

**UNITED STATES PATENT AND TRADEMARK OFFICE
TRADEMARK EXAMINING DIVISION**

Serial No.:	88443295
Mark:	HARTWELL
Applicant:	HORIZON FOREST PRODUCTS, L.P.

Kyle D. Simcox
Trademark Examining Attorney
Law Office 122

RESPONSE TO NONFINAL OFFICE ACTION

The trademark examining attorney has found no conflicting marks that would bar registration of the HARTWELL mark under Section 2(d) of the Lanham Act. In the Office Action dated August 22, 2019, the trademark examining attorney has refused registration on the Principal Register under Section 2(e)(4). Applicant Horizon Forest Products, L.P., by counsel, responds to the Office Action as follows:

HARTWELL Is Not Primarily Merely a Surname

Section 2(e)(4) of the Lanham Act provides that a mark may be refused registration on the Principal Register if it is "primarily merely a surname." 15 U.S.C. § 1052(e)(4). Whether a mark is primarily merely a surname depends on the "primary significance of the mark as a whole to the purchasing public." *H. Jay Spiegel & Assocs., P.C. v. Spiegel*, 652 F. Supp. 2d 639, 647 (E.D. Va. 2009) (citing *In re Hutchinson Tech. Inc.*, 852 F.2d 552, 554 (Fed. Cir. 1988)); TMEP § 1211.01. The Trademark Office has the initial burden of establishing that an applicant's mark is primarily merely a surname. *Hutchinson*, 852 F.2d at 553. The following inquiries are often used to determine the primary significance of a standard character mark:

- (1) The degree of the surname's rareness;
- (2) Whether anyone connected with applicant uses the term as a surname;
- (3) Whether the mark has any recognized meaning other than as a surname; and
- (4) Whether the term has the "look and sound" of a surname.

In re Benthin Mgmt. GmbH, 37 U.S.P.Q.2d 1332, 1334 (T.T.A.B. 1995); *In re Yeley*, 85 U.S.P.Q.2d 1150, 1151 (T.T.A.B. 2007) (concluding that court need not consider fifth *Benthin* factor when applied for mark is in standard character form).

As demonstrated below, Applicant respectfully submits that the HARTWELL mark is not primarily merely a surname because: (a) HARTWELL is a rare surname; (b) no one connected with the Applicant has the surname HARTWELL; (c) HARTWELL has a meaning apart from being a rare surname; and (d) there is no evidence that the mark has the clear structure and pronunciation of a surname. For these reasons, Applicant's HARTWELL mark will not be perceived as primarily merely a surname.

A. HARTWELL Is a Rare Surname

The rarity of a surname is a factor to be considered in determining whether a term is primarily merely a surname. *In re Joint-Stock Co. "Baik,"* 84 U.S.P.Q.2d 1921, 1924 (T.T.A.B. 2007) (finding the extreme rarity of BAIK weighed against surname refusal); *Benthin Mgmt.*, 37 U.S.P.Q.2d at 1333 (finding the fact that BENTHIN was a rare surname to be a factor weighing against a finding that the term would be perceived as primarily merely a surname); *In re Sava Research Corp.*, 32 U.S.P.Q.2d 1380, 1381 (T.T.A.B. 1994) (finding SAVA not primarily merely a surname, where there was evidence that the term had other meaning, no evidence that the term was the surname of anyone connected with applicant, and the term's use as a surname was very rare); *In re Garan Inc.*, 3 U.S.P.Q.2d 1537 (T.T.A.B. 1987) (holding GARAN not primarily merely a surname).

In the instant case, the examining attorney has found 13,231 listings for HARTWELL in the LEXISNEXIS surname database, a weekly updated directory of cell phone and other phone numbers (such as voice over IP) from various data providers. Without any indication of the size of the database, the raw 13,231 number does not indicate whether HARTWELL is a rare

surname. In *In re Sava Research Corp.*, 32 U.S.P.Q.2d 1380 (T.T.A.B. 1994), for example, the Court held that although 100 entries could indicate that a surname is not extremely rare, in a database of over 90,000,000 listings, the surname "represented about only one ten-thousandth of one percent of the surnames" and "is indeed a rare surname." 32 U.S.P.Q.2d at 1381.

The U.S. Census Bureau has a database of surnames taken from the most recent decennial census. The surnames are ordered by rank, and the database lists the number of individuals in the country having each surname. The surname HARTWELL does not rank in the top 1000 surnames. Only about 2 in 100,000 individuals have the surname HARTWELL, or about 0.002%. A true and correct excerpt of the Census Bureau's Listing of Surnames Occurring 100 or More Times is attached as **Exhibit A**. Because the Census Bureau database reflects the number of individuals, rather than the number of households, with a particular name, search results from this database are generally considered more persuasive evidence of surname frequency than results from telephone directory listings. TMEP § 1211.02(b)(iii) (citing *In re Weiss Watch Co.*, 123 U.S.P.Q.2d 1200, 1203 (T.T.A.B. 2017)). This evidence demonstrates that HARTWELL is a rare surname. Accordingly, this factor weighs against a finding that Applicant's mark is primarily merely a surname.

B. No One Connected with the Applicant Has the Surname HARTWELL

If a mark is not the surname of any person connected with an applicant, this is evidence that the mark is not primarily merely a surname. *Ex parte Omaha Cold Storage Co.*, 1956 Dec. Comm'r Pat. 189, 189. Cf. *In re Etablissements Darty et Fils*, 759 F.2d 15, 17 (Fed. Cir. 1985); *In re Olin Corp.*, 124 U.S.P.Q.2d 1327, 1332 (T.T.A.B. 2017); *Weiss Watch*, 123 U.S.P.Q.2d at 1203; *In re Eximius Coffee, LLC*, 120 U.S.P.Q.2d 1276, 1278–80 (T.T.A.B. 2016). Here, no one associated with Applicant bears the surname "Hartwell." True and correct printouts of Applicant's officers and employees are attached as **Exhibit B**.

Courts have reversed refusals to register a mark under circumstances like those presented in this case. See *In re BDH Two*, 26 U.S.P.Q.2d 1556, 1558 (T.T.A.B. 1993) (reversing refusal to register GRAINGERS); *In re The Monotype Corp. PLC*, 14 U.S.P.Q.2d 1070, 1071 (T.T.A.B. 1989) ("[T]here is no evidence that CALISTO is in fact the surname of anyone connected with applicant . . . such that the public would attribute a surname significance to CALISTO when it is applied to applicant's goods."); *Garan*, 3 U.S.P.Q.2d at 1539. This factor therefore weighs in favor of registration.

C. HARTWELL Has Meaning Apart from Being a Rare Surname

If a mark has significance or meaning, apart from its surname significance, such meaning weighs in favor of registration on the Principal Register without evidence of acquired distinctiveness. See *In re Isabella Fiore LLC*, 75 U.S.P.Q.2d 1564, 1567–68 (T.T.A.B. 2005) (holding FIORE not primarily merely a surname where it is also the Italian translation of the English word "flower"); *In re United Distillers plc*, 56 U.S.P.Q.2d 1220, 1221–22 (T.T.A.B. 2000) (holding surname HACKLER not primarily merely a surname in light of dictionary meaning). Moreover, a mark with surname significance may not be primarily merely a surname if that term also has a geographical meaning. *In re Colt Indus. Operating Corp.*, 195 U.S.P.Q. 75 (T.T.A.B. 1977) (holding FAIRBANKS not primarily merely a surname because the geographical significance of the mark was determined to be just as dominant as its surname significance). The term HARTWELL has significance apart from being a rare surname.

For example, "Hartwell" was the name of a three-decker, full-rigged wooden ship of the British East India Company that ran aground and sank off West Africa in 1787. *Hartwell (1787 Ship)*, WIKIPEDIA, [https://en.wikipedia.org/wiki/Hartwell_\(1787_ship\)](https://en.wikipedia.org/wiki/Hartwell_(1787_ship)) (last visited Jan. 28,

2020).¹ "Hartwell" is also the name of a city in Georgia; a neighborhood in Cincinnati, Ohio; and villages in both Buckinghamshire and Northamptonshire, England. Printouts of these geographic locations are attached as **Exhibit C**. Lake Hartwell is an artificial lake between Georgia and South Carolina on the Savannah, Tugaloo, and Seneca Rivers. *Lake Hartwell*, SOUTH CAROLINA STATE PARKS, <https://southcarolinaparks.com/lake-hartwell> (last visited Jan. 28, 2020).

These alternative meanings for HARTWELL suggest that consumers are not likely to perceive it as a surname—particularly because it is a rare surname that is not connected to anyone associated with Applicant.

D. Mark Does Not Have the Clear Structure and Pronunciation of a Surname

Some names, by their very nature, may have surname significance even though they are rare surnames. *See, e.g., In re Industrie Pirelli Societa per Azioni*, 9 U.S.P.Q.2d 1564, 1566 (T.T.A.B. 1988) ("[C]ertain rare surnames look like surnames and certain rare surnames do not and . . . 'PIRELLI' falls into the former category . . ."). Other surnames, like "Kodak," appear primarily to be arbitrary terms. *Id.* The question of whether a term has the structure and pronunciation of a surname is a "decidedly subjective" inquiry. *Eximus Coffee*, 120 U.S.P.Q.2d at 1280.

Here, there is no evidence that HARTWELL has the pronunciation and structure of a surname. The USPTO has not met the initial burden of proof for this factor. *Hutchinson*, 852 F.2d at 553. Moreover, the term HARTWELL is more likely to evoke the concept of "heartwood," the dense inner part of a tree trunk, yielding the hardest timber. *See, e.g.,*

¹ For purposes of evaluating a trademark, material obtained from the Internet is generally accepted as competent evidence. *See In re Bayer Aktiengesellschaft*, 488 F.3d 960, 966 (Fed. Cir. 2007); *In re Reed Elsevier Props., Inc.*, 482 F.3d 1376, 1380 (Fed. Cir. 2007); TMEP § 710.01(b).

"Heartwood", THE MERRIAM-WEBSTER.COM DICTIONARY, <https://www.merriam-webster.com/dictionary/heartwood> (last visited Jan. 28, 2020). Thus, the surname significance of HARTWELL is apt to lose out to the suggestive significance of HARTWELL when the term is used in connection with wood-based products. *Cf. BDH Two*, 26 U.S.P.Q.2d at 1558. In any event, any doubts regarding the perception of the mark as primarily merely a surname should be resolved in favor of Applicant. *Benthin Mgmt.*, 37 U.S.P.Q.2d at 1334. Accordingly, this factor weighs in favor of registration.

E. Conclusion

As demonstrated above, Applicant's HARTWELL mark will not be perceived as primarily merely a surname. Having responded to all issues raised in the Office Action, Applicant requests that the application pass to publication in due course.

Reservation of Rights

In the absence of a finding that Applicant's mark will not be perceived as primarily merely a surname, Applicant reserves its right to pursue registration on the Supplemental Register.

EXHIBIT A

Frequently Occurring Surnames in the 2010 Census: Surnames Occurring at Least 100 Times Nationally

Column header	Definition
name	Surname
rank	National rank in 2010
count	Frequency: number of occurrences nationally in 2010
prop100k	Proportion per 100,000 population for name
cum_prop100k	Cumulative proportion per 100,000 population
pctwhite	Percent Non-Hispanic White Alone
pctblack	Percent Non-Hispanic Black or African American Alone
pctapi	Percent Non-Hispanic Asian and Native Hawaiian and Other Pacific Islander Alone
pctaian	Percent Non-Hispanic American Indian and Alaska Native Alone
pct2prace	Percent Non-Hispanic Two or More Races
pcthispanic	Percent Hispanic or Latino origin

Source: U.S. Census Bureau, 2010 Census.

Note: Fields suppressed for confidentiality are assigned the value (S).

name	rank	count	prop100k	cum_prop100k	pctwhite	pctblack	pctapi	pctaian	pct2prace	pcthispanic
SMITH	1	2442977	828.19	828.19	70.9	23.11	0.5	0.89	2.19	2.4
JOHNSON	2	1932812	655.24	1483.42	58.97	34.63	0.54	0.94	2.56	2.36
WILLIAMS	3	1625252	550.97	2034.39	45.75	47.68	0.46	0.82	2.81	2.49
BROWN	4	1437026	487.16	2521.56	57.95	35.6	0.51	0.87	2.55	2.52
JONES	5	1425470	483.24	3004.8	55.19	38.48	0.44	1	2.61	2.29
GARCIA	6	1166120	395.32	3400.12	5.38	0.45	1.41	0.47	0.26	92.03
MILLER	7	1161437	393.74	3793.86	84.11	10.76	0.54	0.66	1.77	2.17
DAVIS	8	1116357	378.45	4172.31	62.2	31.6	0.49	0.82	2.45	2.44
RODRIGUEZ	9	1094924	371.19	4543.5	4.75	0.54	0.57	0.18	0.18	93.77
MARTINEZ	10	1060159	359.4	4902.9	5.28	0.49	0.6	0.51	0.22	92.91
HERNANDEZ	11	1043281	353.68	5256.58	3.79	0.36	0.6	0.19	0.16	94.89
LOPEZ	12	874523	296.47	5553.05	4.86	0.57	1.02	0.38	0.25	92.92
GONZALEZ	13	841025	285.11	5838.16	4.03	0.35	0.38	0.14	0.13	94.97
WILSON	14	801882	271.84	6110	67.36	25.99	0.6	1.06	2.38	2.61
ANDERSON	15	784404	265.92	6375.92	75.17	18.93	0.61	0.74	2.11	2.44
THOMAS	16	756142	256.34	6632.26	52.63	38.75	2.44	1.07	2.58	2.54
TAYLOR	17	751209	254.67	6886.93	65.38	28.42	0.56	0.76	2.41	2.46
MOORE	18	724374	245.57	7132.49	66.41	27.74	0.48	0.68	2.34	2.34
JACKSON	19	708099	240.05	7372.54	39.89	53.04	0.39	1.06	3.12	2.5
MARTIN	20	702625	238.19	7610.74	74.8	15.76	0.9	0.98	2.02	5.56
LEE	21	693023	234.94	7845.68	35.95	16.33	42.22	0.97	2.64	1.89
PEREZ	22	681645	231.08	8076.76	4.96	0.45	1.17	0.2	0.26	92.95
THOMPSON	23	664644	225.32	8302.08	69.78	23.57	0.57	1.22	2.37	2.49
WHITE	24	660491	223.91	8525.99	65.51	28.17	0.49	1.07	2.38	2.38
HARRIS	25	624252	211.63	8737.62	51.4	42.39	0.47	0.67	2.8	2.26
SANCHEZ	26	612752	207.73	8945.34	4.98	0.45	0.96	0.37	0.24	92.99
CLARK	27	562679	190.75	9136.1	74.65	19.02	0.54	1.01	2.19	2.58
RAMIREZ	28	557423	188.97	9325.07	3.89	0.31	0.93	0.2	0.19	94.48
LEWIS	29	531781	180.28	9505.34	58.23	34.84	0.56	1.2	2.58	2.58
ROBINSON	30	529821	179.61	9684.96	48.7	44.93	0.46	0.53	2.77	2.61
WALKER	31	523129	177.34	9862.3	58.66	35.05	0.45	0.87	2.55	2.41

KINARD	4990	7035	2.38	60429.07	64.93	30.02	0.4	0.45	2.23	1.96
ARCHIE	4990	7035	2.38	60431.46	17.9	74.54	0.41	1.86	3.31	1.98
BICKEL	4990	7035	2.38	60433.84	95.58	0.33	0.55	0.38	1.12	2.03
WALLIN	4995	7034	2.38	60436.23	94.65	0.58	0.61	0.48	1.35	2.32
SIPES	4995	7034	2.38	60438.61	93.57	1.48	0.58	0.58	1.45	2.33
GIDDENS	4995	7034	2.38	60440.99	69.78	23.87	0.41	0.51	2.16	3.27
KINGSTON	4998	7033	2.38	60443.38	84.35	9.77	0.78	0.41	1.58	3.11
SEO	4998	7033	2.38	60445.76	2.23	0.38	95.66	0.07	1.05	0.6
HARTWELL	5000	7032	2.38	60448.15	76.54	17.55	0.57	0.85	2.08	2.42
LORA	5001	7030	2.38	60450.53	10	1.72	1.07	0.13	0.5	86.59
SPITZER	5002	7027	2.38	60452.91	96.04	0.23	0.6	0.23	1.04	1.86
PENALOZA	5003	7026	2.38	60455.29	2.15	0.13	1.71	0.07	0.26	95.69
VELIZ	5004	7024	2.38	60457.68	6.48	0.3	0.56	0.19	0.17	92.31
GLAZE	5005	7022	2.38	60460.06	73.2	20.76	0.31	0.71	1.79	3.22
TARR	5006	7021	2.38	60462.44	90.81	4.09	1.13	0.19	1.69	2.09
BEALS	5007	7020	2.38	60464.82	85.07	9.29	0.75	0.74	1.79	2.35
BUTT	5007	7020	2.38	60467.2	55.58	2.22	37.02	0.33	3.03	1.81
CARRASQUILLO	5009	7015	2.38	60469.57	5.6	1.33	0.16	0.07	0.33	92.52
VARGHESE	5010	7013	2.38	60471.95	1.95	0.26	95.38	0.46	1.48	0.47
MCBEE	5011	7011	2.38	60474.33	83.33	11.31	0.27	0.53	2.11	2.45
FRIED	5012	7010	2.38	60476.7	95.91	0.43	0.77	0.23	1.1	1.57
MACON	5013	7008	2.38	60479.08	31.89	61.03	0.43	0.86	3.28	2.51
DURDEN	5014	7007	2.38	60481.46	59.47	35.59	0.27	0.61	2.1	1.96
OSTROWSKI	5015	7005	2.37	60483.83	96.46	0.14	0.5	0.11	1	1.78
BOZEMAN	5016	7004	2.37	60486.2	68.58	26.68	0.34	0.53	2.37	1.5
BERNARDO	5017	7003	2.37	60488.58	49.86	1.2	30.92	0	2.23	15.79
BERKOWITZ	5018	7000	2.37	60490.95	96.63	0.33	0.51	0	0.53	2
SHIVELY	5018	7000	2.37	60493.33	93.83	2.29	0.54	0.36	1.13	1.86
ARANGO	5020	6998	2.37	60495.7	7.72	0.66	0.51	0.09	0.21	90.81
DELAFUENTE	5021	6996	2.37	60498.07	7.28	0.2	5.03	0.11	0.49	86.89
MERKEL	5022	6991	2.37	60500.44	95.17	0.27	0.7	0.31	1.5	2.05
VICTORIA	5023	6989	2.37	60502.81	17.86	7.15	10.06	0.1	1.46	63.37

EXHIBIT B



Corporate Office – Raleigh

📍 Address:

4115 Commodity Parkway Raleigh, NC 27610

🕒 Hours:

Mon – Thurs:

7:00am – 4:30pm

Fri:

7:00am – 4:00pm

📞 Contact:

Phone: (919) 424-8265

Fax: (919) 255-9020

Toll Free: (866) 462-4083

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👤 Team Members



David Williams
Vice President



Steve Garner
Product Team Leader



JD Ziegelhofer
Sales Team Leader



Lori Garner
Product Team Member



Tina Williams
Human Resources Team
Leader



Bev Farah
Purchasing Team Leader



Kathleen McEntee
Accounting Team Leader



Holly Williams
Marketing Team Leader



Jim Warren
IT Team Leader



Mike Adams
Operations Team Leader



Wendy Love
Accounts Payable Team
Member



Heather Tutor
Accounting Team Member



Terri Luther
Purchasing Team Member



Bridget Nordlie
Purchasing Team Member



Anitra Stone
Purchasing Team Member



Brian Dunn
IT Team Member



Adam Purvis
Marketing Team Member



Tim Igo
Sales Manager - Texas

Current Openings

- ✓ Raleigh, NC - Flooring - Operations Manager



Raleigh, NC – Cabinets

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Team Members



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Branch Manager



Angela Simmons
Inside Sales Team Member



Chad Porter
Inside Sales Team Member



Phil West
Inside Sales Team Member



Jay Arnold
Lacquer/Outside Sales Team Member



Patrick Carey
Outside Sales Team Member



Kade Curry
Tint Specialist/Inside Sales Team Member



Dennis Wheeler
Operations Team Member



Marcellus McClean
Warehouse Team Member



Demetria Vick

Warehouse Team Member



Ed Pridgen

Warehouse Team Member



Ed Marconi

Delivery Driver Team
Member



David Reynolds

Team Member

Current Openings

- ✓ Raleigh, NC - Flooring - Operations Manager
 - ✓ Corporate Office - Raleigh - Marketing Web Dev
-

Employment Application

Date of Application

Contact Information



Raleigh, NC – Flooring

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Fri:

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Team Members



Chris Williams
Branch Leader



Josh Ammons
Delivery Driver Team
Member



Jeff Ellis
Outside Sales Team Member



Jeremy Vojtko
Team Leader



Mike Harter
Inside Sales Team Member



Otis Sexton
Repair Shop Team Member



Clint Simmons
Inside Sales Team Member



Travis Strickland
Inside Sales Team Member



Felix Suero
Delivery Driver Team
Member



Caleb Tutor

Inside Sales Team Member



Kevin Spitler

Repair Shop Team Member



RJ Keane

Outside Sales Team Member



Rich Bogdovics

Delivery Driver Team Member



Kelvin Sessoms

Delivery Driver Team Member



Noah Warren

Delivery Driver Team Member

Current Openings

✓ Raleigh, NC - Flooring - Operations Manager

✓ Corporate Office - Raleigh - Marketing Web Dev

Employment Application

Date of Application

12/30/2019

Contact Information

THE HARDWOOD EXPERTS!



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📞 Contact:

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👤 Team Members



Craig Servance
Delivery Driver Team
Member



Alan Guinon
Warehouse Team Member



Mike Culbreth
Delivery Driver Team
Member



Corporate Office – Richmond

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Fri:

7:30am – 4:00pm

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L.A. Carroll
Inventory Team Leader



Jennifer Cline
Credit Analysis Team Leader



Jessica Hardin
Credit Analysis Team Member



Wendy Palmer
Purchasing Team Member



Jessica Alvarez
Credit Analysis Team Member



Caitlin Cline
Credit Analysis Team Member



Mike Becker
Inventory Team Member

Current Openings

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THE HARDWOOD EXPERTS!



Richmond, VA

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7:30am - 4:00pm

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Branch Manager



David Seamster
Assistant Manager



Randy Coleman
Inside Sales Team Member



Jason Harrell
Outside Sales Team Member



Errol Calvin
Delivery Driver Team
Member



Willie Butler
Operations Team Leader



Jacob Lowery
Delivery Driver Team
Member



Diamond Jones
Delivery Driver Team
Member



Dontay Garrison
Delivery Driver Team
Member

Current Openings

← Locations

THE HARDWOOD EXPERTS!



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Eric Thornburg
Team Member



Robert Fox
Team Member



Ronnie Jones
Team Member

Current Openings

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› Corporate Office - Raleigh

› Corporate Office - Richmond

› Greensboro, NC

› Houston, TX

› N. Charleston, SC

› Norfolk, VA

› Plano, TX

› Raleigh, NC - Cabinets

› Raleigh, NC - Flooring



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Jeff Boteler
Inside Sales Team Member



Nosilia Cuellar
Inside Sales Team Member



Maria Espejo
Inside Sales Team Member



Ed Nuckols
Outside Sales Team Member



Eli Villanueva
Inside Sales Team Member



Eric Butler
Outside Sales Team Member



Gregg Maxwell
Operations Manager



Mike Mattingly
Warehouse Team Member



Kevin Caldwell
Warehouse Team Member



Larry Kishpaugh
Delivery Driver Team Member



Donald Lingham
Delivery Driver Team Member



Aaron Dean
Delivery Driver Team Member



Alex Reed
Delivery Driver Team Member



Shawn Adler
Operations Team Member

Current Openings

📍 Locations

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➤ [Charlotte, NC](#)

➤ [Corporate Office – Raleigh](#)

➤ [Corporate Office – Richmond](#)

➤ [Greensboro, NC](#)



Charlotte, NC

Address:

10901 S. Commerce Blvd, Suite C
Charlotte, NC 28273

Hours:

Mon - Fri:

6:30am - 4:00pm

Contact:

Phone: (704) 602-7834

Fax: (704) 602-7835

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Team Members



John Rendleman
Branch Team Leader



Zach Crews
Operations Team Member



Randy Hilton
Inside Sales Team Member



Brandon Arnold
Inside Sales Team Member



Mike Spillman
Inside Sales Team Member



Bennett King
Outside Sales Team Member



Hayden Briggs
Delivery Driver Team
Member



Roberto Campos
Delivery Driver Team
Member



Gary Stansell
Outside Sales Team Member

Current Openings

← [Locations](#)

THE HARDWOOD EXPERTS!



Greensboro, NC

📍 Address:

9050 W. Market St.
Colfax, NC 27235

🕒 Hours:

Mon - Thurs:

7:30am - 4:30pm

Fri:

7:30am - 4:00pm

📞 Contact:

Phone: (336) 993-WOOD (9663)

Fax: (336) 993-1045

[Get Direction](#)

👤 Team Members



Scott Klenke
Branch Team Leader



Daniel Caviness
Outside Sales Team Member



Kevin Neal
Delivery Driver Team
Member



Ray Prince
Warehouse Team Member



Todd Smith
Inside Sales Team Member



Kevin Vernon
Inside Sales Team Member



Linda Ziegelhofer
Inside Sales Team Member



Joseph Ziegelhofer
Assistant Manager



Bryson Faulkner
Operations Team Leader



De’Karris Brooks
Deliver Driver Team Member



Rodrick Cheek
Delivery Driver Team
Member

Current Openings

📍 Locations

› Beltsville, MD

› Charlotte, NC

› Corporate Office – Raleigh

› Corporate Office – Richmond

› Greensboro, NC

THE HARDWOOD EXPERTS!



Houston, TX

Address:

11850 Hempstead Hwy, Suite 290
Houston, TX 77092

Hours: Mon – Fri: 7:00am – 4:00pm

Contact:

Phone: [\(713\) 333-0111](tel:7133330111)

Fax: [\(713\) 333-0112](tel:7133330112)

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Team Members



Gaby Martinez
Branch Team Leader



Joe Alvar
Operations Manager



Gerson Pereira Carrasco
Warehouse Team Member



Matthew Gutierrez
Inside Sales Team Member



Frank Garcia
Warehouse Team Member



Armando Bautista
Delivery Driver Team
Member



Francisco Garcia
Inside Sales Team Member



Charles Allhands
Outside Sales Team



Nancy Garza
Inside Sales Team Member



Robert Abdo
Outside Sales Team Member

Current Openings

✓ Houston, TX - Sales Representative

Employment Application

Date of Application

12/30/2019

Contact Information

Name *

THE HARDWOOD EXPERTS!



N. Charleston, SC

📍 Address:

4301 Dorchester Rd, Bldg #300
N. Charleston, SC 29405

🕒 Hours:

Mon - Thurs:

7:30am - 5:00pm

Fri:

7:30am - 4:00pm

📞 Contact:

Phone: (843) 744-4442

Fax: (843) 744-4481

Toll Free: 866-232-4442

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👤 Team Members



Wes Vicars
Branch Leader



Dorian "Jo" Bucholz
Administrative Team
Member



Dac Cantley
Outside Sales Team Member



Gerald Carver
Delivery Driver Team
Member



Wilson Crouch
Inside Sales Team Member



Mark Gibson
Inside Sales Team Member



Warren Wright
Operations Team Leader



Joe Huger
Operations Team Member



Drew Davis
Operations Team Member



Mark Calabrese
Inside Sales Team Member

Current Openings

↩ Locations

› Beltsville, MD

› Charlotte, NC

› Corporate Office – Raleigh

› Corporate Office – Richmond

› Greensboro, NC



Norfolk, VA

📍 Address:

3745 Progress Road Norfolk, VA 23502

🕒 Hours:

Mon – Thurs:

7:00am – 4:30pm

Fri:

7:00am – 4:00pm

📞 Contact:

Phone: (757) 420-8755

Fax: (757) 420-8759

Toll Free: (877) 420-8755

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👤 Team Members



Rex Holt
Branch Team Leader



Branden Cutler
Assistant Branch Manager



Kenny Eldredge
Operations Team Leader



Chase Whitley
Inside Sales Team Member



Gabe Himmelwright
Inside Sales Team Member



Brad Hartley-Christian
Outside Sales Team Member



Ron Dafoe
Delivery Driver Team
Member



Moe Mohammad
Delivery Driver Team
Member



Rob Hughes
Warehouse Team Member

Current Openings

← [Locations](#)

THE HARDWOOD EXPERTS!



Plano, TX

📍 Address:

2800 E Plano Parkway, Ste 200 Plano, TX 75074

🕒 Hours:

Mon – Fri:

7:00am – 4:30pm

📞 Contact:

Phone: (469) 909-6224

Fax: (469) 909-6225

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👤 Team Members



Matt Young
Branch Team Leader



Jose Elizondo
Operations Manager



Pedro Valdez
Inside Sales Team Member



Leah Thomas
Outside Sales Team Member



Anthony Reaves
Delivery Driver Team
Member



Rex Cicero
Delivery Driver Team
Member



Judy Mendoza
Inside Sales Team Member



Matt Jackson
Outside Sales Team



Antonio Fragoso
Warehouse Team Member

Current Openings

← Locations



Wilmington, NC

📍 Address:

2422 Castle Hayne Road Wilmington, NC 28401

🕒 Hours:

Mon – Thurs:

7:30am – 5:00pm

Fri:

7:30am – 4:00pm

📞 Contact:

Phone: (910) 343-3331

Fax: (910) 343-3334

Toll Free: (800) 773-8020

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👤 Team Members



David Blackburn
Branch Leader



Jack Deckard
Delivery Driver Team
Member



Sean Dugan
Inside Sales Team Member



Frank Forte
Delivery Driver Team
Member



Brent Huntley
Inside Sales Team Member



Dan Kunza
Outside Sales Team Member



Chad Marshall
Inside Sales Team Member



Morgan Stout
Operations Team Leader



Austin Richardson
Warehouse Team Member



Patrick Bowden
Warehouse Team Member

Current Openings

↩ Locations

› Beltsville, MD

› Charlotte, NC

› Corporate Office – Raleigh

› Corporate Office – Richmond

› Greensboro, NC

EXHIBIT C

Google Maps Hartwell




Map data ©2019 2000 ft



Hartwell

Georgia 30643


 Sunny · 58°F
 5:07 PM



Directions



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Photos



Photos

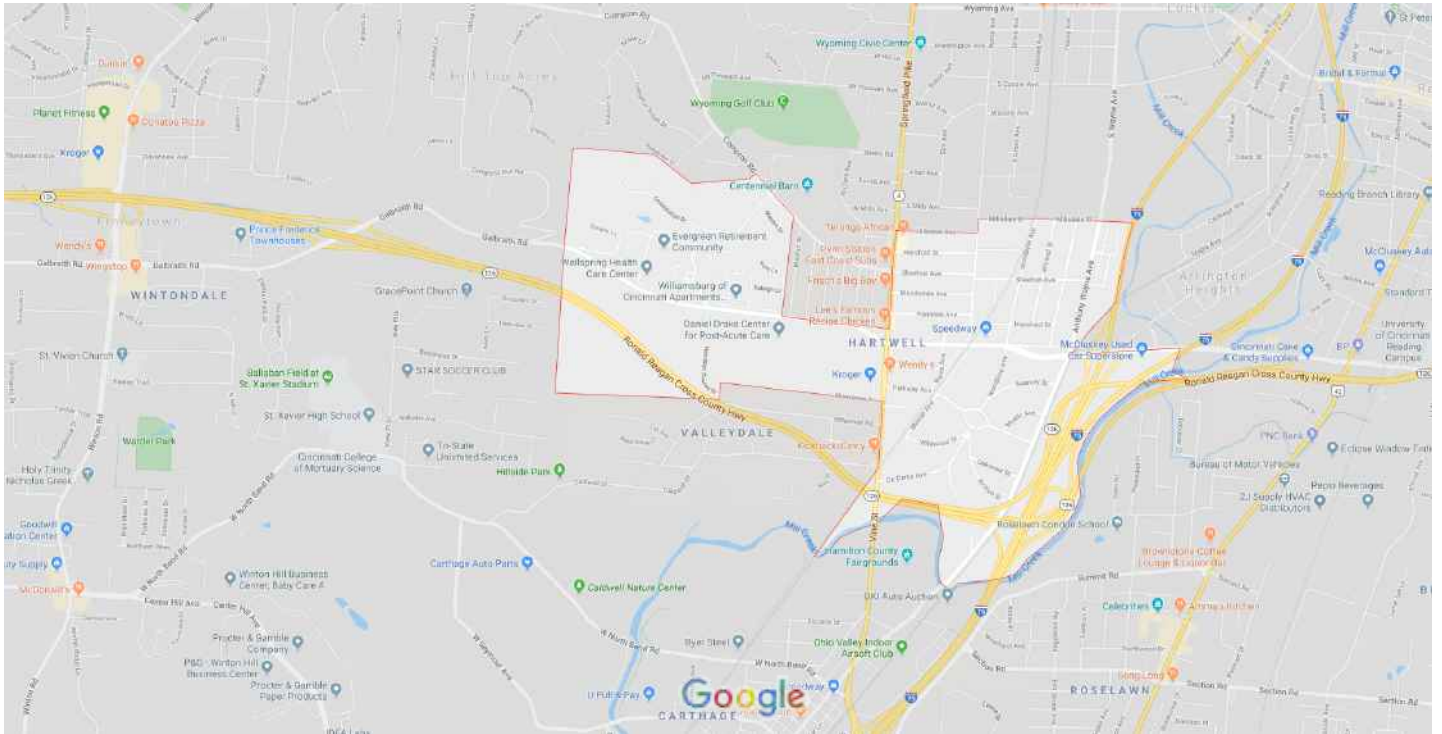
Quick facts

Hartwell is a city in Hart County, Georgia, United States. The population was 4,469 at the 2010 census. The city is the county seat of Hart County. [Wikipedia](#)

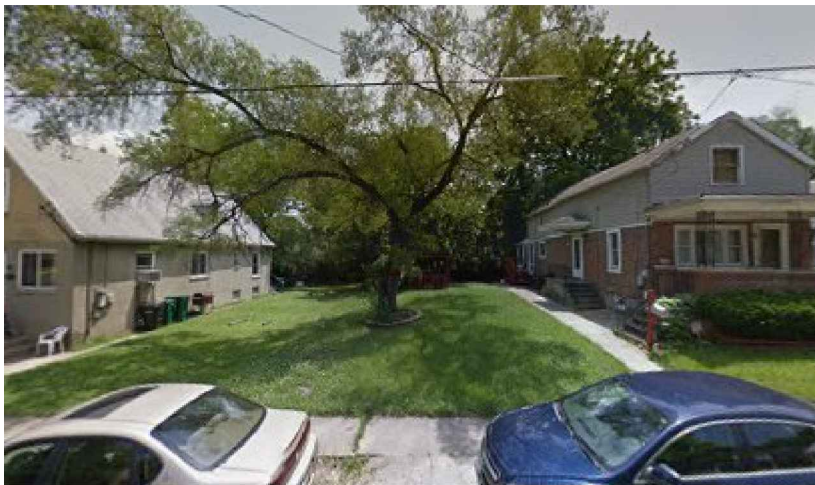
Hotels

3-star averaging \$124 [View Hotels](#)

Google Maps Hartwell



Map data ©2019 Google 1000 ft



Hartwell

Cincinnati, OH



Directions



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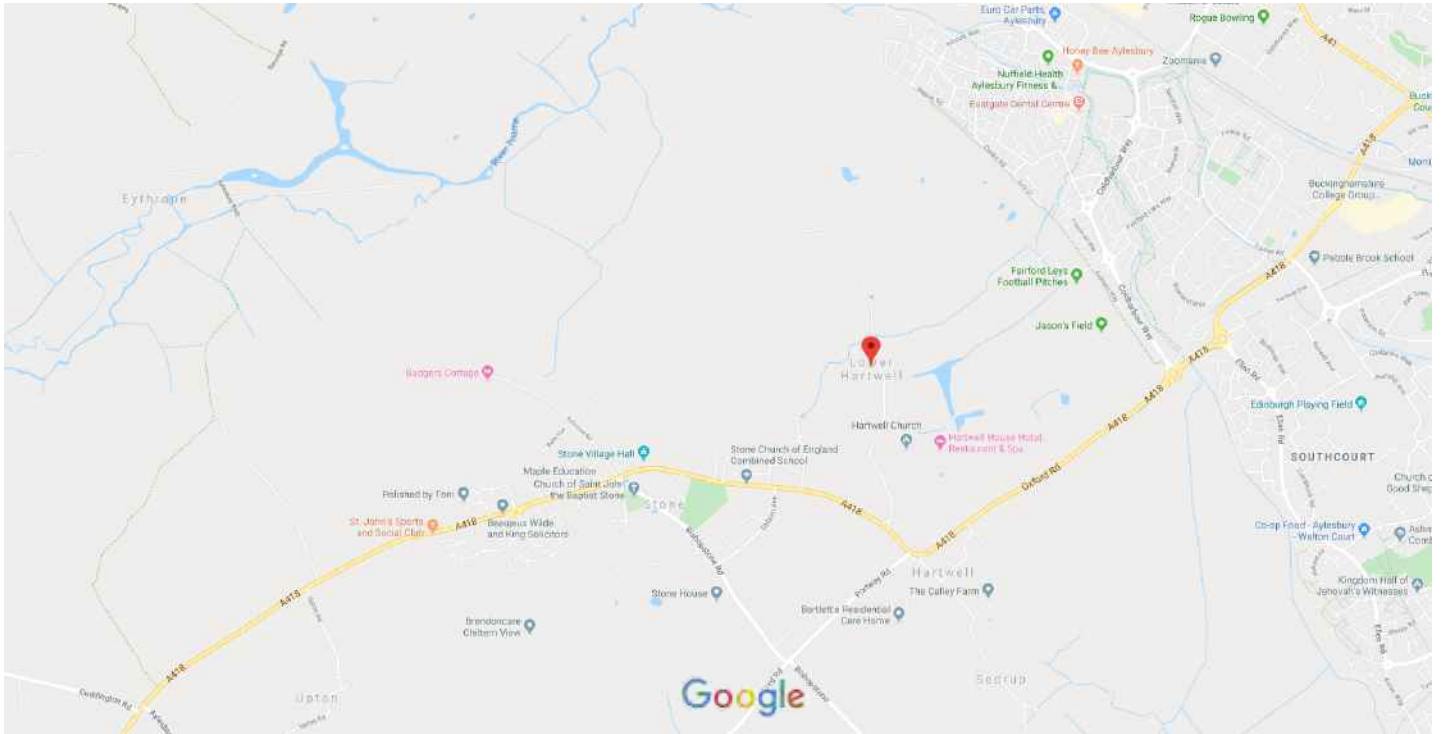


Share

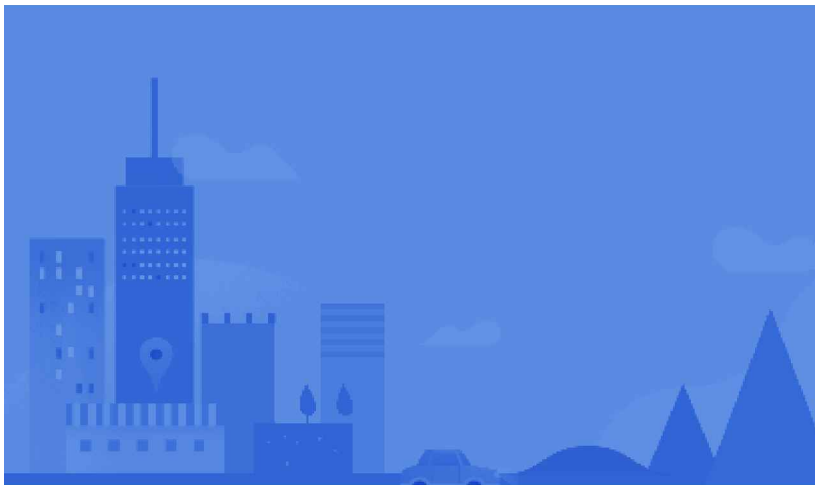
Photos



Google Maps Lower Hartwell



Map data ©2019 1000 ft



Lower Hartwell

Aylesbury
HP17 8NR
UK

Partly Cloudy · 38°F
10:08 PM



Directions



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Quick facts

Hartwell is a village and former civil parish, now in the parish of Stone with Bishopstone and Hartwell, in the Aylesbury Vale district, in central Buckinghamshire, England. It is to the south of Aylesbury, by the village of Stone. In 1961 the civil parish had a population of 100. [Wikipedia](#)

Hotels

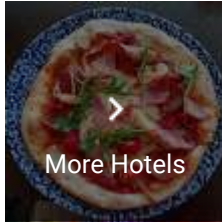
About pricing ⓘ



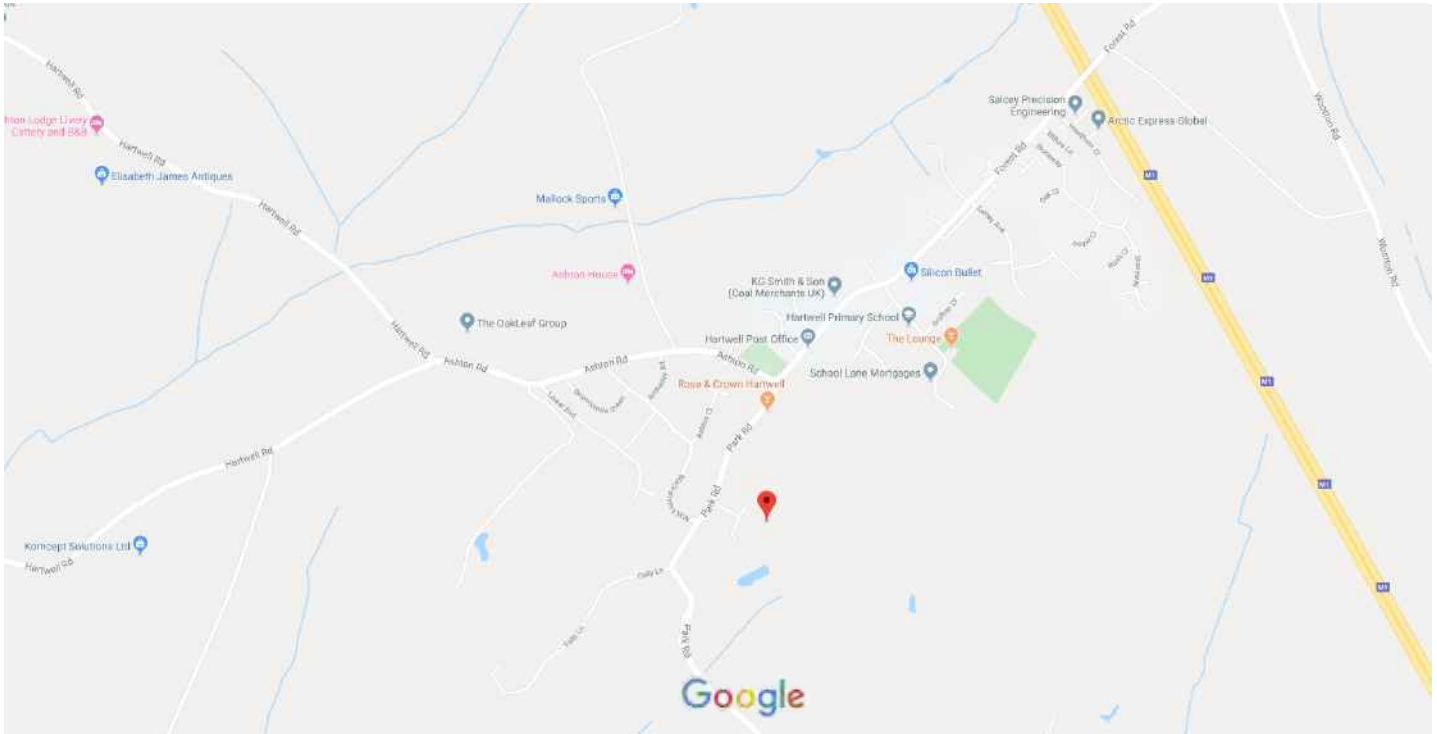
[Travelodge Ayles...](#)
3.8 ★★★★★
1 stars
\$54



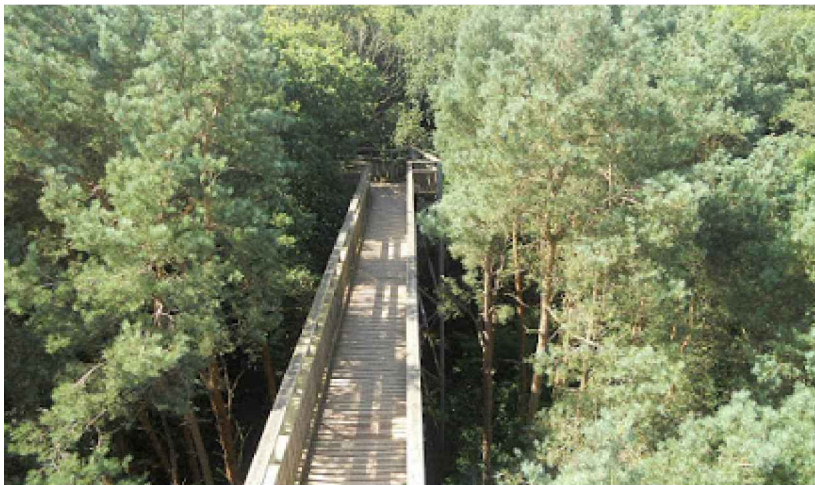
[Best Western Gar...](#)
3.5 ★★★★★
3 stars
\$55



Google Maps Hartwell



Map data ©2019 500 ft



Hartwell

Northampton
UK

Partly Cloudy · 39°F
10:10 PM



Directions



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Nearby



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Photos



Quick facts

Hartwell is a village and civil parish in South Northamptonshire, bordering Buckinghamshire. The village is next to Salcey Forest and the M1 motorway. It is 7 miles south of Northampton and 13 miles north of Milton Keynes. [Wikipedia](#)

Hotels

About pricing



[Hilton Northampt...](#)
4.3 ★★★★★
4 stars
\$56



[Holiday Inn Expre...](#)
4.3 ★★★★★
3 stars
\$46

