

Kullik & Rullmann takes over timber dealer in New York

With effect from 1 January 2015, the timber-trading and timber-export company Kullik & Rullmann AG, Berlin (Germany), took over the US-American trading company North American Hardwoods Ltd., New York, as part of an asset deal. According to Carsten Kullik, the takeover includes not only existing regular clients and suppliers but all seven employees of the company and two forwarding depots at the company's sites in New Jersey and Queens. The negotiations with the owner of North American Hardwoods, Eva Wilson, had started during the course of successor arrangements in the summer of 2014 and were brought to a conclusion in October. Wilson left the company for age reasons and retired at the end of 2014. Kullik and American Hardwoods had already had business relations in the past, as a result of which the talks on a successor solution had been initiated.

North American Hardwoods has been operating since the end of the nineteen-seventies. Its main clients take delivery of an annual volume of roughly 70,000 m³ of lumber and roughly 20,000 m³ of plywood and are primarily building-materials dealers with business locations in the whole of north-eastern USA.

The softwood-lumber ranges (SPF, SYP) come mostly from sawmills in northern and south-eastern USA and from Canada.

The plywood ranges, especially those ranges used for shuttering, are imported from Brazil and China. Kullik states that the existing trading business of North American Hardwoods will initially be continued in its present form. Only at a later point in time will a scrutiny be made as to what extent the existing product portfolio of North American Hardwoods is to be supplemented or extended by lumber ranges or even wood products from European production. Kullik reports that the turnover target for the current financial year is roughly US\$20m.

The takeover of North American Hardwoods is already the second major acquisition by Kullik in recent years. Only in November 2012 Kullik had taken over the English company Gill & Robinson Ltd., Newcastle, and in mid-2013 expanded trading operations there with hardwood lumber, wooden flooring and cut-to-size goods.

In the 2014 financial year, a total of 400,000 m³ of lumber, wood products (glulam timber and KVH structural timber) and wood-based panels were handled by Kullik & Rullmann AG with a work force of 30.

Apart from maintaining two business locations in Germany (Berlin and Regensburg), the company also boasts sales offices in Beverley (Great Britain), Ranjit Nagar (India), Hong Kong (China), Port Jefferson (USA) and Matsue-shi Shimane (Japan). The subsidiary Gill & Robinson is also represented in Great Britain with four business locations in Newcastle upon Tyne, Rochester, Bradford as well as Norley, Cheshire.