Foreign Agricultural Service
GAIN Report
Global Agriculture Information Network

Required Report - public distribution

Date: 2/1/2002

GAIN Report #PL2005

Poland

Solid Wood Products

Annual

2002

Approved by:
Wayne Molstad, Agricultural Counselor
U.S. Embassy
Prepared by:
Natalia Koniuszewska, Agricultural Specialist

Report Highlights:
The construction sector continued to slump as Poland's economy worsened in 2001; only one percent GDP growth is expected in 2002. Nevertheless, wood trade in 2001 remained at the same level as in 2000. Construction firms and furniture manufacturers predict a surge in EU related business following the government's hoped for Polish accession to the EU in January 2004.

Includes PSD changes: Yes
Includes Trade Matrix: Yes
Annual Report
Warsaw [PL1], PL

Table of Contents:

EXECUTIVE SUMMARY

A significant economic slow down hampered the construction sector and demand for wood products toward the later half of 2001 as unemployment pushed 18 percent. Projected 2002 GDP growth is one percent compared to an annual five percent average increase in the late 90s. Nevertheless, 2001 log and timber trade is estimated to remain at the same level as in 2000. Furniture exports rose although wood pallet production and exports declined in 2001. Production resources continue to edge upwards with total wood resource growth from 1980 to 2000 estimated at an additional 404 million cubic meters (CUM). Poland's EU accession is anxiously awaited by struggling construction firms and expanding furniture manufacturers. The government's goal is accession on January 1, 2004, but it is still too early to predict whether or not they will achieve this accession date.

PRODUCTION

Growing Resources:

By the end of 2000 Poland had 8.9 million forested hectares (ha) which covered 28.4 percent of the country. Public forests accounted for 82.8 percent (7.34 million ha), including 7.26 million ha of forests administered by the government and 1.5 million ha of privately owned forests. Forest ownership structure has not changed much in recent years. The only noticeable change was an increase in forested area in national parks which accounted for one percent of national forested area in 1985 but two percent in 2000. Private forests are characterized by significantly dispersed ownership, lack of information on actual resources and wood cutting amounts, and little known economic activity.

Poland's forests are dominated by coniferous varieties – 76.5 percent of all forested area and 78.2 percent of wood volume, including scotch pine (together with larch, they represent 68.2 percent of forests), spruce (7.3 percent) and fir (3.2 percent). The composition of Polish forests changed considerably between 1945 and 2000 as broad-leaf varieties rose from 13.0 up to 22.3 percent among which are oak, ash, maple, beech, sycamore, birch and alder.

With its relatively high surface of forests and higher than European average resources, Poland's wood reserves rank third in Europe (after Germany and France) which represents 1.9 billion CUM.
Since 1967, Poland's wood resources have noticeably increased. It is estimated that in 2000, there were 1.7 billion (CUM), including 1.5 billion CUM in public forests and 189 million CUM in private forests. In terms of total forested area, average resources were 211 CUM per ha in public forests and 119 CUM per ha in private ones.

In the period 1980-2000 timber growth in public forests was around 899 million CUM. During this time 495 million CUM of timber was cut, which means that 404 million CUM of timber was added to total wood resources. The average growth of timber per ha in government owned forests over the past 20 years is 6.59 CUM. The growth rate for the last three years averaged 8.48 CUM per ha. Increased resources are attributed to improved forestry management including improved harvesting and better reforestation (growth in resources outpaced cutting by 55 percent).

In 2000 timber production was 24.1 million CUM including seven million CUM of wind fallen or broken trees and deadwood. This was a result of severe storms and heavy snowfall at the end of 1999 and beginning of 2000.

Solid Wood Products Situation/Outlook

The majority of Polish saw mills are small and antiquated. Nevertheless, output is high despite being very labor intensive. In 1999, the Directorate of State Forests proposed funding for modernizing the more profitable sawmills. However, the Polish Chamber of Wood Industry, which represents saw mills, lobbied against this proposal. The Chamber prefers a decrease in the price of wood the government sells to mills.

The Polish Parliament introduced a 7 percent VAT tax on logs in September 2000 which will be in effect until the end of 2002. The VAT on sawn wood is 22 percent. The Polish Chamber of Wood Industry has requested the same VAT level on both products either at the 22 percent or 7 percent levels. The Directorate of State Forests believes the higher VAT will make the wood too expensive and encourage imports. Most small sawmills with a turnover below PLN 38,500 ($9,625) are exempt from VAT taxes. This exemption allows them to compete with larger mills. The larger sawmills are planning to organize a consortium, which would negotiate wood prices with the Directorate of State Forests in the future.

Poland produces sawn wood (hard and soft), wood panels (fiberboard and particle board) as well as construction materials such as window and door frames and flooring. For the last few years, demand for these products in Poland has grown along with the rest of the economy. Fiberboard and particle board are in great demand. While some production is exported, certain kinds of boards and panels not produced in Poland are imported. Around 90 percent of all imported panels and boards are used by the construction and furniture industries.

Polish plywood production in 2000 was 96,200 CUM (24 percent down from1999 output), of which 40 percent is from softwood and 60 percent from hardwood. In the first 10 months of 2001 plywood production totaled 73,800 CUM; an amount similar to that of the same period of 2000.

TRADE

Overview/Outlook

In 2000, Poland’s forest products exports were worth $1.1 billion ($5.4 million to the U.S.) while imports reached $407 million ($10.7 million from the U.S.). Main exports were lumber ($179 million), logs ($24 million), particle board ($124 million), wood joinery and carpentry items ($143 million), and wood packing cases and pallets ($136 million). Among imports, the most important were fiberboard ($74 million), lumber ($65 million), wood joinery and carpentry ($53 million), particle board ($46 million), logs ($36 million) and plywood ($30 million).

During the first three quarters of 2001, exports of wood products were valued at $857 million, slightly lower than the same period of 2000 ($867 million). Polish imports reached $310 million, 11 percent higher than the same period of 2000. Trade of wood and wood products between Poland and the United States during the first three quarters of 2001 rose to $9.6 million compared to $6.7 million during the same period of 2000.

U.S. exports of solid wood products (mainly sawn wood, veneer sheets and sheets for plywood, fiberboard, builders joinery and carpentry) to Poland remained at the 2000 level (approximately $4.4 million during the first ten months of 2001 compared with $4.3 million during the same period of 2000). Total solid wood imports increased from $262 million in the first three quarters of 1999 to $300 million during the same period of 2000. There is still growing demand for high-quality wood, particularly hardwood in Poland. Hardwood is imported by Poland mainly from Germany, Denmark, Sweden, Russia, Lithuania, Estonia and Slovakia.

Market Development Strategies

U.S. hardwood lumber and log exporters may benefit from the continuing expansion of the Polish furniture industry. In addition to sawn lumber and veneers, Polish manufacturers also import U.S. oak logs. According to U.S. Census data, U.S. panel/plywood exports to Poland increased slightly from $3.2 million during the first ten months of 2000 to $3.4 million during the same period in 2001. Hardwood lumber sales doubled compared to the same period of 2000 reaching $410,000 while softwood lumber imports increased from $0 in 2000 to $82,000 in 2001. Exports of U.S. hardwood logs to Poland during the first ten months increased from $19,000 in 2000 to $70,000 in 2001. Continued demand by Polish furniture manufacturers makes hardwood logs, lumber and veneer the best market prospects for U.S. exporters.

MARKET SEGMENT ANALYSIS

Construction Sector

Construction continued a downward trend in 2001 following the boom of 1997-98; this trend will continue in 2002 as the economy continues to weaken. The main causes are an economic recession, high mortgage rates (around 20 percent), low savings, and the limited ability of companies to accumulate capital for reinvestment. Low consumer purchasing power and lack of government support also negatively influenced the construction sector. Nevertheless, a strong need for further apartment building construction and renovations remain. Also, EU accession could revitalize the industry.

The construction sector is the fourth most important sector of the economy following industry, trade and real estate/consulting services. A general breakout of the types of construction in 2000 were industrial construction (26 percent), infrastructure (24 percent), apartment buildings (22 percent) and commercial (18 percent).

The number of construction permits issued decreased 20 percent between 1999 and 2000. Last year was one of the worst for Polish construction companies in the last 10 years. Analysts predict that 2002 is likely to be even worse because of the deteriorating economy. The ten largest construction firms recorded 12 percent lower returns through the first nine months of 2001 compared to the same period of 2000. Analysts assert that no improvement was expected for the final quarter of 2001 as the economy continued to worsen and interest rates remained high. As a result of the economic slow down, the entire construction sector is likely to undergo restructuring and mergers in order to cut costs and become more competitive.

In particular, companies that focus on the construction of apartments and houses are suffering greatly as Poles can not afford to purchase new residences without loans which are very expensive. A good example of the situation was that of the firm Mostostal Export which recorded a $10 million profit through the first three quarters of 2000 but no profits in 2001. Industrial construction firms are undergoing similar hardships. However, companies like Mostostal Export may be saved by a temporary increase of interest in new flats caused by plans to introduce a higher VAT for construction materials and services.

Experts agree that the Polish construction sector may be saved by quicker accession to the European Union (EU) as Polish firms believe that they will be very competitive on the European market. The new Polish government, in power since Oct. 23, 2001, is accelerating efforts to join the EU by January 1, 2004. It is uncertain whether or not they will meet this goal but even if they don't, accession would likely occur within a year or two thereafter.

The number of apartment units completed in 2000 rose to 87,700 which was originally stimulated by income tax reductions in 1997. While this pace will decline due to the economic slowdown, pent up demand will build leading to an anticipated surge when the economy recovers. It is estimated that another 2.2 million units, 200,000 per year, would need to be completed by 2010 to cover actual demand. This pace is 2.5-3 times that of actual construction. In Poland there are 305 apartments per 1,000 citizens, compared to 421 in Germany, 459 in Finland and 471 in France.

Since new construction and renovation are the most important sales opportunities for wood product manufacturers, it is noteworthy that more than 40 percent of existing buildings were finished after 1970 but are in very bad condition. According to the Institute of Apartment Building Economy, around 7.5 million out of 12 million apartments need renovation. There are two million buildings (5 percent of which are municipal government owned) which should be completely renovated. Also, experts estimate that around 40 million windows should be replaced in Poland.

Apartment owner's renovations slowed. In 2000 only 20 percent of families did some renovations compared to 36 percent in 1999. Average spending on renovations in 2000 was PLN 6,000 (US 1,390) compared to PLN 9,500 (US 2,400) in 1999.

It is estimated that wood products used in construction represent around 8.5 percent of all raw materials. A decrease in the construction sector in 2000 resulted in lower production of construction materials, especially ceramics, cement, lime and plaster, but also wood and carpentry products. The total value of wood construction materials sold in 2000 was PLN 2.5 billion ($0.5 billion), five percent lower than in 1999.

The production of wooden windows and doors frames has been rising since 1993 as a result of the slowly increasing number of finished apartments and large individual unit renovations.
In 2000 the production of wood frames represented 12.5 million square meters (6 million window frames and 6.5 million door frames). The Polish market was supplied with 9.3 million square meters of wooden and 3.2 million square meters of plastic joinery, which shows the distinctive prevalence of wooden joinery (mainly door) manufacturers. Wooden doors represent 96 percent versus four percent PVC doors of the door market. In the case of window frames, the market is divided almost equally (wood frames 50.5 percent versus 49.5 percent plastic frames).

It is estimated that there are around 200 wooden window frame and 350 door frame manufacturers in Poland. Seven large companies have 50 percent of the window and door frame market while the other half of the market is made up of small scale manufacturers.

There are around 6,000-7,000 windows and door wholesalers, including 2,200 which receive products directly from producers. They sell around 35-45 percent of all local production. The remaining windows and doors are supplied directly to the investors or producers' owned shops or hypermarkets. According to official sources, 7.7 million windows and doors valued at PLN 1.7 billion ($370 million) were sold in 2000. This included PLN 340 million ($80 million) in exports. Imports of windows and doors were relatively small and represented 38 percent of export value in 2000. More windows than doors were exported while more doors than windows were imported.

Taking all of the above into consideration, despite an unfavorable situation in the construction sector, there is less impact expected on wood joinery over the next several years. Specialists estimate that wood joinery production will double within ten years.

Furniture & Interiors Sector

The furniture manufacturing sector rebounded in 2000 and 2001 after a decrease in 1998-1999. Production in almost all product categories rose in 2000. The biggest increase was in production of kitchen and den furniture. Growth continued through the first ten months of 2001. The biggest increase was in kitchen furniture and bedroom sets (16 and 14 percent respectively). Furniture sales reached a value of PLN 16.7 billion ($4.18 billion) in 2000 and around PLN 10 billion ($2.5 billion) in the first three quarters of 2001 (1.3 percent more than during the same period of 2000).

Polish furniture 2000 exports were valued at $2.1 billion, imports were $364 million. Main furniture trading partners were EU countries: Germany, Sweden, France, Italy, and Netherlands. The export value of furniture to the U.S. totaled $65.2 million while imports of U.S. furniture only amounted to $2.4 million.
Comparing furniture trade of the first three quarters of 2000 versus 2001, exports of wooden chairs increased by 20 percent ($720 million in 2000 versus $909 million in 2001) while among other furniture, the increase was only 3.8 percent ($768 million in 2000 versus $801 million in 2001).

Opinion about the future of the furniture sector is varied but mostly optimistic. There might be a slight decrease in domestic sales in 2002 as prices of new apartments rise due to additional VAT taxes. According to the National Chamber of Builders, prices on new apartments will increase by around 10-30 percent leading to slowing sales and some construction company bankruptcies. In 2001, almost 10,000 small construction companies went out of business. On the other hand, the majority of furniture production is exported and there is no sign that exports will decline over the next few years. Also, experts say that future EU accession will make Poland among the biggest European producers of furniture after Germany, Italy, France and the UK.

Material Handling Industry

In 2000, Poland exported $150 million worth of wood pallets to Western Europe. However, the production and sale of wooden pallets became increasingly unprofitable. Annual production of wood packaging materials is estimated at 2.5 million square meters. It is difficult to estimate how much of the total consists of pallets, but the National Association of Wood Pallet Manufacturers estimates that pallets make up the majority of the total.

By the end of 1999, there were 90 wood pallet producers in Poland. In the middle of 2001 their number declined to 40. The production and sale of wood pallets became unprofitable as many pharmaceutical manufacturers and food processors switched to plastic pallets for sanitary reasons. In addition, the price of wood increased by almost 20 percent, which made Polish pallets uncompetitive on the European market. This had a substantial impact since 82 percent of production is exported to EU markets. EU anti-dumping tariffs also resulted in decreased production and exports. Increased tariffs (10.6 % if export prices are lower than on the domestic market but 0 % if export and domestic prices are the same) are valid till the end of 2002. If such measures are not extended, larger export opportunities will open for Polish pallet producers. Meanwhile, pallet market competition is intense and the shift to plastic pallets continues.

TABLES

Forest Products - Strategic Indicator Tables

FOREST PRODUCT						
STRATEGIC INDICATOR TABLES FOR POLAND						
CONSTRUCTION MARKET						
Country:	Previous	Current	Following			
Report Year:	CY 2000	CY 2001	CY 2002			
Total Housing Starts (thousand units)	151	125	110			
--of which, wood frame (thousand units)	0	0	0			
--of which, steel, masonry, other materials (thousand units)	151	125	110			
--of total starts, residential (thousand units)	126	95	82			
----of residential, single family (thousand units)	72	55	51			
----of residential, multi-family (thousand units)	54	40	31			
--of total starts, commercial (thousand units)	25	30	28			
Total Value of Commercial Construction Market ($US mil)	9,000	8,500	8,000			
Total Value of Repair and Remodeling Market ($US million)	6,800	6,000	5,800			
FURNITURE & INTERIORS MARKET						
Country:	Previous	Current	Following			
Report Year:	CY 2000	CY 2001	CY 2002			
Total Housing Starts (number of units)	151,641	124,875	110,342			
Total Number of Households)	12,900	13,100	13,100			
Furniture Production ($US million)	2,100	2,100	2,200			
Total Furniture Imports ($US million)	364	330	350			
Total Furniture Exports ($US million)	2,106	2,200	2,300			
Interiors Market Size ($US million)	500	500	500			
MATERIAL HANDLING MARKET						
Country:	Previous	Current	Following			
Report Year:	CY 2000	CY 2001	CY 2002			

Total Value of Industrial Output ($US million)	102,260	101,340	102,000			
New Pallet Production (million units)	12	10	6			
FOREST AREA						
Country:	Previous	Current	Following			
Report Year:	CY 2000	CY 2001	CY 2002			
Total Land Area (million hectares)	31	31	31			
Total Forest Area (million hectares)	9	9	9			
--of which, Commercial ('000 hectares)	8,550	8,650	8,650			
----of commercial, tropical hardwood ('000 hectares)	0	0	0			
----of commercial, temperate hardwood ('000 hectares)	1,950	2,000	2,000			
----of commercial, softwood ('000 hectares)	6,600	6,650	6,650			
Forest Type						
--of which, virgin ('000 hectares)	0	0	0			
--of which, plantation ('000 hectares)	69	70	71			
--of which, other commercial (regrowth) ('000 hectares)	20	21	21			
Total Volume of Standing Timber (thousand cubic meters)	1,833	1,850	1,900			
--of which, Commercial Timber ('000 cum)	750	770	770			
Annual Timber Removal ('000 cum) 1/	27,659	27,700	27,900			
Annual Timber Growth Rate ('000 cum)	90,000	90,000	90,000			
Annual Allowable Cut ('000 cum)	28,000	29,000	29,000			
1/ If Removals exceeds growth rate, analyze impact in text.						
WOOD PRODUCTS SUBSIDIES						
Country:	Previous	Current	Following			
Year of Report	CY 2000	CY 2001	CY 2002			
Total Solid Wood Export Subsidy Outlay ($US million)	n.a	n.a	n.a			
Is there a ban on the export of logs, lumber, or veneer? 1/	no	no	no			
Are there export taxes (yes/no)? 2/	no	no	no			

Total Wood Production Subsidy ($US million)	15	15	15			
Scope (thousands of hectares)	20	20	20			
Are there other wood products export expansion activities? 1/						
1/ If yes, describe in report.						
2/ If yes, identify in Tariff and Tax Strategic Indicator Table.						
FOREST PRODUCT TARIFFS AND TAXES (percent)	Tariff	Tariff	Tariff	Other		
Country:	Previous	Current	Following	Import	Total Cost	Export
Report Year:	Year	Year	Year	Taxes/Fees	of Import 2/	Tax
4401	3	3	3	0	3%	none
4403	0	0	0	7/22	7% - 22%	none
4404	9	9	9	7/22	16% - 31%	none
4405	9	9	9	7/22	16% - 31%	none
4406	9	9	9	7/22	16% - 31%	none
4407	9	9	9	22	31 %	none
4408	9	9	9	22	31 %	none
4409	9	9	9	22	31 %	none
4410	9	9	9	22	31 %	none
4411	9	9	9	22	31 %	none
4412	9	9	9	22	31 %	none
4413	9	9	9	22	31 %	none
4414	9	9	9	22	31 %	none
4415	9	9	9	22	31 %	none
4416	9	9	9	22	31 %	none
4417	9	9	9	22	31 %	none
4418	9	9	9	7/22	16% - 31%	none
4419	9	9	9	22	31 %	none

4420	9	9	9	22	31 %	none
4421	9	9	9	22	31 %	none
4422						none
4423						none
9403.3, 9403.40, 9403.50, 9403.60	12	12	12	22	34 %	
9406	6	6	6	22	28 %	

Hardwood lumber - PSD

PSD Table						
Country	Poland					
Commodity	Temperate Hardwood Lumber				1000 CUBIC METERS	
	Revised	2000	Preliminary	2001	Forecast	2002
	Old	New	Old	New	Old	New
Market Year Begin		01/2000		01/2001		01/2002
Production	590	566	610	560	0	560
Imports	110	92	100	90	0	90
TOTAL SUPPLY	700	658	710	650	0	650
Exports	80	97	90	100	0	100
Domestic Consumption	620	561	620	550	0	550
TOTAL DISTRIBUTION	700	658	710	650	0	650

Hardwood lumber - Export

Export Trade Matrix			
Country	Poland		
Commodity	Temperate Hardwood Lumber		
Time period	Jan-Dec	Units:	000 CUM
Exports for:	2000		2001
U.S.		U.S.	
Others		Others	
Italy	85	Italy	80
Germany	70	Germany	80
Sweden	29	Sweden	30
Denmark	19	Denmark	20
Spain	18	Spain	15
Finland	17	France	14
Netherlands	16	Netherlands	14
Austria	15	Finland	13
Total for Others	269		266
Others not Listed			
Grand Total	269		266

Hardwood lumber - Import

Import Trade Matrix			
Country	Poland		
Commodity	Temperate Hardwood Lumber		
Time period	Jan-Dec	Units:	000 CUM
Imports for:	2000		2001
U.S.	2	U.S.	
Others		Others	
Ukraine	33	Germany	28
Slovakia	14	Ukraine	30
Germany	26	Slovakia	13
Latvia	5	Latvia	5
Bosnia&Hercegovina	4	Belorus	7
		Bosnia&Hercegovina	4
Total for Others	82		87
Others not Listed	8		3
Grand Total	92		90

Softwood lumber - PSD

PSD Table						
Country	Poland					
Commodity	Softwood Lumber				1000 CUBIC METERS	
	Revised	2000	Preliminary	2001	Forecast	2002
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Production	3000	2826	3200	2800	0	2800
Imports	111	147	115	148	0	140
TOTAL SUPPLY	3111	2973	3315	2948	0	2940
Exports	618	617	620	609	0	610
Domestic Consumption	2493	2356	2695	2339	0	2330
TOTAL DISTRIBUTION	3111	2973	3315	2948	0	2940

Softwood lumber - Export

Export Trade Matrix			
Country	Poland		
Commodity	Softwood Lumber		
Time period	Jan-Dec	Units:	000 CUM
Exports for:	2000		2001
U.S.		U.S.	
Others		Others	
Germany	200	Germany	200
Netherlands	150	Netherlands	140
Spain	105	Spain	110
Italy	78	France	30
France	29	Italy	30
Austria	21	Austria	20
Sweden	12	Sweden	12
UK	10		
Total for Others	605		542
Others not Listed	12		67
Grand Total	617		609

Softwood lumber - Import

Import Trade Matrix			
Country	Poland		
Commodity	Softwood Lumber		
Time period	Jan-Dec	Units:	
Imports for:	2000		2001
U.S.		U.S.	
Others		Others	
Latvia	56	Latvia	45
Germany	25	Germany	30
Belorus	20	Belorus	25
Russia	15	Russia	17
Ukraine	10	Sweden	15
		Ukraine	10
		Estonia	6
Total for Others	126		148
Others not Listed	21		
Grand Total	147		148

Hardwood logs - PSD

PSD Table						
Country	Poland					
Commodity	Temperate Hardwood Logs				1000 CUBIC METERS	
	Revised	2000	Preliminary	2001	Forecast	2002
	Old	New	Old	New	Old	New
Market Year Begin		01/2000		01/2001		01/2002
Production	5400	5400	5200	5300	0	5400
Imports	84	87	100	90	0	90
TOTAL SUPPLY	5484	5487	5300	5390	0	5490
Exports	190	207	200	200	0	200
Domestic Consumption	5294	5280	5100	5190	0	5290
TOTAL DISTRIBUTION	5484	5487	5300	5390	0	5490

Hardwood logs - Import

Export Trade Matrix			
Country	Poland		
Commodity	Temperate Hardwood Logs		
Time period	Jan-Dec	Units:	
Exports for:	2000		2001
U.S.		U.S.	
Others		Others	
Germany	72	Germany	60
Latvia	30	Denmark	40
China	26	China	30
Denmark	22	Latvia	30
Belgium	18	Netherlands	20
Sweden	16	Slovakia	6
Slovakia	6	Austria	4
Austria	6		
Spain	3		
Total for Others	199		190
Others not Listed	8		10
Grand Total	207		200

Hardwood logs - Export

Import Trade Matrix			
Country	Poland		
Commodity	Temperate Hardwood Logs		
Time period	Jan-Dec	Units:	000 CUM
Imports for:	2000		2001
U.S.		U.S.	
Others		Others	
Germany	22	Germany	23
Slovakia	17	Slovakia	15
Ukraine	12	Ukraine	13
Lithuania	8	Russia	8
Latvia	6	Belorus	7
Belorus	6	Lithuania	7
Russia	6		
Total for Others	77		73
Others not Listed	10		17
Grand Total	87		90

Softwood logs - PSD

PSD Table						
Country	Poland					
Commodity	Softwood Logs				1000 CUBIC METERS	
	Revised	2000	Preliminary	2001	Forecast	2002
	Old	New	Old	New	Old	New
Market Year Begin		01/2000		01/2001		01/2002
Production	15300	15300	15400	15350	0	15300
Imports	410	410	400	408	0	400
TOTAL SUPPLY	15710	15710	15800	15758	0	15700
Exports	524	524	600	480	0	500
Domestic Consumption	15186	15186	15200	15278	0	15200
TOTAL DISTRIBUTION	15710	15710	15800	15758	0	15700

Softwood logs - Export

Export Trade Matrix			
Country	Poland		
Commodity	Softwood Logs		
Time period	Jan-Dec	Units:	000 CUM
Exports for:	2000		2001
U.S.		U.S.	
Others		Others	
Germany	250	Germany	150
Netherlands	98	Israel	98
Belgium	45	Austria	87
Denmark	15	Italy	65
UK	10	Czech Rep.	40
France	10		
Hungary	7		
Czech Rep.	2		
Total for Others	437		440
Others not Listed	87		40
Grand Total	524		480

Softwood logs - Import

Import Trade Matrix			
Country	Poland		
Commodity	Softwood Logs		
Time period	Jan-Dec	Units:	
Imports for:	2000		2001
U.S.		U.S.	
Others		Others	
Germany	120	Lithuania	150
Russia	119	Germany	120
Sweden	99	Slovakia	44
Netherlands	45	Belorus	37
Ukraine	15	Ukraine	27
		Russia	24
Total for Others	398		402
Others not Listed	12		6
Grand Total	410		408

Softwood plywood - PSD

PSD Table						
Country	Poland					
Commodity	Softwood Plywood				1000 CUBIC METERS	
	Revised	2000	Preliminary	2001	Forecast	2002
	Old	New	Old	New	Old	New
Market Year Begin		01/2000		01/2001		01/2002
Production	50	40	50	50	0	50
Imports	15	14	15	18	0	15
TOTAL SUPPLY	65	54	65	68	0	65
Exports	25	13	25	20	0	25
Domestic Consumption	40	41	40	48	0	40
TOTAL DISTRIBUTION	65	54	65	68	0	65

Although production in 2000 was 15 percent lower than in 1999 and in 2001 it is estimated to be at 2000 level, exports exceeded it. We estimate that plywood produced in previous years led to high stocks which were used for export.

Softwood plywood - Export

Export Trade Matrix			
Country	Poland		
Commodity	Softwood Plywood		
Time period	Jan-Dec	Units:	000 CUM
Exports for:	2000		2001
U.S.	1	U.S.	3
Others		Others	
Germany	6	Sweden	7
Sweden	3	Germany	3
Norway	2	Belgium	3
Denmark	1	France	2
		Lithuania	1
Total for Others	12		16
Others not Listed			1
Grand Total	13		20

Softwood plywood - Import

Import Trade Matrix			
Country	Poland		
Commodity	Softwood Plywood		
Time period	Jan-Dec	Units:	
Imports for:	2000		2001
U.S.		U.S.	
Others		Others	
Finland	6	Germany	10
Germany	3	Finland	3
Netherlands	1	Lithuania	1
Indonesia	1		
Total for Others	11		14
Others not Listed	3		4
Grand Total	14		18