

# I.C.S. (Lacroix) Lumber Inc.

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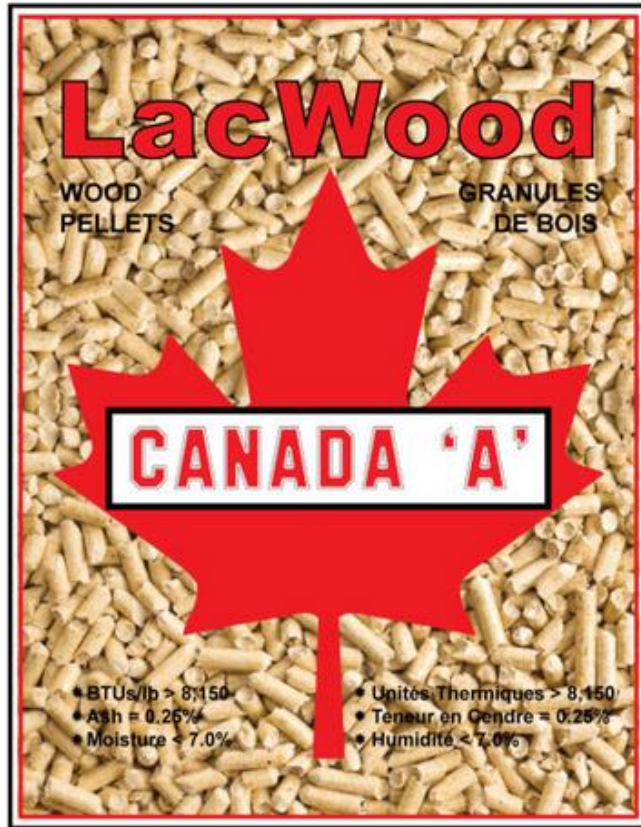
GRANULES



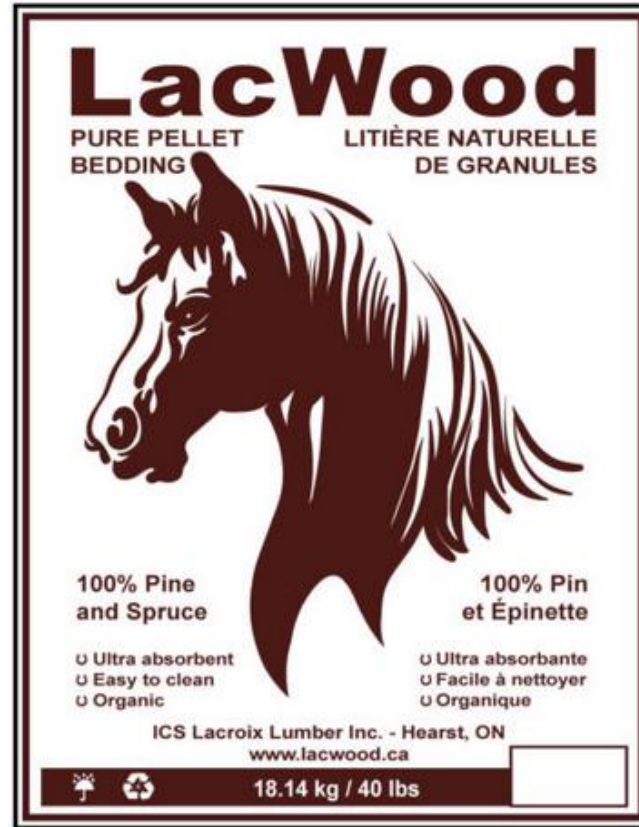
PELLETS

# LacWood

# Products

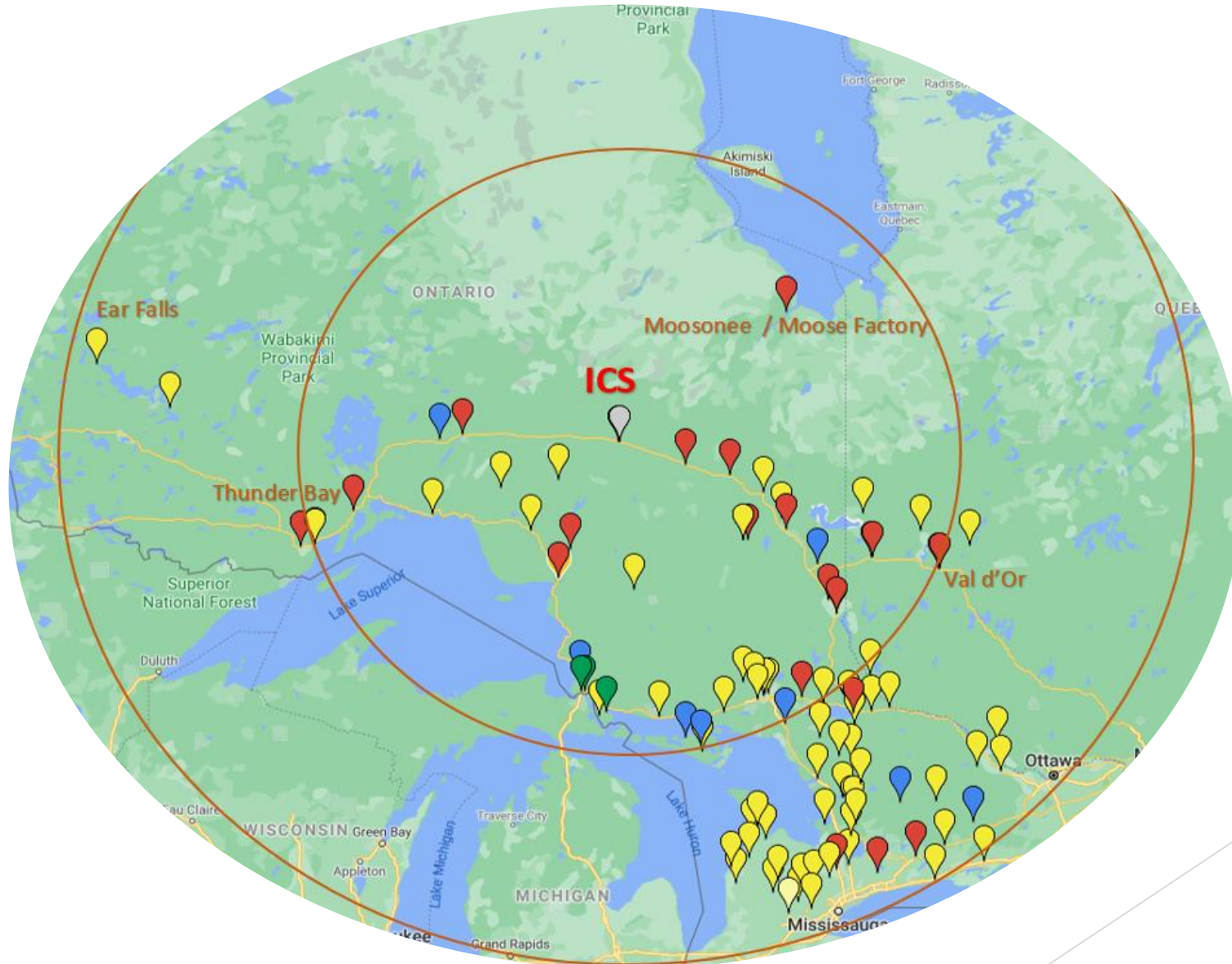


LacWood Heating Pellets



LacWood Horse Bedding Pellets

# Geography





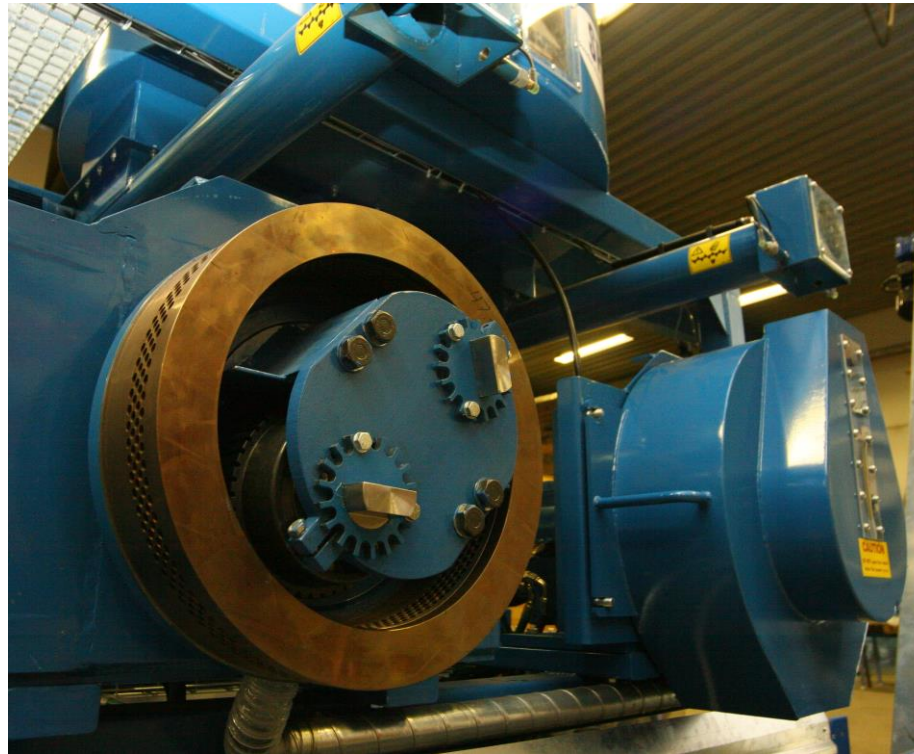
# History

- Established 2005 - wood furniture component manufacturing, under contract to big box retailers
- Realized use for furniture production residuals and waste
- Initiated wood pellet production in 2010, created value-added product
- Started with two pellet presses
- Added a third press one year later



# Dedicated Pellet Production

- Converted to solely pellet production in 2014
- Sourcing clean dry shavings from local planer mills
- Increased Production Capacity in 2015, 4<sup>th</sup> Press
- Increased production capacity again in 2016, 5<sup>th</sup> Press
- Actual Annual Production 9,600 metric tonnes
- Initiated Exports to NE USA and Southern Italy



# Biggest Capacity Expansion Yet



- Added 6<sup>th</sup> larger Press in winter 2020-2021
- Forecasted yearly production of 14,000 metric tonnes
- Theoretical Production Capacity of up to 24,000 metric tonnes per year
- Ongoing growth driven by market demands

# Biomass Heating

- Carbon neutral, green energy solution
- Great alternative to fossil fuels
- Ontario grown solution utilizing more of harvested forests
- Opportunity for growth in small and indigenous communities
- Regional market growth
- European markets potential
- Italian pellet consumption

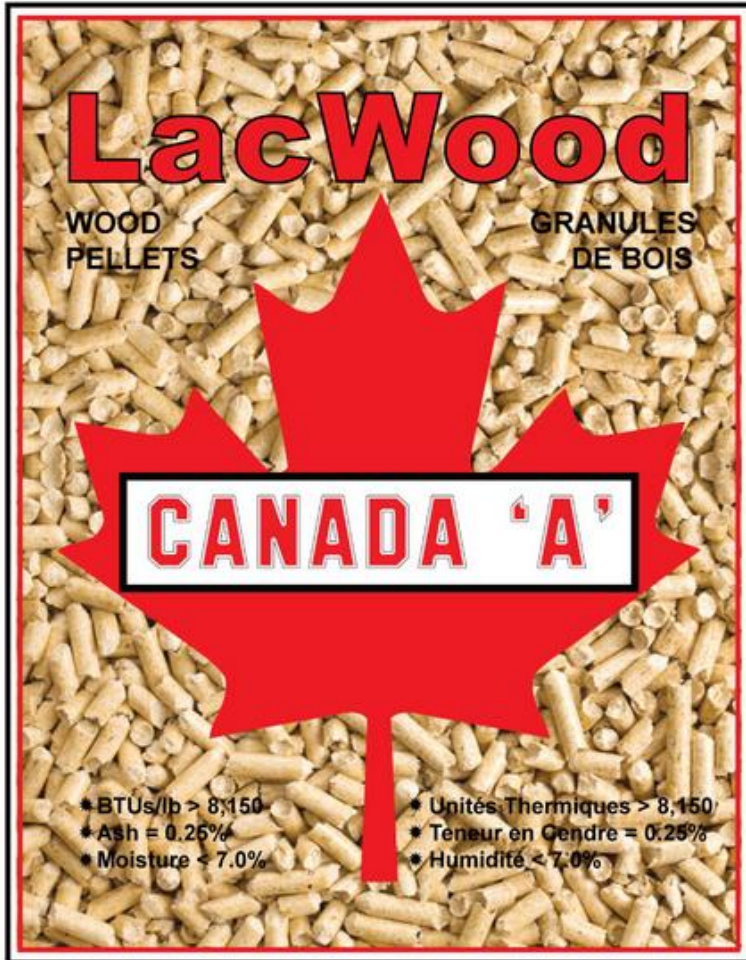


# Pellet Heating Advantage

- Product availability
  - Numerous retailers vs. fossil fuel distributors
- Delivery to large cities, small towns and remote communities
- Price advantage vs. most alternatives - cost and stability
  - Fossil fuels
  - Electricity
- Cost Competitive
- Lower pellet heating appliance cost and installation cost
- Variety of heating appliance options



# Pellet Quality



- Starts with quality feedstocks
- Rigid Quality Control
- Mandatory purity through process
- Quality Heating Pellets specifications
- CANplus, international standard required for export market

# Customer Service

- Customer Service for both retailers and consumers
- Responsive and Reliable
- Ability to track production batches
- Website development
  - Informative
  - Educational
- Improved packaging durability
- Improved packaging protection for shipping and storage



# ICS and WDC

## *Win-Win partnership*

- New market for ICS
- Opportunity and heating solutions for community

Model project for other communities



# ICS Today

- Wholesaling products to over 100 retail points across Ontario and Quebec
- Supplying bulk heating pellets to institutional, educational and industrial facilities
- Supplying bagged and bulk bedding pellets to horse farms





# ICS Tomorrow

- Maintain and increase feedstock supply
- Increase internal quality standards
- Progressive growth along market demands
- Production Cost Reductions
- Explore Export possibilities
- Respond to new product and services opportunities



**Thank You! / Merci!**  
**Meegwetch!**

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