

# **Annual Report**



**Center for Forest Products Marketing and Management**

**Department of Wood Science and Forest Products**

**College of Natural Resources**

**Virginia Tech**

Reporting Period July 2008 - June 2009



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## **Letter from Director:**

July 22, 2009

*“The illiterate of the 21st century will not be those who cannot read and write, but those who cannot learn, unlearn, and relearn”*

Alvin Toffler

Greetings from Blacksburg:

It is good to sit down once a year and reflect on how we are doing in the Center and how we can continue to serve your needs. This past year has seen a strain on industry membership due to the economy, but we will still be offering over \$10,000 in scholarships from our partners for students in our program this fall. Our student numbers remain constant, which is good. We have merged our manufacturing option and our marketing/management option into one called forest products business management, which better reflects what the industry needs. It is the management process that will determine how well companies do during difficult times and who will survive. Our goal is to have students that are able to meet your needs when they graduate and reduce their learning curve on the job. As in the private sector, the University and College have had to make tough budget decisions during the past year and we are looking at more in the near future. We hope to provide the same level of service and see opportunities to expand when the economy improves. We hired Dr. Henry Quesada in the fall of last year and he is now teaching my previous business management class. Brian Perkins, who headed up the day-to-day Center activities, has completed his Ph.D. and has taken a job at Glenville State College in West Virginia.

I sometimes wonder if I am the only one who thinks I may finally have an understanding of business, and then the thought goes as fast as it came. I often think Toffler is correct - only the uncomfortable will survive. This past year has made me evaluate, re-evaluate, and then start again on how business should respond to current economic conditions. Two movies actually come to mind: Dirty Rotten Scoundrels and The Perfect Storm. Due to certain individual's greed and their actions to control the financial sector, we built too many houses, which were sold to people who could not afford them, from banks that didn't have the assets, which lead to a collapse of the monetary supply. This lead to financial bailouts from us, the taxpayers, to those who got us in this mess to begin with, to help rebuild an economy that has mortgaged its future. As you can tell, I am a capitalist at heart and am struggling with the FDR solution to our current problems. In fact, I just reopened Milton Friedman's classic "Free to Choose" to re-evaluate where I am in this whole process. I do believe that the one constant is change, and we have to continue to learn and educate ourselves in order to adapt to our changing future in the forest products industry.

I hope you will have the opportunity to join us at the Center Meeting on September 16 and at our industry showcase during Wood Week on September 17. Again, I thank you for your support and look forward to a great 2009-2010.

Bob

*“In times of change, learners inherit the Earth, while the learned find themselves beautifully equipped to deal with a world that no longer exists.”*

Eric Hoffer



## **Management Team**

Robert Smith, Associate Dean for Engagement and Professor

Robert Bush, Professor and Associate Dean of Research and Graduate Studies

A.L. (Tom) Hammett, Professor and Coordinator of International Programs

Earl Kline, Professor and Co-Director of Sloan Foundation Forest Industries Center

Urs Buehlmann, Associate Professor

Henry Quesada-Pineda, Assistant Professor

Angela Riegel, Program Specialist

Brian Perkins, Communications and Graduate Research Assistant

## **Mission**

*To assist the forest products industry by improving the management of their operations and the marketing of their products.*

## **Significant Accomplishments**

Three graduate students finished their research: Richard Bonsi, Omar Espinoza, and Brian Perkins.

Distributed 4 Center Focus newsletters, 2 Research Updates and 2 research reports

Taught 14 short courses.

## **Students Active in the Center**

*Brian Perkins*, Department of Wood Science & Forest Products, Forest Products Marketing and Management

*Richard Bonsi*, Department of Wood Science & Forest Products, Forest Products Marketing and Management

*Tim Stiess*, Department of Wood Science & Forest Products, Forest Products Manufacturing

*Amy Jahnke*, Department of Wood Science & Forest Products, Forest Products Marketing and Management



## **Proposals Funded**

Market Opportunities for Virginia's Wood Products in Central America

Investigator(s): Quesada-Pineda, H. and Robert Smith

Sponsor: Federal State Marketing Improvement Program (FSMIP) at the USDA

Amount: \$174,316 with \$87,158 from FSMIP/USDA

July 1, 2009 - June 30, 2011

Technical Advisory and Assistance Services in Support of Land Rights and Community Forestry

Investigator(s): DeDatta, S. K., K. Moore, and Robert Smith

Sponsor: ARD, Inc

Amount: \$63,158

July 1, 2008 - June 30, 2009

Belize Education and Science Exchange Program

Investigator(s): Stevens, Glen, Robert Smith, A. L. Hammett, and Michael Kelley

Sponsor: USDA/CSREES International Science and Education (ISE)

Amount: \$98,281

July 1, 2009 - June 30, 2010

Online Distance Learning Course Development

Investigator(s): Quesada-Pineda, H., Earl Kline, Brian Bond, and Urs Buehlmann

Sponsor: Provost Online Course Development Fund at Virginia Tech

Amount: \$13,368

March 9, 2009 - June 30, 2010

2009 VCE Workshops

Investigator(s): Buehlmann, Urs, D. Earl Kline, and Phil Araman

Sponsor: Virginia Cooperative Extension

Amount: \$1,776

March 24, 2009 - May 14, 2009

Workshop for remaining competitive in hardwood components production

Investigator(s): Urs Buehlmann, Brian Bond, Thomas Walthousen, Steve Lawser, Earl Kline, Steve Ehle, Jan Wiedenbeck, and Ed Thomas

Sponsor: National Hardwood Lumber Association (NHLA)

Amount: \$5,000

January 1, 2009 - December 31, 2009

In kind contribution: Donation of Cherry Lumber for the WEI program

Investigator(s): Quesada-Pineda, H. and Earl Kline

Sponsor: Frank Miller Lumber Company

Amount: \$4,500

November 1, 2008 - December 1, 2009



Industry and agency contributions for various projects

Investigator(s): Buehlmann, Urs

Sponsor: Various companies and agencies - national/international

Amount: \$7,965

January 1, 2008 - December 31, 2008

First Think Light Symposium – Innovative Lightweight Panels

Investigator(s): Buehlmann, Urs

Sponsor: Stiles Machinery, Hettich International, Hafele, Rehau, and FDM Magazine

Amount: \$50,000

June 15, 2008 - December 14, 2008

Lean leadership and lean transformation in a global environment

Investigator(s): Buehlmann, Urs

Sponsor: Lean Management Instituut

Amount: \$158,979

August 15, 2008 - August 14, 2011

Design and Development of a new Wine Barrel: Woodlinks Project

Investigator(s): Kenealy, D., J. Cannon, and Henry Quesada-Pineda

Sponsor: The Center for Higher Performance Manufacturing at Virginia Tech with \$13,800 from John Cannon

Amount: \$41,800

July 1, 2009 - April 1, 2010

In kind contribution: Donation of 25 ERP Dynamics Axapta licenses

Investigator(s): Quesada-Pineda, H.

Sponsor: Microsoft

Amount: \$50,000

January 1, 2009 - January 1, 2012

### **Refereed Journal Publications**

Smith, Robert, Ed Cesa, and Patrick Rappold. 2008. A Marketing Guide for Small and Medium-Sized Primary Forest Products Companies. USDA Forest Service. Northeastern Area State and Private Forestry. NA-TP-02-07CD. June, 2008. E-Book. 85 p.

Hammett, A. L. (Tom), Kozma Naka and Brigitte Parsons. 2009. Changes in Appalachian hardwood lumber exporter practices, 1989-2002. *Forest Products Journal* 59(3): 47-52.

Kozma Naka, Brigitte A. Parsons, and A.L. (Tom) Hammett. 2009. Hardwood lumber industry in the Appalachian region: Focus on exports. *The Forestry Chronicle* 81(1):75-81.

Buehlmann, Urs, Matthew Bumgardner, and Tom Fluharty. 2009. Ban on landfilling of wooden pallets in North Carolina: An assessment of recycling and industry capacity. *Journal of Cleaner Production* 17(2009):271-275.



Perkins, Brian, Robert Smith, and Philip Araman. 2008. Analyzing the Feasibility of Utilizing Small Diameter Timber for Solid Wood Products and Residues. USDA – Forest Service Southern Research Station, General Technical Report. SRS-111. 7 p.

Buehlmann, Urs and Xiaoqi Zuo. 2008. Investigating the influence of lumber sample subsets on simulated rough mill part yields. *Forest Products Journal* 58(10):84-90.

Buehlmann, Urs, D. Earl Kline, Janice K. Wiedenbeck, and Robert Noble, Jr. 2008. The influence of cutting bill requirements on lumber yield using a fractional factorial design - Part I: Linearity and least squares. *Wood and Fiber Science* 40(4):599-609.

Buehlmann, Urs, D. Earl Kline, Janice K. Wiedenbeck, and Robert Noble, Jr. 2008. The influence of cutting bill requirements on lumber yield using a fractional factorial design - Part II: Correlation and number of part sizes. *Wood and Fiber Science* 40(4):610-619.

Buehlmann, Urs, Xiaoqi Zuo, and R. Edward Thomas. 2008. Performance evaluation of the least-cost lumber grade-mix solver. *Wood and Fiber Science* 40(3):427-435.

Quesada-Pineda, H., E. Haviarova, and I. Slaven 2009. A Value Stream Mapping Analysis of Selected Wood Products Companies in Central America. *Journal of Forest Products Business Research* Vol 6, article 4.

Quesada-Pineda, H. R. Lafuente-Chryssopoulos, M. Meneses-Guzman, and O. Gamboa-Calderon, 2009. Supply Chain Management and its Relationship with Foreign Direct Investment. *Tec Empresarial* 2(3):37-45.

### **Trade Journal Publications**

Bond, Brian and Earl Kline. 2009. Preventative Maintenance Efforts Start with Overall Equipment Effectiveness. *Pallet Enterprise*, April, pp. 56-59.

Bond, Brian and Earl Kline. 2008. Preventative Maintenance Programs Increase Productivity and Reduce Costs. *TimberLine* 14(10):39.

Bond, Brian and Earl Kline. 2008. Preventative Maintenance Programs Increase Productivity and Reduct Costs. *Pallet Enterprise*, October, pp. 36-37.

Buehlmann, Urs, Matthew Bumgardner, Al Schuler and Jeff Crissey. 2009. Surviving the deepening downturn. *Modern Woodworking*, April 2009.

Buehlmann, Urs. 2008. First Lightweight Panel Workshop planned. *FDM Magazine*. September 2008. p. 10.

Buehlmann, Urs. 2008. Lightweight panel technology set to take off. *FDM Magazine*. September 2008. p. 58.



Buehlmann, Urs, Martin Stosch, Torsten Lihra and Karl Forth. 2008. Think Light: Lightweight panel technology to take off. . FDM Magazine Online - <http://www.fdmonline.com/ViewWhitePaper.aspx?id=29770>. September 2008.

Buehlmann, Urs, Matt Bumgardner, Torsten Lihra, and Mary Frye. 2008. How do retailers rate the United States and Canada as furniture sources compared to China? FDMOnline - <http://www.fdmonline.com/ViewWhitePaper.aspx?id=29562>. August 2008.

Buehlmann, Urs, Matthew Bumgardner, and Al Schuler. 2008. Impact on the secondary wood processing industry of the housing downturn: Analysis. Forestweb – iiHub. July 2008. <http://my.forestweb.com/iiHub/index.cfm?event=news.read&id=1177686288> .

### **Other Publications**

Smith, Robert and Omid Parhizkar. 2009. An Estimation Procedure for Determining Woody Biomass Within Virginia. White Paper for Pinchot Institute for Conservation, Washington DC.

Moore, Keith and Robert Smith. 2008. Final Report - Training Needs for Community Forestry in Liberia. Submitted to ARD, Inc., for project Technical Advisory and Assistance Services in Support of Land Rights and Community Forestry.

Perkins, Brian, Robert Smith, and Philip Araman. 2008. Analyzing the Feasibility of Utilizing Small Diameter Timber for Solid Wood Products and Residues. USDA Forest Service Southern Research Station, General Technical Report, SRS-111, 7 pp.

Quesada-Pineda, H. 2009. Spending on Research and Development Activities in Developing Countries. La Nacion. Opinion Section May 05. Costa Rican Newspaper with a daily circulation of over 150,000 copies.

Quesada-Pineda, H. 2008. Business Process Management: A New Approach to Realign your Processes. Extension Publication. Investiga Tec. 1(3). Cartago, Costa Rica.

### **Graduate Theses/Dissertations**

Brian Perkins. May, 2009. Ph.D. Modeling Factors that Influence Firm Performance of Eastern Hardwood Lumber Manufacturers.  
Major Professor: Robert Smith.

Richard Bonsi. June, 2009. Ph.D. Adoption of Bamboo by Ghana's Forest Products Industry: An Investigation of Principal Exporters and Institutions.  
Major Professor: A. L. Hammett.

Omar Espinoza. May 2009. Ph.D. Quality Performance Measurement in the Wood Products Supply Chain.  
Major Professor: Brian Bond.



Baidy Ba. May, 2009. M.S. Poverty alleviation and non-timber forest products in Senegal: The role of small scale enterprises.

Major Professor: Urs Buehlmann,

Torsten Lihra. April, 2009. Ph.D. La personnalisation de masse pour l'industrie du meuble en bois.

Major Professor: Urs Buehlmann and Robert Beauregard.

### **Presentations**

Smith, Robert. 2009. Strategic Management. Invited exchange to the Salzburg, University of Applied Science to teach Strategic Management in the Forest Products Industry, January 24 to February 7.

Quesada-Pineda, Henry and Robert Smith. 2008. Market Opportunities for U.S. Forest Products in Central America. Presented to the faculty at Purdue University, December.

Smith, Robert, Victor Cossio, and Tom Hammett. 2008. Development of Markets for Lesser Known Species (LKS) from Bolivia. 51st International Convention of the Society of Wood Science and Technology, Concepcion, Chile, November 10-12.

Smith, Robert. 2008. Meeting the Needs of a Changing Wood Products Market. Presented at 3rd Wood Coatings and Substrates Conference in Greensboro, North Carolina, September 12.

Smith, Robert. 2008. Woody Biomass in Virginia. September 29.

Hammett, A. L., Harry Groot, Richard Bonsi, John Munsell, David Robertson, John Meggs, and Procter Harvey. 2008. Producing value-added certified building products from local forests: A model of cooperative processing, harvesting, and marketing in Southwest Virginia. Green Building Materials '08: Definitions, Design and Delivery; UMASS, Amherst, MA.

Hammett, A. L. 2008. "Linking the IOF with outside organizations –International Centre for Integrated Mountain Development (ICIMOD)." Seminar presented with Dr. M. B. Karki, Deputy Director General of ICIMOD, at the Institute of Forestry in Pokhara, Nepal. July 15. 35 faculty and graduate students attended.

Kline, Earl. 2009. Sloan Center and Wood Enterprise Institute Update. Presentation at the Business and Research Opportunities for Virginia Hardwood Products Workshop, Sponsored by the Virginia Department of Agriculture and Consumer Services, Department of Wood Science and Forest Products, Virginia Tech, Blacksburg, VA, June 3, 2009.

Kline, Earl and Francisco X. Aguilar. 2009. Location and Clustering in a Resource-based Industry: Practical and Policy Implications to the Wood Products Industry. Conference Presentation at the 2009 Annual Industry Studies Association Conference, Chicago IL, May 27-29, 2009.



Kline, Earl. 2009. Energy Strategies: Environmental and Energy Issues Panel. Volatile Energy Costs, Uncertain Economy, and Future Environmental Regulations: Linkages, Coping Strategies, and Research Needs, Panel Presentation at the National Research Center for Coal and Energy (NRCCE), West Virginia University Morgantown, WV, April 22 – 23, 2009.

Kline, Earl. 2009. Lean thinking and forest products competitiveness. Workshop Presentation at the Remaining Competitive in Hardwood Components Production conference, Princeton, WV, April 20-21, 2009.

Araman, Phil, Daniel Hindman, Matt Winn, and Urs Buehlmann. 2009. Evaluating wood waste for reuse and recycling at a green (EarthCraft) housing development. Engagement Expo 2009. Blacksburg, VA, April 2009.

Araman, Phil and Urs Buehlmann. 2009. Recycling used pallets into flooring. Technical Forum Presentation. Engagement Expo 2009. Blacksburg, VA, April 2009.

Buehlmann, Urs, Matt Bumgardner, and Tom Fluharty. 2009. Banning pallets from landfills: Data collection to support State legislation. Technical Forum Presentation. Engagement Expo 2009. Blacksburg, VA, April 2009.

Buehlmann, Urs and Mathias Schmitt. 2009. Lean Global Network (LGN) knowledge database. Lean Global Network Affiliate Meeting. Invited Presentation. Atlanta, GA, March 2009.

Schuler, Al and Urs Buehlmann. 2008. Hardwood markets – the future offers opportunities and challenges – housing contraction – climate change – globalization – energy security – Asian markets. Ecological Forestry in Central Appalachia. Invited Presentation, Elkins, WV, October 2008.

Buehlmann, Urs, Al Schuler, and Matt Bumgardner. 2008. Value-added wood products markets. UNECE Timber Committee and FAO European Forestry Commission Market Discussions. Invited Presentation, Rome, Italy, October 2008.

Buehlmann, Urs, Phil Araman, and Daniel Hindman. 2008. Green Building Programs in the USA. UNECE Timber Committee and FAO European Forestry Commission Market Discussions. Invited Presentation, Rome, Italy, October 2008.

Buehlmann, Urs and Brian Bond. 2008. Research at VT. 2008 RTA Symposium. Invited Presentation. Savannah, GA, October 2008.

Buehlmann, Urs, Matthew Bumgardner and Tom Fluharty. 2008. Banning pallets from landfills – data collection to support state legislation. Technical Forum Presentation. Annual Conference. Society of Environmental Journalists (SEJ). Roanoke, VA, October 2008.

Araman, Phil and Urs Buehlmann. 2008. From science to application – recycling used pallets into flooring. Technical Forum Presentation. Annual Conference. Society of Environmental Journalists (SEJ). Roanoke, VA, October 2008.



Buehlmann, Urs and Al Schuler. 2008. Strategies for remaining competitive in the global economy. Value-added wood products in today's marketplace conference. Invited presentation, Piketon, OH, August.

Buehlmann, Urs. 2008. Yield gains through process improvements. NOFMA Annual Meeting. Invited presentation, Portland, ME, August.

2009. Quesada-Pineda, H., R. Gazo, and E. Kline. 2009. The Research and Innovation Process in the Wood Products Industry: A Framework to Pursue Competitiveness. Forest Products Society 63rd International Convention. Process/Quality Control. Poster Session. June, Boise, ID.

Quesada-Pineda, H. 2009. Developing the Innovation Concept in Wood Products Industries. Institute for Advanced Learning Research. Danville, VA, May 18.

Quesada-Pineda, Henry and Robert Smith. 2008. Market Opportunities for U.S. Forest Products in Central America. Presented to the faculty at Purdue University, December.

Quesada-Pineda, H. 2008. Market Opportunities for US Forest Products in Central America. Department of Natural Resources, Purdue University. FNR 479: Graduate Seminar. Invited as Guest Speaker, West Lafayette, IN.

Quesada-Pineda, H. 2008. Value Added Analysis in Central America Wood Products Industry: A Case of Study. College of Natural Resources, Virginia Tech. WOOD 3784: World Forests and Forest Products. Invited Guest Speaker, Blacksburg, VA.

Quesada-Pineda, H. 2008. CAD/CAM impact on the Wood Products Industry. College of Natural Resources, Virginia Tech. NR 1114: Introduction to Renewable Natural Resources. Invited Guest Speaker, Blacksburg, VA.

Quesada-Pineda, H. 2008. Forest Products Trade: Business Opportunitites between Costa Rica and USA. Department of Wood Science and Forest Products. Virginia Tech. Invited as Guest Speaker for Graduate Seminar, Blacksburg, VA.

Quesada-Pineda, H. 2008. CAD/CAM impact on the Wood Products Industry. Presentation given to Crossroads Institute and Galax Community Members. Blacksburg, VA.

Quesada-Pineda, H. and R. Lafuente. 2008. Supply Chain Management and its Relationship with Direct Foreign Investment. 12th Entrepreneurship Congress. Invited as Key note Speaker. San Salvador, El Salvador.

Haviarova, E., H. Quesada, and R. Gazo. 2008. Competitive Strategies of Furniture Manufacturers. Southern Indiana Network for the Advancement of Manufacturing. Jasper, IN.



## **Short Course & Continuing Education**

Total Productive Maintenance for Softwood Lumber Manufacturers.

Instructor: D. Earl Kline and Brian Bond.

Location: Red Oak, VA.

Dates: November 14, 2008.

Pallet Re-use and Recycling.

Instructor: Urs Buehlmann, Phil Araman, and Matthew Yancey.

Location: Front Royal, VA.

Dates: May 5, 2009.

Lean Thinking.

Instructor: Urs Buehlmann, Earl Kline, and Neil Clark.

Location: Virginia Beach, VA.

Dates: May 7, 2009.

Lean Thinking.

Instructor: Urs Buehlmann, Earl Kline, and Jason Fisher.

Location: Danville, VA.

Dates: May 14, 2009.

Pallet Re-use and Recycling.

Instructor: Urs Buehlmann, Phil Araman, and Neil Clark.

Location: Chesapeake, VA.

Dates: April 9, 2009.

Lean Thinking.

Instructor: Urs Buehlmann, Earl Kline, and William Worrell.

Location: Abingdon, VA.

Dates: April 2, 2009.

Remaining Competitive in Hardwood Components Production.

Instructor: Urs Buehlmann, Brian Bond, Earl Kline, Jan Wiedenbeck, Ed Thomas, Thomas Walthousen, Steve Lawser, and Steve Ehle.

Location: Princeton, WV.

Dates: April 20-21, 2009.

Pallet Re-use and Recycling.

Instructor: Urs Buehlmann, Phil Araman, and William Worrell.

Location: Abingdon, VA.

Dates: April 30, 2009.

Lean Thinking.

Instructor: Urs Buehlmann, Earl Kline, and Matthew Yancey.

Location: Harrisonburg, VA.

Dates: March 24, 2009.



Pallet Re-use and Recycling.

Instructor: Urs Buehlmann, Phil Araman, and Jason Fisher.

Location: South Boston, VA.

Dates: March 26, 2009.

Think Light – Innovative Lightweight Panels.

Instructor: Urs Buehlmann.

Location: Grand Rapids, MI.

Dates: November 17-18, 2008.

Think Light – Innovative Lightweight Panels.

Instructor: Urs Buehlmann.

Location: Grand Rapids, MI.

Dates: November 19-20, 2008.

Business Process Management. Online Distance Workshop.

Instructor: Henry Quesada-Pineda

Location: Blacksburg, VA.

Dates: June 8 - August 31.

Cost-Accounting Management for Wood Products Industries.

Instructor: Henry Quesada-Pineda

Location: Online Distance Learning course at <http://wood.iddl.vt.edu/>.

Dates: June 2009.

### **Conference Proceedings**

Smith, Robert, Victor Cossio, and Tom Hammett. 2008. Development of Markets for Lesser Known Species (LKS) from Boliva. Proceedings of the 51st International Convention of the Society of Wood Science and Technology, Concepcion, Chile, November 10-12.

Hindman, D. P., A. L. Hammett, S. McGinnis, P. Araman. 2008. Green building education efforts at Virginia Tech. Green Building Materials '08: Definitions, Design and Delivery. UMASS Campus Center Complex, Amherst, MA, November 3, 2008.

Quesada-Pineda, H. and E. Kline. 2009. The Wood Enterprise Institute (WEI) Internship: A New Model to Foster Partnerships between Firms and Universities. Conference on Higher Education Pedagogy at Virginia Tech, February.

2009. Quesada-Pineda, H., E. Haviarova and I. Slaven. 2009. Application of Value-Added Analysis in the Wood Products Industry: A Case Study in Central America. Forest Products Society 63rd International Convention. SESSION 21: Manufacturing Excellence in the New Millennium. June, Boise, ID.

Carlo A. Mora-Monge, C. , Rao, S.R., Gonzalez, M., Quesada, G. and Quesada, H. 2008. An Empirical Investigation of Factors Influencing Web-Based Electronic Commerce Use: A Supply



Chain Perspective. 39th Decision Science Institute Conference. Baltimore, MD. Conference Proceedings.

### **Courses Taught**

NR 3954. Belize - Study Abroad.

Semester: Spring 2009.

Credit Hours: 3.

Instructor: A. L. Hammett, M. Kelly, and R. Fell.

No. Of Students: 12.

MKT 5774. International Marketing Strategies.

Semester: Spring 2009.

Credit Hours: 3.

Instructor: J. A. Littlefield and A. L. Hammett.

No. Of Students: 14.

WOOD 2784. World Forestry and Forest Products.

Semester: Fall 2008.

Credit Hours: 3.

Instructor: A.L. Hammett.

No. Of Students: 27.

NR 5114. Global Issues in Natural Resources.

Semester: Fall 2008.

Credit Hours: 3.

Instructor: A. L. Hammett.

No. Of Students: 20.

Wood 5984. Special Study: Fundamentals of Wood Material Science.

Semester: Fall 2008.

Credit Hours: 4.

Instructor: Audrey Zink-Sharp, Brian Bond, Robert Bush, Charles Frazier and Daniel Hindman.

No. Of Students: 5.

WOOD 4624. Wood Products Operations Management.

Semester: Fall 2008.

Credit Hours: 3.

Instructor: D. Earl Kline.

No. Of Students: 12.

WOOD 4154. Computer Applications in Forest Products.

Semester: Fall 2008.

Credit Hours: 3.

Instructor: D. Earl Kline.

No. Of Students: 7.



WOOD 4634. Forest Products Business Management.

Semester: Fall 2008.

Credit Hours: 3.

Instructor: Henry Quesada-Pineda

No. Of Students: 12.

### **Professional Service**

#### **Robert Smith:**

Planning Committee. Southern Group of Extension Leader's Conference in Athens, Georgia.

Planning Committee. Biomass training in Virginia.

Entrepreneurship Committee with Dave Nutter. 2009.

Chair. Forest Based Economic Development Council.

Planning Committee. Visit from Virginia Agriculture Business Council.

Chair. Review Committee for John McGee.

Search Committee. Served on the Search Committee for the Dean of the College of Natural Resources.

Committee. DOF on partnering.

Chaired. Annual Natural Resources Extension Meeting held on December 11.

Director. Center for Forest Products Marketing and Management.

Technical Reviewer. Forest Products Journal, Wood and Fiber Science, and Pinchot Institute on Conservation.

#### **Earl Kline:**

Environmental Audit for Improved Business Performance.

Participated in and energy and environmental assessment audit for a cabinet frame manufacturing facility, Masco Builder Cabinet Group, Jackson, OH, May 18-20, 2009.

#### **A.L. (Tom) Hammett:**

Hosted Delegation.

Hosted October 14 from Henan Agricultural University a nine-person delegation of faculty and administrators.



## **University Service**

### **Earl Kline:**

University Committee for Undergraduate Curriculum.  
College representative for the Academic Year 2008-2009.

### **Urs Buehlmann:**

Forest Products Business Curriculum Committee.  
Bob Smith, Bob Bush, Tom Hammett, Earl Kline, Brian Bond, Henry Queseda and Urs Buehlmann (Chair).

College of Natural Resources Finance Committee.

### **Henry Quesada-Pineda:**

2009. Department Head Search Committee Member. Appointed by the Dean of the College of Natural Resources at Virginia Tech.

2009. Workshop to revise the upcoming 2010 US National Report on Sustainable Forests. Invited by USDA/CSREES. Washington, DC. March, 2009.

2008. Commencement Marshall. Fall 2008 Commencement Ceremony at Virginia Tech.

## **Awards & Honors**

### **A.L. "Tom" Hammett:**

Visting Scholar of Excellence. Served in the SUFONAMA Graduate Program at Goettingen University, Germany during Spring 2009.

Merit Award. American Society of Landscape Architects; Virginia Chapter to: The Carver Company, and Hill Studio with A. L. Hammett, Ben Johnson, Jim McKenna for: the "Apollo Agricultural and Ecological Development Zone Master Plan" (in China).

Research Scientist. Elected by the Faculty Board Yale University for the 16th Year.

### **Urs Buehlmann:**

Masco Lean Six Sigma Award - First Prize. Best Lean Six Sigma Improvement Project 2008. Masco Atkinks, VA plant. Masco Corporation, Ann Arbor, MI



## **Members**

### **American Lumber and Pallet**

PO Box 1136  
Fayetteville, TN 37334

**Phone:** (931) 433-1010

**Fax:** (931) 433-1081

**Email:** [alp@amlumber.com](mailto:alp@amlumber.com)

**Website:** <http://www.amlumber.com>

**Contact:**

W.R. Askins, Jr., President

American Lumber and Pallet is a monthly buy and sell publication which specializes to sawmills, pallet mills, woodworking/veneer mills and logging operations.

### **American Plywood Association - The Engineered Wood Association**

7011 S 19th Street  
Tacoma, WA 98466-5333

**Phone:** (253) 565-6600

**Fax:** (253) 565-7265

**Contact:** Craig Adair, Manager Marketing Research

**Website:** <http://www.apawood.org>

**Email:** [craig.adair@apawood.org](mailto:craig.adair@apawood.org)

### **Anderson-Tully Lumber Company**

PO Box 38 1725 North Washington Street  
Vicksburg, MS 39180

**Phone:** (601) 636-3876

**Fax:** (601) 636-4719

**Website:** <http://www.Anderson-Tully.com>

**Email:** [richardw@andersontully.com](mailto:richardw@andersontully.com)

**Contact:** Richard Wilkerson, Vice President of Lumber Sales

### **Appalachian Hardwood Manufacturers, Inc.**

PO Box 427  
High Point, NC 27261

**Phone:** (336) 885-8315

**Fax:** (336) 886-8865

**Email:** [ahmi@northstate.net](mailto:ahmi@northstate.net)

**Website:** [www.appalachianwood.org](http://www.appalachianwood.org)

**Contact:**

Mark Barford, President

Tom Inman, Director of Communications

AHMI is an association that promotes logs, lumber and products from the Appalachian region.

### **Atlanta Hardwood Corporation**

5596 Riverview Road  
Mableton, GA 30126-2914

**Phone:** (404) 792-2290

**Fax:** (404) 792-2294

**Email:** [ahc@hardwoodweb.com](mailto:ahc@hardwoodweb.com)

**Website:** [www.hardwoodweb.com](http://www.hardwoodweb.com)

**Contacts:**

James W. Howard, Jr., President

Marty Payny, Sales Manager

Patrick G. Altham, VP Export

**Products:**

boards, common; boards, select; flooring; moulding

**Species:**

alder, ash, basswood, beech, cherry, hickory, imported hardwoods, mahogany, hard maple, soft maple, white maple, red oak, white oak, poplar, walnut, eastern white pine



**Augusta Lumber Company, Inc.**

PO Box 1528  
Waynesboro, VA 22980-1528

**Phone:** (540) 946-9150

**Fax:** (540) 946-9153

**Email:** [james@augustalumber.com](mailto:james@augustalumber.com)

**Website:** [www.augustalumber.com](http://www.augustalumber.com)

**Contacts:**

Terry Campbell

**Products:**

boards, common; boards, select; flooring; poles & pilings; railroad ties; casket shook; fence material

**Species:**

ash, white ash, basswood, beech, birch, cherry, hickory, hard maple, soft maple, red oak, white oak, poplar, yellow poplar, walnut, black walnut

**Baillie Lumber Company**

PO Box 6  
Hamburg, NY 14075

**Phone:** (716) 649-2850

**Fax:** (716) 649-2811

**Email:** [information@ballie.com](mailto:information@ballie.com)

**Website:** [www.baillie.com](http://www.baillie.com)

**Contacts:**

George Thomson, Director of Training and Human Development

**Products:**

boards, common; boards, select

**Species:**

ash, basswood, beech, birch, cherry, red elm, hickory, hard maple, soft maple, red oak, white oak, poplar, walnut

**Bingaman & Son Lumber, Inc.**

PO Box 247  
Kreamer, PA 17833

**Phone:** (570) 374-1108

**Fax:** (570) 374-5342

**Email:** [max@bingamanlumber.com](mailto:max@bingamanlumber.com)

**Website:** [www.bingamanlumber.com](http://www.bingamanlumber.com)

**Contacts:**

Chris Bingaman, Vice President  
Operations/Sales Manager

**Products:**

boards, common; boards select; glued-up stock; furniture dimension

**Species:**

ash, basswood, birch, cherry, hickory, mahogany, hard maple, soft maple, red oak, white oak, poplar, black walnut, eastern white pine

**Boehm-Madisen Lumber Co., Inc.**

PO Box 906  
Brookfield, WI 53008-0906

**Phone:** (262) 544-4660

**Fax:** (262) 544-0795

**Email:** [boehmmad@execpc.com](mailto:boehmmad@execpc.com)

**Contacts:**

Thomas J. Kestly, Jr., President

**Products:**

boards, common; boards, select; flooring; timbers; cutstock; log cabin siding; glued-up stock; pattern stock; decking, laminated; decking, roof; dimension, furniture; dimension, precut; edge-glued products; fingerjointed; stepping; millwork, moulding & trim; plywood, hardwood; plywood, prefinished; shops & factory grades; siding, decking; treated products

**Species:** hardwoods, softwoods



**The Burke-Parsons-Bowlby Corporation**

PO Box 231  
Ripley, WV 25271-0231

**Phone:** (304) 372-2211  
**Fax:** (304) 372-1211  
**Email:** [fbowlby@bpbcorp.com](mailto:fbowlby@bpbcorp.com)  
**Website:** [www.bpbcorp.com](http://www.bpbcorp.com)

**Contacts:**  
Richard Bowlby, President  
Floyd Bowlby, Marketing Manager

**Products:**  
timbers; crossties

**Species:**  
beech, birch, cherry, chestnut, elm, gum,  
hickory, locust, maple, red oak, white oak,  
sassafras, sycamore, walnut

**Coastal Lumber Company**

Box 829  
Weldon, NC 27890

**Phone:** (252) 536-4211  
**Fax:** (252) 536-3102  
**Email:** [lshiple@coastallumber.com](mailto:lshiple@coastallumber.com)  
**Website:** [www.coastallumber.com](http://www.coastallumber.com)

**Contacts:**  
Lyman C. Shipley, VP Marketing  
Bo Hammond, Sales Manager

**Products:**  
boards, common; boards, select

**Species:**  
elm, gum, hackberry, soft maple, red oak,  
poplar, cypress

**Columbia Forest Products**

PO Box 1148  
Old Fort, NC 28762

**Phone:** (828) 724-4191  
**Fax:** (828) 724-4066  
**Email:** [sfranklin@columbiaforestproducts.com](mailto:sfranklin@columbiaforestproducts.com)  
**Website:** [www.columbiaforestproducts.com](http://www.columbiaforestproducts.com)

**Contact:**  
Steve Franklin, Human Resource Manager  
Stacy Stiber, Human Resource Manager  
Ed Woods, VP Sales and Marketing

**Products:**  
hardwood veneer; hardwood plywood;  
laminated products; flooring; veneer raised  
panels and door inserts

**Species:**  
red oak, birch, maple, cherry, ash, pine,  
mahogany, walnut, white oak, teak

**Conner Industries, Inc.**

3800 Sandshell Dr., Ste 235  
Fort Worth, TX 76137

**Phone:** (817) 847-0361  
**Fax:** (817) 232-9264  
**Email:** [info@connerindustries.com](mailto:info@connerindustries.com)  
**Website:** [www.connerindustries.com](http://www.connerindustries.com)

**Contacts:**  
Thomas R. Rice, President  
H. Grady Payne, III, Vice President  
Robert Payne, Sales Management  
Larry Tubbs, Sales Management

**Products:**  
Dimension stock; boards; timbers; panel  
products; engineered wood products; pallet and  
crating lumber

**Species:**  
SYP; SPF; and mixed hardwoods



### **Cotton-Hanlon, Inc.**

PO Box 65  
Cayuta, NY 28603

**Phone:** (607) 594-4600

**Fax:** (607) 594-4604

**Email:** [ch@onlineimage.com](mailto:ch@onlineimage.com)

**Website:** [www.cottonhanlon.com](http://www.cottonhanlon.com)

#### **Contacts:**

Douglas Cotton, President  
Mike Hanlon, Vice President

#### **Species:**

cherry, maple

Cotton-Hanlon, Inc. is a timberland management company. Tree species include Red Oak, Maple, Ash and Cherry.

### **W. M. Cramer Lumber Company**

PO Box 2888  
Hickory, NC 28603

**Phone:** (828) 397-7481

**Fax:** (828) 397-3763

**Email:** [wmc@cramerlumber.com](mailto:wmc@cramerlumber.com)

**Website:** [www.cramerlumber.com](http://www.cramerlumber.com)

#### **Contact:**

Wendell Cramer, President  
Kim Vollinger

#### **Products:**

boards, common; boards, select

#### **Species:**

poplar, red oak, white oak, ash, hickory, beech, soft maple, cherry, hard maple, elm, basswood, chestnut, mahogany, white pine, ponderosa pine

### **Danzer Group**

David R. Webb, A Danzer Group Company  
PO Box 3455  
Williamsport, PA 17701

**Phone:** (570) 322-4400

**Fax:** (570) 322-7213

**Email:** [vijay\\_reddy@davidrwebb.com](mailto:vijay_reddy@davidrwebb.com)

**Website:** [www.keystoneveneers.com](http://www.keystoneveneers.com)

#### **Contact:**

Vijay Reddy, Vice President

#### **Products:**

veneers for panel, furniture, door, cabinet, edge-banding and flooring, dimension, dry; cutstock; glued-up stock; moulding; fingerjoint stock; furniture dimension; window & sash stock

#### **Species:**

white ash, aspen, basswood, birch, cherry, black cypress, hickory, hard maple, poplar, red oak, soft maple, white maple, white oak, walnut ash,

### **Elder Wood Preserving Company, Inc.**

PO Box 522  
Mansura, LA 71350

**Phone:** (318) 964-2196

**Fax:** (318) 964-5276

**Email:** [jelder@elderwoodperserving.com](mailto:jelder@elderwoodperserving.com)

**Website:** [www.elderwoodpreserving.com](http://www.elderwoodpreserving.com)

#### **Contacts:**

Joe Elder, Jr., President  
Mike Smith, Sales Manager

#### **Products:**

timbers; shakes; dimension lumber; boards; fence posts/rails; foundation lumber; radius edge decking

#### **Species:**

yellow pine



**Erath Veneer Corporation of VA**

PO Box 507  
Rocky Mount, VA 24151

**Phone:** (540) 483-5223  
**Fax:** (540) 483-1580  
**Email:** [merath@erathveneer.com](mailto:merath@erathveneer.com)  
**Website:** [www.erathveneer.com](http://www.erathveneer.com)

**Contacts:**  
Michael G. Erath, President

**Products:**  
veneer

**Species:**  
poplar, white ash, yellow pine, beech, white pine, birch, mahogany, cedar, hard maple, red maple, cherry, sycamore, walnut, red oak, white oak, hickory

**Fitzpatrick & Weller, Inc.**

PO Box 490  
Ellicottville, NY 14731-0490

**Phone:** (716) 699-2393  
**Fax:** (716) 699-2893  
**Email:** [fwi@itzweller.com](mailto:fwi@itzweller.com)  
**Website:** [www.fitzweller.com](http://www.fitzweller.com)

**Contacts:**  
Gerard J. Fitzpatrick, President  
Dana Fitzpatrick, Executive VP

**Products:**  
boards, common; boards, select; dimension, dry; glued-up stock; moulding; dimension, furniture

**Species:**  
ash, white ash, basswood, beech, birch, cherry, hickory, maple, hard maple, soft maple, white maple, red oak, white oak, poplar, hemlock, eastern white pine

**Forest Products Equipment Magazine**

PO Box 449  
St. Johnsbury, VT 05819

**Phone:** (800) 422-7147  
**Fax:** (802) 748-1866  
**Email:** [vhatch@fpemagazine.com](mailto:vhatch@fpemagazine.com)  
**Website:** <http://www.fpemagazine.com/>

**Contact:**  
Veronica Hatch; Advertising Account Executive

Forest Products Equipment Magazine is a monthly publication of the Moose River Publishing Company covering the entire forest products industry, from harvesting and milling to manufacturing and wood waste recycling.

**Frank Miller Lumber Company, Inc.**

1690 Frank Miller Rd  
Union City, IN 47390

**Phone:** (765)-964-7850  
**Fax:** (765)-964-7647  
**Email:** [cmoore@frankmiller.com](mailto:cmoore@frankmiller.com)  
**Website:** [www.frankmiller.com](http://www.frankmiller.com)

**Contacts:**  
Chris Moore, General Sales Manager

**Products:**  
boards, common; boards, select; dimension, green, quarter rift lumber

**Species:**  
white ash, basswood, beech, cherry, elm, hackberry, hard maple, soft maple, white maple, red oak, white oak, yellow poplar, black walnut



**Genwove U.S. Ltd.**

PO Box 310  
Indian Trail, NC 28079

**Phone:** (704) 821-7628

**Fax:** (704) 821-6559

**Email:** [genwove@gwv.com](mailto:genwove@gwv.com)

**Website:** [www.gwv.com](http://www.gwv.com)

**Contacts:**

Andrew Robertson, General Manager

**Products:**

sliced hardwood and softwood face veneers,  
hardwood lumber, hardwood and softwood logs

**Species:**

veneer: white oak, cherry, yellow pine, maple  
lumber: cherry, white oak, red oak, ash  
logs: cherry, walnut, white oak, red oak, veneer  
and sawlogs

**Godfrey Lumber Company, Inc.**

PO Box 615  
Statesville, NC 28677

**Phone:** (704) 872-6366

**Fax:** (704) 872-2341

**Email:** [gdfrylco@bellsouth.net](mailto:gdfrylco@bellsouth.net)

**Website:** [www.godfreylumber.com](http://www.godfreylumber.com)

**Contact:**

Barry Godfrey, President

**Products:**

boards, common; boards, select; log cabin  
siding; pattern stock

**Species:**

oak, poplar, yellow pine, white pine, eastern  
white pine

**Granite Hardwoods, Incorporated**

PO Box 226  
Granite Falls, NC 28630

**Phone:** (828)-396-3395

**Fax:** (828)-396-8182

**Email:** [sales@granitehardwoods.com](mailto:sales@granitehardwoods.com)

**Website:** [www.granitehardwoods.com](http://www.granitehardwoods.com)

**Contact:**

Richard W Buchanan, III, President

**Products:**

boards, common; boards, select

**Species:**

ash, red oak, hard maple, poplar, elm, cherry,  
soft maple, hickory-pecan, walnut, white oak,  
basswood

**Hardwood Distributors Association  
C/O Heidler Hardwood Lumber  
Company**

2559 S Damen Ave  
Chicago, IL 60608

**Phone:** (773) 847-7444

**Fax:** (773) 847-7833

**Website:** [www.hardwooddistributors.org](http://www.hardwooddistributors.org)

**Contacts:**

Chip Spellman, President  
Skip Heidler, Secretary/Treasurer

Hardwood Distributors Association supports the  
wholesale distribution yards involved in the  
merchandising of hardwood lumber, plywood,  
and flooring, including additional items  
manufactured from same; or any additional  
lumber and forest products that custom and  
practice has, or may develop, in the represented  
marketing regions.



### **Hardwood Manufacturers Association**

400 Penn Center Boulevard - Ste 530  
Pittsburgh, PA 15235

**Phone:** (412) 829-0770

**Fax:** (412) 829-0844

**Email:** [GThurm@hardwood.org](mailto:GThurm@hardwood.org)

**Website:** [www.hardwood.org](http://www.hardwood.org)

**Contacts:**

Gil Thurm, Executive Vice President  
Linda Jovanovich

HMA is an association that assists the furniture, flooring, kitchen and bath, and moulding and woodwork industries with hardwood information.

### **Hardwood Market Report**

PO Box 2633  
Memphis, TN 38088-2633

**Phone:** (901) 767-9126

**Fax:** (901) 767-7534

**Email:** [hmr@hmr.com](mailto:hmr@hmr.com)

**Website:** [www.hmr.com](http://www.hmr.com)

**Contact:**

Judd Johnson, Editor

Hardwood Market Report, established in 1922, is a weekly publication giving benchmark pricing information and marketing commentary on North American hardwood lumber and the hardwood products industry.

### **Hardwood Publishing Company, Inc.**

PO Box 471307  
Charlotte, NC 28274-1307

**Phone:** (704) 543-4408

**Fax:** (704) 543-4411

**Email:** [george@hardwoodreview.com](mailto:george@hardwoodreview.com)

**Website:** [www.hardwoodreview.com](http://www.hardwoodreview.com)

**Contact:**

George Barrett, Editor-Hardwood Review  
Andy Johnson, Associate Editor

Hardwood Publishing Company, Inc. are publishers of Weekly Hardwood Review and Hardwood Review Export. They also support Hardwood Search which allows companies to buy and sell lumber online.

### **Industrial Timber & Lumber Company**

23925 Commerce Park  
Beachwood, OH 44122

**Phone:** (216) 831-3140

**Fax:** (216) 831-4734

**Email:** [sales@itlcor.com](mailto:sales@itlcor.com)

**Website:** <http://www.itlcorp.com>

**Contacts:**

Larry Evans, President

### **ISK Biocides**

416 E. Brooks Road  
PO Box 9158  
Memphis, TN 38109-0158

**Phone:** (901) 344 5350

**Fax:** (901) 344 5387

**Email:** [info@ibio.com](mailto:info@ibio.com)

**Website:** [www.iskbiocides.com](http://www.iskbiocides.com)

**Contact:**

Dr. Joe Ignatoski, President  
Lance Johnson, Sales Representative

**Products:**

sap stain and mold preventatives; industrial wood preservatives; WOODguard and Natural Home--wood protection for the homeowner.



**Jeld-Wen**

3411 Blossom St  
Columbia, SC 29205

**Phone:** (803)-252-0975

**Email:**

**Website:** [www.jeld-wen.com](http://www.jeld-wen.com)

**Contact:**

Jerry Pettibone

**Linden Lumber Company**

PO Drawer 480369  
Linden, AL 36748-0369

**Phone:** (334) 295-8751

**Fax:** (334) 295-8088

**Email:** [tcook@redcrown.com](mailto:tcook@redcrown.com)

**Website:** [www.medallionhardwood.com](http://www.medallionhardwood.com)

**Contact:**

Tracy Cook, Director of Operations

**Products:**

Flooring, hardwood lumber

**Species:** oak

**Jim C. Hamer Company**

PO Box 418  
Kenova, WV 25530

**Phone:** (304) 453-6381

**Fax:** (304) 453-6587

**Email:** [jchamer@zoomnet.net](mailto:jchamer@zoomnet.net)

**Website:** [www.jimchamer.com](http://www.jimchamer.com)

**Contacts:**

Steve Hamer, President

**Products:**

boards, common; boards, select; dimension,  
furniture

**Species:**

ash, beech, hard maple, soft maple, red oak,  
white oak, poplar

**Lumbermens Merchandising Corp.**

PO Box 6790  
Wayne, PA 19087-8790

**Phone:** (610) 293-8790

**Fax:** (610) 263-0888

**Email:** [jraffetto@lumbermens.com](mailto:jraffetto@lumbermens.com)

**Website:** [www.lmc.net](http://www.lmc.net)

**Contact:**

John Raffetto, Purchasing Manager

**Products:**

residential building materials

**Species:**

all species



### **The Mann & Parker Lumber Company**

335 North Constitution Ave.  
New Freedom, PA 17349

**Phone:** (717) 235-4834

**Fax:** (717) 235-5547

**Email:** [sales@m-pgoldbrand.com](mailto:sales@m-pgoldbrand.com)

**Website:** [www.m-pgoldbrand.com](http://www.m-pgoldbrand.com)

**Contacts:**

Gregory V. Lutter, Chief Operating Officer

**Products:**

moulding & millwork; boards

**Species:**

red oak, white oak, cherry, black walnut, white ash, yellow poplar, hard maple, soft maple, basswood, hickory, birch, cypress, sugar pin

### **Morgan Lumber Company, Inc.**

PO Box 25  
Red Oak, VA 23964

**Phone:** (434) 735-8151

**Fax:** (434) 735-8152

**Email:** [ken@morganlumber.com](mailto:ken@morganlumber.com)

**Website:** [www.morganlumber.com](http://www.morganlumber.com)

**Contact:**

J. Kenneth Morgan, Jr., President  
Don Bright, General Manager  
John Morgan, Sales Manager

**Products:**

radius edge decking; dimension lumber

**Species:**

loblolly pine, longleaf pine, shortleaf pine

### **Neff Lumber Mills, Inc.**

PO Box 457  
Broadway, VA 22815

**Phone:** (540) 896-7031

**Fax:** (540) 896-7034

**Email:** [neflum@aol.com](mailto:neflum@aol.com)

**Website:** [www.nefflumber.com](http://www.nefflumber.com)

**Contacts:**

Mike Hoover, President  
Marijo Wood, Sales Manager

**Products:**

boards, select; dimension, dry; timbers; highway stakes; pallets; dimension, furniture

**Species:** ash, cherry, red oak, white oak, poplar, walnut

### **Northland Corporation**

PO Box 265  
La Grange, KY 40031

**Phone:** (502) 222-2545

**Fax:** (502) 222-6098

**Email:** [northlandsales@ntr.net](mailto:northlandsales@ntr.net)

**Website:** [www.northlandcorp.com](http://www.northlandcorp.com)

**Contact:**

Judy Splan-Larin, Human Resources Manager

**Products:**

boards

**Species:**

mahogany, teak, ash, birch, basswood, red oak, white oak, cedar, cherry, soft maple, hard maple, poplar, hickory, walnut



### **North Pacific Group, Inc.**

PO Box 3915  
Portland, OR 97208-3915

**Phone:** (503) 231-1166

**Fax:** (503) 238-2641

**Website:** [www.northpacific.com](http://www.northpacific.com)

#### **Contact:**

Tom Tomjack, President  
David Mehl, Director of Training and  
Development

#### **Products:**

boards, common; boards, select; dimension, dry;  
dimension, green; flooring; poles & pilings;  
railroad ties; studs, dry; studs, green; timbers;  
laminated beams; pattern stock; railcar stock;  
scaffold plank; shakes; decking, roof; shingles;  
fencing; hardboard; siding (lumber); MDF; tank  
stock; plywood, hardwood; plywood, softwood;  
shop & factory grades; siding; joists; OSB;  
oriented waferboard; waferboard; moulding;  
decking; fingerjoint stock; pallet shook/stock;  
treated products

#### **Species:**

incense cedar, western red cedar, western  
hemlock, larch/tamarack, southern yellow pine,  
western inland pine, lodgepole pine, redwood,  
Engelmann spruce, red or douglas fir, fir &  
larch, appalachian hardwood, northern  
hardwood, southern hardwood, western  
hardwood, hem-fir

### **Northwest Hardwoods –**

#### **A Weyerhaeuser Company**

12002 SW Greenburg Road Ste 570  
Portland, OR 97223

**Phone:** (503) 246-5700

**Fax:** (503) 245-5838

**Email:** [stephanie.happer@weyerhaeuser.com](mailto:stephanie.happer@weyerhaeuser.com)

**Website:** [www.weyerhaeuser.com](http://www.weyerhaeuser.com)

#### **Contacts:**

Steve Rogel, President  
Stephanie Happer, Marketing Manager

#### **Products:**

boards; moulding; panels; pallet stock; ties;  
components

#### **Species:**

red oak, white oak, poplar, ash, cherry, walnut,  
hard maple, soft maple

### **Owens Forest Products**

1330 E Superior St  
Duluth, MN 55805-2428

**Phone:** (218) 723-1151

**Fax:** (218) 724-9486

**Email:** [owenspas@aol.com](mailto:owenspas@aol.com)

**Website:** [www.owensforestproducts.com](http://www.owensforestproducts.com)

#### **Contacts:**

Phil Stocker, Human Resource Director

#### **Products:**

moulding & trim; maple flooring; oak flooring;  
cabinet & furniture components

#### **Species:**

ash, aspen, basswood, birch, hard maple, soft  
maple, red oak, poplar

### **Pallet Enterprise/ Industrial Reporting, Inc.**

10224 Timber Ridge Drive  
Ashland, VA 23005-8135

**Phone:** (804) 550-0323

**Fax:** (804) 550-2181

**Email:** [ed@ireporting.com](mailto:ed@ireporting.com)

**Website:** [www.ireporting.com](http://www.ireporting.com)

#### **Contact:**

Edward C. Brindley, Jr., Publisher

Industrial Reporting, Inc. are publishers of the  
Pallet Enterprise, TimberLine, and Pallet Profile  
Weekly who support the logging, sawmilling,  
wood remanufacturing, lumber and pallet  
industries.



**Pike Lumber Company, Inc.**

PO Box 247  
Akron, IN 46910

**Phone:** (219) 893-4511

**Fax:** (219) 893-7400

**Website:** [www.pikelumber.com](http://www.pikelumber.com)

**Email:** [jmulligan@pikelumber.com](mailto:jmulligan@pikelumber.com)

**Contact:**

Jim Mulligan, President

**Products:**

boards, dimension

**Species:**

ash, coffenut, red oak, basswood, beech, elm, hackberry, sassafras, birch, hard maple, soft maple, butternut, hickory, walnut, cherry, poplar, white oak

**Pomeroy Lumber, Inc.**

PO Box 61  
Nineveh, NY 13813

**Phone:** (607) 693-2690

**Fax:** (607) 693-2790

**Email:** [pomeroylumber@aol.com](mailto:pomeroylumber@aol.com)

**Website:** [www.rctc.com/pomeroy/about.html](http://www.rctc.com/pomeroy/about.html)

**Contact:**

Paul Pomeroy, President

**Products:**

boards, common; boards, select; dimension, green

**Species:**

ash, cherry, hard maple, red oak, white oak, poplar, yellow poplar

**Potomac Supply Corporation**

1398 Kinsale Road  
Kinsale, VA 22488-9702

**Phone:** (804) 472-2527

**Fax:** (804) 472-4300

**Email:** [wtcarden@potomacsupply.com](mailto:wtcarden@potomacsupply.com)

**Website:** [www.potomacsupply.com](http://www.potomacsupply.com)

**Contacts:**

William T. Carden, President

William S. Berry, Executive Vice President

**Products:**

boards, common; boards, select; dimension, green; timbers; cutstock; fence material; pallets; furniture dimension

**Species:**

ash, beech, cherry, cypress, gum, hickory, loblolly pine, longleaf pine, shortleaf pine, poplar, walnut

**Rex Lumber Company**

10524 Doswell Road  
Doswell, VA 23047-1800

**Phone:** (800) 782-4528

**Fax:** (804) 876-3363

**Email:** [rexlumber@aol.com](mailto:rexlumber@aol.com)

**Website:** [www.rexlumber.com](http://www.rexlumber.com)

**Contact:**

Bill Renzulli, Jr.,

Richmond Operations Manager

**Products:**

rough and milled hardwood lumber for custom residential and commercial mouldings; dental and embossed mouldings stock profiles from moulding catalog

**Species:**

alder, ash, basswood, beech, birch, butternut, cedar, cherry, cottonwood, cyprus, hickory, mahogany, hard maple, soft maple, red oak, white oak, eastern pine, ponderosa pine, sugar pine, yellow pine, poplar, walnut, willow



### **Sawmill Publishing, L.L.C..**

PO Box 1149  
Bangor, ME 04402-1149

**Phone:** (888) 290-9469

**Fax:** (207) 945-9874

**Email:** [sawmill@sawmillmag.com](mailto:sawmill@sawmillmag.com)

**Website:** [www.sawmillmag.com](http://www.sawmillmag.com)

**Contact:**

Walter Andrzejewski, General Manager

Sawmill Publishing L.L.C., is an independent publishing company that publishes *Sawmill & Woodlot Magazine* eight times a year. Each publication provides valuable articles as well as useful advertisements to a wide audience ranging in interest from homeowners who want to take care of a few acres of wooded land to large wood producers who manufacture value-added products.

### **Snavely Forest Products**

PO Box 9808  
Pittsburgh, PA 15227

**Phone:** (412) 885-4000

**Fax:** (412) 885-1143

**Email:** [sfitszsimmons@snavelyforest.com](mailto:sfitszsimmons@snavelyforest.com)

**Website:** [www.snavelyforest.com](http://www.snavelyforest.com)

**Contact:**

Susan Fitzsimmons, Vice President of Marketing

**Products:**

engineered wood, boards (all species of pine), including plantation growth certified wood (FSC), composite decking, fascia, structural (timber beams, etc.)

**Species:**

softwood

### **Southeastern Lumber Manufacturers Association**

671 Forest Parkway  
Forest Park, GA 30297

**Phone:** (404) 361-1445

**Fax:** (404) 361-5963

**Email:** [steve@slma.org](mailto:steve@slma.org)

**Website:** [www.slma.org](http://www.slma.org)

**Contact:**

Debbie Brady, President

### **Spartanburg Forest Products, Inc.**

1431 Highway 101 South  
Greer, SC 29651

**Phone:** (864) 699-3100

**Fax:** (864) 699-3101

**Email:** [smichael@gsponline.net](mailto:smichael@gsponline.net)

**Website:** [www.sfpinc.biz](http://www.sfpinc.biz)

**Contact:**

Stephen W. Michael, President/CEO

Spartanburg Forest Products, Inc. is a marketing and management organization, focusing in treated and engineered wood products.

### **Structural Systems, Inc.**

201 Poplar Avenue  
Thurmont, MD 21788

**Phone:** (800) 800-7414

**Fax:** (301) 271-5252

**Email:** [jsteinbruck@ssi-midatl.com](mailto:jsteinbruck@ssi-midatl.com)

**Website:** <http://www.ssi-midatl.com>

**Contacts:**

John Steinbruck

**Products:**

Distributes building materials such as Trus Joist engineered wood, and USP connectors, and Jeld-Wen, Silverline, Therma-Tru, and Summit windows and doors. Manufacturer of trusses and wall panels from premium Southern Yellow Pine and SPF lumber.



### **T & S Hardwoods, Inc.**

Harrisburg Road  
PO Box 1233  
Milledgeville, GA 31061

**Phone:** (478) 453-3492

**Fax:** (478) 453-9002

**Email:** [dsmith@tshardwoods.com](mailto:dsmith@tshardwoods.com)

**Website:** [www.tshardwoods.com](http://www.tshardwoods.com)

#### **Contacts:**

Larry N. Thompson III., President  
Dan Smith, Director of Marketing/  
Export Manager

#### **Products:**

boards, common; boards, select; dimension,  
green; railroad ties; timbers

#### **Species:**

brown ash, cherry, cottonwood, soft elm, sap  
gum, hickory, soft maple, red oak, white oak,  
pecan, yellow poplar, sycamore, black walnut,  
cedar, cypress

### **J. T. Shannon Lumber Company, Inc. (The Shannon Lumber Group)**

PO Box 16928  
Memphis, TN 38186-0929

**Phone:** (662) 393-3765

**Fax:** (662) 393-2063

**Email:** [jbrown@jtshannon.com](mailto:jbrown@jtshannon.com)

**Website:** [www.jtshannon.com](http://www.jtshannon.com)

#### **Contacts:**

Jennie Brown, Administrative Officer

#### **Products:**

boards, common; boards, select; dimension, dry;  
dimension, green; fingerjoint stock; dimension,  
furniture; glued-up stock; pattern stock;  
moulding

#### **Species:**

white ash, cherry, cottonwood, mahogany, hard  
maple, soft maple, red oak, white oak, poplar,  
black walnut

### **U\*C Coatings Corporation**

PO Box 1066  
Buffalo, NY 14215

**Phone:** (716) 833-9366

**Fax:** (716) 833-0120

**Email:** [tom@uccoatings.com](mailto:tom@uccoatings.com)

**Website:** [www.uccoatings.com](http://www.uccoatings.com)

#### **Contact:**

Norman E. Murray, Chairman  
Tom Johel, President

#### **Products:**

ANCHORSEAL - End sealer for logs and  
lumber, is the best known brand name in  
the world for wax emulsion end sealers.  
GEMPAINT and GEMPAINT\*PLUS  
BATES Boothcoating / Glue Release makes it  
easy to clean dried glue off machines and  
equipment.

### **Virginia Forest Products Association**

220 East Williamsburg  
PO Box 160  
Sandston, VA 23150-0160

**Phone:** (804) 737-5625

**Fax:** (804) 737-9437

**Email:** [vfpa@att.net](mailto:vfpa@att.net)

**Website:** [www.vfpa.net](http://www.vfpa.net)

#### **Contact:**

J.R. Bush, President

VFPA is an association active in promoting state  
and local codes and regulations developed to  
provide safety to life and property from the  
hazards of fire.



**Visador Company, L.L.C**  
**Coffman Stairs**

1000 Industrial Road  
Marion, VA 24354

**Phone:** (276) 783-7251

**Fax:** (276) 783-9073

**Email:** [chadbarr@coffmanstairs.com](mailto:chadbarr@coffmanstairs.com)

**Website:** [www.visador.com](http://www.visador.com)

**Contact:**

Michael Jackson, President  
Chad Barr

**Products:**

stair parts and accessories

**Species:**

hardwood

**Weaber, Inc.**

1231 Mt Wilson Rd  
Lebanon, PA 17042

**Phone:** (717) 867-2212

**Fax:** (717) 867-1711

**Email:** [mginder@weaberlumber.com](mailto:mginder@weaberlumber.com)

**Website:** [www.weaberlumber.com](http://www.weaberlumber.com)

**Contact:**

Galen Weaber, President

**Products:**

S4S boards and moulding; finger jointed poplar;  
finger jointed and edge glued material; random  
width and ripped to width hardwoods; ties; pallet  
cants; logs; secondary hardwood products

**Species:**

red oak, white oak, poplar, ash

**Wood Component Manufacturers**  
**Association**

1000 Johnson Ferry Road Ste A-130  
Marietta, GA 30068

**Phone:** (770) 565-6660

**Fax:** (770) 565-6663

**Email:** [skelawser@aol.com](mailto:skelawser@aol.com)

**Website:** [www.woodcomponents.org](http://www.woodcomponents.org)

**Contact:**

Steven W. Lawser, CAE  
Executive Director

The WCMA represents U.S. and Canadian  
manufacturers of wood component products.  
Member companies produce a wide range of  
rough, semi- and fully machined hardwood,  
softwood and engineered wood components for  
the furniture, cabinet, millwork, building  
products, and related wood product industries.

**Wood Preservers, Inc.**

PO Box 158  
Warsaw, VA 22572

**Phone:** (804) 333-4022

**Fax:** (804) 333-9269

**Email:** [mwright@woodpreservers.com](mailto:mwright@woodpreservers.com)

**Website:** [www.woodpreservers.com](http://www.woodpreservers.com)

**Contact:**

Morgan Wright, President

**Products:**

boards; softwood dimension; timbers; ties

**Species:**

loblolly pine, longleaf pine, shortleaf pine