

IndustryEdge

Data | Information | Intelligence | Insight

Plantations > Forestry > Wood > Wood Products

Pulp > Paper > Paper Products > Recovered Paper

Expertise: Fibre, wood, wood products, pulp and paper

Leaders in market analysis

IndustryEdge is Australia and New Zealand's leading market information and analysis firm operating in the plantations, forestry, fibre, wood products, pulp, paper and paper products industry, including recovered paper.

As a dedicated, sector focused analysis firm with twenty-five years experience, our small team are experts in:

- Supply chain volume and value analysis;
- Market dynamics, including policy and regulatory impacts;
- Trade analysis, including imports and exports;
- Economic analysis, including projections and forecasts

IndustryEdge's work is focused on quantitative assessments, using granular data, much of it researched 'in the field' by *IndustryEdge* and our partners.

We partner with local experts and the leading global firms in our sectors.

Based just outside Melbourne, we are in close proximity to both of Melbourne's airports and operate in the UTC+10 timezone.

Experienced core team

IndustryEdge is led by **Tim Woods**, whose twenty-five years of experience in the fibre industries includes a decade at the head of *IndustryEdge*, roles as Chair of an Australian superannuation fund and a sustained period engaged in industry strategy and policy development and execution.

Dirk Heitmann provides data management and consulting expertise developed at IBM and **Nicole Armstrong** brings mathematics qualifications and procedural rigour to ensuring clients have ongoing access to the data and intelligence they require.

Providing clients with the outcomes they need, the core team at *IndustryEdge* is routinely supplemented with experts from a diverse range of fields, including from our global consulting and information partners.

Leaders in independent consulting and analysis

As observers, advisors and assistants, the *IndustryEdge* team is 'in the market', every week. As an example, our global woodchip market analysis tools – including vessel tracking analytics - provide unique predictive capabilities to our clients, the world over.

IndustryEdge conducts diverse consulting assignments that include everything from supporting new trade transactions, through analyzing supply chains, to conducting due diligence activities.

Our clients include:

- Local and global plantation growers and forest owners
- Sawmillers, wood panel and engineered wood products manufacturers
- Pulp and paper manufacturers locally and internationally
- Traders, agents and merchants
- Building suppliers and builders
- Financial institutions
- Federal and State Government agencies
- National and local industry associations

A reliable and consistent approach

IndustryEdge is focussed on data, and on reliable, replicable and consistent information series.

Our ongoing work involves data acquisition, modelling, analysis and representation to provide clients with insights to help them shape their decisions.

Our consumption modelling – in the pulp, paper, fibre packaging and fibre supplies sectors there are no other consumption models routinely available for Australia and New Zealand – is informed by industry data, public information and ongoing research.

Our supply chain analysis is granular and rigorous, providing snapshots of entire markets, as well as detailed assessments of their sectors and regions.

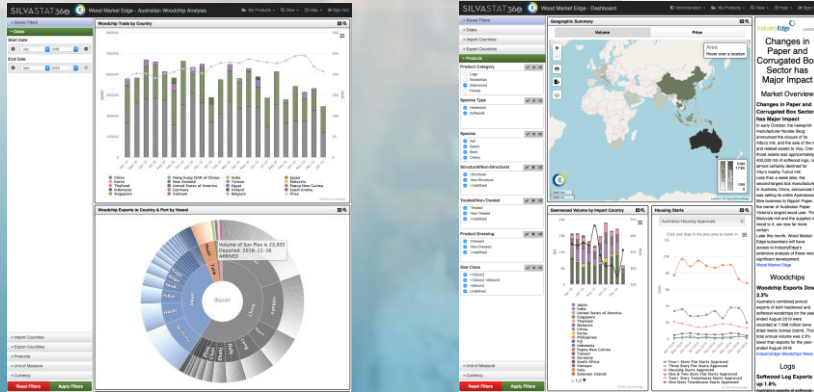
In turn, these form the base of our forecasting of both future demand and likely future price scenarios for wood, wood products, fibre supplies, pulp, paper, fibre packaging and paper products.

As independent market analysts, we do not trade in the products or companies we analyse

Benchmark for data and information quality

Through [Wood Market Edge online](#), delivered with our global partner Forest2Market, IndustryEdge publishes Australia's only market data and analysis for the forestry and wood products industry in Australia and New Zealand.

Using the highest quality visualisations and an extensive downloadable data library, Wood Market Edge online is the gold standard in data and information services for the forestry and wood products industries.



The [Pulp & Paper Edge Data & Information Service](#) provides clients with monthly access to detailed market data (including downloadable files), extensive analysis and ongoing commentary.

For almost three decades, the annual [Pulp & Paper Strategic Review](#) has been the analyst workbook for the Australian and New Zealand Pulp & Paper industries.

Our monthly and annual data series, market analysis and strategic reviews focus on supply chain and mass balance analysis, for these sectors:

- Wood resources
- Pulp
- Recovered fibre
- Newsprint
- Printing & communication papers
- Containerboard
- Carton/folding box board
- Tissue and tissue products

Sample of recent & ongoing projects & current assignments

- 1997~** [23+ Yrs] Annual Australian Newsprint Recovery & Recycling Data, Analysis & Report [Australian Publishers]
- 2012~** [9+ Yrs] Australian Fibre Packaging Recovery & Recycling Survey [Australian Packaging Covenant Organisation]
- 2014** Market Review & Assessment of Polymer-Coated Fibre Packaging Recovery in Australia [Australian Packaging Covenant Organisation]
- 2017~** [5 Yrs] Annual Pulp & Paper Industry Sustainability Report [AFPA & Member Companies]
- 2018** Analysis of plantation establishment options [Victorian Government]
- 2019** Northern Forestry & Forest Products Industry Situation Analysis [CRC for Northern Australia / Timber Qld]
- 2019** Model Timber Market Price Indices Design Project [FWPA]
- 2019** Opportunities & Market Assessment for Utilisation of Waste Paper Resources [Confidential Client]
- 2019** Residual Wood Resource Utilisation Opportunities in Australia and New Zealand [Confidential Client]
- 2020** Assessment of Global Markets for Novel Pulp Products [Confidential Client]
- 2020** Supply Chain Assessment and Cost Analysis for Inter-Regional Wood Supply in Australia [Confidential Client]
- 2020** Market Assessment for Proposed CLT/Glulam Development [Confidential Client]
- 2020** Modelling and advice on reverse auctions for recovered paper asset support [Australian regional Govt]
- 2020** Assessment of EBITDA and other forecasts of Australian woodchipping facilities [Confidential Client]
- 2020** Pulp mill pre-feasibility assessment, inc. use of recovered paper feedstock [Confidential Client]
- 2020** Co-Investment Advice for Paper Recycling Infrastructure [Australian Government]
- 2020~** Beverage carton recovery and recycling strategy and implementation [Tetra Pak]
- 2021** National Waste Report – fibre data and analysis (2018, 2020) [Australian Government]
- 2021** Pulp & Paper Sector Carbon Policy Economic Analysis [AFPA & Member Companies]
- 2021** Strategic Woodflow & Opportunities Analysis for Green Triangle region [Green Triangle Forest Industries Hub]
- 2021** Future fibre balances and supply options for pulp and paper manufacturer [Confidential Client]
- 2021** Fibre market analysis and opportunities assessment for asset acquisition due diligence [Confidential Client]

Global partners support local expertise



IndustryEdge's local team is supported by and is part of a growing global network of expertise in the forestry, wood products, pulp, paper, paperboard and bio-products industries.

- Global Consulting Partners**
- 1 Forest2Market [Forestry, Wood Products]
- 2 Fisher International [Pulp, Paper, Bio-Products]
- 3 Forest2Market do Brasil [Forestry, Wood Products]
- 4 EMGE Paper Industry Consultants
- 5 Forest2Market Europe [Forestry, Wood Products]
- 6 Fisher International China [Forestry, Wood Products]

Local Consulting & Global Information Partners

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