

Sourcing of Wood:

Distribution towards mass market segment

Braam Burger

Sourcing of Wood: Where to start

Important to ask yourself these questions:

What will the end user require?

What would be the main use of the wood?

What is the volume required?

Main requirements in my market segment:

Solid wooden flooring

Pen Blanks

Peppermill Boxes

Pen Boxes

Knife handles

Small pieces for decoration/ finishing a project

Starting your mission:

When sourcing wood, keep in mind the following:

Use alternative measures to procure wood first: Reclaimed/ Salvaged

Be responsible and ensure that wood are obtained from reputable suppliers

Always ensure as little impact on environment as possible

Verify the origin of the wood

Reclaimed: Processed wood retrieved from its original application for purposes of subsequent use

Salvaged: Not previously cut wood, found in natural state in the environment

Advantages of using Reclaimed/ Salvaged wood:

Wood comes from 'old growth', natural forest.

Wood is harder, denser and has more character

Extremely durable

Dried for years

Less likely to warp or crack

Less expensive

Flaws/ grain patterns are unique

Small impact on biodiversity

Where do you source the wood then?

Farms

Hobby Woodworkers

Factories producing Furniture/ big projects

Advertisements (Junkmail/ Gumtree)

Word of mouth

'Eco- Friendly' reclaimed wood sellers

Auctions

Fellow WWAP members

Sawmills/ Wood Cutters

Private Owned Forests

Wood Merchants

Important tips and tricks

Know your wood!!! (Different varieties of the same wood)

Know the market price/ What are you willing to pay

Know how to calculate volume vs. price

Be honest and reasonable

Inspect the wood properly







Check for Bugs/ insects

Avoid cracked wood

Avoid wood that was stored in rain/ outside

Buy/ obtain only what you can process

Know weight and dimensions especially for transport purposes

No.	Typical Grain and Colour	Type of Wood	Country/ Place of Origin	Appearance	Weight per cubic Meter	Availability	Workability
1		African Blackwood (<i>Dalbergia melanoxylon</i>) Swart Ivoor	Central Africa/ Congo	Completely black, with little grain.	1270 kg	Rare / Expensive	Very difficult to work with hand or machine tools.
2		Brown Ebony (<i>Caesalpinia paraguariensis</i>)	South America (Central Brazil)	Dark brown, sometimes with a reddish hue	1160 kg	Imported/ Moderately Priced	Difficult to work on account of its high density and irregular grain
3		Purple Heart (<i>Peltogyne spp</i>)	South America (Southern Brazil)	When freshly cut, a dull grayish/purplish brown. Upon exposure becomes a deeper purple	905 kg	Imported/ Expensive	Exudes a gummy resin that can clog tools. Can be difficult to plane without tearout
4		Tamboti (<i>Spirostachys africana</i>) Tambotie	South Africa (Bela-Bela)	Golden brown to a darker reddish brown, often with black streaks throughout	955 kg	Private Sellers / Moderately Priced	Easy to machine. Due to presence of natural oils, difficult to sand.
5		Pink Ivory (<i>Berchemia zeyheri</i>) Rooi Ivoor	South Africa (Vaalwater)	Ranges in color from a pale brownish pink, to a bright, almost neon pink, to a deep red	1035 kg	Private Sellers / Moderately Priced	Very difficult to work with hand or machine tools.
6		Peeling-Bark Plane (<i>Ochna pulchra</i>) Lekkerbreek	South Africa (Madikwe)	Pale Brown with papery feel	660 kg	Private Sellers / Moderately Priced	Works easily with both hand and machine tools, though tearout can sometimes occur