



Submitted by: Jim Van Valkenburgh, jim@frolingenergy.com

Company/Organization: Froling Energy

Type of organization: Business

Number of Employees: 12

Category: Environment

Challenge or Opportunity: Our wood pellet boiler installation business was going strong until the price of oil dropped very low in 2014. Oil prices dropped to below \$1.50 a gallon "matching the best possible price of pellets" with Thermal RECs applied. So, there was no longer a financial advantage to making a fuel switch to renewable, sustainable wood pellets.

Approach or Solution: Screened semi-dry wood chips had become very popular in Europe due to their low cost and the low cost of the boiler systems that burned them, but nobody was making them in the US. When Whelen Engineering agreed to buy a large boiler system to burn dry chips we built a factory to make them and bought a truck to deliver them. We call our chips PDCs.

Impact: In our first year we made and delivered 1233 tons of PDCs to Whelen Engineering--eliminating the burning of 115,400 gallons of oil. Last winter we made and delivered 5000 tons of PDCs to 13 customers, offsetting the burning of 468,000 gallons of oil. We continue to grow. Customers include Filtrine, Bensonwood, public schools and a housing complex.