



RAYMOND S. HOUPT

BUSINESS MANAGER

COMMODITIES TEAM, TIMBER & LUMBER TRADING



# SUMMARY

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Associated with Baron Point since 2017, Mr. Houpt brings over four decades of experience in the timber and lumber trading, as well as the construction management and building materials distribution business.

An expert in wood and lumber, Mr. Houpt ran the tropical hardwoods division for over a decade at a major exporter focusing on trademarking and branding of woods, to create exclusive branding and pricing power in the market. Following this, he spent his time at the company in lumber mill work, sales and trading.



- Heading the harvested timber and lumber trading desks from the US side, he is recognized for relationship-based services and transforming ordinary business into long-term opportunities for over three-and-a-half decades
- Over a decade of deep experience in timber and lumber production and trading, he ran a tropical hardwoods trading division dealing in woods from South and Central America
- He has unique experience in trademarking and branding woods, and creating exclusive branding and pricing power in the market, and also has moved into lumber millwork sales and trading

