

**Tom Wright**

**Research Director  
HawkinsWright**

Tom joined Hawkins Wright in 1998. He is involved in all multi-client and single-client consultancy assignments undertaken by Hawkins Wright. He is the principal author of Hawkins Wright's multi-client study **Defining the China Market for Pulp Paper & Board** and as a result continues to travel widely in east Asia. He makes a major contribution to the **Outlook Service** and writes regularly for **Pulpwatch**. Single-client **consultancy assignments** recently undertaken include: the outlook for the newsprint market in India, a study for a major Indian newspaper publisher; a market feasibility study for pulp mill project in Australia; the structure of the market for mechanical printing papers in Western Europe; and a study of the Chinese market for stock preparation equipment. Tom is fluent in Spanish.