

**Name: Neil A Summers, BSc, AIMMM, AIWSc**

## **Qualifications and Responsibilities**

Buckinghamshire College (Now Bucks New University): BSc in Timber Technology [1982]

Institute of Wood Science (now Institute of Materials, Minerals and Mining: Wood Technology Society): Associate [1982]

Trussed Rafter Association - Northern Regional Chair & Publicity Committee Chair, Management committee Member [2006-2001]

American Hardwood Export Council - Hardwood Grading to NHLA Rules [2011]

BS2482:2009 Certificate in Grading Scaffold Boards [2019]

Approved Tutor, Proskills Global Ltd: NOS-compliant Wood Science and Timber Technology Qualifications, Levels 2 - 6

## **CAREER SUMMARY**

With more than 35 years' technical experience in the Timber Industry, I can both communicate and present on a wide range of timber and wood-based subject areas; and I have an excellent depth of knowledge in many technical matters. I have undertaken technical timber research: notably in the world-renowned Wood Science Research Section of the Department of Pure and Applied Biology of Imperial College, London – where I took part in many projects; including improving preservation penetration of British grown Spruce; decay patterns of creosoted railway sleepers and utility poles and their remedial treatment.

More recently I have held Regional and National Sales Management roles within the Timber Treatment sector, where I managed the field sales force (and this became especially challenging during a more recent period of massive change and development of a new generation of chemical preservatives, which had resulted from the pressures of environmental legislation).

I now work as a consultant with TFT Woodexperts Limited; which gives me an opportunity to pass on to future generations of the timber trading, specifying and using industries, my comprehensive knowledge of timber and how it performs: as well as undertaking site-based investigations; where my considerable technical knowledge is proving invaluable.

## **EXPERIENCE**

I spent 15 years with one of Europe's leading timber preservation and treatment companies, initially in the Technical Department, offering product and technical advice by telephone; plus investigating causes of failure from timber samples. I also evaluated basic raw materials and carried out Quality Control of wood preservative products prior to their despatch. I wrote Reports and helped to support the National sales team, with product samples as required: and after a few years, I was able to take my technical knowledge and expertise out onto the road as a technical field sales representative: initially with a remit to enlighten specifiers as to the need for correctly specified and properly treated timber. This role soon grew to include all aspects of sales of pre-treatment chemicals to the customer base; using industrial preservatives |: and where I developed my communication and negotiating skills – and the importance of good customer relations.

I became a timber consultant in 2011, providing technical expertise and guidance to – among others – the American Hardwood Export Council (AHEC): beginning by investigating the properties of, and finding exterior uses for, many American Hardwoods This was, at the time, an exciting new project: because most previous preservative practice in the wood industry had been associated with Softwood timbers. That consultancy role with AHEC has since developed considerably – expanding to include planning and logistics on American Hardwood projects originating from AHEC's European office based in London; presenting seminars to architects and – more recently – a wider global role in presenting to conferences in **Europe, Africa and Southeast Asia**: expanding on the benefits of using American hardwoods in many areas. As an independent consultant, I regularly visit AHEC's clients in **Belgium, Italy, Turkey, Germany and the Netherlands** and conduct timber grading seminars to educate the users of such Hardwoods in the benefits of using the best grade of timber for their particular product bases. I have also conducted project work for other clients in our industry, including major UK Softwood sawmillers, on such matters as investigating the capabilities of incising machinery: plus assisting the Wood Protection Association (WPA) in looking into preservative treatment of timbers used in house building.

Since working with TFT Woodexperts Limited, I have been involved in Quality Assurance investigations and audits; and I am now an Approved Wood Science Tutor, having taken on a major Education & Training role within the company, which involves teaching students working in the UK Timber Trade at all levels. This work currently includes conducting formal Qualifications with Examinations, as well as running short-course, product-based workshops.

I also carry out site investigations and write technical reports, with a particular focus on timber treatments, coatings and preservatives, including fire treatments: but also specialising in the many uses – externally and internally – of temperate and tropical hardwoods.