Annual Report

Center for Forest Products Business

Alfred P. Sloan Foundation Industry Studies Center

Department of

Sustainable Biomaterials

College of Natural Resources and Environment

Virginia Tech

Reporting Period July 1, 2015 - June 30, 2016
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Hello from your Center,

It is hard to believe that another year has passed and we will soon be welcoming 140 students back to our department. Many of you have hired them for summer internships and I want to thank you for helping us with their education. The department remains committed to have our students prepared to “hit the road running” when they graduate, and your internships are vital for them getting experience in the forest products industry. We currently have the largest undergraduate enrollment in the department’s 37 year history. We graduated over 25 students in May, with most of them finding employment within the industry.

As you are probably aware, the new generation of student (and future employee) is somewhat different than when I started in the industry in 1974. While the baby boomer generation was interested in finding a long-term career and moving up the ladder, students today have different goals (and maybe better). They are more concerned about social responsibility, sustainability, serving society, and participating in decision making, than the bottom line on the balance sheet. They tend to stay with companies for less time and are more mobile than my generation. On a side note, my thirty year old son has held more jobs (on his choice) in eight years with major companies, than I have had in my entire life. With the advent of social media, they want information quickly and struggle with processes that take a long time to develop and implement.

I share this with you to let you know we are adjusting our departments’ instructional techniques and classes to meet this new student. Our classes focus on hands-on learning techniques and team building skills so they know how to effectively work with others in a job environment. Repeatedly, when we ask employers what do students need to be successful, it is their social, leadership, communication, and organizational skills that rate higher than their technical skills to be successful in your organizations. So we have adapted many classes to let students better develop these important job characteristics.

I want to thank you for your continued support of our programs. I hope you will contact us with your needs for employees or summer interns. Many of our classes have projects and if you need a short specific project investigated, please contact me and I will see if we can work it into a class. Please feel free to contact me with any comments or suggestions to improve the program (rsmith4@vt.edu). Again, thanks for your support of our students and I wish you a successful year.

Bob Smith

Education is not preparation for life; education is life itself.

John Dewey
### Participating Faculty and Staff

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Smith, Robert</td>
<td>Director, Department Head and Professor</td>
<td><a href="mailto:rsmit4@vt.edu">rsmit4@vt.edu</a></td>
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<tr>
<td>Bond, Brian</td>
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<td><a href="mailto:bbond@vt.edu">bbond@vt.edu</a></td>
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<tr>
<td>Buehlmann, Urs</td>
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<td>Hammett Tom</td>
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<tr>
<td>Quesada, Henry</td>
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<tr>
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<tr>
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<td>Communications Manager / G.R.A.</td>
<td><a href="mailto:jeremyw7@vt.edu">jeremyw7@vt.edu</a></td>
</tr>
</tbody>
</table>

### Mission

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

Urs Buehlmann

- Presented at the Eurasian Timber Delegation Seminar organized by the U.S. Department of Commerce, International Trade Administration, SABIT program on improving operations, July 24, 2015.

- Organized and lead half day session "Guest country USA" at the 21st International Wood Construction Conference (IHF) 2015 with over 1,600 attendees at Garmisch-Partenkirchen, Germany in December 2015.

- Participated in Alabama Forest Owners Association (AFOA)’s "Capital Ideas - Live!" session and talked about U.S. hardwood lumber demand and the U.S. housing market.

Robert Bush

- Department of Sustainable Biomaterials Outstanding Teaching Award 2015-2016.

Tom Hammett

- Selected as a Distinguished Educator in teaching and learning at the Petroleum Institute in Abu Dhabi; invited presentations hosted by the Center of Excellence in Teaching and Learning (CELT).


- Twenty-year service award presented by Virginia Tech, April 2016 (anniversary July 2015).

Earl Kline

- Departmental enrollment has grown from 112 in Spring 2015 to 134 in Spring 2016 (based on April 4, 2016 Banner record).

- Acceptance offers for incoming freshman has grown from 4 in 2015 to 32 in 2016 indicating that SBIO promotional efforts and working with CNRE’s Advising Center promotional programs has been a great success.
**Virginia Tech Students Active in the Center for Forest Products Business (11)**

<table>
<thead>
<tr>
<th>Name</th>
<th>Degree</th>
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<tbody>
<tr>
<td>Michael Bauman</td>
<td>MS</td>
</tr>
<tr>
<td>Sevtap Erdogan</td>
<td>MS</td>
</tr>
<tr>
<td>Danny Hazelwood</td>
<td>MF</td>
</tr>
<tr>
<td>Gaurav Kakkar</td>
<td>MS</td>
</tr>
<tr>
<td>Stephanie Smith</td>
<td>MS</td>
</tr>
<tr>
<td>Jeremy Withers</td>
<td>MS</td>
</tr>
<tr>
<td>Enis Kucuk</td>
<td>MSc</td>
</tr>
<tr>
<td>Li Liang</td>
<td>PhD</td>
</tr>
<tr>
<td>Maria Ines Placencia</td>
<td>PhD</td>
</tr>
<tr>
<td>Xiufang Sun</td>
<td>PhD</td>
</tr>
<tr>
<td>Chong Yen Yoon</td>
<td>PhD</td>
</tr>
</tbody>
</table>

**Proposals Funded (14)**

**Development of CLT Markets for Hardwood Lumber Producers to Promote Forest Health and Support of Rural Communities**

*Investigator(s):* Henry Quesada Pineda, and Brian Bond.

*Sponsor:* USDA Wood Innovation Grants.

*Amount:* $321,516.

**Development of a knowledge management system to support the US cross laminated timber industry**

*Investigator(s):* Omar Espinoza and Urs Buehlmann, and Ed Thomas

*Sponsor:* USDA Forest Service – Wood Education and Resource Center (WERC)


**Development of Engineering and Manufacturing Guidelines for Improved Cross-Laminated Timber Buildings**

*Investigator(s):* Earl Kline

*Sponsor:* McIntire-Stennis, USDA CSREES

Program support funding for 2013-2018

**Donation of CAM Sample Cutting Table**

*Investigator(s):* Robert Bush and Robert Mollenhauer

*Sponsor:* Gerber Technologies

*Amount:* $55,000 estimated value, August 17, 2012 - August 1, 2017
Health & Prevention Influencer Research
Investigator(s): Omar Espinoza and Urs Buehlmann
Sponsor: Robert Bosch Corporation
Amount: $18,743, 13 – 14 years’ time frame

Increasing Exports of US Wooden Modular Homes to Developing Countries
Investigator(s): Henry Quesada-Pineda and Robert Smith
Sponsor: USDA-FSMIP
Amount: $143,360, September 2014 – September 2016

Research Experiences for Teachers: Innovation-based Manufacturing
Investigator(s): C. Williams (PI), B. Brand, R. Hendricks, S. Subhash, R. Sturges, H. Quesada, J. Camelio, K. Ellis, and A. Druschitz
Sponsor: National Science Foundation
Amount: $450,000, December 1, 2012 - November 30, 2016

Support for the Wood Enterprise Institute
Investigator: Earl Kline
Sponsors: Various sponsors and donors
Amount: $42,950, 2014 - 2015

Support for the Wood Enterprise Institute
Investigator: Earl Kline
Sponsor: Various sponsors and donors

U.S.-India Joint Clean Energy Research and Development Center (JCERDC). Project 2, subtask 3: Sustainability and Marketing
Investigator(s): Janaki Alavalapati, Henry Quesada, and Robert Smith
Sponsor: Department of Energy (DOE)
Amount: $971,496 with $485,748 from the DOE, October 17, 2012 - October 1, 2017

Various agency and industry contributions
Investigator: Urs Buehlmann
Sponsor: Various sponsors,

Virginia Tech
Investigator: Robert Bush
Sponsor: Virginia Tech Office of Assessment and Evaluation
Amount: $600 (2015 – 2016)
WEI – Entrepreneurial Scholarship  
**Investigator:** Earl Kline  
**Sponsor:** Brooks Whitehurst  
**Amount:** $8,000, (2015 – 2016)

Wood Industry Week at Wood Education and Resource Center  
**Investigator:** Urs Buehlmann  
**Sponsor:** USDA Forest Service Wood Education and Resource  
**Amount:** $40,000, 2014-2016

**Refereed Publications (11)**


Submitted Publications (12):


**Trade Journal Publications Refereed (5)**


**Reports (9)**


**Extension Publications (23):**


Extension publications published through VCE, Henry Quesada-Pineda


Editor and Publisher. Wood Products Community of Practice. www.extension.org/woodproducts/

Editor and Publisher. Center for Forest Products Business. www.cfpb.vt.edu

Other Publications (5)


Websites (9):

Departmental extension webpage: www.woodscience.vt.edu/about/extension/

Hardwood processing: http://woodscience.vt.edu/woodcomponents/

Housing reports: http://woodproducts.sbio.vt.edu/housing-report/

Lean@Virginia Tech: http://woodproducts.sbio.vt.edu/lean/


Sustainable Innovation Management (SIM team) http://sim.sbio.vt.edu/

Wood Industry Week at Wood Education and Resources Center (WIW@WERC): http://woodproducts.sbio.vt.edu/wiwatwerc/

Woodproducts: http://woodproducts.sbio.vt.edu/

**Papers In Refereed Conference Proceedings (4):**


**Papers In Conference Proceedings (5):**


**Conference Proceedings (5)**


**Graduate Thesis / Dissertations (3)**

Sevtap Erdogan. MS., August 2015. Development of a Tool to Measure the Effectiveness of Kaizen Events within the Wood Products Industry.


**Presentations (27)**

**Urs Buehlmann:**


**Tom Hammett:**


Hammett, T., and Rechlin, M., (December, 2015). *Project Centered Learning and Team-based Learning: Making the Classroom more Experience Oriented.* CELT, Petroleum Institute, Abu Dhabi.

Rechlin, M., and Hammett, T., (December, 2015). *Using Technology in the Classroom: Simulations, Using the Internet in the Classroom.* CELT, Petroleum Institute, Abu Dhabi.

Rechlin, M., and Hammett, T., (December, 2015). Using Technology in the Classroom: Using Platforms such as Blackboard. CELT, Petroleum Institute, Abu Dhabi.

NR 1234 – First Year Experience (FYE) course College of Natural Resources and the Environment “Where are sustainable biomaterials used? How big is the industry? What are the jobs/careers?” – October 15, 2015.

NR 1234 –(First Year Experience course College of Natural Resources and the Environment) – cases for service and international learning – a focus on International issues and how these issues will impact careers (and reflections on the VT Common Book) - November 2015.

SBIO 3324 – Green Building Systems “Certification and why is it important to us and our careers?” - November 2015.


SBIO 5004 - Graduate Seminar –Tom Hammett and Henry Quesada “Linking Study Abroad Courses with Career Objectives” (Opportunities and importance of International education in student’s careers) Brooks Forest Products Lab - February 29, 2016.


SBIO 5324 – Timber Engineering - final meeting with teams to evaluate their designs and recommendations – April 2016.
Earl Kline:


Kline, E. (February 11, 2016). *Experiential Learning Experiences in the Wood Enterprise Institute.* Invited lecture, Wood Science & Engineering, Oregon State University, Corvallis, OR.

Kline, E. (February 11, 2016). *Curriculum development in the Department of Sustainable Biomaterials at Virginia Tech.* Invited presentation, Wood Science & Engineering, Oregon State University, Corvallis, OR.

Invited Lectures and Presentations (23)

Urs Buehlmann:


**Henry Quesada-Pineda:**


Short Courses & Continuing Education (29)

Brian Bond


- Hardwood Manufacturing. Cochran Fellows


- Category-12 Recertification. April 7, 2016. Lexington, VA.

- Category-12 Recertification. April 7, 2016. Madison, VA.


Robert Bush

Arranged student participation in the International Corrugated Packaging Foundation conference in East Lansing, Michigan (both in person and via videoconference).
- Completed short courses on *Canvas* to prepare from transition from *Scholar*.

- Spent a lot of time working with students in the laboratory helping them to develop *Hands on, Minds on* skills.

- Worked with Irish colleagues to plan a summer 2017 *Study Aboard* course in Galway, Ireland.

**Tom Hammett**  
- Evaluation of extension development and capacity development in the Republic of Georgia. Finalized during the Summer 2015.

- Elected member of Board of the Friends of the Blacksburg Farmers’ Market (winter 2016); selected to serve on the marketing development team.


**Henry Quesada-Pineda**  


**Courses Taught (23)**

**SBIO 1234. Introduction to Wood Design and Craftsmanship**
Semester: Fall 2015  
Credit Hours: 3  
Instructors: Earl Kline/Urs Buehlmann  
Students: 16

**SBIO 2104. Principles of Packaging (Section 1, 2)**
Semester: Fall 2015  
Credit Hours: 3  
Instructor: Robert Bush  
Students: 44

**SBIO 2614. Introduction to Forest Products Marketing**
Semester: Spring 2016  
Credit Hours: 3  
Instructor: Robert Bush  
Students: 49

**FOR 2784. Global Forests and Forest Products**
Semester: Fall 2015  
Credit Hours: 3  
Instructor: Tom Hammett / Urs Buehlmann  
Students: 36

**SBIO 2784. Global Forests and Forest Products**
Semester: Fall 2015  
Credit Hours: 3  
Instructor: Tom Hammett / Urs Buehlmann  
Students: 25

**SBIO 3004. Sustainable Nature-based Enterprises**
Semester: Fall 2015  
Credit Hours: 3  
Instructor: Tom Hammett / Urs Buehlmann  
Students: 25

**SBIO 3445. Wood Design and Innovation I**
Semester: Fall 2015  
Credit Hours: 3  
Instructor: Earl Kline / Urs Buehlmann  
Students: 17

**SBIO 3446. Wood Design and Innovation II**
Semester: Spring 2016  
Credit Hours: 3  
Instructor: Earl Kline / Urs Buehlmann  
Students: 17
SBIO 3454 Society, Sustainable Biomaterials and Bioenergy
Semester: Fall 2015  Credit Hours: 3
Instructor: Tom Hammett
Students: 32

SBIO 3554. Sustainable Biomaterials Enterprises
Semester: Spring 2016  Credit Hours: 3
Instructor: Urs Buehlmann
Students: 9

SBIO 3464. Forest Products Business Systems
Semester: Spring 2015  Credit Hours: 3
Instructor: Henry Quesada-Pineda
Students: 4

GEOG 3954 Humans and the Environment
Semester: Fall 2015  Credit Hours: 3
Instructor: Tom Hammett
Students: 16

GEOG 3954 Humans and the Environment
Semester: Fall 2015  Credit Hours: 3
Instructor: Tom Hammett
Students: 16

SBIO 3954 Global Issues in Sustainability
Semester: Spring 2016  Credit Hours: 3
Instructor: Henry Quesada-Pineda
Students: 12

SBIO 3954 Culture, Natural Resources, and Design in Ireland
Semester: Spring 2016  Credit Hours: variable
Instructor: Robert Bush
Students: 15

SBIO 4054. Packaging Systems and Design Practicum
Semester: Spring 2016  Credit Hours: 3
Instructor: Robert Bush/Laszlo Horvath/Young Kim
Students: 4

NR 4105. Leadership Institute
Semester: Fall 2015  Credit hours: 3
Instructor(s): Brian Bond
Students: 12
NR 4106. Leadership Institute
Semester: Spring 2016          Credit Hours: 3
Instructor(s): Brian Bond
Students: 12

SBIO 4715, Wood House I
Semester: Fall 2015          Credit Hours: 3
Instructor: Brian Bond
Students: 20

SBIO 4974. Independent Study. Market analysis of White Oak from the VT Grove
Semester: Fall 2015          Credit Hours: 1
Instructor: Earl Kline
Students: 1

SBIO 4974. Independent Study. Creating a digital tree
Semester: Spring 2016          Credit Hours: 2
Instructor: Earl Kline
Students: 1

SBIO 5974. Independent Study. Enhancing market value of wood products using urban trees
Semester: Spring 2016          Credit Hours: 3
Instructor: Earl Kline
Students: 1

SBIO 5984. Professional skills for SBIO Graduate Students
Semester: Spring 2016          Credit Hours: 3
Instructor: Robert Bush
Students: 9

Center Engagement and Outreach

Brian Bond,

Engagement and Outreach:

Professional Service:

University
- Participation in the Development of Areas
- Guest lecture in the department of Apparel, Housing and Resource Management

College
- Faculty Affairs Committee (College)

Department
- Futures Committee (SBIO)
- P & T Committee (SBIO)

Professionally
- Board member for the Woodwork Career alliance
- Board member to the Society of Wood Science and Technology
- Reviewer of scientific paper for FP, SWST and Journal of European Wood Science
- Treasurer and secretary of the Allegheny Kiln Club

Urs Buehlmann,

Engagement and Outreach:

- Participated in NLI event entitled "Introduction to the Windows 8.1 Tablet."

- Successfully concluded online cyber awareness training from the Virginia Tech IT Security Office.

University Service
- Member Faculty Association Standing Committee: Research, Extension, and International Policy and Affairs, 2015 – present.

- Honor System Faculty Panelist/Counselor, 2011 – present.

- Member, College of Natural Resources and Environment Planning and Budget Committee, 2008 – present.
- Member, Department Curriculum Committee, 2008 – present.

**Service to students**
- Faculty Advisor. 2009 – present. Lean@Virginia Tech.

**Professional Service:**


**Robert J. Bush,**

**Engagement and Outreach:**
- Served as primary advisor for over 50 undergraduate students during 2015-16.

- Participating instructor in the *Sustainability Pathways Minor*.

- Helped to arrange and accompanied students attending *Pack Expo* (largest packaging trade show in U.S.; Las Vegas) and *Pack Jam* (student packaging conference and contest, Menomonie, WI).

- Mentored four students as they prepared and submitted entries in national packaging design competitions.

- Worked with packaging companies to develop internship, summer employment, and other experiential opportunities for undergraduate students.

- Worked with Associate Department Head to maintain and update check sheets for SBIO and PS&D programs.
- Worked with other VT departments to gain course access for PS&D students.

- Met with and advised students interested in the Packaging Systems & Design program. Helped transfer students plan their transitions to PS&D.

- Developed program and student assessment plans. Implemented plans and gained financial support for assessment activities. Attended assessment planning workshops.

- Worked with CNRE Development Officer to secure support for educational programs and students.

- Guest lecturer in Seeking Sustainability (NR 1115) and Sustainable Nature-Based Enterprise (SBIO 3004).

- Participated in Study Abroad Faculty Leader Training workshop.

- Hosted guest speakers in Principles of Packaging and Introduction to Forest Products Marketing.

My outreach and engagement efforts during the previous year have centered on developing new and continued support for the Packaging Systems & Design program. I have worked to develop/maintain relationships with the following and other organizations with the goal of advancing the packaging program and its students:

- American Forest and Paper Association/Paperboard Packaging Alliance (Obtained $19,500 in student scholarships since 2001).

- Glass Packaging Institute (received donations of equipment and materials; guest speakers).

- Sustainable Packaging Alliance (received donation of software).

- International Corrugated Packaging Foundation (received support for student travel to conferences and student scholarships).

- Packaging Machinery Manufacturers Institute (support for student and faculty travel to conferences).

- Support from Gruppo Phoenix for the PS&D program ($20,000).

**Professional Service**

- Served on SBIO Student Policy and Curriculum Committee.
- Chair of SBIO Promotion and Tenure Committee.
- Served on Virginia Tech Faculty Senate.
- Served on Virginia Tech University Council.
- Served as panel member for Virginia Tech Undergraduate Honor System.
- Served on selection committee for Virginia Tech Global Education Grants program.
- Served on SBIO Space Committee.

A.L. HAMMETT (Tom),

Engagement and Outreach:

Diversity efforts
- Member of the newly organized Virginia Tech Appalachian Caucus; focused on seeking ways to involve local folk, from neglected groups, especially in the depressed mountain areas, in the region, in the mainstream of Virginia Tech.
- Recruited (6) female students to the department.
- Working with Syrian refugee (spouse of visiting scholar) at Virginia Tech.
- Worked with Asian student groups (especially Nepal) to garner support for their activities.

I participated in all recruiting events when possible, interacted with the EMC when needed, and advised students that were considering taking our study abroad courses.

- Recruiting activities included: Majors Fair set up and staffed booth, September 30, 2015; Participated in 2015-16 CNRE career Fair; Participated in Virginia Tech Business Career Fair, January 26, 2016; and Gobblerfest, September 2015.
Professional Service:

University Service:

- Taught courses for the NRI (FDI) program (on going – each year).
- Participated in NRI faculty focus group forum with other senior faculty on developing self-directed learning programs (April 2016).
- Nominated and accepted as member of the new ADVANCEVT and INCLUSIVEVT faculty committees.
- Helped organize and serve as member of steering committee for Virginia Tech’s Appalachian Caucus.
- Service to international visitors. For instance, member of Research Collaborative team, Virginia Tech - Hosted Willy Chipteta, a visiting scientist from Malawi. July/August 2015.

Professional Service:

- IUFRO Division 5: coordinator of Non-wood Forest Products Research Group.
- Board member and Chair, Tshampa Foundation (Blacksburg and Nepal).
- New River Land Trust, member of nominating committee.
- Reviewer for journals (Forest Products Journal, etc.).
- Society of American Forestry (member since 1974).
- Forest Products Society (member since 1986).
- North America Agricultural College and Teachers Association (NACTA) – member of the International Committee.
- Centre of Minor Forest Products (COMFORPTS), Advisory board member, Dehradun, India.
Earl Kline,

**Engagement and Outreach:**


- Governor’s School Visit. Organized activities and hosted a visit of over 50 students and teachers. March 7, 2016. Brooks Forest Products Center, Virginia Tech.

- Kindergarten to College program. Organized activities and hosted a visit of over 25 students and teachers. April 1 and April 8, 2016. Cheatham Hall, Virginia Tech.

- Carr Symposium. On organizing committee to plan, organize and conduct a student wood camper competition and symposium on creative uses of wood in design. Virginia Tech, March 18-12, 2016.

**University Service:**

- Promotion and recruitment manager of the Department of Sustainable Biomaterials.

- CNRE representative to the University Undergraduate Curriculum Committee for Liberal Education.

- Member of the CNRE Student Policy and Affairs Committee.

- SBIO Student Policy and Curriculum Committee (substituting for Joe Loferski while on sabbatical)

- Peer teaching evaluation (with Brian Bond) of Dan Hindman’s SBIO 3314 “Mechanical Properties of Wood”
- Peer teaching evaluation (with Dan Hindman) of Laszlo Horvath’s SBIO 4014 “Packaging Design for Global Distribution”.

**Professional Service:**

As the SBIO recruitment and promotion manager I have developed and reviewed SBIO recruitment materials to promote diversity efforts. I have selected and worked with a diverse group of students to serve as departmental “ambassadors” to engage and recruit from a more diverse population of prospective students.

**Henry Quesada-Pineda**

**Engagement and Outreach:**


**University Service**

- Co-faculty advisor for Student Renewable Resources club. Since 2015.

- Sustainability Institute Fellow. CNRE. Virginia Tech. Since 2015.


- Associate Director of Center for Forest Products Business. Since 2010.


Members (34)

Askins Publishing / American Lumber and Pallet Magazine
PO Box 1136
Fayetteville, TN 37334

Phone: (931) 433-1010
Fax: (931) 433-1081
Email: bill@amlumber.com
Website: http://www.amlumber.com

Contact: W.R. (Bill) 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.

Anderson-Tully Lumber Company
PO Box 38
Vicksburg, MS 39180

Phone: (601) 636-3876
Fax: (601) 636-4719
Email: richardw@andersontully.com
Website: http://www.Anderson-Tully.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: tom@appalachianwood.org
Website: www.appalachianwood.org

Contact: Tom Inman, President

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
Website: 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
Baillie Lumber Company
PO Box 6
Hamburg, NY 14075

Phone: (716) 649-2850
Fax: (716) 649-2811
Email: information@ballie.com
Website: www.baillie.com

Contacts:
Jeff Meyer, President
Kenneth A. Philbrick, Yard Operations Manager

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: cbingaman@bingamanlumber.com
Website: 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

Contacts:
Thomas J. Kestly, Sr.

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

Columbia Forest Products
PO Box 1148
Old Fort, NC 28762

Phone: (800) 637 – 1609,
(828) 724 - 4191
Fax: (828) 724-4066
Email: sfranklin@columbiaforestproducts.com
Website: www.columbiaforestproducts.com

Contact:
Don Carter, 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
Website: www.connerindustries.com

Contacts:
H. Grady Payne, III, Vice President

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
Website: www.cottonhanlon.com

Contacts:
Mike Hanlon, President

Species:
cherry, maple

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

Danzer Group
Danzer Veneer Americas
PO Box 3455
Williamsport, PA 17701

Phone: (570) 322-4400
Fax: (570) 322-7213
Email: vijay_reddy@danzerveneer.com
Website: www.danzerveneer.com

Contact:
Dr. Vijay Reddy, Vice President
(724)827-8366 Darlington, PA.

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

Fitzpatrick & Weller, Inc.
PO Box 490
Ellicottville, NY 14731-0490

Phone: (716) 699-2393
Fax: (716) 699-2893
Email: sales@fitzweller.com
Website: www.fitzweller.com

Contacts:
Dana Fitzpatrick, Executive Vice President

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
Frank Miller Lumber Company, Inc.
1690 Frank Miller Road
Union City, IN 47390

Phone:  (765)-964-3196
Fax:   (765)-964-6618
Email:  clea@frankmiller.com
Website: www.frankmiller.com

Contacts:
Martha Miller Mathias – President, CEO, COB

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

Granite Hardwoods, Incorporated
PO Box 226
Granite Falls, NC 28630

Phone:  (828)-396-3395
Fax:   (828)-396-8182
Email:  sales@granitehardwoods.com
Website: 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

Godfrey Lumber Company, Inc.
PO Box 615
Statesville, NC 28677

Phone:  (704) 872-6366
Fax:   (704) 872-2341
Email:  barry@godfreylumber.com
Website: www.godfreylumber.com

Contact:
Barry Godfrey, Vice President

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

Species:
oak, poplar, yellow pine, white pine, eastern white pine

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

Contacts:
Skip Heidler

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
665 Rodi Road, suite 305
Pittsburgh, PA  15235
Phone:  (412) 244-0440
Fax:    (412) 244-9090
Email:  info@hardwood.org
Contact: 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
Website: 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
Website: 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@itlcorp.com
Website: http://www.itlcorp.com
Contact: Larry Evans, President
**ISK Biocides, IBC manufacturing**

416 E. Brooks Road  
Memphis, TN 38109-0158

Phone:  (901) 344 5350  
Fax:    (901) 344 5387  
Email:  info@ibio.com

Contact:  
Joe Ignatoski, President , COO  
Lance Johnson, District Sales Supervisor

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

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**Jim C. Hamer Company**

PO Box 418  
Kenova, WV  25530

Phone:  (304) 453-6381  
Fax:    (304) 453-6587  
Email:  jdearing@jimchamer.com  
Website:  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

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**Southeastern Lumber Manufacturers Association**

200 Greencastle Road  
Tyrone, GA  30290

Phone:  (770) 631 - 6701  
Fax:    
Email:  alexis@slma.org  
Website:  www.slma.org

Contact:  
Brian Smalley, President

---

**Structural Systems, Inc.**

201 Poplar Avenue  
Thurmont, MD  21788

Phone:  (800) 800-7414  
Fax:    (301) 271-5252  
Email:  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.
Spartanburg forest Products, Inc.
1431 Highway 101 South
Greer, SC 29651
Phone:  (864) 699-3100
Fax:     (864) 699-3101
Email:   smichael@gsponline.net
Website: www.sfpinc.biz

Contact:
Stephan W. Michael, President/CEO

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

T & S Hardwoods, Inc.
Harrisburg Road
PO Box 1233
Milledgeville, GA  31059
Phone:  (478) 453-3492
Fax:     (478) 453-9002
Email:   dsmith@tshardwoods.com
Website: www.tshardwoods.com

Contacts:
Larry N. Thompson III., President

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
The Shannon Lumber Group
PO Box 16929
Memphis, TN 38186-0929

Phone: (662) 393-3765
Fax: (662) 393-2063
Email: jbrown@jtshannon.com
Website: www.jtshannon.com

Contacts:
Jack Shannon - President
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

UC Coatings Corporation
PO Box 1066
Buffalo, NY 14215

Phone: (716) 833-9366
Fax: (716) 833-0120
Email: tom@uccoatings.com
Website: www.uccoatings.com

Contact:
Norman E. Murray, Chairman

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.

USDA Forest Service
Northern Research Station
180 Canfield St.
Morgantown, WV 26505

Phone: (304) 285 – 1500
Contact:
Ed Cesa, Research Scientist

USDA Forest Service
Southern Research Station
1650 Research Center Dr.
Blacksburg, VA

Phone: (540) 231 – 1707
Contact:
Phil Araman, Senior Research Scientist

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
Website: www.vfpa.net

Contact:
Susan Jennings, 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.
Weaber, Inc.
1231 Mt Wilson Rd
Lebanon, PA 17042

Phone:  (717) 867-2212
Fax:  (717) 867-1711
Email:  matt@weaberlumber.com
Website:  www.weaberlumber.com

Contact:
Matt 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

W. M. Cramer Lumber Company
PO Box 2888
Hickory, NC 28603

Phone:  (828) 397-7481
Fax:  (828) 397-3763
Email:  wmc@cramerlumber.com
Website:  www.cramerlumber.com

Contact:
Wendell Cramer, President

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

Wood Component Manufacturers Association
741 Butlers Gate, Suite 100
Marietta, GA 30068

Phone:  (770) 565-6660
Fax:  (770) 565-6663
Email:  skelawser@aol.com
Website:  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
Website:  www.woodpreservers.com

Contact:
Morgan Wright, President

Products:
boards; softwood dimension; timbers; ties

Species:
loblolly pine, longleaf pine, shortleaf pine