



News...As it Happens

February 2, 2009

Teragren Gets New Distributors, Adds to Staff

Bainbridge Island, WA, Feb. 2, 2009—Teragren said it has secured two new distribution agreements in the U.S. and Canada.

The new agreements will expand the company's existing broad distribution network, which currently spans the U.S., Canada, Bermuda, New Zealand and the Republic of South Africa.

The company has also expanded its marketing and sales force, appointing several industry veterans to help position the company for long-term growth and international expansion.

U.S. flooring distributor Ohio Valley Flooring and Canadian flooring distributor Melmart Distributors Inc. will offer Teragren bamboo flooring and coordinating stair parts and accessories through their respective networks of floor covering retailers.

Cincinnati, Ohio-based Ohio Valley Flooring, the third largest distributor of floor covering products in the U.S., will now offer Teragren flooring and coordinating accessories to its vast market of retailers throughout Ohio, Indiana, Kentucky and Western Pennsylvania.

Melmart Distributors will also offer Teragren's flooring and coordinating accessories to its vast network of more than 2000 customers across eastern Canada.

Teragren co-founder Ann Knight, formerly executive vice president and marketing director, will now lead Teragren's international expansion efforts as executive vice president and global brand director.

John Austin will serve as national sales manager for Canada and Upper Midwest Regional Sales Manager in the U.S. Previously, Austin was North American sales manager for Lamwood Products and U.S. sales manager for Stevens-Dufour Floorcovering.

Matthew Smith has been appointed regional sales manager for California, Arizona, Nevada, New Mexico and southwestern Colorado. Smith will work closely with Longust Distributing. Smith

has more than ten years experience in the industry, and was formerly western regional sales manager for Artistic Finishes and builder-strategic account representative with Armstrong World Industries.

Vander dos Santos represents Teragren as an independent international sales manager covering Brazil, Argentina, Chile and Uruguay. He will open new markets for international distribution of Teragren's flooring and panel products.

The company has also expanded its R&D force with Leland Slaven named research and development project manager.