
Gill Timbers

Godowns: 1. Dana Mandi, Kapurthala-Punjab. India
2. Village Baddowal, Ferozepore Road, Ludhiana – Punjab . India

Website: <http://www.gilltimbers.com> **Email:** gilltimbers@yahoo.com

24x7 Phone: Canada 1-604-832-8747 India : +919915160121

Table of Content

1. Scope of Imported Timber in Indian Market
2. Who we are?
3. Why are we different
4. Products
5. Objective
6. Conclusion

Scope of imported timber in Indian market

Gill Timbers is a North America based company having over 10 years of experience in forest products. After studying India's market place and selling successfully in almost all parts of India, we have come to a conclusion that India is changing and growing at a faster pace. People in India are willing to pay for quality products but they have less awareness and choices.

In the Indian wood industry there is strong traditional setup with deep rooted ties with established business houses in Kandla port. They dominate the market place by buying huge volumes of imported wood logs and cut them in different desirable sizes for sale in India. However, they do not use any techniques to ensure quality of the product by Seasoning, pressure treating, and planning to it makes it ready for use. In the traditional way wood pieces are cut and then seasoned for months in the sun light regardless of the fact that most likely wood is not dried properly before painted or polished. This leads to problems of twisting, cracks and paint ripping due the moisture content in the wood. Mostly it is blamed on the wood or paint as a quality defect but not on the people who do not have adequate training or knowledge to treat wood products.

We have a perfectly balanced solution for these issues which can ensure quality, durability, and cost saving for any project. Our products are available in ready to use shape as they are seasoned in computerised plants to ensure 14-18% moisture content, planned on four sides to smooth the surface to save labour cost and 33% wastage in traditional manual ways, pressure and chemically treated to sustain weather conditions, and also carefully graded for quality so you pay for what you will get.

Currently, we are dealing with the following species for India market.

Douglas Fir: A unique native species of British Columbia Coastal forests, known for its strength, durability and diverse applications. It has the quality and looks of the famous Indian Himalaya species known locally as Devdar. Many Indian market places are selling Russian and New Zealand pine but British Columbia Coastal Douglas fir is unique native species and despite the fact it may share some similarities with other species but its density and strength qualities are unmatched. More information about Douglas Fir.

The straight grained and exceptionally strong Douglas Fir tree is one of the most dominant species in the Northwest forests. After a forest fire, the tree springs to life, growing thickly in the sunshine of a newly open area. Over the past 100 years, it has been the favorite species of silviculturists because of its fast growth and multitude of uses. Its stiffness and durability make it ideal for structural applications. It also makes a good flooring and paneling product as well as a fine trim for doors and windows. Douglas Fir is known for its distinctive grain patterns, produced by the varying degrees of spring and summer wood in the grain. The color differences between the two range from yellowish to reddish brown. Douglas Fir flooring ages to a warm orangebrown color. Douglas Fir (*Pseudotsuga menziesii*) is not a true fir at all, it is a distinct species named after Archibald Menzies, a Scottish physician and naturalist who first discovered the tree on Vancouver Island in 1791, and David Douglas, the Scottish botanist who later identified the tree in the Pacific Northwest in 1826. Douglas Fir is North America's most plentiful softwood species, accounting for one fifth of the continent's total softwood reserves. The wood of Douglas-fir varies widely in weight and strength. When lumber of high strength is needed for structural uses, selection can be improved by applying the density rule. This rule uses percentage of latewood and rate of growth as they affect density. For equivalent knot sizes, the higher density generally indicates stronger wood. Sapwood of Douglas-fir is narrow in old-growth trees but may be as much as 3 inches (7.62 cm) wide in second-growth trees of commercial size. Fairly young trees of moderate to rapid growth have reddish heartwood and are called red-fir. Very narrow-ringed wood of old trees may be yellowish brown and is known on the market as yellow-fir. The range of Douglas-fir extends from the Rocky Mountains to the Pacific coast and from Mexico to central British Columbia. The Douglas-fir production comes from the Coast States of Oregon, Washington, and California and from the Rocky Mountain States. Douglas-fir reaches heights of 250 feet (76.20 m), with a diameter of 6 feet (1.83 m), in coastal stands that are between 200 and 800 years old. The largest intact specimen was recorded at 330 feet (100.58 m) near Littlerock Washington.



Hemlock: Scientific Name: *Tsuga heterophylla*

Hemlock is another native species of North America and there are many types of it. We deal with the best hemlock available in the world and that is Coastal /western hemlock. It has a unique characteristic of turning orange if put in a mild sunlight even for a few days and it can turn walnut brown in color in shaded areas. This species is world famous and well known to doors and window manufacturers due to its smoothness, workability and of course durability.



Other Common Names: West Coast hemlock, Pacific hemlock, British Columbia hemlock, hemlock–spruce, and western hemlock–fir. In doors, windows, staircases, louvered cabinets, mouldings, spindles and paneling, hemlock has a reputation for excellence in form and function. The kiln or air-dried wood is very stable with little tendency to cup, check or twist.. It yields clean straight edges and accurate contours to either machine or hand tools. This combination of stability and smoothness has also made Hemlock a favorite wood for the construction of saunas. The overall uniformity of coloring from heartwood to sapwood, from light honey to a rich golden tan, and the wood's excellent gluing properties make it ideally suited to finger jointing, edge veneering and laminating. Whether used extensively or in small decorative elements., Hemlock complements virtually any architectural style or design scheme.

The heartwood and sapwood of western hemlock are almost white with a purplish tinge. The sapwood, which is sometimes lighter in color, is generally not more than 1 inch thick. The wood often contains small, sound, black knots that are usually tight and stay in place. Dark streaks are often found in the lumber; these are caused by hemlock bark maggots and generally do not reduce strength. Western hemlock is moderately light in weight and moderate in strength. It is moderate in its hardness, stiffness, and shock resistance. It has moderately large shrinkage, about the same as Douglas-fir. Green hemlock lumber contains considerably more water than Douglas-fir, and requires longer kiln drying time. Trees may contain wet wood and/or have ring shake. The wood is intermediate in nail holding ability and has a tendency to split when nailed. It is satisfactory with respect to being glued and in taking stains, polish, varnish and paint. it is priced for door, window, staircase and trim manufacturing. Architectural milling is also one of the main uses. It grows along the Pacific coast of Oregon and Washington and in the northern Rocky Mountains north to Canada and Alaska. Appearance is almost identical to amabilis fir. It has a fine straight grain with little difference between heartwood and sapwood, which is uniform in color, ranging from creamy white to light gold. Photo: above left: This entry table is made out of Hemlock.

Hemlock Interior Paneling : Manufactured for either tongue-and-groove or lapped applications. From these two basic types , we develop a number of paneling profiles by varying the surface design to complement any style or period of architecture or interior design. Call us and find out more about this rare specie

About Us

Gill Timbers is a Family owned company Since 2005 which specifically deals with forest products. To explore Indian market we are in the market since last 2 years in North India. We can provide any quality, grade and sizes for any project needs.

How are we different from traditional Timber Merchants?

We are different from many other companies currently working in India in the following way:

1. Forest Management and sustainable forest growth: We only buy FCS lumber which is harvested by environment friendly and sustainable forestry methods. We believe that by having our vast forest fibre supply available to the developing world , we can reduce the strain on their local supply of forests and save from depletions. After all, when a good quality, ready to use product available at a cheaper price than the domestic supply , there will be less temptation and demand for cutting domestic forests.
2. We sell direct: We provide direct supply to the end user which ensure quality and cost savings. We take L/C ,wire transfers, option to pay in India or Abroad and we can reduce shipping times by sending shipments directly to your warehouse facilities.
3. Our products are produced using latest computerized technology to ensure accuracy, safety and to meet international standards of forest products. Each piece of lumber is carefully tested, and graded for quality.
4. There are many grades A-F of lumber produced in North America and Europe. Most often importers in India focus on cheap grades and compromises on quality. However, our focus is on giving good quality lumber products directly to the end user so they save costs of third party and also get the best of the quality.
5. We sell what we say! Most often in India the end user is ignorant about foreign product and during our market survey we found the timber merchants are selling imported woods with fake names and there is no way other than an expert's eye to tell the difference.

Products

Douglas Fir & Hemlock Wood

Manufacturing benefits

Compression parallel to grain is a measure of a piece of wood's ability to resist a crushing force that is applied to the ends of a piece of wood. In grade tests prove Hemlock & Douglas Fir Wood can carry the load making them an excellent choice.

Studies prove that Hemlock holds nails and screws better than most other species of wood.

Douglas Fir and Hemlock are stiff woods.

Douglas Fir and Hemlock are hard to break. Now you can work with confidence with design and build wooden products and structures.

Douglas Fir and Hemlock can resist a crushing force

Physical Properties

Common Name	Botanical Name	Density, g/cc	Density, lbs/cu.ft.	Modulus of rupture, air dry kg/sq.mm.	Modulus of elasticity, air dry, kg/sq.mm.
Douglas fir (coast type)	Pseudotsuga taxifolia	0.512	31.96	8.44	1357
Douglas fir (mountain type)	Pseudotsuga taxifolia	0.446	27.84	6.72	981
Hemlock eastern	Tsuga canadensis	.431	26.91	6.06	846
Hemlock Mountain	Tsuga martensiana	.480	29.97	6.95	797
Hemlock Western	Tsuga heterophylla	.432	26.97	6.51	1015

Mechanical Properties

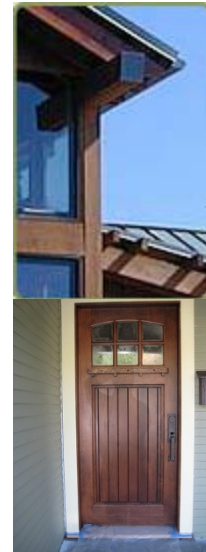
Species	Strength MOR(psi)	Stiffness MOE(1,000psi)	Side Hardness (lbs)
Douglas Fir	12,400	1,950	710
Hemlock	11,300	1,630	540
<i>Phillipine Mahogany/Meranti</i>	12,700	1770	780
<i>Redwood</i>	10,000	1340	480
<i>Western Red Cedar</i>	7500	1,110	350

Common use of Doug Fir and Hemlock

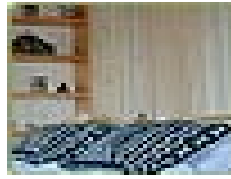
Douglas Fir : Scientific Name: Pseudotsuga menziesii

When architects and engineers look for the best in structural lumber, their first choice repeatedly is Douglas Fir. It is dimensionally stable and universally recognized for its superior strength-to-weight ratio. Its high specific gravity provides excellent nail and plate-holding ability. The species also enjoys a documented superior performance against strong forces resulting from natural phenomena

such as winds, storms and earthquakes. It is truly the ideal structural and general purpose wood for framing lumber in residential, light commercial, multi story and industrial construction. The Douglas Fir/Western Larch species combination has the highest modulus of elasticity (E or MOE) of the North American softwood species. This is the ratio of the amount a piece of lumber will deflect in proportion to an applied load; it is a reflection of the species' high degree of stiffness, an important consideration in the design of floors and other systems. In strength properties, Douglas Fir/Western Larch has the highest ratings of any western softwood for extreme fiber stress in bending (Fb); for tension parallel-to-grain (Ft); for horizontal sheer (Fv); for compression perpendicular-to-grain (Fc); and for compression parallel-to-grain (Fc//). These physical working properties, as well as to the moderate durability of its heartwood and its excellent dimensional stability, provide the reasons many builders use Douglas Fir as the standard against which all other framing lumber is judged. It is also tight knotted and close grained, adding the bonus of beauty to its structural capabilities. Photo: above left: Weathered Fir Beam and Channel Siding.

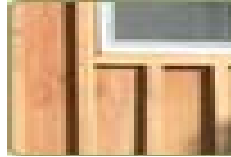


Douglas Fir timber frames and strength. The choice of Paneling, Red and plus the organic walls to life.



Products, Post and Beam For rafters Fir combine beauty and structural lumber, Interior amber tones for your interiors Patterns of grain will bring your

Surfaced Four into anything, you can grades to choose from. western look, board and functional.



Sides Boards, Turn these boards think of, with a wide variety of Board and Batt Siding A classic and batt siding in Fir is economical

Additional Douglas Fir Products:

Soffits, Trim, Fascia, Interior Paneling, Decking, Rough Cut Boards, Exposed Ceiling and Sidewall Pictures of



Various grains and grades:

DF Product Pictures, DF Raw Lumber Pictures

Available Board Grades



- **cv - Clear Vertical Grain** – This is the top quality grade available.
- **d - D & Better** – Appearance grade for paneling applications.
- **sd - Select Deck**
- **ss - Select Structural** – Timber frames and post and beam buildings can have great looks too.

Available Timber Grades



- **1 - #1 and Better** - A great grade for applications where appearance and strength are both important.
- **2 - #2 and Better**-This is the best middle grade for manufacturers and end users because it has less structural deformities and wastage. This is also very economical grade to afford as per India market rates.
- **Ask us for other available Grades:** Timbers are also available with the following other options, FOHC (free of heart center), KD Kiln dried, R/C Rough cut, S4S surfaced 4 sides and Hand Hewn. Please contact us for pricing on these options.

Available Patterns

Tongue & Groove , Channel , Pattern 105, V2E , S4S, and many more standard patterns. Custom milling is available based on volume.

Use of Hemlock and Douglas fir in our current projects in India:

We have orders for three big colonies in south city area of Ludhiana, Punjab and we are expanding rapidly to other states of India (Haryana, UP and Rajasthan). We stand back behind our products and offer 100% replacement or money back guarantee for any structural variations in our lumber (E.g. twisting, turning and splitting) as long as they were used genuinely following our instructions. This means improper use of wood leading to any defaults will not be covered by our warranty. We offer discounts based on volume of sale to establish a long term relation with our clients.

Pictures of the current use of hemlock and Douglas fir wood in our India projects are available on www.gilttimbers.com. We have current stock of Douglas fir of 2500 cubic meters.

Example of Gross and net sizes:

2x8x10, 2x10x12, 2x12x16 (Gross size)

Please note that these sizes are Heat Treated (Dry 14-19% moisture), planed and squared on 4 sides (S4S). Thus, the above sizes will become (Net)

1.5" x 7.5" x 10' , 1.5" x 9.5"x10, and 1.5" x 11.5" x16'/10'/8'

In stock sizes:

Douglas Fir: 6x6,4x6 and wider,2x8 and wider,4x5 and wider

Hemlock: 1.5x5.5x10,14 and 1.5x 9.25x8

Custom order: We can do custom orders for orders over 1500 Cubic foot.

The advantages of these sizes are:

They can be custom cut for doors and windows without losing wood in planning and sawing.

You don't have to season the wood as its all ready heat treated.

Few chances of turning or splitting of wood because it is properly dried and pressure treated.

You will save money and time required to season, cut, and plane regular lumber from Indian market.

Objective

Our main objective is to bring awareness to the end user who is paying for the product and skip the timber merchants who are focused on profit and short term benefit. We plan on educating the builders, architects and manufacturers about the great quality of our products. We plan on doing direct marketing with face to face talks with our prospective clients to build confidence for a long lasting business relationship.

Conclusion:

For over 5 years we have studied and surveyed the India market for imported wood and we are convinced that despite the challenges of traditional use wood, myths and propaganda tactics of timber merchants, we shall prevail by educating and bring awareness about our products.

We stand behind our products and our commitment for quality with best value for customer investment is our motto. By the end of the year 2010, we plan to capture 25% of softwood and hardwood market in Northern India.

We strongly encourage you to ask more questions and our trained marketing team will be happy to answer them.