

Brian Perkins

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Brian Perkins is pursuing a PhD. in the Department of Wood Science & Forest Products at Virginia Tech. His research will determine factors that influence firm performance in the hardwood lumber industry. Brian also works part time for the Center for Forest Products Marketing and Management. Brian completed his M.S. in Wood Science and Forest Products at Virginia Tech in December 2006. His thesis research determined the economic feasibility of utilizing small diameter timber for solid wood and residue production. Brian Perkins attended West Virginia University where he earned a B.S. degree in Forestry with a concentration in Wood Science. Brian also attended Glenville State College where he earned an A.S. degree in Forest Technology. During the summer recesses of his college education, Brian worked for the WV Division of Forestry and Georgia Pacific. After graduating from WVU, Brian worked for an architectural woodworking company and a custom cabinet company in Winchester, VA for 2 1/2 years.

Education

Master in Science in Wood Science & Forest Products, Virginia Tech, Blacksburg, VA.
Area of Concentration: Forest Products Marketing and Utilization. GPA: 3.73.

Bachelor in Science in Forestry, Wood Science Processing Option. West Virginia University, Morgantown, WV May 2001. GPA: 3.35.

Associate in Science in Forest Technology. Glenville State College, Glenville, WV.
May 1997. GPA: 3.17

Career

Graduate Research Assistant. Department of Wood Science & Forest Products. Virginia Tech, Blacksburg, VA.

Workshop Manager. Westminster Woodworks, Winchester, VA.

Outside Salesperson. Winchester Woodworking Corporation, Winchester, VA.

Process Control Technician. Georgia Pacific, Mt. Hope, WV.

Student Waiter & Manager. West Virginia University, Morgantown, WV

Forestry Aide, W.V. Division of Forestry, Beckley, WV.

Teaching

Teaching Assistant. Introduction to Natural Resources (NR 1114). Fall 2004.

Teaching Assistant Forest Products Business Management (WOOD 4634). Fall 2007.

Publications

Proposals Funded

Benchmarking Factors that Determine Marketing and Firms Performance of Eastern Hardwood Lumber Manufacturers

Investigator(s): Smith, Robert L. and Brian R. Perkins

Sponsor: Wood Education Resource Center of USDA Forest Service

Amount: \$63,916

June 27, 2007 - June 1, 2008

Presentations

Perkins, Brian, Robert L. Smith, Gerry Jackson, and Susan LeVan-Green. 2005. Evaluating Markets for Small-Diameter Timber: A Case Analysis in Northern Mississippi. 59th Forest Products Society International Convention. Quebec City, Canada. June 19-22. [FPS Poster](#)

Perkins, Brian, Robert L. Smith, and Charlie Becker. 2006. A Business Model for a Small-Diameter Processing Facility in Southwest Virginia. Presented at the 60th Forest Products Society International Convention. Newport Beach, CA. June 25-28, 2006.

Perkins, Brian R. and Robert L. Smith. 2006. A Business Model for a Small Diameter Processing Facility in Southwest Virginia. Presented to the Research Review team from the U.S. Forest Service Southern Station out of Atlanta for the Virginia Department of Forestry Review held at Blacksburg on August 16.

Perkins, Brian R. and Robert L. Smith. 2007. Opportunities for Business Development Utilizing Small-Diameter Timber. Poster presentation at the 61st International Convention of the Forest Products Society, Knoxville, TN, June 10-13, 2007.

Perkins, Brian R. and Robert L. Smith. 2007. Globalizations Impact on the Marketing and Management of Forest Products Firms in the U.S. Presentation at the 61st International Convention of the Forest Products Society, Knoxville, TN, June 10-13, 2007.

Reports

Perkins, B., Casselman, C., Bonsi, R., and Leonard, T., 2005. Marketing Plan for Turman Log Homes. [Final Report](#). 43 p. Department of Wood Science & Forest Products, Forest Products Marketing Class.

Perkins, B., Smith, B., and Jackson, G., 2005. Potential Utilization of Small Diameter Timber in Northern Mississippi. [Final Report](#). 66 p. Department of Wood Science & Forest Products, Center for Forest Products Marketing & Management, Virginia Polytechnic Institute & State University Blacksburg, VA.

Perkins, Brian, Robert L. Smith, Brian Bond, A.L. Hammett, and Philip Araman, 2006. A Business Model for a Red Oak Small Diameter Timber Processing Facility in Southwest Virginia. [M.S. Thesis](#). 149 p.

Newsletters

Perkins, Brian (Editor). [Center Focus](#). March 2005 to present. Center for Forest Products Marketing & Management, Department of Wood Science & Forest Products, Virginia Polytechnic Institute & State University Blacksburg, VA.

Service

Member of the University Energy Committee. 2006/2007 academic year.
Delegate to the Graduate Student Assembly. Spring 2005 to current.
Wood Magic volunteer

Awards

Member #271 of National Honor Society for Forest Technology.
Andersen Tully Management Scholarship recipient. 2005.
Appalachian Hardwood Manufacturer's, Inc. Scholarship recipient. 2006.
Steven Sinclair Forest Products Marketing Scholarship 2007.