

HARDWOOD ARTISANS

Simply Beautiful Furniture.

Main Office: 15005 Farm Creek Drive, Woodbridge, VA 22191

Telephone: 703-643-1044

Web site: www.hardwoodartisans.com

Who We Are

Founded in 1976, Hardwood Artisans has been building superior hardwood furniture by hand for Washington, DC-area residents for over thirty years. The company began with two men making loft beds out of birch wood. Now Hardwood Artisans employs over 70 people and offers furniture made from seven types of wood.

To put it simply – woodworking is our passion – and that passion seems to be contagious. Customers, like our craftsmen, delight in the quality and care behind each piece and are often found wandering in the Woodbridge, Virginia-based workshop. From beginning to end, customers can select the materials, design the piece and watch as it is made.

At Hardwood Artisans, we believe every piece of furniture is a self-portrait of the person who makes it. We teach each of our craftsmen to autograph their work with excellence.

Our Mission

Hardwood Artisans' mission is to change the way people buy hardwood furniture. According to a recent survey commissioned by the American Home Furnishings Alliance (AHFA), approximately six out of every ten consumers wish they could repurchase a piece of furniture simply because they felt they did not buy a quality piece the first time around.

Hardwood Artisans believes that when people compromise quality for price, they often have to buy the same piece of furniture several times, utilizing unnecessary resources, not to mention paying too much for poor quality. Hardwood Artisans uses one of nature's greatest resources to create timeless and durable wood furniture in a responsible manner. They build their furniture to last 70 – 100 years, the time it takes to grow a tree.



Our Leadership

Greg Gloor, General Manager and Owner

General Manager and Owner Greg Gloor started Hardwood Artisans in 1976 at 26 years old. The business consisted of Greg, his wife Lois, his business partner Larry Spinks and some simple hand tools. The business began operating out of a basement apartment in Old Town, Alexandria. The original company name was The Loft Bed Store. The original company products were loft beds and platform pedestal beds.

Greg comes from a family background where if you need something, you either save up to buy it, you make it yourself, or you do without. This simple philosophy got the company through the first several years of business. Greg hired his first real employee in the first year, and after four years the company had about 10 people on the payroll. Now the company employs over 70 people.

Greg would spend most of the day in the shop doing whatever was needed. His wife Lois did most of the bookkeeping. He read books on woodworking and attended woodworking and tool shows. Luckily, he had a natural talent for the craft, and an aesthetic feel for furniture design.

As time progressed, he accumulated more (and more serious) woodworking machinery and tools, as well as more employees. All of the staff has been trained internally; Greg doesn't expect to be able to hire someone and put them to work without a fair bit of time spent on training – this is true whether the person is a shop person, office person or salesperson. Hardwood Artisans has developed its own way of doing things that is largely for the purpose of getting the most important final product: a satisfied customer.

Two years ago Greg turned his business over to a handful of the people who have been instrumental in building this business. Greg still works a full week as a general manager in the shop, as well as instructing and working in the showrooms on the weekends. Greg has turned the real decision-making over, and advises on an “as asked” basis.

He will be 60 in a few years and plans to retire. Greg would like to devote his time to international conflict resolution and bringing about “whirled peas” – where he started back in his hippie days.

Mark Gatterdam, Owner

Mark Gatterdam has been in the furniture business for 25 years. He started out working for various furniture stores, and doing other odd jobs while putting himself through college. Mark decided that at the end of the day he needed something more tangible.



In 1987 Mark came to work for Hardwood Artisans as a woodworking apprentice, where he has literally worked his way to the top. He is currently one of six owners, and handles various service-related jobs. He enjoys interacting with customers on a personal level daily and making sure that they are happy and satisfied. Over time, Mark has become increasingly more involved in furniture design. His design work includes the Mackintosh sofa, the Artisan Sleigh bed and many re-designs.

Coming from an artistic family, a potter, photographer, and weaver among them, Mark has been surrounded by creative energy. Outside of Hardwood Artisans, Mark enjoys taking care of his garden, where he has grown award-winning produce, and working on the home that he and his wife, Erika, built together. He is very active with the SPCA in Fauquier County, and with the Fauquier County Fair.

Presently, Mark's endeavors include marketing and designing new lines of furniture for the company.



John Buss, Co-Owner

John Buss began working for Hardwood Artisans 25 years ago in 1983. He started out in the shop building drawers. After a few years, John began building storage beds, which eventually led to his promotion to supervisor of the bed department. Over time John's position evolved into the Head of Maintenance. As the Head of Maintenance, John was responsible for making sure that everything ran smoothly. Whether it was a machine, or some problem with the building, John was your man. As his responsibilities continued to grow, he became

the Establishment Foreman. This position involves maintaining all aspects of production, including hiring, training, and safety.

John is now an owner of Hardwood Artisans. He manages many different aspects of the company, from ordering lumber and supplies, to overseeing marketing and finances. John also attends woodworking shows to keep up with the latest in machinery and other innovations to keep the shop modern, and running as efficiently as possible. Although as an owner John's duties have expanded greatly, it's very likely that he can be found in the shop, doing what he loves most: building furniture.

John has two children, a son, Adam, who attends George Mason University in the Performing Arts Program, and a daughter, Jenna, who enjoys dancing and competitive cheerleading. He loves to be outside, whether it be swimming, golfing with friends and coworkers, or gardening (roses and veggies are his specialty).

John plans to continue to make this company the best that it can be, a company that will last forever (like its furniture), and something that everyone involved can be proud of.

Our Products

Hardwood Artisans designs custom and artisan handmade furniture in a variety of styles out of seven different types of wood. The following is an overview of the furniture and styles we offer:

- Space-saving solutions such as Murphy beds, loft beds and innovative storage furniture;
- Asian-inspired living room, dining room and bedroom collections;
- Shaker-style bedroom, home office and dining collections;
- Mission style living rooms, bedrooms, dining rooms and home offices;
- Mid-century modern home office and bedroom furniture;
- Classic, traditional furniture for bedrooms, living rooms, dining rooms and home offices;
- Entertainment centers for all types of media equipment, particularly flat screen TVs; and
- Custom and artisan handmade furniture for every room in the home or office.

However, as per our 32-year-old policy, our most important product is a satisfied customer.

For more information about Hardwood Artisans, or to arrange an interview, please contact our Marketing Director, Alison Heath, via e-mail at alison@hardwoodartisans.com or via phone at 703-643-1044.

