



FINE BAMBOO FLOORING, PANELS & VENEER

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TERAGREN SECURES TWO NEW AGREEMENTS TO DISTRIBUTE FINE BAMBOO FLOORING, STAIR PARTS & ACCESSORIES

Marketing & Sales Force Strengthened as Several Industry Veterans Join Teragren Team

BAINBRIDGE ISLAND, Wash. – February 2, 2008 – Teragren (www.teragren.com), the nation's leading manufacturer of fine bamboo flooring, panels and veneer, today announced that it has secured two new distribution agreements in the United States and Canada.

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

"We're excited to be broadening our network with some of the best distributors in the industry—and we're eager to support our entire network given the current economic climate," said Teragren President and CEO David Knight. "While we're concerned about the state of the marketplace, we believe that Teragren is well-positioned to weather the storm."

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

New Flooring Distributors

Under the terms of the new agreements, 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.

“As a family-owned company with deep roots in the flooring industry, we represent only the best brands,” said Jeff Garber, Vice President of Sales & Marketing at Ohio Valley. “We’ve been extremely impressed by the quality of Teragren’s products, the strength of their brand and the character of their team.”

Melmart Distributors Inc., a family-owned wholesale flooring distributor providing flooring solutions through retailers and flooring contractors in Ontario and Quebec Provinces, will also offer Teragren’s flooring and coordinating accessories to its vast network of more than 2000 customers across eastern Canada.

“Teragren is the bamboo flooring industry leader with excellent brand integrity unmatched by the competition,” said Grant Heggie, President and CEO of Melmart. “We’re confident in their high quality standards, environmental responsibility, and attention to service and integrity.”

Industry Recognition & Expanding Team

Teragren is also taking steps to strengthen its marketing and sales force in order to position for long term growth and international expansion.

Teragren co-founder **Ann Knight**, formerly EVP and marketing director, will now lead Teragren’s international expansion efforts as **Executive Vice President (EVP) and Global Brand Director**. In the newly created position, Knight will be responsible for domestic and international brand management throughout the company’s flooring and panel-veneer divisions.

Teragren has also significantly reinforced its sales team with the addition of three flooring industry veterans.

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. In his new role, Smith will work closely with Longust Distributing, Inc. to promote Teragren’s bamboo flooring products. 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**. In his new role, dos Santos 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 & Development Project Manager**. Slaven is responsible for spearheading ideas and innovations in bamboo at Teragren, with particular emphasis on bamboo as a structural product.

“Teragren had a successful year in 2008, and we intend to maintain our leadership in the green industry through new product innovation in 2009,” said Knight.

About Teragren

In 1994, Teragren (www.teragren.com) pioneered the bamboo flooring, panel and veneer industry in the United States. The company is recognized as a category leader by the architectural and design communities as well as major floor covering distributors and retailers, and panel and veneer distributors. Teragren is also considered a leader within the broader sustainable business movement—it was named by *Inc. Magazine* as one of “The Green 50” companies that are setting the standard for environmentally friendly business, and one of the “Top Ten Greentpreneurs” by *Seattle Metropolitan Magazine*. All Teragren bamboo products contribute to certification under the U.S. Green Building Council’s LEED® (Leadership in Energy & Environmental Design) rating system in one or more categories. The company owns exclusive rights to four strand bamboo patents: U.S. (*Patent # 5,543,197*), U.K. (*Patent # EP 0 907 503 B1*), Mexico (*Patent # 204281*) and Brazil (*Patent # PI 9612688-4 A*). Teragren’s cross-ply 100 percent bamboo core substrate has U.S. and International patents-pending.

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