



FINE BAMBOO FLOORING, PANELS & VENEER

Contact: Traci Paulk
The Fearey Group
206.343.1543
tpaulk@feareygroup.com

TERAGREN SECURES FOUR NEW AGREEMENTS TO DISTRIBUTE FINE BAMBOO FLOORING, PANELS & VENEER

Teragren Completes Banner Year as Revenue Increases Nearly 40 Percent in 2006

BAINBRIDGE ISLAND, Wash. – Feb. 8, 2007 – Teragren, the nation’s leading manufacturer of environmentally-friendly bamboo flooring, panels and veneer, today announced that it has secured four new agreements that will expand the company’s distribution network significantly. This expansion will contribute to Teragren’s continued industry momentum and anticipated double digit growth in 2007.

The new partnerships cap off a year of phenomenal growth for Teragren, in which the company increased its revenues by 40 percent and was recognized by *Inc. Magazine* as one of “The Green 50” companies that are setting the standard for an innovative and environmentally friendly business.

Under the terms of the agreements, distributors **Elias Wilf Corp.** and Canadian-based **Lamwood Products Ltd.** will provide Teragren bamboo flooring and coordinating flooring accessories to their respective floor covering retailers across Canada. The **Floor to Ceiling** buying group will be offering the Teragren line to their members through Teragren’s network of flooring distributors.

Hogan Hardwoods and Moulding will distribute Teragren panels and veneer to furniture manufacturers, architectural millwork houses and cabinet shops.

“Our leadership position in the bamboo industry is solidified further through the partnership with these prestigious distributors and buying group,” said Teragren President and CEO, David Knight.

New Agreements

Teragren’s new distributors cited the company’s reputation for product quality, its customer service, on-time delivery and brand recognition, as well as the growing

demand for green products, as factors in choosing to work with the company. Teragren's industry approach is unique since, as a manufacturer, the company can guarantee the quality of its products, unlike those coming from discounters, importers and trading houses in China.

"Teragren has an excellent track record—both in service and quality—and its bamboo flooring comes highly recommended," said Jeff Striegel, president and CEO of Elias Wilf. "Teragren products are attractive in the retail, builder and commercial channels throughout our distribution network."

Under the terms of the new agreements, Owen Mills, Md.-based flooring distributor **Elias Wilf** will provide Teragren bamboo flooring and coordinating accessories to retailers in eight states in the mid-Atlantic region, from New York south to North Carolina and Virginia. Burnsville, Minn.-based **Floor to Ceiling** will offer Teragren bamboo flooring and coordinating accessories to more than 180 retailers and interior products stores in 38 states across the country, and will formally introduce Teragren to its members at its national convention, Showcase 2007, this March.

Canadian-based **Lamwood Products**, a large floor covering distributor best known for establishing the Kronopol brand of laminate flooring in North America, will provide Teragren Bamboo Flooring and coordinating accessories to more than 850 customers including lumber yards and floor covering retailers across Canada. The company offers only green products to its broad customer base.

"Teragren offers the highest quality bamboo flooring products in the marketplace," said Lamwood Products National Sales Manager, Paul Laporte. "As industry leaders, we have no doubt that they will provide our customers with the best quality and selection."

Ruston, La.-based **Hogan Hardwoods & Moulding** will provide Teragren bamboo panels and veneer to its customer base of more than 10,000 furniture manufacturers, architectural millwork houses and cabinet shops in eleven states including, Texas, Florida, Arkansas, Oklahoma, Alabama, Louisiana, Mississippi, the southern regions of Georgia, Kansas and Missouri and Western Tennessee.

Phenomenal Growth in 2006

Teragren's revenue growth neared 40 percent in 2006, due to the company entering into new agreements with CCA Global Partners, flooring distributors BPI, Inc. and T&A Supply.

The company also secured exclusive rights to strand bamboo patents in the United States and Mexico. Strand bamboo is manufactured through a process that fuses together bamboo strands with an environmentally safe adhesive into various bamboo products, including flooring, flooring accessories and cabinetry panels. Acquiring these rights means that Teragren can influence the quality of strand bamboo products, ultimately benefiting consumers and the bamboo industry as a whole.

Teragren also introduced its popular product, Teragren Bamboo Parquet Butcher Block, for counters and tabletops. In addition to the *Inc. Magazine* recognition, the company was included in *Seattle Metropolitan Magazine's* list of "Top 10 Greentrepreneurs."

Momentum in 2007

In 2007, Teragren unveiled its new 100 percent bamboo fiber *Studio Wide Plank Floating Floor with TeraLoc*. The product has slightly different dimensions which allows for easier installation. It will be showcased at Surfaces Expo 2007 in Teragren's exhibit booth #G2024.

The company also plans to utilize its strand patent to further explore structural bamboo and other building products, such as outdoor decking.

Teragren anticipates double digit growth in 2007 as the green building movement and demand for bamboo continues to heat up. Between 2005-2006, demand for bamboo flooring grew 67 percent based on government import data. Demand for environmentally friendly products is also expected to drive the industry from a \$7.4-billion market (in 2005) to \$20 billion in 2010, according to the National Association of Home Builders.

Through the new flooring agreements, Teragren flooring retailers will have access to Teragren's retailer point-of-purchase display featuring its complete selection of residential and commercial products, including *Signature Naturals* (Natural & Caramelized) and *Signature Colors* (Espresso, Walnut, Cherry & Charcoal) Solid Strip Bamboo Flooring, *Studio Wide Plank Floating Floor with TeraLoc*, *Craftsman* Bamboo Wide Plank Flooring, *Synergy* Strand Bamboo Flooring, and Bamboo Stair Components and Flooring Accessories. The display is accompanied by a stair parts and moldings accessories board complete with photos.

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 Greentrepreneurs” 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 two strand bamboo patents in the U.S. (*Patent # 5,543,197*) and Mexico (*Patent # 204281*).

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