

Ernst Conservation Seeds

- > Est. 1965 in Meadville, PA
- Family-owned
- Native species for conservation, reclamation, biomass, habitat, and restoration
- > 500+ species
- Current production in PA, FL, SC, and MD

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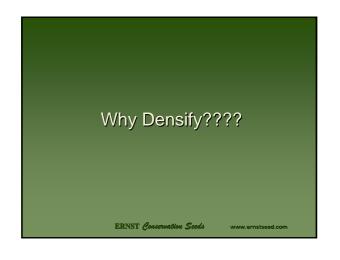
- > Biomass is broadly defined
- > Closed-loop vs. open-loop
- > Perennial grasses and plants
- Harvest and processing need to be developed

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Briquetting at Ernst

- Mechanical Briquetter purchased Feb. 2008 for pilot/demo set-up
- Left during summer of 2008
- Returned, reset, and producing
- Orders as far as II

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Briquetting Pro's

- > Energy Efficiency
- > Less "Cranky"
 - Moisture
 - Feedstock
- Multiple Products
- > Possible Unmanned Operation
- Increased Bulk Density Achieved

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Briquetting Con's

- > Not Pellets
- > Throughput per Capital
- > Parts Are an Issue
 - Expense
 - Availability
 - Technical Support

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Business Models

- > Independently Owned
- Contract-Based
- > Co-or
- Small vs Large

The best fit will vary between regions

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Conclusions

- > Shift perception of energy
- > Shift perception of utilization
- Innovation could be from anywhere
- Look more at what could be than why something cannot be

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Questions??

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