

Gill & Robinson sets up hardwoods division

Newcastle-based timber agent Gill & Robinson has opened a new hardwoods and specialties division.

Former Timbmet and Brooks Bros hardwood specialist Phil Lowndes has been recruited to head up the new division, which will import regular container shipments from North America into Liverpool.

The division is also offering PEFC and FSC-certified European oak while, through its Kullik & Rullmann connections, it can also source hardwood flooring and other value-added components from China.

Softwood specialist Gill & Robinson was acquired by German timber agency Kullik and Rullmann last year in a move billed as a huge step forward in Gill & Robinson becoming a one-stop shop for all its customers.

Lawrence Webster, Kullik and Rullmann's UK sales director, said the move was an expansion for Gill & Robinson, which could draw on Kullik's experience in selling hardwood products, both in Europe and the UK.

"Kullik & Rullmann has been importing US and European hardwoods to the UK for the last 18 months," said Mr Webster. "We have a several hardwood importers we are selling to today."

"It's not all about volumes but we want to do regular containers every month," added Mr Webster.

Business in specialties will also be developed, with "plenty of opportunities" to tap in the future.