

Case Study: Fly Timber Company Adds State-of-the-Art Mill Processes to Create New Markets

About Fly Timber

Fly Timber Company, a 35-year-old Grenada-based timber processing company, identified the opportunity to diversify its customer base and create new markets for the Grenada County-area's vast hardwood forests. The company already produced about 22 million board feet of hardwood annually for use in the residential and commercial construction business (floors, moldings, frame stock for furniture) and the railroad industry (railroad cross ties and switch ties), as well as mats for the oil and gas industry.

The Challenge

The company's challenge was the need for rehabilitation and extension of their existing rail spur in order to accommodate the demands of shipping the significant volume of hardwood railroad ties that this project would generate. This project would create a viable market throughout the U.S., Canada, and Latin America for the area's supply of hardwoods. This added production capacity would require an upgraded rail spur, as well as a new building, and would increase employment for the company.

The Solution

Working with Grenada County, the Grenada County Economic Development District secured funds through Mississippi Development Authority to construct a new rail spur to serve the new facility.

The Results

With its multi-million dollar investment in facilities, equipment, and machinery, Fly Timber Company was able to diversify its customer base, add significant sales volume, increase production at its Grenada facility, and create 30 new fulltime jobs in the community.