## WE ARE FINDING MORE AND MORE ECOLOGICAL WOOD PRODUCTS ON THE MARKET. HOW DO WE TELL THEM APART?

Firstly, we must differentiate between ecological products comprised of 100% natural wood and products that are displayed as being ecological or recycled but in fact contain petroleum products such as wax, glue and paraffin.

For 100% natural wood products, such as those manufactured by BioFlamme, there are two categories of products, those for fireplaces-ambiance and heating.

FIREPLACE AND AMBIANCE PRODUCTS
The majority of manufacturers manufacture this type of log. They all use the same type of piston equipment resulting in products that are similar from one manufacturer to another, be it their shape, size or weight. In many cases, only the packaging is different. In addition, several manufacturers identify their unique product as being a heating product with a combustion time of only 2 hours. BioFlamme's Power log stands apart from the competition.

HEATING PRODUCT
This product is set apart by its method of compression and the density resulting from the manufacturing equipment. The combustion of the heat log spreads it calorific value over several hours. BioFlamme is the only manufacturer of true heating products with its Bio logs and Night logs that provide a combustion time of between 3 and 9 hours.

## WHY DO AMBIANCE FIRE LOGS AND HEAT LOGS HAVE A DIFFERENT COMBUSTION TIME?

The manufacturing method makes the difference. Although the calorific value is similar from one product to the next, the heat producing time varies. As such, the ambiance log provides intense heat for a short period of time while the heat log produces heat for a period of 2 to 5 times longer.

The ambiance log is manufactured using mechanical piston equipment. Each movement of the piston adds a layer of wood to the log. On contact with heat, these layers detach and provide several contact surfaces with the flame which accelerates combustion. It provides a beautiful fire of relatively short combustion time but provides superior intense heat.

The heat logs are made using low compression and very high density equipment. When in contact with heat, they preserve their form and therefore minimize the contact surfaces with the flame. As a result, the heat is spread over a longer period of time and truly responds to the heating needs of its users.

## CAN YOU USE DENSIFIED ECOLOGICAL WOOD AND CONVENTIONAL WOOD SIMULTANEOUSLY?

The mixed use of densified ecological wood and conventional wood is very frequent. Conventional wood contains a high level of humidity. A great amount of combustion time is used to extract the water from the wood and the fire tends to extinguish itself. Densified wood, however, contains a very low rate of humidity. Therefore, its combustion is more intense and helps the combustion of conventional wood.

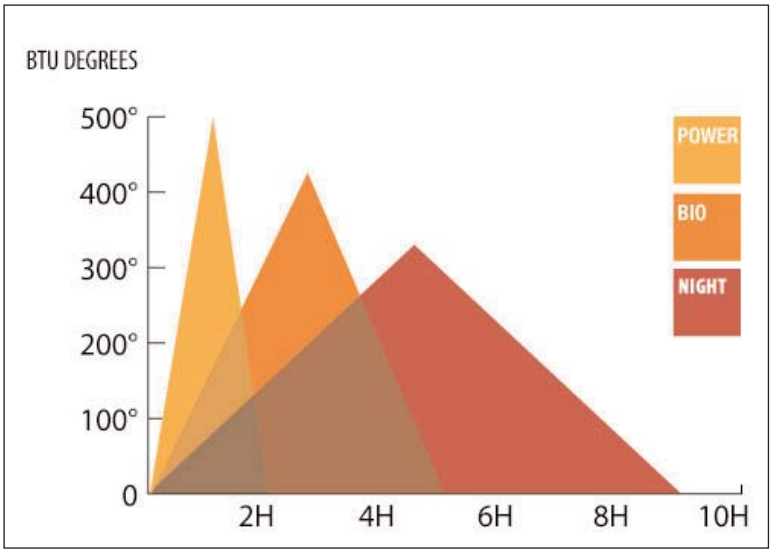
For heating, the Bio logs and Night logs increase the combustion time of conventional wood. Natural, hard, dry heating wood is relatively rare. In many regions, soft wood or wood with a very low combustion time are the only types available for heating. As such, a mixed use of conventional wood and densified ecological wood provides a solution to the required combustion time and would prevent you from having to get up in the middle of the night to put wood in the stove.

## WHAT IS THE DIFFERENCE BETWEEN THE BIO AND NIGHT HEAT LOGS?

All densified wood products have approximately the same calorific capacity per unit of weight. The heat released is about 7,800 BTUs per pound. The different combustion times depends only on the manufacturing method.

Due to its shape and weight, the Bio log weighing 2 pounds offers a more versatile combination possibility than the Night log weighing 8 pounds. Therefore, in heating mode, 4 Bio logs of 2 pounds each, 8 pounds in total, will release about 62,400 BTUs over a 3 to 5 hour period. While the Night log weighing 8 pounds will release its 62,400 BTUs over a period varying between 4 and 9 hours. By using 8 Bio logs (16 pounds) 124,800 BTUs of heat would be released over a period of 3 to 5 hours. When burning 2 Night logs (about 16 pounds), the heat would also equal 124,800 BTUs , however it would burn over a 4 to 9 hour period.

By trying different combinations of our products, you will find the ideal quantity and products to suit your stove and heating needs. The graphic illustrates the difference between the Power log, the Bio log and the Night log.



## HOW DO ECOLOGICAL WOOD LOGS PROMOTE ENVIRONMENTAL PROTECTION?

BioFlamme's densified wood logs meet environmental protection standards on several aspects. Firstly, densified wood is comprised mainly of timber residues, biomass recovered in forests and various recycled wood. As such, the use of densified wood does not require cutting down trees or the destruction of forests as does conventional wood.

BioFlamme is concerned with the environment and is one of the few companies to use processing, drying and shredding equipment that recycles different raw materials which would otherwise be wasted.

The release of pollutants and creosote is almost inexistent when using densified wood. BioFlamme's wood contains such a low rate of humidity that it provides almost perfect combustion.

## ONE CORD OF CONVENTIONAL WOOD AND ONE CORD OF DENSIFIED WOOD, ARE THEY EQUAL?

No, these two products differ in several aspects. Firstly, a cord of wood is very difficult to compare in terms of volume, whether it is with another similar cord of wood or with the same cord of wood re-corded. It is more difficult to compare these two different products.

The only aspect for comparison between conventional wood and densified wood is the calorific value released per unit of volume or weight.

Market trends seem to reveal that 300 to 350 pounds of densified wood releases more or less the same number of BTUs as a cord of conventional wood (4" X 8" X 16") with a rate of humidity between 35 and 40%. This calculation evidently takes into consideration the loss of heat that the combustion of conventional wood creates due to the energy required to evaporate the water in the wood. Therefore, the volume of 325 pounds of densified wood is greatly inferior to that of a cord of conventional wood.

To understand what a cord of Bioflamme wood represents, imagine what you would have by extracting 40% of the water of a cord of conventional wood and then compacting it at a very high intensity level!