

Kullik's UK subsidiary expands business division

British timber trading agency Gill & Robinson Ltd., headquartered in Newcastle, which was taken over in November 2012 by timber export business Kullik & Rullmann AG (Berlin) is expanding the business division to include hardwood lumber, timber flooring and cut-size timber. Accordingly, in the future European oak as well as North American hardwood lumber is to be imported by Gill & Robinson and marketed in Great Britain. In the European oak sector, principally edged oak in a thickness of 26mm is to be marketed by Gill & Robinson. Deliveries are to be made by Lower Austrian sawmill and timber trading company Frey-Amon Holz EU, headquartered in Hetzmannsdorf, and via Frey-Amon's branches in the Czech Republic and Poland. In the Austrian plant alone, Frey-Amon has a cutting capacity of 15,000m³ per annum.

In the area of American hardwoods, Gill & Robinson intends principally to market white oak and tulipwood as well as, in small quantities, hard maple and ash. It is to be purchased from smaller and medium-sized sawmills and concentration yards in the USA, which have previously had little or nothing to do with exports. Accordingly Gill & Robinson and Kullik & Rullmann will be offering the suppliers the necessary services for dealing with exports.

In addition to lumber, in future Gill & Robinson also intends to market timber flooring and cut size timber from China and, on a small scale, from Scandinavia. Already existing business relationships of Kullik & Rullmann are being used for the import procedures of timber flooring and cut-size timber produced in China. Thus purchasing will take place principally via the sales office of Kullik & Rullmann in Shanghai, which has existed since 2011.

In addition to drop shipments of American hardwoods, European oak, as well as Chinese timber products, directly to British timber trading businesses and only in small quantities directly to producers as well as further and final processors, Gill & Robinson's existing warehousing possibilities at the ports of Hull as well as the former Kullik-Rullmann warehouse in Liverpool are to be used for storage.

The new business division in the trade agency, which formerly focused almost exclusively on softwood lumber and Scandinavian planed lumber, is to be managed by Phil Lowndes, who formerly worked for Timbmet Ltd. in Oxford and Brooks Bros Ltd. in Maldon, primarily in the area of purchasing. In addition to the two warehouses and the central office in Newcastle, Gill & Robinson also has sales offices in Kent, Frodsham and Sheffield. □