

# **Annual Report**



**Center for Forest Products Business**

*Alfred P. Sloan Foundation Industry Studies Center*

**Department of Wood Science and Forest Products**

**College of Natural Resources and Environment**

**Virginia Tech**

Reporting Period July 2010 - July 2011



## Table of Contents

Letter from Director:.....	2
Participating Faculty/Staff .....	3
Mission.....	3
Significant Accomplishments .....	3
Students Active in the Center .....	3
Proposals Funded .....	4
Refereed Journal Publications.....	5
Trade Journal Publications.....	6
Other Publications.....	7
Graduate Theses/Dissertations.....	9
Presentations .....	9
Short Course & Continuing Education .....	16
Conference Proceedings.....	20
Courses Taught .....	21
Professional Service.....	23
Awards and Honors.....	26
Members .....	27



---

## **Letter from Director:**

August 5, 2011

Center Members and Friends:

I always enjoy sitting down and writing this letter. It reminds me of why I joined higher education after 15 years in the private sector, and why I love coming to work every day. It's about the friendships we have established over the years and the hope that our work at the Center has positively impacted your businesses. Some of you have graduated from the department and now are leaders in your companies. Some of you have used our research to make improved products to serve your customers better, and some of you have been supporters to help students meet their financial or educational needs. Whatever the reason, we greatly appreciate this great partnership which is now 20 years old. We are the oldest active industrial center in the college, and have changed over the years to meet your needs and our students' needs for the 21<sup>st</sup> Century.

As you know, I am a big user of "positive" quotes for reinforcement. Napoleon Hill, who I consider one of the founders of the positive psychology movement, wrote "Think and Grow Rich" in 1937. It should be mandatory reading today for anyone who wants to lead an organization. He has also said that our success is not determined only by our ability, but by our imagination. He reinforces that we are the only ones holding ourselves back. I mention this because of the current economic climate within our industry and our nation. If you listen to the daily media, we should all either find a cave to hide in or find a cliff to jump off. Unfortunately, the media believes only bad news sells. Yet, we see our members continue to hire students and expand operations. We see exports of lumber rise and new products and services being offered. We hear of great stories of how companies are adapting to the "new normal" of business. We see what Napoleon Hill taught three-quarters of a century ago, as relevant today as it was during our industrial revolution. Our goal at the Center is to educate students who not only have the technical skills to run a business, but the creative skills to look for your next business. As Alvin Toffler said: *"The illiterate of the 21st century will not be those who cannot read and write, but those who cannot learn, unlearn, and relearn."*

Your Center has had a good year. Our faculty accomplishments are listed later in this report. Dr. Henry Quesada was named Assistant Director of the Center to help with daily operations. The Department of Wood Science and Forest Products hired Dr. Barry Goodell, from the University of Maine as their new department head. We awarded over \$15,000 of scholarships in the fall of 2010 and will award nearly that amount again in fall of 2011. Our undergraduate enrollment in the department remains stable at approximately 50 students, with most graduates still finding jobs. We remain the largest traditional wood science and forest products program in the United States. Our annual meeting was held in March, and we also surveyed the membership during that time. Marketing/manufacturing research, relationships with faculty, and our students remain the top reasons members belong to the Center. We have updated our website to provide more information, so please visit us at <http://www.cfpb.vt.edu> I thank you for your continued support of our center. If there is anything I can do, please feel free to contact me at 540-231-7679 or [rsmith4@vt.edu](mailto:rsmith4@vt.edu).

*Bob Smith*

*"Whatever the mind of man can conceive and believe, it can achieve. Thoughts are things! And powerful things at that, when mixed with definiteness of purpose, and burning desire, can be translated into riches."*  
– Napoleon Hill



---

### **Participating Faculty/Staff**

Robert Smith, Director and Associate Dean for Engagement and Professor

Henry Quesada-Pineda, Assistant Director and Assistant Professor

Omar Espinoza, Communications Manager and Postdoctoral Research Associate

Robert Bush, Professor, Wood Science

A.L. (Tom) Hammett, Professor, Wood Science

Earl Kline, Professor, Wood Science

David Brinberg, Professor, Marketing

Urs Buehlmann, Associate Professor, Wood Science

Angela Riegel, Program Specialist, Wood Science

### **Mission**

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

### **Significant Accomplishments**

Four graduate students finished their research: Scott Lyon, Leslie Scarlett Sanchez, Christian Fricke, and Chao Wang.

Distributed 2 Center Focus newsletters and 3 Research Updates

### **Students Active in the Center**

*Johanna Madrigal*, Department of Wood Science & Forest Products

*James Bisha*, Department of Wood Science & Forest Products

*Amy Jahnke*, Department of Wood Science & Forest Products



---

## **Proposals Funded**

Impact of Vacuum-Drying on Efficiency of Hardwood Products Manufacturing  
Investigator(s): Brian Bond, Omar Espinoza, Urs Buehlmann, and Henry Quesada-Pineda  
Sponsor: Wood Education and Resource Center (WERC)  
Amount: \$140,644 with \$70,322 from WERC  
July 1, 2010 - June 30, 2011

ISCHP 2011 – International Scientific Conference on Hardwood Processing  
Investigator(s): Urs Buehlmann, Phil Bibeau, Mike Snow, Thomas Walthousen, Steve Lawser, Edward Thomas and Jan Wiedenbeck  
Sponsor: Wood Education Resource Center (WERC); USDA Forest Service  
Amount: \$153,816 with \$61,681 from WERC  
August 1, 2010 - July 31, 2011

Lean Corporate Transformation: Transformation events, systems, and performance assessment  
Investigator(s): Urs Buehlmann  
Sponsor: Swan Corporation  
Amount: \$99,995  
August 1, 2010 - July 31, 2012

Establishment of a Memorial Center of Excellence, Tribhuvan University, Institute of Forestry, Nepal  
Investigator(s): S. K. Dedatta, M. Bertleson and A.L. Hammett  
Sponsor: USAID  
Amount: \$400,000  
October 2010 - October, 2012

Support for the Wood Enterprise Institute  
Investigator(s): Earl Kline  
Sponsor: Various  
Amount: \$15,000  
July 1, 2010 - June 30, 2011

Analysis of Value Chain for Forest Products Industries in Mexico  
Investigator(s): Henry Quesada-Pineda  
Sponsor: USDA/FAS  
Amount: \$4,833  
January 1, 2010 - January 31, 2010

Enhancing Economic Competitiveness of Wood Products Manufacturers in the WERC Eastern U.S. Hardwood Region  
Investigator(s): Steve Rhode and Urs Buehlmann  
Sponsor: Wood Education Resource Center (WERC); USDA Forest Service  
Amount: \$250,000 with \$75,000 from WERC  
August 1, 2010 - July 31, 2011



---

## **Refereed Journal Publications**

Buehlmann, Urs, X. Zuo, and R. Edward Thomas. 2010. Second order polynomial model to minimize hardwood lumber procurement costs. *Forest Products Journal* 60(1):69-77.

Buehlmann, Urs, Omar Espinoza, Matthew Bumgardner and Robert Smith. 2011. Trends in the U.S. hardwood lumber distribution industry: Changing products, customers and services. *Forest Products Journal* 60(6).

Chao, Wang and Henry Quesada-Pineda. 2011. Lean evaluation of the engineering process: A case study in a furniture industry. *Journal of Forest Products Business Research*. Accepted (April 2011).

Conrad, Joseph, Chad Bolding, Robert Smith and Michael Aust. 2010. Wood energy market impact on competition, procurement practices and profitability of landowners and forest products industry in the U.S. South. *Biomass and Bioenergy* 35(2011):280-287.

Conrad, Joseph, Chad Bolding, Michael Aust, and Robert Smith. 2010. Wood-to-energy expansion, forest ownership changes, and mill closure: Consequences for the U.S. South's wood supply chain. *Forest Policy and Economics* 12(6):399-406.

Espinoza, Omar, Brian Bond, and Earl Kline. 2010. Quality measurement in the wood products supply chain. *Forest Products Journal* 60(3):249-257.

Espinoza, Omar, Brian Bond, and Earl Kline. 2011. Supply chain measures of performance for wood products manufacturing. *Forest Products Journal* 60(7/8):700-708.

Madrigal, Johanna and Henry Quesada-Pineda. 2011. Innovation management best practices: A case study among wood, energy, and medical firms. *Business Process Management Journal*. Accepted (December 2010).

Moya, Róger, Diana Aguilar Tovar, Carolina Tenorio and Brian Bond. 2011. Moisture content variation in kiln-dried lumber from plantations of *vochysia guatemalensis*. *Wood and Fiber Science* 43(2):121-129.

Quesada-Pineda, Henry, Sam Conn, and Scarlett Sanchez. 2011. A survey of educational needs and online training perceptions in the wood products industry. *Journal of Extension*. 49(1) Online Journal.

Quesada-Pineda, Henry, M. Meneses-Guzman, and G. Monge-Fernandez. 2010. Evaluation of the Costa Rican Excellence Award for High Quality and Performance. *Tec Empresarial* 4(2): 39-48.

Quesada-Pineda, Henry. 2010. Innovation activities in the primary wood products sector: A case study. *Wood and Fiber Science* 42(4): 511-522.



---

## **Trade Journal Publications**

Bond, Brian and Omar Espinoza. 2010. Energy management: Big returns possible with systematic, continuous improvements. *Hardwood Review Weekly* 27(1):1-21.

Bond, Brian. 2011. Maintaining color with "white" woods. *Independent Sawmill and Woodlot Management*, January, pp. 16-19.

Bond, Brian. 2011. Maintaining moisture content. *Independent Sawmill and Woodlot Management*, April, pp. 16-21.

Bond, Brian. 2010. Monitoring the drying process. *Independent Sawmill and Woodlot Management*, August, pp. 8-17.

Bond, Brian. 2011. Producing quartersawn lumber. *Independent Sawmill and Woodlot Management*, March, pp. 20-26.

Buehlmann, Urs, Matthew Bumgardner, Al Schuler, and Karen Koenig. 2010. Housing market's impact on the secondary wood industry. *Wood & Wood Products*, July, pp. 21-29.

Buehlmann, Urs. 2010. How to achieve business success – Lean, TPM, or Six Sigma. *Woodshop News*, August, pp. 7.

Duran, J. (Interview to Quesada-Pineda). 2011. Buying into sustainability. *Business Xpansion Journal*. Online Journal, March, pp. 1-1.

Espinoza, Omar and Brian Bond. 2010. Energy smarts: Steps for implementing an energy management system for wood products facilities. *Pallet Enterprise*, September, pp. 64-69.

Lyon, Scott, Omar Espinoza, and Henry Quesada-Pineda. 2010. Analysis of exports from Eastern forest products companies at the 2010 International Woodworking Fair. *Harwood Market Report (HRM) Executive*: 4(10):4-6.

Quesada-Pineda, Henry and Urs Buehlmann. 2010. Lean Thinking Part I: Understanding the lean thinking process. *Pallet Enterprise*, August, pp. 18-24.

Quesada-Pineda, Henry and Urs Buehlmann. 2010. Lean Thinking Part II: The fundamental blocks of lean. *Pallet Enterprise*, October, pp. 34-38.

Quesada-Pineda, Henry, and Urs Buehlmann. 2011. Lean Thinking Part III: The fundamental blocks of lean value: Stream mapping leads to simpler, more cost efficient processes. *Pallet Enterprise*, March, pp. 12-16.

<http://www.palletenterprise.com/articledatabase/view.asp?articleID=3347>



---

## **Other Publications**

Bond, Brian, Omar Espinoza and Philip Araman. 2011. Design and Operation of a Solar-heated Dry Kiln for Tropical Latitudes. United States Department of Agriculture. Forest Service. Southern Research Station. General Technical Report SRS-134.

Brashaw, Brian, Earl Kline, Brian Bond, and Robert Vatalaro. 2011. Total productive maintenance (TPM) for the wood products industry. Final Report, Cooperative Research Grant # 07-DG-11420004-104. Wood Education and Resource Center, USDA Forest Service, Princeton, WV. 161 p.

Buehlmann, Urs. 2011. Buehlmann et al. fourth most read article on Woodworking network. Inside VTWood 6(1):4.

Buehlmann, Urs. 2010. Department of Wood Science and Forest Products at IWF in Atlanta, GA. Inside VTWood 5(8):5-6.

Buehlmann, Urs. 2011. Ezechiel Prampin joins the department. Inside VTWood 6(1):2.

Buehlmann, Urs. 2010. Furniture manufacturing and quality control workshop in Mexico. Inside VTWood 5(9):2.

Buehlmann, Urs. 2010. How to achieve stable processes through total productive maintenance (TPM). Woodshop News. 7 p.

Buehlmann, Urs. 2011. Timo Grüneberg joins department. Inside VTWood (6)3:5.

Buehlmann, Urs. 2011. Michael Sperber joins department. Inside VTWood (6)3:5.

Buehlmann, Urs. 2010. Virginia Tech conducts lumber yield workshop. Inside VTWood 5(11/12):9-10.

Buehlmann, Urs. 2011. Virginia Tech faculty explains mass customization to wood products manufacturers. Inside VTWood 6(1):3-4.

Buehlmann, Urs. 2010. Virginia Tech faculty teach in New England. Inside VTWood 5(11/12):7.

Buehlmann, Urs. 2010. Why Lean? Lean@Virginia Tech conducts Lean workshop in Richmond, VA. Inside VTWood 5(11/12):8-9.

Buehlmann, Urs. 2010. Wood Education and Resource Center sponsors international hardwood conference. Inside VTWood 5(9):5.

Davis, Lynn (Press release). 2010. Extension, College of Natural Resources and Environment offer workshop series on process improvement. August 24, 2010.





---

Lyon, Scott and Henry Quesada-Pineda. 2011. Opportunities for Appalachian forest products in Guatemala and El Salvador. Newsletter Center Focus. Center for Forest Products Business at Virginia Tech, March.

Lyon, Scott, Henry Quesada-Pineda, and Robert Smith. 2010. Opportunities for Virginia forest products companies in Central America. Research Update for the Center for Forest Products Business at Virginia Tech, July.

McDonald, Scott, William Cook, Shawn Crawford, Jon Diamond, Matt Mohr, Will Rand, Jandir Santin, Andrew Bernard, and Earl Kline. 2011. Wood Enterprise Institute: 2010-2011 Business Plan. Department of Wood Science and Forest Products, Virginia Tech, Blacksburg, VA. 17 p.

McDonald, Scott, William Cook, Shawn Crawford, Jon Diamond, Matt Mohr, Will Rand, Jandir Santin, Andrew Bernard, and Earl Kline. 2011. Wood Enterprise Institute: 2010-2011 Final Report. Department of Wood Science and Forest Products, Virginia Tech, Blacksburg, VA.

Moore, Keith, Robert Smith and Tom Hammett. 2010. Forest Training Institute (FTI): Self-assessment report and curriculum development implementation plan. Final Report. August. 18 p.

McAuley, S. (press release). 2010. Virginia Tech researchers deploy EnerNOC's energy management applications in "Lean" manufacturing study. Enernoc. December 16, 2010.

Nystrom, L. (press release). 2010. Virginia Tech center to host innovation-based manufacturing workshop. October 15. Available at <http://www.vtnews.vt.edu/articles/2010/10/101510-engineering-manufacturing.html>.

Quesada-Pineda, Henry, and M. Meneses. 2010. Evaluation of a successful business model for small and medium enterprises. *Investiga Tec*. 3(9): 4-5.

Quesada-Pineda, Henry, *La Nacion*. 2010. My Christmas tree is real, and yours? Newspaper, Opinion Section. December 15, 2010. Available at <http://www.nacion.com/2010-12-16/Opinion/Foro/Opinion2623877.aspx>.

Quesada-Pineda, Henry. 2011. Student centered teaching methods in natural resources curriculum. *Engagement Matters*. A Natural Resources Extension and Outreach Publication from Virginia Tech's College of Natural Resources and Environment. April/May. 3(2).

Rider, Chris and Earl Kline. 2011. Table project and product innovation analysis. Undergraduate research final report. Department of Wood Science and Forest Products, Virginia Tech, Blacksburg, VA. 8 p.

Smith, Robert. 2011. Research Updates. Center for Forest Products Business – 3 Research Updates.



---

## **Graduate Theses/Dissertations**

Chao Wang. May 2011. M.S, Virginia Tech. An Application of Lean Thinking to the Furniture Engineering Process.

Major Professor: Henry Quesada-Pineda.

L. Scarlett Sanchez. May, 2011. M.S., Virginia Tech. Identifying Success Factors in the Wood Pallet Supply Chain.

Major Professor: Henry Quesada-Pineda.

Scott Lyon. August, 2011. M.S., Virginia Tech. Breaking down barriers: Opportunities for Appalachian Forest Products in Central America.

Major Professor: Henry Quesada-Pineda.

Christian Fricke. December, 2010. M.S. Lean Management: Awareness, Implementation Status, and Need for Implementation Support in Virginia's Wood Industry.

Major Professor: Urs Buehlmann.

## **Presentations**

Andersch, Adrienn and Urs Buehlmann. 2011. Introduction to Lean. Why Lean administration? workshop. Morrisville, NC. March.

Andersch, Adrienn, Mathias Schmitt, and Urs Buehlmann. 2011. Leadership roles in Lean transformation. Why Lean administration? workshop. Morrisville, NC. March.

Andersch, Adrienn, Mathias Schmitt, and Urs Buehlmann. 2010. Lean principles. Why Lean workshop. Richmond, VA. November.

Andersch, Adrienn, Chao Wang, Fricke, Christian, and Urs Buehlmann. 2010. Outcomes of Lean, TPM, and Six Sigma. IWF2010 Technical Session. Invited Presentation. Atlanta, GA. August.

Andersch, Adrienn, Janice K. Wiedenbeck, and Urs Buehlmann. 2010. Value-added hardwood products costing analysis and system. WCMA 2010 Fall Conference. Williamsport, PA. October.

Araman, Phil, Daniel Hindman, Kevin Knight, and Urs Buehlmann. 2010. Green building overview. Green Building Workshop, Harrisonburg, VA, July.

Espinoza, Omar, Brian Bond, and Urs Buehlmann. 2011. Impact of increasing energy prices on the hardwood industry. Annual Meeting of the Center for Forest Products Business. Invited Presentation. Blacksburg, VA. March. Attendance: 25.

Bond, Brian. 2010. Obtaining the best color for your hard maple. Allegheny Dry Kiln Club Fall Meeting, Elkins, WV. October 28, 2010.



---

Buck, Rebecca, Mathias Schmitt, and Urs Buehlmann. 2010. Introduction to Lean, TPM, Six Sigma. IWF2010 Technical Session. Invited Presentation. Atlanta, GA. August.

Buehlmann, Urs and Earl Kline. 2010. Benefits of lean... and commitments needed to realize benefits. Lean Manufacturing for Small & Medium Sized Wood Products Companies. Sustainable Forest Future. Invited Presentation. Augusta, ME. October.

Buehlmann, Urs and Earl Kline. 2010. Benefits of lean... and commitments needed to realize benefits. Lean Manufacturing for Small & Medium Sized Wood Products Companies. Sustainable Forest Future. Invited Presentation. Montpelier, VT. October.

Buehlmann, Urs and D. Earl Kline. 2010. Benefits of lean... and commitments needed to realize benefits. Lean Manufacturing for Small & Medium Sized Wood Products Companies. Sustainable Forest Future. Invited Presentation. Utica, NY. November.

Buehlmann, Urs and Earl Kline. 2010. Benefits of lean... and commitments needed to realize benefits. Lean Manufacturing for Small & Medium Sized Wood Products Companies. Sustainable Forest Future. Invited Presentation. Glens Falls, NY. November.

Buehlmann, Urs, R. Edward Thomas, and Xiaoqiu Zuo. 2010. Decision Support System (DSS) to minimize raw material procurement costs. Proceedings of the International Conference on Flexible Automation and Intelligent Manufacturing (FAIM 2000). California State University, East Bay. Oakland, CA. July.

Buehlmann, Urs and Joerg Schleusener. 2010. Furniture Finishing. Furniture Plant Design and Quality Control Workshop. Invited Presentation. Delicias, Mexico. September 2010.

Buehlmann, Urs, R. Edward Thomas, Matthew Bumgardner, and Al Schuler. 2010. Hardwood industry update. ROMI 3.1 – Improve lumber yield and operation efficiency workshop. Princeton, WV. November.

Buehlmann, Urs and Earl Kline. 2010. Introduction to Maintenance Excellence. IWF2010 Technical Session. Invited Presentation. Atlanta, GA. August.

Buehlmann, Urs, D. Earl Kline, and Dan Cumbo. 2010. Lean Manufacturing. Furniture Plant Design and Quality Control Workshop. Invited Presentation. Delicias, Mexico. September.

Buehlmann, Urs and D. Earl Kline. 2010. Lean, Six Sigma, TPM and how they work together. IWF2010 Technical Session. Invited Presentation. Atlanta, GA. August.

Buehlmann, Urs. 2010. Lean thinking overview. Learning to See Workshop, Harrisonburg, VA, August.

Buehlmann, Urs. 2010. Learning to see. Learning To See Workshop, Harrisonburg, VA, August.

Buehlmann, Urs, Matt Bumgardner, Al Schuler, and Jeff Crissey. 2010. Marketing Strategies in a Down Market. Global Competitiveness of Hardwood Products: Strategies for Success in a Chinese Market. Invited Presentation. Lansdowne, VA. August.



---

Buehlmann, Urs and Torsten Lihra. 2011. Mass customization and personalization for the wood products industry. Vermont Wood Products Association – Annual Meeting. Invited Presentation. Pittsfield, ME. January. Attendance: 35.

Buehlmann, Urs and Torsten Lihra. 2011. Mass customization and personalization for the wood products industry. Maine Wood Products Association – Annual Meeting. Invited Presentation. Skowhegan, ME. January. Attendance: 86.

Buehlmann, Urs. 2010. More information, readings, and available support. Learning to See Workshop, Harrisonburg, VA. August.

Buehlmann, Urs, R. Edward Thomas, and Rebecca Buck. 2010. ROMI 3.1 – Least-cost lumber grade-mix solver. ROMI 3.1 – Improve lumber yield and operation efficiency workshop. Princeton, WV. November.

Buehlmann, Urs and R. Edward Thomas. 2010. ROMI 3.1 – Overview. ROMI 3.1 – Improve lumber yield and operation efficiency workshop. Princeton, WV. November.

Buehlmann, Urs and Al Schuler. 2010. The evolving North American furniture industry. Invited Presentation. Delicias, Mexico. September.

Buehlmann, Urs. 2010. Plant Layout. Furniture plant design and quality control workshop. Invited Presentation. Delicias, Mexico. September.

Buehlmann, Urs. 2010. Plant Optimization. Furniture plant design and quality control workshop. Invited Presentation. Delicias, Mexico. September.

Buehlmann, Urs. 2010. Workplace Design. Furniture plant design and quality control workshop. Invited Presentation. Delicias, Mexico. September.

Espinoza, Omar and Brian Bond. 2011. Impact of increasing energy prices on the hardwood industry. Energy Savings Using Lean Thinking Principles Workshop. January 24, 2011. Lafayette, Louisiana.

Espinoza, Omar, Brian Bond, and Urs Buehlmann. 2011. Impact of increasing energy prices on the hardwood industry. Annual Meeting of the Center for Forest Products Business. Invited Presentation. Blacksburg, VA. March 31. Attendance: 25.

Fricke, Christian and Urs Buehlmann. 2010. Push to pull. Why Lean workshop. Richmond, VA. November.

Fricke, Christian, Yu (Angela) Zhou, and Urs Buehlmann. 2010. TPM. IWF2010 Technical Session. Invited Presentation. Atlanta, GA. August.

Hammett, A. L. 2010. Presentation courses in sustainability and display of course materials. Environmental Education Expo: Sustainability Fair, Kent Square, Blacksburg, VA, 150 attendees. October 16.



---

Hammett, A. L. 2011. Using distance learning to address global issues in natural resources. Faculty Development Institute (FDI) and Institute for Distance and Distributed Learning (IDDL), Torgersen Hall, March 30, (30 participants).

Horvath, Laszlo, Christian Fricke, and Urs Buehlmann. 2011. Current state Lean administration simulation. Why Lean administration? workshop. Morrisville, NC. March.

Horvath, Laszlo, Akiko Nakata, and Urs Buehlmann. 2011. Future state Lean administration simulation. Why Lean administration? workshop. Morrisville, NC. March.

Horvath, Laszlo, Mathias Schmitt, and Urs Buehlmann. 2011. Improved state Lean administration simulation. Why Lean administration? workshop. Morrisville, NC. March.

Horvath, Laszlo and Urs Buehlmann. 2010. Leadership and teamwork. Why Lean workshop. Richmond, VA. November.

Kline, Earl and Urs Buehlmann. 2010. Benefits of lean... and commitments needed to realize benefits. Lean Manufacturing for Small & Medium Sized Wood Products Companies. Sustainable Forest Future. Invited Presentation. Concord, NH. October.

Kline, Earl and Urs Buehlmann. 2010. Lean manufacturing for small and medium sized wood products companies. Lean Manufacturing for Small & Medium Sized Wood Products Companies. Sustainable Forest Future. Invited Presentation. Augusta, ME. October.

Kline, Earl and Urs Buehlmann. 2010. Lean manufacturing for small and medium sized wood products companies. Lean Manufacturing for Small & Medium Sized Wood Products Companies. Sustainable Forest Future. Invited Presentation. Concord, NH. October.

Kline, Earl and Urs Buehlmann. 2010. Lean manufacturing for small and medium sized wood products companies. Lean Manufacturing for Small & Medium Sized Wood Products Companies. Sustainable Forest Future. Invited Presentation. Montpelier, VT. October.

Kline, Earl and Urs Buehlmann. 2010. Lean manufacturing for small and medium sized wood products companies. Lean Manufacturing for Small & Medium Sized Wood Products Companies. Sustainable Forest Future. Invited Presentation. Glens Falls, NY. November.

Kline, Earl and Urs Buehlmann. 2010. Lean manufacturing for small and medium sized wood products companies. Lean Manufacturing for Small & Medium Sized Wood Products Companies. Sustainable Forest Future. Invited Presentation. Utica, NY. November.

Kline, Earl. 2010. Lean thinking. Presentation at the workshop on Energy Savings using Lean Thinking. September 10.

Kline, Earl and Urs Buehlmann. 2010. Maintenance Excellence. IWF2010 Technical Session. Invited Presentation. Atlanta, GA. August.



---

Kline, Earl and Urs Buehlmann. 2010. Overview and perspectives on lean methods and tools. Lean Manufacturing for Small & Medium Sized Wood Products Companies. Sustainable Forest Future. Invited Presentation. Augusta, ME. October.

Kline, Earl and Urs Buehlmann. 2010. Overview and perspectives on lean methods and tools. Lean Manufacturing for Small & Medium Sized Wood Products Companies. Sustainable Forest Future. Invited Presentation. Montpelier, VT. October.

Kline, Earl and Urs Buehlmann. 2010. Overview and perspectives on lean methods and tools. Lean Manufacturing for Small & Medium Sized Wood Products Companies. Sustainable Forest Future. Invited Presentation. Concord, NH. October.

Kline, Earl and Urs Buehlmann. 2010. Overview and perspectives on lean methods and tools. Lean Manufacturing for Small & Medium Sized Wood Products Companies. Sustainable Forest Future. Invited Presentation. Glens Falls, NY. November.

Kline, Earl and Urs Buehlmann. 2010. Overview and perspectives on lean methods and tools. Lean Manufacturing for Small & Medium Sized Wood Products Companies. Sustainable Forest Future. Invited Presentation. Utica, NY. November.

Kline, Earl. 2011. The Wood Enterprise Institute Program. Center for Forest Products Business Annual Meeting, Brooks Forest Products Center, Blacksburg, VA. March 31, 2011.

Leavengood, Scott and Urs Buehlmann. 2010. Control de calidad y diseño de planta para la producción de muebles [Furniture plant design and quality control]. Furniture Plant Design and Quality Control Workshop. Invited Presentation. Delicias, Mexico. September.

Madrigal, Johanna and Henry Quesada-Pineda. 2011. Assessing factors that impact the sustainability of the continuous improvement process. Center for Innovation-based Manufacturing. ICTAS. Blacksburg, VA. April 28.

Madrigal, Johanna and Henry Quesada-Pineda. 2011. Assessing factors that impact the sustainability of the continuous improvement process. Department of Wood Science and Forest Products Research Seminar. Fralin Auditorium. Blacksburg, VA. April 29.

Quesada-Pineda, Henry. 2010. CAD/CAM Impact on the wood products industry. WOOD 1234: Introduction to Wood Sciences and Forest Products. Invited guest speaker. Blacksburg, VA, October 19.

Quesada-Pineda, Henry. 2010. Certification and forest products: An overview. College of Natural Resources and Environment, Virginia Tech. WOOD 3324: Green Building Systems. Invited Guest Speaker. Blacksburg, VA, October 12.

Quesada Pineda, Henry. 2011. Wood and wine. WOOD (1234): Introduction to Wood Sciences and Forest Products. College of Natural Resources and Environment, Virginia Tech. Invited guest speaker. Blacksburg, VA. February 8.





---

Sanchez, Scarlett and Henry Quesada-Pineda. 2011. Identifying success factors in the wood pallet supply chain. Department of Wood Science and Forest Products Research Seminar. Fralin Auditorium. Blacksburg, VA. April 29.

Schmitt, Mathias and Urs Buehlmann. 2011. Executive leaders' personal characteristics and their impact on Lean Transformation Success. Lean Enterprise Institute and Lean Global Network Meeting at MIT. Invited Presentation. Cambridge, MA. January. Attendance: 7.

Schmitt, Mathias and Urs Buehlmann. 2011. Executive leaders' personal characteristics and their impact on Lean Transformation Success – Healthcare industry in the US and UK. Lean Global Network Meeting - Lean Transformation Summit. Dallas, TX. March.

Schmitt, Mathias and Urs Buehlmann. 2011. Leadership and performance of University Research Centers. Lean Global Network Meeting - Lean Transformation Summit. Dallas, TX. March. Attendance: 24.

Schmitt, Mathias and Urs Buehlmann. 2011. Leadership and performance of University Research Centers. Lean Enterprise Institute and Lean Global Network Meeting at MIT. Invited Presentation. Cambridge, MA. January. Attendance: 7.

Schmitt, Mathias and Urs Buehlmann. 2010. Leadership role in lean transformation. Why Lean workshop. Richmond, VA. November.

Schmitt, Mathias and Urs Buehlmann. 2011. Lean@VirginiaTech – A student driven organization to help organizations become more efficient and more competitive through lean implementation. Lean Enterprise Institute and Lean Global Network Meeting at MIT. Invited Presentation. Cambridge, MA. January. Attendance: 11.

Schmitt, Mathias, Adrienn Andersch, Chao Wang, and Urs Buehlmann. 2010. Lean management. IWF2010 Technical Session. Invited Presentation. Atlanta, GA. August.

Schmitt, Mathias, Adrienn Andersch, and Urs Buehlmann. 2011. Marshmallow challenge. Why Lean administration? workshop. Morrisville, NC. March.

Schmitt, Mathias and Urs Buehlmann. 2011. Problem solving using Lean principles. Why Lean administration? workshop. Morrisville, NC. March.

Schmitt, Mathias and Urs Buehlmann. 2011. Value stream mapping. Why Lean administration? workshop. Morrisville, NC. March.

Schmitt, Mathias, Christian Fricke, and Urs Buehlmann. 2010. Value stream mapping. Why Lean workshop. Richmond, VA. November.

Smith, Robert. 2011. International marketing practices in the forest products industry. Presented at the International Marketing for the Virginia Wood Products Industry. Charlottesville, VA. Sponsored by Virginia Tech's Department of Wood Science. June 14.



---

Smith, Robert and Eric Hansen. 2010. Selling forest products. Oregon State University. Corvallis, Oregon, December 9-10.

Smith, Robert. and Omar Espinoza. 2010. The greening of the U.S. hardwood lumber industry. Presented at the 23rd IUFRO World Congress, Seoul, South Korea. August 23-28.

Smith, Robert L. 2011. Value added through marketing. Presented at the Virginia Department of Forestry Training. Farmville, VA. June 28.

Sperber, Michael and Urs Buehlmann. 2011. Implementing new processes. Why Lean administration? Workshop. Morrisville, NC. March.

Thomas, R. Edward and Urs Buehlmann. 2010. ROMI 3.1 – Installing and using ROMI 3.1. ROMI 3.1 – Improve lumber yield and operation efficiency workshop. Princeton, WV. November.

Thomas, R. Edward and Urs Buehlmann. 2010. ROMI 3.1 – Practice problems. ROMI 3.1 – Improve lumber yield and operation efficiency workshop. Princeton, WV. November.

Wang, Chao and Henry Quesada-Pineda. 2011. Analyzing the household furniture engineering process through case study. Center of Innovation-Based Manufacturing Seminar. ICTAS. Blacksburg, VA. April 29, 2011.

Wang, Chao and Urs Buehlmann. 2011. Lean administration. Why Lean administration? workshop. Morrisville, NC. March.

Wang, Chao, Mathias Schmitt, and Urs Buehlmann. 2011. Lean@Virginia Tech. Annual Meeting of the Center for Forest Products Business. Invited Presentation. Blacksburg, VA. March 2011.

Wang, Chao, Christian Fricke, and Urs Buehlmann. 2010. Lean methods. Why Lean workshop. Richmond, VA. November.

Wang, Chao and Urs Buehlmann. 2011. Managing Lean administration. Why Lean administration? workshop. Morrisville, NC. March.

Wang, Chao and Henry Quesada-Pineda. 2011. Use Lean principles to transform an upholstery furniture engineering process. Department of Wood Science and Forest Products Research Seminar. Fralin Auditorium. Blacksburg, VA. April 29, 2011.

Zhou, Yu (Angela), Mathias Schmitt, Christian Fricke, and Urs Buehlmann. 2011. Lean administration transformation case. Why Lean administration? Workshop. Morrisville, NC. March.

Zhou, Yu (Angela), Judith Franzen, and Urs Buehlmann. 2010. Lean transformation case. Why Lean workshop. Richmond, VA. November.





---

Zhou, Yu (Angela), Rebecca Buck, and Urs Buehlmann. 2010. Six Sigma. IWF2010 Technical Session. Invited Presentation. Atlanta, GA. August.

Zhou, Yu (Angela) and Urs Buehlmann. 2011. Why Lean administration? Why Lean administration? Workshop. Morrisville, NC. March.

### **Short Course & Continuing Education**

Hardwood Lumber Drying.  
Instructor: Brian Bond.  
Location: Blacksburg, VA.  
Dates: November 9-10, 2010.

Introduction to Hardwood Lumber Drying.  
Instructor: Brian Bond.  
Location: Monticello, KY.  
Dates: February 1-2, 2011.

Category-12 Wood Preservation Recertification.  
Instructor: Brian Bond.  
Location: Madison, VA.  
Dates: March 23, 2011.

Category-12 Wood Preservation Recertification.  
Instructor: Brian Bond.  
Location: Lexington, VA.  
Dates: March 24, 2011.

Total Productive Maintenance for the Wood Products Industry, Joint video Broadcast workshop in South Boston, VA and Duluth, MN: Attendance: 11 in VA, 9 in MN.  
Instructor: Kline, D. Earl, Brian Bond, Brian Brashaw, and Robert Vatalaro.  
Location: South Boston, Virginia.  
Dates: November 17, 2010.

Furniture Plant Design and Quality Control Workshop.  
Instructor: Urs Buehlmann and Scott Leavengood.  
Location: Delicias, Mexico.  
Dates: September 7-10, 2010.

Green Home Building.  
Instructor: Urs Buehlmann, Daniel Hindman, and Phil Araman.  
Location: Harrisonburg, VA.  
Dates: July 15, 2010.



---

Lean Manufacturing for small and medium sized wood products companies.  
Instructor: Urs Buehlmann, Steve Rohde, Earl Kline, and Collin Miller.  
Location: Augusta, ME.  
Dates: October 19, 2010.

Lean Manufacturing for small and medium sized wood products companies.  
Instructor: Urs Buehlmann, Steve Rohde, Earl Kline, and Collin Miller.  
Location: Montpelier, VT.  
Dates: October 20, 2010.

Lean Manufacturing for small and medium sized wood products companies.  
Instructor: Urs Buehlmann, Steve Rohde, Earl Kline, and Collin Miller.  
Location: Concord, NH.  
Dates: October 20, 2010.

Lean Manufacturing for small and medium sized wood products companies.  
Instructor: Urs Buehlmann, Steve Rohde, Earl Kline, and Collin Miller.  
Location: Glens Falls, NY.  
Dates: November 3, 2010.

Lean Manufacturing for small and medium sized wood products companies.  
Instructor: Urs Buehlmann, Steve Rohde, Earl Kline, and Collin Miller.  
Location: Utica, NY.  
Dates: November 4, 2010.

Lean, TPM, Six Sigma and how they work together.  
Instructor: Urs Buehlmann, Mathias Schmitt, Christian Fricke, Adrienn Andersch, Angela Zhou, Rebecca Buck, and Chao Wang.  
Location: Atlanta, GA.  
Dates: August 24, 2010.

Learning to See.  
Instructor: Urs Buehlmann and Earl Kline.  
Location: Harrisonburg, VA.  
Dates: August 5, 2010.

ROMI 3.1 – Improve lumber yield and operation efficiency.  
Instructor: Urs Buehlmann.  
Location: Princeton, WV.  
Dates: November 8, 2010.

Why Lean Administration.  
Instructor: Urs Buehlmann.  
Location: Morrisville, NC.  
Dates: March 29 – 30, 2011.



---

### Why Lean?

Instructor: Urs Buehlmann.

Location: Richmond, VA.

Dates: November 22-23, 2010.

### Global Issues in Natural Resources.

Instructor: A. L. Hammett, A. L.

Location: James Madison University, Harrisonburg, VA.

Dates: December 4, 2010.

### Teaching sustainability: New courses give students expertise in green issues.

Instructor: A. L. Hammett

Location: Green Living and Energy Expo, Civic Center, Roanoke, VA.

Dates: December 3-4, 2010.

### Maintenance Excellence.

Instructor: Earl Kline and Urs Buehlmann.

Location: Atlanta, GA.

Dates: August 25, 2010.

### Total Productive Maintenance (TPM) Workshop.

Instructor: Earl Kline, Brian Bond, and Brian Bradshaw.

Location: South Boston, VA and Duluth, MN.

Dates: November 17, 2010.

### Total Productive Maintenance for Hardwood Products Manufacturers. Attendance: 8.

Instructor: Earl Kline and Dan Cumbo.

Location: American Hardwood Industries, Waynesboro, VA.

Dates: October 11, 2010.

### Energy Saving Using Lean Thinking. Attendance 18.

Instructor: Henry Quesada-Pineda (co-organizer), S. Dwivedi (co-organizer), Omar Espinoza, Shannon Walls, (Masco Cabinetry) and T. Gill (Enernoc).

Location: Hotel Hilton Garden Cajundome, Lafayette, LA.

Dates: January 24-25, 2011.

### Energy Saving Using Lean Thinking. Attendance 7. ONLINE COURSE.

Instructor: Henry Quesada-Pineda (Organizer). In cooperation with the Costa Rican Industry Chamber.

Location: Blacksburg, VA.

Dates: March 24, 31 and April 7 2011.

### Energy Saving Using Lean Thinking. Attendance 23.

Instructor: Henry Quesada-Pineda. (organizer), Earl Kline, G. Tyler, M. Webber, and Shannon Walls.

Location: South Boston, VA.

Dates: September 10, 2010.



---

Innovation-based Manufacturing. Attendance 48.

Instructor: Henry Quesada-Pineda (co-organizer), J. Camelio, J (co-organizer), J. Lane (NSF), D. Hackler, (IEDC), A. James (Siemens), Roop Mahajan (VT/ICTAS), and J. M. Vicente-Gomila, (TRIZ XXI/UPV).

Location: The Inn at VT. Blacksburg, VA.

Dates: November 11, 2010.

International Marketing for Forest Products Industries.

Instructor: Henry Quesada-Pineda (Organizer and speaker), Robert Smith, Scott Lyon, Mike Snow, Joel Stopha, and J. Strayhorn

Location: Virginia Department of Forestry. Charlottesville, VA. Attendance 16.

Dates: June 14, 2011.

Lean Management.

Instructor: Henry Quesada.

Location: Courtyard Hotel, Santo Domingo, Dominican Republic. 31 Participants.

Dates: June 9-11, 2011.

Lean Thinking Principles. Attendance 14.

Instructor: Henry Quesada-Pineda (organizer), and Johanna Madrigal.

Location: The Inn at VT. Blacksburg, VA.

Dates: July 12, 2010.

Process Improvement Frameworks. Attendance 14.

Instructor: Henry Quesada-Pineda, (organizer), Earl Kline, J. Camelio, R. Russell, and Johanna Madrigal.

Location: Brooks Center, Blacksburg, VA.

Dates: October 22, 2010.

Supply Chain Management: Trends and Opportunities.

Instructor: Henry Quesada-Pineda (co-organizer and presenter), D. Sobotka (Purdue University, co-organizer) E. Haviarova (Purdue University, co-organizer and presenter), Earl Kline (presenter), Omar Espinoza, (presenter), and D. Dugan (GE, presenter).

Location: Vincennes University. Jasper, IN. Attendance 26.

Dates: May 17, 2011.

Sustainability and Green Markets. Attendance 22.

Instructor: Henry Quesada Pineda.

Location: Beyond Our Borders: Building Awareness of International Forestry. Allegheny SAF 2010 Winter meeting. Roanoke, WV.

Dates: February 16-18.

Annual Meeting of the Center for Forest Products Business.

Instructor: Robert Smith and Henry Quesada-Pineda (Organizers). Other speakers: Earl Kline, Omar Espinoza, Linda Caudill, Wang Chao, Mathias Schmitt, Scarlett Sanchez, and Scott Lyon.

Location: Brooks Center. Blacksburg, VA. Attendance 25.

Dates: March 31, 2011.



---

Annual Meeting of the Center for Forest Products Business.

Instructor: Robert Smith and Henry Quesada-Pineda (Organizers). Other speakers: Earl Kline, Omar Espinoza, Linda Caudill, Wang Chao, Mathias Schmitt, Scarlett Sanchez, and Scott Lyon.

Location: Brooks Center. Blacksburg, VA. Attendance 25.

Dates: March 31, 2011.

Lean Thinking Principles. Attendance 15.

Instructor: Chao Wang. (Organizer) and Henry Quesada-Pineda.

Location: Tianjin, China.

Dates: August 10, 2010.

### **Conference Proceedings**

Buehlmann, Urs, R. Edward Thomas, and Xiaoqiu Zuo. 2010. Decision support system (DSS) to minimize raw material procurement costs. Proceedings of the International Conference on Flexible Automation and Intelligent Manufacturing (FAIM 2000). Peer reviewed. Editors: Pulikkal, B., M. Ramiah, and P. Roland. California State University, East Bay. Oakland, CA, July 2010. pp. 999-1011.

Lyon, Scott and Henry Quesada-Pineda. 2011. A case study of the forest products industry in Central America. Forest Products Society 65th International Convention. Portland, OR. June 18-21. Session 11, Oral Presentation.

Lyon, Scott and Henry Quesada-Pineda. 2011. Breaking down barriers: Opportunities for Appalachian forest products in Central America. Forest Products Society 65th International Convention. Portland, OR. June 18-21. Poster 19.

Sanchez, Scarlett and Henry Quesada-Pineda. 2011. Factors affecting the wood pallet supply chain management. Forest Products Society 65th International Convention. Portland, OR. June 18-21. Session 11, oral presentation.

Sanchez, Scarlett and Henry Quesada-Pineda. 2011. Identifying success factors in the wood pallet supply chain. Forest Products Society 65th International Convention. Portland, OR. June 18-21. Poster 80.

Wang, Chao and Henry Quesada-Pineda. 2011. Applying lean thinking to streamline the wood furniture engineering process. Forest Products Society 65th International Convention. Portland, OR. June 18-21. Poster 59.

Wang, Chao and Henry Quesada-Pineda. 2011. Applying lean thinking to the furniture engineering process. Forest Products Society 65th International Convention. Portland, OR. June 18-21. Session 11, oral presentation.



---

## **Courses Taught**

FOR/CSES 4334. Principles and Practices of Agroforestry.

Semester: Fall 2010.

Credit Hours: 3.

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

No. of Students: 18.

NR 3954 and NR 5954. Sustaining Human Societies and the Natural Environment.

Semester: Spring 2011.

Credit Hours: 6.

Instructor: A. L. Hammett.

No. of Students: 22.

NR 4984. Leadership in the Natural Resource Professions I.

Semester: Fall 2010.

Credit Hours: 2.

Instructor: Steve L. McMullin and Brian Bond.

No. of Students: 12.

NR 4984. Leadership in the Natural Resource Professions II.

Semester: Spring 2011.

Credit Hours: 2.

Instructor: Steve L. McMullin and Brian Bond.

No. of Students: 12.

NR 5114. Global Issues in Natural Resources.

Semester: Fall 2010.

Credit Hours: 3.

Instructor: A. L. Hammett and H. Eves.

No. of Students: 23.

WOOD 1234. Introduction to Wood Science and Forest Products.

Semester: Fall 2010.

Credit Hours: 2.

Instructor: Earl Kline (75%) and Urs Buehlmann.

No. of Students: 16.

WOOD/FOR 2784 & WOOD 5984. Global Forest Resources Sustainability.

Semester: Fall 2010.

Credit Hours: 3.

Instructor: A. L. Hammett.

No. of Students: 82.



---

WOOD 3004 and 5984. Sustainable Nature-Based Enterprises (Green Business).

Semester: Fall 2010.

Credit Hours: 3.

Instructor: A. L. Hammett.

No. of Students: 15.

WOOD 3445. Wood Enterprise Institute.

Semester: Fall 2010.

Credit Hours: 3.

Instructor: Earl Kline.

No. of Students: 8.

WOOD 3446. Wood Enterprise Institute.

Semester: Spring 2011.

Credit Hours: 3.

Instructor: Earl Kline.

No. of Students: 8.

WOOD 3464. Forest Products Business Systems.

Semester: Spring 2011.

Credit Hours: 3.

Instructor: Henry Quesada-Pineda.

No. of Students: 6.

WOOD 3634. Wood Products Manufacturing.

Semester: Fall 2010.

Credit Hours: 4.

Instructor: Urs Buehlmann and Brian Bond.

No. of Students: 9.

WOOD 3954. Global Issues in Sustainability.

Semester: Spring 2011.

Credit Hours: 3.

Instructor: Henry Quesada-Pineda.

No. of Students: 6.

WOOD 3954 and 5954. Culture, Natural Resources and Design in Ireland.

Semester: Spring 2011.

Credit Hours: 3.

Instructor: Robert Bush and A. L. Hammett.

No. of Students: 15.

WOOD 4984. Wood Products Manufacturing.

Semester: Fall 2010.

Credit Hours: 3.

Instructor: Brian Bond and Urs Buehlmann.

No. of Students: 12.



---

WOOD 4984. Wood Identification in Historic and Modern Wood Buildings.  
Semester: Spring 2011.  
Credit Hours: 2.  
Instructor: Brian Bond and Joseph Loferski.  
No. of Students: 6.

WOOD 4994. Undergraduate Research: Market research for sustainable & flexible product designs.  
Semester: Fall 2010.  
Credit Hours: 3.  
Instructor: Earl Kline.  
No. of Students: 1.

### **Professional Service**

#### **Brian Bond:**

- Secretary and Treasurer, Allegheny Dry Kiln Club 2010-2011.
- Allegheny Dry Kiln Club, Member.
- Virginia Forest Products Association, Member.
- National Hardwood Lumber Association. Research Member - Department Based Membership.
- Graduate Student, Bob Wright, 1 Submitted poster for FPS.
- Postdoc Research Associate, Omar Espinoza, Numerous publications both refereed and in trade journals, presentations, etc.
- Reviewer for FPS. Two reviewed papers.
- Reviewer for SWST. Reviewed one paper.
- Reviewer for Forest Products Lab. Reviewed Technical Publication.
- Reviewer for Wood Material Science and Engineering. Reviewed two papers.
- Forest Products Society, Member.
- Society of Wood Science and Technology, Member.
- Member of Board of Directors. Woodwork Career Alliance. Development and implementation of work standards for woodworking companies and schools.

#### **Urs Buehlmann:**

- Session Chair. Simulation, Manufacturing, TQM.
- Flexible Automation and Intelligent Manufacturing (FAIM 2010). Oakland, CA. July.

#### **Earl Kline:**

- Peer Review. Manuscript submitted to Virginia Cooperative Extension (VCE).
- Research Collaborations with Lulea University of Technology, Skelleftea, Sweden. Hosted and arranged visit for Olle Hagman, Director of WoodCentre North, Lulea





---

University of Technology, Skelleftea, Sweden. The visit included presentation and discussion of potential R&D collaborations. March 30-31, 2011.

- Student industry visit. An undergraduate student industry visit was conducted with Brooks Whitehurst from Whitehurst Associates, inc, Bob Campbell from Weyerhaeuser Forestry Research, and Closs Barker, president of Ence Chemical Sales. Students studied the partnership between Weyerhaeuser, Whitehurst Associates, and Ence Chemical. This partnership is a model of innovation that includes the customer (Weyerhaeuser), the technology (Whitehurst), and the manufacturer (Ence). Together these partners work closely to come up with technology solutions that can be made quickly and improved upon for the customer – this is the innovation model that the WEI attempts to emulate in the classroom. January 12-13, 2011.
- Peer Review. Project proposal to the Knowledge Foundation, Stockholm, Sweden

#### **A. L. Hammett:**

- Review panel member for USDA Forest Service forest products program, Blacksburg, VA, 2011.
- Elected Division Chief Division 5 IUFRO. October, 2010.
- Tropical Forest Foundation. Appointed to Editorial Advisory Board, 2010.
- Editorial Board, International Journal of Forest Usufructs Management. Dehra Dun, India, 2010.

#### **Henry Quesada:**

- 2010. Coordinator of IUFRO section 5.04.13: Industrial engineering, operations analysis and logistics. Since 2010.

#### **Robert Smith:**

- Organizing committee for Blue Ridge Parkway 75th Symposium to be held in Roanoke.
- Executive Committee for VFA Member of Outreach Council.
- Member of Commission on Outreach and International Affairs.
- Member of the Council on International Affairs.
- Member of the Catawba Sustainability Board of Directors.
- Member of review committee for Dr. Jeri Childers.
- Member of the PLT advisory board.
- Member of the Virginia Master Naturalist Executive Board.
- Technical reviewer for Forest Products Journal, Wood and Fiber Science and the Journal of Forest Products Business.
- Member of the Virginia Master Naturalist Executive Board.



---

## **University Service**

### **Urs Buehlmann:**

- Packaging Lecturers Search Committee. Department of Wood Science and Forest Products. Committee members: Robert Bush (Chair), Urs Buehlmann, Kevin Edgar, Linda Caudill, Peter Doolittle, and Lanny Williamson.

### **Bob Bush:**

- Packaging Lecturers Search Committee. Department of Wood Science and Forest Products. Committee members: Robert Bush (Chair), Urs Buehlmann, Kevin Edgar, Linda Caudill, Peter Doolittle, and Lanny Williamson.

### **A. L. Hammett:**

- Display for College open house, March 19, 2011.
- CNRE SPAC awards committee, January, 2011.
- Booth at AECF Green Living and Energy Expo.
- College of Natural Resources Green Building Exhibit. AECF Green Living and Energy Expo. Roanoke Civic Center, Roanoke, VA. December 3-4 2010.
- Scholar of Excellence in Germany featured in CNRE Newsletter, Winter 2010.
- Peer teaching review, Fall 2010.

### **Earl Kline:**

- Department of Wood Science Representative, College P&T Committee.
- College of Natural Resources and Environment. January 19, 2011.
- Chair, P&T Committee.
- Department of Wood Science and Forest Products, 2010-2011 academic year.

### **Henry Quesada:**

- Virginia Tech Faculty Senate: Commission on University Support.
- Founding member, Center of Innovation based-Manufacturing (CiBM) at Virginia Tech.
- Assistant Director, Center for Forest Products Business.
- Commission on University Support. Appointed by the Faculty Senate at Virginia Tech.

### **Bob Smith:**

- Member of the Outreach Council.
- Member of the VDOF committee on state forestry branding initiative.
- Member of the 229 Executive Committee for VCE.
- Member of the VCE Leadership Council.



- 
- Search committee for Director of VCE.
  - Search committee for OIRED study abroad coordinator.
  - Director of the Center for Forest Products Business.

### **Awards and Honors**

#### **Buehlmann**

Lean Six Sigma Green Belt. Juran Institute. Southbury, CT. March 2011.

#### **Hammett**

Distance Learning Scholar. For development of and experience in distance learning courses at Virginia Tech and oversea universities.

Virginia Tech Alumni Award for Excellence in International Education, 2010. Completed 15 years of service, Virginia Tech.



---

## **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  
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:**

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](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

**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:**

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

**Augusta Lumber Company, LLC.**

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

**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, 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

**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:**

Bo Hammond, VP Lumber Sales

**Products:**

boards, common; boards, select

**Species:**

elm, gum, hackberry, soft maple, red oak, poplar, cypress

**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

**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:**

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

**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

**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

**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:**

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**

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:**

Dr. 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

**Products:**

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

**Species:**

yellow pine

**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:**

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

**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

**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.





---

**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

**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

**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, 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](http://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 #305  
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:

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@itlcorp.com](mailto:sales@itlcorp.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:**

Joe Ignatoski, President  
Lance Johnson, District Sales Supervisor

**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

### **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

### **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



---

**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 pine

**Frank Miller Lumber Company, Inc.**

1690 Frank Miller Road  
Union City, IN 47390

**Phone:** (765)-964-3196

**Fax:** (765)-964-6618

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

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

**Contacts:**

Daniel R. Hackett  
President & CEO

**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

**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

**Products:**

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

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

**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:**

Appalachian hardwoods, northern hardwoods, softwoods.

**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:**

Marlene Hughes

**Products:**

boards

**Species:**

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

**National Hardwood Lumber Association**

P. O. Box 34518  
Memphis, TN 38184-0518

**Phone:** (901) 377-1818

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

**Contact:**

Thomas D. Walthousen  
Director of Industry Relations

NHLA's Mission is to serve NHLA Members in the North American Hardwood Lumber Industry by: maintaining order, structure, rules, and ethics in the changing hardwood marketplace; providing member services unique to the hardwood lumber industry; driving collaboration across the hardwood industry to promote demand for North American hardwood lumber and advocate the interest of the hardwood community in public/private policy issues; and building positive relationships within the global hardwood community.



---

**Northwest Hardwoods –  
A Weyerhaeuser Company**  
9205 SW Gemini Drive, Suite C  
Portland, OR 97008

**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:**  
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

**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.

**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

**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.**

121 Millstone Court  
Branson, MO 65616-7085

**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

**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

**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

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

P. O. Box 408  
Belfast, ME 04915-0408

**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:** [sfitsimmons@snavelyforest.com](mailto:sfitsimmons@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**

200 Greencastle Road  
Tyrone, GA 30290

**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

**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

### **UC 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

**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.

### **The Shannon Lumber Group**

PO Box 16929  
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

### **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

The Virginia Forest Products Association is a  
non-profit, non-governmental, privately  
supported association of individuals, firms, and  
corporations having an interest in the  
Commonwealth's lumber and wood products  
industry.



---

**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

**Products:**

stair parts and accessories

**Species:**

hardwood

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

741 Butlers Gate, Suite 100  
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.

**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 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