Call: (818) 888-4444

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Fax: (818) 888-4440

Pre-Summit Workshop: North American Biomass Infrastructure Regional Analysis

July 16, 2012 • 8:30 a.m. – 5:00 p.m.

About the Workshop

For those planning to engage in the biomass export trade, one of the key questions is: What is the potential for North America to supply reliable, long-term flows of biomass? An associated question is: What transport and logistics infrastructure is in place to get the biomass from its sources to processing facilities and then into cargo ships headed for overseas customers? The purpose of the workshop is to answer these questions by providing a detailed analysis of the biomass supply, transport and logistics capabilities in four chief North American biomass regions: the Southeast, Northeast, Canada and the Gulf Coast. For each region, the analysis will include:

- A detailed outlook on wood fiber supply and prices
- A profile of wood suppliers—types of suppliers and their creditworthiness
- A consideration of the competition for fiber supply by alternative uses and its impact on future availability and price of wood fibers
- A mapping of supply sources with the current transport and logistics infrastructure
- An examination of transport and logistics constraints

North American Biomass Fundamentals

An overview of the fundamental factors that drive the biomass market

Jonathan Rager, Principal, POYRY MANAGEMENT CONSULTING

Southeast

Tom Gallagher, Associate Professor, Forest Operations, SCHOOL OF FORESTRY AND WILDLIFE SCIENCES, AUBURN UNIVERSITY

L. Dean McCraw CF, President, MCCRAW ENERGY LLC

Northeast

William Strauss, President, FUTUREMETRICS, LLC

Karl Heinz Schulz, Bio Energy Group, SEEGER ENGINEERING AG

Canada

Isabelle Des Chenes, Vice President of Market Relations and Communications, FOREST PRODUCTS ASSOCIATION OF CANADA

Gulf Coast

Karl Heinz Schulz, Bio Energy Group, SEEGER ENGINEERING AG

Pete Stewart, President & Chief Executive Officer, FOREST2MARKET

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Woodland Hills, CA 91367

Risk Free Early Bird Rate!

Register by June 15, 2012 to receive the Early Bird Rate risk free! If an Early Bird registration is later canceled, an administrative charge will not be charged and the full tuition amount will be refunded. All Early Bird Rates will be adjusted downward if Information Forecast Inc. publicizes a discounted tuition special offer that would result in tuition rates lower than the published Early Bird Rate amounts to the right.

Discounts:

Team Discount for teams of three or more from the same organization, the third and subsequent registrations qualify for a 50% discount. Discounts are subject to verification and approval. Discounts cannot be combined.

Venue:

Crowne Plaza Charlotte
201 South McDowell Street
Charlotte, NC 28204
Tel: 704-372-7550

Room rate: \$129.00
Reservation deadline: June 24, 2012
Group/Reference Code: Biomass Trade & Transport Summit
Reservation call in #: 704-372-7550

Website:

http://www.infocastinc.com/biotrade

Continuing Education Credits:

Infocast certifies that this activity has been approved for Continuing Education credit by the State of California in the amount of 10.25 hours for Biomass Trade & Transport Summit and 6 hours for the Pre-Summit Workshop: North American Biomass Infrastructure Regional Analysis. Continuing Education credit hours are subject to change.

Cancellation, Refunds & Credits:

Should you be unable to attend, a refund will be made for cancellations received via letter or fax at least 10 business days before the start of the meeting. We will be pleased to transfer your registration to another member of your organization, or credit the registration fee to another Infocast conference if you register within 6 months from the date of this conference.

A \$195 administrative charge will be applied to refunds of registrations received after the expiration of the Early Bird Rate.

In the event an event is cancelled, Information Forecast, Inc.'s liability is limited to a refund or transfer of the registration fee only.

On-Site Materials:

Flashdrives with materials to be provided on-site. Please bring your laptop if you'd like to follow along.

Infocast is a division of Information Forecast, Inc., a California Corporation.

Registration Form

Please make checks payable to: "Infocast"

Registration Code: BT1B12

Biomass Trade & Transport Summit

July 16-18, 2012 | Crowne Plaza Charlotte | Charlotte, NC

Please check one or more of the following:

- I would like to take advantage of the team discount (see left)
 I can't attend, but put me on your mailing list for future programs

Tuition	Standard		
	Early Bird (by 6/15/12)	Regular (after 6/15/12)	
Biomass Trade & Transport Summit July 17-18, 2012	\$795.00	\$1,095.00	
Pre-Summit Workshop: North American Biomass Infrastructure Regional Analysis July 16, 2012	\$495.00	\$695.00	
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