

## MARKET POTENTIAL BY SECTOR

(guestimate only – numbers need to be refined!)

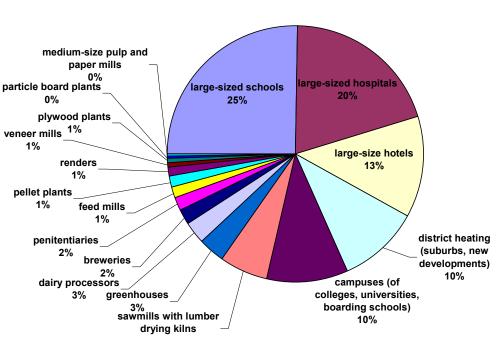
## Target Sectors for Small-Size Units (0.2 - 1.1 MW)

**Potential Market by Number of Units** 

## hog barns laundry facilities residential complexes 3% 1% poultry farms cabinet and furniture mid-size hotels and makers hostels 30% 5% mid-sized hospitals 7% sports complexes &pools 13% medium-sized schools 18% retirement homes

## Target Sectors for Large-Size Units (1.2 - 15 MW)

Potential Market by Number of Units



- market growth spearheaded by cabinet and furniture makers ("reman plants")
- preference for pellets (perceived as "clean")
- partly driven by pellet mills

15%

- public sector will become dominant due to political / environmental reasons
- public sector (universities, colleges) expected to have largest potential & see strongest near-term growth
- forestry sector natural first, but under extreme economic pressure, revival in 2009/2010
- greenhouses are "early adopters" –second wake expected with rising fuel prices