

ECE/TIM/DP/21

GENEVA TIMBER AND FOREST DISCUSSION PAPERS

MARKETS FOR SECONDARY PROCESSED WOOD PRODUCTS,
1990-2000

By
Pierre-Marie Desclos

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Abstract

This discussion paper analyses the market developments of secondary processed wood products during the last decade. The paper gives an introduction to different secondary processed wood products and their classification. The trade of the ECE countries and market profiles of the European Union and the United States are analysed. In addition, the annex tables present more detailed information about the trade of products by individual countries.

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Another objective of the *Discussion Papers* is to stimulate dialogue and contacts among specialists. Comments or questions should be sent to the secretariat, who will transmit them to the authors.

Preface by the secretariat

For some time, it has been apparent that markets for “secondary processed wood products” are becoming more and more important and influencing markets in roundwood and primary processed forest products like sawnwood and panels. In particular forest products are entering international trade increasingly in the form of , for example, furniture components joinery or prefabricated houses and floors than in the form of unprocessed sawnwood or panels. However these trends were not being analysed by the international agencies whose role is to monitor developments in the forest and forest products sector. The UN/ECE Timber Committee and the FAO European Forestry Commission as well as their partners in FAO HQ, ITTO and the European Commission have sought to improve their understanding and coverage of these phenomena. For the first time this year the joint FAO/ECE/Eurostat/ITTO forest sector questionnaire has a table on trade in secondary processed wood products. Also data are available from international multi-sector trade databases such as UN COMTRADE and EU COMEXT. The ECE/FAO *Forest Products Annual Market Review* had a special chapter on the topic in 2000. The present Discussion Paper is an expansion of the FPAMR chapter, with more analysis and detail. It is far from being comprehensive but represents an important first step in understanding these important trends and making data more available to interested experts. ECE/FAO and its partners hope to build on this work in the future, and would welcome suggestions as to directions of future analysis.

This paper, and the FPAMR chapter were prepared by Pierre-Marie Desclos¹, consultant to the secretariat. The secretariat thanks Mr. Desclos for his pioneering work in presenting this important data set.

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MAJOR IMPORTERS AND EXPORTERS OF:

Wood (including strips and friezes for parquet flooring, not assembled) continuously shaped (tongued, grooved, rebated, chamfered, V-jointed, beaded, moulded, rounded or the like) along any of its edges or faces, whether or not planed, sanded or finger-jointed.....	14
Wood (including strips and friezes for parquet flooring, not assembled) continuously shaped (tongued, grooved, rebated, chamfered, V-jointed, beaded, moulded, rounded or the like) along any of its edges or faces, whether or not planed, sanded or finger-jointed, CONIFEROUS.....	14
Wood (including strips and friezes for parquet flooring, not assembled) continuously shaped (tongued, grooved, rebated, chamfered, V-jointed, beaded, moulded, rounded or the like) along any of its edges or faces, whether or not planed, sanded or finger-jointed, NON CONIFEROUS.....	15
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Chapter 1 - Introduction

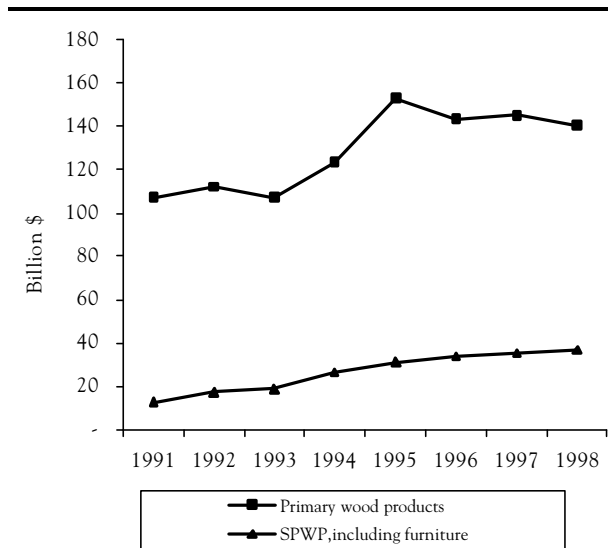
In recent years there has been a rapid expansion of the international trade of secondary processed wood products (SPWPs). This evolution is driven by several factors:

- the development of consumption in various economic areas of the globe;
- a revision of the structure of manufacturing industries, focusing on core-competence, opting for less vertical integration and consequently more out-sourcing ;
- the different costs of manpower between developing and developed nations;
- the governmental incentives of many developing countries aiming at adding value locally and the resultant investments; and
- improving and competitive delivery logistics.

The volumes traded of SPWPs are small compared to primary-processed wood products, such as roundwood, sawnwood, wood-based panels and pulp and paper. However, the value of trade is rising much faster (graph 1). For the graph, export values are used.

GRAPH 1

World trade of SPWPs versus primary products, 1991-1998

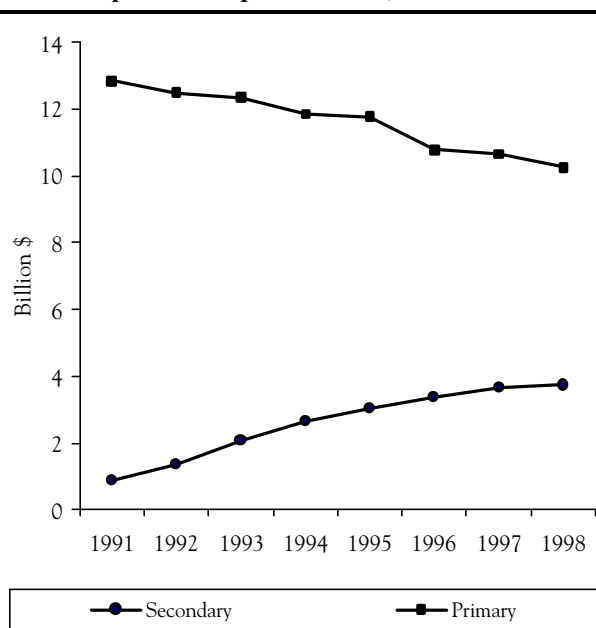


Sources: FAO, 2000; COMTRADE, 2000.

In tropical timber, the inverted trends of imports of primary and secondary products are a result of tropical timber producers drive to produce value-added products (*Annual Review and Assessment of the World Timber Situation, 1999*, ITTO, 2000) (graph 2).

GRAPH 2

Imports of tropical SPWPs, 1991-1998



Source: ITTO, 1999.

Chapter 2 - Secondary processed wood products

2.1 Definitions

In this paper, SPWPs include essentially wood products and furniture (table 1). This report will consider the products resulting from further transformation of sawn wood and other wood-based material, excluding further processed panels sold as such. The range of operations and process is very wide, starting with the cutting to size of components and ending with the manufacture of finished and complex products such as pieces of furniture.

2.2 Tracking SPWPs

The trading of SPWPs at any intermediate steps of a given manufacturing process, as semi-finished components or as finished parts, makes their identification and definition at some stages uncertain. It is also worth noting that finished, and even semi-finished products, are rarely made only of wood. They may incorporate chemicals, finishes, hardware, plastic, glass, metal or leather components. This should be remembered when analysing and/or comparing the value of various groups of products. The complexity of analysing all these factors partly explain why the headings "Other products" are frequently so large.

In some high value-added products, traditionally listed under "wooden" headings, the wood material, in

quantity and value, accounts for a very minor share of the final product value.

Considering the specificity of furniture as a product and market group, and to make it more easy to read, this report has divided SPWP in two sectors:

- *wood products*, grouping items listed under HS codes 44: profiles and mouldings, painting frames, packing boxes, coopers' products, tools, builders'

joinery and carpentry, tableware, marquetry and other articles;

- and *wood furniture*, grouping items listed under HS codes 94: seats (upholstered seats, seats and furniture for office, kitchen, bedroom and other uses).

The list of products selected to build this report is presented in table 1. The short descriptions used in the

TABLE 1

List of products mentioned in the report and their codes

<i>Harmonized System¹ code</i>	<i>Product description</i>
WOOD PRODUCTS	
4409	Continuously shaped wood (including strips and friezes for parquet flooring, not assembled) (moulded tongued, grooved, rebated, chamfered, V-jointed, beaded, rounded, etc.) along any of its edges or faces, whether or not planed, sanded or finger-jointed.
4414	Wooden frames for pictures, paintings, photographs, mirrors, etc.
4415	Wooden packing cases, boxes, crates, drums and similar packings, cable-drums of wood, pallets, box pallets etc.
4416	Barrels, casks, vats, tubs and other coopers' products and parts thereof, of wood, including staves.
4417	Tools, tool bodies, tool handles, broom or brush bodies, show lasts, etc.
4418	Builders' joinery and carpentry, including cellular wood panels
	441810 Windows and their frames
	441820 Doors and their frames and thresholds
	441830 Parquet panels
	441840 Formwork (shuttering) for concrete
	441850 Shingles and shakes
	441890 Other
4419	Tableware and kitchenware, of wood
4420	Wood marquetry and inlaid wood; caskets and cases for jewellery or cutlery, and similar articles, of wood; statuettes and other ornaments, of wood; wooden articles of furniture not falling within chapter 94
4421	Other articles of wood: Clothes hangers, spools, spindles, bobbins, blind rollers, match splints, toothpicks, etc.
FURNITURE	
Seats, with wooden frames	
940161	Upholstered
940169	Others
Wooden furniture	
940330	For office
940340	For kitchen
940350	For bedroom
940360	Other wooden furniture
940390	Parts of furniture ²

¹ Nomenclature.

² The Comtrade six-digit heading 940390 covers all types of furniture parts, of metal, plastic or other material. In some national systems, eight-digit subheadings identify the wooden parts, such as Comext 9403.90-30 or the United States Schedule B 940390-70.

table are as close as possible to the international customs nomenclature and in some cases differ from the customary trade terminology. For example, “wood continuously shaped” regroupes a wide range of products, each of them traded with specific commercial denomination: strips, friezes, sidings, claddings, panelling, sauna boards, wainscoting, mouldings, rods, dowels, etc.

Species are often used as a classification criteria within some products groups. It should nevertheless be noted that modern manufacturing technologies allow finger jointing, veneer-wrapping, gluing and assembling of different species together and this is frequently done.

2.3 Nomenclature

The codes and classification mentioned in this report refer to the Harmonized System (HS), used by most of the world's major trading nations. The 6 digit codes are defined by an international convention. For further differentiation, other digits may be added at a national level and may differ from country to country (see note 2).

2.4 Sources of information

There are several sources of statistics regarding the trade flows of SPWP. The main sources for this chapter are the following:

- the COMTRADE database of the United Nations;
- the COMEXT database of the European Union's Eurostat;
- the United States Department of Agriculture's Foreign Agricultural Service database; and
- the ITTO publications and reports.

The production of finished products is documented by national statistics, even if they are rarely as detailed as the customs statistics.

Due to the impracticability of classification and coding of domestic trade, it is much more difficult to obtain information about products traded locally as semi-finished elements or components. As a consequence it is also difficult to evaluate what percentage of SPWP is outsourced. Even if there is a growing share of semi-finished SPWP being outsourced nationally or internationally, the tradition is that many SPWP are elaborated “in house” and their integrated production cannot be tracked with accuracy by the national statistics offices which are responsible for collecting and processing industrial production and trade data.

Some trade and industry associations, at national or international level, publish data allowing evaluation of the importance of the various industrial sectors or sub-sectors. This is the case, amongst many others, of the European Panels Federation (EPF) and the European Parquet Federation (FEP).

2.5 Volume, surface, length or value?

SPWP can be measured in many ways, but in this report the flows of products are expressed in value. To be of some use, the evaluation of SPWP quantities can be made on a physical basis (volume, length or surface), but only for standard commodities or in reference to detailed specifications.

2.6 Geographic scope

This paper considers the markets of the ECE countries, their trade (import and export) amongst themselves and with the rest of the world.

Chapter 3 - Main flows and trade patterns

3.1 Total trade

Furniture is by far the main product traded by ECE countries, both as importers and exporters (table 2).

TABLE 2
Imports and exports of SPWPs by ECE countries,
1998
(million \$)

	<i>Imports</i>	<i>Exports</i>
WOOD PRODUCTS		
Builders joinery & carpentry	4,765	4,889
Continuously shaped wood	1,969	1,423
Packing cases, pallets	1,070	1,098
Marquetry	846	261
Frames for pictures	508	186
Tableware	281	120
Barrel casks	225	289
Tools and handles	141	111
Other articles of wood	2,114	1,537
Total	11,919	9,913
WOOD FURNITURE		
Upholstered seats	3,824	4,263
Chairs	1,490	849
Office furniture	1,572	1,758
Kitchen furniture	1,606	2,082
Bedroom furniture	2,872	2,733
Other wooden furniture	8,288	8,112
Total	19,653	19,797

Source: COMTRADE, 2000.

3.2 The wood products sector

The United States and Germany are by far the largest importers of SPWP wood products, while Canada is the premier exporter (tables 3 and 4).

TABLE 3
Main importers of secondary wood processed products¹ (ECE countries), 1998
(million \$)

United States	3,490
Germany	2,155
United Kingdom	949
France	617
Italy	600
Belgium and Luxembourg	539
Canada	529
Netherlands	456
Austria	403
Switzerland	371
Spain	301

¹Continuously shaped wood, wooden picture frames, and other articles of wood.

Source: COMTRADE, 2000.

TABLE 4
Main exporters of secondary processed wood products¹ (ECE countries), 1998
(million \$)

Canada	1,671
United States	1,007
Germany	846
Italy	821
France	730
Sweden	600
Denmark	564
Poland	548
Austria	507
Belgium and Luxembourg	436
Spain	361
Netherlands	302
United Kingdom	279
Switzerland	110

¹Continuously shaped wood, wooden picture frames, and other articles of wood.

Source: COMTRADE, 2000.

For each major importing and exporting country, breakdowns of imports and exports by products are given in Annex.

Ranked by value, imports and exports show similar patterns, except for the cooper's products which are quite localised, both in production and imports (table 5).

TABLE 5
Secondary processed wood products traded by ECE countries, ranked by value of total trade, 1998
(excluding furniture)
(million \$)

Imports ranked by value	
Builders joinery & carpentry	4,765
Continuously shaped wood	1,969
Packing cases, pallets	1,070
Marquetry	846
Wooden picture frames	508
Tableware	280
Barrels, casks	225
Tools and handles	140
Other articles of wood	2,114
Exports ranked by value	
Builders joinery & carpentry	4,889
Continuously shaped wood	1,423
Packing cases, pallets	1,098
Barrels, casks	289
Marquetry	261
Wooden picture frames	186
Tableware	120
Tools and handles	111
Other articles of wood	1,537

Source: COMTRADE, 2000.

Within the wood products sector, the value of trade in joinery and carpentry is the highest. It includes a wide range of products such as windows, doors, assembled flooring, concrete forms, shingles and shakes. The main importers and exporters of each product are listed and ranked in Annex.

3.3 Furniture

Furniture is a product with a high value-added ratio. In some types of furniture, the wood material used is the very core of the value of the piece of furniture but in others, like some upholstered chairs, the proportion of wood, in value and volume, is minimal while the piece of furniture is still classified under the heading "Seats, with wooden frames". Upholstered furniture has the highest trade value in the ECE, followed by bedroom, kitchen and office furniture (table 6).

TABLE 6

Furniture traded by ECE countries, ranked by value of total trade, 1998
(million \$)

Imports ranked by value	
Upholstered seats	3,824
Bedroom furniture	2,872
Kitchen furniture	1,606
Office furniture	1,572
Wooden seats	1,490
Other wooden furniture	8,288
Exports ranked by value	
Upholstered seats	4,263
Bedroom furniture	2,733
Kitchen furniture	2,082
Office furniture	1,758
Wooden seats	849
Other wooden furniture	8,112

Source: COMTRADE, 2000.

TABLE 7

Main importers of furniture (ECE countries), 1998
(million \$)

United States	5,955
Germany	3,256
France	1,729
United Kingdom	1,340
Belgium and Luxembourg	995
Switzerland	936
Netherlands	878
Austria	762
Canada	562
Norway	491
Sweden	379
Denmark	335

Source: COMTRADE, 2000.

TABLE 8

Main exporters of furniture (ECE countries), 1998
(million \$)

Italy	5,174
Germany	2,218
Canada	1,669
Denmark	1,559
Poland	1,408
France	960
Belgium and Luxembourg	914
United States	851
Spain	810
Sweden	692
United Kingdom	671
Austria	397

Source: COMTRADE, 2000.

The United States is the world's main importer of furniture (30% of the total import of ECE countries), followed by Germany and France (table 7). Italy is the leading exporter with 26% of the total value exported (table 8).

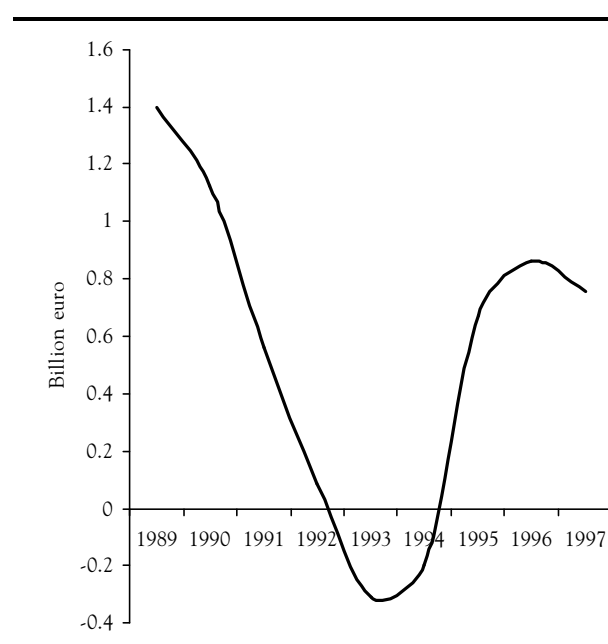
Chapter 4 - Market profiles

4.1 European Union

Since the negative results of 1993-1994, the EU15 balance of trade of SPWP has been positive (graph 3). However in 1997, individually, only two products had a positive balance: cooper's products (barrels) and furniture, while wood mouldings, pallets and cases and joinery and carpentry were negative (graph 4). The EU's exports of SPWP are steadily increasing (graph 5).

GRAPH 3

EU15 balance of trade for selected SPWPs, including wooden furniture, 1989-1997

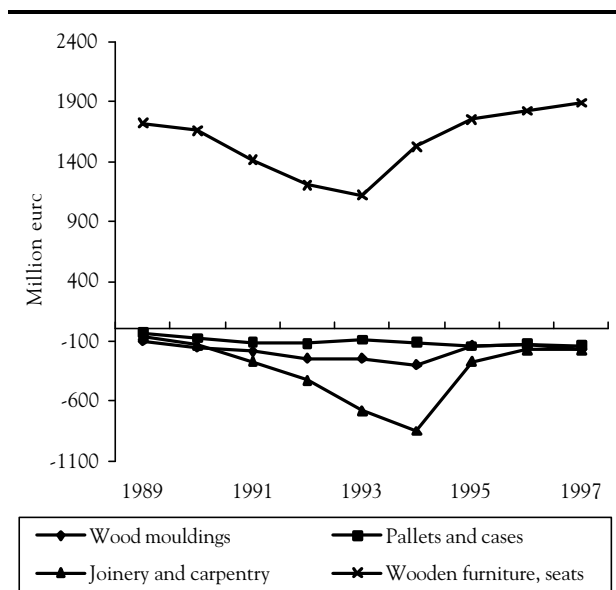


Source: COMEXT, 1999.

The contribution of the furniture and seating (mainly Italian) is out of proportion with the other headings and has the major weight on the positive side. (table 9 and graph 6).

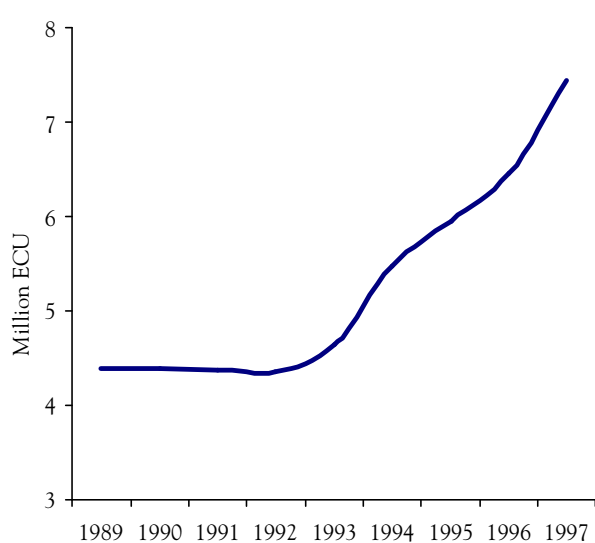
Germany is the largest European furniture producer and consumer but Italy exports twice as much.

GRAPH 4
EU15 balance of trade, 1989-1999



Source: COMEXT, 1999.

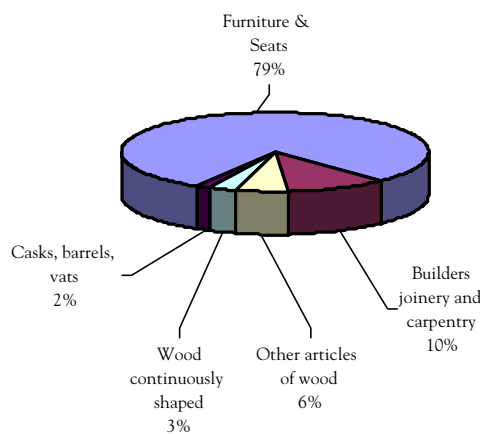
GRAPH 5
EU15 exports of SPWPs, 1989-1997



Source: COMEXT, 2000.

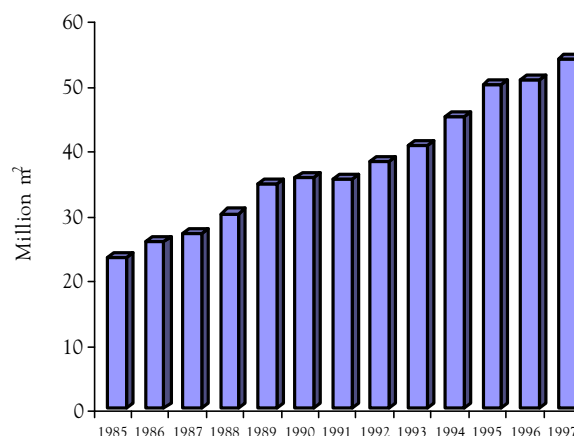
Several industrial sectors had sustained growth in recent years. This is the case in flooring, a minor sector in terms of the quantity of wood used, but in steady increase in production and trade (graph 7). The expansion of the wood flooring sector is driven by fashion and its anti-allergic benefits. The market is promising and the small percentage of wood flooring in Europe (4.7% in 1997) is expected to grow fast.

GRAPH 6
EU15 exports of SPWPs, 1997



Source: COMEXT, 1999.

GRAPH 7
EU15 production of wood flooring, 1985-1997



Source: Fédération Européenne du Parquet, 1999.

Multiple-layer (laminated) flooring has had spectacular growth in recent years. Solid flooring is also growing at a lesser rate, while mosaic and laminated-parquet are nearly stagnant (graph 8).

Much of the supply of the flooring plants is traditionally bought in friezes (narrow, random-length strips).

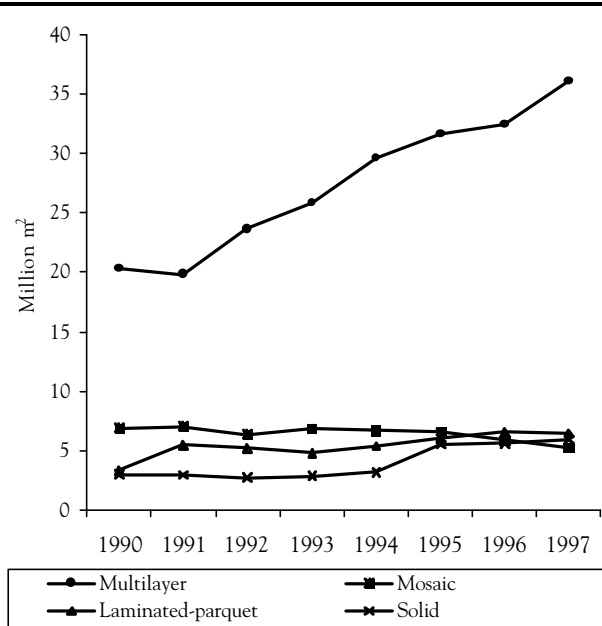
Hardwood dimension² is now the supply of the most modern furniture plants, of which the high-

² Dimension is a semi-finished piece of wood of fixed width, thickness and length, with specified tolerances of moisture content.

productivity lines require prepared and homogeneous raw material.

GRAPH 8

European wood flooring production, 1990-1999

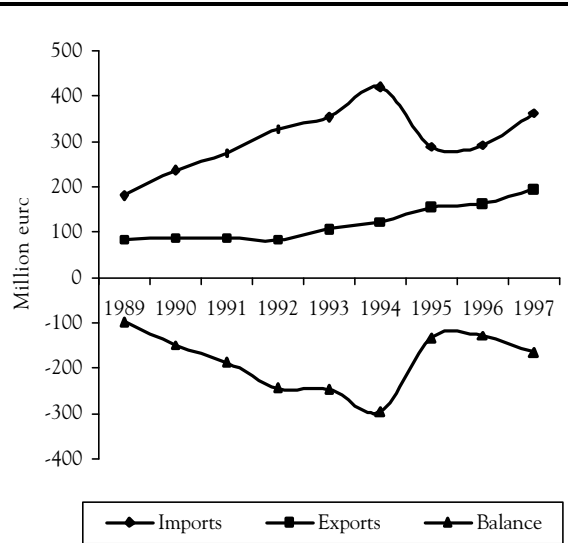


Source: Fédération Européenne du Parquet, 1998.

The trade of continuously shaped wood is expanding in the EU (graph 9). Imports to the EU from outside the EU15 doubled in the 1989-1997 period. Italy, UK, Germany and Netherlands are the main importers.

GRAPH 9

EU15 trade of mouldings, 1989-1997



Source: COMEXT, 1999.

In 1997, 40% of the total EU imports of profiled wood came from Indonesia and Malaysia.

TABLE 9
EU furniture market, 1998
(million euro)

	Production	Consumption	Imports	Exports
Austria	1,986	2,291	1,124	819
Belgium	1,887	2,470	1,727	1,144
Denmark	2,348	1,267	563	1,644
Finland	963	922	206	246
France	7,164	8,086	2,705	1,783
Germany	18,181	20,116	5,441	3,506
Greece	935	1,070	160	24
Ireland	310	402	192	100
Italy	15,189	8,529	606	7,266
Netherlands	2,194	2,907	1,224	510
Portugal	935	899	248	284
Spain	4,904	4,273	495	1,126
Sweden	1,634	1,212	643	1,065
United Kingdom	6,678	7,861	2,281	1,098
Total	65,308	62,305	17,615	20,615

Source: CSIL Milan (Furniture Industry Research Institute) as reported by the European Panel Federation, 1999

TABLE 10
EU15 Imports of profiled wood
(million euro)

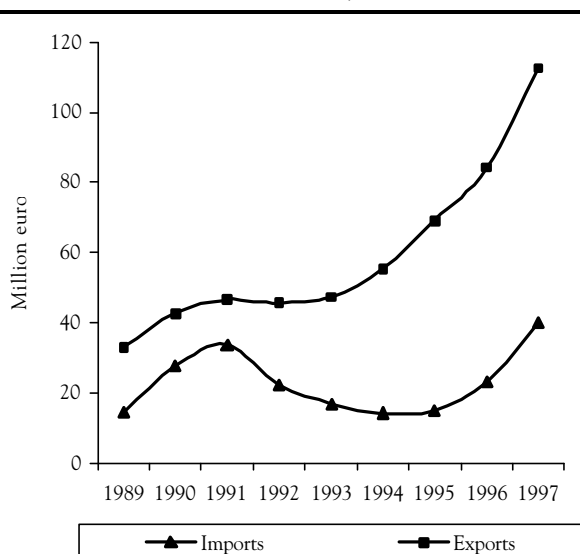
	1989	1990	1991	1992	1993	1994	1995	1996	1997
EU15	180,281	235,391	273,707	326,960	353,792	418,287	286,978	290,906	361,336
Italy	47,146	64,652	92,555	114,859	116,288	118,480	85,058	75,616	85,565
United Kingdom	40,624	47,216	41,066	45,524	51,449	58,181	43,062	40,904	53,840
Germany	55,412	73,208	82,042	98,214	116,813	148,519	46,132	45,045	51,032
Netherlands	9,807	13,734	15,069	23,998	23,799	30,736	39,675	35,034	48,799
Belgium & Luxembourg	6,737	8,388	9,983	8,755	10,110	21,541	20,797	23,981	30,198
Spain	3,452	5,300	7,846	8,565	6,415	7,954	11,295	16,502	22,851
Denmark	5,554	7,454	7,320	7,438	7,619	12,350	7,988	9,514	14,045
France	4,910	6,602	7,244	7,937	7,584	6,753	6,011	7,153	13,434
Austria	0	0	0	0	0	0	8,988	10,903	12,082
Portugal	227	1,042	1,183	4,125	5,255	4,464	8,284	11,978	11,813
Ireland	1,470	1,937	2,130	1,795	2,364	2,295	3,315	6,838	10,413
Sweden	0	0	0	0	0	0	3,997	3,630	3,060
Greece	4,943	5,856	7,270	5,753	6,095	7,013	1,185	1,869	2,226
Finland	0	0	0	0	0	0	1,189	1,940	1,974

Source: COMEXT, 2000.

Several eastern European countries (e.g. Czech Republic, Croatia, Estonia and Romania) are making considerable progress in exporting profiled wood to the EU. Italy is the major European exporter of profiled wood, mainly hardwood.

Another sector in continuous growth is the barrel industry (graph 10). France makes up 66% of the total ECE exports of coopers' products (barrels, casks and vats). In 1997, the French production represented more than 500,000 barrels, manufactured from 50,000 m³ of staves, obtained from 250,000 m³ of high quality logs (*Annuaire des Industries du Bois*, Union des Industries du Bois, 1999).

GRAPH 10
EU15 trade of barrels, 1989-1997



Source: COMEXT, 1999.

4.2 United States

Serving a strong housing market, since 1992 the US joinery market had a constant growth, with 1995 as only exception. All indicators point towards a continuity of this trend for the coming five years. The fact that timber frame housing is the traditional housing in the USA is fundamental to any analysis of the domestic market. Products and terminology are rather specific to this market. Conventionally, in the US domestic market analysis, wood flooring is not included in the joinery (millwork) sector, but in the decoration sector.

TABLE 10

United States, SPWP exports 1998
(million \$)

Builders joinery & carpentry	366
Continuously shaped wood	188
Other articles of wood	180
Marquetry	98
Barrels, casks	70
Packing cases, pallets	55
Tableware	18
Tools and handles	18

Source: COMTRADE, 2000.

TABLE 11

United States, SPWP imports, excluding furniture, 1998
(million \$)

Builders joinery & carpentry	1,212
Other articles of wood	743
Continuously shaped wood	695
Marquetry	199
Packing cases, pallets	113
Barrels, casks	104
Tableware	86
Tools and handles	41

Source: COMTRADE, 2000.

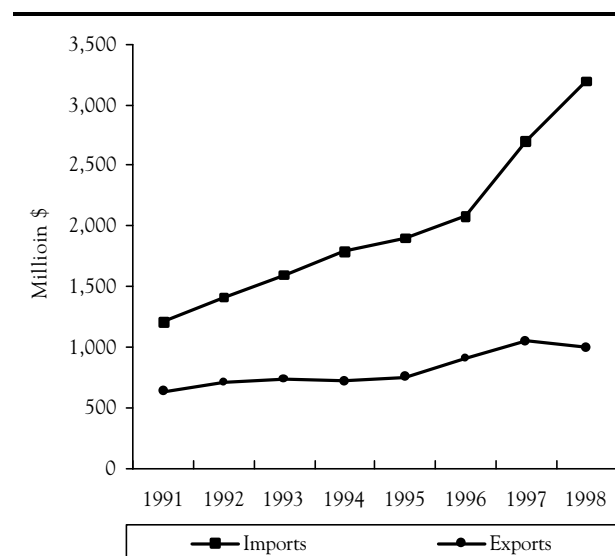
The North American Free Trade Agreement (NAFTA) will further facilitate the already privileged relationship between the US and the two neighbouring countries and traditional partners, Canada and Mexico.

As shown before, the United States is the largest importer of SPWPs, including furniture, and the second largest exporter behind Canada. The two groups with the highest trade value are continuously shaped wood (mouldings) and joinery and carpentry (graphs 11 and

6.4.10) and they account for around 60% of imports and exports (table 10 and 11).

GRAPH 12

United States trade of SPWPs, excluding furniture, 1991-1998



Source: COMTRADE, 2000.

Since 1991, both imports and exports have been in constant growth, with a negative balance of trade for all SPWPs (graph 11). The United States is a net importer of furniture: \$6.0 billion imported in 1998 versus \$850 million exported.

Canada is by far the main supplier of joinery and carpentry with 73% of the value of exports to the United States in 1998 (table 12). Other Central and South American countries account for 11%.

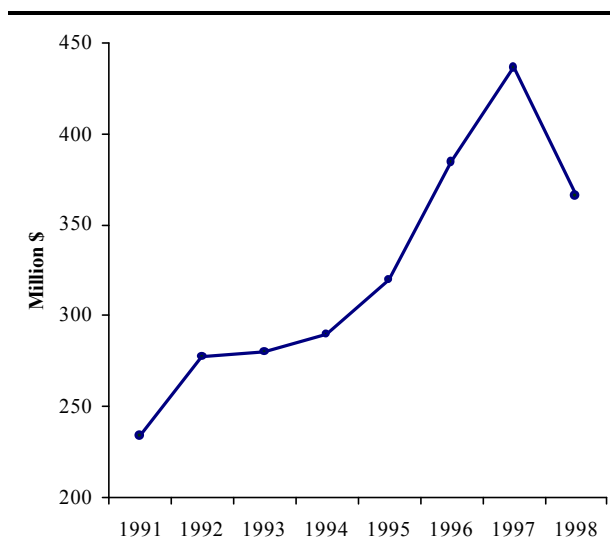
TABLE 12
Main exporters of joinery and carpentry to the United States, 1991-1998
(thousand \$)

	1991	1992	1993	1994	1995	1996	1997	1998	% 98	% 91
World	335,843	414,158	470,564	542,542	559,832	695,128	979,646	1,211,673	100,0	100,0
Of which:										
Canada	229,608	284,217	297,772	339,751	376,121	481,158	695,597	890,763	73,5	68,4
Indonesia	2,487	5,071	11,694	17,314	19,541	22,426	31,705	49,786	4,1	0,7
Mexico	26,844	31,884	29,784	24,802	22,970	32,773	42,425	38,974	3,2	8,0
Brazil	11,687	12,683	16,023	23,658	23,427	24,153	37,263	35,330	2,9	3,5
Malaysia	14,644	26,547	47,204	44,186	32,819	33,564	33,561	30,795	2,5	4,4
Chile	359	1,354	5,815	13,130	6,727	6,746	23,872	26,573	2,2	0,1
Costa Rica	3,757	6,010	6,547	9,115	7,173	7,281	13,002	21,629	1,8	1,1
Sweden	10,024	7,376	8,908	10,711	10,544	13,619	15,084	14,999	1,2	3,0
China	535	2,020	3,412	4,305	5,777	6,117	7,618	11,705	1,0	0,2
Denmark	1,626	2,118	2,488	3,489	3,499	5,587	6,576	8,682	0,7	0,5

Source: COMTRADE, 2000.

Exports of joinery and carpentry products from the USA are much smaller than imports (30% of imports in 1998). Two countries (Canada and Japan) make up 76% of the total export. After a continuous upward trend since 1991, exports went down in 1998. (Graph 12)

GRAPH 12
United States export of joinery and carpentry products
(million \$)



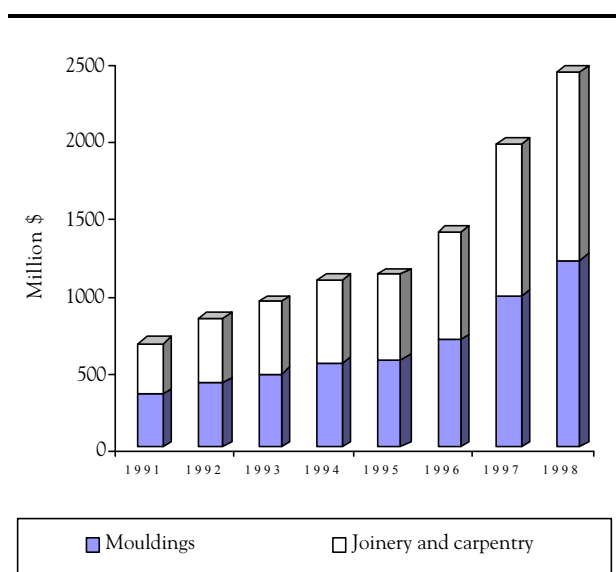
Source: COMTRADE, 2000.

Canada is also the main supplier of profiled wood with 29% of the supply in 1998, followed by Chile (18%) (table 13). Other Central and South American countries account for 25%. All the suppliers have increased their deliveries to the USA, the shares of Indonesia and Chile growing constantly.

An analysis of the US imports of profiled wood (table 13) in the 1991-1998 period show that imports were multiplied by 2.2 (graphs 13 and 14) during the period and that the 10 countries listed in the table accounting for 93% of imports in 1997 were already accounting for the same percentage in 1991, but the breakdown changed substantially during the period. (graphs 15 and 16) The shares of Canada and Mexico were reduced while Chile had a spectacular growth, and Argentina started supplying in 1995.

GRAPH 13

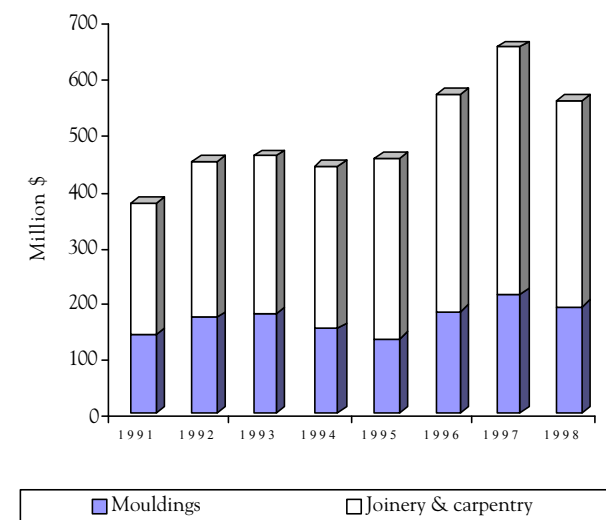
**United States imports of Mouldings and Joinery
1991-1998**



Source: COMTRADE, 2000.

GRAPH 14

**United States exports of Mouldings and Joinery,
1991-1998**



Source: COMTRADE, 2000

TABLE 13

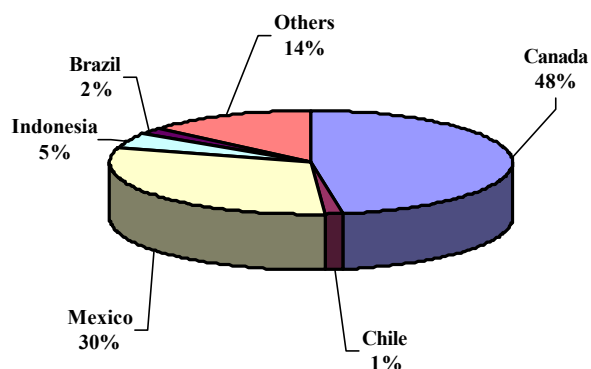
**Main exporters of profiled wood to the United States, 1991-1998
(thousand \$)**

	1991	1992	1993	1994	1995	1996	1997	1998	% 98	% 91
World	306,869	370,429	439,543	459,852	442,354	500,000	636,450	694,734	100,0	100,0
Canada	145,765	154,341	162,665	167,759	165,004	166,397	209,256	203,284	29,3	47,5
Chile	4,551	8,617	22,756	32,073	39,814	76,011	112,902	124,365	17,9	1,5
Mexico	93,543	123,438	147,904	127,323	93,394	11,579	125,674	9,848	14,2	30,5
Indonesia	14,518	24,049	32,189	42,684	44,551	40,478	50,154	61,745	8,9	4,7
Brazil	6,414	5,886	7,231	9,124	17,477	27,071	42,227	59,561	8,6	2,1
Malaysia	17,880	25,632	29,036	37,427	29,791	24,112	28,126	34,509	5,0	5,8
New Zealand	878	5,364	8,690	8,210	8,341	13,545	14,148	29,966	4,3	0,3
Italy	2,554	2,960	2,069	3,805	7,573	9,024	11,067	15,887	2,3	0,8
China	367	157	1,041	1,412	1,317	2,235	5,339	13,990	2,0	0,1
Argentina	0	52	0	0	197	854	4,044	7,500	1,1	0,0

Source: COMTRADE, 2000.

GRAPH 15

Main suppliers of profiled wood to the United States, 1991

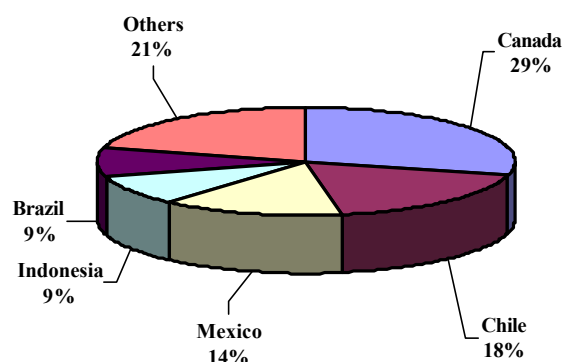


Source: COMTRADE, 2000.

US exports of profiled wood (table 14) grew at a slower pace than imports during the same period (they were multiplied by 1.4), Canada, Mexico and Japan accounting for 90 %. There is an evident trend of increased sales to Mexico and diminishing to Japan.

GRAPH 16

Main suppliers of profiled wood to the United States, 1998



Source: COMTRADE, 2000.

TABLE 14

Main importers of profiled wood from the United States, 1991-1998
(thousand \$)

	1991	1992	1993	1994	1995	1996	1997	1998	% 98	% 91
World	138,120	168,054	175,874	149,289	132,370	180,818	211,118	187,921	100,0	100,0
Canada	101,138	133,601	140,026	105,580	80,687	118,025	144,665	129,410	68,9	73,2
Mexico	4,853	9,450	9,604	13,178	6,961	13,128	19,035	22,803	12,1	3,5
Japan	18,513	9,094	10,014	12,542	18,409	21,213	19,720	10,851	5,8	13,4
United Kingdom	1,742	2,162	1,898	706	1,038	3,103	3,228	3,366	1,8	1,3
Germany	701	1,746	1,111	1,242	1,969	2,419	2,117	2,670	1,4	0,5
Australia	478	345	126	410	285	934	1,918	1,639	0,9	0,3
Ireland	0	0	140	54	211	622	909	1,164	0,6	0,0
Spain	1,204	1,260	967	481	1,494	1,437	1,004	1,065	0,6	0,9
Venezuela	59	75	712	374	312	258	280	859	0,5	0,0
Russian Federation	0	176	99	155	418	1,088	1,319	833	0,4	0,0

Chapter 5 - Conclusion

In the ECE region the trade in secondary processed wood products (SPWPs) is growing faster than trade in primary products. Many major forest products producers are seeking to maximise value-added processing and minimise exports of primary products. This trend is particularly evident in tropical countries. Trade, and especially production, of SPWPs will continue to be difficult to measure due to difficulties in identifying the portion of wood in final products. Nevertheless the increasing importance of secondary processing merits attention as a focus on only primary-processed products gives too narrow a view on wood

products production, consumption and trade in the ECE region.

Coping with economic or policy constraints, many primary product manufacturers, such as sawmills, are investing in value-added processing, for example in manufacturing hardwood dimension. This vertical integration of primary and secondary operations is an important structural change in the sector. One consequence is that statistics on primary processing, e.g. sawnwood produced, only give a partial picture of reality. This is again an impetus to follow more closely the production and trade of SPWPs.

ANNEX

TABLE -1	Wood (including strips and friezes for parquet flooring, not assembled) continuously shaped (tongued, grooved, rebated, chamfered, V-jointed, beaded, moulded, rounded or the like) along any of its edges or faces, whether or not planed, sanded or finger-jointed			
1998	Product code 4409	Value USD		Source: COMTRADE
MAJOR IMPORTERS		MAJOR EXPORTERS		
USA	694,733,697	Canada	230,067,343	
Germany	177,537,000	Italy	204,274,885	
Italy	156,714,530	USA	187,921,024	
Canada	156,559,469	Germany	98,000,000	
United Kingdom	144,787,798	Austria	96,124,014	
Belgium, Luxembourg	91,953,165	France	92,831,761	
France	65,408,016	Spain	64,218,679	
Netherlands	61,240,049	Belgium, Luxembourg	50,642,254	
Spain	60,529,184	Poland	47,746,000	
Switzerland	58,185,853	Sweden	46,355,860	
Total 10 major	1,667,648,761	85%	1,118,181,820	79%
Others	301,415,506		305,120,908	
Total ECE countries	1,969,064,267		1,423,302,728	

TABLE -2	Wood (including strips and friezes for parquet flooring, not assembled) continuously shaped (tongued, grooved, rebated, chamfered, V-jointed, beaded, moulded, rounded or the like) along any of its edges or faces, whether or not planed, sanded or finger-jointed, CONIFEROUS			
1998	Product code 4409.10	Value USD		Source: COMTRADE
MAJOR IMPORTERS		MAJOR EXPORTERS		
USA	495,554,935	Canada	172,318,734	
Germany	102,818,000	USA	89,573,052	
Canada	75,269,812	Austria	76,040,964	
United Kingdom	60,498,067	Italy	60,301,315	
Italy	43,342,287	Germany	54,929,000	
Switzerland	37,738,096	Finland	39,866,461	
France	21,350,123	Sweden	39,712,052	
Austria	20,906,090	Portugal	22,619,142	
Norway	20,050,675	Poland	22,172,000	
Denmark	18,847,515	Denmark	20,754,145	
Total 10 major	896,375,600	89%	598,286,865	81%
Others	110,456,161		138,147,242	
Total ECE countries	1,006,831,761		736,434,107	

TABLE -3	Wood (including strips and friezes for parquet flooring, not assembled) continuously shaped (tongued, grooved, rebated, chamfered, V-jointed, beaded, moulded, rounded or the like) along any of its edges or faces, whether or not planed, sanded or finger-jointed, NON CONIFEROUS			
	1998	Product code 4409.20		Value USD
MAJOR IMPORTERS			MAJOR EXPORTERS	
USA	199,178,762		Italy	143,973,570
Italy	113,372,243		USA	98,347,972
United Kingdom	84,289,731		France	75,444,182
Canada	81,289,656		Canada	57,748,609
Belgium, Luxembourg	79,048,040		Spain	48,571,777
Germany	74,719,000		Germany	43,071,000
Netherlands	55,482,101		Belgium, Luxembourg	42,363,522
Spain	45,622,013		Poland	25,574,000
France	44,057,893		Netherlands	21,502,851
Portugal	28,719,038		Austria	20,083,050
Total 10 major	805,778,477	84%	576,680,533	84%
Others	155,558,929		110,188,085	
Total ECE countries	961,337,406		686,868,618	

TABLE -4	Wooden frames for paintings, photographs, mirrors or similar objects			
	1998	Product code 4414		Value USD
MAJOR IMPORTERS			MAJOR EXPORTERS	
USA	295,919,938		Italy	82,299,189
Germany	48,638,000		France	16,661,802
France	26,992,636		USA	12,963,780
United Kingdom	26,980,863		United Kingdom	11,084,589
Canada	19,582,517		Germany	8,068,000
Netherlands	12,867,025		Poland	7,821,000
Sweden	11,654,618		Sweden	7,567,353
Spain	9,725,348		Canada	6,846,242
Norway	9,661,301		Denmark	5,984,616
Austria	7,721,414		Czech Republic	4,705,387
Total 10 major	469,743,660	92%	164,001,958	88%
Others	38,306,154		21,741,662	
Total ECE countries	508,049,814		185,743,620	

TABLE -5	Packing cases, boxes, crates, drums and similar packings, of wood; cable-drums of wood; pallets, box pallets and other load boards, of wood; pallet collars of wood				
	1998	Product code 4415		Value USD	Source: COMTRADE
MAJOR IMPORTERS			MAJOR EXPORTERS		
Germany	204,270,002		Poland	134,238,000	
France	122,562,830		Germany	108,454,000	
United Kingdom	114,322,349		United Kingdom	98,062,322	
USA	113,229,084		France	87,638,706	
Belgium, Luxembourg	95,951,234		Canada	81,947,974	
Italy	73,340,174		Belgium, Luxembourg	78,840,195	
Netherlands	52,201,726		Czech Republic	67,427,658	
Spain	46,805,690		Italy	61,921,645	
Austria	40,238,940		Spain	55,809,127	
Switzerland	28,025,494		USA	55,314,746	
Total 10 major	890,947,523	83%		829,654,373	76%
Others	179,135,653			268,481,099	
Total ECE countries	1,070,083,176			1,098,135,472	

TABLE -6	Casks, barrels, vats, tubs and other coopers' products and parts thereof, of wood, including staves				
	1998	Product code 4416		Value USD	Source: COMTRADE
MAJOR IMPORTERS			MAJOR EXPORTERS		
USA	104,003,688		France	190,614,199	
United Kingdom	44,682,313		USA	70,385,925	
Italy	26,752,881		Spain	8,581,406	
France	13,637,262		Hungary	4,352,000	
Spain	13,482,638		Portugal	3,809,785	
Canada	6,882,400		Germany	2,589,000	
Switzerland	2,658,718		Austria	2,028,518	
Germany	2,295,000		Italy	1,009,747	
Ireland	1,991,755		United Kingdom	984,502	
Belgium, Luxembourg	1,661,325		Russian Federation	789,308	
Total 10 major	218,047,980	97%		285,144,390	99%
Others	6,687,011			3,739,967	
Total ECE countries	224,734,991			288,884,357	

TABLE -7		Tools, tool bodies, tool handles, broom or brush bodies and handles, of wood; boot or shoe lasts and trees of wood			
1998	Product code 4417		Value USD		Source: COMTRADE
MAJOR IMPORTERS			MAJOR EXPORTERS		
USA	41,551,573		Spain	22,747,029	
Germany	22,480,000		USA	18,132,850	
United Kingdom	13,683,944		Germany	11,787,000	
Belgium, Luxembourg	12,202,332		Italy	9,864,935	
France	11,699,877		Belgium, Luxembourg	8,432,371	
Netherlands	5,728,663		Canada	4,329,303	
Italy	4,982,309		Slovenia	3,862,184	
Canada	4,922,731		France	3,860,906	
Austria	3,012,625		Sweden	3,617,647	
Switzerland	2,948,649		United Kingdom	3,020,996	
Total 10 major	123,212,703	88%		89,655,221	81%
Others	17,427,663			21,200,301	
Total ECE countries	140,640,366			110,855,522	

TABLE -8		Builders' joinery and carpentry of wood			
1998	Product code 4418		Value USD		Source: COMTRADE
MAJOR IMPORTERS			MAJOR EXPORTERS		
USA	1,211,673,368		Canada	950,451,286	
Germany	1,123,653,000		Denmark	433,003,238	
United Kingdom	344,316,661		Sweden	432,780,404	
Austria	229,100,285		Germany	390,456,000	
Netherlands	190,667,653		USA	366,043,801	
Switzerland	189,274,728		Austria	306,667,334	
Belgium, Luxembourg	171,099,530		Finland	245,786,264	
France	167,453,651		Belgium, Luxembourg	201,295,753	
Canada	145,155,323		France	191,277,301	
Italy	143,383,040		Italy	176,019,998	
Total 10 major	3,915,777,239	82%		3,693,781,379	76%
Others	849,445,764			1,194,894,688	
Total ECE countries	4,765,223,003			4,888,676,067	

TABLE -9	Tableware and kitchenware, of wood			
1998	Product code 4419		Value USD	Source: COMTRADE
MAJOR IMPORTERS			MAJOR EXPORTERS	
USA	86,170,186		USA	18,288,504
United Kingdom	39,385,280		United Kingdom	12,308,126
Germany	34,674,000		Italy	12,030,227
France	23,614,736		Poland	9,776,000
Netherlands	11,184,678		Germany	8,782,000
Belgium, Luxembourg	10,928,413		Denmark	8,605,793
Canada	10,537,719		France	7,089,113
Italy	10,020,101		Slovenia	6,726,195
Denmark	6,645,621		Portugal	5,887,072
Sweden	6,544,236		Sweden	5,320,862
Total 10 major	239,704,970	85%	94,813,892	79%
Others	41,238,412		24,901,699	
Total ECE countries	280,943,382		119,715,591	

TABLE -10	Wood marquetry and inlaid wood; caskets and cases for jewelery or cutlery, and similar articles of wood			
1998	Product code 4420		Value USD	Source: COMTRADE
MAJOR IMPORTERS			MAJOR EXPORTERS	
USA	199,178,762		Italy	143,973,570
Italy	113,372,243		USA	98,347,972
United Kingdom	84,289,731		France	75,444,182
Canada	81,289,656		Canada	57,748,609
Belgium, Luxembourg	79,048,040		Spain	48,571,777
Germany	74,719,000		Germany	43,071,000
Netherlands	55,482,101		Belgium, Luxembourg	42,363,522
Spain	45,622,013		Poland	25,574,000
France	44,057,893		Netherlands	21,502,851
Portugal	28,719,038		Austria	20,083,050
Total 10 major	805,778,477	84%	576,680,533	84%
Others	155,558,929		110,188,085	
Total ECE countries	961,337,406		686,868,618	

TABLE -11		Other articles of wood			
1998	Product code 4421	Value USD		Source: COMTRADE	
MAJOR IMPORTERS			MAJOR EXPORTERS		
USA	743,313,205	Canada	331,985,295		
Germany	466,523,000	Poland	182,536,000		
France	141,438,792	USA	179,645,723		
United Kingdom	136,671,970	Germany	171,903,000		
Canada	79,241,001	Italy	134,790,969		
Belgium, Luxembourg	76,703,354	Denmark	70,175,883		
Netherlands	65,805,409	France	62,064,940		
Italy	65,038,161	Austria	59,485,571		
Switzerland	55,970,013	Sweden	55,790,066		
Austria	50,180,204	Belgium, Luxembourg	46,103,118		
Total 10 major	1,880,885,109	89%	1,294,480,565	84%	
Others	233,140,555		242,834,138		
Total ECE countries	2,114,025,664		1,537,314,703		

TABLE -12		Other seats, with wooden frames, upholstered			
1998	Product code 9401.61	Value USD		Source: COMTRADE	
MAJOR IMPORTERS			MAJOR EXPORTERS		
USA	839,161,813	Italy	1,791,770,916		
Germany	833,995,000	Poland	513,628,000		
France	408,602,144	Germany	349,367,000		
United Kingdom	280,576,658	Belgium, Luxembourg	268,855,006		
Switzerland	229,991,635	USA	197,631,781		
Belgium, Luxembourg	189,265,641	Canada	126,103,173		
Canada	159,731,145	Norway	125,935,338		
Netherlands	147,816,281	Denmark	119,045,793		
Austria	147,497,459	Spain	103,510,583		
Norway	109,396,807	France	102,539,822		
Total 10 major	3,346,034,583	87%	3,698,387,412	87%	
Others	478,418,134		564,801,293		
Total ECE countries	3,824,452,717		4,263,188,705		

TABLE -13		Seats , with wooden frames, other than upholstered			
1998	Product code 9401.69	Value USD		Source: COMTRADE	
MAJOR IMPORTERS			MAJOR EXPORTERS		
USA	692,565,416	Italy	261,239,882		
Germany	165,968,000	Canada	74,500,413		
France	111,361,351	Poland	53,911,000		
United Kingdom	109,379,560	Slovenia	51,700,843		
Netherlands	64,845,582	Belarus	40,089,700		
Belgium, Luxembourg	64,455,915	Belgium, Luxembourg	39,101,675		
Denmark	38,618,438	Sweden	33,998,460		
Sweden	34,064,645	Denmark	30,860,314		
Canada	29,791,106	Spain	25,704,788		
Austria	29,300,270	Germany	25,598,000		
Total 10 major	1,340,350,283	90%	636,705,075	75%	
Others	149,327,372		212,346,437		
Total ECE countries	1,489,677,655		849,051,512		

TABLE -14		Wooden furniture of a kind used in offices			
1998	Product code 9403.30	Value USD		Source: COMTRADE	
MAJOR IMPORTERS			MAJOR EXPORTERS		
USA	507,504,591	Canada	359,509,879		
Belgium, Luxembourg	130,211,821	Italy	290,301,076		
France	126,085,240	Sweden	184,643,017		
United Kingdom	112,035,523	Germany	180,232,000		
Germany	110,921,000	Denmark	136,615,191		
Norway	90,096,060	Belgium, Luxembourg	97,237,679		
Switzerland	76,599,899	USA	87,416,708		
Russian Federation	46,825,369	United Kingdom	63,585,976		
Canada	40,837,264	Spain	57,326,188		
Netherlands	30,868,943	Poland	52,559,000		
Total 10 major	1,271,985,710	81%	1,509,426,714	86%	
Others	300,349,838		249,059,170		
Total ECE countries	1,572,335,548		1,758,485,884		

TABLE -15		Wooden furniture of a kind used in the kitchen			
1998	Product code 9403.40		Value USD		Source: COMTRADE
MAJOR IMPORTERS			MAJOR EXPORTERS		
USA	464,982,673		Germany	682,130,000	
Netherlands	166,143,359		Italy	332,018,473	
Switzerland	138,626,682		Canada	316,607,702	
France	127,016,150		France	126,813,372	
Germany	117,600,000		Austria	82,955,693	
Belgium, Luxembourg	108,048,117		Poland	80,268,000	
United Kingdom	89,045,189		Spain	75,614,119	
Austria	65,614,935		United Kingdom	68,495,548	
Norway	65,172,878		Denmark	66,880,071	
Greece	29,421,795		Sweden	57,358,972	
Total 10 major	1,371,671,778	85%		1,889,141,950	91%
Others	234,231,423			192,671,295	
Total ECE countries	1,605,903,201			2,081,813,245	

TABLE -16		Wooden furniture of a kind used in the bedroom			
1998	Product code 9403.50		Value USD		Source: COMTRADE
MAJOR IMPORTERS			MAJOR EXPORTERS		
USA	945,844,134		Italy	518,850,809	
Germany	564,263,000		Denmark	428,890,501	
France	245,010,867		Germany	392,106,000	
United Kingdom	193,959,800		Canada	316,377,588	
Switzerland	151,513,873		Spain	161,726,313	
Austria	142,371,633		France	140,356,181	
Belgium, Luxembourg	138,904,940		Belgium, Luxembourg	133,451,917	
Netherlands	115,593,180		USA	114,146,507	
Canada	66,292,196		Poland	106,676,000	
Denmark	36,852,512		Austria	47,057,749	
Total 10 major	2,600,606,135	91%		2,359,639,565	86%
Others	271,778,637			373,172,556	
Total ECE countries	2,872,384,772			2,732,812,121	

TABLE -17		Other wooden furniture			
1998	Product code 9403.60		Value USD	Source: COMTRADE	
MAJOR IMPORTERS			MAJOR EXPORTERS		
USA	2,505,281,757		Italy	1,980,258,358	
Germany	1,463,091,000		Denmark	776,650,791	
France	711,087,410		Poland	601,001,000	
United Kingdom	554,635,118		Germany	588,638,000	
Belgium, Luxembourg	363,855,669		France	514,364,170	
Netherlands	352,606,154		Canada	476,229,676	
Austria	349,367,920		United Kingdom	392,361,232	
Switzerland	314,863,676		Spain	386,085,416	
Canada	247,802,886		USA	385,768,323	
Norway	185,440,755		Belgium, Luxembourg	335,219,211	
Total 10 major	7,048,032,345	85%		6,436,576,177	79%
Others	1,240,501,803			1,675,496,381	
Total ECE countries	8,288,534,148			8,112,072,558	

	4409 Profiles	4414 Framings	4415 Packing	4416 Casks, barrels	4417 Tools,	4418 Joinery	4419 Tableware	4420 Marquetry	4421 Other articles	Total
USA	694,733,697	295,919,938	113,229,084	104,003,688	41,551,573	1,211,673,368	86,170,186	199,178,762	743,313,205	3,489,773,501
Germany	177,537,000	48,638,000	204,270,002	2,295,000	22,480,000	1,123,653,000	34,674,000	74,719,000	466,523,000	2,154,789,002
United Kingdom	144,787,798	26,980,863	114,322,349	44,682,313	13,683,944	344,316,661	39,385,280	84,289,731	136,671,970	949,120,909
France	65,408,016	26,992,636	122,562,830	13,637,262	11,699,877	167,453,651	23,614,736	44,057,893	141,438,792	616,865,693
Italy	156,714,530	6,897,777	73,340,174	26,752,881	4,982,309	143,383,040	10,020,101	113,372,243	65,038,161	600,501,216
Belgium, Luxembourg	91,953,165		95,951,234	1,661,325	12,202,332	171,099,530	10,928,413	79,048,040	76,703,354	539,547,393
Canada	156,559,469	19,582,517	24,989,015	6,882,400	4,922,731	145,155,323	10,537,719	81,289,656	79,241,001	529,159,831
Netherlands	61,240,049	12,867,025	52,201,726	478,146	5,728,663	190,667,653	11,184,678	55,482,101	65,805,409	455,655,450
Austria	43,556,933	7,721,414	40,238,940	1,218,071	3,012,625	229,100,285	5,403,662	22,650,842	50,180,204	403,082,976
Switzerland	58,185,853	7,178,032	28,025,494	2,658,718	2,948,649	189,274,728	4,872,786	22,447,757	55,970,013	371,562,030
Spain	60,529,184	9,725,348	46,805,690	13,482,638	2,808,666	83,336,587	6,481,112	45,622,013	31,896,602	300,687,840

Source: COMTRADE, 2000.

	4409 Profiles	4414 Framings	4415 Packing	4416 Casks, barrels	4417 Tools,	4418 Joinery	4419 Tableware	4420 Marquetry	4421 Other articles	Total
Canada	230,067,343	6,846,242	81,947,974	591,954	4,329,303	950,451,286	7,089,113	57,748,609	331,985,295	1,671,057,119
USA	187,921,024	12,963,780	55,314,746	70,385,925	18,132,850	366,043,801	18,288,504	98,347,972	179,645,723	1,007,044,325
Germany	98,000,000	8,068,000	108,454,000	2,589,000	11,787,000	390,456,000	12,030,227	43,071,000	171,903,000	846,358,227
Italy	204,274,885	82,299,189	61,921,645	1,009,747	9,864,935	176,019,998	6,726,195	143,973,570	134,790,969	820,881,133
France	92,831,761	16,661,802	87,638,706	190,614,199	3,860,906	191,277,301	9,776,000	75,444,182	62,064,940	730,169,797
Sweden	46,355,860	7,567,353	41,533,212	281,834	3,617,647	432,780,404	5,320,862	6,643,808	55,790,066	599,891,046
Denmark	27,801,562	5,984,616	11,806,148	28,385	1,883,460	433,003,238	5,887,072	7,047,417	70,175,883	563,617,781
Poland	47,746,000	7,821,000	134,238,000	297,000	2,305,000	138,094,000	9,776,000	25,574,000	182,536,000	548,387,000
Austria	96,124,014	2,230,649	17,670,110	2,028,518	1,431,438	306,667,334	1,762,168	20,083,050	59,485,571	507,482,852
Belgium, Luxembourg	50,642,254	N/A	78,840,195	26,831	8,432,371	201,295,753	8,605,793	42,363,522	46,103,118	436,309,837
Spain	64,218,679	3,656,698	55,809,127	8,581,406	22,747,029	132,293,420	3,323,686	48,571,777	21,920,490	361,122,312
Netherlands	34,447,688	3,586,418	53,254,414	154,526	2,214,873	153,142,358	8,782,000	21,502,851	25,356,912	302,442,040
United Kingdom	21,108,037	11,084,589	98,062,322	984,502	3,020,996	82,562,787	12,308,126	9,234,171	41,039,709	279,405,239
Switzerland	3,677,338	1,356,730	5,892,067	41,895	2,215,038	70,323,038	711,617	1,640,598	24,684,863	110,543,184

Source: COMTRADE, 2000

TABLE -20	1998 ECE Imports of Furniture		Value: USD				TOTAL
	9401.61	9401.69	9403.30	9403.40	9403.50	9403.60	
	Upholstered seats	Seats	Office furniture	Kitchen furniture	Bedroom furniture	Other furniture	
USA	839,161,813	692,565,416	507,504,591	464,982,673	945,844,134	2,505,281,757	5,955,340,384
Germany	833,995,000	165,968,000	110,921,000	117,600,000	564,263,000	1,463,091,000	3,255,838,000
France	408,602,144	111,361,351	126,085,240	127,016,150	245,010,867	711,087,410	1,729,163,162
United Kingdom	280,576,658	109,379,560	112,035,523	89,045,189	193,959,800	554,635,118	1,339,631,848
Belgium, Luxembourg	189,265,641	64,455,915	130,211,821	108,048,117	138,904,940	363,855,669	994,742,103
Switzerland	229,991,635	24,013,174	76,599,899	138,626,682	151,513,873	314,863,676	935,608,939
Netherlands	147,816,281	64,845,582	30,868,943	166,143,359	115,593,180	352,606,154	877,873,499
Austria	147,497,459	29,300,270	28,270,149	65,614,935	142,371,633	349,367,920	762,422,366
Canada	159,731,145	29,791,106	40,837,264	17,244,959	66,292,196	247,802,886	561,699,556
Norway	109,396,807	20,410,062	90,096,060	65,172,878	20,143,368	185,440,755	490,659,930
Sweden	99,338,313	34,064,645	18,091,976	21,438,304	35,500,386	170,286,716	378,720,340
Denmark	72,899,677	38,618,438	28,284,225	10,972,222	36,852,512	147,248,954	334,876,028

Source: COMTRADE

TABLE-21	1998 ECE Exports of Furniture		Value: USD				TOTAL
	9401.61	9401.69	9403.30	9403.40	9403.50	9403.60	
	Upholstered seats	Seats	Office furniture	Kitchen furniture	Bedroom furniture	Other furniture	
Italy	1,791,770,916	261,239,882	290,301,076	332,018,473	518,850,809	1,980,258,358	5,174,439,514
Germany	349,367,000	25,598,000	180,232,000	682,130,000	392,106,000	588,638,000	2,218,071,000
Canada	126,103,173	74,500,413	359,509,879	316,607,702	316,377,588	476,229,676	1,669,328,431
Denmark	119,045,793	30,860,314	136,615,191	66,880,071	428,890,501	776,650,791	1,558,942,661
Poland	513,628,000	53,911,000	52,559,000	80,268,000	106,676,000	601,001,000	1,408,043,000
France	102,539,822	23,728,834	52,419,385	126,813,372	140,356,181	514,364,170	960,221,764
Belgium, Luxembourg	268,855,006	39,101,675	97,237,679	405,565,111	133,451,917	335,219,211	914,421,999
USA	197,631,781	21,014,904	87,416,708	446,943,788	114,146,507	385,768,323	850,672,601
Spain	103,510,583	25,704,788	57,326,188	75,614,119	161,726,313	386,085,416	809,967,407
Sweden	78442782	33,998,460	184,643,017	57,358,972	421,148,880	295,623,731	692,181,842
United Kingdom	89271863	16,426,204	63,585,976	68,495,548	41,208,922	392,361,232	671,349,745
Austria	48891749	16,712,903	44,506,088	82,955,693	47,057,749	157,389,165	397,513,347

Source: COMTRADE