

# Tropical Timber Market Report since 1990

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## Snapshot

Minor price changes for Indonesian and Malaysian logs and sawnwood were seen through September. Prices for wood-based products in Brazilian reals increased slightly. However, average prices of Brazilian products in USD fell 2% compared to August 2007.

Political protests in Myanmar have fueled uncertainty over the country's political stability, but it is too early to predict if this would have any impact on production and exports of Myanmar forest products. Japan's new Prime Minister has been elected, but the Minister of Agriculture, Forestry and Fisheries retains his post.

Asian, African and Latin American countries have been working to improve the effectiveness of measures to combat illegal logging. The EU is to assist Ghanaian communities in the struggle against illegal logging. Peru is to strengthen its Forestry Act that will require evidence of legality from those involved in the production of tropical timber. Indonesian associations were also working toward certifying handicrafts and other products for the domestic and international markets.

L. Flejzor

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## Report from Central/West Africa

### Log prices steady through September

Throughout September, log prices remained steady. Chinese buyers had become more selective in their purchases, buying only Okoume and a few of the premium red timbers. Chinese demand for lesser used species (LUS) declined from its high position over the past two to three years, and as a result these species are not being harvested. Prices have weakened for these species and the prices now quoted are at three years lows. Belli has been weakening due to lack of demand and fell EUR45 per m<sup>3</sup> over the last three weeks. Onzabilli also fell by EUR24 per m<sup>3</sup>.

It is not clear whether the log quota systems in Gabon and Congo Brazzaville have been fully implemented. Observers believe that some producers are continuing to negotiate with forest authorities on the volumes proposed in the log quotas. In addition, heavy rains had been reported in the region, handicapping harvesting and haulage as well as restricting log supplies. The resulting shortage of supplies has helped keep log export prices steady.

Most lumber prices remain unchanged. Azobe has been suffering from oversupply but sleepers have gained EUR23 per m<sup>3</sup> while Douka/Makopre has increased EUR 15 – EUR20 per m<sup>3</sup>. Sapele and Sipo hold on to June price levels and are at EUR580 for GMS and EUR620-625 for scantlings. Although overall market sentiment has been difficult to determine, prices have been holding firm since supply has tended to be low.

### West Africa Log Prices

| West Africa logs, FOB           |  | € per m <sup>3</sup> |      |      |
|---------------------------------|--|----------------------|------|------|
| Asian market                    |  | LM                   | B    | BC/C |
| Acajou/ Khaya/N'Gollon          |  | 221                  | 190  | 175  |
| Ayous/Obéché/Wawa               |  | 221                  | 205  | 168  |
| Azobe & Ekki                    |  | 152                  | 152  | 91   |
| Belli                           |  | 198↓                 | 198↓ | -    |
| Bibolo/Dibétou                  |  | 168                  | 168  | 114  |
| Bubinga                         |  | 533                  | 457  | 381  |
| Iroko                           |  | 289                  | 274  | 259  |
| Okoume (60% CI, 40% CE, 20% CS) |  | -                    | 150  | -    |
| Moabi                           |  | 297                  | 297  | 236  |
| Movingui                        |  | 205                  | 190  | 152  |
| Niove                           |  | 129                  | 129  | -    |
| Okan                            |  | 198                  | 198  | 152  |
| Padouk                          |  | 289                  | 289  | 267  |
| Sapele                          |  | 267                  | 252  | 205  |
| Sipo/Utile                      |  | 320                  | 290  | 251  |
| Tali                            |  | 190                  | 190  | 152  |

| Gabon Okoumé logs, FAS* |  | € per m <sup>3</sup> |        |
|-------------------------|--|----------------------|--------|
| Grade                   |  | Asia                 | Europe |
| QS                      |  | 213                  | 219    |
| CI                      |  | 171                  | 171    |
| CE                      |  | 146                  | 150    |
| CS                      |  | 108                  | 111    |

\*Based on SNBG official prices

### West Africa Sawwood Prices

| West Africa sawnwood, FOB |                         | € per m <sup>3</sup> |
|---------------------------|-------------------------|----------------------|
| Ayous                     | FAS GMS                 | 396                  |
|                           | Fixed sizes             | 427                  |
| Okoumé                    | FAS GMS                 | 335                  |
|                           | Sel. & Bet. GMS Italy   | 310                  |
|                           | Sel. & Bet. fixed sizes | -                    |
| Sipo                      | FAS GMS                 | 540                  |
|                           | FAS fixed sizes         | -                    |
|                           | FAS scantlings          | 550                  |
| Padouk                    | FAS GMS                 | 600                  |
|                           | FAS scantlings          | 630                  |
|                           | Strips                  | 425                  |
| Sapele                    | FAS Spanish sizes       | 550                  |
|                           | FAS scantlings          | 580                  |
| Iroko                     | FAS GMS                 | 458                  |
|                           | Scantlings              | 519                  |
|                           | Strips                  | 304                  |
| Khaya                     | FAS GMS                 | 396                  |
|                           | FAS fixed               | 427                  |
| Maobi                     | FAS GMS                 | 630                  |
|                           | Scantlings              | 645                  |
| Movingui                  | FAS GMS                 | 460                  |

## Report from Ghana

### EU to assist Ghanaian communities in combating illegal logging

First Counsellor Dirk Naezer, head of the EU delegation on Economic and Micro Trade in Ghana, recently visited the Tema Wood Manufacturers' Association of Ghana. He stated that the EU, in conjunction with the Forestry Commission of Ghana (FC) and other stakeholders, instituted a community programme to stop illegal logging and facilitate the export of important tree species. It also advises on how to sustain Ghana's forests while making wood available for both the local and export markets.

The visit was to enable Naezer to ascertain the assistance the EU could extend to the Association under the EU's Micro and Medium Scale Sector Programme. Counsellor Naezer, who toured various carpentry work centers, also visited the Tema and Ashaiman timber markets where he interacted with the workers. He observed that the wood sector in Ghana needed more technical skills, machinery, finance and space for operations than was envisaged. He advised the Association to take up opportunities generated by regional integration in order to capture the ECOWAS market. Counsellor Naezer commended the carpenters for producing quality products under strenuous conditions and assured the wood workers of support after consulting with the Ghana authorities.

### Rainfall facilitates implementation of Modified Taungya System

In 2002, the Government, through the Ministry of Lands, Forestry and Mines, launched the Modified Taungya System, which is aimed at replenishing degraded portions of some forest reserves in the country and alleviating poverty in rural communities. Good levels of rainfall this year have facilitated the development of the Modified Taungya System in the country. Officials are very confident that they could complete the remaining 20% of the targeted 3,500 hectares of degraded forests earmarked for replanting this year. The programme will continue until all the degraded portions are planted with various tree species.

In the Ashanti region, some of the tree species include teak and indigenous species like Cedrela, Ofram, Emire, Ceiba, Mahogany, Mansonia, Koto and Wawa. The Forest Services Division (FSD) of the FC and the forest fringe communities have been engaged in the project aimed at meeting their planting targets for the year. The Ashanti region forms a major part of the project because parts of forest reserves in the region have been destroyed by bushfires. A number of forest reserves engaged in the Taungya System are in the Kumawu, Kwame Nkawie, Juaso/Bekwai and Offinso Forest Districts.

The FSD offers the communities land from the degraded parts of the forests where they plant their food crops. The FSD also offers technical advice to the farmers on nurturing the trees to maturity while they still farm on the lands. On maturity, the farmers are entitled to 40% of the standing value of the planted trees.

#### Ghana Log Prices

| Ghana logs, domestic          | US\$ per m <sup>3</sup> |         |
|-------------------------------|-------------------------|---------|
|                               | Up to 80cm              | 80cm+   |
| Wawa                          | 70-90                   | 95-120  |
| Odum Grade A                  | 150-160                 | 165-185 |
| Ceiba                         | 60-80                   | 85-110  |
| Chenchen                      | 55-80                   | 85-105  |
| Khaya/Mahogany (Veneer Qual.) | 70-90                   | 95-120  |
| Sapele Grade A                | 130-150                 | 155-175 |
| Makore (Veneer Qual.) Grade A | 125-135                 | 140-166 |

#### Ghana Sawnwood Prices

| Ghana Sawnwood, FOB<br>FAS 25-100mm x 150mm up x 2.4m up | € per m <sup>3</sup> |            |
|--|----------------------|------------|
|  | Air-dried            | Kiln-dried |
| Afrormosia   | 855                  | -          |
| Asanfina   | 500                  | 560        |
| Ceiba  | 205                  | 260        |
| Dahoma   | 330                  | 400        |
| Edinam (mixed redwood)                                   | 380                  | 450        |
| Emeri  | 360                  | 435        |
| African mahogany (Ivorenensis)                           | 580                  | 660        |
| Makore   | 510                  | 570        |
| Niangon  | 550                  | -          |
| Odum   | 750                  | 750        |
| Sapele   | 500                  | 555        |
| Wawa 1C & Select   | 250                  | 280        |

| Ghana sawnwood, domestic |             | US\$ per m <sup>3</sup> |
|--------------------------|-------------|-------------------------|
| Wawa                     | 25x300x4.2m | 170                     |
| Emeri                    | 25x300x4.2m | 255                     |
| Ceiba                    | 25x300x4.2m | 145                     |
| Dahoma                   | 50x150x4.2m | 274                     |
| Redwood                  | 50x75x4.2m  | 210                     |
| Ofram                    | 25x225x4.2m | 230                     |

#### Ghana Veneer Prices

| Rotary Veneer, FOB        | € per m <sup>3</sup> |             |
|---------------------------|----------------------|-------------|
|                           | CORE (1-1.9mm)       | FACE (<2mm) |
| Bombax                    | 325                  | 350         |
| Kyere, Ofram, Ogea & Otie | 325                  | 360         |
| Chenchen                  | 260                  | 360         |
| Ceiba                     | 235                  | 315         |
| Mahogany                  | 425                  | 460         |

The above prices are for full sized panels, smaller sizes minus 15%. Thickness below 1mm would attract a 5% premium.

| Rotary Veneer, FOB Core Grade 2mm & up | € per m <sup>3</sup> |
|--|----------------------|
| Ceiba                                  | 245                  |
| Chenchen, Ogea & Essa                  | 295                  |
| Ofram                                  | 305                  |

| Sliced Veneer, FOB | € per m <sup>2</sup> |         |
|--------------------|----------------------|---------|
|                    | Face                 | Backing |
| Afrormosia         | 1.80                 | 1.00    |
| Asanfina           | 1.80                 | 0.88    |
| Avodire            | 1.05                 | 0.75    |
| Chenchen           | 0.72                 | 0.61    |
| Mahogany           | 1.45                 | 0.85    |
| Makore             | 1.70                 | 0.80    |
| Odum               | 1.54                 | 1.10    |

#### Ghana Plywood Prices

| Plywood, FOB<br>B/BB, Thickness | € per m <sup>3</sup> |     |             |     |
|---------------------------------|----------------------|-----|-------------|-----|
|                                 | Redwoods             |     | Light Woods |     |
|                                 | WBP                  | MR  | WBP         | MR  |
| 4mm                             | 560                  | 487 | 500         | 360 |
| 6mm                             | 380                  | 315 | 335         | 385 |
| 9mm                             | 388                  | 305 | 290         | 280 |
| 12mm                            | 340                  | 290 | 270         | 280 |
| 15mm                            | 360                  | 290 | 280         | 260 |
| 18mm                            | 300                  | 290 | 265         | 260 |

Grade AB/BB would attract a premium of 5%. BB/BB would be 5% less, C/CC 10% less and CC/CC 15% less.

#### Ghana Added Value Product Prices

| Parquet flooring 1st | FOB € per m <sup>2</sup> |            |         |
|----------------------|--------------------------|------------|---------|
|                      | 10x60x300mm              | 10x65-75mm | 14x70mm |
| Apa                  | 12.00                    | 14.47      | 17.00   |
| Odum                 | 7.90                     | 10.18      | 11.00   |
| Hyedua               | 13.67                    | 18.22      | 17.82   |
| Afrormosia           | 13.25                    | 14.22      | 17.82   |

Grade 2 less 5%, Grade 3 less 10%.

### Report from Malaysia

#### Malaysia amends forestry act to tighten legality provisions

*Bernama* reported on how Malaysia expects to strengthen its laws to fight illegal logging. Deputy Prime Minister Najib Razak, the Chairman of the National Forestry Council, said logging companies will have to provide documentary evidence they are not harvesting illegally. He said the Council agreed to review and amend the National Forestry Act as to transfer the 'burden of proof' to those in possession of timber. Deputy Prime Minister Razak noted that illegal logging had an impact on biodiversity and global warming and was negatively affecting the image of the country. He said that if Europe and the US were to pursue legal action, this could have adverse effects on Malaysia's economy.

#### Investments in ECER cover furniture making activities

The news agency *Bernama* reported that the East Coast Economic Region (ECER), covering the Peninsular Malaysian states of Kelantan, Terengganu, Pahang and Mersing district in Johor, will receive RMB44.8 billion to spend on major transportation linkages and other infrastructure. Petronas President and CEO Tan Sri Mohd Hassan Marican said the investments would be a critical determinant of fostering regional development and growth. Hassan noted that part of the funds would be used to revitalize the agriculture sector, including growing rubber trees for timber used in furniture making. He explained that 50,000 to 100,000 acres have been secured for growing rubber trees for timber and that the region could now expand its furniture making activities.

## Malaysia Log Prices

|                      |                         |
|----------------------|-------------------------|
| Sarawak log, FOB     | US\$ per m <sup>3</sup> |
| Meranti SQ up        | 306-329                 |
| Small                | 277-302                 |
| Super small          | 260-274▲                |
| Keruing SQ up        | 273-288                 |
| Small                | 237-267                 |
| Super small          | 226-235▲                |
| Kapur SQ up          | 252-265▲                |
| Selangang Batu SQ up | 277-303                 |

|   |          |
|---|----------|
| Pen. Malaysia logs, domestic (SQ) US\$ per m <sup>3</sup> |          |
| DR Meranti  | 356-403  |
| Balau   | 287-320▲ |
| Merbau  | 423-443  |
| Rubberwood  | 236-254▲ |
| Keruing   | 282-296  |

Peninsular Malaysian meranti logs are top grade and are used for scantlings for the EU. Their prices are higher than Sarawak's.

## Malaysia Sawwood Prices

|                               |                         |
|-------------------------------|-------------------------|
| Malaysia Sawwood, FOB         | US\$ per m <sup>3</sup> |
| White Meranti A & up          | 440-465                 |
| Seraya Scantlings (75x125 KD) | 728-765                 |
| Sepetir Boards                | 325-340▲                |
| Sesendok 25,50mm              | 450-481                 |
| Kembang Semangkok             | 433-451                 |

|                              |                         |
|------------------------------|-------------------------|
| Malaysian Sawwood, domestic  | US\$ per m <sup>3</sup> |
| Balau (25&50mm,100mm+)       | 346-365                 |
| Merbau                       | 568-588                 |
| Kempas 50mmx(75,100 & 125mm) | 284-305▲                |
| Rubberwood 25x75x660mm up    | 276-306▲                |
| 50-75mm Sq.                  | 300-325▲                |
| >75mm Sq.                    | 320-349▲                |

## Malaysia Plywood Prices

|                            |                         |
|----------------------------|-------------------------|
| Malaysia ply MR BB/CC, FOB | US\$ per m <sup>3</sup> |
| 2.7mm                      | 490-515                 |
| 3mm                        | 466-491                 |
| 9mm & up                   | 420-441                 |

|                             |                         |
|-----------------------------|-------------------------|
| Meranti ply BB/CC, domestic | US\$ per m <sup>3</sup> |
| 3mm                         | 463-473                 |
| 12-18mm                     | 395-413                 |

## Other Malaysia Panel Prices

|                                       |                         |
|---------------------------------------|-------------------------|
| Malaysia, Other Panels, FOB           | US\$ per m <sup>3</sup> |
| <i>Particleboard</i> Export 12mm & up | 225-242▲                |
| Domestic 12mm & up                    | 209-228▲                |
| <i>MDF</i> Export 15-19mm             | 293-319▲                |
| Domestic 12-18mm                      | 267-290▲                |

## Malaysia Added Value Product Prices

|   |                         |
|---|-------------------------|
| Malaysia, Mouldings, FOB                  | US\$ per m <sup>3</sup> |
| Selagan Batu Decking                      | 697-715                 |
| Red Meranti Mouldings 11x68/92mm x 7ft up |                         |
| Grade A                                   | 736-755                 |
| Grade B                                   | 641-656                 |

## Malaysia Furniture and Parts Prices

|   |                         |
|---|-------------------------|
| Malaysia, Rubberwood, FOB                   | US\$ per piece          |
| Semi-finished dining table                  |                         |
| solid laminated top 2.5'x4', extension leaf | 55-72▲                  |
| As above, Oak Veneer                        | 64-78▲                  |
| Windsor Chair                               | 53-56▲                  |
| Colonial Chair                              | 46-54▲                  |
| Queen Anne Chair (soft seat) without arm    | 47-61▲                  |
| with arm                                    | 51-61▲                  |
| Chair Seat 27x430x500mm                     | 32-37▲                  |
| Rubberwood Tabletop                         | US\$ per m <sup>3</sup> |
| 22x760x1220mm sanded & edge profiled        |                         |
| Top Grade                                   | 625-635                 |
| Standard                                    | 588-608                 |

## Report from Indonesia

### LEI leads ventures on certified timber and handicrafts

*Antara News* reported on the Indonesian Ecolabeling Agency's (LEI) establishment of joint ventures to provide certified timber products and handicrafts to the international furniture market. LEI has teamed up with forest management groups in the Wonogiri district in Central Java and Gunungkidul district in Yogyakarta and

the Indonesian Furniture and Handicraft Industry Association (Asmindo). A LEI spokesperson said that products that have eco-labels will enter the furniture and handicraft markets in the near future.

At a workshop where the LEI scheme was announced, an executive from the American Sustainable Furniture Council said that the US market, with an estimated market worth USD84.2 billion in 2006, was heightening its focus on products from certified forests. Indonesian Furniture Association Chairperson Ambar Tjahyono said that the high cost of obtaining eco-labelling certification, currently estimated at Rp100 million, was a hindrance to the progress of the eco-labelling programme. She added that Indonesian furniture and handicraft exports were worth USD2.4 billion in 2006. She commented that Indonesia's furniture and handicraft industry required about 10 million m<sup>3</sup> of timber from state forestry firm PT Perhutani and 4.5 million m<sup>3</sup> from public forests.

## Indonesia Log Prices (domestic)

|                                 |                         |
|---------------------------------|-------------------------|
| Indonesia logs, domestic prices | US\$ per m <sup>3</sup> |
| Plywood logs                    |                         |
| Face Logs                       | 238-277                 |
| Core logs                       | 174-206▲                |
| Sawlogs (Meranti)               | 233-273                 |
| Falcata logs                    | 174-190▲                |
| Rubberwood                      | 208-230                 |
| Pine                            | 203-228                 |
| Mahoni (plantation mahogany)    | 620-667▼                |

## Indonesia Sawwood Prices

|  |                         |
|--|-------------------------|
| Indonesia, construction material, domestic | US\$ per m <sup>3</sup> |
| Kampar (Ex-mill) AD 3x12-15x400cm          | 244-253                 |
| KD   | 330-343                 |
| AD 3x20x400cm                              | 352-370                 |
| KD   | 375-385                 |
| Keruing (Ex-mill) AD 3x12-15x400cm         | 280-290                 |
| AD 2x20x400cm                              | 270-280                 |
| AD 3x30x400cm                              | 274-286                 |

## Indonesia Plywood Prices

|                             |                         |
|-----------------------------|-------------------------|
| Indonesia ply MR BB/CC, FOB | US\$ per m <sup>3</sup> |
| 2.7mm                       | 486-513                 |
| 3mm                         | 423-483                 |
| 6mm                         | 397-420▲                |

|                                |                         |
|--------------------------------|-------------------------|
| MR Plywood (Jakarta), domestic | US\$ per m <sup>3</sup> |
| 9mm                            | 329-343                 |
| 12mm                           | 304-326                 |
| 15mm                           | 298-332                 |

## Other Indonesia Panel Prices

|                                    |                         |
|------------------------------------|-------------------------|
| Indonesia, Other Panels, FOB       | US\$ per m <sup>3</sup> |
| <i>Particleboard</i> Export 9-18mm | 235-246▲                |
| Domestic 9mm                       | 195-213▲                |
| 12-15mm                            | 184-199▲                |
| 18mm                               | 179-185▲                |
| <i>MDF</i> Export 12-18mm          | 313-325                 |
| Domestic 12-18mm                   | 251-273                 |

## Indonesia Added Value Product Prices

|   |                         |
|---|-------------------------|
| Indonesia, Mouldings, FOB                 | US\$ per m <sup>3</sup> |
| Laminated Boards Falcata wood             | 384-404                 |
| Red Meranti Mouldings 11x68/92mm x 7ft up |                         |
| Grade A                                   | 691-723                 |
| Grade B                                   | 608-654                 |

## Report from Myanmar

### Protests in Rangoon escalate

The *BBC* reported on the protests in against the Myanmar government, which were started in opposition to price hikes for fuel. As a result, prices for transport and staples have skyrocketed. Buddhist monks had increasingly joined public protests after troops broke up a peaceful demonstration in Pakkoku. The UN Security Council urged the government to welcome the UN special envoy Ibrahim Gambari to the country as soon as possible in an effort to ameliorate the situation.

### Myanmar Log Prices (natural forests)

| Teak Logs, FOB                  | € Avg per Hoppus Ton<br>(traded volume) |                     |           |
|---------------------------------|---|---------------------|-----------|
| Veneer Quality                  | Aug                                     | Sep                 | 6 mo. Avg |
| 2nd Quality                     | 5,166<br>(12 tons)                      | 5,175<br>(21 tons)  | 4,885     |
| 3rd Quality                     | 4,904<br>(23 tons)                      | 4,707<br>(19 tons)  | 4,583     |
| 4th Quality                     | 4,367<br>(67 tons)                      | 4,259<br>(63 tons)  | 4,298     |
| <b>Sawing Quality</b>           |   |                     |           |
| Grade 1 (SG-1)                  | 2,882<br>(324 tons)                     | 2,828<br>(328 tons) | 2,824     |
| Grade 2 (SG-2)                  | 2,442<br>(411 tons)                     | 2,504<br>(405 tons) | 2,299     |
| Grade 3 (SG-3)                  | 1,901<br>(151 tons)                     | 2,013<br>(3 tons)   | 1,737     |
| Grade 4 (SG-4)                  | 2,129<br>(382 tons)                     | 2,282<br>(382 tons) | 1,973     |
| Grade 5 (SG-5)<br>Assorted      | 1,655<br>(546 tons)                     | 1,839<br>(546 tons) | 1,506     |
| Grade 6 (SG-6)<br>Domestic      | 1,374<br>(470 tons)                     | 1,519<br>(517 tons) | 1,204     |
| Grade 7 (ER-1)                  | 1,086<br>(153 tons)                     | 1,064<br>(22 tons)  | 894       |
| <b>Indonesia Plywood Prices</b> |   |                     |           |
| Grade 8 (ER-2)                  | 1,119<br>(10 tons)                      | 996<br>(3 tons)     | 926       |

Hoppus ton=1.8m<sup>3</sup>; All grades, except SG-3/5/6, are length 8' x girth 5' & up. SG-3/4/6 are girth 4' & up. SG-3 grade is higher than SG-4 but with lower girth and price.

| Logs, FOB        | € Avg per Hoppus Ton (traded volume) |
|------------------|--------------------------------------|
| Pyinkado         | 311 (375 tons)                       |
| Gurjan (keruing) | 203 (77 tons)                        |

Prices differ due to quality or girth at the time of the transaction.

## Report from Brazil

### Brazil sets annual interest rate set of 11.25%

The Consumer Price Index (IPCA) increased 0.47%, almost double that in July 2007. The Monetary Policy Committee (COPOM) met in early September and reduced the prime interest rate (SELIC) by 0.25% percentile points, resulting in an annual rate of 11.25%.

### Exports from North Brazil to surpass 40% of total exports

The Society of Ports and Waterways (Sopb) estimated that veneer and plywood exports through the Port of Porto Velho (the capital of state of Rondônia) are expected to surpass about 40% of total exports to foreign markets in 2007. According to *Diário da Amazônia*, Porto Velho Port has received massive investment in machinery, equipment and logistic infrastructure since 2003, resulting in optimization and cost reduction of shipping. Finished lumber is dispatched preferentially from the quays and moorings, instead of being transported by trucks to the ports of Santos and Paranaguá, located in Southern Brazil. The State Secretariat of Agriculture, Production, Economic and Social Development (SEAPES) has worked

to reduce cost and time in loading and unloading at the Madeira River Hydroway.

Currently, the main importing markets of the wood products from the state are the US, Europe and Asia. The main species exported through the Northern Brazilian states of Rondônia and Acre have been Ipê, Cumaru, Tauari, Jatobá, Tamarindo, Roxinho and Maracatiara.

### New forest concessions will boost certified wood by 50%

*Folha de Sao Paulo* reported on the federal government's announcement to approve the first forest concessions in the Northern State of Rondonia. The first concessions for wood production in Amazonian public reserves will begin in 2008 within the Jamari National Forest, an area of 90,000 hectares. The concessions will support the solid wood sector, which accounts for an annual revenue of USD2.5 billion.

The operations will aim to protect 10% of the forest and generate income. The concessions will also likely increase the volume of certified (FSC) timber into the market. Currently, certified forests represent less than 5% of the total forest area. It is estimated that forest concessions and the ecological zones will increase the volume of certified wood from the region to 50%.

### Brazilian project to target illegal wood use

The Sao Paulo Secretariat of the Environment is to start a project on deforestation, which will restrain the entrance and commercialization of illegal wood in southern regional states, said *Folha da Sao Paulo*. The objective of the project is to intensify the control of native wood transportation, mainly from Amazonia, in the bordering states of Mato Grosso do Sul, Minas Gerais and others. The operations will involve police blockades to inspect the Document of Forest Origin (DOF) and the production of a forest guide to classify and identify wood origin.

Every year, 24 million m<sup>3</sup> of logs are extracted from the Amazonia rainforests, of which approximately 15% are destined for the São Paulo market. This makes the São Paulo State the world's largest consumer of Amazonian native timber, with 3.6 million m<sup>3</sup> distributed to wood warehouses and consumed by diverse sectors of the São Paulo economy. To execute the project, the government will stimulate consumption of timber from planted forests and award those companies utilizing wood from sustainable origins.

### American hardwood specialists target Brazilian market

*Remade* reported that specialists from the American Hardwood Export Council attended workshops in Brazil during September 2007. The events were to highlight the importance of American wood and to incorporate American standards in the production of Brazilian furniture for the American market. The events were designed for entrepreneurs of the wood and furniture sectors and were held in the three southern region states (Rio Grande do Sul, Santa Catarina and Paraná).

American hardwoods are well known worldwide for their aesthetic characteristics, sustainability and resistance. Brazil exported USD 300 million of furniture in 2006 to

the US, where the demand for finished products with American wood, especially red oak, is increasing. In the same year, the American market absorbed USD12 billion worth of furniture manufactured in China, mostly with American raw material.

#### Exports of wood products show modest growth

Exports of general wood products (except pulp and paper) rose 5.3% in August 2007 compared to the same period in 2006. Total exports during August reached USD398.4 million. Pine sawnwood fell in volume by 6.2%, from 136,610 m<sup>3</sup> in August 2006 to 128,108 m<sup>3</sup> in August 2007. Tropical sawnwood exports rose in value by 27.8% and volume by 11.9%. Although the volume of pine plywood decreased 23.7%, it rose 1.8% in value in August 2007. Tropical plywood rose in value and volume, by 19.1% and 10.6%, respectively.

| Exported product  | August 2007<br>(value in<br>USD) | August 2006<br>(value in<br>USD) | % change |
|-------------------|----------------------------------|----------------------------------|----------|
| Wood Products     | 398.4                            | 378.3                            | 5.3      |
| Pine Sawnwood     | 25.5                             | 28.8                             | (11.4)   |
| Tropical Sawnwood | 69.5                             | 54.4                             | 27.8     |
| Pine Plywood      | 48.5                             | 47.7                             | (1.8)    |
| Tropical Plywood  | 19.1                             | 18.6                             | 2.9      |
| Wood Furniture    | 75.0                             | 73.2                             | 2.5      |

#### Brazil Log Prices (domestic)

| Brazilian logs, mill yard, domestic | US\$ per m <sup>3</sup> |
|-------------------------------------|-------------------------|
| Ipê                                 | 124↓                    |
| Jatoba                              | 87↓                     |
| Guariuba                            | 59↓                     |
| Mescla (white virola)               | 66↓                     |

#### Brazil Sawnwood Prices

| Sawnwood, Belem/Paranagua Ports, FOB | US\$ per m <sup>3</sup> |
|--------------------------------------|-------------------------|
| Jatoba Green (dressed)               | (no price avail.)       |
| Cambara KD                           | 464                     |
| Asian Market (green)                 | Guariuba 265            |
|                                      | Angelim pedra 580       |
|                                      | Mandioqueira 234        |
| Pine (AD)                            | 193                     |

| Brazil sawnwood, domestic (Green) | US\$ per m <sup>3</sup>  |
|-----------------------------------|--------------------------|
| Northern Mills (ex-mill)          | Ipê 577↓                 |
|                                   | Jatoba 437↓              |
| Southern Mills (ex-mill)          | Eucalyptus (AD) 175↓     |
|                                   | Pine (KD) 1st grade 237↓ |

#### Brazil Veneer Prices

| Veneer, FOB (Belem/Paranagua Ports) | US\$ per m <sup>3</sup> |
|-------------------------------------|-------------------------|
| White Virola Face 2.5mm             | 290                     |
| Pine Veneer (C/D)                   | 210                     |

| Rotary cut Veneer, domestic<br>(ex-mill Northern Mill) | US\$ per m <sup>3</sup> |
|--|-------------------------|
| White Virola   | Face 234↓<br>Core 197↓  |

#### Brazil Plywood Prices

| Plywood, FOB                    | US\$ per m <sup>3</sup> |
|---------------------------------|-------------------------|
| White Virola (US Market)        |                         |
| 5.2mm OV2 (MR)                  | 445                     |
| 15mm BB/CC (MR)                 | 365                     |
| White Virola (Caribbean market) |                         |
| 4mm BB/CC (MR)                  | 440                     |
| 12mm BB/CC (MR)                 | 385                     |

| Pine Plywood EU market, FOB | US\$ per m <sup>3</sup> |
|-----------------------------|-------------------------|
| 9mm C/CC (WBP)              | 308                     |
| 15mm C/CC (WBP)             | 272                     |
| 18mm C/CC (WBP)             | 272                     |

| Plywood, domestic (ex-mill Southern mill) | US\$ per m <sup>3</sup>                         |
|---|---|
| Grade MR (B/BB)                           | White Virola 4mm 806↓<br>White Virola 15mm 590↓ |

Domestic prices include taxes and may be subject to discounts.

#### Other Brazil Panel Prices

| Belem/Paranagua Ports, FOB                      | US\$ per m <sup>3</sup> |
|---|-------------------------|
| Blockboard Pine 18mm 5 ply (B/C)                | 315                     |
| <i>Domestic Prices, Ex-mill Southern Region</i> |                         |
| Blockboard White Virola faced 15mm              | 527↓                    |
| Particleboard 15mm                              | 330↓                    |

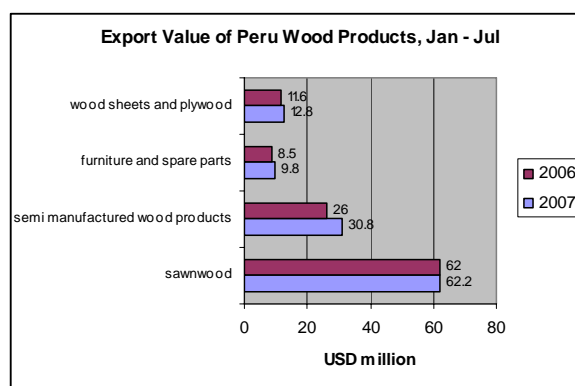
#### Brazil Added Value Products

| FOB Belem/Paranagua Ports | US\$ per m <sup>3</sup> |
|---------------------------|-------------------------|
| Edge Glued Pine Panel     |                         |
| Korean market (1st Grade) | 651                     |
| US Market                 | 509                     |
| Decking Boards            | Cambara 602<br>Ipê 1728 |

### Report from Peru

#### Semi-manufactured products and furniture featured high in Peruvian exports

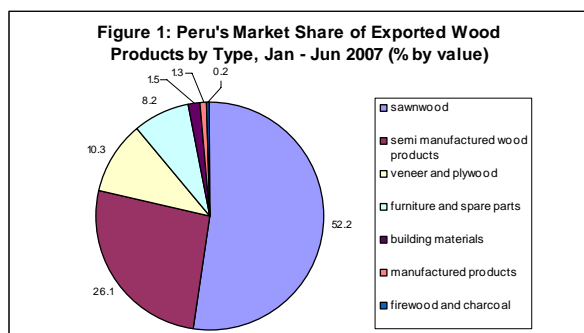
From January to July 2007, wood sector exports rose 5.51% by value, rising from USD120.3 million to USD114.0 million. In July 2007, however, exports fell USD3.1 million compared to those for July 2006. Items with the highest volume exported in January to July 2007 were semi-manufactured products and furniture and its components, which rose 18.83% and 17.08% by volume respectively. Among the products with decreasing exports were: building components (-6.92%); manufactured products (-2.68%); and veneers and wood sheets (-92.10%).



#### Peru exports rise 13.49% in first semester

During the first semester of 2007, Peru's manufactured solidwood products exports amounted to USD102.9 million, rising 13.49% compared to the same period in 2006. The rise was mainly due to semi-manufactured products exports, which increased 31%, reflecting sales worth USD26.8 million. In the same period, the tariff consignments on furniture and its parts were valued at USD8.4 million, jumping 19.24% compared to the same period in 2006. The rising values of lumber and furniture exports reflect the increasing importance of the country's production of greater value-added wood products.

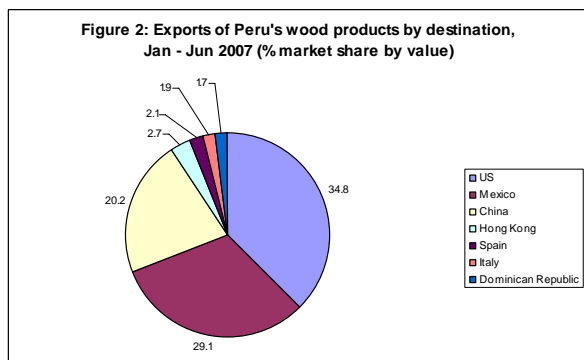
The main product exported, sawnwood, represented 52.24% of the total share of exports by value. Veneer and plywood also rose 4.11% during the first half of this year. Fiberboard and particleboard exports decreased 82.08%, while exports of firewood and charcoal fell 90.80%. The decline in these products was caused by heightened local demand, as products normally exported were redirected to the local market.



### US, Mexico and China main importers of Peru wood products

Continuing the trend of the last three years, the three main destinations of Peru wood products during the first half of 2007 were the US, Mexico and China. Exports to the US decreased 8.36% by value, dropping from 39.51% in 2006 to 34.32% in 2007. Mexico's share of imports increased 19.22%. Peru's market share reached 30.56%. Peru's share of the Chinese market for wood products was 20.0%, similar to that in 2006.

During the first semester of 2007, exports to the US increased 3.61%, but total market share decreased from 38.1% to 34.8%. Mexico was the second largest importer, with imports holding 29.1% of the market. Spain and Sweden are also destinations where imports of Peru wood products have increased in the first semester. In total, Peru wood products were exported to more than 60 countries worldwide.



### Agreement reached on forestry aspects of US-Peru FTA

In the past few weeks, Peru and the US have reached agreement on the forestry aspects of the US-Peru Free Trade Agreement. Both countries have been aware that illegal trade of lumber and wildlife undermines the trading of forest products from legal sources, thereby reducing the real economic value of renewable natural resources and weakening efforts to promote resource conservation and their sustainable management. Both countries acknowledged the importance of sustainable management in the forestry sector to promote economic value of forests and sustainable resource management. Peru and the US are committed to do what is needed to improve the management of the forestry sector and to promote legal trade in forest products.

Within 18 months of the FTA's implementation, Peru must strengthen the management of its forestry sector. The following actions will need to be undertaken: increase the staff in charge of enforcing legal directives, leading to a substantial reduction in illegal logging and illegal trade; persuade those who undermine or obstruct the sustainable management of forestry resources by imposing penal or civil repercussions; and adopt and implement necessary measures for the monitoring of the distribution and conditions of tree species included in CITES listings.

Peru must also include in its annual export quota only broadleaved mahogany forest species extracted from native communities or forest concessions with an annual operative plan approved and verified by INRENA and supervised by OSINFOR. The country must also design verification systems to assess the legal origin and the chain of custody for species included in CITES listings. Systems must also be designed to ensure traceability of specimens from logging, forwarding, processing and exportation. Finally, Peru must carry out periodic audits on producers and exporters specializing in US markets and check if their products comply with the regulations on logging and trading of forest products, including those found in Appendix II of CITES.

### Peru Sawnwood Prices

| Product  | Market         | Price (US\$ per m <sup>3</sup> ) |
|--|----------------|----------------------------------|
| Peru Sawnwood, FOB Callao Port                       |                | US\$ per m <sup>3</sup>          |
| Mahogany S&B KD 16%, 1-2" random lengths (US market) |                | 1870-1915                        |
| Spanish Cedar KD select                              |                |                                  |
| North American market                                |                | 960-1029↓                        |
| Mexican market                                       |                | 982-1032↓                        |
| Pumaquiro 25-50mm AD                                 | Mexican market | 490-525                          |

\*Cheaper and small-dimension sawnwood for this market.

| Product   | Market | Price (US\$ per m <sup>3</sup> ) |
|---|--------|----------------------------------|
| Peru Sawnwood, FOB Callao Port (cont.)          |        | US\$ per m <sup>3</sup>          |
| Virola 1-2" thick, length 6'-8' KD              |        |                                  |
| Grade 1, Mexican market                         |        | 279-318↑                         |
| Grade 2, Mexican market                         |        | 230-248↑                         |
| Cumaru 4" thick, 6'-11' length KD               |        |                                  |
| Central American market                         |        | 760-795                          |
| Asian market                                    |        | 720-760                          |
| Ishpingo (oak) 2" thick, 6'-8' length           |        |                                  |
| Spanish market                                  |        | 550-585                          |
| Dominican Republic                              |        | 565-575                          |
| Marupa (simarouba) 1", 6-11 length Asian market |        | 395-415                          |

| Product                                | Market | Price (US\$ per m <sup>3</sup> ) |
|--|--------|----------------------------------|
| Peru Sawnwood, FOB Iquitos             |        | US\$ per m <sup>3</sup>          |
| Spanish Cedar AD Select Mexican market |        | 945-990                          |
| Virola 1-2" thick, length 6'-13' KD    |        |                                  |
| Grade 1, Mexican market                |        | 275-328↑                         |
| Grade 2, Mexican market                |        | 235-251↑                         |
| Grade 3, Mexican market                |        | 148-167↑                         |
| Marupa (simarouba) 1", 6-13 length KD  |        |                                  |
| Grade 1, Mexican market                |        | 240-245                          |

| Product                 | Price (US\$ per m <sup>3</sup> ) |
|-------------------------|----------------------------------|
| Peru sawnwood, domestic | US\$ per m <sup>3</sup>          |
| Mahogany                | 1300-1345                        |
| Virola                  | 120-122                          |
| Spanish Cedar           | 485-495                          |
| Marupa (simarouba)      | 140-145                          |

### Peru Veneer Prices

| Product            | Price (US\$ per m <sup>3</sup> ) |
|--------------------|----------------------------------|
| Veneer FOB         | US\$ per m <sup>3</sup>          |
| Lupuna 3/Btr 2.5mm | 220-228                          |
| Lupuna 2/Btr 4.2mm | 220-250                          |
| Lupuna 3/Btr 1.5mm | 245-255                          |

## Peru Plywood Prices

| Peru plywood, FOB (Mexican Market)         |              | US\$ per m <sup>3</sup> |
|--|--------------|-------------------------|
| Copaiba, 2 faces sanded, B/C, 15x4x8mm     |              | 368-385                 |
| Virola, 2 faces sanded, B/C, 5.2x4x8mm     |              | 420-427                 |
| Cedar fissilis, 2 faces sanded 4x8x5.5mm   |              | 755-765                 |
| Lupuna, treated, 2 faces sanded, 5.2x4x8mm |              | 365-380                 |
| Lupuna plywood                             | B/C 15x4x8mm | 350-358                 |
|  | B/C 9x4x8mm  | 345-350                 |
|  | B/C 12x4x8mm | 350-360                 |
|  | B/C 8x4x15mm | 420-430                 |
|  | C/C 4x8x4mm  | 380-388                 |
| Lupuna plywood B/C 8x4x4mm Central Am.     |              | 385-395                 |

| Lupuna Plywood BB/CC, domestic (Iquitos mills)  |  | US\$ per m <sup>3</sup> |
|---|--|-------------------------|
| 122 x 244 x 4mm                                 |  | 426                     |
| 122 x 244 x 6mm                                 |  | 397                     |
| 122 x 244 x 8mm                                 |  | 403                     |
| 122 x 244 x 12mm                                |  | 398                     |
| Lupuna Plywood BB/CC, domestic (Pucallpa mills) |  | US\$ per m <sup>3</sup> |
| 122 x 244 x 4mm                                 |  | 450                     |
| 122 x 244 x 6mm                                 |  | 439                     |
| 122 x 244 x 8mm                                 |  | 427                     |
| 122 x 244 x 12mm                                |  | 419                     |

## Other Peru Panel Prices

| Peru, Domestic Particleboard |  | US\$ per m <sup>3</sup> |
|------------------------------|--|-------------------------|
| 1.83m x 2.44m x 4mm          |  | 277                     |
| 1.83m x 2.44m x 6mm          |  | 230                     |
| 1.83m x 2.44m x 12mm         |  | 198                     |

## Peru Added Value Product Prices

| Peru, strips for parquet                   |                         | US\$ per m <sup>3</sup> |
|--|-------------------------|-------------------------|
| Cabreuva/estoraque KD12% S4S, Asian market |                         | 1445-1500               |
| Cumaru KD, S4S                             | Swedish market          | 650-700                 |
|  | Asian market            | 890-930                 |
| Cumaru decking, AD, S4S E4S, US market     |                         | 930-950                 |
| Pumaquiro KD # 1, C&B, Mexican market      |                         | 490-530                 |
| Quinilla KD, S4S 2x10x62cm, Asian market   |                         | 590-620                 |
|  | 2x13x75cm, Asian market | 700-730                 |

## Report from Bolivia

### Bolivia Sawwood Prices

| Sawwood 1-3"x3x5"x7-19', FOB Arica Port |  | \$ Avg un. val. per m <sup>3</sup> |
|---|--|------------------------------------|
| Mahogany (US market)                    |  | 1750-1800                          |
| Spanish Cedar (US market)               |  | 500-950                            |
| Oak (US and EU market)                  |  | 600-800                            |

### Bolivia Added Value Product Prices

| Doors 13/4"x36"x96", FOB Arica Port |  | Avg \$ per piece |
|-------------------------------------|--|------------------|
| US market Mara macho/Tornillo (FSC) |  | 100-390          |
| Yesquero                            |  | 105-265          |
| Ochoó                               |  | 120-140          |

## Report from Guyana

### Guyana Log Prices

| Logs, FOB Georgetown | SQ - \$ Avg unit value per m <sup>3</sup> |          |       |
|----------------------|---|----------|-------|
|                      | Std                                       | Fair     | Small |
| Greenheart           | 110-130↓                                  | 100↓     | 100↓  |
| Purpleheart          | 165-190↑                                  | 125-145↑ | 105   |
| Mora                 | -   | 100-105  | -     |

\*Small SQ is used for piling in the USA and EU. Price depends on length.

### Guyana Sawwood Prices

| Sawwood, FOB Georgetown |                 | \$ Avg unit val. per m <sup>3</sup> |           |
|-------------------------|-----------------|-------------------------------------|-----------|
| EU and US markets       |                 | Undressed                           | Dressed   |
| Greenheart              | Prime           | none                                | 445-945↑  |
|                         | Select/Standard | 550-678↑                            | 402-645↑  |
| Purpleheart             | Prime           | -                                   | 678-1050↑ |
|                         | Select/Standard | -                                   | 488-750↑  |
| Greenheart scantlings   |                 | -                                   | -         |

### Guyana Plywood Prices

| Plywood, FOB Georgetown Port |             | \$ Avg unit val. per m <sup>3</sup> |   |
|------------------------------|-------------|-------------------------------------|---|
| Baromalli                    | BB/CC 5.5mm | -                                   | - |
|                              | 12mm        | -                                   | - |
| Utility                      | 5.5mm       | -                                   | - |
|                              | 12mm        | 345                                 | - |

## Report from Japan

### Fukuda elected as new Japanese Prime Minister

New Liberal Democratic Party President Yasuo Fukuda was sworn in as the new Japanese Prime Minister on 26 September 2007, reported *The Japan Times*. While the Japanese House of Representatives and the House of Councilors elected different candidates for the PM position and consultations between the two chambers failed to identify a clear victor, the Lower House's choice, Mr. Fukuda, triumphed based on guidance contained in the Constitution. A new Cabinet was also formed, containing many of former Prime Minister Abe's members, in an effort to maintain continuity in legislative affairs.

### Conference held amid falling plywood market in Japan

After the market for plywood fell in Japan (see TTM 12:17), the Indonesian Plywood Association (APKINDO), the Malaysian Plywood Manufacturers Association (MPMA) and the Japan Federation of Plywood Manufacturers held a plywood conference in Jakarta, Indonesia. The three main participating countries met in early September to discuss how to adjust plywood production for the rest of the year. Plywood manufacturers from Japan agreed to curtail production, while plywood mills in Indonesian and Malaysian would reduce production for exports to Japan and other countries. All participants hoped that prices would recover by the end of the year and urged a second conference be held to reassess the situation.

### Composite floor production slips 8% in 2007

Production of composite flooring reached 28.3 million m<sup>2</sup> in the first half of 2007, down 8% from the same period in 2006. Plywood base flooring fell 20.6%, but composite material base flooring increased by 46.9%. The shift was due to declining supplies of South Sea hardwood and increasing prices. Shipments of flooring were down 7.6%, reaching 29.0 million m<sup>2</sup>.

### Demand for plywood remains flat

During the month of September, the plywood situation was stagnant and there was no sign of recovery for domestic or imported products. Although some importers claim that the bottom of the market for import hardwood plywood from South Sea countries had been reached, there is little hope that the wholesale market would turn around soon since prices were extremely low. Prices of imported plywood were low due to adjustments being made to port inventories.

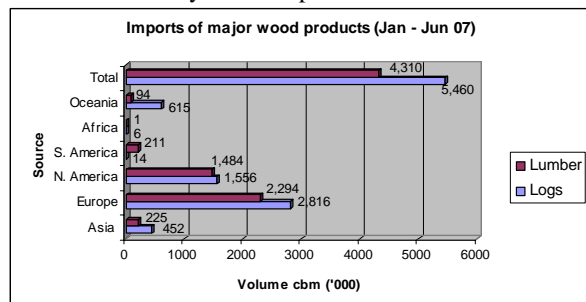
According to the *Japan Lumber Journal*, imports from Malaysia, Japan's largest supplier, showed a 31.1% decrease in July's imports due to the slow pace of negotiations between importers and manufacturers. Indonesian imports also decreased 16.1%, while Chinese imports grew 14.1%.

### Wood products imports rise in value by 18.9%

While imports of wood products slightly decreased in volume during the first half of 2007, they increased in value by 18.9% to JPY669.5 billion yen. Rising suppliers' prices triggered the jump in value and the appreciation of the Euro increased total value. However, demand continued to be weak, and buyers were less willing to



absorb higher prices. As a result, imports during the second half of the year are expected to slow.



### Log and Sawwood Prices in Japan

| Logs for Ply Manufacture, CIF          | Yen per Koku                 |
|--|------------------------------|
| Meranti (Hill, Sarawak)                | (Koku=0.278 m <sup>3</sup> ) |
| Medium Mixed                           | 8,700                        |
| Standard Mixed                         | 8,800                        |
| Small Log (SM60%, SSM40%)              | 8,000                        |
| Taun, Calophyllum, others (PNG)        | 8,000                        |
| Mixed light hardwood, G3/4 grade (PNG) | 7,700                        |
| Okoumé (Gabon)                         | 14,000                       |
| Keruing MQ & up (Sarawak)              | 9,900                        |
| Kapur MQ & up (Sarawak)                | 9,600                        |

| Logs for Sawmilling, CIF      | Yen per Koku |
|-------------------------------|--------------|
| Melapi (Sarawak) High Select  | 11,000       |
| Agathis (Sarawak) High Select | 10,800       |

| Lumber, FOB                                | Yen per m <sup>3</sup> |
|--|------------------------|
| White Seraya (Sabah) 24x150mm, 4m, Grade 1 | 150,000                |
| Mixed Seraya, Sangi 24x48mm, 1.8-4m, S2S   | 57,000                 |

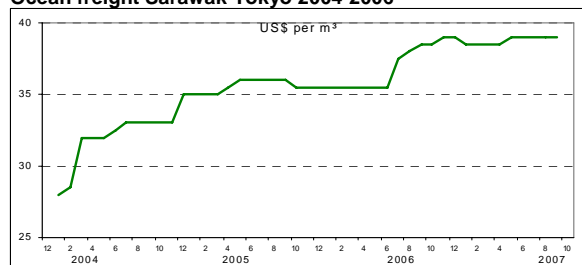
### Wholesale Prices (Tokyo)

| Indonesian & Malaysian Plywood          | Size (mm)   | Aug (¥ per sheet) | Sep (¥ per sheet) |
|---|-------------|-------------------|-------------------|
| 2.4mm (thin plywood, F 4star, type 2)   | 920 X 1830  | 370 ↓             | 370               |
| 3.7mm (med. Thickness, F 4star, type1)  | 910 X 1820  | 580 ↓             | 580               |
| 5.2mm (med. Thickness, F 4star, type 1) | 910 X 1820  | 690 ↓             | 690               |
| 11.5mm for sheathing (F 4star, type 2)  | 910 X 1820  | 1040 ↓            | 960 ↓             |
| 12mm for foundation (F 4star, special)  | 910 X 1820  | 1090 ↓            | 980 ↓             |
| 12mm concrete-form ply (JAS)            | 900 X 1800  | 1040 ↓            | 960 ↓             |
| 12m coated concrete-form ply (JAS)      | 900 X 1800  | 1320 ↓            | 1280 ↓            |
| 11.5mm flooring board                   | 945 X 1840  | 1600 ↓            | 1500 ↓            |
| 3.6mm baseboard for overlays (OVL)      | 1230 X 2440 | 950 ↓             | 950               |

| OSB (North American)              | Size (mm)  | Aug (¥ per sheet) | Sep (¥ per sheet) |
|-----------------------------------|------------|-------------------|-------------------|
| 12mm foundation of roof (JAS)     | 910 X 1820 | 1000              | 1000              |
| 9mm foundation for 2 by 4 (JAS)   | 910 X 2440 | 1050              | 1050              |
| 9mm conventional foundation (JAS) | 910 X 2730 | 1250              | 1250              |
| 9mm conventional foundation (JAS) | 910 X 3030 | 1350              | 1350              |

### Ocean freight Sarawak-Tokyo 2004-2006



More information on Japan in [www.n-mokuzai.com](http://www.n-mokuzai.com)

### Report from China

#### China prohibits five kinds of forestry industries

The latest edition of the journal *The Key Points of China's Forestry Industry Policies* said that China will restrict or prohibit specific types of forestry industry development. The following projects will be restricted: projects focused on the production and use of disposable wooden products and wooden packages made of high quality timber; projects to process wood and bamboo with lower

comprehensive utilization rates; any single production line to develop new high and medium density fiberboard that has an annual output less than 50,000 m<sup>3</sup>; any development of a single production line that has an annual output less than 30,000 m<sup>3</sup>; and products to develop a gum resin production line that have an annual output less than 1,000 tons.

Five kinds of forestry industry development have been prohibited by China. First, China will prohibit the use of obsolete technology, equipment and products. Second, small sized wood-based panel enterprises, small sized resin production enterprises using outdated methods, the and production of wet processing fiberboard and wood products not meeting national quality standards will be prohibited. Third, China will also not allow tourist activities and activities involving the collection of forest products such as medicinal plants that exceed the ecological carrying capacity. Fourth, pulpwood plantations will not be established in regions suffering severe water shortages. Finally, China will prohibit the cutting of natural forests, especially tropical rainforest and monsoon forests, to provide the raw materials for large scale industrial use.

#### Furniture associations establish World Furniture Federation in Shanghai

On 10 September 2007, the World Furniture Federation was founded and approved at Shanghai International Center by furniture associations from over 50 countries. Mr. Calixto Valenti, Chairman of the European Furniture Federation, was elected as the new Federation's first president. The World Furniture Federation is the third international organization founded in Shanghai, after the United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP) and the Shanghai Cooperation Organization.

#### Furniture exports expected to top USD20 billion

Mr. Jia Quingwen, President of the China Furniture Association, said he expected the export value of China's furniture to top USD20 billion in 2007. Currently, the output of solid wood furniture makes up about 32% of total furniture outputs. The export value of China's furniture in 2006 exceeded US17.4 billion, accounting for 19% of the world's total. The annual growth rate of China's furniture export value was 23% from 2000 until 2005. China's furniture is exported mainly to the US (46%), Asia (25%) and Europe (20%).

China had also developed its domestic furniture manufacturing industry, forming five major furniture production zones in the north east, north, east, south and west. The zones were distributed in the eastern coastal regions from North to South. Both export-oriented furniture production enterprises and large scale production enterprises are concentrated in these areas. Furniture in the western zone is mainly focused on the domestic market. The areas with the highest furniture production capacity and export values are in south China (mainly Guangdong) and east China (Zhejiang and Jiangsu). There were 50,000 furniture enterprises with employees of 50,000 and output value of USD54 billion in 2006.

### Guangzhou City Imported Timber Market

| Logs                         |  | Yuan per m <sup>3</sup> |
|------------------------------|--|-------------------------|
| Radiata 6m, 30cm diam.       |  | 1300                    |
| Luan                         |  | 2200-2300               |
| Kapur                        |  | 1900-2350               |
| Merbau 6m, 60cm diam.        |  | 5100-5300               |
| Keruing 60cm+ diam.          |  | 1900-2300               |
| Beech 6m,30cm veneer Qual.   |  | 3300-3600               |
| Sawnwood                     |  |                         |
| Teak Boards 4m+ for flooring |  | 10000-13000             |
| US Maple 2" KD               |  | 8800-12800              |
| US Cherry 2"                 |  | 12000-15000             |
| US Walnut 2"                 |  | 12500-15300             |
| SE Asian Sawn 4m+, KD        |  | 4300-4350               |
| Plywood                      |  | Yuan per sheet          |
| 4x8x3mm                      |  | 20-34                   |
| 4x8x18mm                     |  | 149-188                 |

### Shanghai Furen Wholesale Market

| Sawnwood                |    | Yuan per m <sup>3</sup> |
|-------------------------|----|-------------------------|
| Beech KD Grade AB       |    | 2500-3200               |
| US Cherry, 25mm         |    | 15200-15800             |
| US Red Oak, 50mm        |    | 10000-11000             |
| Sapele 50mm FAS (Congo) | AD | 6600-6800               |
|                         | KD | 7200-7300               |

### Shandong De Zhou Timber market

| Logs        |                   | Yuan per m <sup>3</sup> |
|-------------|-------------------|-------------------------|
| Larch       | 6m, 24-28cm diam. | 1230                    |
| White Pine  | 6m, 24-28cm diam. | 1220                    |
| Korean Pine | 4m, 30cm diam.    | 1500                    |
|             | 6m, 30cm diam.    | 1550                    |

### Hebei Shijiazhuang Wholesale Market

| Logs                       |                 | Yuan per m <sup>3</sup> |
|----------------------------|-----------------|-------------------------|
| Korean Pine 4m, 38cm+ diam |                 | 1650                    |
| Mongolian Scots Pine       | 4m, 30cm diam.  | 1370                    |
|                            | 6m, 30cm+ diam. | 1380                    |
| Sawnwood                   |                 |                         |
| Mongolian Scots Pine       | 4m, 5-6cm thick | 1550                    |
|                            | 4m,10cm thick   | 1550                    |

### Tian Jin City Huan Bo Hai timber Market

| Logs                              |  | Yuan per m <sup>3</sup> |
|-----------------------------------|--|-------------------------|
| Okoume 80cm+                      |  | 3000                    |
| Sapele 80cm+                      |  | 5350                    |
| Padauk 40cm+                      |  | 6000                    |
| Sawnwood                          |  |                         |
| US Black Walnut 2.2-4m, 5cm thick |  | 16000                   |
| Padauk 2.2-3.2m, 5cm thick        |  | 11000                   |
| Sapele 2.2-2.6m, 5cm thick        |  | 6800                    |
| Ash 4m, 5cm thick                 |  | 4300                    |

For more information on China's forestry see: [www.forestry.ac.cn](http://www.forestry.ac.cn)

## Report from Europe and Scandinavia

### German timber industry sales jump 9.5%

The German timber industry reported sales increases of 9.5% (EUR18.94 billion), said *EUWID*. President of the German Association of Wood Working and Plastics Industries (HDH), Dirk-Uwe Klass, announced the results during the association's annual press conference in Cologne on 30 August. Despite the overall rise in sales, the timber industry had to overcome slow domestic order inflows. Klass said the jump in sales were mainly due to prices for exports and price increases in the furniture sector. Companies that were associated with the building sector fared better in the first quarter than the second quarter, since there was reduced investment in residential building during the second quarter.

Sales rose for veneers, plywood, wood fiberboard and particleboard by 17.2% in the first half of the year. Excluding furniture, the association expects a 9% rise in sales to EUR19.billion for the year 2007. This would mean

that the second half of the year would experience a slow down in sales, due to the decline in building activity. Nevertheless, furniture sales are expected to grow 5% in 2007.

## Report from the UK

### OECD warns of slowing UK economic growth

Organization for Economic Cooperation and Development's (OECD) announced that the UK would need to cut interest rates to boost the economy, said the *BBC*. It warned that that the slowing economy could increase the UK's budget deficit and lead to spending cuts. The OECD forecast that economic growth in the UK could be below 2.5% and suggested that the credit turmoil could affect the high street and housing markets.

### Housing market shrugs off financial turbulence

*Nationwide* reported that despite recent turbulence in financial markets, housing prices have risen 0.7% in September. However, it noted that the annual price growth slowed to 9%, its lowest in a year. The Institute of Chartered Surveyors said there is a one in ten chance of a 1990s style housing market crash.

*BBC* also reported on UK housebuilder Barrett Developments similar statement on the housing market, which warned that interest rates and the credit crunch would hit housing markets. However, it noted that its long term outlook was positive.

### Optimism of UK timber traders waning

The *TTJ* recently explained the impacts of the CBI polls from July. It reported that UK timber and wood product suppliers' attitude recently weakened toward the general business situation. It noted that businesses working below capacity had fallen to 56%, but that orders have shrunk relative to normal levels. The outlook for orders is expected to be flat in the coming months, as is the outlook for manufacturing costs and factory prices of timber and related products.

### UK Log Prices

|                     |            | € per m <sup>3</sup> |
|---------------------|------------|----------------------|
| FOB plus commission |            | 227-238              |
| N'Gollon (khaya)    | 70cm+ LM-C | 227-238              |
| Ayous (wawa)        | 80cm+ LM-C | 270-275              |
| Sapele              | 80cm+ LM-C | 297-310              |
| Iroko               | 80cm+ LM-C |                      |

### UK Sawnwood Prices

|                           | Pounds per m <sup>3</sup> |
|---------------------------|---------------------------|
| FOB plus Commission       | 2035-2350                 |
| Teak 1st Quality 1"x8"x8" | 440-455↑                  |
| Tulipwood FAS 25mm        | 420-430↑                  |
| Cedro FAS 25mm            | 410-420                   |
| DR Meranti Sel/Btr 25mm   | 295-315↑                  |
| Keruing Std/Btr 25mm      | 430-450↑                  |
| Sapele FAS 25mm           | 430-450                   |
| Iroko FAS 25mm            | 420-430                   |
| Khaya FAS 25mm            | 410-420                   |
| Utile FAS 25mm            | 230-240↑                  |
| Wawa No.1 C&S 25mm        |                           |

### UK Plywood and MDF Prices

|                          | US\$ per m <sup>3</sup> |
|--------------------------|-------------------------|
| Plywood Panels 8x4", CIF | 600-630                 |
| Brazilian WBP BB/CC 6mm  |                         |
| Indonesian WBP BB/B 6mm  |                         |
| MDF                      |                         |
| Eire, BS1142 12mm        | 54↑                     |

## Report from North America

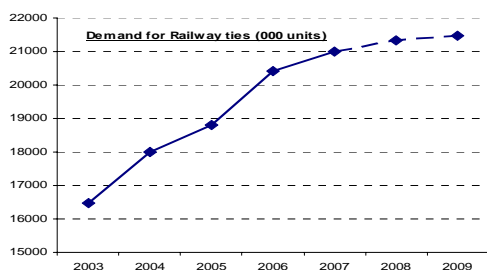
### Fed cuts rates by 50 points, foreclosures jump

*The Economist* reported on the Federal Reserve's decision to cut interest rates by 50 basis points. The move was made to avoid harm to the global economy, due to the US subprime mortgage fallout and weak credit markets. Recent statistics by RealtyTrac also showed that home foreclosures jumped 36% in August. Experts anticipate forthcoming rate cut by the Fed at its next meeting.

### Rising demand for American hardwoods for railway ties

Overall, the American hardwood industry is not performing well, mainly as a result of the slumping US housing market. However, there are a few sectors in the industry that seem to have escaped the general downturn. Demand for wood flooring and for wood from transportation-related industries are holding up fairly well. In particular, the markets for wooden truck trailer flooring, pallets, skids, crates, and railway ties remain healthy. The following article focuses on the railway tie industry.

Real GDP growth is one of the main drivers for cross tie purchases. Growth stood at approximately 3%, both in 2005 and 2006. No doubt, a cooling US economy could slow the railway tie market in the next few years, but is not likely to cause a declining trend. Growth may fall below 2% in 2007 and only marginally above this mark next year.



Source: AKTRIN, Railway Tie Association

Another important driver is railroad shipments of bulk products. Due to the increase of global trade, railroads have been outperforming the overall economy. Furthermore, the limitation of the Panama Canal requires most ocean vessels from China and other Asian source countries to make use of ports along the US Pacific coast. As a large portion of these products are consumed in the eastern United States, the demand for cross-country railway transportation should remain even more resilient.

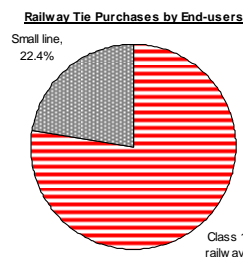
Most American railways operate with diesel locomotives. The price of fuel has an impact on railways and by implication on demand for cross ties. Even though diesel prices are forecast to drop and railroads will get some financial relief from falling fuel costs, diesel is still quite expensive by historical standards. Nevertheless, recent experience indicates that the US economy has largely insulated itself from the adverse effects of high fuel prices by becoming more energy efficient. Energy use in relation to real GDP has decreased substantially during the last three decades. With regard to railways, rising fuel prices may even have a beneficial impact. As diesel gets more expensive, freight shipments shift from trucks to rail.

North American freight railroads are segmented into Class 1 (long-distance) railroads, and Small (short-distance) railroads. According to recent trends the length of Class 1 railroad tracks has been declining by about 1% annually. However, when Class 1 railroads shed tracks, short lines usually acquire some of those lines. Also, the decrease in track length is more than counterbalanced by increases in freight.

As of 2006 the market for North American cross ties stood at 20.4 million units, up from 16.5 million units in 2003. Sales of railway ties increased again this year and may reach approximately 21 million. This would be the highest total in the past 20 years.

Taking the above described economic fundamentals into consideration, the railway tie market will continue to expand in the foreseeable future, but at a slower rate. Freight traffic is slowing down in conjunction with the cooling economy and slower bulk shipments. According to forecasts by the *Railway Tie Association*, demand may possibly reach 21.5 million units by 2009.

In 2006, 77.6% of the railway tie demand went on account of Class 1 railways, and the remaining 22.4% on account of Small-line railways. During the past few years, Class 1 railways have been losing market share which was still 82.3% as recent as 2003. Looking into the future, it may be that the Class 1 lines will gain back some of their lost grounds.



Source: AKTRIN, Railway Tie Association

### US Imported Sawwood Prices

| FOB unit value prices |             | Avg \$ per m <sup>3</sup> |       |
|-----------------------|-------------|---------------------------|-------|
|                       |             | May                       | June  |
| Balsa*                | (Ecuador)   | 403                       | 403   |
| Mahogany**            | (Peru)      | 1374                      | 1374  |
|                       | (Bolivia)   | 1699                      | 1699  |
| Mahogany*             | (Peru)      | 1821                      | 1821  |
| Virola**              | (Brazil)    | 382                       | 382   |
| Virola*               | (Brazil)    | 380                       | 380   |
| Red Meranti           | (Malaysia)  | 995↓                      | 1027↑ |
|                       | (Indonesia) | 1007↑                     | 1025↑ |
| Teak**                | (Taiwan)    | 2125                      | 2125  |
| Keruing**             | (Malaysia)  | 589                       | 589   |
| Keruing*              | (Malaysia)  | 599                       | 599   |

\*Dimension lumber; \*\*Rough lumber; Quality variations may greatly influence monthly average prices. Data is subject to frequent revisions.

### US Imported Veneer Prices

| FOB avg unit value (\$ per m <sup>2</sup> ) | May  | June  |
|---|------|-------|
| <u>By species (all countries)</u>           |      |       |
| Meranti                                     | 6.2↓ | 11.4↑ |
| Non-meranti                                 | 1.3  | 1.3   |
| <u>By country (all tropical species)</u>    |      |       |
| China                                       | 0.6  | 0.6   |
| Ghana                                       | 1.1  | 1.1   |
| Côte d'Ivoire                               | 1.2  | 1.2   |
| India                                       | 25.3 | 25.3  |
| Thailand                                    | 2.6  | 2.6   |
| Gabon                                       | 1.2  | 1.2   |
| Brazil                                      | 1.9  | 1.9   |
| Italy                                       | 3.4  | 3.4   |

Quality variations may greatly influence monthly averages. Data subject to frequent revisions.

### US Imported Plywood Prices

| FOB avg unit value (\$ per m <sup>3</sup> ) | May  | June |
|---|------|------|
| <u>All tropical plywood</u>                 |      |      |
| Indonesia                                   | 470  | 470  |
| Malaysia                                    | 379  | 379  |
| China                                       | 325  | 325  |
| Brazil                                      | 418  | 418  |
| All   | 384  | 384  |
| <u>Mahogany</u>                             |      |      |
| Canada                                      | 791  | 791  |
| Brazil                                      | 430  | 430  |
| China                                       | 915  | 915  |
| <u>Meranti, white luan, sipo, limba</u>     |      |      |
| China                                       | 292  | 292  |
| Taiwan PoC                                  | 1344 | 1344 |
| Brazil                                      | 448  | 448  |

Quality variations may greatly influence monthly averages. Data subject to frequent revisions.

## Internet News

**Below are web links to news items published by the press. These items do not necessarily reflect the views and policies of ITTO.**

The Australian auditor-general has criticized the Forest Products Commission for not accurately tracking its harvested timber. Concerns about incorrect timber deliveries were brought to the attention of the auditor-general, triggering an investigation which was tabled in the Western Australian Parliament.

<http://www.abc.net.au/news/stories/2007/09/27/2044890.htm>

Bamboo plantations in the Philippines, estimated to be at 52,000 hectares in 1998, are 'almost all neglected now,' reducing the resources for economic development in rural areas and efforts to ease global warming, an official of the Philippine Bamboo Foundation Inc. said.

[http://globalnation.inquirer.net/philippineexplorer/philippineexplorer/view\\_article.php?article\\_id=89090](http://globalnation.inquirer.net/philippineexplorer/philippineexplorer/view_article.php?article_id=89090)

The Amazon rainforest may be more resistant to rising temperatures than has been believed. Researchers found that during the 2005 drought, many parts of the rainforest 'greened', apparently growing faster.

<http://news.bbc.co.uk/2/hi/science/nature/7003788.stm>

Built from scratch in a treeless corner of the country, a community of scientists, tinkerers, and refugees - now numbering more than 200 - has created a verdant rainforest where once there was nothing but scrub grass. It has also devised and deployed dozens of inventions with a frequency and success rate that puts some of America's most storied technology companies to shame.

[http://money.cnn.com/2007/09/26/technology/village\\_saving\\_planet.biz2/index.htm?postversion=2007092703](http://money.cnn.com/2007/09/26/technology/village_saving_planet.biz2/index.htm?postversion=2007092703)

Cia. Vale do Rio Doce, Rio Tinto Group and BHP Billiton Ltd., the world's three largest iron-ore exporters, may increase prices by 30 percent next year as demand driven by steelmakers in China outpaces growth in supply.

<http://www.bloomberg.com/apps/news?pid=20601080&sid=aML6rIMJM0Io&refer=asia>

The dollar fell to an all-time low against the euro on speculation a government report will show a drop in U.S. home sales, bolstering the Federal Reserve's case for cutting interest rates.

<http://www.bloomberg.com/apps/news?pid=20601087&sid=agIBIsiogx.w&refer=home>

The Indian Minister of State for Environment and Forests S Regupathy said that the government aims to increase the forest and tree cover in the country to 33 percent of the geographical area by 2012.

<http://www.newindpress.com/NewsItems.asp?ID=IER20070925230635&Page=R&Headline=Govt+to+raise+forest+cover&Title=Kerala&Topic=0>

These days biodiesel isn't just good for the environment - it's good for the bottom line. The U.S. market for the combustible stuff has more than doubled every year since 2004 and will hit \$1 billion this year. The number of retail

pumps nationwide has grown from 350 in 2005 to more than 1,000 today. A couple of biodiesel IPOs are in the offing - and opportunities abound. 'Biodiesel is the rock star of fuels,' says Will Thurmond, author of Biodiesel 2020: A Global Market Survey. 'It has moved from Woodstock to Wall Street.'

<http://money.cnn.com/2007/09/25/technology/biodieselboom.biz2/index.htm?postversion=2007092609>

Three Australian companies have taken a great leap northwards and bought land around Tully, Ingham and Innisfail in far north Queensland, offering managed investment schemes for retail investors, and other vehicles for institutions and wealthy individuals seeking long-term investments.

<http://www.theaustralian.news.com.au/story/0,25197,22383587-25658,00.html>

World Wildlife Fund scientists have just announced the discovery of 11 new animal and plant species in a remote area in central Vietnam. They say this underscores the importance of conservation efforts in the ancient tropical forests of the region.

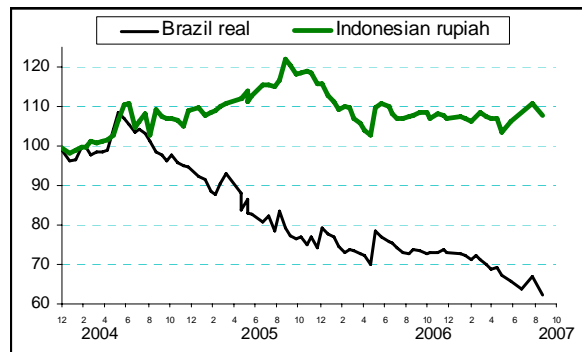
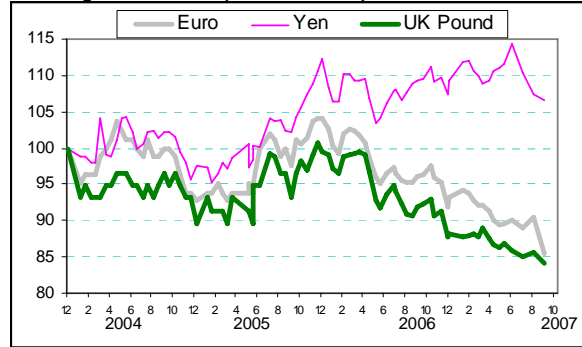
<http://www.sciencedaily.com/releases/2007/09/070925204929.htm>

## Main US Dollar Exchange Rates

As of 28th Sep 2007

|               |           |          |   |
|---------------|-----------|----------|---|
| Brazil        | Real      | 1.833    | ↓ |
| CFA countries | CFA Franc | 459.169  | ↓ |
| China         | Yuan      | 7.506    | ↓ |
| EU            | Euro      | 0.701    | ↓ |
| Indonesia     | Rupiah    | 9,141.00 | ↓ |
| Japan         | Yen       | 114.88   | ↑ |
| Malaysia      | Ringgit   | 3.4072   | ↓ |
| Peru          | New Sol   | 3.0845   | ↓ |
| UK            | Pound     | 0.4887   | ↓ |

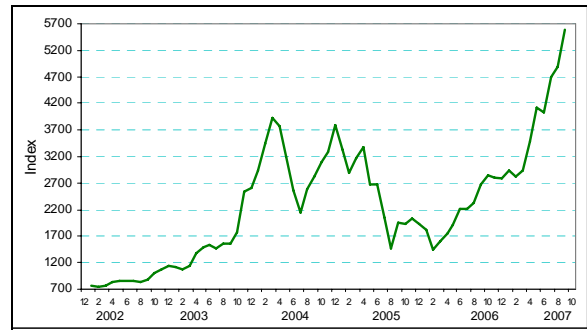
Exchange rates index (Dec 2003=100)



## Abbreviations and Equivalences

|             |  |
|-------------|--|
| LM          | Loyale Merchant, a grade of log parcel   |
| QS          | Qualite Superieure   |
| CI, CE, CS  | Choix Industriel, Economique or Supplimentaire   |
| FOB         | Free-on-Board  |
| CIF; CNF    | Cost, insurance and freight; Cost and freight  |
| KD; AD      | Kiln Dry; Air Dry  |
| Boule       | A log sawn through and through, the boards from one log are bundled together.  |
| BB/CC, etc. | Log/plywood grades. Letter(s) on the left indicate face veneer(s), on the right backing veneer(s). Grade decreases in order B, BB, C, CC, etc. |
| BF; MBF     | Board Foot; 1000 Board Feet  |
| Hoppus ton  | 1.8 m <sup>3</sup>   |
| Koku        | 0.278 m <sup>3</sup> or 120 BF   |
| SQ; SSQ     | Sawmill Quality; Select Sawmill Quality  |
| FAS         | Sawnwood Grade First and Second  |
| GMS         | General Market Specifications  |
| MR; WBP     | Moisture Resistant; Water and Boil Proof   |
| MDF         | Medium Density Fibreboard  |
| PHND        | Pin hole no defect grade   |
| \$; ↑↓      | US dollar; Price has moved up or down  |

## Ocean Freight Index

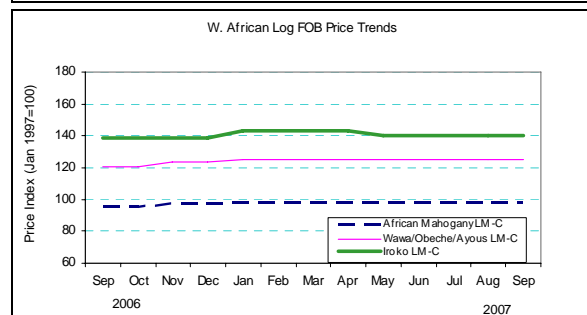
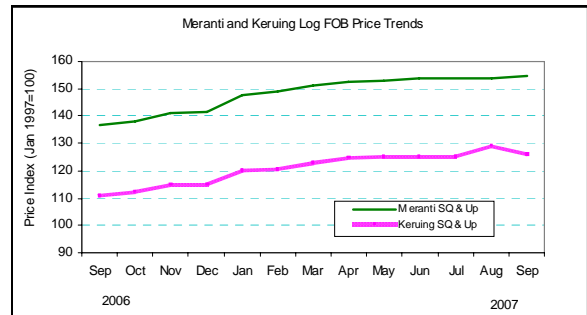
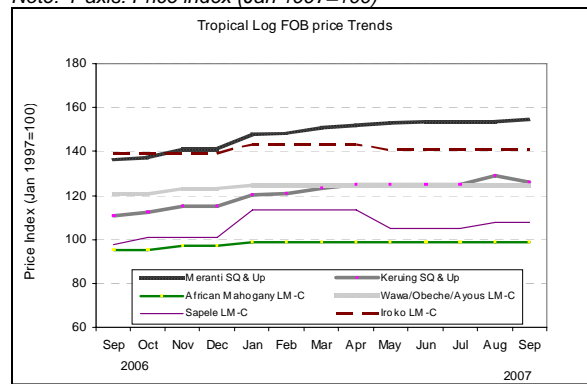


The BSI (Baltic Supramax Index), published by the Baltic Exchange, is the weighted average on 5 major time-charter routes. It is based on a 52,454 mt bulk carrier carrying commodities such as timber.

## Appendix. Tropical Timber Price Trends

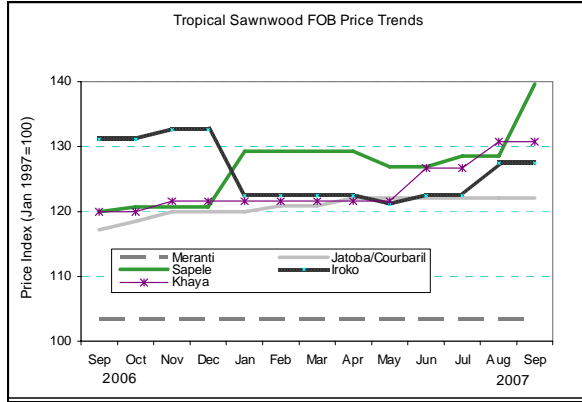
### Tropical Log Price Trends

Note: Y-axis: Price index (Jan 1997=100)

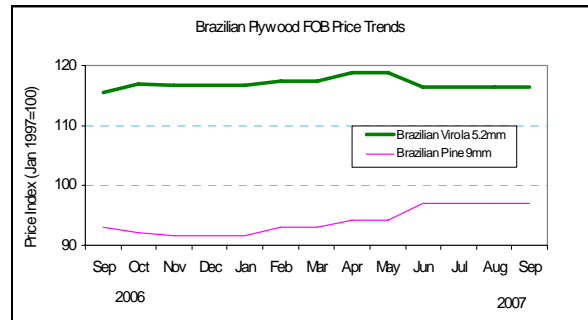
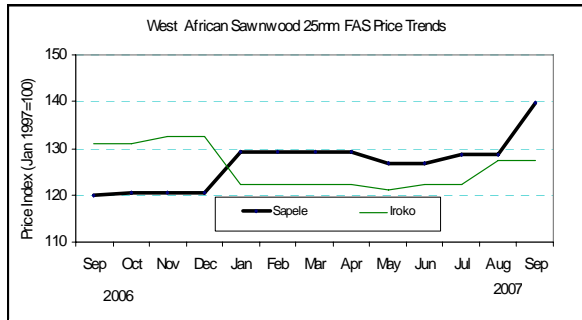
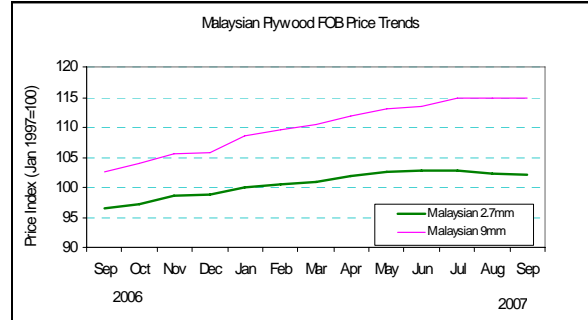
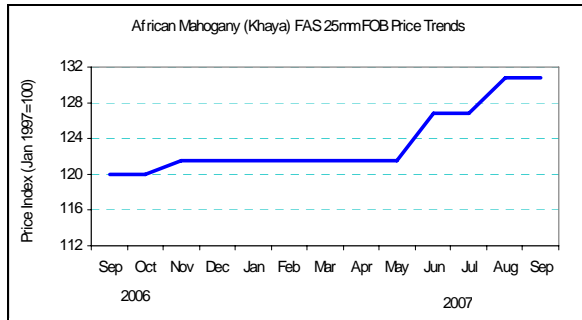
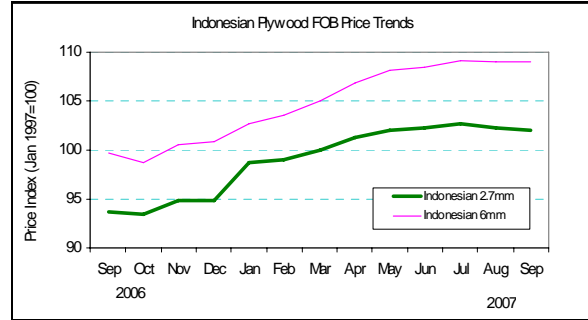
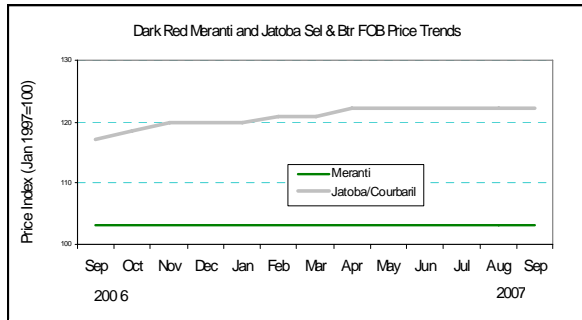
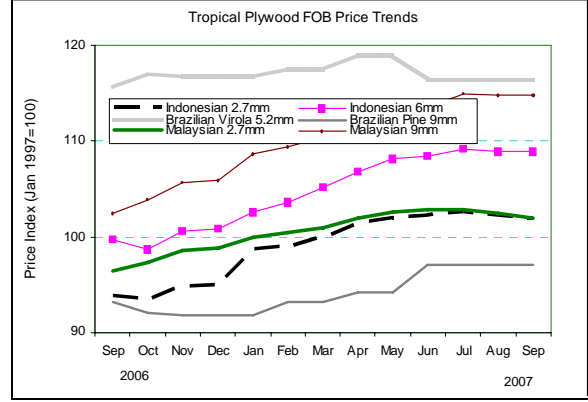


More price trends in Appendix 4, ITTO's Annual Review <http://www.itto.or.jp/live/PageDisplayHandler?pagel=199>

## Tropical Sawnwood Price Trends



## Tropical Plywood Price Trends



*Disclaimer: Though efforts have been made to keep prices near to accurate, these are published as a guide only. ITTO does not take responsibility for the accuracy of this information.*