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Germany

Solid Wood Products

Annual

2000

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Report Highlights:
U.S. forest products exports to Germany are closely related to the well-being of the German furniture market. Despite the high value of the US$ versus the Euro, U.S. solid wood shipments in 2000 are forecast to grow to US$235 million, compared with US$ 219 million in 1999. This represents 7.8 percent of total German forest products imports. Major U.S. successes in 2000 were hardwood logs and lumber.

Includes PSD changes: Yes
Includes Trade Matrix: Yes
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Executive Summary

U.S. exports of forest products to Germany are closely linked to the well-being of the German furniture industry. The housing industry is only of secondary interest, mainly indicating the domestic furniture demand. In 2000, U.S. forest products shipments to Germany recovered somewhat from their dramatic fall in 1999. They are forecast to reach US$ 235 million; this is 7.8 percent of total German forest products imports, excluding wood pulp. The recovery was mainly in hardwoods for use in the furniture and flooring industry. However, the strength of the US$ and the strong domestic market limit export opportunities to Germany and European countries. Hopeful aspects for U.S. exporters are the continued German demand for high quality dense-grain hardwoods such as white oak, hard maple and increasingly white birch. Cherry and black walnut have stable markets in Germany. Red alder is losing attraction since beech furniture made from European beech is gaining popularity.

The German housing market is in a depressed state. Housing starts dropped from 524,000 units in 1995 to only 375,000 in 2000. Also the renovation market is consolidating, since for the eastern half of Germany an excess of about one million housing units is reported, of which about 500,000 are intended to be torn down with government assistance. But this will still leave a big surplus. The domestic wooden window and flooring markets are suffering under the slacking construction industry.

The European panel producing industry, incl. Germany, is continuously expanding production capacities in MDF and OSB boards. Also production of engineered wood is forecast to grow strongly during the next two years. Wood has gained a lot of popularity in construction during the past ten to fifteen years.

Note: In recent years the U.S.$/ DM exchange rate has been as follows:

1995: $1 = DM 1.4338	1998: $1 = DM 1.7582
1996: $1 = DM 1.5037	1999: $1 = DM 1.8351
1997: $1 = DM 1.7348	Oct 2000: $1 = DM 2.2870
	$1 = Euro 1.1693

Production

General Economic Situation

German Gross Domestic Product growth in real terms is forecast at 3.0 percent, which is a noticeable improvement compared to 1999, when the German economy grew by only 1.6 percent. Compared to the global growth rate of 4.1 percent for CY 2000, German economic growth is still below average. The main economic engine in Germany is the export market, favored by weakness of the Euro versus the US dollar. World trade volume is forecast to grow by about ten percent in 2000. However, the strong dollar also has a significant downside for the local economy as it makes imports more expensive. In particular, energy costs have risen dramatically. Economic indicators show that the growth rate has been changing its upward direction beginning September 2000. For CY 2001, economic growth is forecast to slow down to only 2.8 percent, falling back to 2.6 percent during the first half of 2001 and then improving again to an average of 3.0 percent during the second half. Unemployment in Germany is still relatively high at 8.9 percent in November 2000, compared to 10.0 percent in November 1999. The economic improvement took place exclusively in the western half of the country, the former Federal Republic. The eastern half still reports an unemployment level of 16.2 percent versus 7.2 percent in western Germany.

The German construction industry is in a depressed state, since capital interest rates have increased by more than two percentage points over the past 18 months. Additionally, tax incentive programs for home construction have been diluted mainly to lower the German federal budget deficit. Private housing starts dropped from 525,000 units in 1995 to only 375,000 units in 2000. On the positive side, German exports of furniture, logs lumber and other wood products improved because of the favorably low value of the Euro versus the dollar.

Domestic Wood Production

Severe storms over France, Switzerland and Southern Germany during Christmas 1999 damaged about 30 million CUM of mainly softwood lumber. Since these storms luckily occurred during the beginning of the softwood harvesting season, their market-damaging effects were rather limited, although total damage amounted to about three quarters of a normal annual cut in Germany. The German government imposed a harvest restriction regulation requiring foresters to limit their annual cut in non-affected forests to 60 percent of normal harvest for beech and spruce in Baden-Wuerttemberg and to 75 percent for spruce in all other German states. For the new forest marketing year beginning October 2000, harvest limitations were lifted for beech and lowered for spruce to 80 percent in Baden-Wuerttemberg and 90 percent in all other regions. Because of the storm damage, harvest data for forest year 2000 are not yet available. Rough estimates of total timber harvest range at about 57.0 million CUM, 18 to 20 million CUM more than in normal years.

Table 1: German Timber Harvest

German Timber Harvest in 1000 CUM								
	Logs	Slee-	Industr Wood		Stacked	Other	All	
		pers	Long	Short	Wood	Wood		
Oak, Red Oak								
1990	843	4	126	128	218	86	1,405	
1991	570	19	107	64	170	79	1,009	
1992	483	15	120	83	197	75	973	
1993	475	16	104	66	196	87	944	
1994	536	9	138	69	206	107	1,065	
1995	667	8	307	90	203	100	1,375	
1996	625	9	300	88	193	128	1,343	
1997	493	10	117	67	238	139	1,064	
1998	700	12	212	98	246	160	1,428	
1999	703	11	268	87	238	148	1,456	
2000							1,500	*
Beech, oth Hardwoods								
1990	4,329	83	1,772	788	841	204	8,017	
1991	2,746	100	1,682	497	762	165	5,952	
1992	2,239	98	1,607	600	721	215	5,480	
1993	2,193	85	1,468	525	763	270	5,304	
1994	2,578	71	1,706	515	761	329	5,960	
1995	3,175	66	2,500	650	760	321	7,472	
1996	3,170	62	2,578	557	620	358	7,345	
1997	2,727	63	1,378	552	914	447	6,081	
1998	3,553	72	2,309	708	912	498	8,054	
1999	3,717	72	2,509	623	831	514	8,268	
2000							12,000	*
Spruce, Fir, Douglas Fir								
1990	44,513	195	3,851	4,353	1,286	397	54,595	
1991	12,918	119	2,026	3,359	620	164	19,206	
1992	11,333	162	1,447	2,771	619	230	16,562	
1993	12,389	0	1,192	2,457	634	273	16,945	
1994	16,932	0	1,130	2,569	811	335	21,777	
1995	16,491	0	1,350	3,000	828	350	22,019	
1996	16,194	0	1,350	2,700	660	341	21,245	

1997	17,935	86	1,040	2,744	750	480	23,035	
1998	15,749	0	889	2,640	645	409	20,332	
1999	14,465	0	791	2,374	630	400	18,661	
2000							35,000	*
Pine, White Pine								
1990	6,136	4	2,503	1,602	596	163	11,004	
1991	2,544	2	969	1,486	357	160	5,518	
1992	2,068	2	692	1,447	406	129	4,744	
1993	2,359	5	551	1,253	411	185	4,764	
1994	2,806	3	676	1,629	472	230	5,816	
1995	3,919	3	1,100	2,700	500	255	8,477	
1996	3,435	2	849	2,235	299	259	7,079	
1997	4,066	7	669	2,171	817	297	8,027	
1998	4,542	5	772	2,788	808	324	9,239	
1999	4,426	6	673	2,962	871	307	9,245	
2000							9,000	*
All Species								
1990	55,821	286	8,252	6,871	2,941	850	75,021	
1991	18,778	240	4,784	5,406	1,909	568	31,685	
1992	16,123	277	3,866	4,901	1,943	649	27,759	
1993	17,416	106	3,315	4,301	2,004	815	27,957	
1994	22,852	83	3,650	4,782	2,250	1,001	34,618	
1995	24,252	77	5,257	6,440	2,291	1,026	39,343	
1996	23,424	73	5,077	5,580	1,772	1,086	37,012	
1997	25,221	166	3,204	5,534	2,719	1,363	38,207	
1998	24,544	89	4,182	6,234	2,611	1,391	39,053	
1999	23,311	89	4,241	6,046	2,570	1,369	37,630	
2000							57,500	*
* Forecast AgBonn								
Source: Federal Ministry of Agriculture								

As a result of early-imposed government measures to limit production and to provide government assistance for mid-term to long-term storage of round timber, market prices did not collapse. Average roundwood prices dropped by 13 percent, with spruce logs in the lead at minus 25 percent. An additional price depressing effect resulted from the installation of a large-scale sawmill in the Baltic port area of Wismar in Mecklenburg-Vorpommern. The mill in Wismar has a milling capacity of 600,000 CUM annually. It sources its logs from all around the Baltic Sea. Up to 30 percent of its production is estimated to be marketed domestically. The major production share is re-exported.

Table 2: German Timber Price Index

German Timber Price Index - 1995 = 100%						
	1995	1996	1997	1998	1999	2000*
Total Roundwood	100.2	89.8	93.6	101.4	105.3	92.0
Total Logs	99.7	88.8	95.3	103.2	107.0	90.0
- Oak	99.3	85.2	90.1	86.2	98.7	88.0
- Beech	98.8	99.5	99.6	103.9	n.a.	102.0
- Spruce	100.8	86.1	95.8	105.8	109.0	82.0
- Pine	95.2	91.0	91.0	96.5	99.5	92.0
Total Indust Woo	101.1	96.6	82.3	89.4	93.5	93.0
- Oak	102.9	100.0	88.2	71.9	80.5	80.0
- Beech	108.1	99.1	79.7	82.7	88.6	90.0
- Spruce	100.8	95.9	93.2	104.2	101.1	101.0
- Pine	93.7	95.1	74.9	85.7	93.5	92.4
* prelim.						
Source: FedMinAgr.						

Government support for storm-hit forests includes investment aides for the installation of long-term storage, amounting to about DM10/CUM for wet storage and DM3/CUM for dry storage. Reforestation will be subsidized with DM8,000/ha for hardwoods (maximum 20 percent softwoods) and DM5,000/ha for mixed stands with maximum 60 percent softwoods. The total volume of the subsidy program is calculated at DM225 million, thereof DM180 million from the state of Baden-Wuerttemberg and DM15 million from Bavaria.

In the late summer of 2000 Germany began a new nation-wide forest inventory. The last partial inventory was performed during 1986-1990 for Western Germany. Available forest resource data for Eastern Germany are based only on statistical resources from the former German Democratic Republic and updated data files. The full forest inventory just started is scheduled to be finalized by 2004. It will then also provide more accurate wood production data. Current wood regrowth estimates range between 45 and 50 million CUM, while the annual harvest normally only reaches 37 to 40 million CUM.

Forest Damage

The German Federal Ministry of Agriculture continues to prepare an annual report on the health status of German forests. It started out in 1984 as the Forest Damage Report, but now carries the less frightening title ‘Forest Status Report’. The report of December 2000 states that 23 percent of the forests are showing signs of significant damage, compared to 22 percent in 1999 and 21 percent in 1998. In comparison to the time of the beginning of the forest damage report in 1984, leaf trees now show the highest degree of damage. In particular, beeches are noticeably damaged; 40 percent of the beeches have a degree of 25 percent or more defoliation. The situation in oak stands improved over the past three years to only 35 percent partly defoliated trees. The percentage of strongly damaged softwoods has dropped to only 25 percent in spruce and 15 percent in firs.

Environmental Requirements

A hot issue for German foresters is the demand for forest land set-aside for environmental purposes. Environment groups, supported by the Federal Ministry of Environment led by a minister from the Greens Party, are demanding that about ten percent of German forest land should be set-aside for nature conservation. It is not clear whether these forests will then still be used for wood production. It is also feared by the private forest owners that such a set-aside action would spill over into criteria for sustainable forest management, requiring every forest owner to set aside a certain percentage of his forest land.

Consumption

Total annual wood use by the German wood-working industry is roughly estimated at about 40 to 41 million CUM. The paper and particleboard industries report shrinking input of industrial wood, because German recycling regulations for paper and packaging materials require a high input of old paper. The recycling quota is reported at 61 percent. However, reports from the industry indicate that demand for stationery items made from recycled paper is shrinking. Customers prefer bright white high-quality paper. Also the particleboard industry is increasingly re-utilizing uncontaminated used wood materials. The share of recycled wood in panel production is estimated at 20 percent. Since not all wood can be re-entered into the product chain, forest owners and wood-working industries are intensively promoting increased use of the lowest grade wood and wood residues in heat and energy production.

The German sawmilling industry is dominated by small to mid-size companies producing customer-tailored lumber. However, during the past ten years seven super-sized mills have been erected all over Germany, with milling capacity of more than 300,000 CUM annually. Another 12 companies mill more than 200,000 per year. All of these big mills apply the modern profiler technology.

Table 3: Timber Use in Wood Using Industries

Timber Use in Wood-Using Industry in 1000 CUM						
	1994	1995	1996**	1997	1998	1999
Sawmills						
Dom Wood Softwood	18,104	17,274	11,852	18,072	17,662	17,496
Hardwood	1,377	1,257	962	1,214	1,282	1,643
Imp Wood	114	136	215	326	562	436
All	19,595	18,667	13,029	19,612	19,506	19,575
Veneer Mills *)						
Dom Wood Softwood	21	57	30	54	83	100
Hardwood	107	260	182	254	256	237
Imp Wood	103	37	34	54	49	43
All	231	354	246	362	388	380
Plywood						

Dom Wood Softwood	255	227	121	140	148	152
Hardwood	326	190	n.a.	n.a.	159	152
Imp Wood	19	8	n.a.	n.a.	11	13
All	600	433	296	320	318	317
Fiberboard						
Industrial Wood	264	397	717	1,511	2,015	2,350
Cut-offs Slabs + Resid	924	825	887	2,772	2,105	2,593
All	1,188	1,222	1,604	4,283	4,120	4,943
Particleboard						
Round Timber	4,106	2,947	2,744	4,141	3,919	3,607
Cut-offs Slabs + Resid	5,447	6,138	4,519	6,111	6,051	6,100
All	9,553	9,085	7,263	10,252	9,970	9,707
Cellulose & Paper Ind						
Softwood	3,057	3,095	2,716	2,764	2,730	2,544
Hardwood	852	846	876	761	873	952
Cut-offs Slabs + Resid	3,326	3,683	3,717	3,509	2,752	2,479
All	7,235	7,624	7,309	7,034	6,355	5,975
Grand Total	38,402	37,385	29,747	41,863	40,657	40,897
* Decorative veneers only						
** excl. the state of Baden-Wuerttemberg						
Source: Federal Ministry of Agriculture						

Construction Markets

The German construction industry is no longer the economic locomotive of this country. This industry sector is actually in deep depression. Private investment in homes is shrinking dramatically. Eastern Germany actually reports an excess of about one million units of private homes. Most of these excess homes are low standard mass unit buildings. The government already is considering tearing down about 500,000 units of these low-standard homes built during the times of the GDR. Lucrative investment support programs during the first half of the 1990s also resulted in large numbers of unmarketable high-quality houses and apartments. Many citizens of Eastern Germany simply cannot pay the high rents and purchase prices demanded. In addition to the housing surplus in the eastern half of the country, mortgage costs for houses have gone up considerably during the past 18 months, by two percentages points. For budget consolidation reasons, the German government cut back income tax incentives for investment in private housing. Also, strict tenant protection regulations act as a disincentive for multiple unit house investments. In comparison to opportunities for capital gains in modern technology markets, profits in housing investments are marginal. It should be mentioned that housing construction numbers for 2000 are expected to be in the range of normal investment demand for Germany. Significantly higher construction numbers in the mid-1990s were due to German unification.

German housing is predominantly masonry. However, in recent years wooden houses have gained popularity and market share. They are often marketed as energy efficient homes additionally equipped with solar collectors. The association of prefab houses reports that the number of building permits for wooden houses went up by 800 units to 28,277 units, thereof 25,266 prefab wooden houses in 1999. This number is foreseen to go down again as investment in homes is shrinking in general. Due to stringent domestic building codes, only a very small number of wooden houses is directly imported from the United States.

Renovation of homes is following the general downward trend in the construction market. Renovation demand is strongly needed in large numbers of eastern German houses. Since rental prices are trending down in eastern Germany, it currently seems to be uneconomical to invest in housing.

Since investment in housing has been slow in western Germany for several years already, rental prices are gradually rising again. A major cost factor is the price of property, which is continuously rising. Land for construction is extremely limited. While the population in western Germany has grown by eight percent since unification in 1990, population in eastern Germany has shrunk by 900,000, to 15.2 million during the same period.

Table 4: Housing Permits and Housing Starts

Housing Permits and Housing Starts in Germany								
		Permits				Housing Starts		
	Private	Commercial	Total		Single	Multiple	All	Commercial
	Homes	Buildings			+Duplexes	Units	Private	Buildings
1991	340,639	59,968	400,607		133,800	130,341	268,931	45,577
1992	394,093	91,272	485,365		137,377	179,251	322,128	52,447
1993	525,935	80,677	606,612		164,044	221,555	394,120	61,331
1994	624,839	87,797	712,636		212,354	284,309	501,728	71,155
1995	552,695	85,935	638,630		205,165	312,481	524,606	78,151
1996	496,694	79,544	576,238		188,802	292,173	485,249	74,239
1997	453,727	74,369	528,096		211,056	285,586	501,120	77,059
1998	407,594	68,117	475,711		220,611	208,400	432,237	68,413
1999	379,628	57,956	437,584		237,379	167,416	406,717	66,088
2000*	320,000	48,000	368,000		240,000	135,000	375,000	50,000
2001*	300,000	50,000	350,000		220,000	110,000	330,000	50,000
*Forecast FASBonn								
Source: Federal Statistics Office + FASBonn								

Engineered Wood

A market study from February 2000 reveals that engineered wood may have an excellent future in Germany. Total market volume is currently estimated at 1.02 to 1.35 million CUM. The study forecasts that by 2002, the market volume may grow to an optimistic 2.0 million CUM. The best outlook is expected for duo and triolam followed by structural dimension lumber. Traditional gluelam is only foreseen to grow by 15 to 25 percent during the period 1999-2002. The study generally supports the observation that wooden construction materials have gained in popularity and confidence in Germany. Many modern sports arenas, assembly halls and like buildings have used engineered lumber for constructional and decorative purposes. A very supportive event for the wood working industry was the recently held EXPO 2000 in Hannover, Germany. Many of the exhibit halls were built of wood.

Table 5: Engineered Wood

Engineered Wood - Study Results		
I. Optimistic Scenrio		
Gluelam	SDL	Duo/Triolam
Market Volume in 1999, 1,000CUM		
750	500	50
Growth Estimate, in percent		
25	65	190
Forecast Market Volume in 2000, 1,000CUM		
962	913	125
II. Pessimistic Scenario		
Gluelam	SDL	Duo/Triolam
Market Volume in 1999, 1,000CUM		
629	339	53
Growth Estimate, in percent		
15	35	77
Forecast Market Volume in 2000, 1,000CUM		
726	462	94
Source: Holz-Zentralblatt, No. 18/2000		

Flooring

The German parquet flooring market took advantage of strong development in the single-unit housing market, especially in western Germany. Many modern homes are equipped with parquet or other solid wooden flooring in the living room area. Multi-unit houses are predominantly equipped with carpet flooring, or high pressure laminate HPL flooring. German flooring manufacturers prefer dense grain wood species, such as white oak, hard maple, some ash and also slightly increasing tropical timbers. The reduced consumption of parquet in 2000 represents the shrinking construction and renovation market. The western European market (EU and EFTA countries) reports an increase in parquet production of 4.2 percent to 60.8 million SQM in 1999. Consumption of parquet in this region grew by 9.9 percent to 74.2 million SQM.

Table 6: German Parquet Flooring Market

German Parquet Flooring Market, in 1,000 SQM				
	Production	Import	Export	Consumption
1993	8,781	11,406	2,174	18,013
1994	9,955	13,648	2,612	20,991
1995	10,228	14,949	3,312	21,865
1996	9,850	15,000	3,684	21,166
1997	9,962	12,771	4,215	18,518
1998	10,568	17,555	7,208	20,915
1999	10,113	16,701	5,033	21,781
2000*	9,500	15,000	5,000	19,500
*Forecast				
Source: Federal Statistics Office				

Windows

German window production has been shrinking significantly in 2000, minus ten percent. The reduction is mainly in wooden windows, minus 15 percent. Production of plastic windows, mainly of white color, dropped by only twelve percent and still makes up 55 percent of total window production. Aluminum and aluminum/wood windows suffered only marginally under the depressed construction market. Aluminum frames are predominantly used in industrial and commercial construction. The public discussion about tropical timbers dramatically hurt the window market. Many house owners switched over to plastic windows since they are cheaper, as well as easier to install and maintain. Most house owners prefer white color windows, which are provided by the plastic window industry. These window frames can provide excellent insulation properties, in the longer run superior to white painted softwood window frames. About 50 to 60 percent of the wooden window frames are made from dark red meranti wood.

Table 7: German Window Market

Production Developments on the German Window Market (mill. units)									
	1993	1994	1995	1996	1997	1998	1999	2000	2001*
Wood Windows	7.9	7.6	7.4	6.9	6.6	5.9	5.4	4.6	4.0
Plastic	9.9	11.8	12.3	12.0	12.6	12.2	12.1	10.7	10.0
Aluminum	4.7	5.2	5.2	4.9	4.4	3.7	3.5	3.4	3.2
Alu + Wood	0.5	0.6	0.7	0.7	0.7	0.8	0.8	0.7	0.8
All Types	23.0	25.2	25.6	24.5	24.3	22.6	21.8	19.5	18.0
* Forecast									
Source: German Windows Manufacturers Ass'n									

Furniture

The German furniture industry reports an increase in turnover of 2.4 percent to DM 22.4 billion during the first half of 2000. The annual turnover of the industry amounted to DM 42.51 billion in 1999. The improvement in the furniture economy is exclusively attributed to a steep increase in furniture exports of plus 20.7 percent during Jan-Jun 2000 (+7.7% in 1999). Domestic sales actually dropped by DM 0.5 billion during this period, reflecting the depression in the construction market. However, Germans still remain European champions with respect to per capita spending for furniture - DM 810.9 in 1999; followed by Austria - DM 755.7. Of total private spending per household, 7.1 percent is earmarked for furniture and household appliances, 24.6 percent is spent for rent and utilities, and 15.7 percent goes for food.

In 1999, two thirds of German furniture exports were to neighboring European countries, mainly the Netherlands, Austria, France and Belgium. Of growing importance for the domestic furniture industry are also the markets in the Americas - North plus 30 percent in 1999 and plus 36 percent in 2000, Central and South plus 39 percent in 1999. In 2000, exports to Asian countries are also growing significantly (+ 45%), mainly to markets in China, Hongkong and Singapore. German imports of furniture are still about twice as high as exports, but imports are shrinking to about DM 7.15 billion in 2000. Major destination countries are Italy of course, Austria, and Central and Eastern European countries with Poland in the lead. During the 1990s several German furniture manufacturers relocated part of their production facilities in Poland. Also China is a dramatically growing supplier of furniture to the German market, with a growth rate of 66 percent in 2000 (DM 180 million in Jan-Jun2000). The United States supplied only DM 80 million of furniture in 1999.

The preference for beech furniture also prevails in 2000. White oak is recovering somewhat. A relative newcomer in the range of preferred species is still birch. However, birch of appropriate quality is not really available in ample supplies. Demand for red alder has been partly replaced by beech furniture. Red alder lumber shipments have been nearly cut in half. In strong demand is also hard maple furniture. All these are dense grain species. Of interest in the high price segment is also furniture made from cherry and black walnut. However, this is a stable niche segment.

Panel Industry

Investment in wooden panel industries is booming in Germany and most other European countries. In November, a new OSB facility started operating in Wismar with an annual production capacity of 360,000 CUM. The panel industry intends to expand their production capacities in Europe by 6% for traditional particleboard, 13% for MDF and an overwhelming 64% in OSB over the next two years. In particular OSB seems to have a grand future in Europe. Particleboard production in 1999 stagnated at 9.5 million CUM. MDF production in Germany is already reported at 2.0 million CUM and OSB production is about to start. Wooden panels seem to have a great future in Europe. Industry experts forecast that traditional particleboard is not likely to be replaced by modern MDF and OSB panels.

The wooden panel industry in Germany is likely to face increased competition for its raw material since an increasing volume of the lowest grade timber, wood residues and recycled wood will be used for heat and energy production. The use of organic matter, including wood, for heat and energy is subsidized by the energy industry as dictated by law. Power companies must pay a minimum price for energy derived from renewable organic resources.

Trade

U.S. forest products exports to Germany seem to be recovering somewhat from the big drop in 1999. They are forecast to reach a total of US$ 235 million in 2000 versus US$ 219 million in 1999. This represents a share of 7.8 percent of total German forest products imports, excluding wood pulp. The recovery took place mainly in the import of hardwood logs for veneer milling. Shipments of birch logs more than tripled to 1,176 CUM during Jan-Aug 2000, oak logs doubled to 4,801 CUM, and other logs including cherry, walnut, red alder and others more than doubled to 48,036 CUM. This positive development has unfortunately also a small negative aspect, since lumber and veneer exports to Germany dropped marginally, lumber more than veneer. Due to the weakness of the Euro, the wood working industry prefers to mill the logs in Germany since this has become again more competitive. The industry also claims that they can design lumber and veneers better to customer preferences when they mill them domestically.

A disappointing story is the trade in softwood plywood. Within three years U.S. exports dropped from 145,971 CUM in 1998 to a marginal 5,656 CUM in Jan-Aug 2000. The strong US$ and the success of European-made OSB have strongly contributed to this negative development. It will be very difficult for U.S. suppliers to regain German markets if the currency exchange rate does not revert. U.S. plywood shipments have also increasingly been replaced by imports from Brazil, which already cover 50 percent of the import market. However, U.S. wooden panel still has good marketing chances for use as roofing and facade material. In addition to plywood panels, laminated veneer panels seem to have marketing opportunities for use as roofing material in thicknesses of 25-40 millimeter.

As the economies between western and eastern Europe becomes more interlinked, more and more German timber processors increasingly source lumber from Poland, Ukraine, Belarus and especially Russia. Imports of softwood logs, lumber and veneers and temperate hardwood lumber from Russia have gone up considerably in 2000. The increasing imports of finished furniture from Poland also create additional competition for U.S. timber suppliers to the European region.

A specialty market developed for oak lumber during recent years. More and more wine is being aged in oak barrels. The demand for white oak strips for the barrel industry is increasing.

Trade reports indicate that trade channels are slowly changing. Increasing volumes of wooden panels, planed softwood and hardwood lumber will be sold through construction material dealers and large-scale do-it-yourself market chains. The traditional wood products dealer is slowly losing market share in particular in view of the increasing globalization of the do-it-yourself trade.

German exports of timber products went up by about 50 percent in 2000. The Germans successfully developed a market for planed softwood lumber in the United States amounting to US$ 31 million during Jan-Aug 2000, compared to US$ nine million in 1999. The German forest products industry is successfully targeting their export efforts to East Asian countries such as China and Hong Kong, mainly for beech logs and lumber. Japan is a strong market for softwood logs and lumber. Total German timber product exports amounted to US$ 2.6 billion in 1999. They are expected to rise to US$ 2.8 billion in 2000, with 78 percent directed to EU markets.

Marketing

On government and business-to-business levels, the dominant policy issues are wood certification and forest sustainability. The multi-year discussions about tropical forest and old growth destruction ended with the requirement for certification of sustainable forest management practices. In Germany, the two certification systems of FSC and PEFC (see GM9042) are competing for leadership. Since FSC was first in the market, they pretty much gained opinion leadership in print and electronic media. However, FSC certified forest land amounts roughly to about 150,000 hectares in Germany. PEFC has already certified about 2.4 million hectares, according to PEFC-Germany. Several retailers, do-it-yourself markets and a mail order house have declared that they intend to only market forest products which are FSC certified. FSC certified wood is still very hard to find on retail shelves. PEFC reports that they will start publically advertising for PEFC-certified wood when the chain of custody is guaranteed, and product volume is sufficiently available. Of priority for PEFC are discussions about mutual recognition. A failure of whatever certification system may be fatal for the forest products industry, since they then may lose credit among the general public.

Table: PSD + Trade Matrix - Temperate Hardwood Logs

PSD Table						
Country	Germany					
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	3900	4420	0	6500	0	4600
Imports	230	143	0	260	0	250
TOTAL SUPPLY	4130	4563	0	6760	0	4850
Exports	800	923	0	1700	0	1000
Domestic Consumption	3330	3640	0	5060	0	3850
TOTAL DISTRIBUTION	4130	4563	0	6760	0	4850

Import Trade Matrix			
Country	Germany		
Commodity	Temperate Hardwood Logs		
Time period	Jan/Aug	Units:	CUM
Imports for:	1999		2000
U.S.	2903	U.S.	6072
Others		Others	
France	43706	France	94564
Denmark	3649	Denmark	16311
Belgium	8376	Belgium	11050
Switzerland	2679	Switzerland	10138
Hungary	5688	Hungary	7697
Finland	8882	Finland	6331
Czch Republic	7480	Czch Republic	4182
Romania	3432	Romania	4242
Total for Others	83892		154515
Others not Listed	17189		18192
Grand Total	103984		178779

Export Trade Matrix			
Country	Germany		
Commodity	Temperate Hardwood Logs		
Time period	Jan/Aug	Units:	CUM
Exports for:	1999		2000
U.S.	133	U.S.	336
Others		Others	
Sweden	194711	Sweden	179164
China	107324	China	320644
Italy	95779	Italy	100451
Denmark	45270	Denmark	136482
Netherlands	41800	Netherlands	57043
Austria	38751	Austria	29798
Switzerland	16151	Switzerland	107943
HonngKong	54353	HonngKong	44691
France	21300	France	22534
Belgium	16377	Belgium	18033
Total for Others	631816		1016783
Others not Listed	36421		153502
Grand Total	668370		1170621

Table: PSD + Trade Matrix - Temperate Hardwood Lumber

PSD Table						
Country	Germany					
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	1150	1235	0	1370	0	1400
Imports	500	626	0	650	0	650
TOTAL SUPPLY	1650	1861	0	2020	0	2050
Exports	330	402	0	560	0	550
Domestic Consumption	1320	1459	0	1460	0	1500
TOTAL DISTRIBUTION	1650	1861	0	2020	0	2050

Import Trade Matrix			
Country	Germany		
Commodity	Temperate Hardwood Lumber		
Time period	Jan/Aug	Units:	CUM
Imports for:	1999		2000
U.S.	43266	U.S.	37189
Others		Others	
Lithuania	69410	Lithuania	65758
Russia	22963	Russia	35936
Latvia	29456	Latvia	36809
Poland	32867	Poland	29478
Ukraine	24828	Ukraine	29608
Canada	33371	Canada	25822
France	21026	France	24515
Czech Republic	16847	Czech Republic	21554
Belarus	25882	Belarus	24206
Romania	30296	Romania	17068
Total for Others	306946		310754
Others not Listed	64633		79495
Grand Total	414845		427438

Export Trade Matrix			
Country	Germany		
Commodity	Temperate Hardwood Lumber		
Time period	Jan/Aug	Units:	CUM
Exports for:	1999		2000
U.S.	591	U.S.	1342
Others		Others	
Spain	53624	Spain	59440
Hong Kong	44217	Hong Kong	45231
China	35347	China	76000
Netherlands	25851	Netherlands	34101
Italy	21073	Italy	22219
Great Britain	26663	Great Britain	25703
Austria	8641	Austria	11514
Denmark	9465	Denmark	9276
Belgium	6501	Belgium	8835
Switzerland	9238	Switzerland	7845
Total for Others	240620		300164
Others not Listed	35891		78494
Grand Total	277102		380000

Table: PSD + Trade Matrix - Tropical Hardwood Logs

PSD Table						
Country	Germany					
Commodity	Tropical 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	0	0	0	0	0	0
Imports	150	133	0	165	0	170
TOTAL SUPPLY	150	133	0	165	0	170
Exports	15	20	0	35	0	35
Domestic Consumption	135	113	0	130	0	135
TOTAL DISTRIBUTION	150	133	0	165	0	170

Import Trade Matrix			
Country	Germany		
Commodity	Tropical Hardwood Logs		
Time period	Jan/Aug	Units:	CUM
Imports for:	1999		2000
U.S.	0	U.S.	0
Others		Others	
Cameroon	64545	Cameroon	56404
Congo	11377	Congo	19553
Gabon	5841	Gabon	17674
Equat Guinea	3271	Equat Guinea	7286
Liberia	5611	Liberia	7893
Zaire	1071	Zaire	3205
Centr.Afric.Rep	2669	Centr.Afric.Rep	1402
		Angola	1586
Total for Others	94385		115003
Others not Listed	2220		2835
Grand Total	96605		117838

Export Trade Matrix			
Country	Germany		
Commodity	Tropical Hardwood Logs		
Time period	Jan/Aug	Units:	CUM
Exports for:	1999		2000
U.S.	55	U.S.	144
Others		Others	
Netherlands	2495	Netherlands	2488
Switzerland	2409	Switzerland	2062
Denmark	1138	Denmark	3644
China	325	China	2659
Belgium	1157	Belgium	1147
France	433	Hong Kong	2443
Great Britain	1227	Great Britain	1236
Czech Republic	313	Sweden	677
Taiwan	247	Taiwan	435
Sweden	317	Czech Republic	367
Total for Others	10061		17158
Others not Listed	1634		2224
Grand Total	11750		19526

Table: PSD + Trade Matrix - Tropical Hardwood Lumber

PSD Table						
Country	Germany					
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	50	43	0	45	0	48
Imports	200	190	0	185	0	190
TOTAL SUPPLY	250	233	0	230	0	238
Exports	30	37	0	50	0	50
Domestic Consumption	220	196	0	180	0	188
TOTAL DISTRIBUTION	250	233	0	230	0	238

Import Trade Matrix			
Country	Germany		
Commodity	Tropical Hardwood Lumber		
Time period	Jan/Aug	Units:	CUM
Imports for:	1999		2000
U.S.	778	U.S.	1035
Others		Others	
Netherlands	9539	Netherlands	7440
Ghana	55678	Ghana	43269
Malaysia	33841	Malaysia	37027
Cameroon	5810	Cameroon	9696
Ivory Coast	3597	Ivory Coast	4194
Singapore	2299	Singapore	2109
Indonesia	5956	Indonesia	6570
Belgium	3470	Belgium	1803
		Brazil	1456
Total for Others	120190		113564
Others not Listed	6032		5401
Grand Total	127000		120000

Export Trade Matrix			
Country	Germany		
Commodity	Tropical Hardwood Lumber		
Time period	Jan/Aug	Units:	CUM
Exports for:	1999		2000
U.S.	275	U.S.	669
Others		Others	
Switzerland	2012	Switzerland	2004
Poland	1850	Poland	2780
Denmark	1758	Denmark	4169
Great Britain	2679	Great Britain	5119
Austria	3160	Austria	3680
Belgium	2141	Belgium	2048
Netherlands	2900	Netherlands	5680
Total for Others	16500		25480
Others not Listed	3425		9721
Grand Total	20200		35870

Table: PSD + Trade Matrix - Softwood Logs

PSD Table						
Country	Germany					
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	22500	18897	0	35000	0	17000
Imports	1600	2446	0	2750	0	2800
TOTAL SUPPLY	24100	21343	0	37750	0	19800
Exports	3500	3044	0	3500	0	3000
Domestic Consumption	20600	18299	0	34250	0	16800
TOTAL DISTRIBUTION	24100	21343	0	37750	0	19800

Import Trade Matrix			
Country	Germany		
Commodity	Softwood Logs		
Time period	Jan/Aug	Units:	CUM
Imports for:	1999		2000
U.S.	26	U.S.	
Others		Others	
Belgium	361	Belgium	276
Russia	343	Russia	456
Czech Republic	348	Czech Republic	202
Estonia	188	Estonia	106
Switzerland	51	Switzerland	113
France	71	France	235
Luxemburg	25	Denmark	103
Netherlands	50	Netherlands	81
Sweden	49	Sweden	83
Finland	54	Finland	75
Total for Others	1540		1730
Others not Listed	36		111
Grand Total	1602		1841

Export Trade Matrix			
Country	Germany		
Commodity	Softwood Logs		
Time period	Jan/Aug	Units:	CUM
Exports for:	1999		2000
U.S.		U.S.	11
Others		Others	
Austria	870	Austria	1131
Italy	213	Italy	306
Sweden	212	Sweden	201
Belgium	76	Belgium	68
Finland	40	Finland	40
Denmark	60	Denmark	34
Norway	63	Norway	29
Czech Republic	362	Czech Republic	393
France	31	Japan	20
Netherlands	29		
Total for Others	1956		2222
Others not Listed	51		69
Grand Total	2007		2302

Table: PSD + Trade Matrix - Softwood Lumber

PSD Table						
Country	Germany					
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	14000	14736	0	15800	0	15800
Imports	5000	5222	0	5100	0	5100
TOTAL SUPPLY	19000	19958	0	20900	0	20900
Exports	1900	1937	0	2600	0	2600
Domestic Consumption	17100	18021	0	18300	0	18300
TOTAL DISTRIBUTION	19000	19958	0	20900	0	20900

Import Trade Matrix			
Country	Germany		
Commodity	Softwood Lumber		
Time period	Jan/Aug	Units:	CUM
Imports for:	1999		2000
U.S.	23029	U.S.	19368
Others		Others	
Sweden	611903	Sweden	507195
Finland	605563	Finland	567616
Poland	297837	Poland	308632
Czech Republic	373328	Czech Republic	333008
Russia	264924	Russia	328046
Belarus	189036	Belarus	248435
Lithuania	204692	Lithuania	200460
Latvia	224190	Latvia	186409
Austria	197713	Austria	156613
Norway	132717	Norway	113659
Total for Others	3101903		2950073
Others not Listed	295981		359943
Grand Total	3420913		3329384

Export Trade Matrix			
Country	Germany		
Commodity	Softwood Lumber		
Time period	Jan/Aug	Units:	CUM
Exports for:	1999		2000
U.S.	14826	U.S.	139069
Others		Others	
France	296783	France	409876
Italy	300927	Italy	414332
Netherlands	204176	Netherlands	228816
Belgium	135754	Belgium	165592
Austria	106085	Austria	140227
Switzerland	61566	Switzerland	147068
Spain	20611	Spain	32649
Slovenia	32034	Slovenia	22807
Japan	44813	Japan	29042
Denmark	15544	Denmark	17374
Total for Others	1218293		1607783
Others not Listed	58167		93109
Grand Total	1291286		1839961

Table: PSD + Trade Matrix - Softwood Plywood

PSD Table						
Country	Germany					
Commodity	Softwood 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	420	0	0	0	0	0
Imports	1540	388	0	460	0	460
TOTAL SUPPLY	1960	388	0	460	0	460
Exports	200	46	0	50	0	50
Domestic Consumption	1760	342	0	410	0	410
TOTAL DISTRIBUTION	1960	388	0	460	0	460

Import Trade Matrix			
Country	Germany		
Commodity	Softwood Plywood		
Time period	Jan/Aug	Units:	CUM
Imports for:	1999		2000
U.S.	15967	U.S.	5656
Others		Others	
Brazil	132054	Brazil	181743
Finland	27048	Finland	51400
France	23306	France	30427
Canada	39710	Canada	21949
Russia	13226	Russia	13517
Czech Republic	8136	Czech Republic	14238
Poland	4104	Poland	6212
Spain	11679		
Sweden	3770		
Total for Others	263033		319486
Others not Listed	16562		19649
Grand Total	295562		344791

Export Trade Matrix			
Country	Germany		
Commodity	Softwood Plywood		
Time period	Jan/Aug	Units:	CUM
Exports for:	1999		2000
U.S.	544	U.S.	349
Others		Others	
Austria	5898	Austria	2399
Italy	2877	Italy	4048
France	3464	France	3560
Denmark	4237	Denmark	6724
Czech Republic	1429	Czech Republic	2392
Slovenia	1070	Slovenia	1799
Poland	668	Poland	2042
Switzerland	1462	Switzerland	1900
Great Britain	1648	Great Britain	1976
Hungary	4145	Hungary	1064
Total for Others	26898		26840
Others not Listed	6268		9713
Grand Total	33710		36902

Table: STRATEGIC INDICATOR TABLE: FOREST AREA

STRATEGIC INDICATOR TABLE: FOREST AREA (million hectares/million cum)			
	1999	2000	2001
Country:	Previous	Current	Following
Report Year:	Calendar Year	Calendar Year	Calendar Year
Total Land Area	35,703	35,703	35,703
Total Forest Area	10,491	10,493	10,495
--of which, Commercial	10,450	10,450	10,450
----of commercial, tropical hardwood	0	0	0
----of commercial, temperate hardwood	3,650	3,650	3,650
----of commercial, softwood	6,800	6,800	6,800
--of forest area, non-commercial	100	100	100
Forest Type			
--Of which, virgin	n/a	n/a	n/a
--Of which, plantation			
--Of which, other commercial (regrowth)	10,250	10,250	10,250
Forest Ownership			
--Nationally owned and no commercial access	100	100	100
--Nationally owned, commercial logging permitted	0		
--Other publicly owned land, no commercial access	0		
--Other publicly owned, logging permitted	5,600	5,600	5,600
--privately owned commercial forest	4,750	4,750	4,750
Total Volume of Standing Timber	2,900	2,900	2,900
--Of which, Commercial Timber	2,815	2,815	2,815
Annual Timber Removal 1/	38.2	40.6	41
Annual Timber Growth Rate	48	48	48
Annual Allowable Cut			
1/ If Removals exceeds growth rate, analyze impact in text.			

Table: STRATEGIC INDICATOR TABLE: CONSTRUCTION MARKET

STRATEGIC INDICATOR TABLE: CONSTRUCTION MARKET			
	1999	2000	2001
Country:	Previous	Current	Following
Report Year:	Calendar Year	Calendar Year	Calendar Year
Total Housing Starts (number of units)	472,805	425,000	380,000
--Of which, wood frame	28,277	27,000	26,000
--Of which, steel, masonry, other materials	444,528	398,000	354,000
--Of total starts, residential	406,717	375,000	330,000
----Of residential, single family	237,379	240,000	220,000
----Of residential, multi-family	167,416	135,000	110,000
--Of total starts, commercial	66,088	50,000	50,000
Total Value of Commercial Construction Market ($US million)	83,312	71,347	70,000
Total Value of Repair and Remodeling Market ($US million)	17,034	14,600	14,500
Are tariffs on softwood from the United States higher, equal or lower than softwood imported from other countries? 1/	U.S. suppliers have to compete with internal EU competitors, who do not have to pay any import tariffs.		
Are tariffs on plywood from the United States higher, equal or lower than plywood imported from other countries? 1/	see no. 14		
Are non-tariff barriers on softwood from the United States higher, equal or lower than softwood imported from other countries? 1/	Phytosanitary requirements may cause additional costs for U.S. exporters		
Are non-tariff barriers on plywood from the United States higher, equal or lower than plywood imported from other countries? 1/	see no. 16		
Are there market development programs for construction, softwood or plywood imports funded by foreign governments?	Yes		
If yes, identify the following:			
--Country(ies)	Canada	Nordic countries	Austria
--Form(s) of competition: Export subsidy, trade show, trade servicing, permanent market representative (number), permanent office (location), or other. 2/			
--Estimated annual market expansion outlay ($US million) by country			
Is the acceptability of U.S. style timber frame construction (i.e., per building codes, mortgage availability, etc.) high, medium or low? 3/	low		

Are consumer preferences for solid wood materials vis-a-vis non-wood materials in construction high, medium or low? 3/	low		
From Post's experience, is the willingness of U.S. suppliers to deliver product per importers' specifications low, medium or high? 3/	medium		
If price quotes for construction and structural wood products are available, identify the leading source(s)	Zentrale Markt- und Preisberichtstelle Gmbh (ZMP), Rochusstrasse 2, D-53123 Bonn, Germany		
1/ If other than equal, explain in report text.			
2/ If "other", then explain in report text.			
3/ If low or medium, explain in report text.			

Table: STRATEGIC INDICATORS TABLE: FURNITURE & INTERIORS MARKET

STRATEGIC INDICATORS TABLE: FURNITURE & INTERIORS MARKET			
	1999	2000	2001
Country:	Previous	Current	Following
Report Year:	Calendar Year	Calendar Year	Calendar Year
Total Housing Starts (number of units)	406,717	375,000	330,000
Total Number of Households)	37.5 mill	37.6 mill	37.6 mill.
Furniture Production ($US million)	23,166	20,750	21,000
Interiors Market Size ($US million)	7,191	6,610	6,600
Total Furniture Imports ($US million)	8,288	8,040	8,050
Total Furniture Exports ($US million)	4,344	4,555	4,650
Are tariffs on hardwood from the United States higher, equal or lower than hardwood imported from other countries? 1/	U.S. Suppliers have to compete mainly with companies from other EU countries and eastern European countries with zero import tariffs.		
Are non-tariff barriers on hardwood from the United States higher, equal or lower than hardwood imported from other countries? 1/	equal		
Are there market development programs for furniture or interiors market expansion funded by foreign governments?	n/a		
If yes, identify the following:			
--Country(ies) 2/			
--Form(s) of competition: Export subsidy, trade show, trade servicing, permanent market representative (number), permanent office (location), or other. 3/	Trade Shows and trade servicing		
--Estimated annual market expansion outlay ($US million) by country			
From Post's experience, is the willingness of U.S. suppliers to deliver product per importers' specifications low, medium or high? 4/	Preferred German style furniture differs significantly from what is offered by American companies at furniture fairs in Germany.		
If price quotes for furniture and interiors products are available, identify the leading source(s)			
1/ If other than equal, explain in text.			
2/ If more than one country, report each country individually.			
3/ If "other", explain form of subsidy in text.			
4/ If low or medium, explain in test.			

Table: STRATEGIC INDICATOR TABLE: MATERIAL HANDLING MARKET

STRATEGIC INDICATOR TABLE: MATERIAL HANDLING MARKET			
	1999	2000	2001
Country:	Previous	Current	Following
Report Year:	Calendar Year	Calendar Year	Calendar Year
Total Value of Industrial Output ($US million)	573,974	520,750	536,000
New Pallet Production (million units)	44	50	52
Are consumer preferences for solid wood pallets and packaging materials vis-a-vis non-wood materials high, medium or low? 1/	high		
Are industry/trade preferences for repaired/recycled pallets over new pallets low, medium or high? 1/	high		
From Post's experience, is the willingness of U.S. suppliers to deliver product per importers' specifications low, medium or high? 1/	There are hardly any wooden pallets imported from the U.S.		
Identify leading source(s) of price quotes:			
Are there market development programs for the materials handling market expansion funded by foreign governments?	no		
If yes, identify the following:			
--Which Countries?			
--Form(s) of competition: Export subsidy, trade show, trade servicing, permanent market representative (number), permanent office (location), or other. 2/			
--Estimated annual market expansion outlay ($US million) by country			
1/ If low or medium, explain in text of report.			
2/ If "other", explain in text of report.			

Table: STRATEGIC INDICATOR TABLE: WOOD PRODUCTS SUBSIDIES

STRATEGIC INDICATOR TABLE: WOOD PRODUCTS SUBSIDIES			
	1999	2000	2001
Country:	Previous	Current	Following
Year of Report	Calendar Year	Calendar Year	Calendar Year
Total Solid Wood Export Subsidy Outlay ($US million)	0	0	0
Is there a ban on the export of logs, lumber, or veneer? If yes, which?	no	no	no
Are there export taxes (yes/no)? 1/	no	no	no
If yes, for which products? (Identify export tax level in tariff table)			
Source(s) of Export Subsidy Information			
Total Wood Production Subsidy Outlay ($US million)			
Are there any programs favoring the development of commercial forestry?	yes		
If yes, Post best estimate of scope (thousands of hectares)	There is an annual reforestation of up to 2,000 hectares.		
If yes, Post's best estimate of financial outlay ($US million)			
Source(s) of Production Subsidy Information			
Does the country support export expansion activities similar to the Cooperator Program?	no		
--Which country markets are targeted?			
--Which products are targeted?			
Are there significant wood products export expansion activities at the provincial or regional level?	no		
--If yes, identify key players			
--If yes, identify key market segments			
--If yes, identify key country markets			
--If yes, identify key products			
--Post's estimate for combined outlay ($US million)			
Source(s) of Provincial/Regional Support Information			
Are there other wood products export expansion activities? If yes, describe in report.	no		