



SECONDARY MANUFACTURERS SURVEY 2015

COMPANY CONTACT INFORMATION

Company Name		
Company E-mail	Company Website	
Mailing Address	City and State	ZIP Code
Physical Street Address	City and State	ZIP Code
Survey Contact Person's Name & Title	Survey Contact Person's Telephone Number	Survey Contact Person's E-mail

CONTACT NAME (TO LIST IN THE INDUSTRY DIRECTORY)	TITLE

PHONE NUMBER (TO LIST IN THE INDUSTRY DIRECTORY)	TYPE (E.G. OFFICE, SALES, FAX, MOBILE)

Did your facility produce any products derived from wood, paper, paperboard, or corrugated board or other wood products in calendar year 2015? Yes No Will you in 2016? Yes No

Would you describe your company as a: Manufacturer Distributor Other: _____

Markets that you serve: (Check all that apply) Custom/Contract Wholesale Retail Export

Year company established	Number of employees in 2015
Did you export any finished product out of the country in 2015? <input type="checkbox"/> Yes <input type="checkbox"/> No	Do you want to learn more about how to export products directly? <input type="checkbox"/> Yes <input type="checkbox"/> No

Average annual sales range: <\$100,000 \$100,000 to \$500,000 \$500,000 to \$1 million
 \$1 million to \$5 million \$5 million to \$10 million \$10 million to \$50 million >\$50 million

BUSINESS DEVELOPMENT

If the State could attract a key customer or supplier to improve your company's bottom-line, what would it be?

Key customer project type:	Key supplier product type
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Would you like to learn more about the **Pure Michigan Business Connect** service offered by the Michigan Economic Development Corporation? Yes No

MICHIGAN FOREST PRODUCTS INDUSTRY DIRECTORY

Check this box if you **DO NOT** wish to be included in the Michigan Forest Products Industry Directory. The Directory is a free, publicly searchable listing of wood and paper using businesses and is located on the internet at www.michigan.gov/wood.

Have you used the Directory in the past? Yes No

What do you like about the Directory?

What do you dislike about the Directory?

PLEASE INDICATE THE WOOD, PAPER, PAPER OR CORRUGATED BOARD, AND WOOD COMPOSITE PRODUCTS THAT YOUR FACILITY PRODUCES (CHECK ALL THAT APPLY). PLEASE CIRCLE ONE PRODUCT BELOW THAT YOU CONSIDER TO BE YOUR MAIN PRODUCT.

<input type="checkbox"/> Architectural millwork	<input type="checkbox"/> Dimension, solid hardwood	<input type="checkbox"/> Furniture, institutional	<input type="checkbox"/> Poles/posts
<input type="checkbox"/> Beams	<input type="checkbox"/> Dimension, solid softwood	<input type="checkbox"/> Furniture, other	<input type="checkbox"/> Pulp products
<input type="checkbox"/> Blocking	<input type="checkbox"/> Displays	<input type="checkbox"/> Games/toys/novelties	<input type="checkbox"/> Shelving
<input type="checkbox"/> Boats and ships	<input type="checkbox"/> Doors	<input type="checkbox"/> Laminates	<input type="checkbox"/> Shingles/shakes
<input type="checkbox"/> Cabinets	<input type="checkbox"/> Dowels	<input type="checkbox"/> Lath or stakes	<input type="checkbox"/> Siding
<input type="checkbox"/> Carvings	<input type="checkbox"/> Green lumber	<input type="checkbox"/> Manufactured homes	<input type="checkbox"/> Stair parts
<input type="checkbox"/> Case goods	<input type="checkbox"/> Kiln dried lumber	<input type="checkbox"/> Mouldings	<input type="checkbox"/> Sporting goods
<input type="checkbox"/> Chairs	<input type="checkbox"/> Fencing	<input type="checkbox"/> Pallets, pallet parts, skids	<input type="checkbox"/> Tables
<input type="checkbox"/> Caskets	<input type="checkbox"/> Firewood	<input type="checkbox"/> Paneling	<input type="checkbox"/> Trusses, roof & other
<input type="checkbox"/> Containers, paper	<input type="checkbox"/> Fixtures	<input type="checkbox"/> Panels (glued)	<input type="checkbox"/> Turnings
<input type="checkbox"/> Containers, paperboard or corrugated	<input type="checkbox"/> Flooring	<input type="checkbox"/> Paper	<input type="checkbox"/> Veneer
<input type="checkbox"/> Containers, wooden boxes	<input type="checkbox"/> Furniture, contract	<input type="checkbox"/> Paper products, other	<input type="checkbox"/> Windows
<input type="checkbox"/> Counter tops	<input type="checkbox"/> Furniture, custom work	<input type="checkbox"/> Parts	<input type="checkbox"/> Other: _____
<input type="checkbox"/> Crane mats	<input type="checkbox"/> Furniture, household	<input type="checkbox"/> Patterns	<input type="checkbox"/> Other: _____
<input type="checkbox"/> Containers, other	<input type="checkbox"/> Furniture, office	<input type="checkbox"/> Pellets or pressed fuel logs	
	<input type="checkbox"/> Furniture, outdoor	<input type="checkbox"/> Picture frames	

WOOD MATERIALS USED IN PRODUCTION IN 2015: PLEASE FILL OUT ONLY FOR YOUR PRIMARY RAW MATERIAL PRODUCTS!

Material	Amount Used in 2015: <i>This data will be kept confidential</i>	Unit of Measure	What % of the Material Was Produced in Michigan?	What % of the Material Was From Certified Products? (FSC, SFI, CSA)
Green Lumber			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Kiln Dried Lumber			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Veneer			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Millwork			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Turnings			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Dimension Stock			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Pallet Cut Stock			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Furniture Parts			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Squares			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Cants			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Poles/Posts			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Timbers			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Bark			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Sawdust			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Wood Chips			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
OSB			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Particle Board			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
MDF or MDO			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Hardboard			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Plywood			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Glued Panels			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Glued Laminated timber			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
LVL Products			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Paper			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Paperboard			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Corrugated Board			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Pulp, Virgin			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Pulp, Recycled			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Other: _____			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know
Other: _____			_____% <input type="checkbox"/> Don't know	_____% <input type="checkbox"/> Don't know

TREE SPECIES USED

<p>Hardwoods:</p> <input type="checkbox"/> Ash <input type="checkbox"/> Aspen <input type="checkbox"/> Basswood <input type="checkbox"/> Beech <input type="checkbox"/> Birch, White <input type="checkbox"/> Birch, Yellow <input type="checkbox"/> Cherry <input type="checkbox"/> Cottonwood <input type="checkbox"/> Hickory	<input type="checkbox"/> Maple, Hard <input type="checkbox"/> Maple, Soft <input type="checkbox"/> Oak, Red <input type="checkbox"/> Oak, White <input type="checkbox"/> Walnut <input type="checkbox"/> Yellow Poplar <input type="checkbox"/> Imported hardwood: _____ <input type="checkbox"/> Other hardwood: _____	<p>Softwoods:</p> <input type="checkbox"/> Balsam fir <input type="checkbox"/> Cedar, Easter Red <input type="checkbox"/> Cedar, Northern White <input type="checkbox"/> Douglas fir <input type="checkbox"/> Hemlock, Eastern <input type="checkbox"/> Hemlock, Western <input type="checkbox"/> Pine, Jack <input type="checkbox"/> Pine, Red	<input type="checkbox"/> Pine, Eastern White <input type="checkbox"/> Pine, Ponderosa <input type="checkbox"/> Pine, Radiata <input type="checkbox"/> Pine, Southern Yellow <input type="checkbox"/> Spruce, Black <input type="checkbox"/> Spruce, White <input type="checkbox"/> Spruce, other: _____ <input type="checkbox"/> Other softwood: _____
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CERTIFIED WOOD PRODUCTS, URBAN WOOD USE, AND LOCAL BRANDING

Do you currently produce/sell certified wood or paper products? Yes No If "Yes", check type: FSC SFI Other

Do your customers request certified products? Yes No | Would you like to learn more about certification? Yes No

What barriers do you see for adopting chain-of-custody certification for your company? Cost Lack of demand Other

Do you currently use wood sourced from reclaimed urban or landscape trees ("urban wood")? Yes No

If "yes", Do you feature your wood sourcing as part of your branding & marketing strategy? Yes No

What percentage of your annual sales would you estimate depends on urban wood? _____%

Would you be interested in learning more about marketing products made from urban wood? Yes No

Do you currently market products under the Pure Michigan brand? Yes No, Under another local brand? Yes No

Do you currently use wood from other reclaimed sources (such as deconstruction)? Yes No

If yes, please describe the source(s): _____

Would you be interested in learning more about use of branding as a marketing tool - e.g., Pure Michigan brand? Yes No

EQUIPMENT TO LIST IN THE DIRECTORY (CHECK ALL THAT APPLY)

<p>Drying Equipment</p> <input type="checkbox"/> Dry kiln <input type="checkbox"/> Predrier <input type="checkbox"/> Air Drier <input type="checkbox"/> Pass-through drier <input type="checkbox"/> Vacuum drier <p>Woodworking Equipment</p> <input type="checkbox"/> Lathe <input type="checkbox"/> Boring machine <input type="checkbox"/> Drill Press <input type="checkbox"/> Planer <input type="checkbox"/> Sander <input type="checkbox"/> Moulder <input type="checkbox"/> Shaper <input type="checkbox"/> Router <input type="checkbox"/> Dowel machine <input type="checkbox"/> Carver <input type="checkbox"/> Finger jointer	<input type="checkbox"/> CNC equipment <input type="checkbox"/> Laser engraver <input type="checkbox"/> Veneer splicer <input type="checkbox"/> Veneer press <input type="checkbox"/> Dovetailer <input type="checkbox"/> Tenoner <input type="checkbox"/> End matcher <p>Sawing Equipment</p> <input type="checkbox"/> Circular sawmill <input type="checkbox"/> Bandsaw mill <input type="checkbox"/> Cutoff saw <input type="checkbox"/> Edger <input type="checkbox"/> Resaw, band <input type="checkbox"/> Resaw, circular <input type="checkbox"/> Resaw, gang <input type="checkbox"/> Rip saw <input type="checkbox"/> Gang rip <input type="checkbox"/> Panel saw	<input type="checkbox"/> Table saw <input type="checkbox"/> Shingle mill <input type="checkbox"/> Scragg <p>Residue Equipment</p> <input type="checkbox"/> Chipper <input type="checkbox"/> Grinder <input type="checkbox"/> Hammer mill <input type="checkbox"/> Pellet mill <p>Other Equipment</p> <input type="checkbox"/> Nailer, automatic <input type="checkbox"/> Nailer <input type="checkbox"/> Notcher <input type="checkbox"/> Pallet denailer or disassembler <input type="checkbox"/> Plater machine <input type="checkbox"/> Retort <input type="checkbox"/> Steam bending <input type="checkbox"/> Stake pointer	<input type="checkbox"/> Floor truss machine <input type="checkbox"/> Pressing or laminating equipment <input type="checkbox"/> Truss equipment <input type="checkbox"/> Vacuum press <input type="checkbox"/> Wood treatment cylinder <input type="checkbox"/> Wood fired boiler <input type="checkbox"/> Pulp & paper mill equipment <input type="checkbox"/> Paper conversion equipment <input type="checkbox"/> Paperboard equipment <input type="checkbox"/> Paperboard box making equipment Other: _____ Other: _____ Other: _____ Other: _____
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Do you have dry kilns at your facility? Yes No Do you offer custom drying? Yes No

Do you plan to add dry kiln capacity within the next 5 years? Yes No

Would you be interested in a dry kiln, pre-dryer, or heat treatment workshop? Yes No

HEAT AND ENERGY SOURCES

Do you currently have a wood-fired energy system for your business? Yes No

If "Yes", check type: Heat Power

If "No", what energy source do you currently use for shop and process heat? Electricity Natural Gas Propane
 Fuel Oil Solar Other (please list) _____

If known, what is the age of your current furnace or heat appliance? _____ (years)

What rate do you currently pay for electricity? \$ _____/kW | What rate do you pay for propane? \$ _____/MCF

Would you like to learn more about potential savings possible using a wood-fired energy system? Yes No

DISPOSAL OF WOOD RESIDUES GENERATED IN 2015 (THIS DATA WILL BE KEPT CONFIDENTIAL!)

FOR COARSE AND FINE RESIDUES, ENTER THE TOTAL VOLUME OF RESIDUES PRODUCED AT THE BOTTOM OF THE TABLE IN TONS, AND THE PERCENTAGE OF TOTAL VOLUME DISPOSED OF FOR EACH USE. **EACH COLUMN SHOULD SUM TO 100%** BY SPECIES GROUP (SOFTWOOD VS. HARDWOOD). PLEASE CHECK THE BOX FOR METHOD OF DISPOSAL (SOLD VS. GIVEN AWAY, PAY FOR DISPOSAL, USED ON – SITE).

1. USED FOR	COURSE RESIDUES (chips, cut-offs, edgings, etc.)				FINE RESIDUES (sawdust, veneer, clippings, shavings, etc.)							
	Softwood	Hardwood	Sold	Given Away	Pay for Disposal	Used On-Site	Softwood	Hardwood	Sold	Given Away	Pay for Disposal	Used On-Site
a. Manufacture of fiber or composite products like paper, pulp or particleboard	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Animal bedding	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Industrial fuel at this plant.	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d. Industrial fuel at other plants.	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e. Household firewood	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f. Energy products - pellets or briquettes	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
g. Liquid fuels – ethanol, biodiesel, other bio-chemicals	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
h. Mulch	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
i. Miscellaneous uses such as charcoal, small dimension, and specialty items	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. NOT USED (including landfill and bark burned as waste)	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ESTIMATED TOTAL TONS APPROXIMATE MOISTURE CONTENT FOR ALL RESIDUES (%)	100%	100%					100%	100%				
	tons	tons					tons	tons				
	%	%					%	%				

INFORMATION, OUTREACH, AND EDUCATION NEEDS ASSESSMENT

PLEASE LIST THE TYPE OF INFORMATION, TRAINING, WORKSHOPS, AND TECHNICAL ASSISTANCE THAT YOU WOULD LIKE THE DNR, MDARD, MEDC, AND UNIVERSITY PARTNERS TO PROVIDE TO HELP YOU GROW AND MAINTAIN YOUR BUSINESS:

Information & Marketing Needs:		Technical & Research Needs:	
Needs:	Preferred Delivery Method:	Needs:	Preferred Delivery Method:
1.	1.	1.	1.
2.	2.	2.	2.
3.	3.	3.	3.
4.	4.	4.	4.

THANK YOU FOR COMPLETING THIS SURVEY!

Please mail the completed form to:
DNR-FOREST RESOURCES DIVISION
PO BOX 30452
LANSING, MI 48909-9845

OR E-mail to:
David Neumann
neumannd@michigan.gov

OR Fax to:
Attention: David Neumann
Fax: (517) 373-2443