

Tuesday, January 8, 2008

Teragren boosts distribution

[Bainbridge Island, Wash.] Bamboo flooring manufacturer Teragren has announced a significant expansion of its distribution network with seven new agreements in the United States, Canada and the Republic of South Africa.

The new agreements will expand and increase efficiency of the company's already broad distribution network as the market for green homes is expected to rise from \$2 billion to \$20 billion over the next five years, according to Teragren CEO David Knight.

Under terms of the new agreements, Atlanta-based distributor The R.A. Siegel Company, a family-owned wholesale flooring distributor, will offer Teragren flooring and coordinating accessories to its market of approximately 2,800 retailers in Georgia and Northern Florida. Mesa, Arizona-based Longust Distributing will distribute Teragren through six distribution centers located in Arizona, New Mexico, Southwestern Colorado, Southern Nevada and Southern California. South Africa-based HFF Architectural Finishes will carry Teragren bamboo flooring, panels and veneer through flooring retailers and directly to architects and designers in the Republic of South Africa, Namibia, Botswana and Mozambique. The agreement represents Teragren's first expansion into the African continent.

In addition, U.S. distributors BlueLinx Holdings Inc., MacBeath Hardwoods, Timber Mountain Hardwoods and Canadian-based McFadden's Hardwood & Hardware Inc. will distribute Teragren bamboo panels and veneer to furniture manufacturers, architectural millwork houses and cabinet shops. Teragren's panel and veneer division has also experienced significant growth, Knight added, and will add new distributors in the U.S. and Ontario.

Teragren also announced a new partnership with Sweden-based company **Välinge Innovation AB** to license their patented Glue-less Floor Locking Strip Technology for use in the company's Studio Wide Plank Floating Floor and other products. Studio is now made with 100 percent bamboo fiber cross-ply construction.