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France

Solid Wood Products

Annual

2000

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Report Highlights:
The United States takes the lion's share of France's imports of temperate hardwood logs and lumber and is increasing its exports of softwood lumber to France. Despite depressed domestic prices due to the oversupply caused by the hurricanes of December 1999, and a strong dollar, exports of U.S. wood products, especially hardwood logs and lumber, have increased in CY 1999 and 2000, while most other U.S. agricultural exports to France declined. In CY 2000, wood consumption increased, driven by hikes in housing starts and building renovations. French forecasts are buoyant for CY 2001.

Includes PSD changes: Yes
Includes Trade Matrix: Yes
Annual Report
Paris [FR1], FR

EXECUTIVE SUMMARY

France's forest covers more than 29 percent of the country. After centuries of forest acreage lost to agriculture and urbanization, the French forest area has been steadily growing since the mid 20th century to 16 million hectares. In CY 1998, hardwood represented 63 percent of the French forest, while softwood represented 27 percent and mixed forest the remaining part.

The hurricanes Lothar and Martin that hit on December 26 and 27 1999 destroyed about 148 million cubic meters of wood. At the end of CY 2000, it is estimated that about 20 percent of the fallen trees have been sold, of which about 50 percent havenot yet been removed and delivered. Probably more than 50 percent of the wood sold will be used as pulpwood.
After prices decreases for some species of sometimes more than 50 percent in the first half of 2000, wood prices, especially for superior quality oak, have regained most of the lost ground.

The wood sector in France employed in 1999 about 257,000 workers in 35,000 companies with a total turnover of about USD 37 billion (including USD 7 billion for the paper and cardboard industry). This sector is supported by the State through the Ministry of Agriculture and the Ministry of Industry, and by regions, counties and by the European Union. The wood industry has now come out from the recession that hit the French economy between 1992 and 1996. Due to the rebound in economic activity, there has been a surge in housing starts, especially for single family dwellings. Preliminary data for 2000 show that the construction industry continues to improve, giving relief to the wood sector. Most wood subsectors including the joinery, wood panel and furniture industries will fare much better in CY 2000. By reducing the VAT on most building related work in September 1999, the Government of France (GOF) aims to enhance this trend. Moreover, recent studies show that consumers are using more wood products for housing and furniture. Wood is now perceived as a more "natural" and environmentally friendly material than plastic or metal.

In CY 1999, total French wood and wood products exported amounted to USD 2.9 billion while imports reached 4.0 billion. Apart from some lumber and plywood trade, most French exports and imports are within the European Union. The United States provided about 5 percent of France's total wood product imports (in value), but is the largest supplier to France of temperate hardwood lumber and a major supplier of hardwood logs for lumbering (Note that trade matrices include hardwood logs for pulpwood). The United States also supplied 4 percent of imported plywood and a residual but growing amount of imported softwood lumber. In the future, U.S. wood exporters will have to compete with either domestic wood producers, as domestic production of precious temperate hardwood increases, with increasing competitive EU and Eastern European countries.

While nearly 80 percent of U.S. hardwood exports to France are used in the furniture industry, U.S. hardwoods are also used for flooring, moldings and paneling. U.S. exporters are able to more consistently provide large volumes of logs and lumber, compared to the smaller domestic suppliers. Users also praise the quality of the U.S. wood, especially in the furniture industry. In France, U.S. wood products are imported either through agents, who sell them to small and medium sized users, or directly from the United States by the largest users. Preliminary data for CY 2000 show that U.S. wood exports to France have continued to grow, despite a strong domestic and foreign competition and the high value of the U.S. dollar.

IMPORTANT NOTE: Data in this report are gathered from different sources. Production data come mainly from the French Ministry of Agriculture, the French Ministry of Industry and the Technical Center for Wood and Furniture. Trade data come mainly from Customs, French Ministry of Agriculture and French Wood Trade Associations. These data often present significant discrepancies, especially between PS&D and Trade Matrices. Post has chosen to use the most accurate and reliable data for the PS&Ds, while trade matrices, due to the problems with the customs classifications and errors and the conversion from metric tons to cubic meters, may not accurately gauge the volume of trade but instead should be used to reflect the relative shares of the different suppliers and customers of wood and wood products.

Average Exchange Rate used in this report for:
CY 1998: USD 1.00 = FF 5.90
CY 1999: USD 1.00 = FF 6.15

FOREST PRODUCT STRATEGIC INDICATOR TABLE

FOREST PRODUCT						
STRATEGIC INDICATOR TABLES FOR (COUNTRY)						
(Please do not add/delete rows or columns -- note and other info must be added below row 110 -- thank you!)						
CONSTRUCTION MARKET						
Country:	Previous	Current	Following			
Report Year:	Calendar Year	Calendar Year	Calendar Year			
Total Housing Starts (thousand units)	N/A	N/A	N/A			
--of which, wood frame (thousand units)	5	5	5			
--of which, steel, masonry, other materials (thousand units)	N/A	N/A	N/A			
--of total starts, residential (thousand units)	317	305	315			
----of residential, single family (thousand units)	185	179	184			
----of residential, multi-family (thousand units)	132	126	131			
--of total starts, commercial (thousand units)	N/A	N/A	N/A			
Total Value of Commercial Construction Market ($US mil)						
Total Value of Repair and Remodeling Market ($US million)						
FURNITURE & INTERIORS MARKET						
Country:	Previous	Current	Following			
Report Year:	Calendar Year	Calendar Year	Calendar Year			
Total Housing Starts (number of units)	N/A	N/A	N/A			
Total Number of Households)	23,500	23,500	23,500			
Furniture Production ($US million)	3,046	3,200	3,350			
Total Furniture Imports ($US million)	1,437	1,500	1,600			
Total Furniture Exports ($US million)	668	800	900			
Interiors Market Size ($US million)	3,795	3,900	4,050			
MATERIAL HANDLING MARKET						

Country:	Previous	Current	Following			
Report Year:	Calendar Year	Calendar Year	Calendar Year			
Total Value of Industrial Output ($US million)	375	400	420			
New Pallet Production (million units)	40,000	40,900	41,500			
FOREST AREA						
Country:	Previous	Current	Following			
Report Year:	Calendar Year	Calendar Year	Calendar Year			
Total Land Area (million hectares)	55	55	55			
Total Forest Area (million hectares)	16	16	16			
--of which, Commercial ('000 hectares)	15	15	15			
----of commercial, tropical hardwood ('000 hectares)	0	0	0			
----of commercial, temperate hardwood ('000 hectares)	9	9	9			
----of commercial, softwood ('000 hectares)	6	6	6			
Forest Type						
--of which, virgin ('000 hectares)	N/A	N/A	N/A			
--of which, plantation ('000 hectares)	N/A	N/A	N/A			
--of which, other commercial (regrowth) ('000 hectares)	N/A	N/A	N/A			
Total Volume of Standing Timber (thousand cubic meters)						
--of which, Commercial Timber ('000 cum)	2,015,000	1,865,000	1,900,000			
Annual Timber Removal ('000 cum) 1/	36,000	184,000	25,000			
Annual Timber Growth Rate ('000 cum)	87,000	80,000	80,000			
Annual Allowable Cut ('000 cum)	N/A	N/A	N/A			
1/ If Removals exceeds growth rate, analyze impact in text.						
WOOD PRODUCTS SUBSIDIES						
Country:	Previous	Current	Following			
Year of Report	Calendar Year	Calendar Year	Calendar Year			

Total Solid Wood Export Subsidy Outlay ($US million)	0	0	0			
Is there a ban on the export of logs, lumber, or veneer? 1/	no	no	no			
Are there export taxes (yes/no)? 2/	no	no	no			
Total Wood Production Subsidy ($US million)	430	450	450			
Scope (thousands of hectares)	N/A	N/A	N/A			
Are there other wood products export expansion activities? 1/	N/A	N/A	N/A			
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	Other		
Country: FRANCE	Product	Current	Following	Import	Total Cost	Export
Report Year: 1999	Description 1/	Year	Year	Taxes/Fees	of Import 2/	Tax
4401		Same				
4403		as				
4404		european				
4405		Union Tarif				
4406		rates				
4407						
4408						
4409						
4410						
4411						
4412						
4413						
4414						
4415						
4416						
4417						
4418						
4419						

4420						
4421						
4422						
4423						
4424						
4425						
Pre-fabricated Houses, a subsection under chapter 96						
1/ Insert additional lines for Commodity tariff identification should tariffs vary within the four-digit designation						
for major products exported by the U.S. (e.g., 4412.19: softwood plywood 3%, 4412.XX: other plywood, 9%).						
2/ Calculate as tariff plus other import taxes/fees assuming a commodity value of $100.						

FRANCE FOREST OUTLOOK,

General
France's forest covers more than 29 percent of the total land. After centuries of forest acreage lost to agriculture and urbanization, the French forest area has been steadily growing since the mid 20th century to 16 million hectares. In CY 1998, hardwood represented 63 percent of the French forest, while softwood represented 27 percent and mixed forest the remaining part. Hardwood timber is grown as high forest and coppices while softwood timber is almost exclusively grown as high forest.

Eleven species of pines covers 63 percent of all softwood areas. The maritime pine tops the list (1.4 million hectares) followed by the Scots pine (1.1 million hectares) and the Aleppo pine. Spruce and firs are equally widespread.
Fourteen hardwood species occupy a minimum area of 50,000 hectares, which represents a good indicator of the biological diversity of France's forests. Oak timber, mainly from the sessile and common oak species (4.2 million hectares for the two), covers half of all hardwood areas. Beech timber covers 1.3 million hectares. Chestnut timber ranks third. The other hardwood species are much more scattered in forests.

Impact of the December 1999 hurricanes on French forests
The hurricanes Lothar and Martin that hit most of French forest on December 26 and 27 1999 destroyed about 148 million cubic meters of wood. By the end of CY 2000, it is estimated that about 25 to 30 million CUM of fallen wood had been sold either by the French National Forest Office (ONF) or by private forest owners and cooperatives. This figure includes probably more than 50 percent of fallen wood sold but not removed and delivered yet. According to ONF, 50 percent of the wood sold is softwood, which will mostly be used as pulpwood.
After a large decrease, by sometimes more than 50 percent in the first half of 2000, wood prices, especially for superior quality oak have regained most part of the lost ground. However, softwood prices and beech prices remain at 30 to 50 percent below their CY 1999 average level.

WOOD SECTOR

General outlook
The wood sector in general includes companies involved in activities from tree cultivation and harvesting, wood lumbering and wood trade, to the production of wood products such as furniture, wood frames, and joinery. It employed in 1999 about 257,000 workers in 35,000 companies and has a total turnover of about USD 37 billion (including USD 7 billion for the paper and cardboard industry). Most of the companies are small: fewer than 1,900 of them are employing more than 20 workers.

The wood industry has now come out from the recession that hit the French economy between 1992 and 1996. After almost a decade of decline, employment has remained stable in 1998 and has increased slightly in 1999. The decrease in the number of companies has also stopped in 1998 and 1999. Investment which had remained high throughout the decade remained buoyant in 1998 and 1999. Innovation, research and development has also remained strong in the wood sector with more than 45 percent of the companies investing in new products and process.

Public support of the wood industry
Forest production in France has been encouraged by the State since the XVIth century when wood was a strategic material used to build warships. Today's French Republic continues to support wood planting. The Ministry of Agriculture itself manages more than 3.4 million hectares of state or city owned forests through a governmental organization, the "Office National des Forêts" (National Forest Office) . The Ministry of Agriculture also manage the National Forestry Fund (FFN), a special treasury account. Its revenue comes from a tax on wood-based products and the land clearance tax. Since 1947, with the financial help of the FFN, private owners and cities have planted or replanted 2.2 million hectares of forest. These plantings have been carried out on farmland, meadows, fallow and heath. The annual plantation rate is about 20,000 hectares. In the early years of the FFN, most of the trees planted were coniferous, which will lead to a rise in softwood production of about 10 million CUM by 2010. However, since the early 1980's, temperate hardwood species have been more favored, including precious hardwoods such as red oak, cherry, ash, sycamore and timber walnut. The FFN also subsidizes building and improvement of forest tracks and roads. The Ministry of Agriculture also uses European Union (EU) rural development funds to improve forest management in rural areas. The French National Statistical Institute (INSEE) estimated in CY 1998 (No CY 1999 data available) public support to productive forestry at USD 230 million.

The wood industry also benefits from supports from the State through the Ministry of Industry and Trade as well as from the regions and counties, to modernize its equipment. Details of such support are not available.

CONSTRUCTION SECTOR

General
In 1999, residential housing starts totaled 317,000 units, up 12 percent from CY 1998. Commercial building starts totaled 35,000 sq. meters (unit figure is not available), up 10 percent from CY 1998. Preliminary estimates for CY 2000 show a continuing hike in housing starts, driven by the end of the economic recession in France. The house renovation industry also grew significantly in CY 1999 and CY 2000, driven by a decrease in the VAT on building and renovation related works initiated by the GOF in September 1999. All those trends will certainly lead to growth in the wood construction sector.

Wood demand in France for home construction, while growing, has been mainly for decorative purposes.

French builders of wood homes are now trying to emphasize the other aspects of wood such as positive thermal, acoustic, and ecological qualities, cleaner work-sites and less construction delay.

Wood Panel Sector - general
Wood panels in France are produced by about 80 companies. Their total sales amounted in CY 1998 to 11 billion FF (USD1.9 billion). Plywood production uses mostly tropical logs (68 percent of the supply) and softwood logs (26 percent). More than half of the French panel production is used in the building sector, 40 percent in the furniture industry and 10 percent for packaging and other uses.

Wood panel sector - trade
For the past 10 years, French exports of wood panels has almost doubled to FF 4.4 billion (USD 750 million) in CY 1998. Imports amounted to FF 3.5 billion (USD 595 million). Belgium, Germany and Indonesia are the largest suppliers of wood panels to France while Germany, Netherlands and the United Kingdom are the largest customers for French wood panels.

In spite of a global surge in demand for plywood due to the growth in the construction and furniture industries, U.S. plywood exports to France decreased in CY 1999. This decrease is mainly attributed to strength of the U.S. dollar and an increased competition from both domestic and EU suppliers. However, French plywood importers appreciate the ability of U.S. exporters to reliably provide large volumes of high quality softwood plywood.

Wood Frame Housing
About 5,000 wood housing units are constructed annually, of which 4000 are wood frame units. It is estimated that this figure may double by 2010, as shown by the growing audience for the Wooden House Show held in Angers, in western France, every year. The growing demand for wood frame houses is mainly linked to growing environmental awareness. Several Canadian and Scandinavian companies have recently started to develop their wood frame activities in France.

Woods used in wood frame residential housing are generally of French origin, usually fir or spruce. If imported, the wood may come from Germany, Austria or Scandinavia, and the solid wood for housing construction usually is French, Scandinavian or Canadian. Logs and lumber of U.S. origin are usually too expensive compared to the price of domestic or northern European log and lumber.

For more information about the Wooden House Show in Angers: http://www.salon-maison-bois.com/

Opportunities for U.S. Business
U.S. home manufacturers, with their experience and expertise in the wooden home construction industry, now have opportunities in France. American expertise in the field of wood frame construction, starting at the sawmill and continuing all the way to the finished house, has greatly interested French industry experts. Moreover, French homebuilders are interested in using U.S. standards and specifications for their industry.

U.S. manufacturers and exporters interested in more information should contact

Mr Loic de Saint Quentin, General Secretary,
Association des Enterprises Françaises de Construction en Bois, (AFCOBOIS),
10, rue du Débarcadère, 75017 Paris, Tel: (33) 1 40 55 14 98 Fax: (33) 1 40 55 14 97

Joinery
Beginning in the 1980's, French consumers have moved from wooden and metal frames to plastic polyvinyl chloride (PVC). PVC window frames were used primarily in the renovation market, with aluminum in multi-family housing and wood in individual homes. While PVC has been the fastest growing material used for windows, individual home owners still prefer wood. However, it appears now that durability of PVC window frames is shorter than previously expected. Morever, some French insurance companies may follow their German counterparts by providing fire insurance discounts for houses using wood frame windows instead of PVC frames (which emit toxic fumes when burning).

Contacts for Interested U.S. Exporters
Syndicat National de la Fabrication des Menuiseries Industrielles (SNFMI)
30, avenue Marceau, 75008 Paris, Tel: (33-1) 47 20 17 32 Fax: (33-1) 47 20 76 31

Wood Floor Industry
The upturn in the construction industry benefitted the wood floor industry in CY 1998 and 1999. Wood flooring production amounted to 6.8 million sq meters in CY 1998, up 21 percent from CY 1997. However, due to the competition from Asian and Eastern European suppliers, prices are likely to remain sluggish, especially in the lower and middle-price part of the market. Nevertheless, according to consumer surveys, the high price of wood flooring is still a major brake on demand, despite a very good image of quality and durability.

In France, there is a demand for “ecological” and “natural” products, which helps sell wood, especially wood flooring. Most (50-70 percent) French wood floors are oak, but light wood species (such as maple and beech but not ash) are becoming more popular with the French public. Wood flooring used in renovations represents 50 percent of total French wood floor consumption.

U.S. temperate hardwood is a good alternative for French flooring producers, who, above all, appreciate the ability of U.S. suppliers to provide large volumes of lumber of homogenous quality and precise thickness size (although some shipments reportedly have had inadequate sawn width sizes).

FURNITURE INDUSTRY

General
The growth in the furniture industry is closely linked with the growth of the construction industry. Furniture is often purchased during a first moving-in or, during a removal, to complete or replace existing furniture. As the construction sector is now rising from the deep recession of the past years, French furniture industry production grew by an estimated 9 percent in CY 1999. Estimates for CY 2000 show a continuation of the growth, both for the office furniture and for the household furniture.

Furniture Distribution System in France
The four largest furniture distribution channels in France are large furniture outlets (45 percent of sales), smaller traditional furniture stores (20 percent), department stores (10 percent), and stores specializing in sales by mail (25 percent).

Consumer Preferences
The type of wood species used in France for furniture changes with the fashion. Wild U.S. cherry used to be popular in France but now is more used in Denmark, Italy and Germany.

The main species used in France are listed below:

USE	TYPE OF WOOD
Children's and low budget furniture	Pine, fir, spruce
Chairs, seats and institutional furniture	Beech, ash
Bedsprings and frame/supports furniture	Poplar
Traditional furniture (antique & country)	Oak, wild cherry
High quality antique furniture	Walnut
Indoor furniture	Chestnut and maple
Modern furniture	Elm (more and more scarce)

According to the American Hardwood Association (AHEC), some leading manufacturers of French furniture have shifted from buying mainly FAS grade (firsts and seconds), to more No 1 common and even No 2. Sap is always disliked, but some other characteristics like knots have become acceptable and even fashionable. The current cherry specifications are similar to white oak specifications. Maple is mainly specified F1. white and limited quantities of red oak are required in FAS for molding or when long lengths are required. More red alder is being used, possibly because of high cherry prices. Interest is increasing in tulipwood (known locally as tulipier), and there is currently more experimenting with new hardwood species (including Chilean lenga) than ever before. Some have expressed concerns over the number of furniture companies that recently invested in plants to use fiberboard/MDF instead of solid wood.

Both furniture and non-furniture sectors need logs and lumber, which are resawn to the lumber specifications of grade, thickness and width demanded by French manufacturers. Logs are often further dried to 10-12 percent moisture content (preferred in European countries) rather than the US standard of 6-8 percent.

Trade

France has a net trade deficit in furniture, with imports about one-third greater than exports. France is the third largest EU exporter of furniture (after Italy and Germany). EU countries buy 62 percent of France's exports. EU countries, Brazil and Romania are the major suppliers of furniture to France.

Market Development Programs in France for Wood Products

The Fédération Nationale du Bois (FNB), a private organization of about 2,000 members (composed mainly of wood traders and sawmill operations) has export promotion activities in foreign countries such as trade missions and seminars. FNB's budget is not available.

FRANCE: MARKET OPPORTUNITIES FOR U.S. EXPORTERS

Many feel that there is great potential for U.S. wood products in France. France is the 6th largest customer for U.S. temperate hardwood. Data for the first half of 2000 show that French imports of U.S. hardwood remained strong despite a high dollar value and increased competition from both domestic production and imports. Note that the American Hardwood Export Council (AHEC) reports that consumption of American hardwood is far larger in France than the official statistics of 50,000-60,000 cubic meters per year. The French Wood Importers Federation believe the real consumption of American hardwood in France is close to 100,000 cubic meters, with many shipments coming through third countries (mostly Belgium), and some direct sales to manufacturers that may be mis-classified in the Customs data. Due to the storms of December 1999, domestic supply of hardwood logs and lumber will certainly increase this year and in the next few years, but once this oversupply is consumed, market conditions for imported hardwood logs and lumber will certainly improve.

French wood buyers purchase predominantly white oak, although its share is declining due to a competition from French white oak, while red oak and western red aldern are up. Cherry is more often purchased as logs, and cherry lumber and veneer imports into France are declining. In the future, U.S. wood exporters will have to compete with French wood producers, as domestic production of precious temperate hardwood increases and the development of increased competition from other EU countries as well as from Eastern European countries continues.

Now widely known by French furniture manufacturers, American hardwood species still need to be made more popular with French architects, interior designers and joinery manufacturers. This is the current strategy of the American Hardwood Export Council . AHEC exhibited at the 2000 Carrefour du Bois wood show in Nantes, together with several American wood companies.

One opportunity for U.S. exporters in France is to supply raw materials for the manufacture of wine barrels. Oak is used to manufacture 400,000 barrels per year (about 200,000 cubic meters of logs). Specifications for the type of wood differ by regions and by the type of wine the barrel will contain.

Contact for US exporters looking for an agent/importer in France:
Mr. Eric Boilley, Director
Federation Francaise des Bois Tropicaux et Americains
6, avenue de St Mande, 75012 Paris Tel: (33) 1.44.75.58.58 Fax: (33) 1.44.75.54.00
E-mail: ffbta-ffibn@wanadoo.fr

French Import Regulations for Furniture and Wood Products
The French Technical Center for Wood and Furniture (CTBA) develops and monitors French and EU standardization programs, and analyzes European rules and regulations in cooperation with the BNBA (National Bureau for Wood and Furniture)

TABLES

Softwood Logs

PSD Table						
Country	France					
Commodity	Softwood Logs				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	14900	14500	15500	16100	0	16100
Imports	110	110	120	110	0	110

TOTAL SUPPLY	15010	14610	15620	16210	0	16210
Exports	280	363	280	400	0	500
Domestic Consumption	14730	14247	15340	15810	0	15710
TOTAL DISTRIBUTION	15010	14610	15620	16210	0	16210

(Note: The French Customs classification does not distinguish between trade in logs (used for construction, saw milling, etc.) and pulpwood. Therefore, while trade matrix data are given for softwood roundwood, the PS&D import and export data are still estimates of the trade in softwood logs).

Import Trade Matrix			
Country	France		
Commodity	Softwood Logs		
Time period	Jan-Dec	Units:	CUM
Imports for:	1998		1999
U.S.		U.S.	
Others		Others	
Switzerland	143427	Switzerland	172345
Germany	129225	Germany	142622
Belgium/Lux	63388	Belgium/Lux	118955
Spain	60445	Spain	64508
Total for Others	396485		498430
Others not Listed	14219		18245
Grand Total	410704		516675

Export Trade Matrix			
Country	France		
Commodity	Softwood Logs		
Time period	Jan-Dec	Units:	CUM
Exports for:	1998		1999
U.S.		U.S.	

Others		Others	
Italy	130307	Spain	337640
Spain	224307	Italy	209179
Belgium/Lux	107184	Belgium/Lux	135464
Germany	60445	Germany	106841
Switzerland	36658	Switzerland	59784
Total for Others	558901		848908
Others not Listed	52702		28127
Grand Total	611603		877035

Softwood Lumber

PSD Table						
Country	France					
Commodity	Softwood Lumber				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	7800	7533	0	8400	0	8400
Imports	1900	2409	0	2100	0	2100
TOTAL SUPPLY	9700	9942	0	10500	0	10500
Exports	450	516	0	540	0	800
Domestic Consumption	9250	9426	0	9960	0	9700
TOTAL DISTRIBUTION	9700	9942	0	10500	0	10500

Import Trade Matrix			
Country	France		
Commodity	Softwood Lumber		
Time period	Jan-dec	Units:	CUM
Imports for:	1998		1999
U.S.	12351	U.S.	15064
Others		Others	
Finland	798746	Finland	836871

Sweden	441449	Germany	493199
Germany	341620	Sweden	413260
CIS	234208	CIS	296614
Belgium/Lux	80349	Belgium/Lux	105842
Estonia	47836	Estonia	89194
Latvia	39489	Latvia	79778
Canada	33101	Canada	36501
Norway	14782	Norway	18443
Total for Others	2031580		2369702
Others not Listed	99022		118482
Grand Total	2142953		2503248

Export Trade Matrix			
Country	France		
Commodity	Softwood Lumber		
Time period	Jan-Dec	Units:	CUM
Exports for:	1998		1999
U.S.		U.S.	
Others		Others	
Spain	317913	Spain	540002
Belgium/Lux	295937	Belgium/Lux	219732
Italy	197737	Italy	197495
Germany	76421	Germany	79928
Netherlands	17390	Netherlands	26860
Total for Others	905398		1064017
Others not Listed	259868		212292
Grand Total	1165266		1276309

Tropical Hardwood Lumber

PSD Table						
Country	France					

Commodity	Tropical Hardwood Lumber				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	255	290	260	290	0	290
Imports	250	245	255	269	0	250
TOTAL SUPPLY	505	535	515	559	0	540
Exports	12	13	13	12	0	20
Domestic Consumption	493	522	502	547	0	520
TOTAL DISTRIBUTION	505	535	515	559	0	540

Import Trade Matrix			
Country	France		
Commodity	Tropical Hardwood Lumber		
Time period	Jan-Dec	Units:	CUM
Imports for:	1998		1999
U.S.		U.S.	
Others		Others	
Brazil	225326	Brazil	219204
Malaysia	62624	Cameroon	42495
Ghana	40197	Malaysia	42495
Cote d'Ivoire	34992	Ghana	33161
Cameroon	30151	Cote d'Ivoire	27199
Congo	20030	Congo	19221
Madagascar	11509	Belgium	10115
Belgium	7051	Indonesia	7840
Indonesia	2260	Madagascar	5331
Total for Others	434140		407061
Others not Listed	37533		27066
Grand Total	471673		434127

Temperate Hardwood Logs

PSD Table						
Country	France					
Commodity	Temperate Hardwood Logs				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001

	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	8240	7920	8380	8600	0	8600
Imports	350	359	350	385	0	385
TOTAL SUPPLY	8590	8279	8730	8985	0	8985
Exports	1120	1114	1120	1400	0	1400
Domestic Consumption	7470	7165	7610	7585	0	7585
TOTAL DISTRIBUTION	8590	8279	8730	8985	0	8985

The two trade matrices below includes roundwood for pulp and therefore overestimates the real trade in temperate hardwood logs for lumbering and milling. French oak logs exports in CY 1997 are estimated at 240,224 MT of which 229,713 MT were sold to EU countries.

Import Trade Matrix			
Country	France		
Commodity	Temperate Hardwood Logs		
Time period	Jan-Dec	Units:	CUM
Imports for:	1998		1999
U.S.	35530	U.S.	34186
Others		Others	
Spain	223502	Spain	176843
Germany	171501	Belgium/Lux	160815
Belgium/Lux	151584	Germany	147729
Czech Rep.	17519	Switzerland	16114
Canada	14168	Netherlands	7634
Switzerland	12492	Canada	4599
Italy	8215		
Netherlands	3702		
Total for Others	602683		513734
Others not Listed	19867		21983
Grand Total	658080		569903

Export Trade Matrix			
Country	France		

Commodity	Temperate Hardwood Logs		
Time period	Jan-Dec	Units:	CUM
Exports for:	1998		1999
U.S.	331	U.S.	160
Others		Others	
Italy	554680	Italy	567094
Belgium	543997	Belgium	474410
Spain	292585	Spain	240923
Germany	163250	Germany	152299
HongKong	153318	Portugal	101015
Portugal	80016	HongKong	51035
Switzerland	34164	Switzerland	30757
Netherlands	21462	Netherlands	12179
United Kingdom	7829	United Kingdom	5293
Total for Others	1851301		1635005
Others not Listed	99050		122412
Grand Total	1950682		1757577

Temperate Hardwood Lumber

PSD Table						
Country	France					
Commodity	Temperate Hardwood Lumber				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	2595	2791	2640	3200	0	3250
Imports	310	317	320	331	0	350
TOTAL SUPPLY	2905	3108	2960	3531	0	3600
Exports	548	540	570	790	0	840
Domestic Consumption	2357	2568	2390	2741	0	2760
TOTAL DISTRIBUTION	2905	3108	2960	3531	0	3600

(Note: Discrepancies between the PS&D and trade matrices is mainly due to the fact that different products including TPB are listed as TPB trade in customs data while some THL trade is listed under other categories. It can also explained by the fact that Post has used an average conversion coefficient to convert MT into CUM.)

Import Trade Matrix			
Country	France		
Commodity	Temperate Hardwood Lumber		
Time period	Jan-dec	Units:	CUM
Imports for:	1998		1999
U.S.	90495	U.S.	83029
Others		Others	
Bosnia/Herz.	47741	Germany	35449
Canada	36890	Belgium/Lux	35399
Germany	33397	Canada	27978
Belgium/Lux	29167	Poland	15896
Slovakia	12303	Spain	13285
Poland	10647	Slovakia	10413
Spain	4440	Bosnia-Herz.	6996
Total for Others	174585		145416
Others not Listed	38591		58132
Grand Total	303671		286577

Export Trade Matrix			
Country	France		
Commodity	Temperate Hardwood Lumber		
Time period	Jan-Dec	Units:	CUM
Exports for:	1998		1999
U.S.	1874	U.S.	3330
Others		Others	
Belgium/Lux	220916	Spain	197203
Spain	213055	Belgium	167934
Germany	120066	Germany	145642
Netherlands	98669	Netherlands	108821
Italy	57072	Hong Kong	60250
HongKong	52469	United Kingdom	50055

United Kingdom	38203	Italy	40805
Switzerland	32505	Morocco	38874
Morocco	30127	Switzerland	32842
Total for Others	863082		842426
Others not Listed	129471		178263
Grand Total	994427		1024019

Total Plywood

The PS&D and trade matrices below pertains to total plywood production and trade. No specific data were available for softwood and hardwood plywood production and trade.

PSD Table						
Country	France					
Commodity	Hardwood Plywood				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	460	468	480	470	0	470
Imports	390	365	400	365	0	365
TOTAL SUPPLY	850	833	880	835	0	835
Exports	270	279	290	280	0	280
Domestic Consumption	580	554	590	555	0	555
TOTAL DISTRIBUTION	850	833	880	835	0	835

Import Trade Matrix			
Country	France		
Commodity	Hardwood Plywood		
Time period	Jan-dec	Units:	CUM
Imports for:			1
U.S.	19117	U.S.	12131
Others		Others	
Indonesia	97906	Indonesia	87569
Finland	58338	Finland	61131
Germany	26353	Brazil	31119
Belgium/Lux	25834	Belgium/Lux	27492
Brazil	23828	Germany	21185

Malaysia	14295	Gabon	18931
Spain	13483	Malaysia	16339
Gabon	12940	CIS	13092
Italy	11489	Italy	11733
Total for Others	284466		288591
Others not Listed	78609		89166
Grand Total	382192		389888

Export Trade Matrix			
Country	France		
Commodity	Hardwood Plywood		
Time period	Jan-Dec	Units:	CUM
Exports for:	1998		1999
U.S.		U.S.	
Others		Others	
Germany	76966	Netherlands	85597
Netherlands	66060	Germany	82220
Italy	38443	Italy	40068
Spain	12294	Spain	23020
Switzerland	11907	Belgium/Lux	11921
Belgium/Lux	11790	United Kingdom	11541
		Switzerland	11090
Total for Others	217460		265457
Others not Listed	41295		16910
Grand Total	258755		282367

Hardwood veneer

Data for hardwood veneer should be regarded cautiously as it seems that many veener producers, importers and exporters either are too small to be polled by the Ministry of Industry (thus are not included in official statistics) or mix their veneer data with other wood products data when they send their data to the Ministry. Moreover, conversion factors from MT to cubic meters and from square meters to cubic meters vary from one source to another. Post has chosen to use the following conversion factors

From MT to cubic meters : 3.2

From square meters to cubic meters: 1.6

Also note that, when calculated in value and not in volume, there are fewer differences between production and trade figures. Such discrepancies must be caused by biased conversion factors (see table below).

CY 1998 and CY 1999 hardwood veneer figures (in million USD)

	CY 1998	CY 1999
Production:	111.9	115.7
Imports:	91.9	86.0
Exports:	114.2	108.5
Consumption:	89.6	93.2

(Source SESSI, CTBA)

Due to the huge discrepancies in production and trade figures, it is difficult to assess properly the hardwood veneer sector. However, some trends show a surge in imports, exports and consumption, driven by the recent growth in the furniture sector. Such growth is forecast to continue through 2000 and into 2001.

PSD Table						
Country	France					
Commodity	Hardwood Veneer				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	165000	165000	168000	168000	0	169000
Imports	16000	16000	16500	16500	0	16600
TOTAL SUPPLY	181000	181000	184500	184500	0	185600
Exports	7000	7000	8000	8000	0	8200
Domestic Consumption	174000	174000	176500	176500	0	177400
TOTAL DISTRIBUTION	181000	181000	184500	184500	0	185600

Import Trade Matrix			
Country	France		
Commodity	Hardwood Veneer		
Time period	Jan-Dec	Units:	CUM
Imports for:	1998		1999
U.S.		U.S.	

Others		Others	
Finland	54147	Finland	43322
Portugal	44490	Portugal	40909
Gabon	16540	Spain	24554
Spain	25603	Gabon	6902
Germany	15366	Germany	12221
Belgium/Lux	13200	Belgium/Lux	10106
Cote d'Ivoire	9344	Cote d'Ivoire	7594
		Italy	7043
Total for Others	178690		152651
Others not Listed	62408		63387
Grand Total	241098		216038

Export Trade Matrix			
Country	France		
Commodity	Hardwood Veneer		
Time period	Jan-Dec	Units:	CUM
Exports for:	1998		1999
U.S.		U.S.	
Others		Others	
Italy	81462	Italy	62848
Germany	26269	Germany	28064
Belgium/Lux	10906	Belgium/Lux	8598
Spain	7814	Hong Kong	4790
Denmark	6874	Denmark	4755
United Kingdom	4534	Spain	4675
HongKong	2953	Portugal	4301
Portugal	2774	Austria	3629
Austria	2678	China	3373
		United Kingdom	3027
Total for Others	146264		128060
Others not Listed	19025		18980
Grand Total	165289		147040

Particle Board

Production of particle board increased by 15 percent in 1998, driven by increased exports (up 2 percent) and booming consumption. Belgium remains France's largest supplier while Germany remained its largest customer. Note that an unnacounted part of imports from Belgium are in fact imports from non EU countries (including the United States) which are unloaded and Customs-cleared at the port of Antwerp. Expectations for 1999 and 2000 are for continuing growth in production and exports due to a surge in domestic consumption driven by the recent economic rebound and the growth in the building and furniture sectors in France

Particle board (including OSB) PS&D table and trade matrices

Year	1999	2000	2001	Units
Production	2,041	2,150	2,200	'000 Cubic Meters
Imports	590	620	630	'000 Cubic Meters
Total Supply	2,631	2,770	2,830	'000 Cubic Meters
Export	1,306	1,350	1,400	'000 Cubic Meters
Dom. Consumption	1,325	1,420	1,430	'000 Cubic Meters
Total Uses	2,631	2,770	2,830	'000 Cubic Meters

OSB/Particle board exports	Units: MT	
	1998	1999
country		
USA		
Others countries:		
Belgium	60758	60774
Netherlands	41681	33523
Germany	177581	162301
UK	95425	63395
Spain	160638	233978
Swiss	48997	54483
Total of others countries	585080	608454
Others not listed	91431	98253
Total	676511	706707

OSB/Particle board imports	Units: MT	
	1998	1999
country		
USA		
Others countries		
Belgium	183041	201382
Germany	128749	83048
Austria	22510	16230
Total of others countries	334300	300660
Others not listed	91478	117349
Total	425778	418009