



**45th ITTC  
Yokohama  
November 2009**

**Timber Imports and  
Market Situation  
in Japan**

**Japan Lumber Importers' Association  
(JLIA)**

**Executive Director Y. Ohashi**

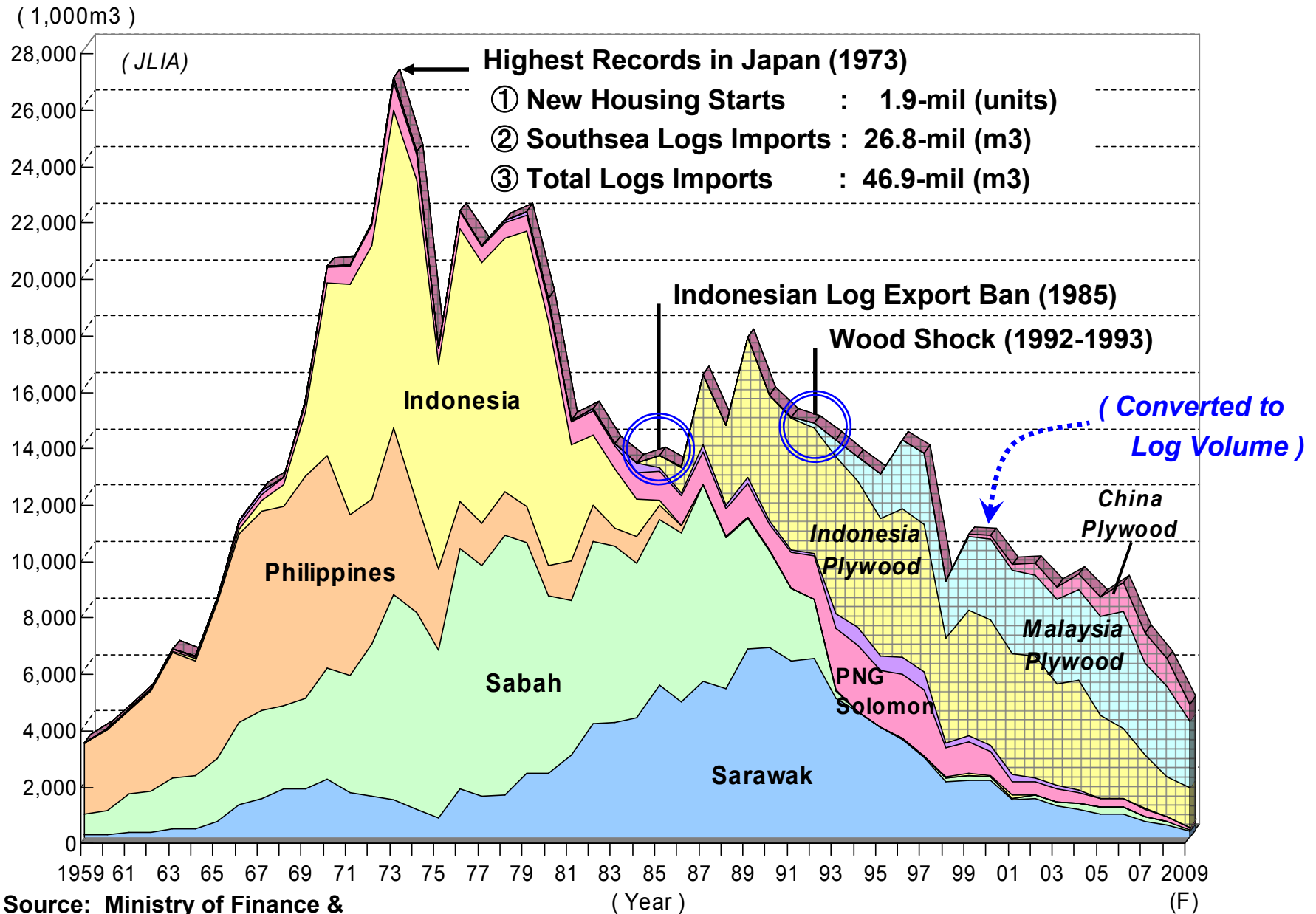
# Major Timber Imports in Japan (1,000m3)

as of Sep.2009  
(Forestry Agency)

※ HS code changed

Year	2004	2005	2006	2007	%	2008	%	2009 Jan~Sep	%	2009 Forecast	%
<b>SOUTHSEA</b>	1,612	1,366	1,372	1,021	-26	728	-29	271	-49	346	-53
N. America	3,731	3,384	3,240	3,020	-7	2,638	-13	1,838	-10	2,428	-8
<b>RUSSIA</b>	5,922	4,694	4,942	3,986	-19	1,888	-53	531	-65	681	-64
New Zealand	1,081	913	848	808	-5	869	+8	399	-39	592	-32
<b>LOGS</b>	<b>12,428</b>	<b>10,391</b>	<b>10,423</b>	<b>8,861</b>	<b>-15</b>	<b>6,148</b>	<b>-31</b>	<b>3,055</b>	<b>-36</b>	<b>4,067</b>	<b>-34</b>
<b>SOUTHSEA</b>	586	543	516	450	-13	※ 643	+43	412	-15	551	-14
N. America	3,979	3,308	3,441	2,724	-21	2,929	+8	1,622	-27	2,217	-24
Russia	861	965	987	954	-3	666	-30	531	+5	759	+14
New Zealand	170	127	172	119	-31	138	+16	59	-37	83	-40
Chile	348	310	305	343	+13	321	-7	95	-64	160	-50
Europe	2,968	2,894	3,045	2,654	-13	2,009	-24	1,610	+16	2,194	+9
<b>SAWN TIMBER</b>	<b>8,912</b>	<b>8,147</b>	<b>8,465</b>	<b>7,244</b>	<b>-14</b>	<b>6,707</b>	<b>-7</b>	<b>4,329</b>	<b>-12</b>	<b>5,964</b>	<b>-11</b>
<b>PLYWOOD</b>	<b>4,941</b>	<b>4,570</b>	<b>4,881</b>	<b>4,008</b>	<b>-18</b>	<b>3,560</b>	<b>-11</b>	<b>2,078</b>	<b>-23</b>	<b>2,836</b>	<b>-20</b>
<b>Glue-LAM</b>	<b>611</b>	<b>670</b>	<b>806</b>	<b>642</b>	<b>-20</b>	<b>404</b>	<b>-37</b>	<b>337</b>	<b>+17</b>	<b>469</b>	<b>+19</b>
<b>TOTAL</b>	<b>26,892</b>	<b>23,779</b>	<b>24,575</b>	<b>20,754</b>	<b>-16</b>	<b>16,819</b>	<b>-20</b>	<b>9,798</b>	<b>-23</b>	<b>13,336</b>	<b>-21</b>

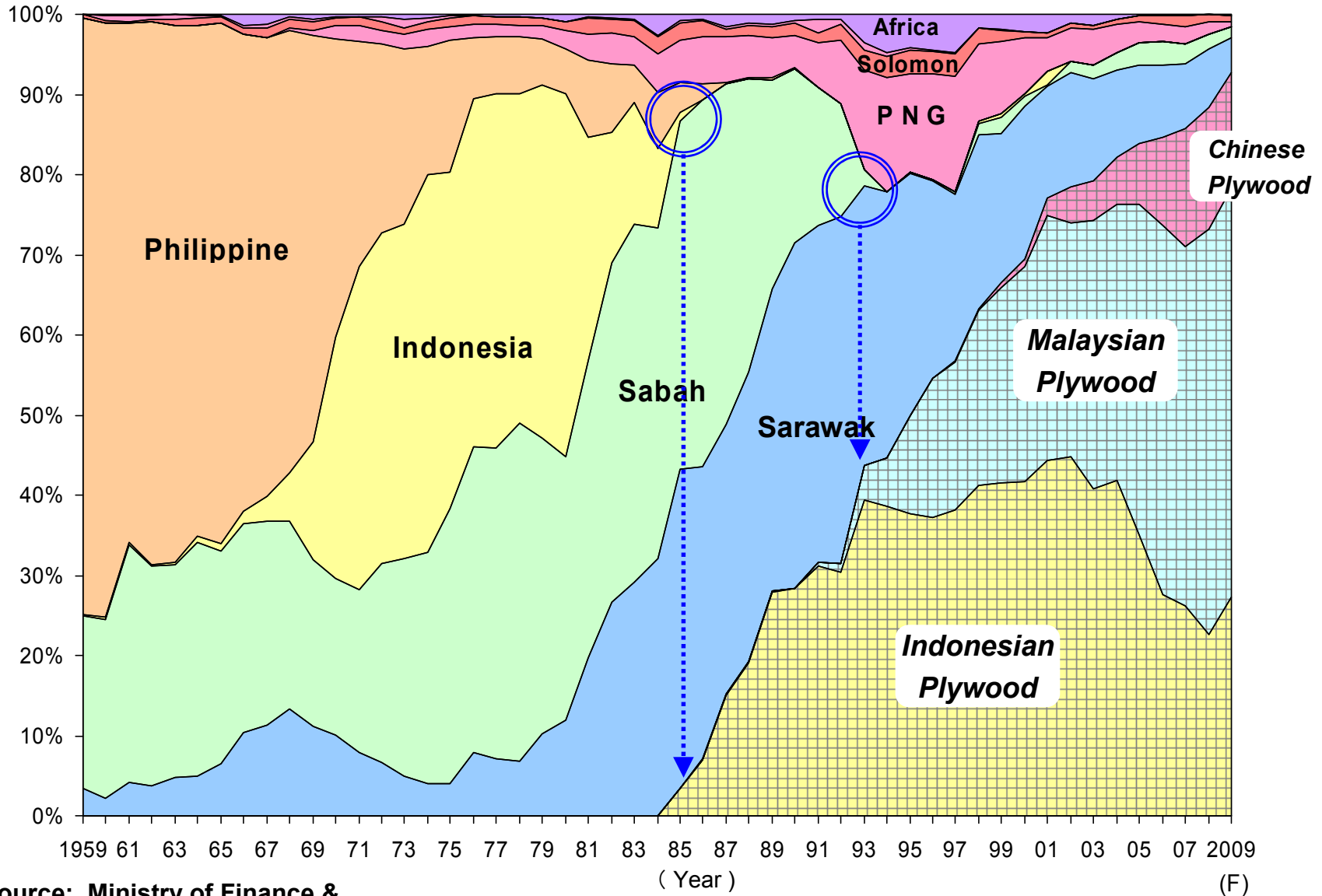
# Southsea Logs Imports in Japan (50 years)



Source: Ministry of Finance &  
Japan Lumber Importers' Association

# Southsea Logs & Plywood Imports in Japan

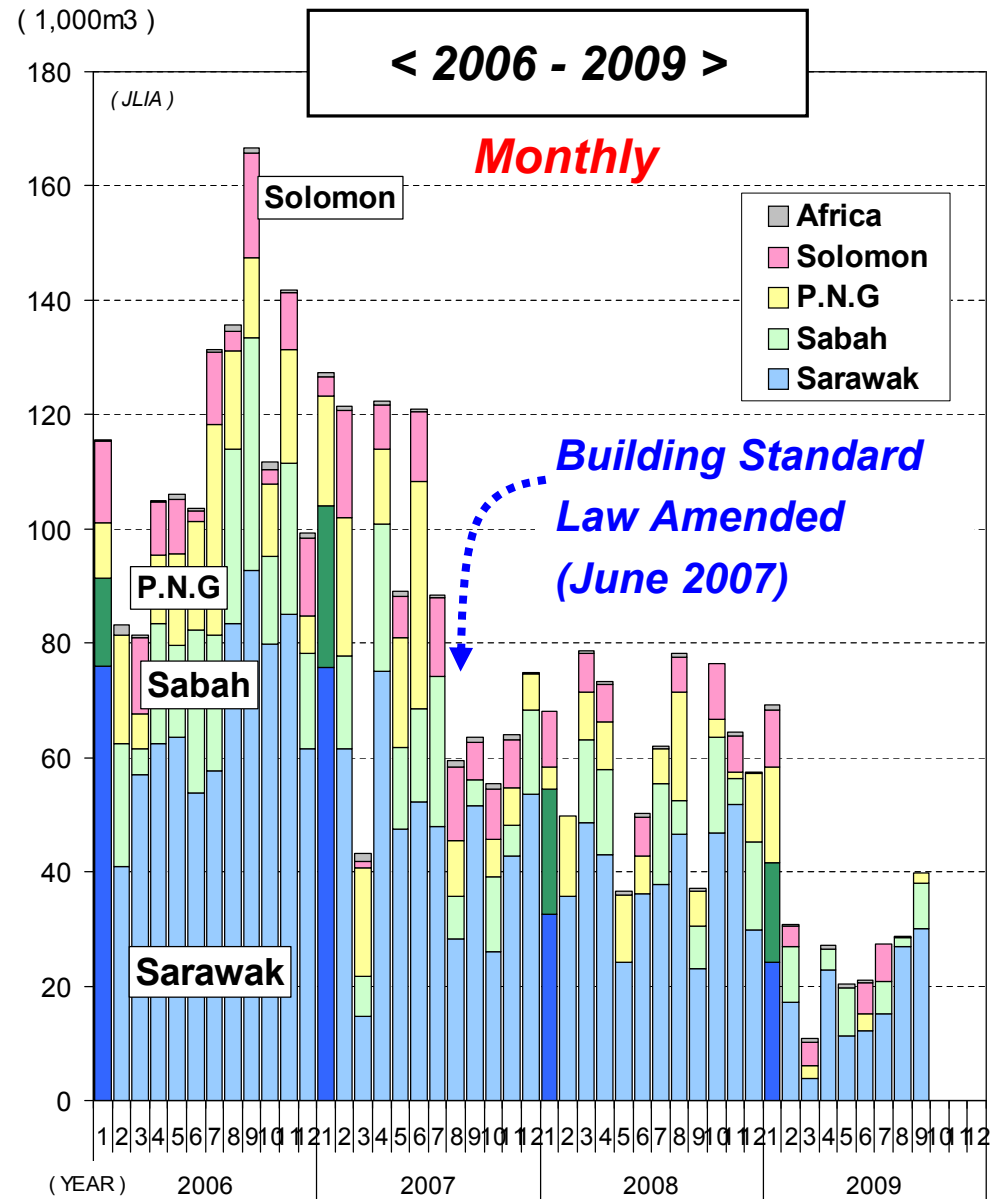
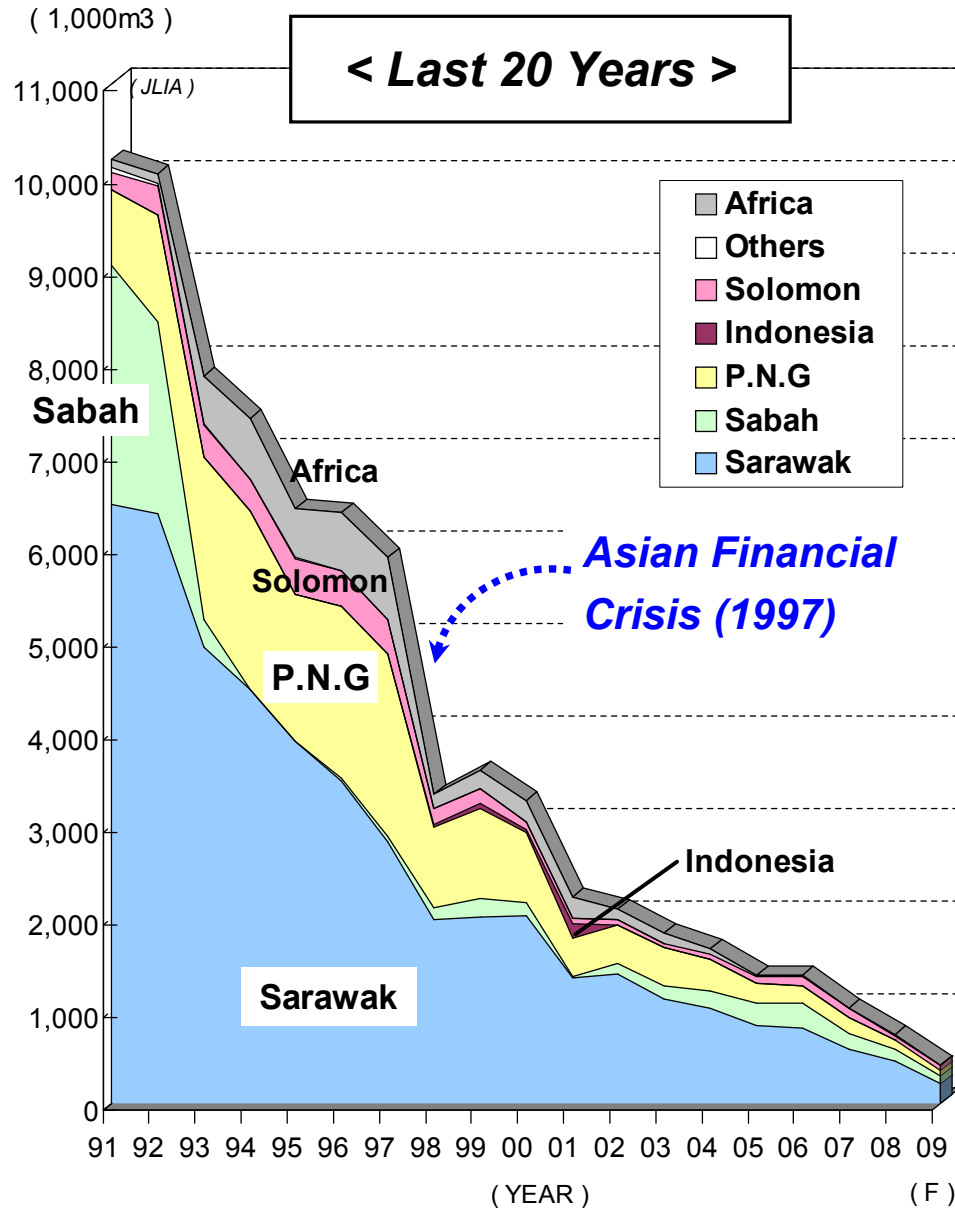
( 50 Years )



Source: Ministry of Finance & Japan Lumber Importers' Association

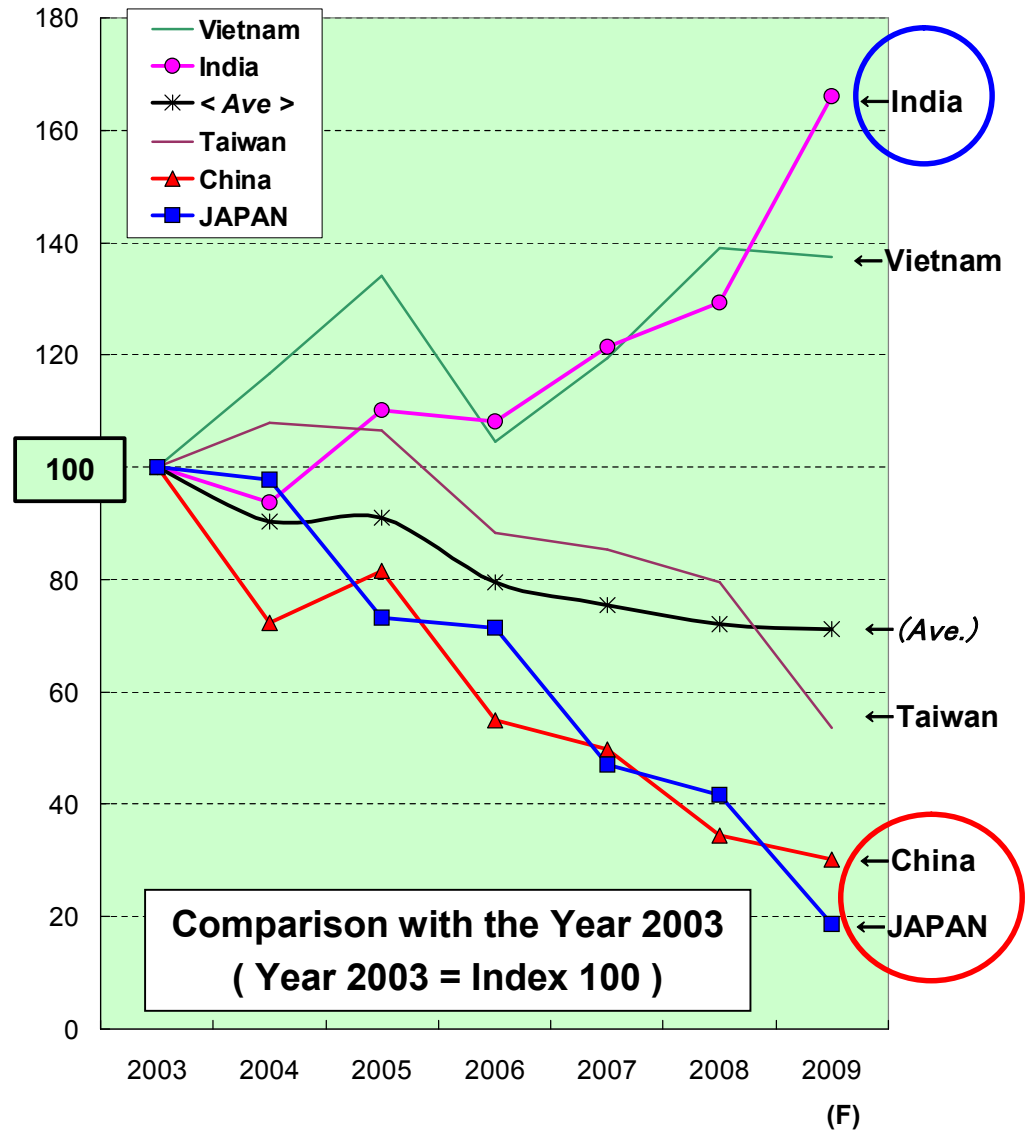
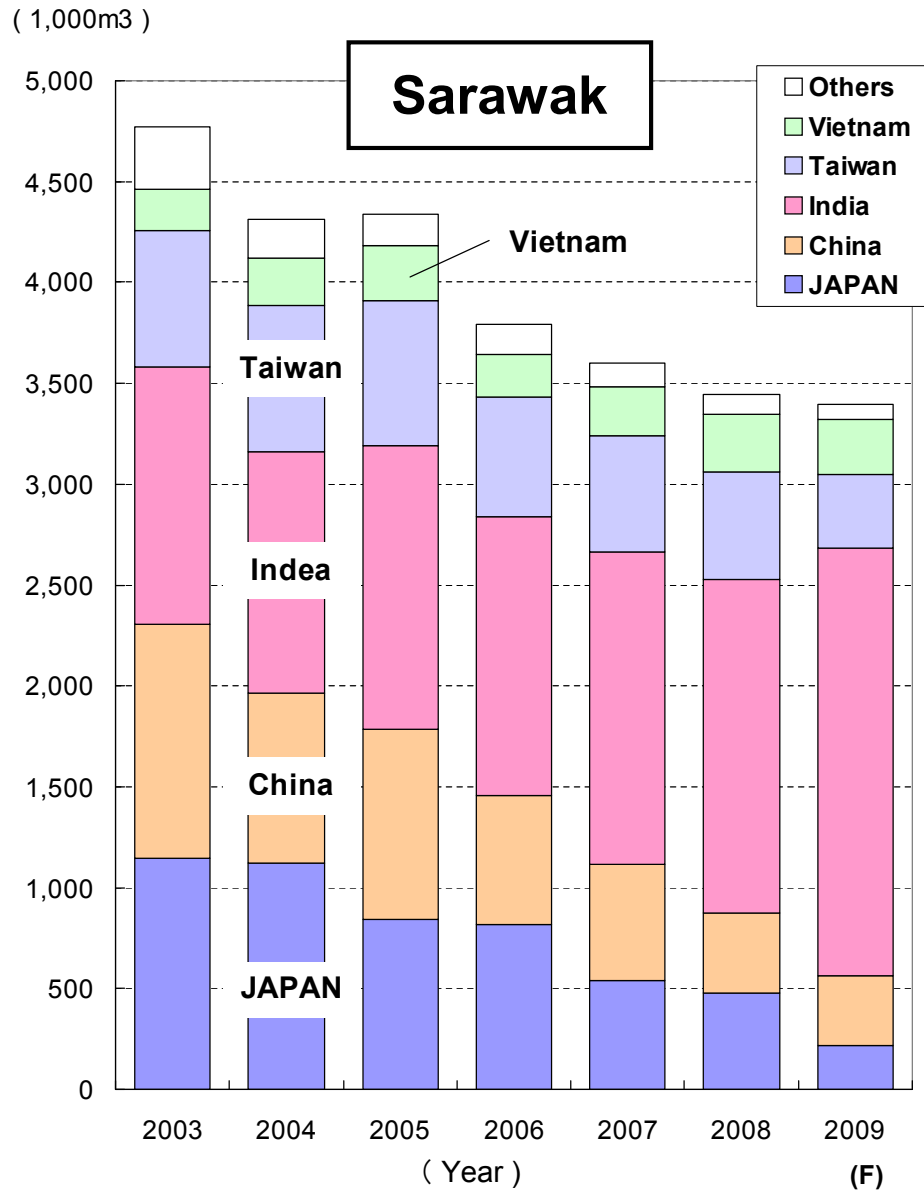
# Southsea Logs Imports in Japan

\*\*\* 90% for Plywood Use



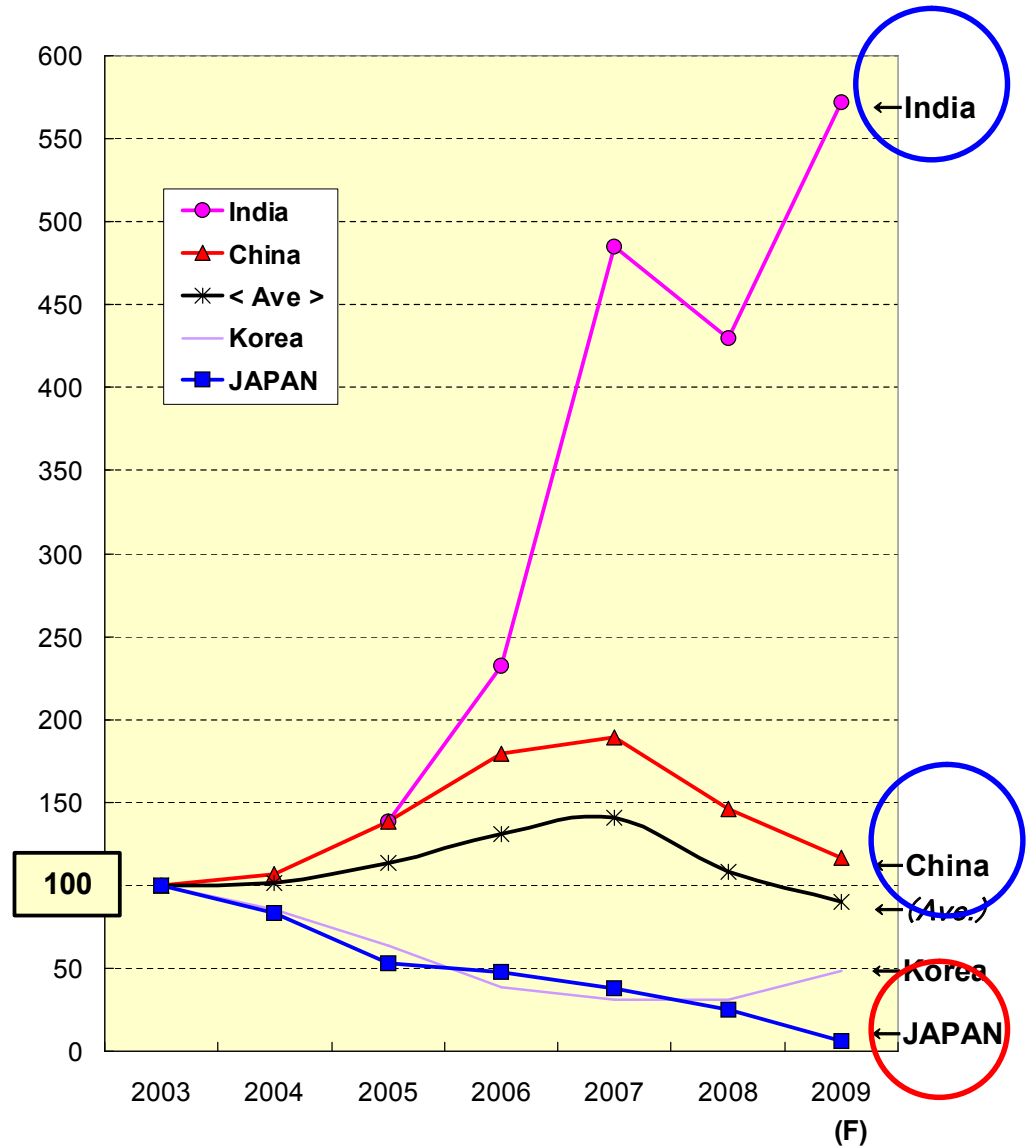
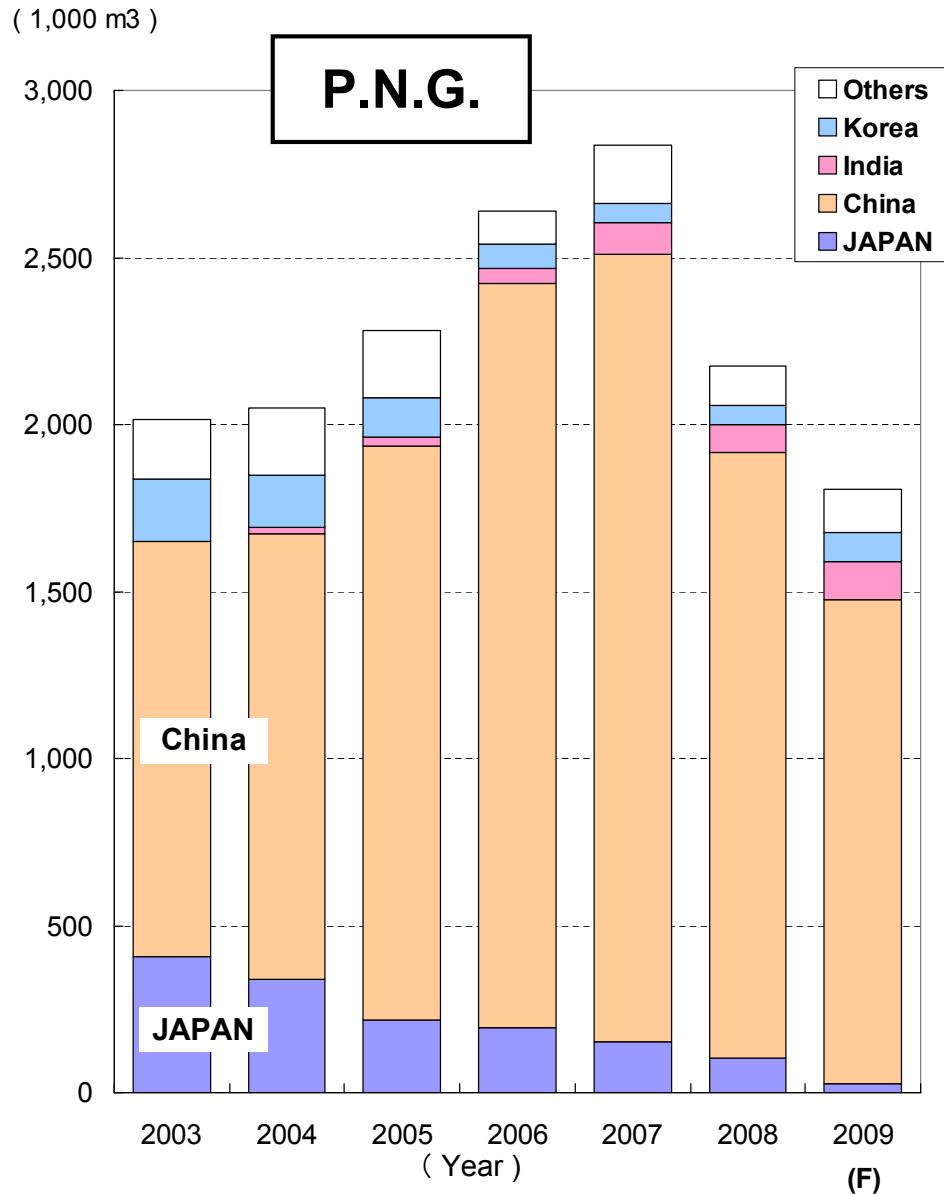
# Logs Exports from SARAWAK

**\*\*\* INDIA is the biggest and most growing**



# Logs Exports from P.N.G.

**\*\*\* INDIA is growing,  
CHINA is still the biggest**

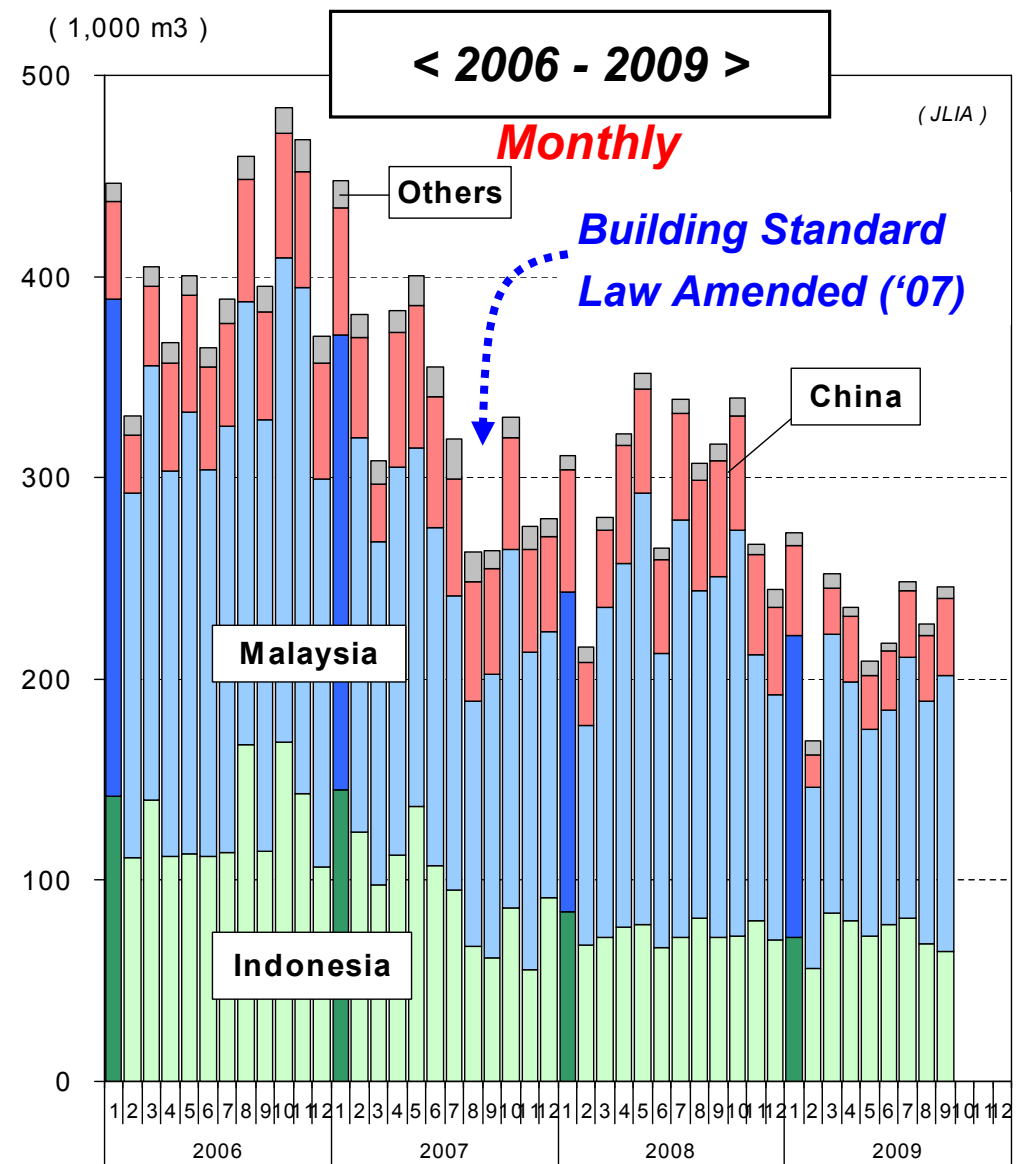
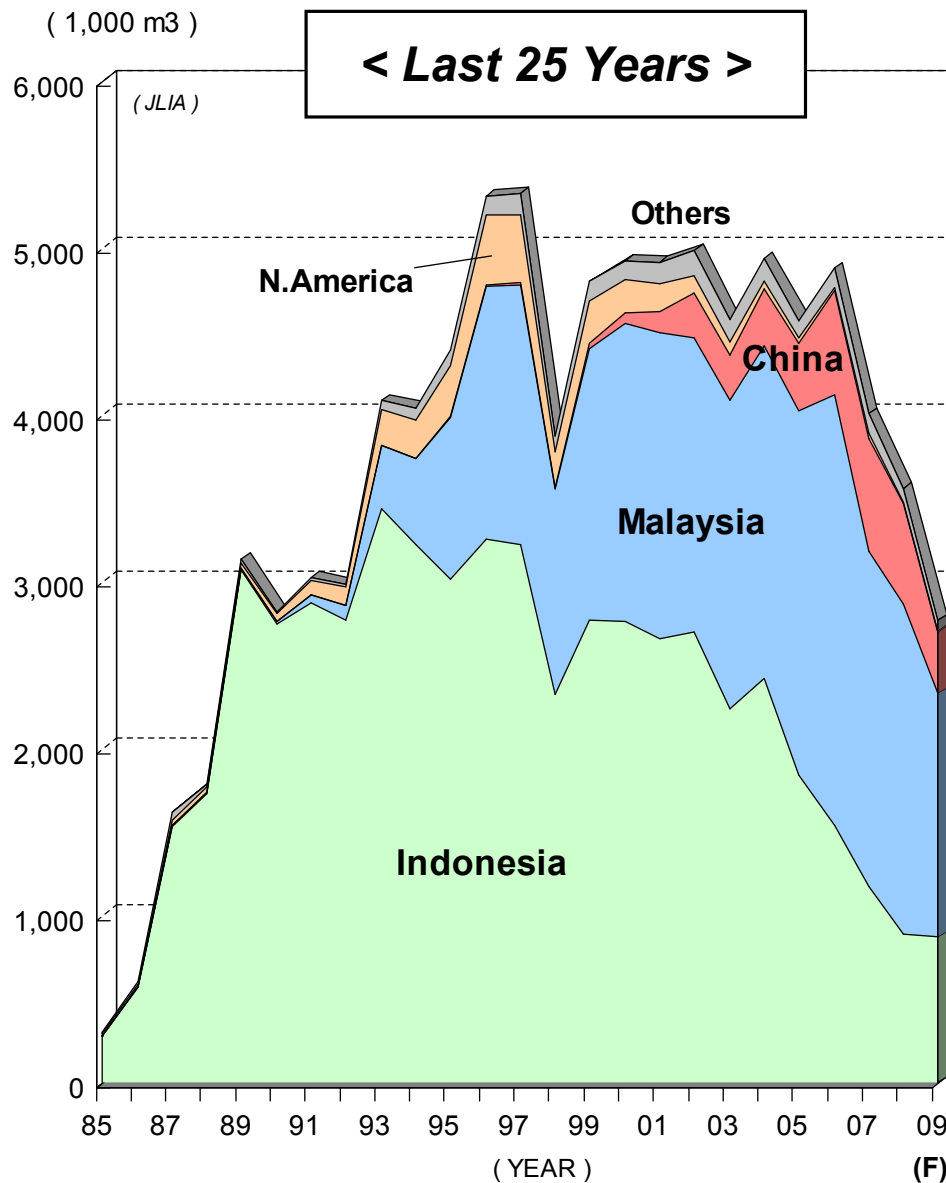


Source: JLIA member, tentatively.  
(Expecting the latest data of Forest Authority)

**\*\*\* JAPAN: Decreasing \*\*\***

# Plywood Imports in Japan

\*\*\* Indonesia reduced in 2008  
 Malaysia reducing in 2009

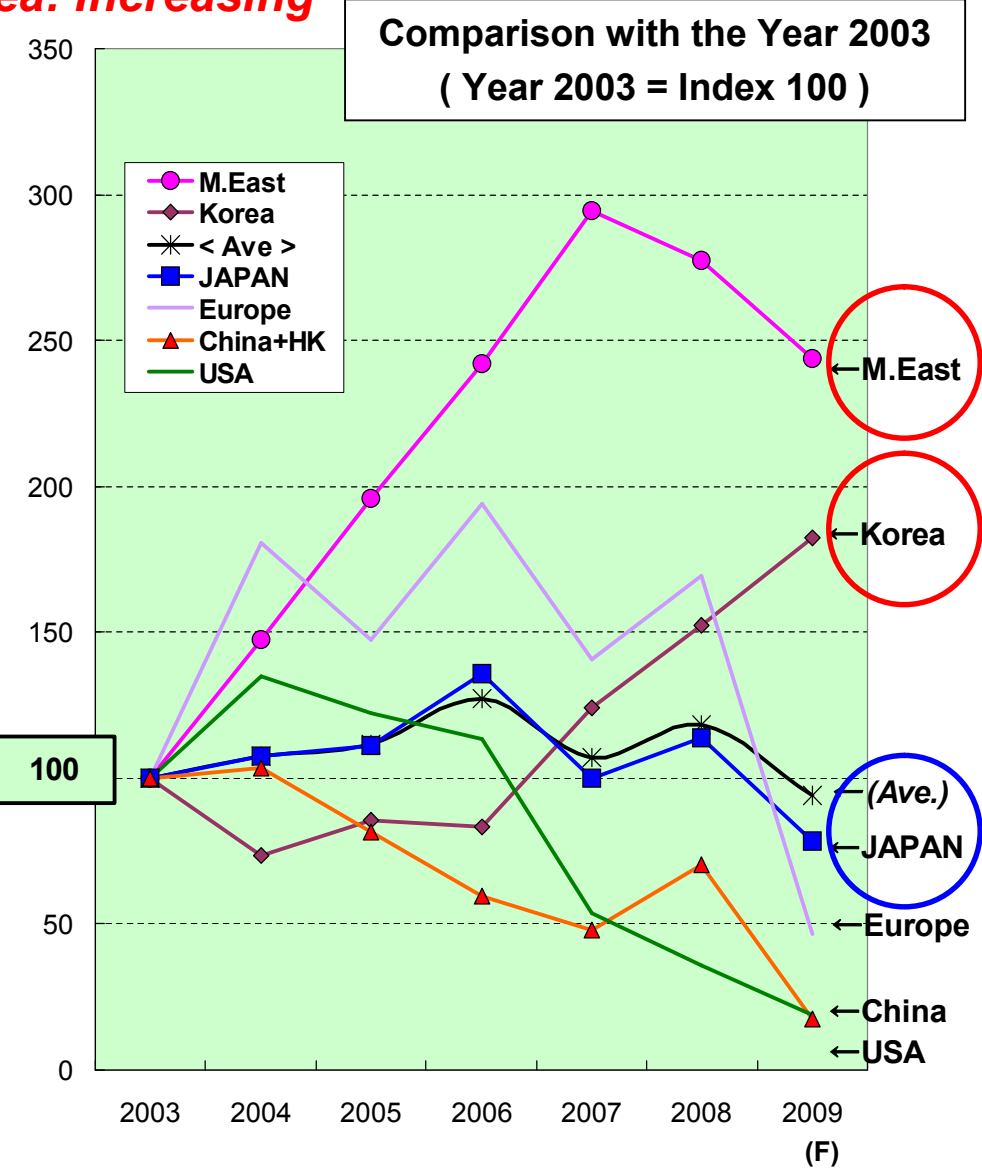
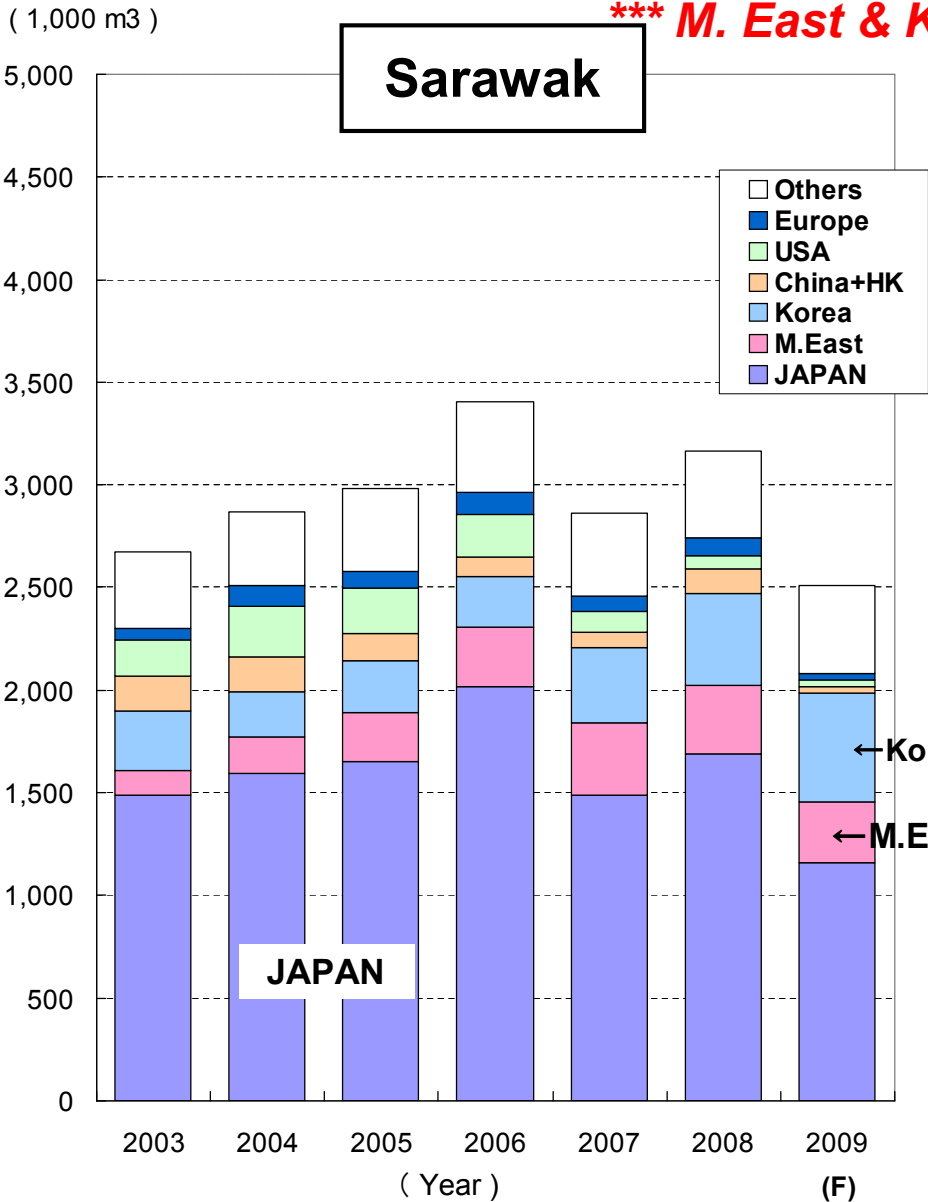




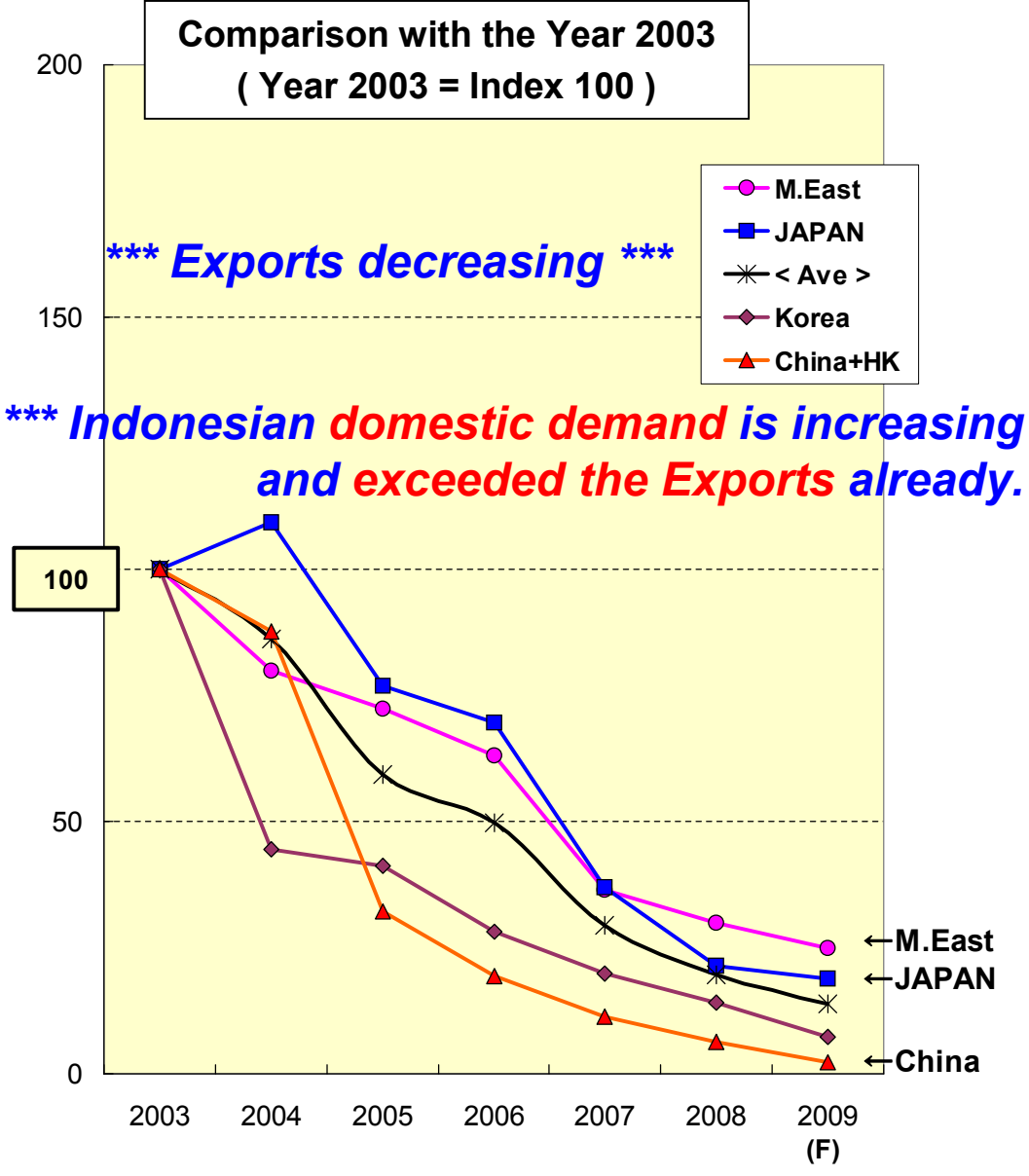
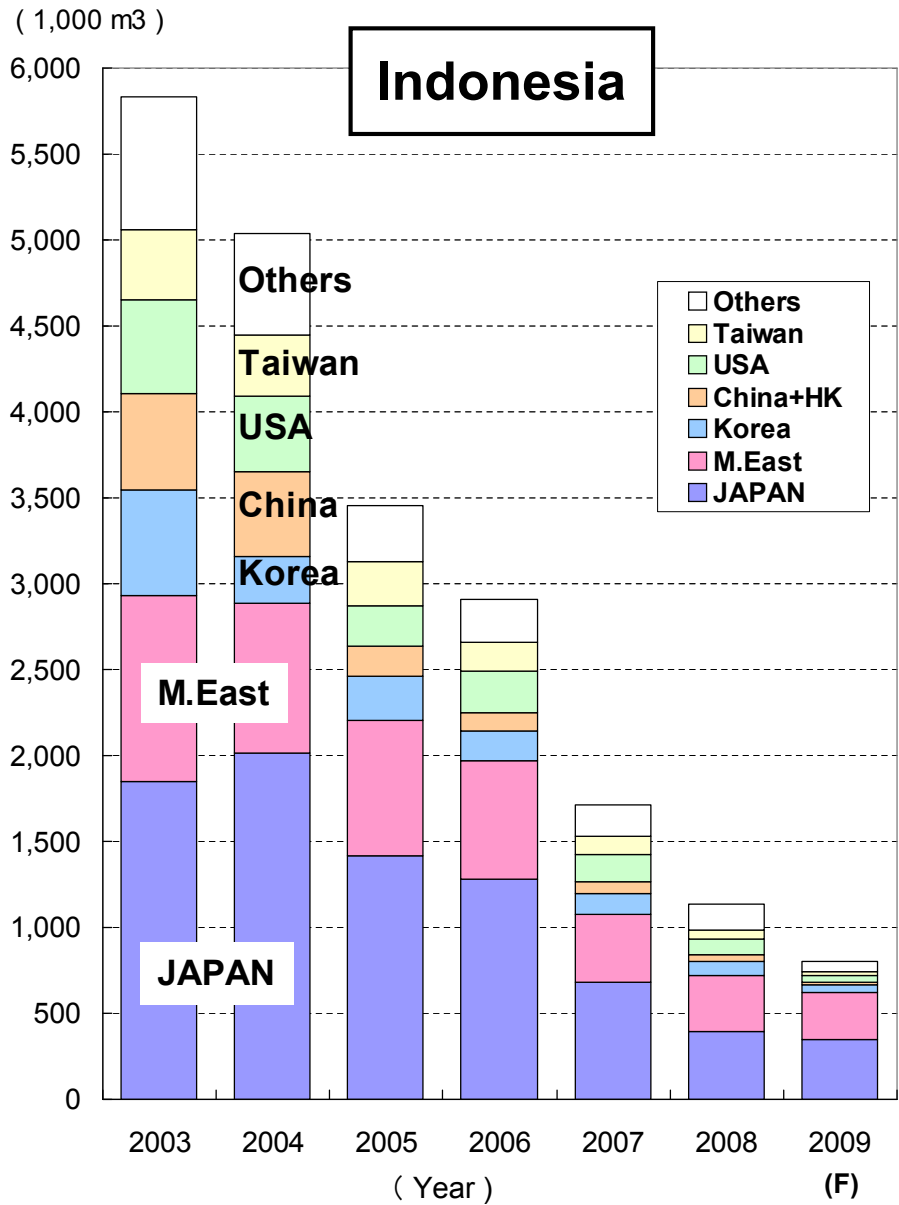
# Plywood Exports from SARAWAK

*Shifting the market from Japan to the others*

**\*\*\* M. East & Korea: Increasing \*\*\***

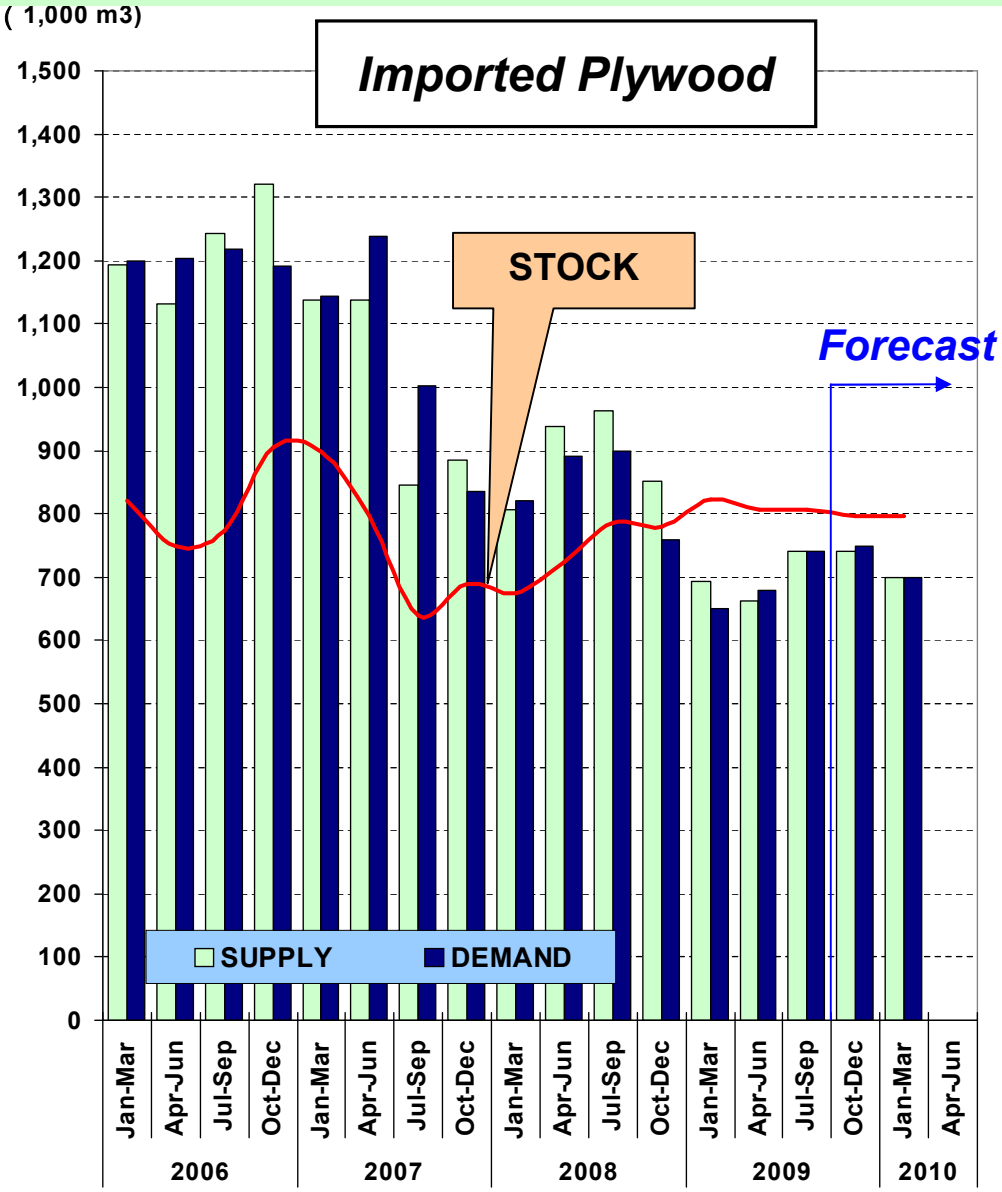
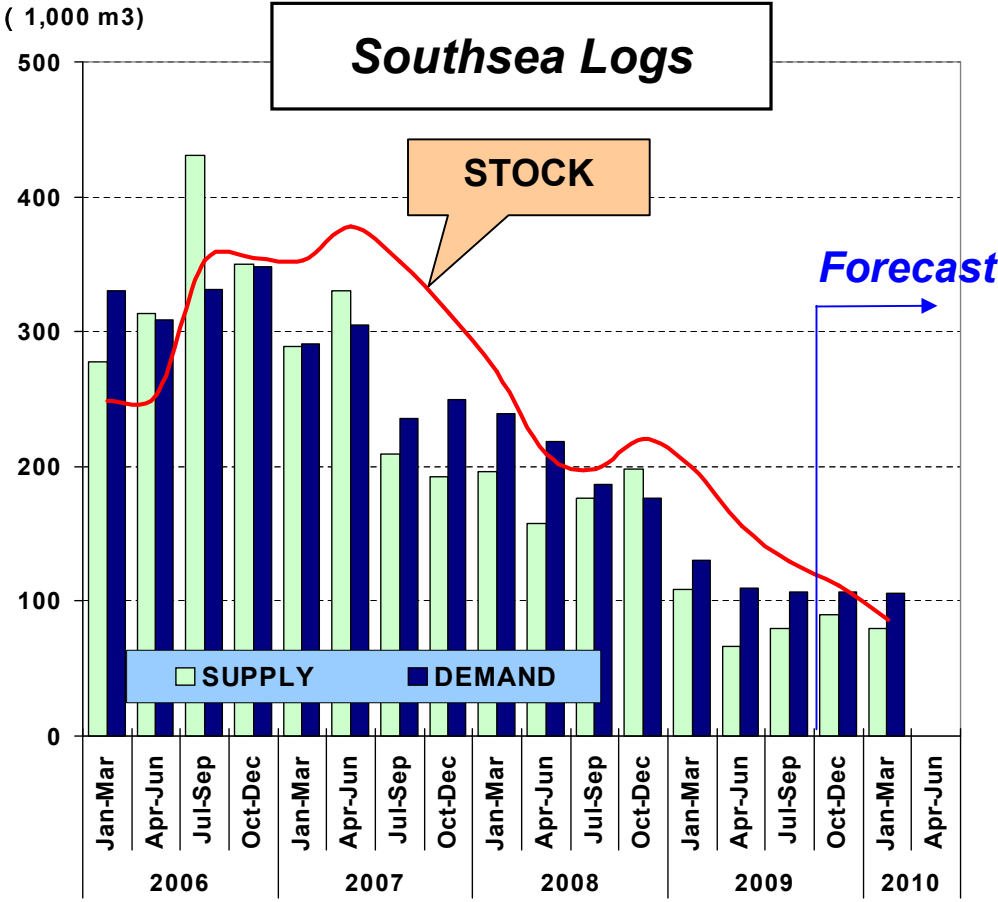


# Plywood Exports from INDONESIA



# Supply, Demand and Stock in Japan

Supply & Demand --- total in 3 months  
 Stock --- at the end of each quarter



## Joint Meeting (APKINDO, MPMA/STA, JPMA & JLIA)



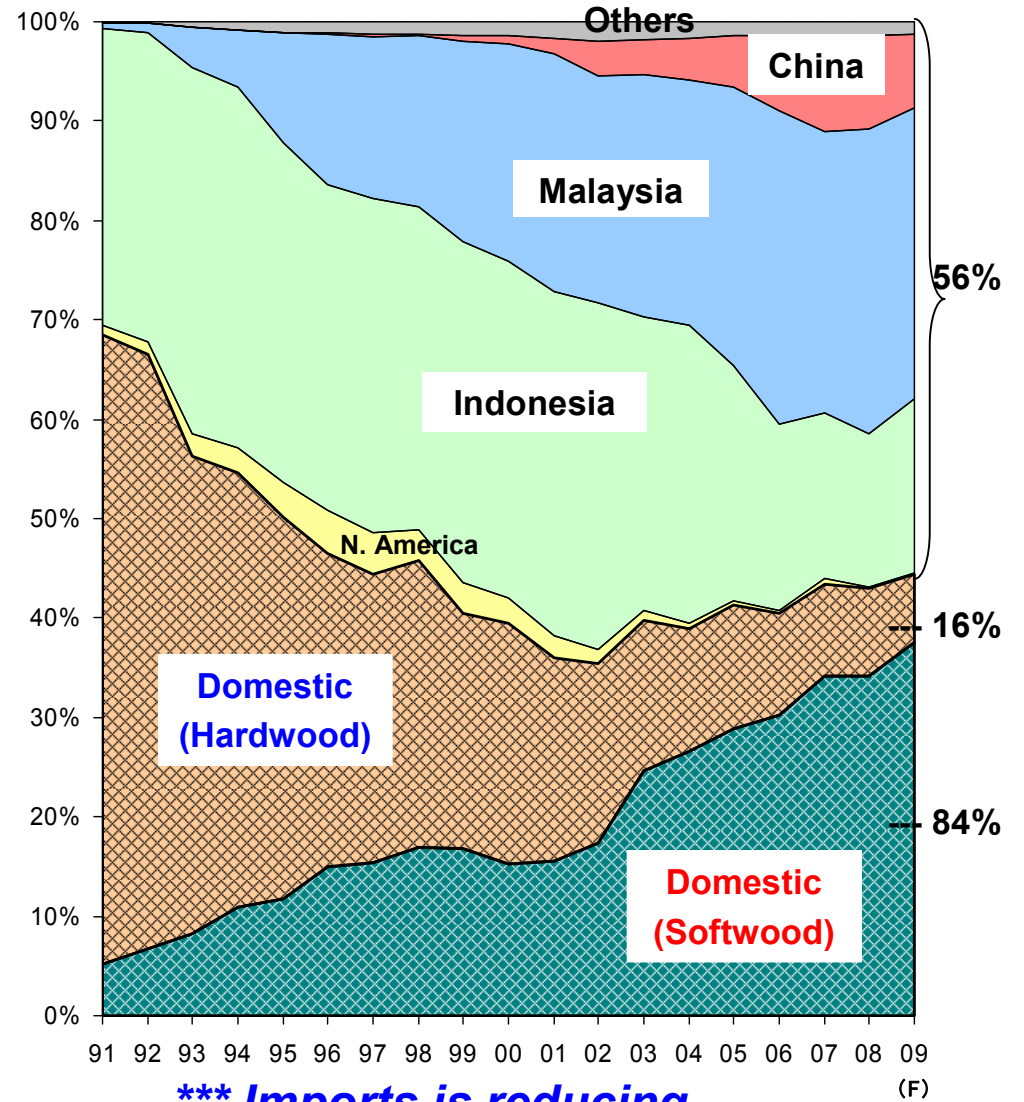
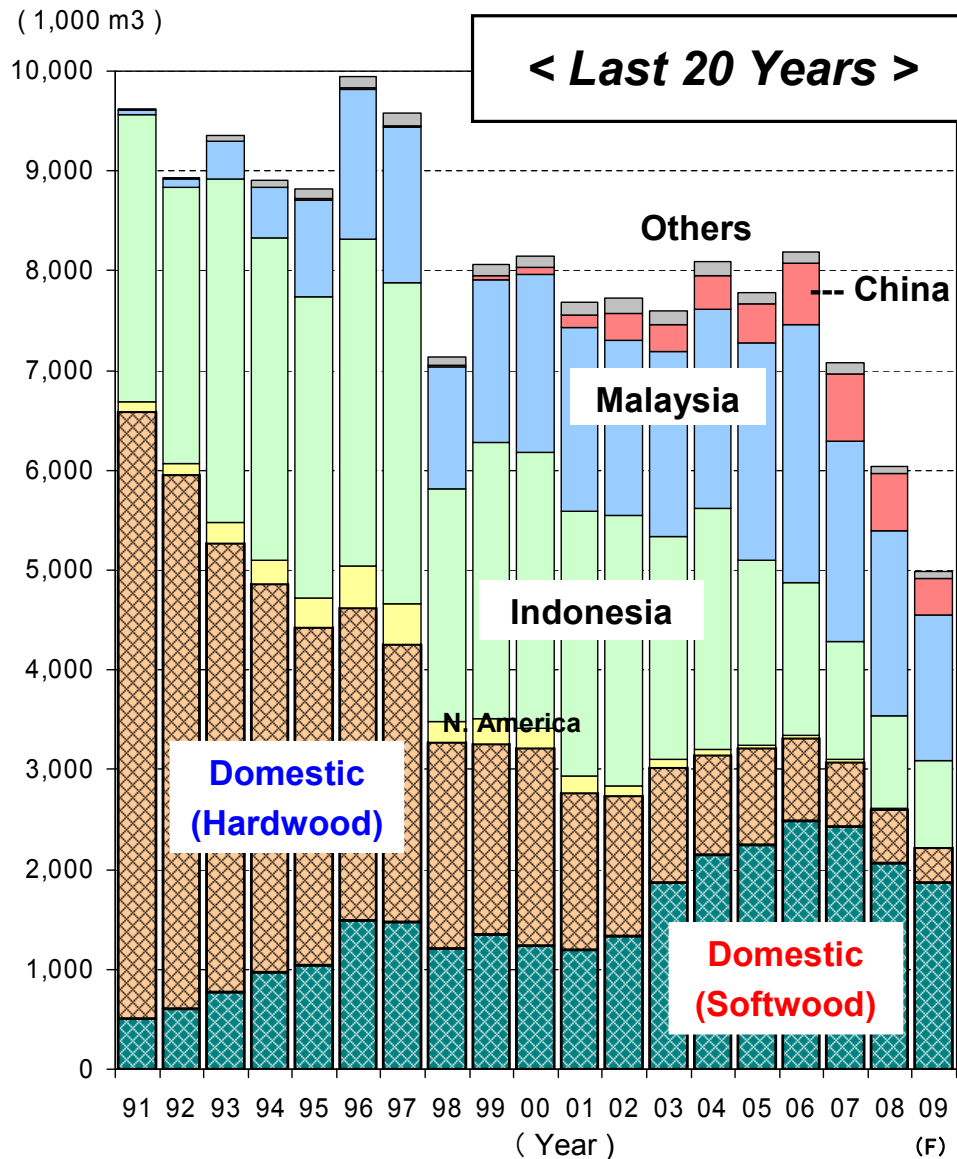
- \*\*\* *Sharing the information.  
Exchanging the views for the future.*
- \*\*\* *Considering to Carry on reducing the Production, to Export to other market than Japan.*

# Total Plywood Supply in Japan

( Imports + Domestic Production )

\*\*\* Domestic Structural Softwood Plywood

12mm ⇒ 24mm / 28mm (so called as Joist Free plywood)

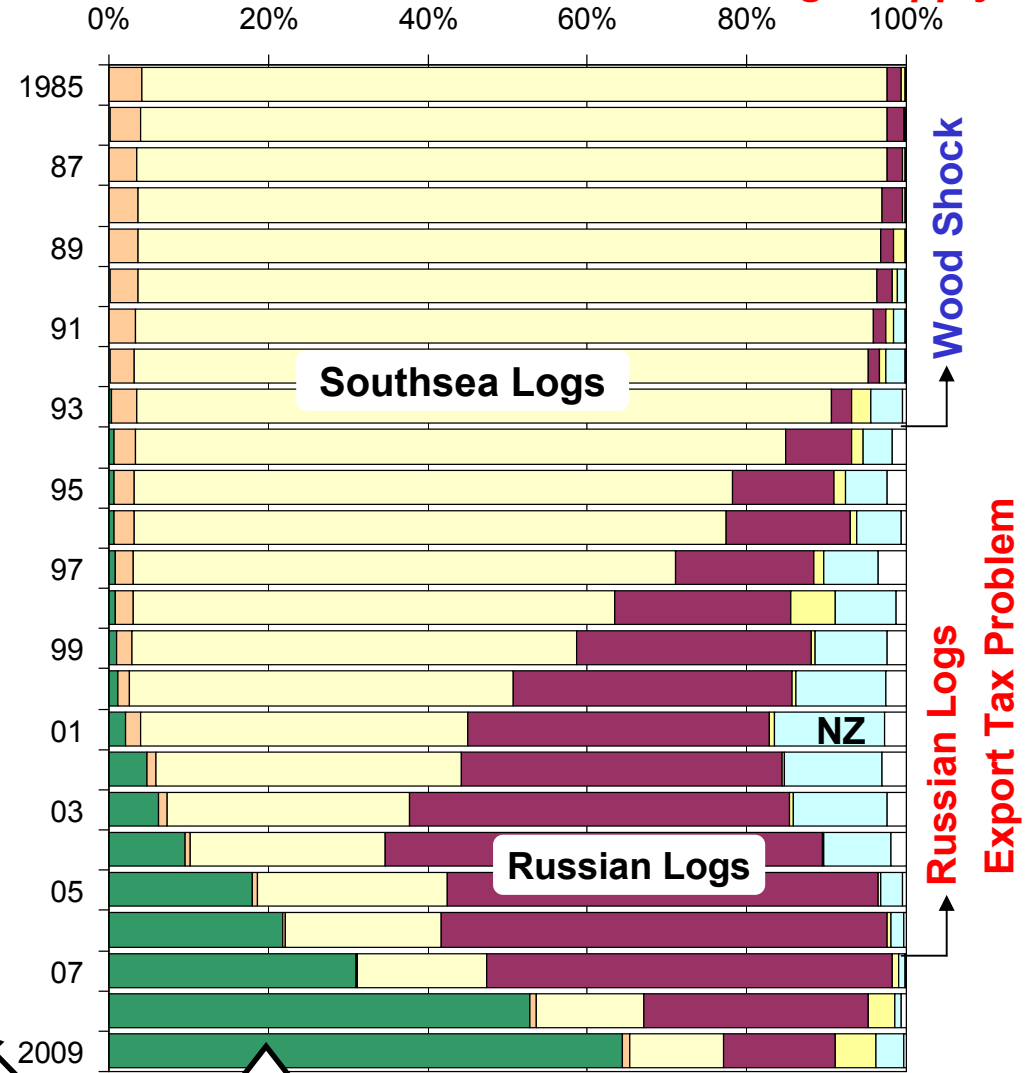
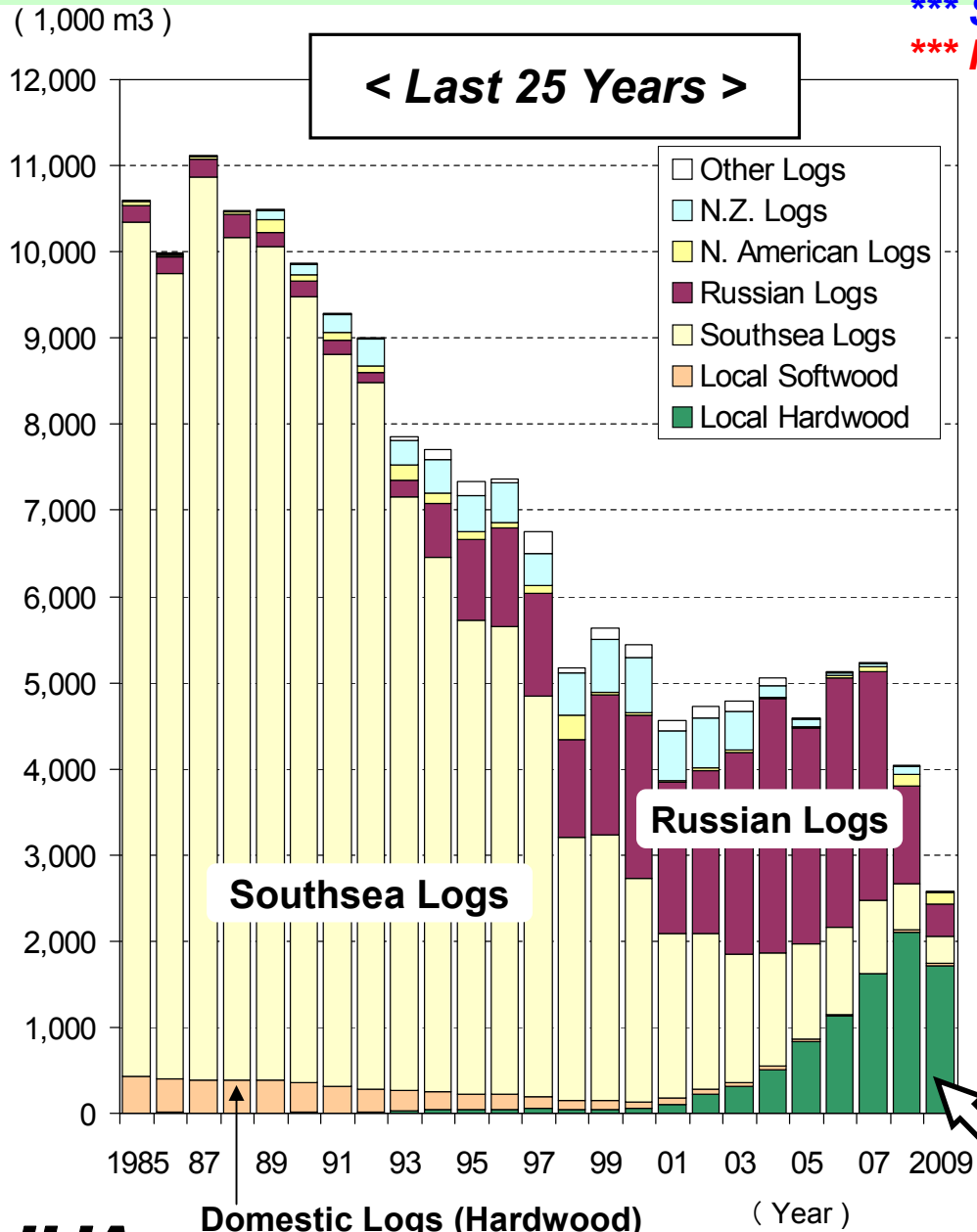


\*\*\* Imports is reducing

# Logs supply for Plywood manufacturing in Japan

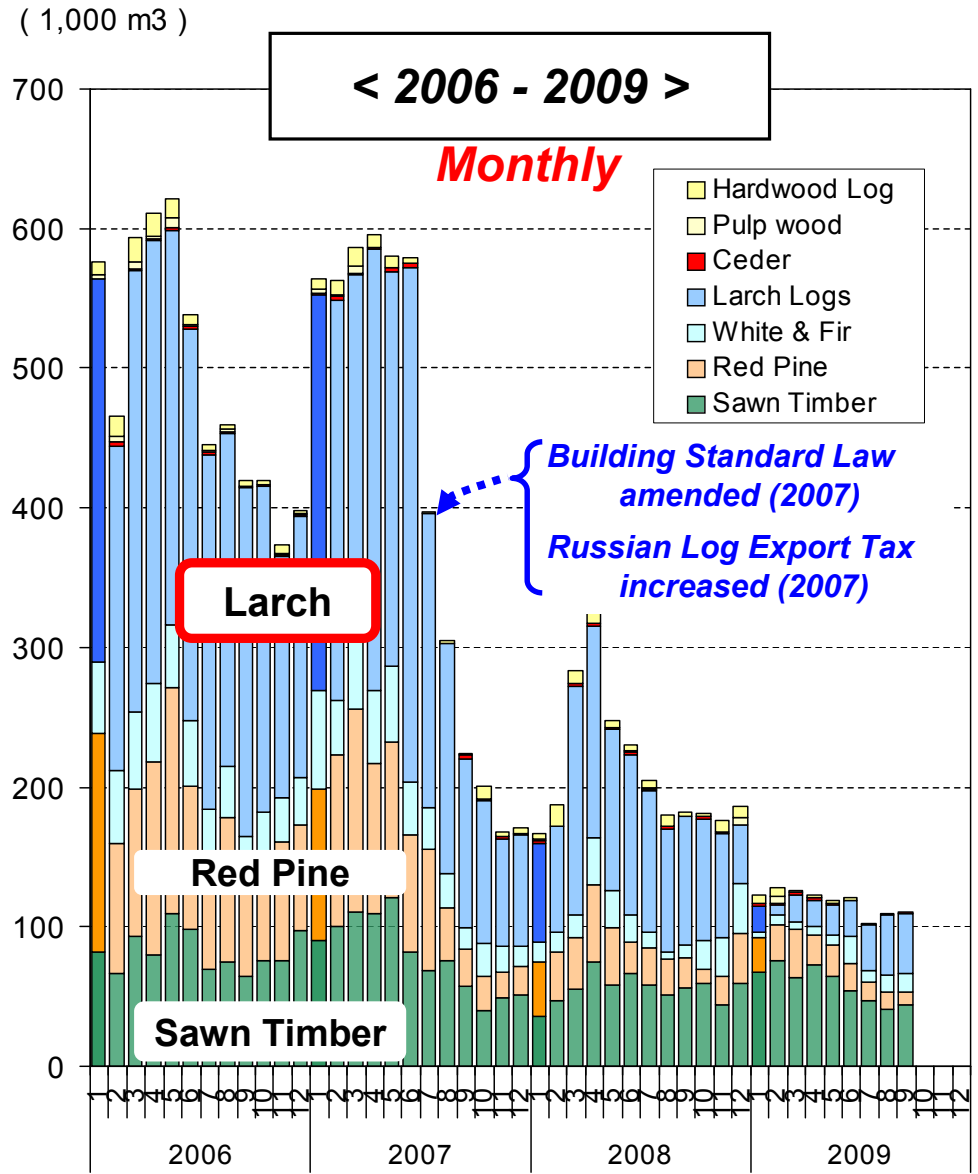
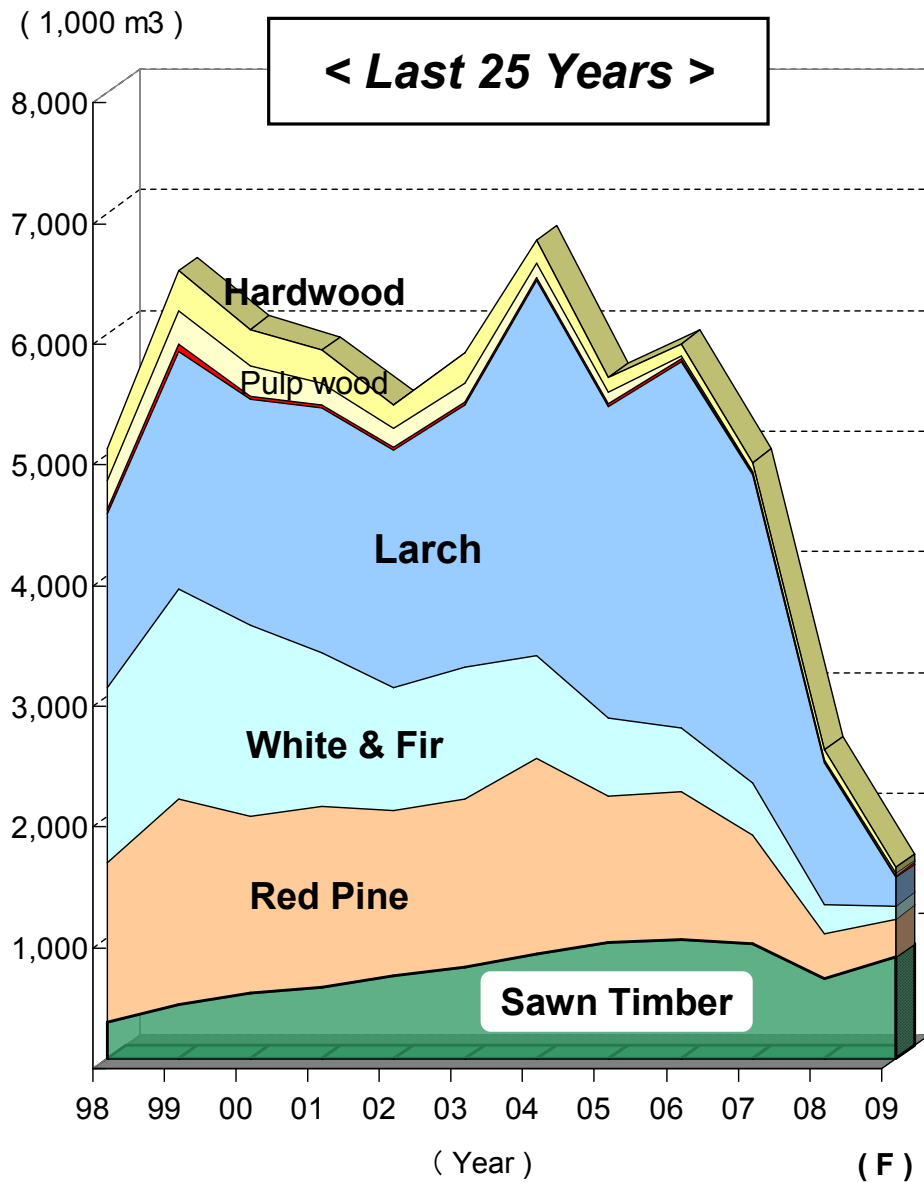
\*\*\* Softwood logs was guided by Wood Shock.

\*\*\* Russian shock accelerated Domestic Logs supply.



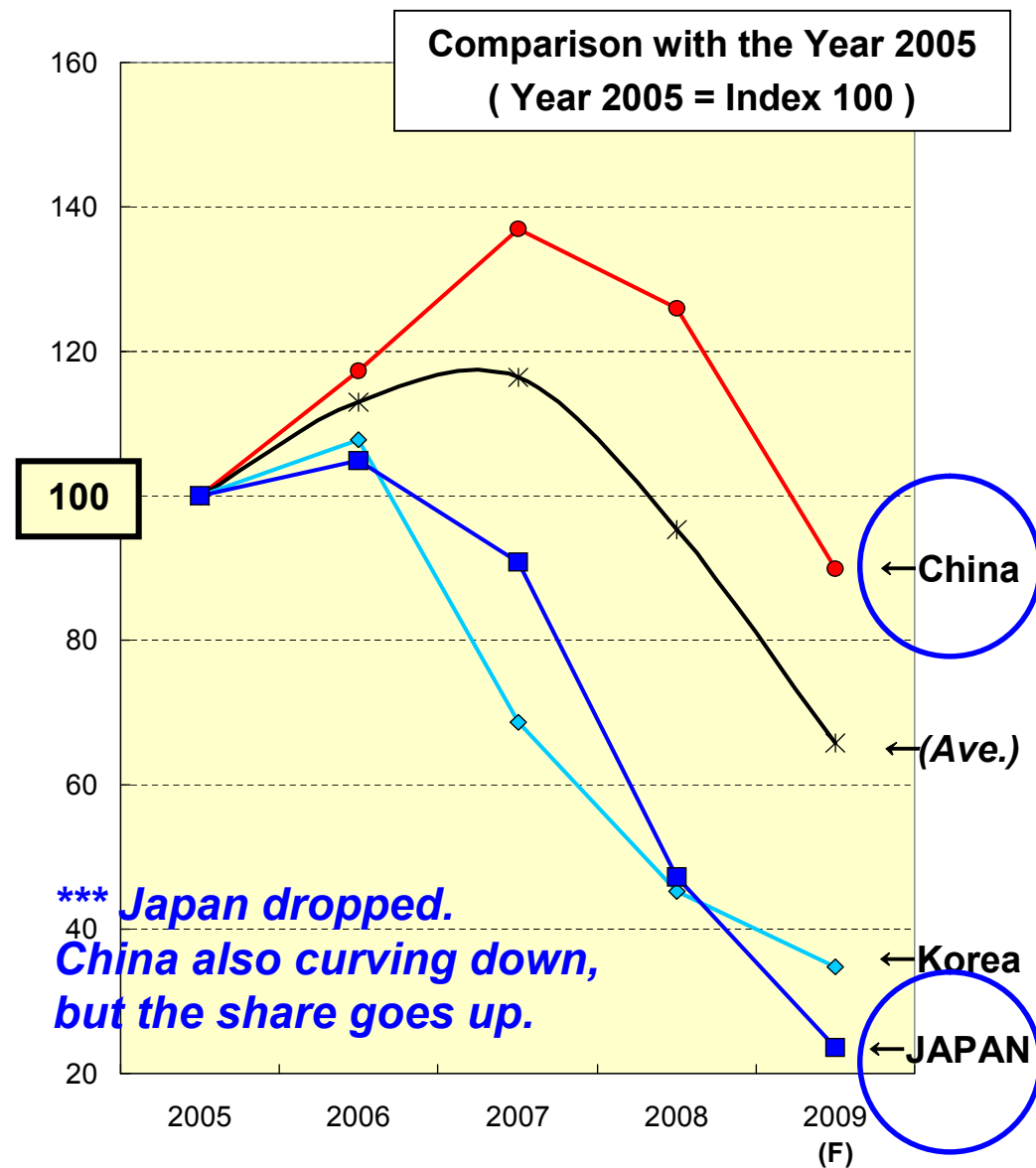
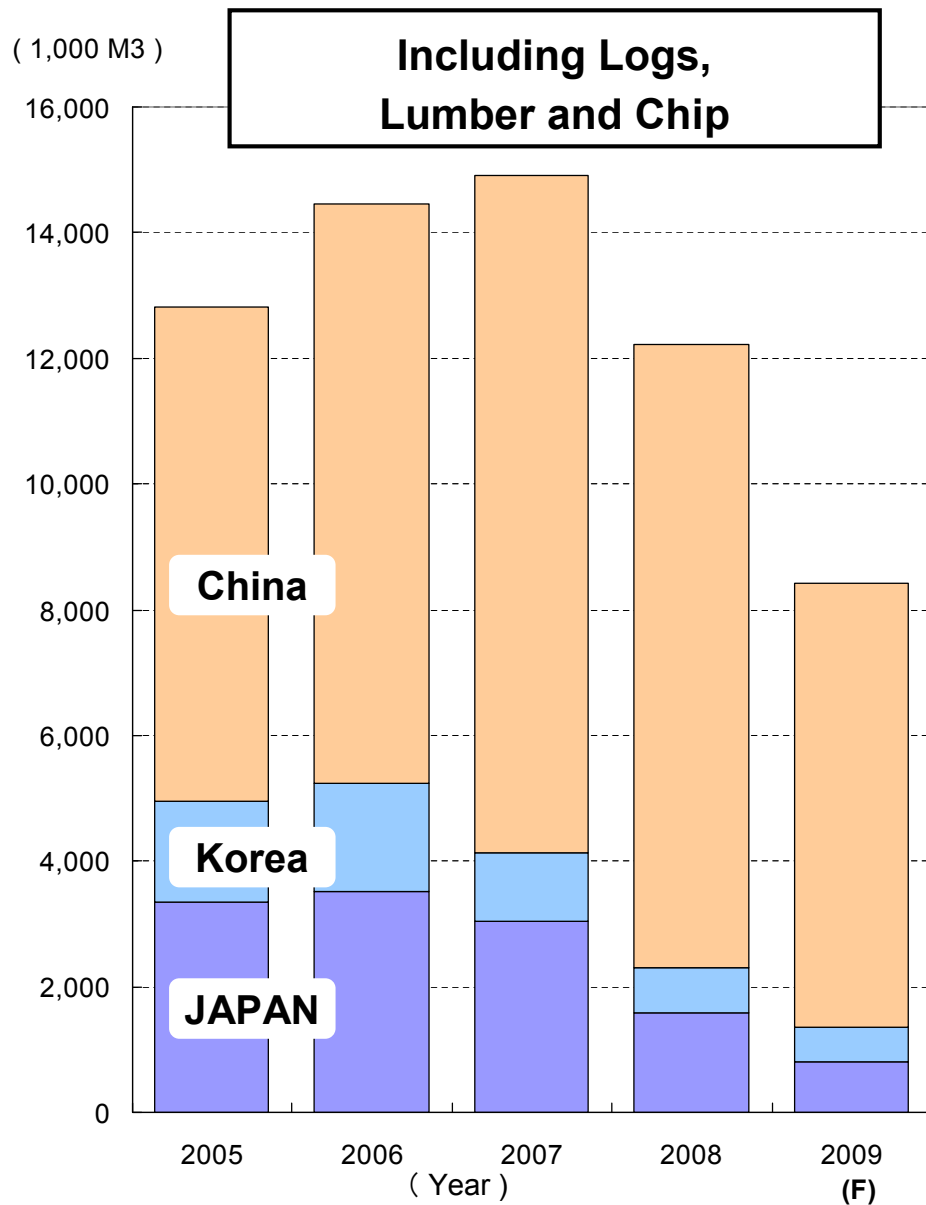
**Domestic Logs (Softwood)**

# Russian Logs Imports in Japan



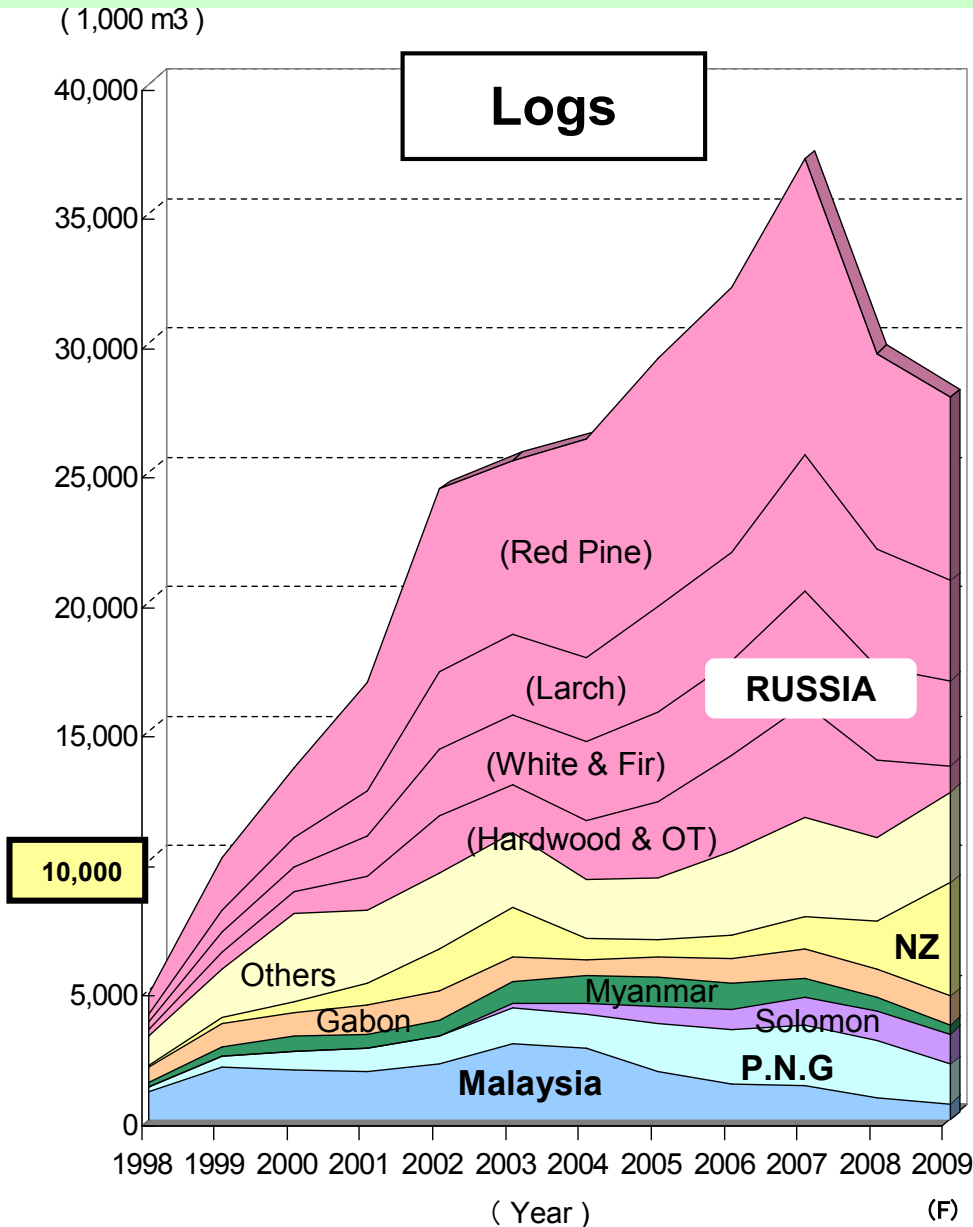
**\*\*\* Larch logs, the main materials for plywood mills, are decreasing remarkably.**

# Log Exports from "Russian Far East" ( for Japan, China & Korea )





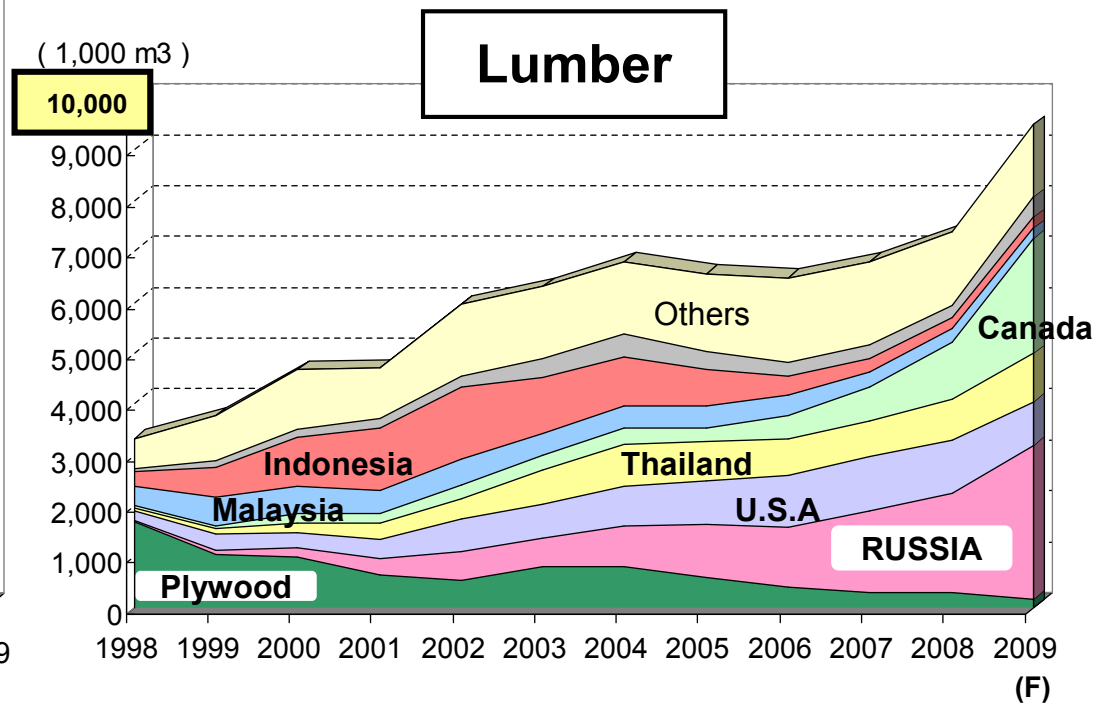
# Timber Imports in China



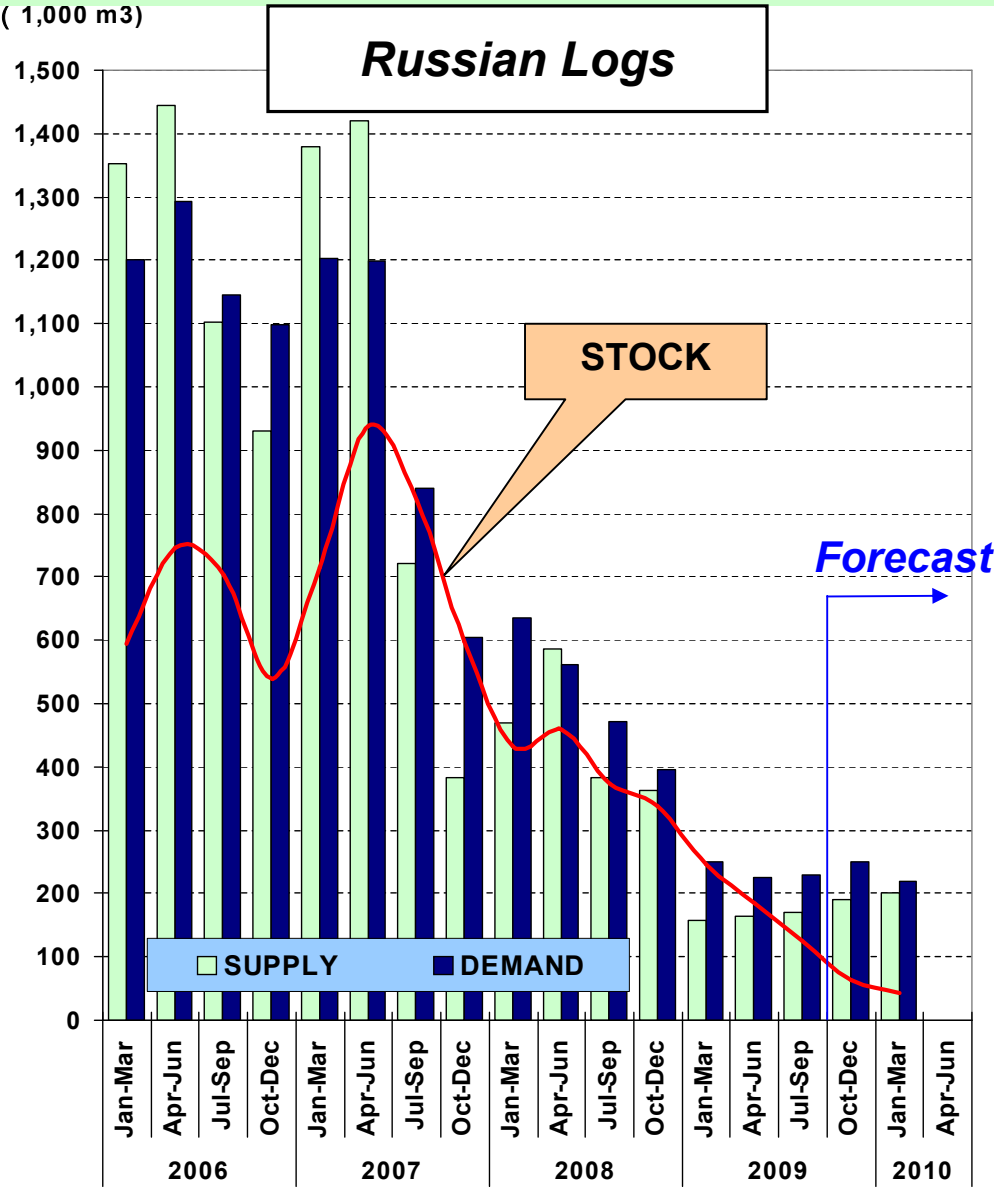
\*\*\* Russian Log Export Tax issue affects China's imports ;

➡➡ increasing other logs like N.Z.  
➡➡ increasing lumber

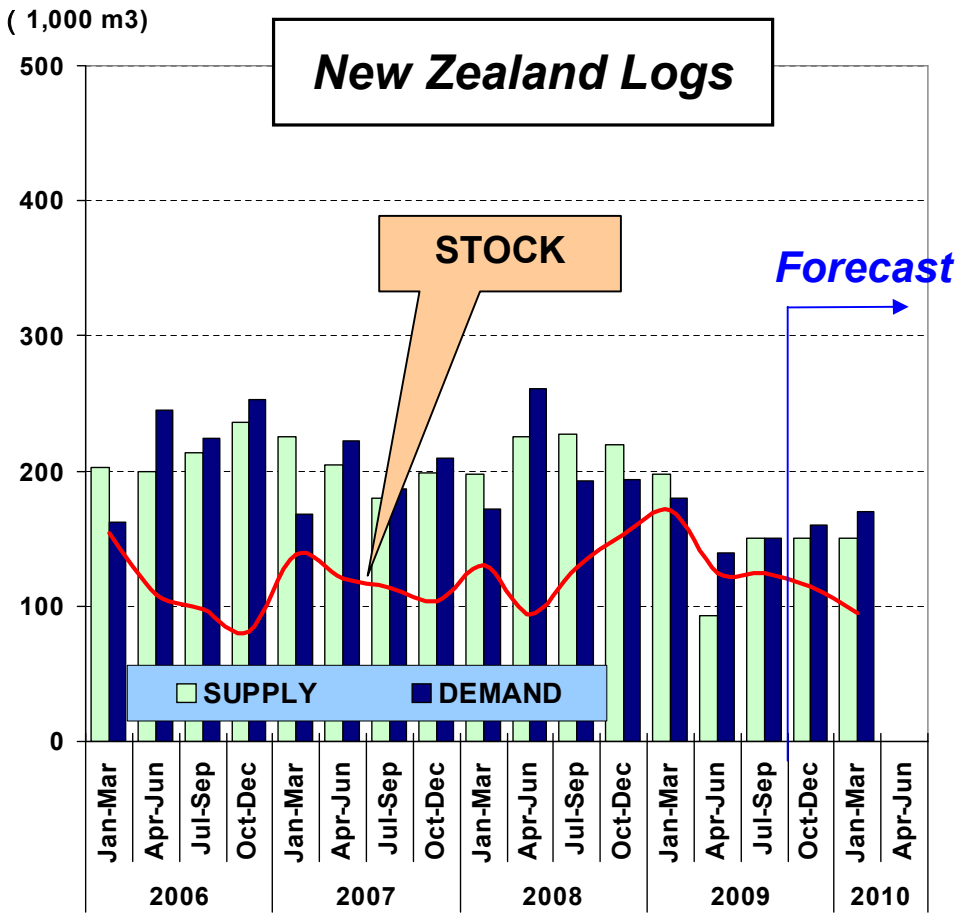
\*\*\* Based on the economic high growth, the timber import maintains high level.



# Supply, Demand and Stock in Japan



Source: Japan Lumber Importers' Association  
Japan Russian-Lumber Conference

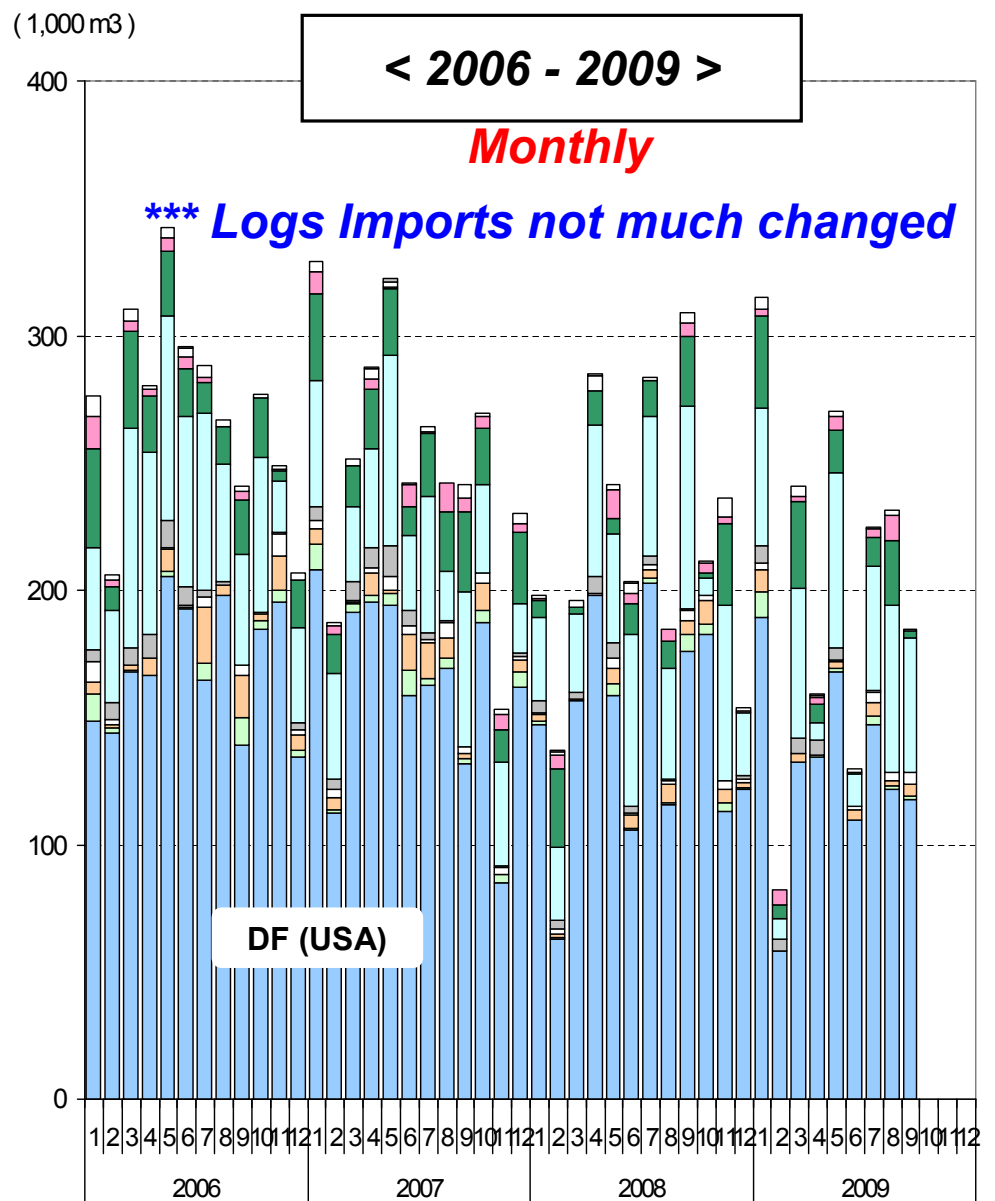
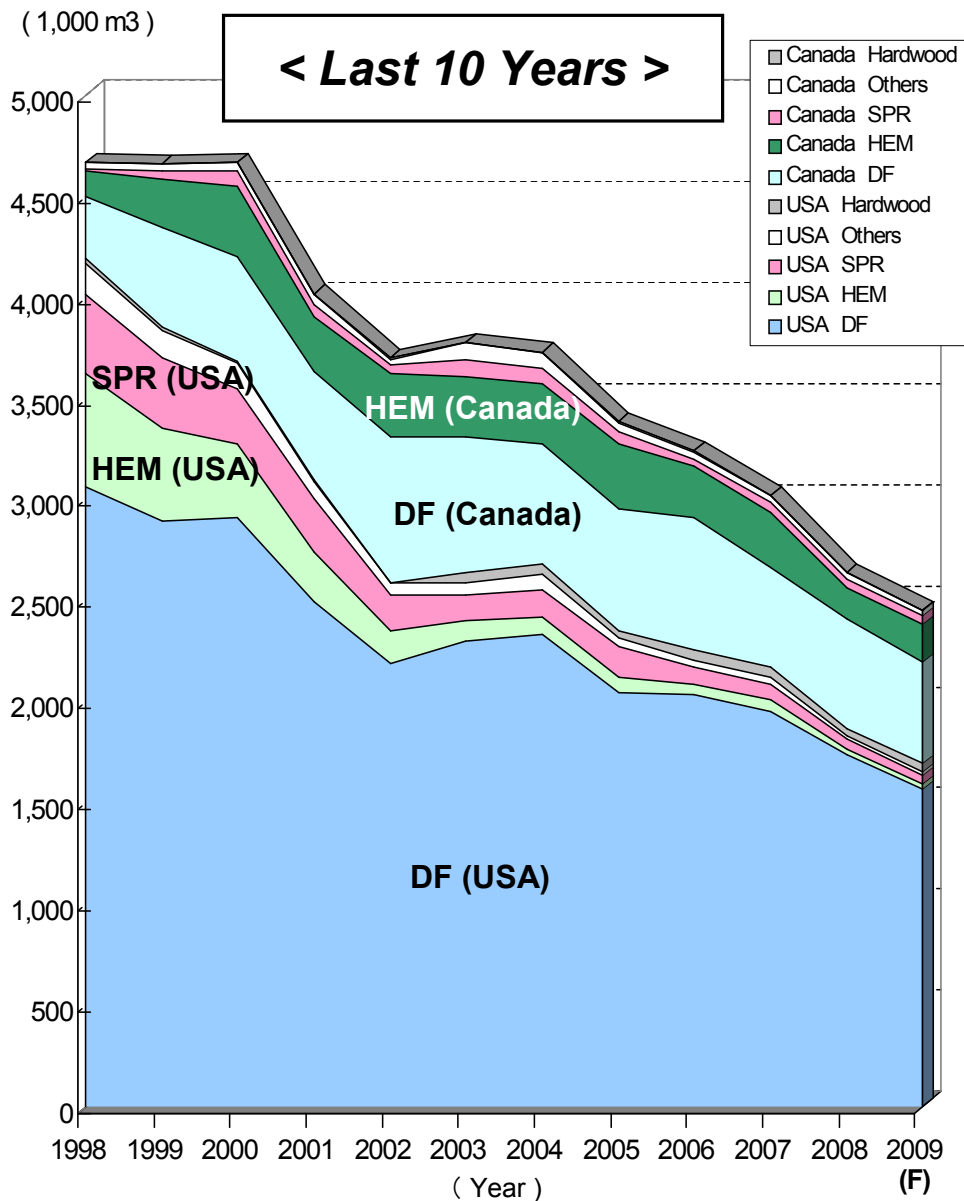


Source: Japan Lumber Importers' Association  
Japan New Zealand Lumber Conference

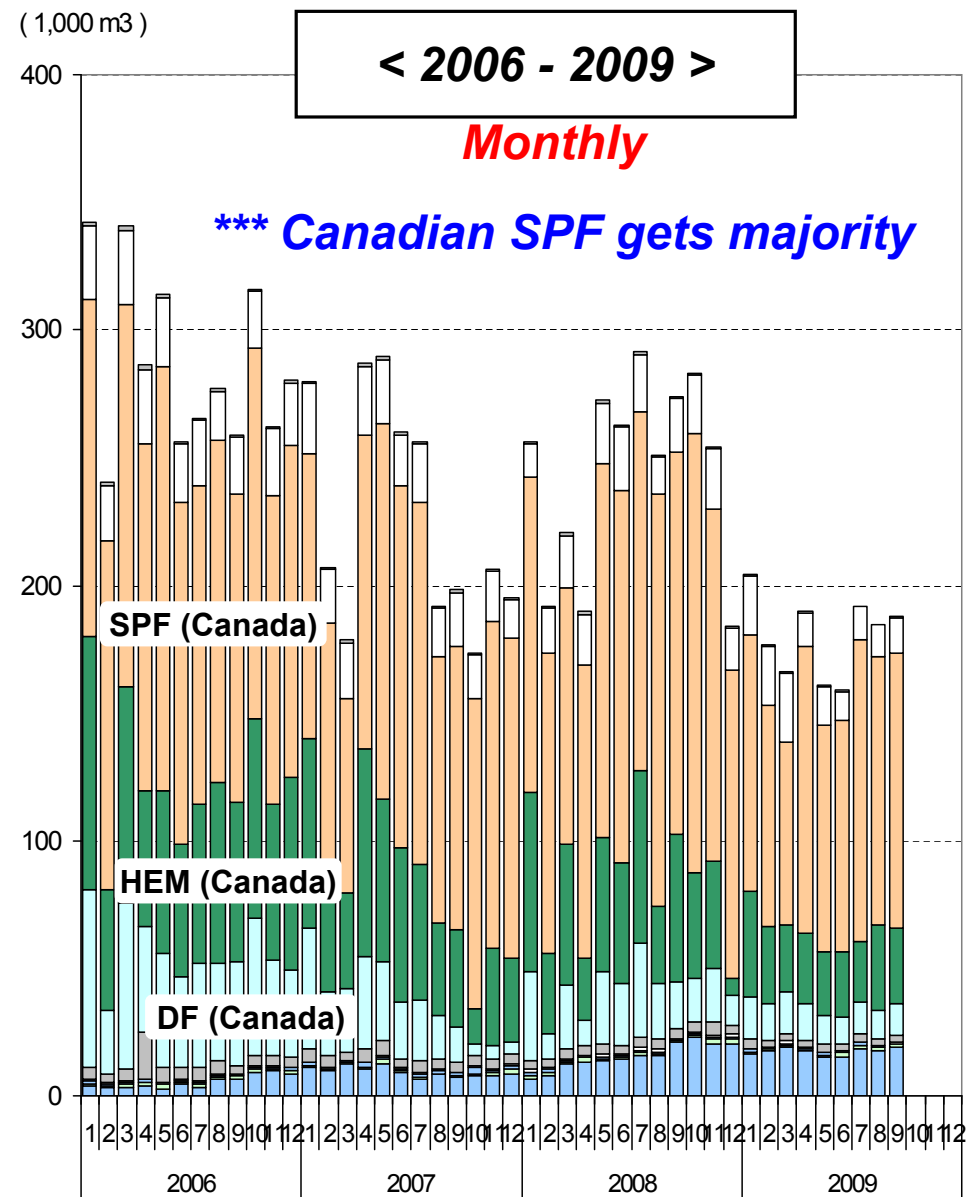
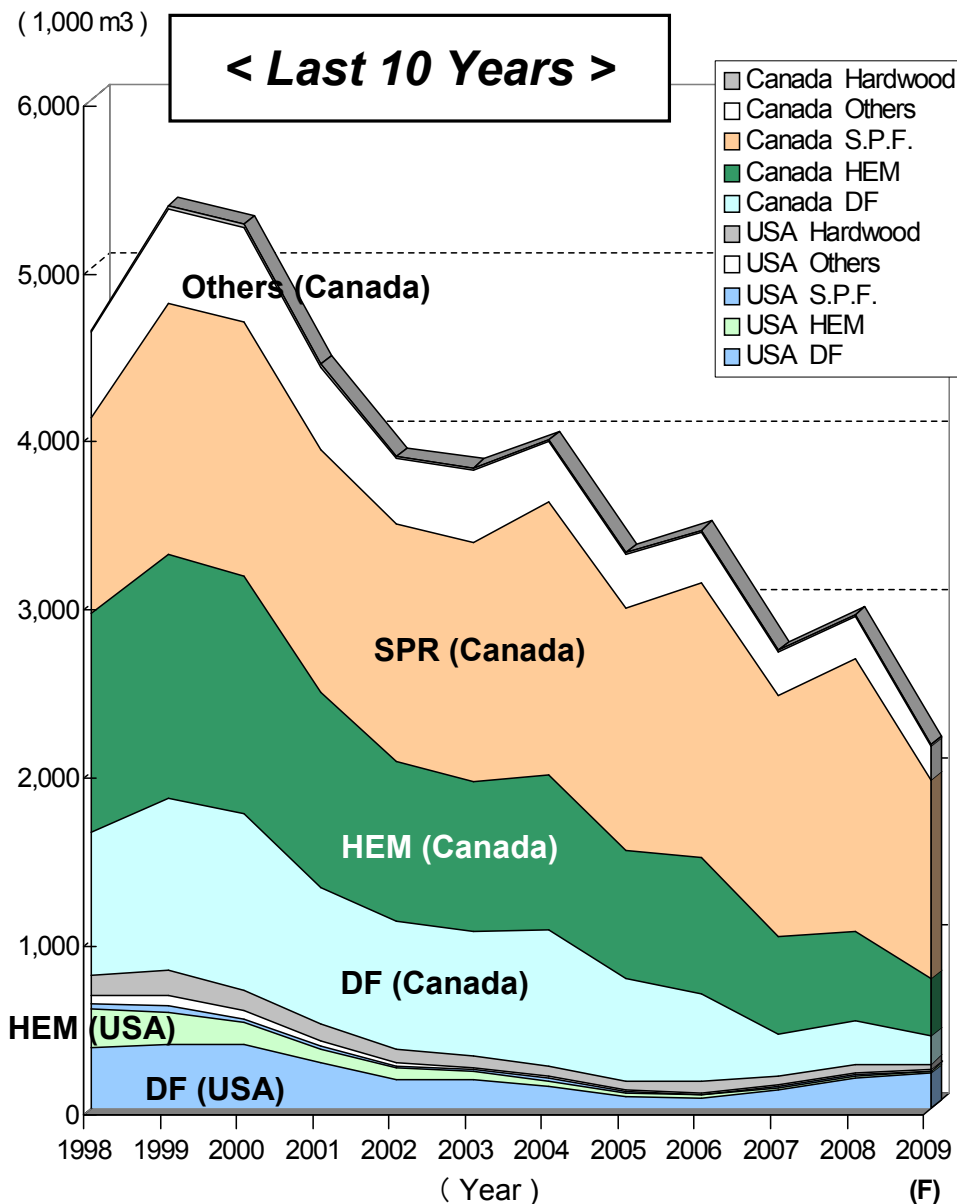
# Dialogue with Dalexportles Association (Russian Far East)



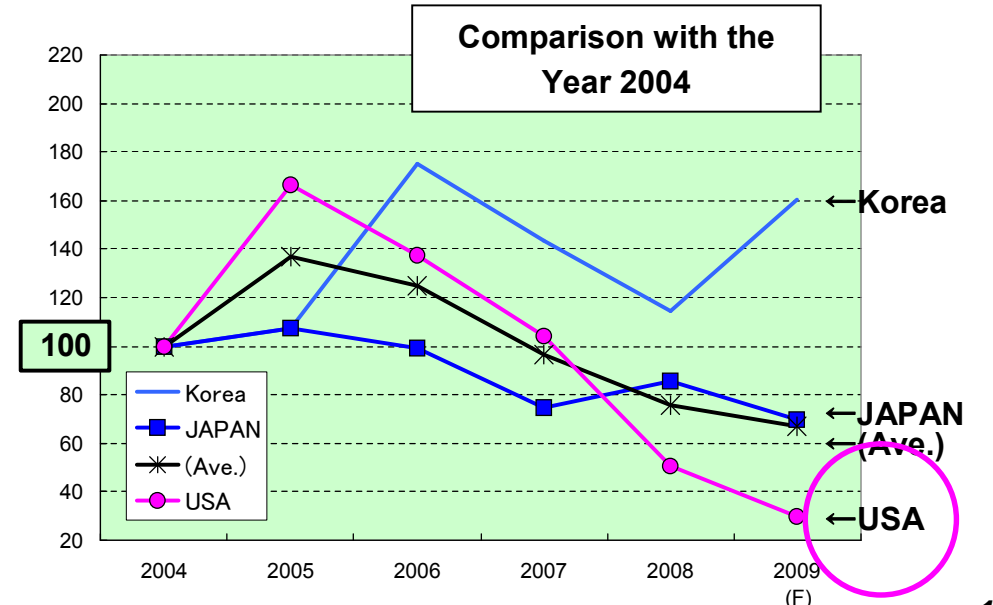
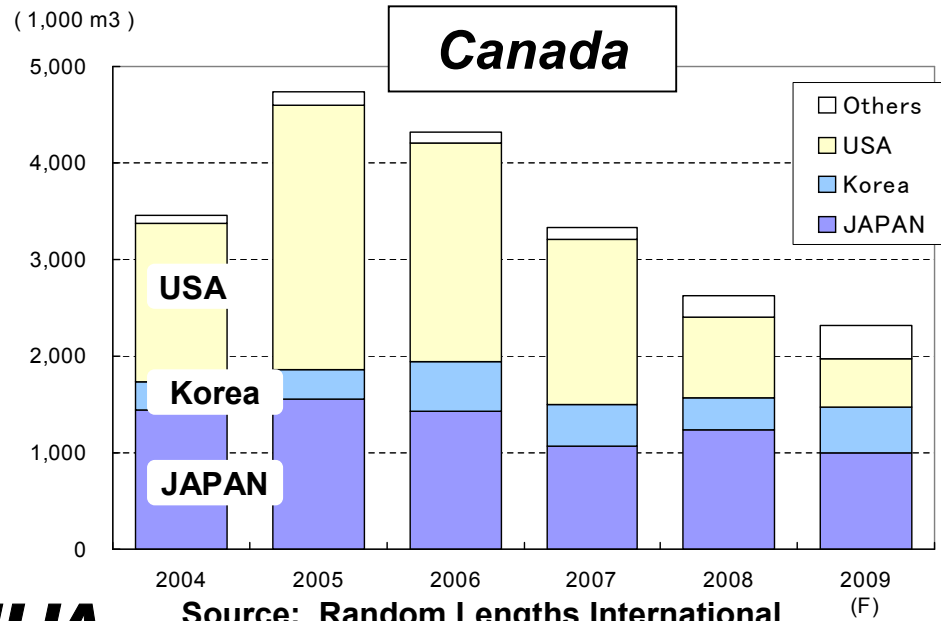
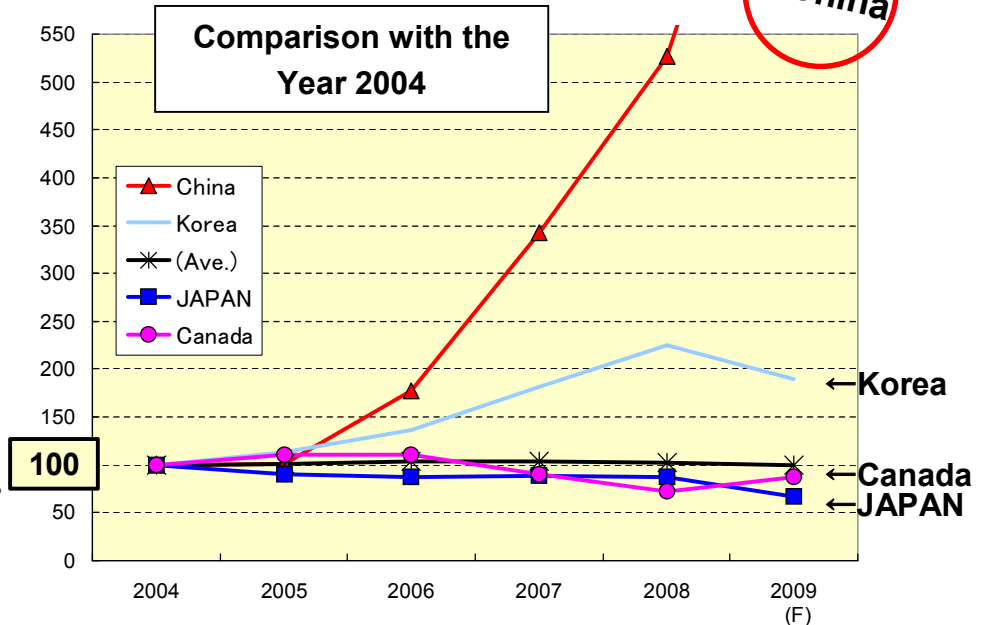
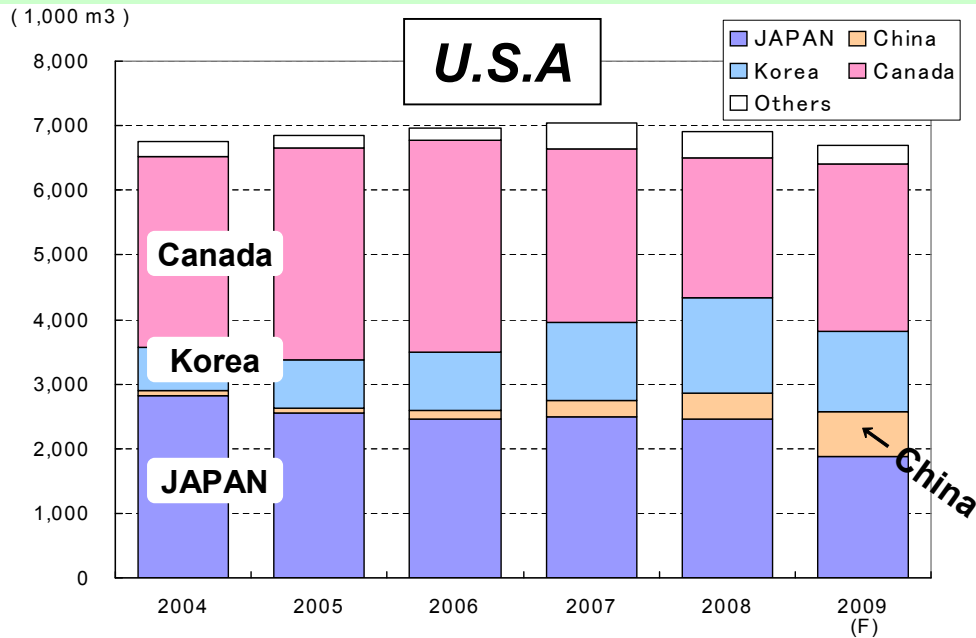
# N. American "Logs" Imports in Japan



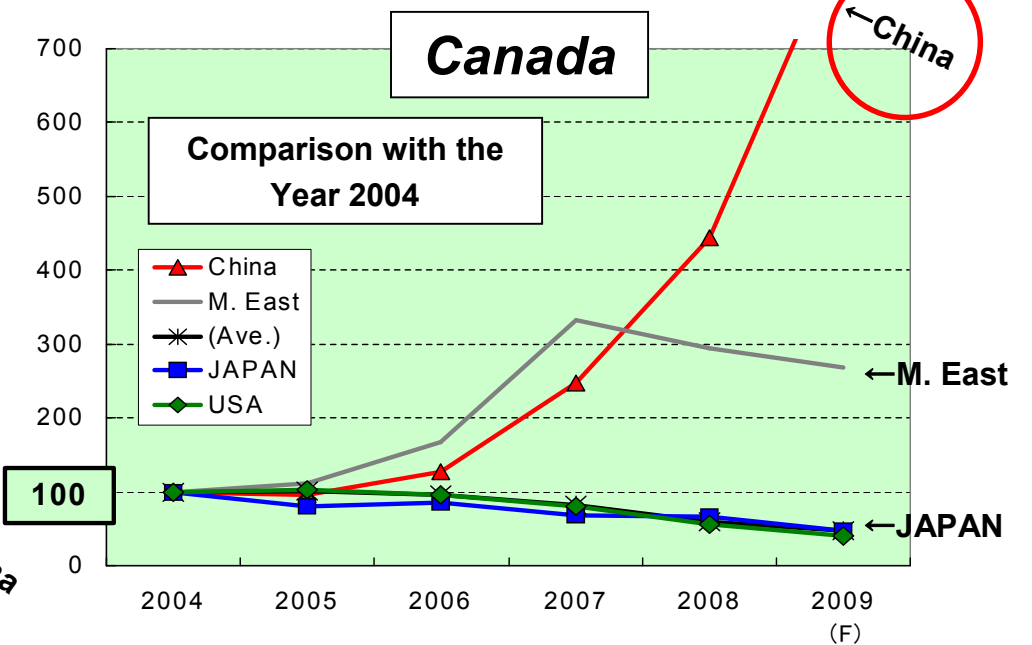
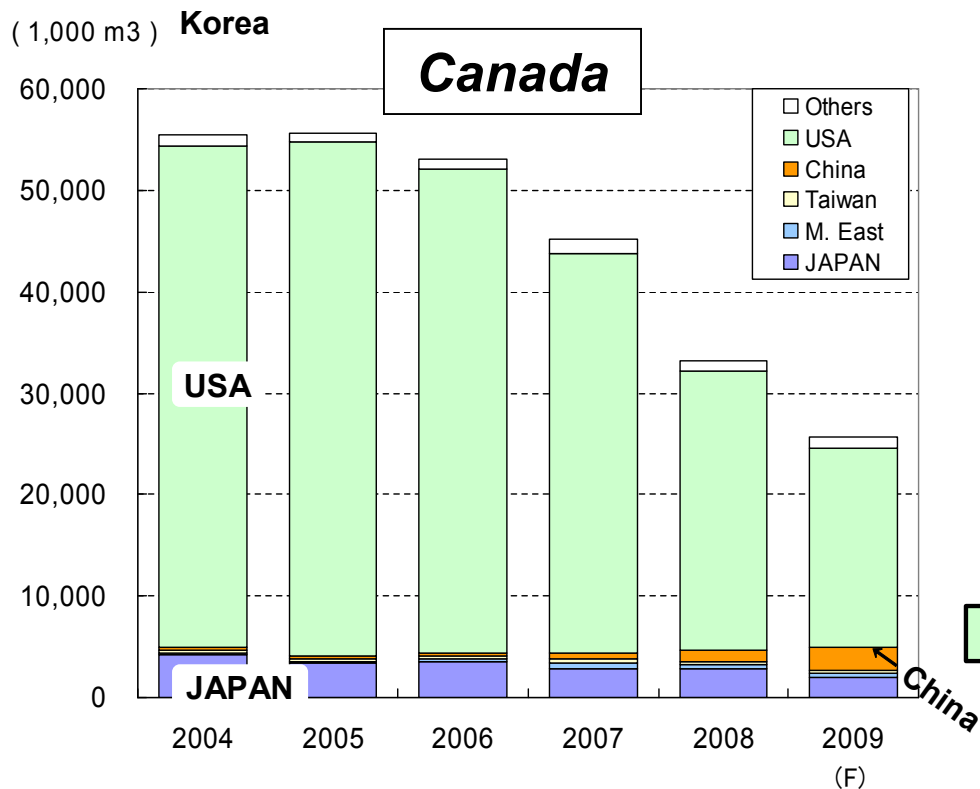
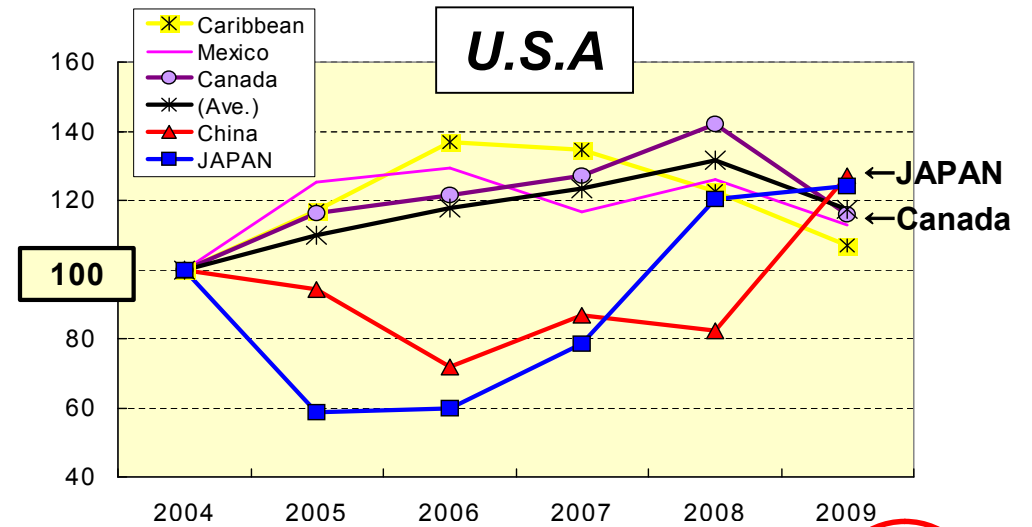
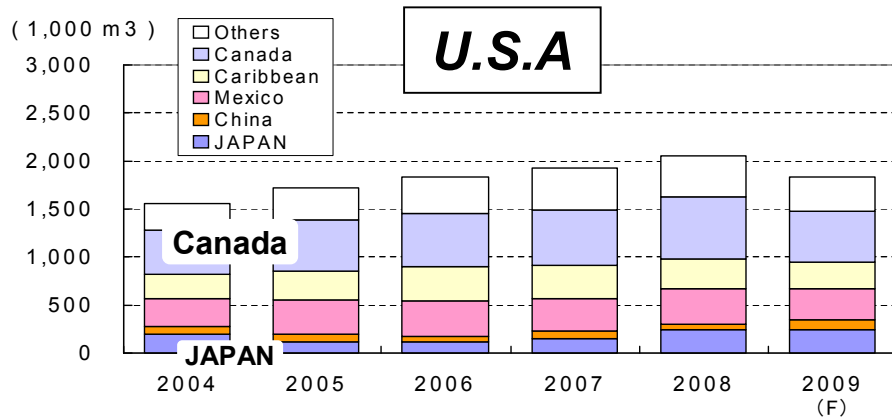
# N. American "Lumber" Imports in Japan



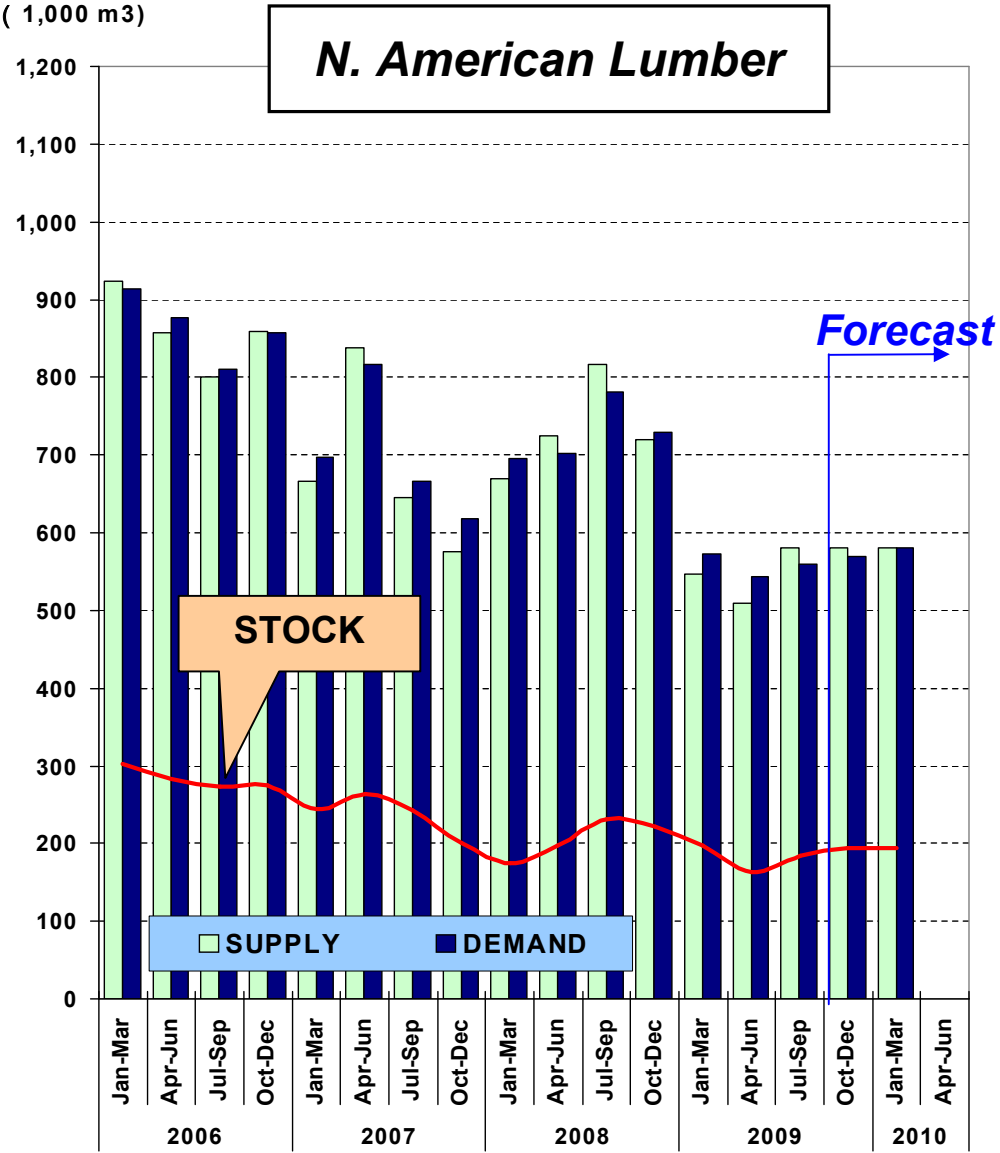
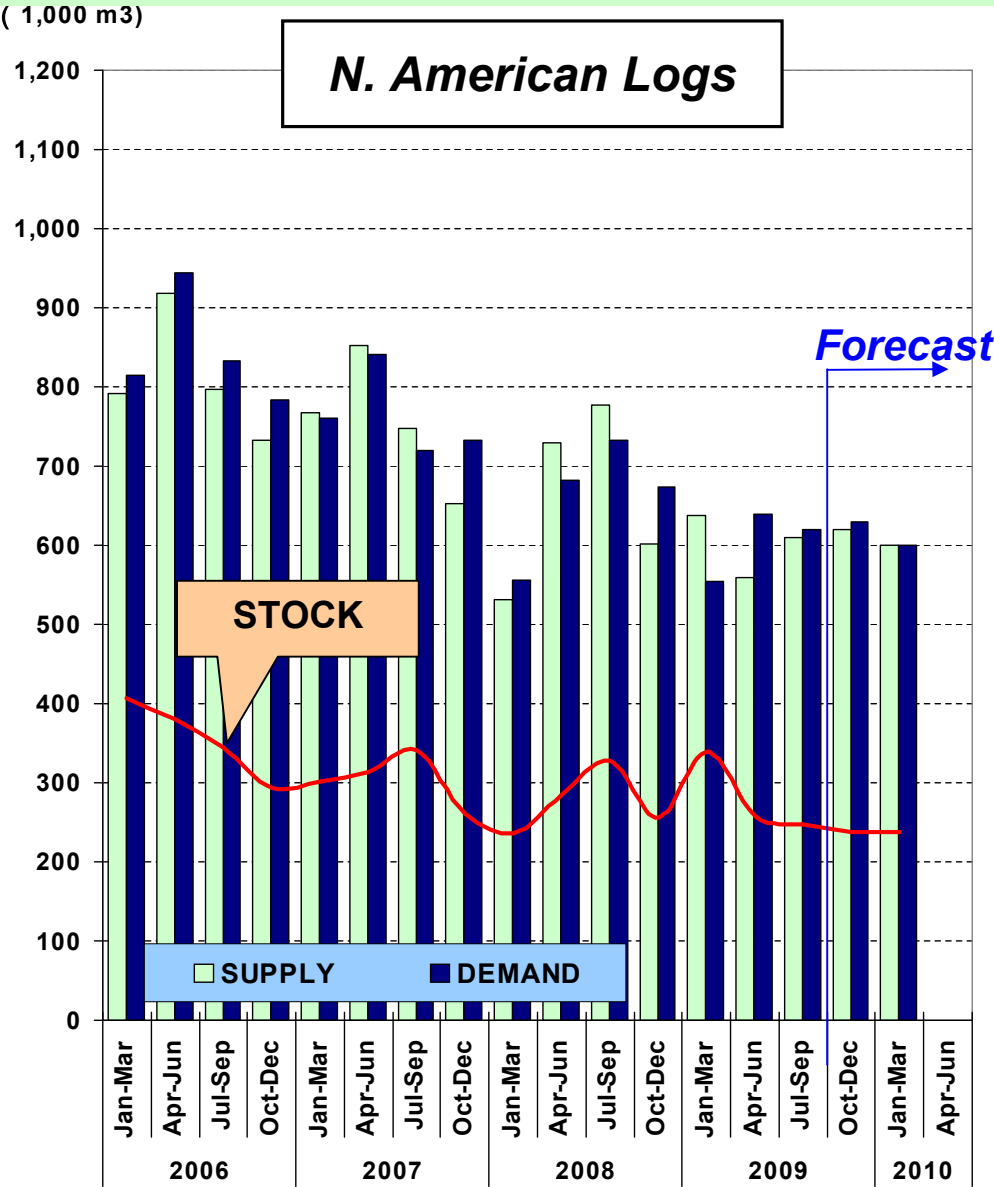
# "Logs" Exports from N. America (USA & Canada)



# “Lumber” Exports from N. America (USA & Canada)



# Supply, Demand and Stock in Japan



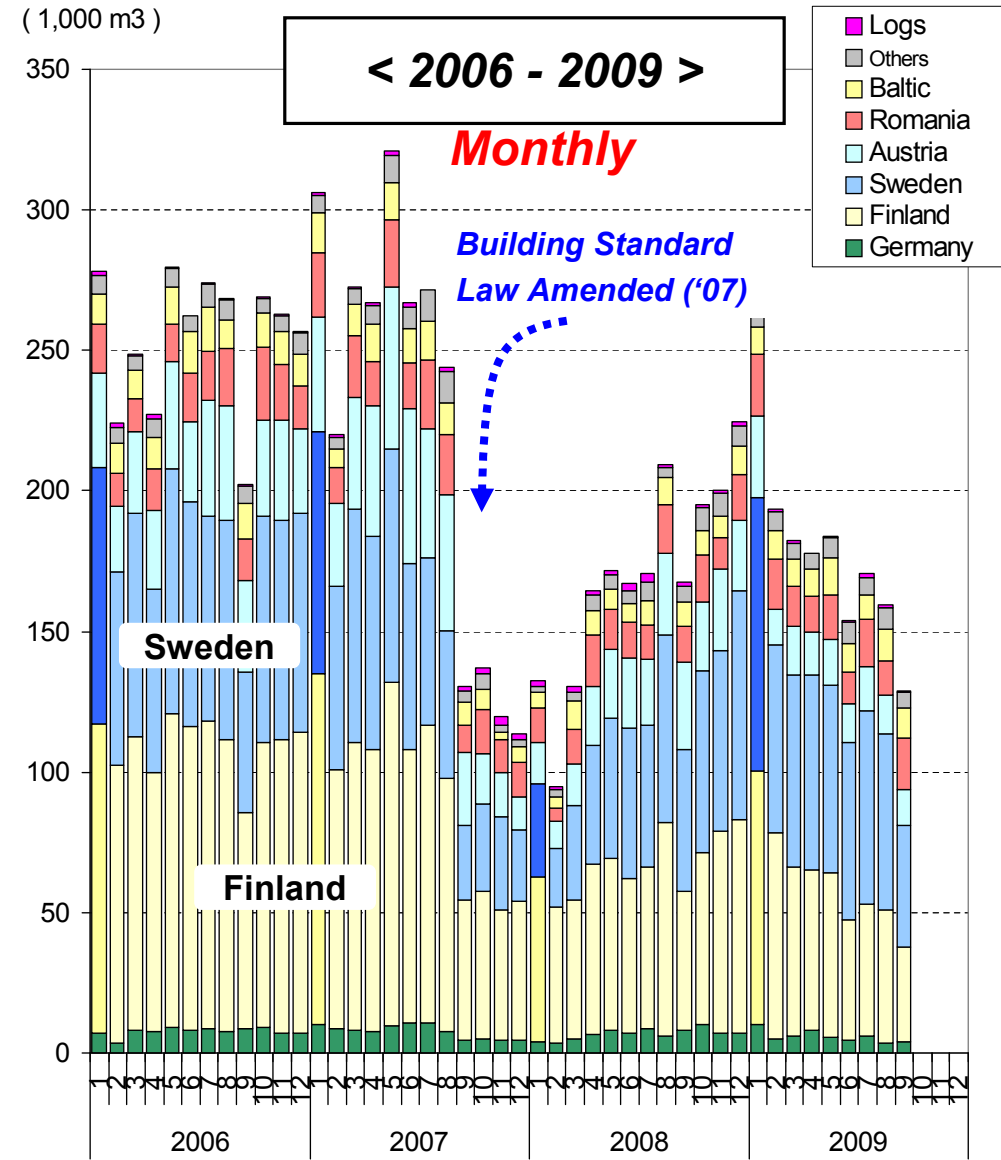
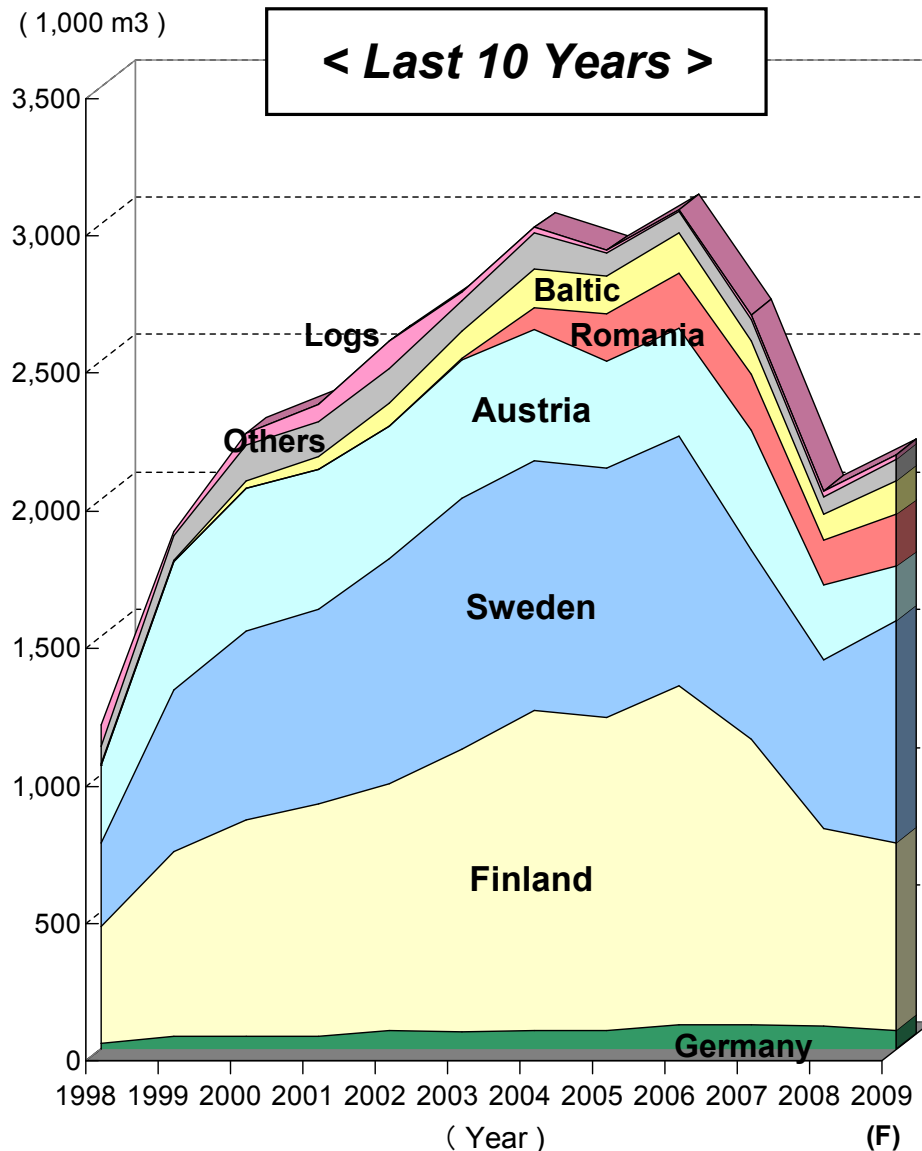


# Annual Dialogue with AF&PA

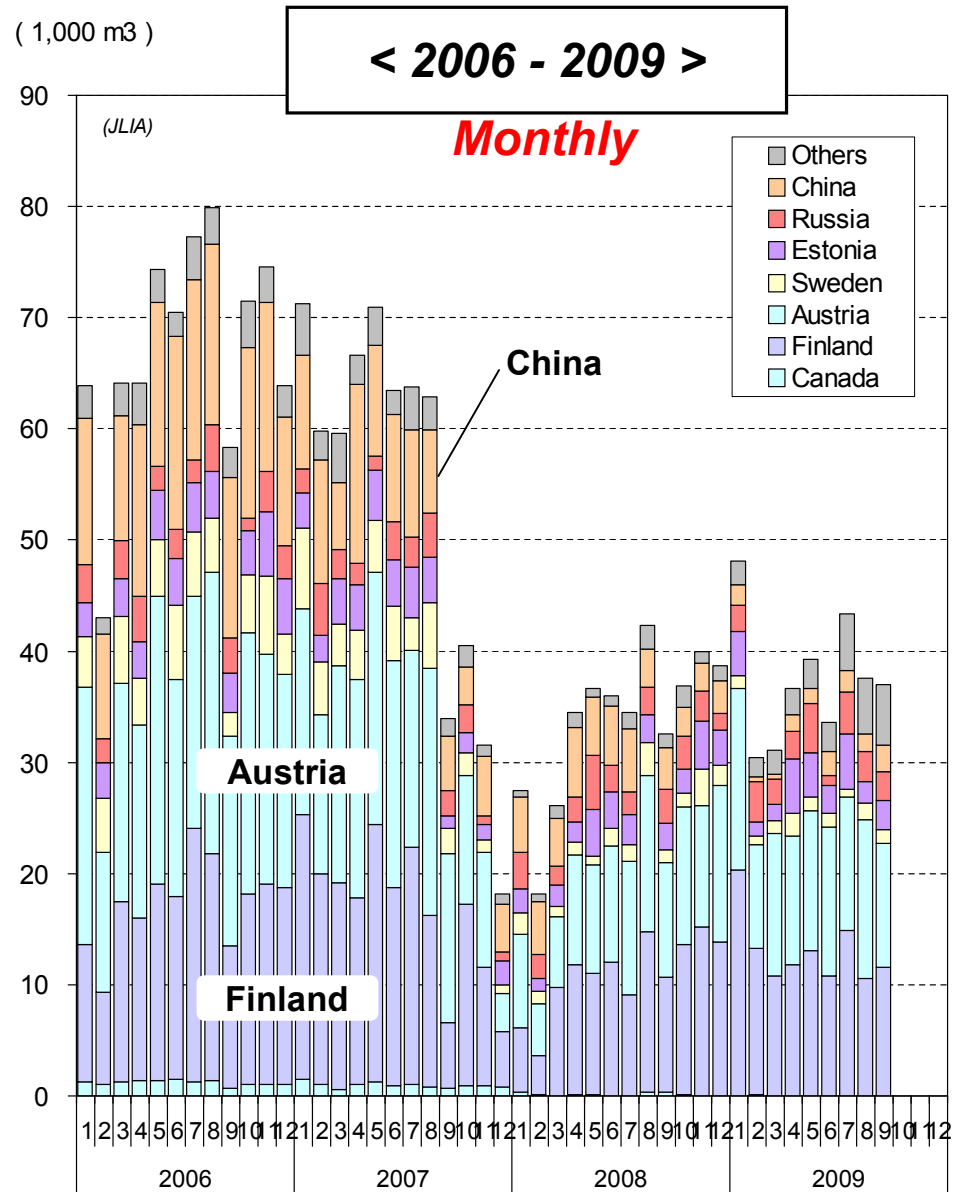
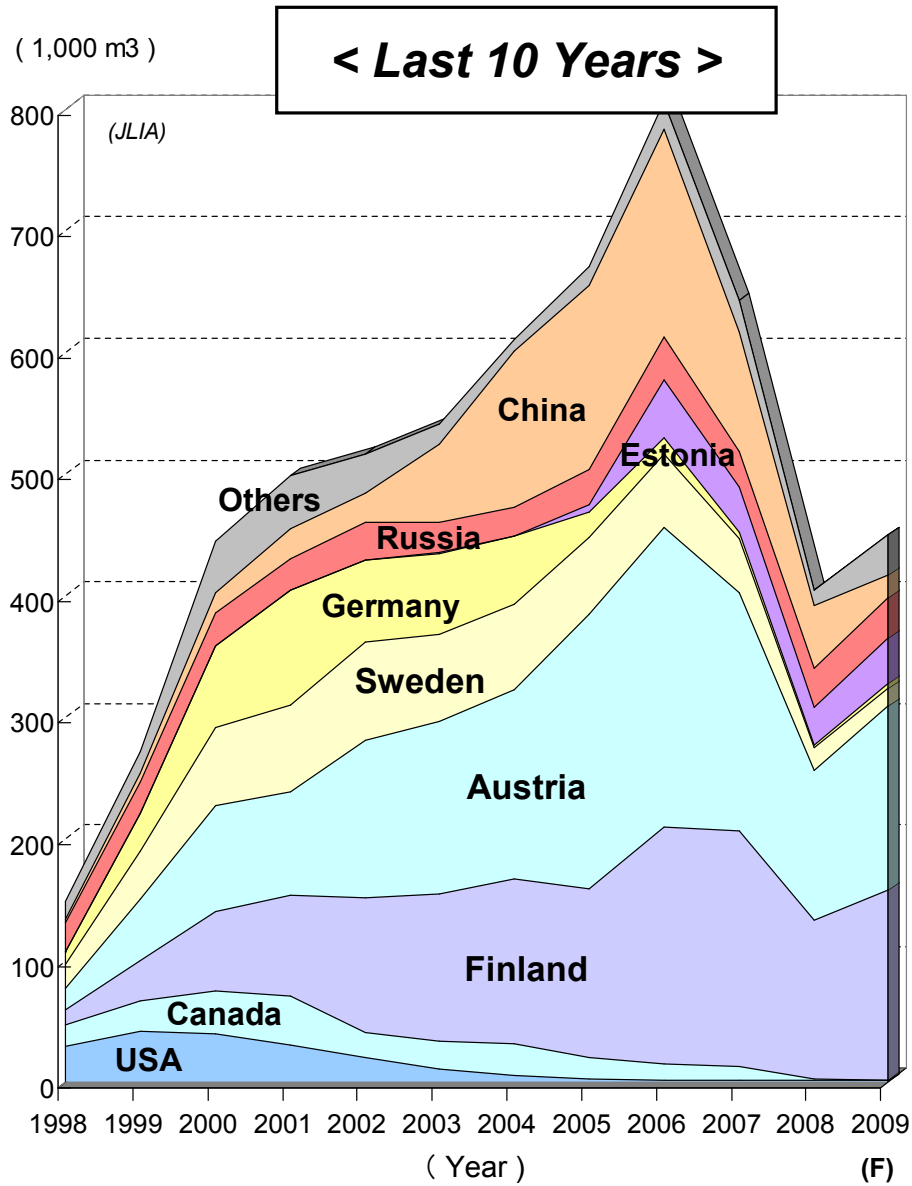


# European Softwood Lumber Imports in Japan

**\*\*\* While Finland is reducing production, .....**



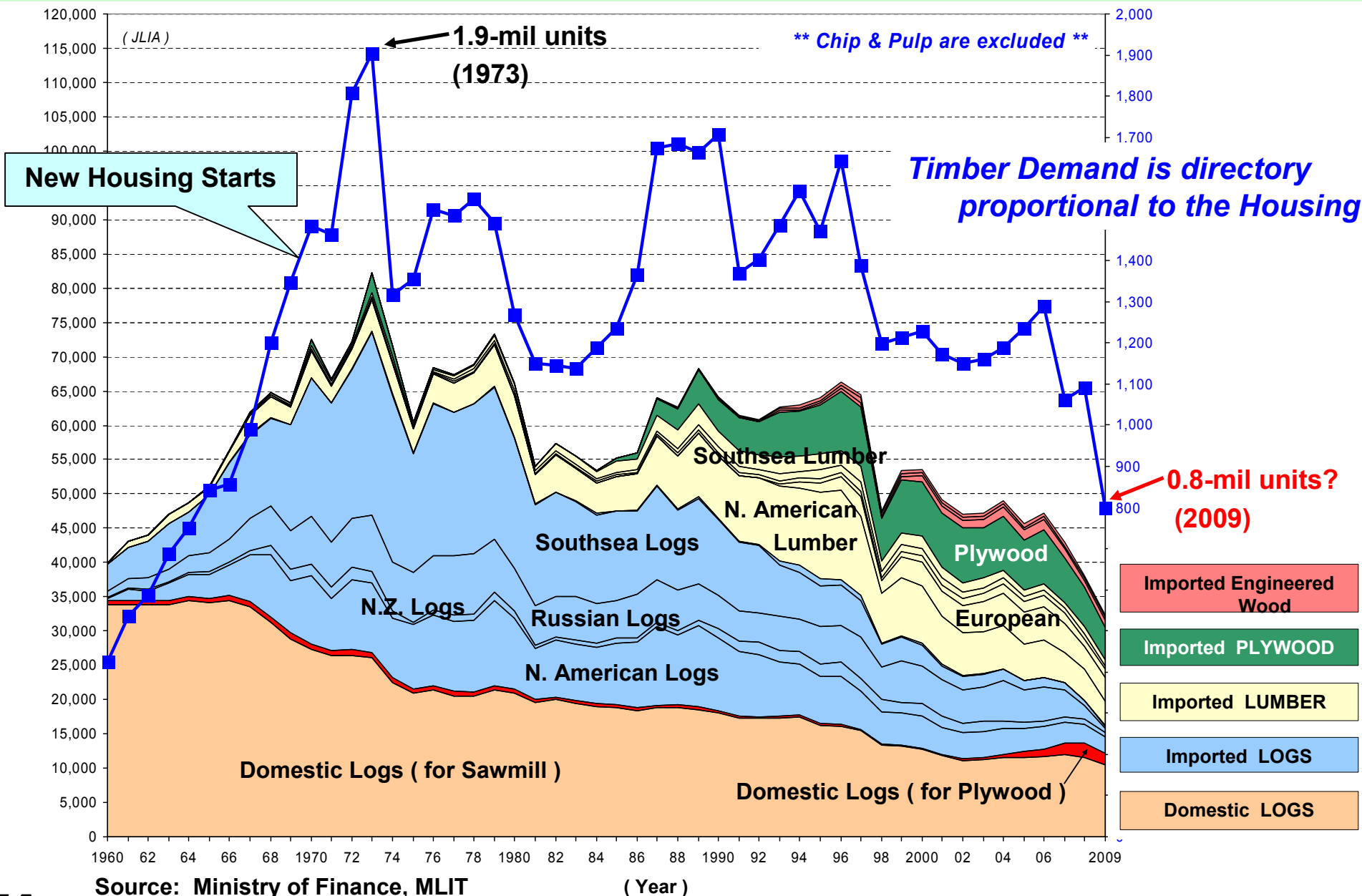
# G-LAM Imports in Japan



# Total Timber Supply in Japan

( 1,000m3 )

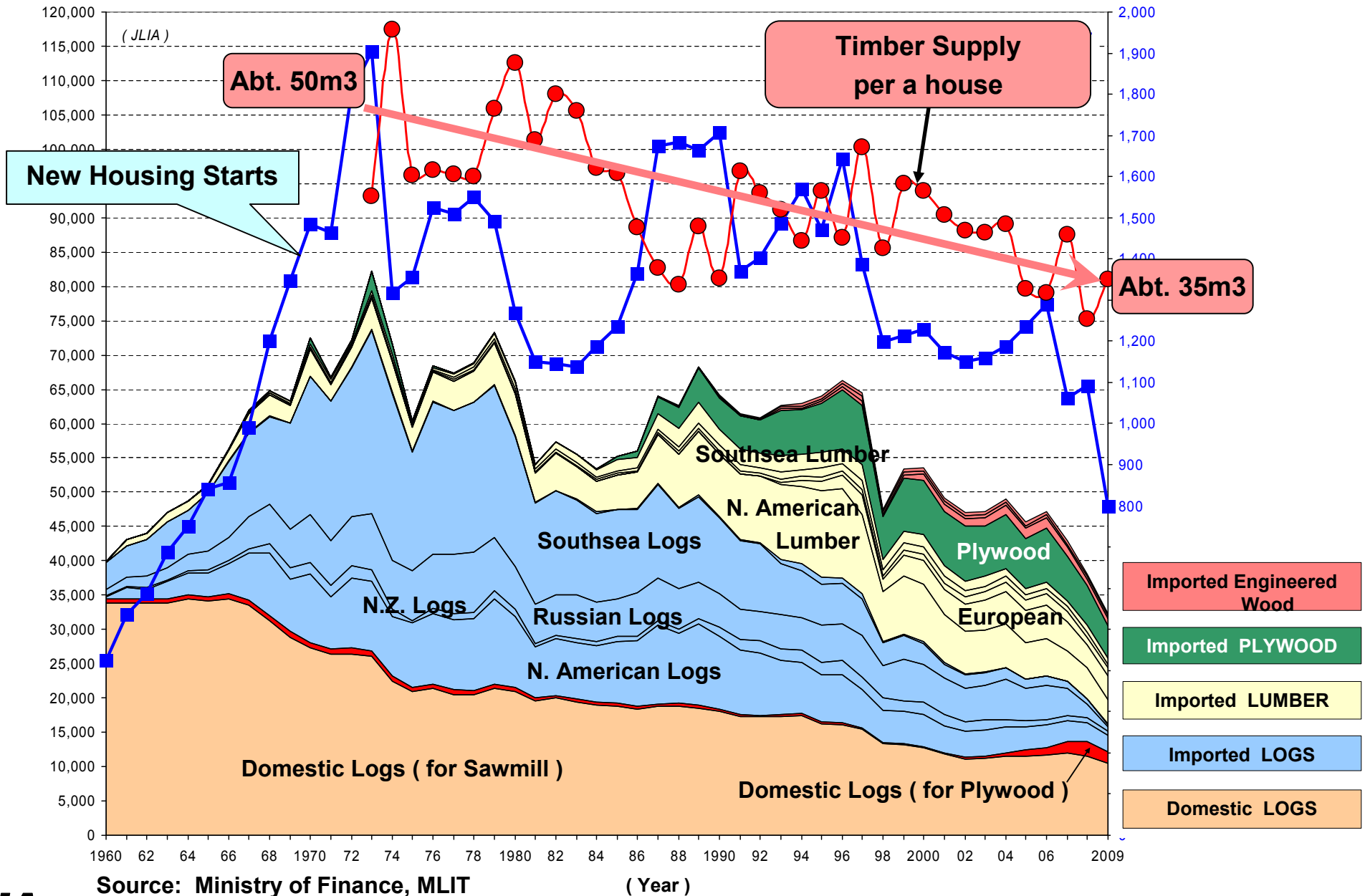
New Housing Start  
( 1,000 units )



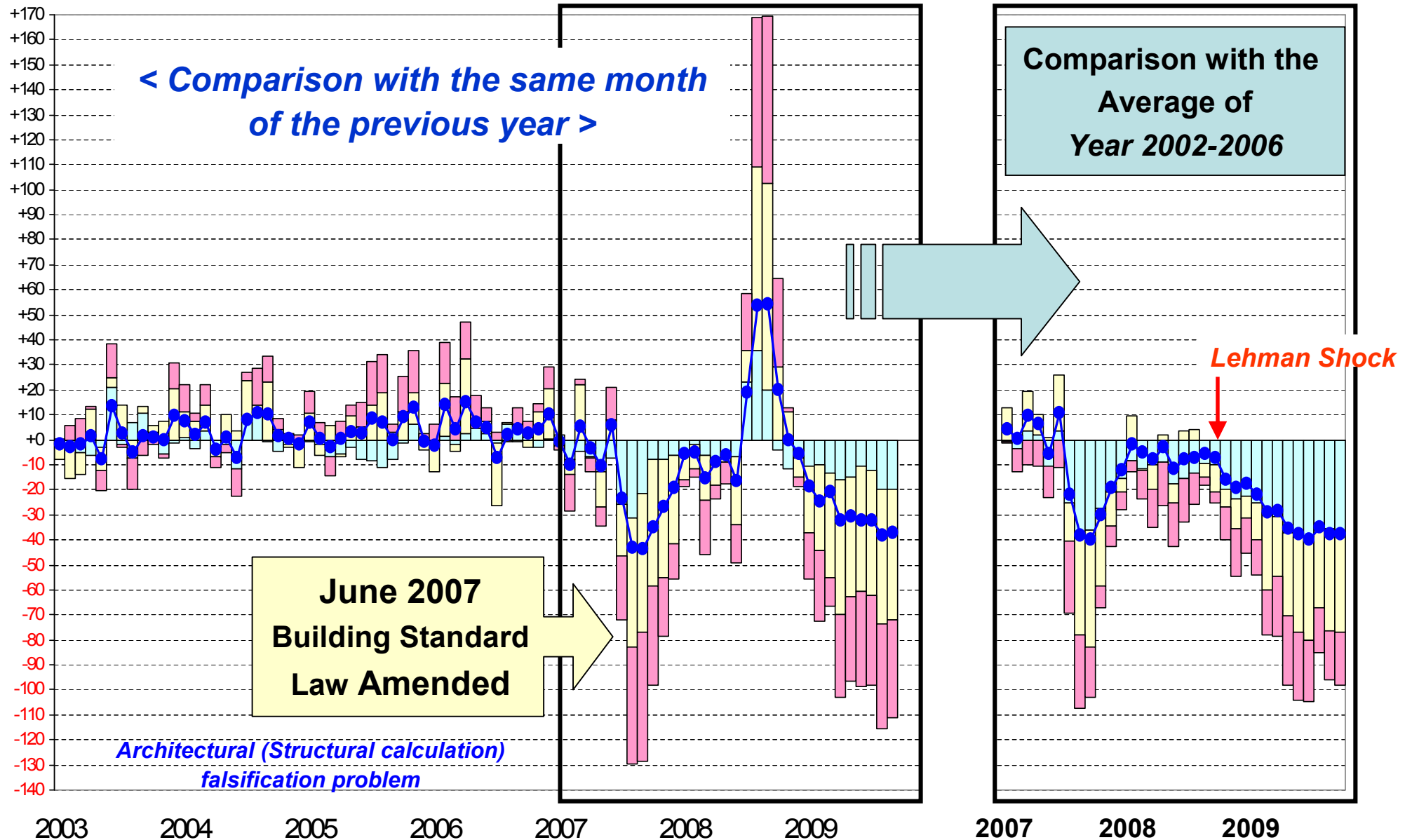
# Total Timber Supply in Japan

( 1,000m<sup>3</sup> )

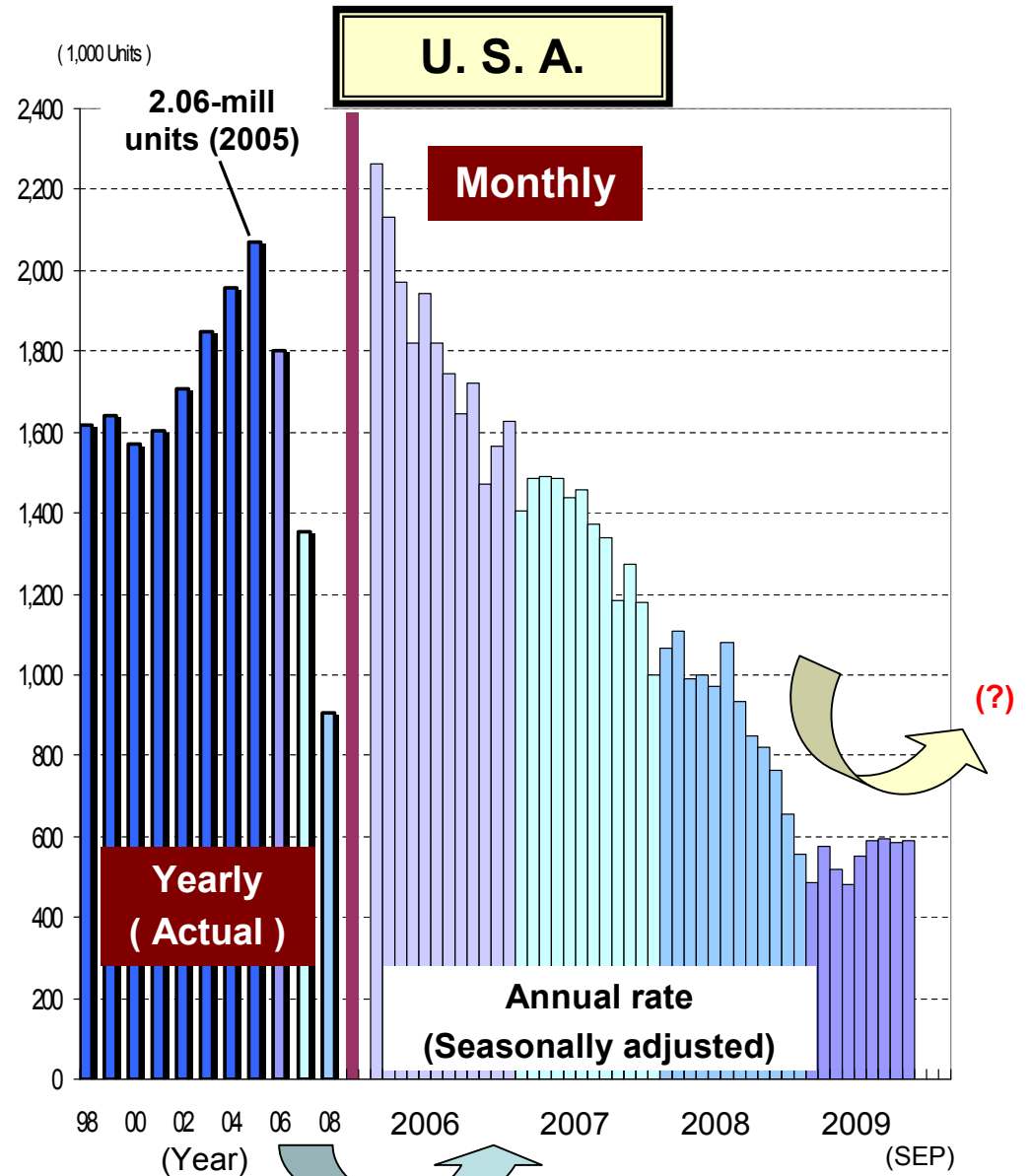
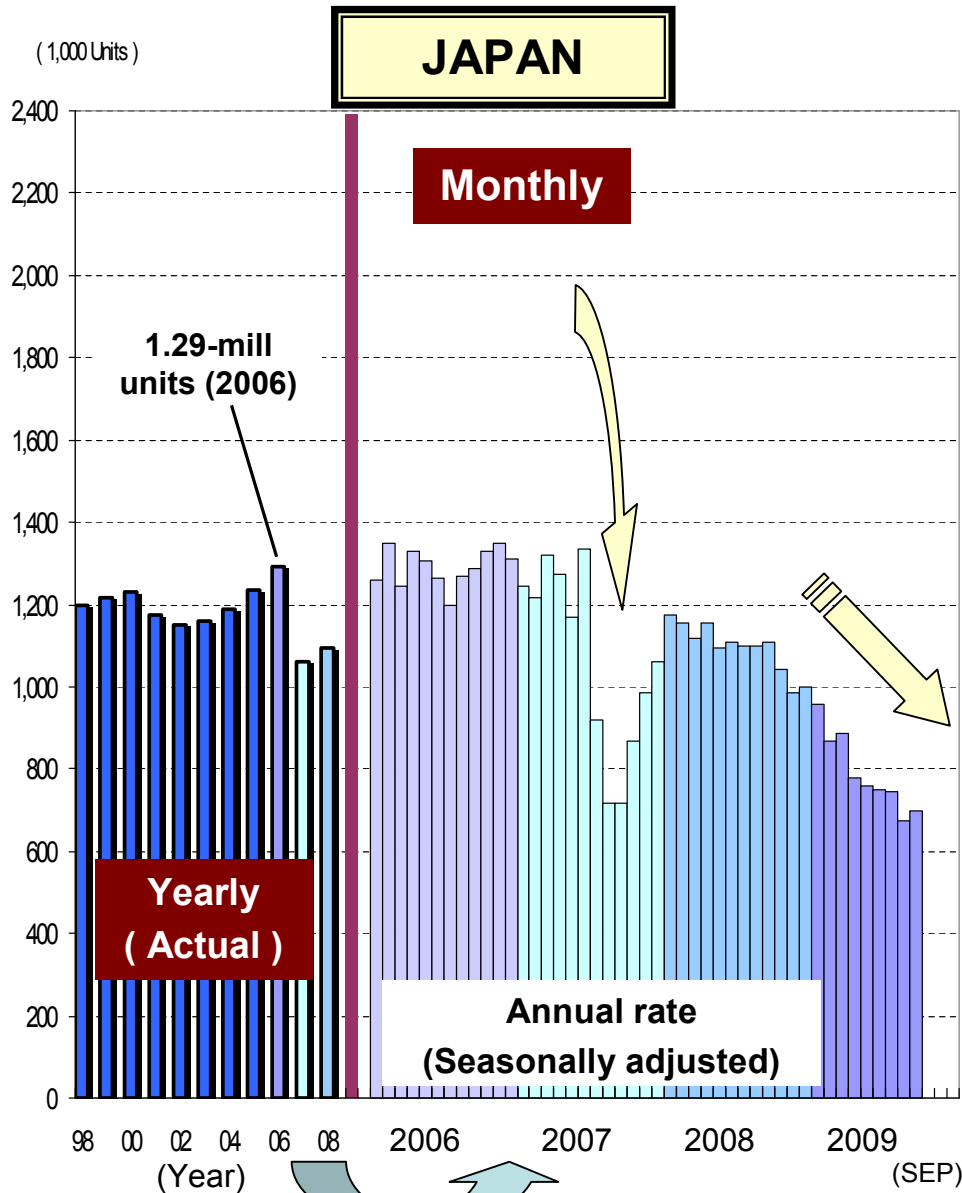
New Housing Start  
( 1,000 units )



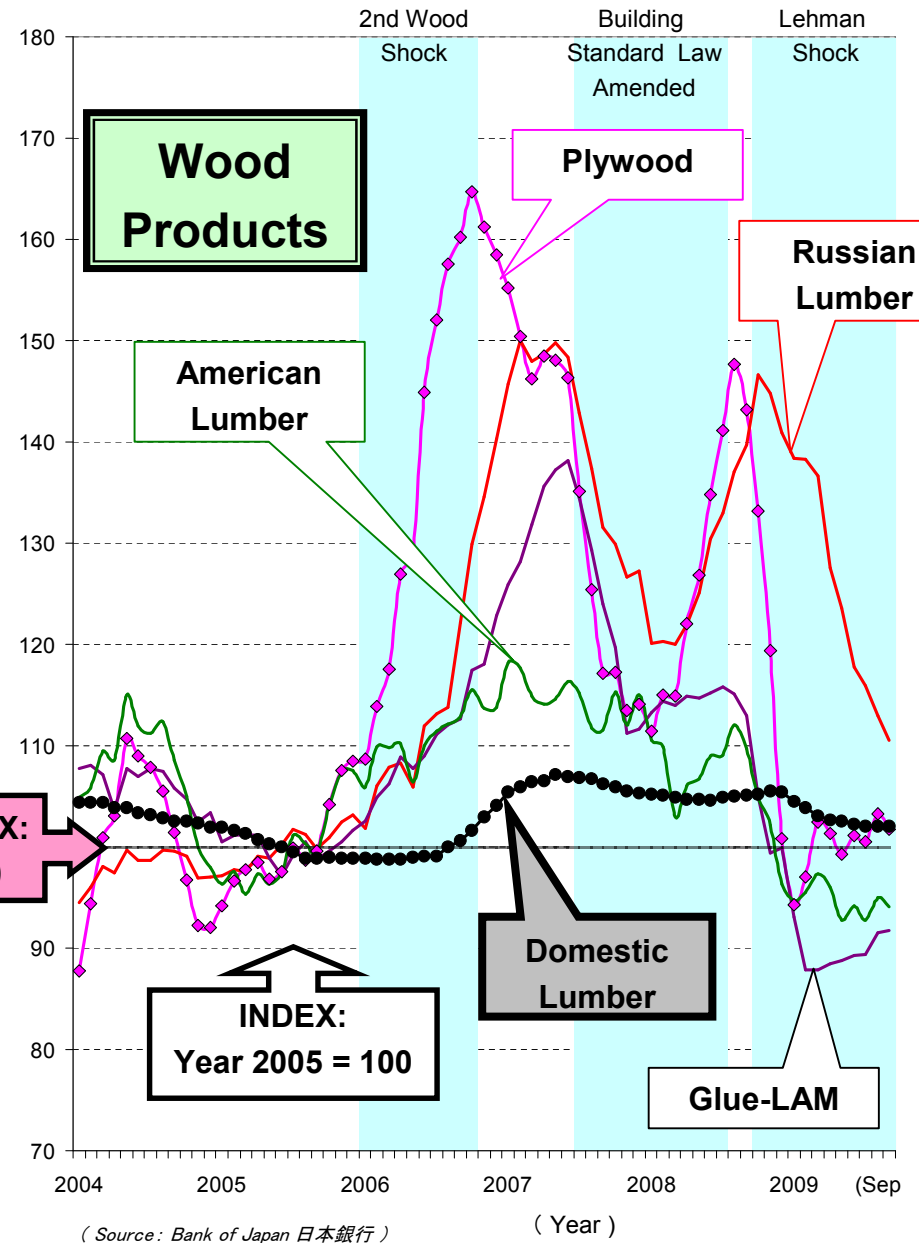
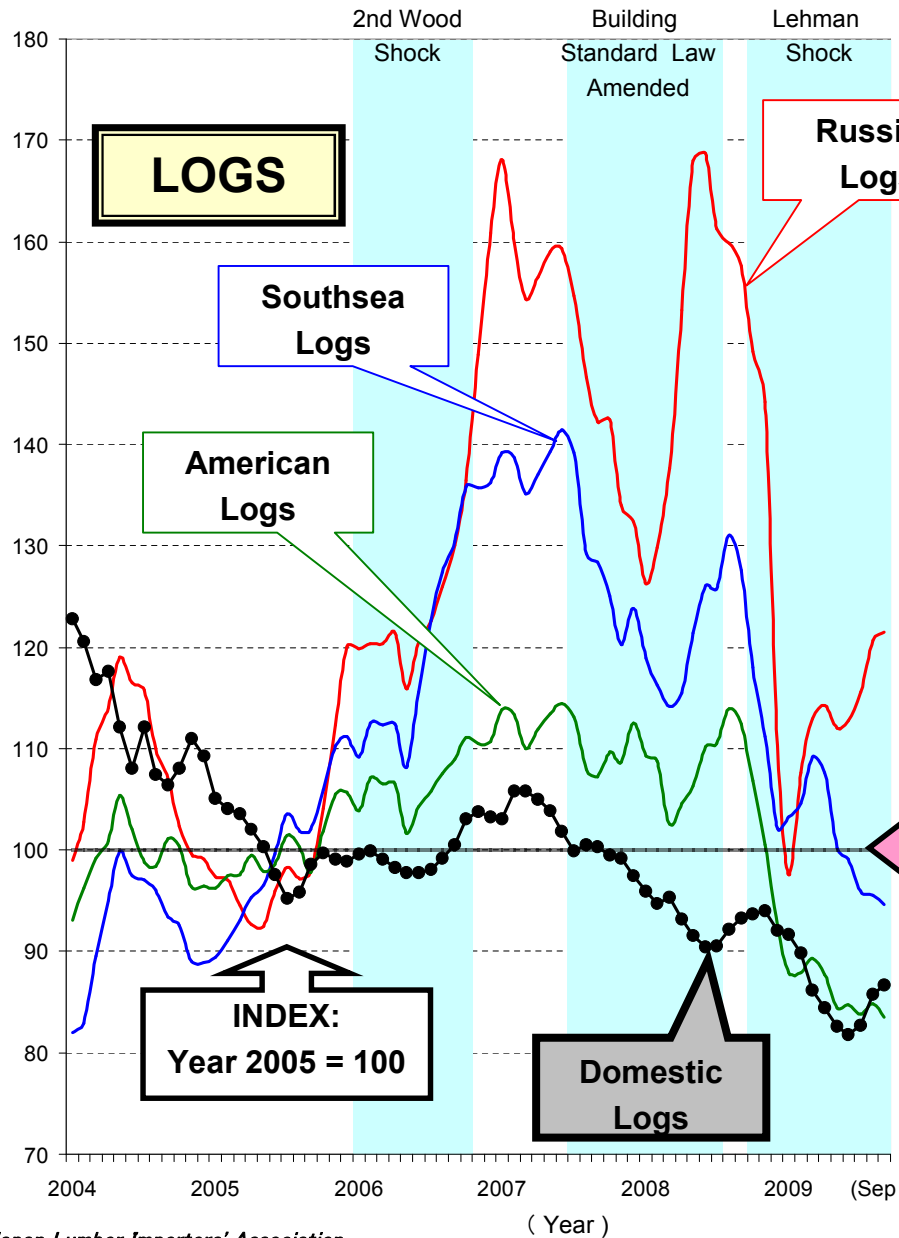
# New Housing Starts in Japan



# New Housing Starts in JAPAN & U. S. A.

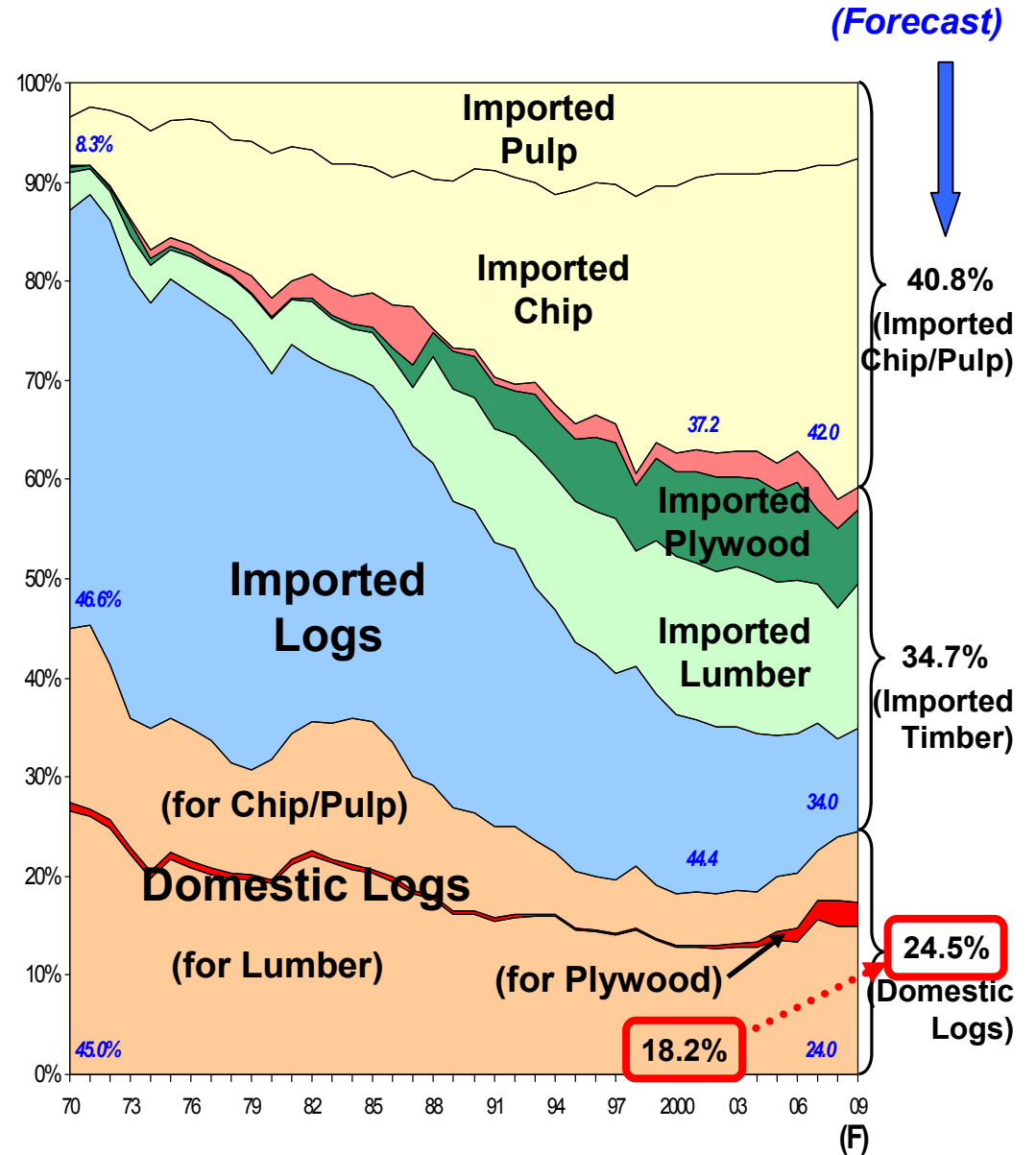
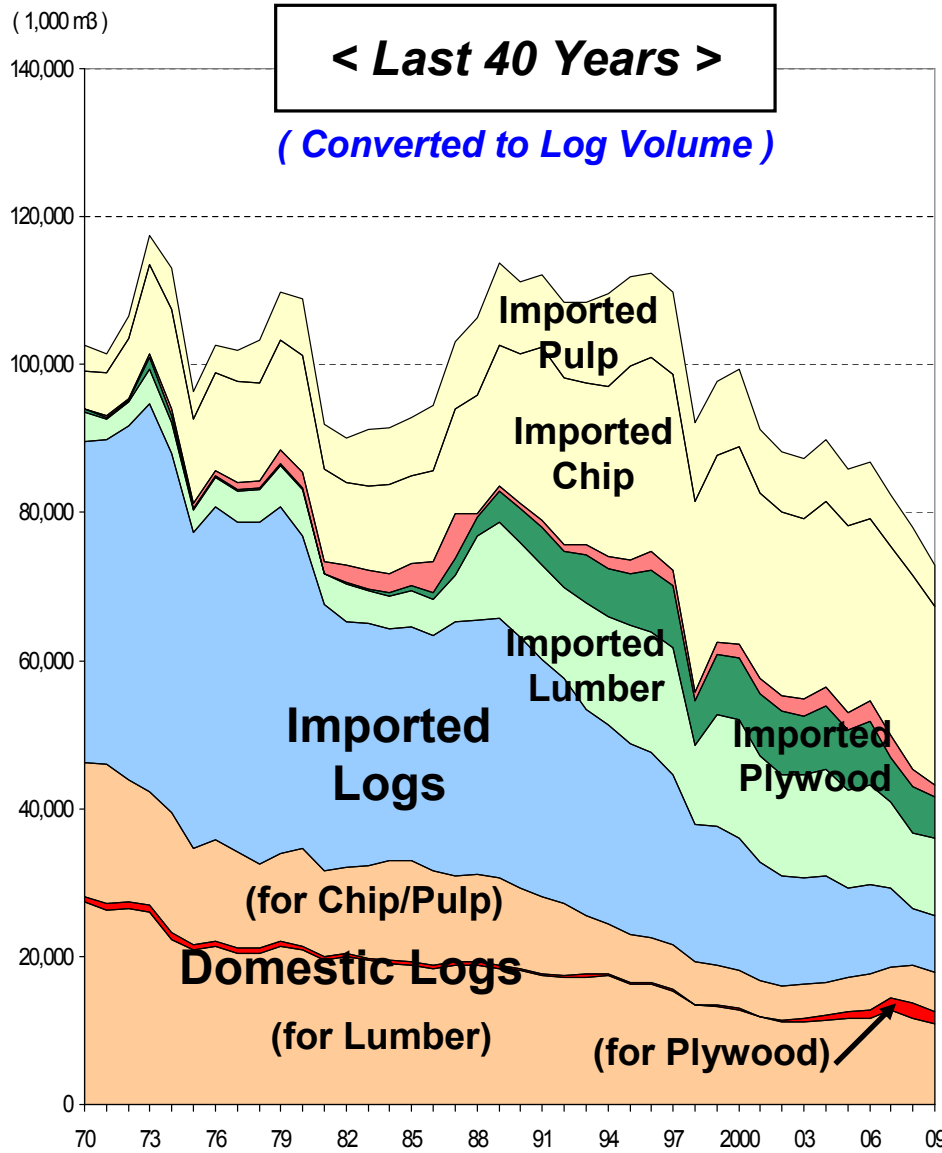


# Price Index of Wood Products (Import and Domestic)

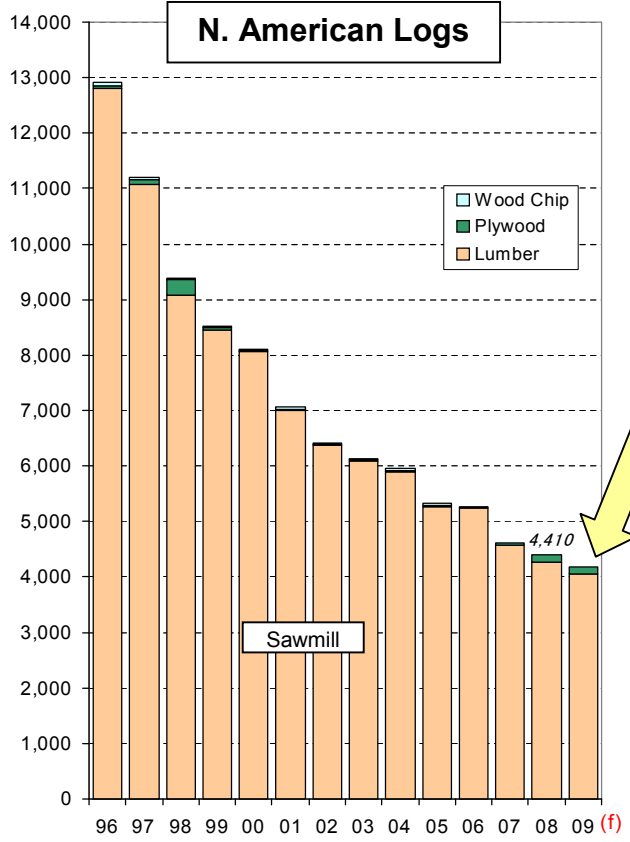
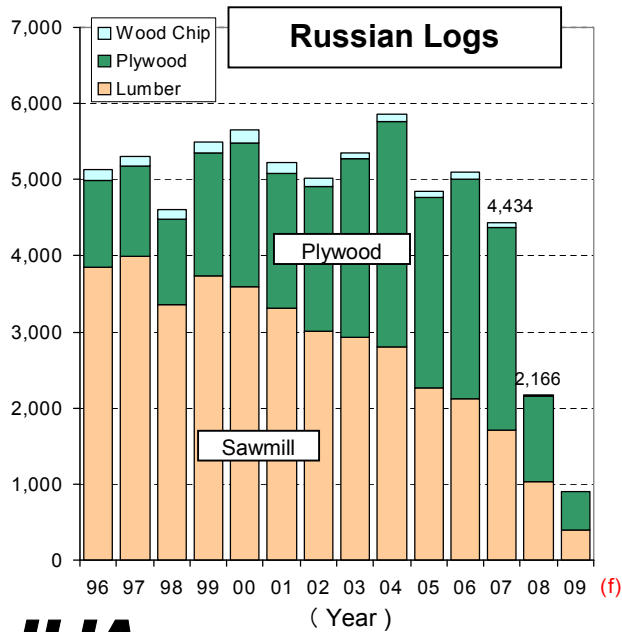
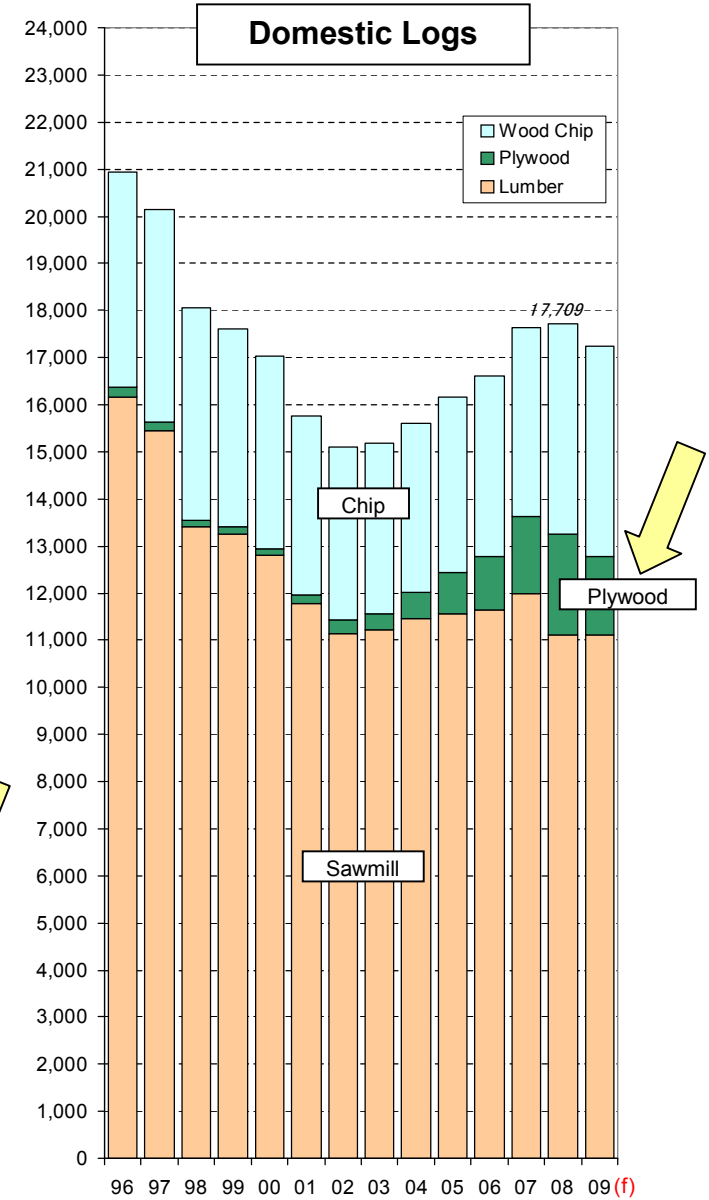
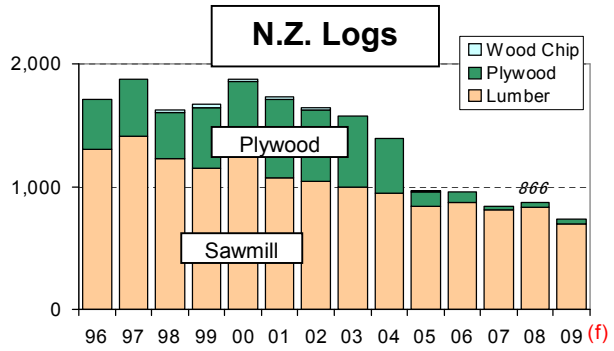
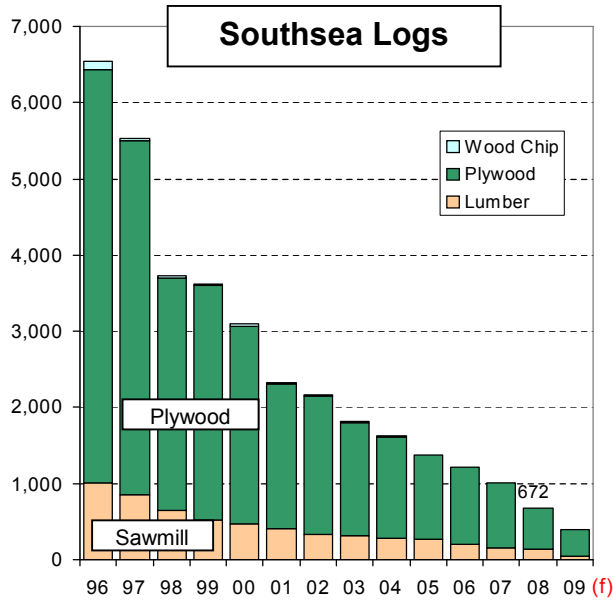


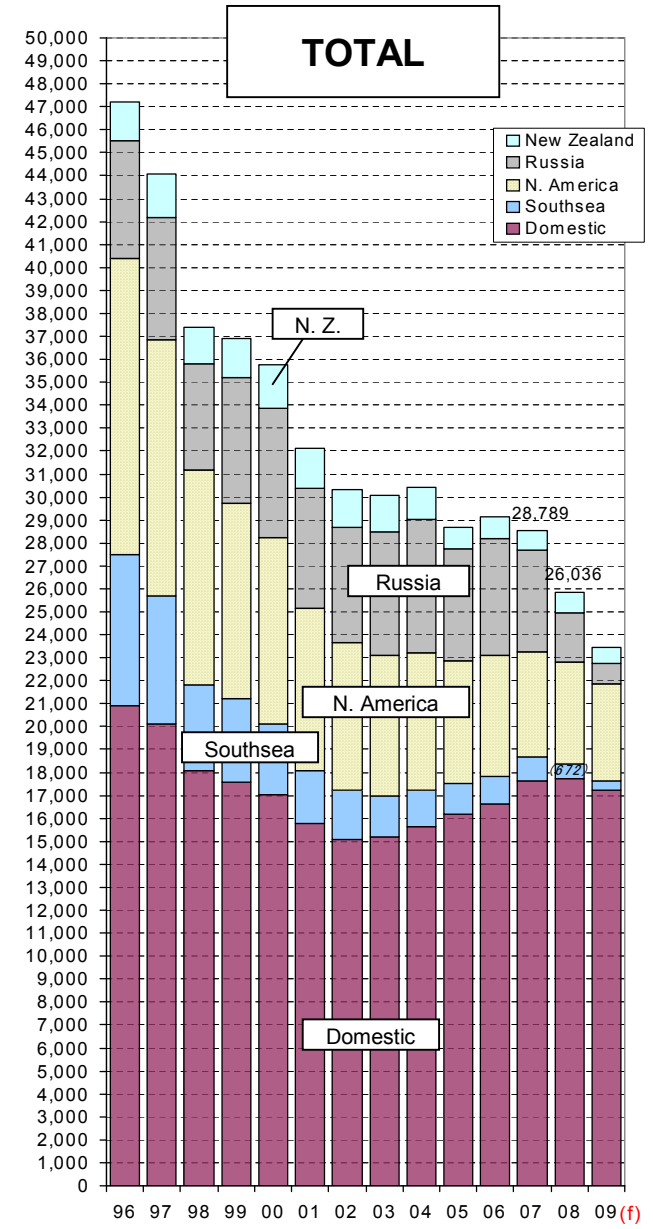
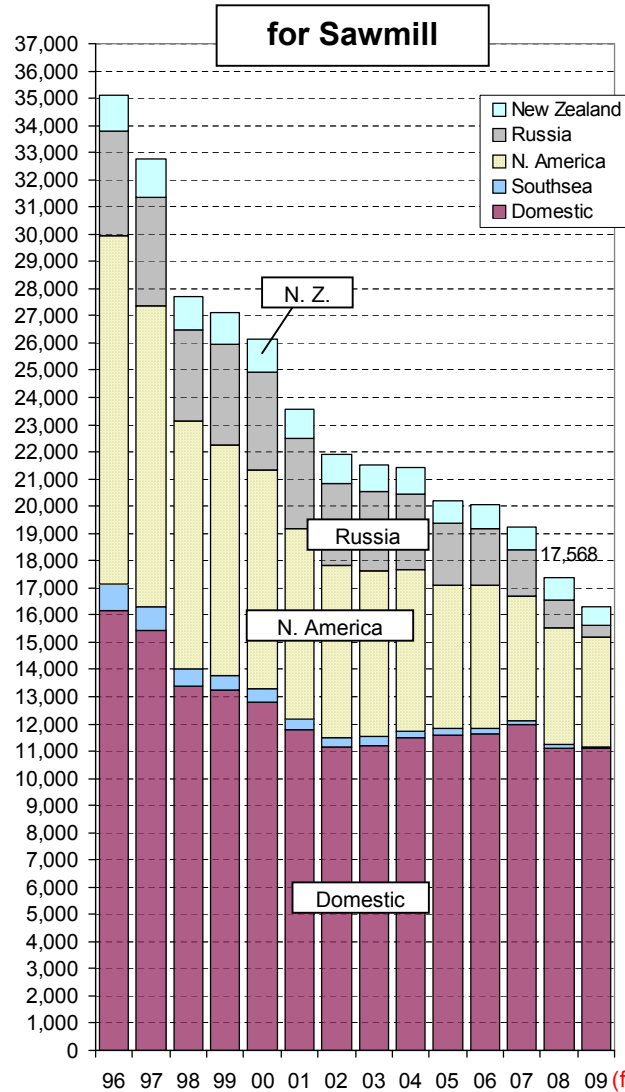
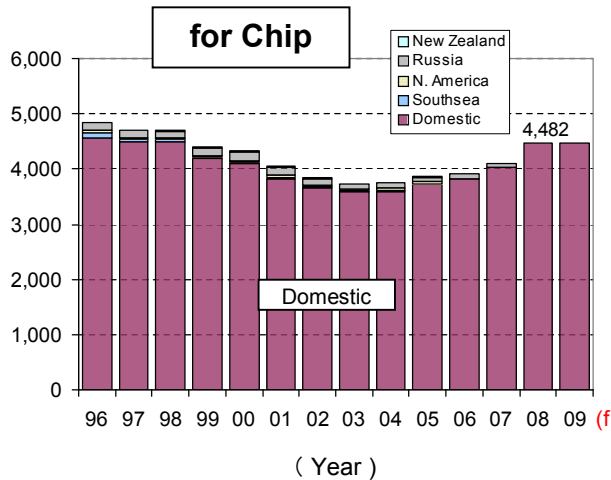
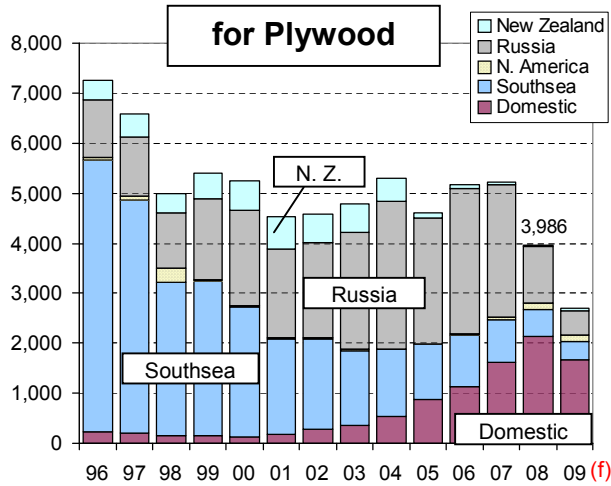


# Total Demand / Supply of Timber in Japan by Forestry Agency



*Imported timber for building materials decreased,  
"Self-Sufficiency Rate of Timber in Japan" increased.*





# Green Procurement Policy

## LAW: GREEN PURCHASING LAW

- Promoting public-sector to purchase eco-friendly goods
- Making society community eco-friendly and sustainable

## CABINET DECISION: Basic Policy (Feb. 2006)

- List of eco-friendly goods
- Requirements of eco-friendly goods (Evaluation Criteria and Factors for Consideration)
- Way for setting procurement targets

Mandatory

## The Diet, Courts, Ministries and Agencies

- Establish and publicize Procurement Policy using Basic Policy
- Report the Annual Result of Green Procurement

Recommendation

## Local Governments

- Endeavor to establish Green Procurement Policy

## Companies & Citizens

- Select Eco-Friendly Goods as Far as Possible

## Green Procurement Policy

Green Purchasing Law

**Ministry of Environment**

### Target Wood Products

- Paper
- Furniture, Office Utensil
- Stationery
- Interior Fixture and Bed Frames
- Construction Material for Public Works  
(Log, Sawn Timber, Plywood, Laminated Timber, Fiberboard, Particle Board etc)



**Guideline of Legality &  
Sustainability  
By: Forestry Agency**

## Green Procurement Policy

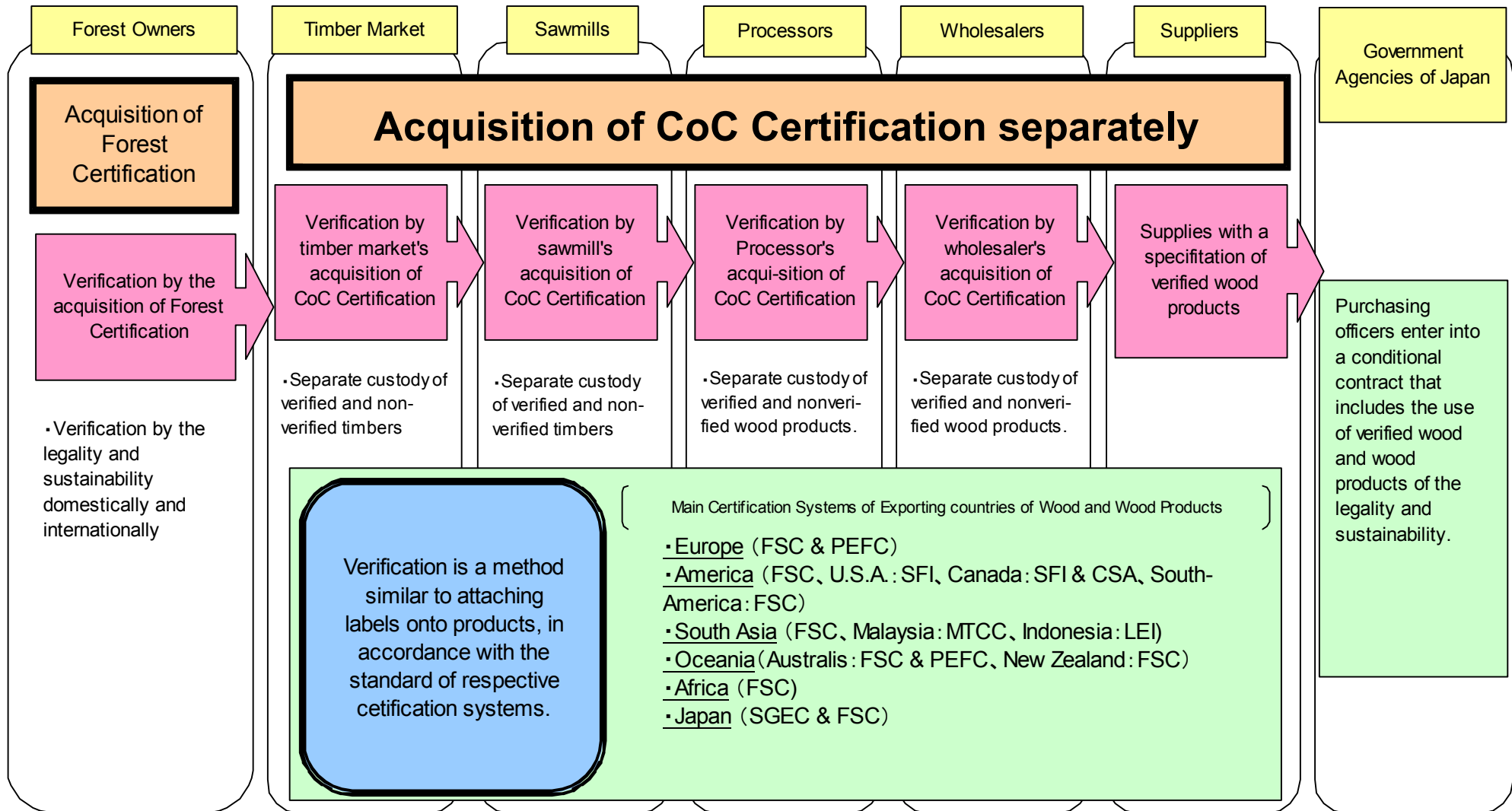
### Guideline for Verification on Legality and Sustainability

by Forestry Agency

- ***Definition of Legality and Sustainability***
  - Legality: Harvested in Legal Manner Consistent with Procedure in the Forest Laws and Regulations
  - Sustainability: harvested from the Forest under SFM
- ***Methods of Verification (Illustration)***
  - 1) Forest Certification, CoC Certification System
  - 2) Verification by Private Enterprises Authorized by Relative Association
  - 3) Self Verification by Private Enterprises
- ***Assessment and Review***

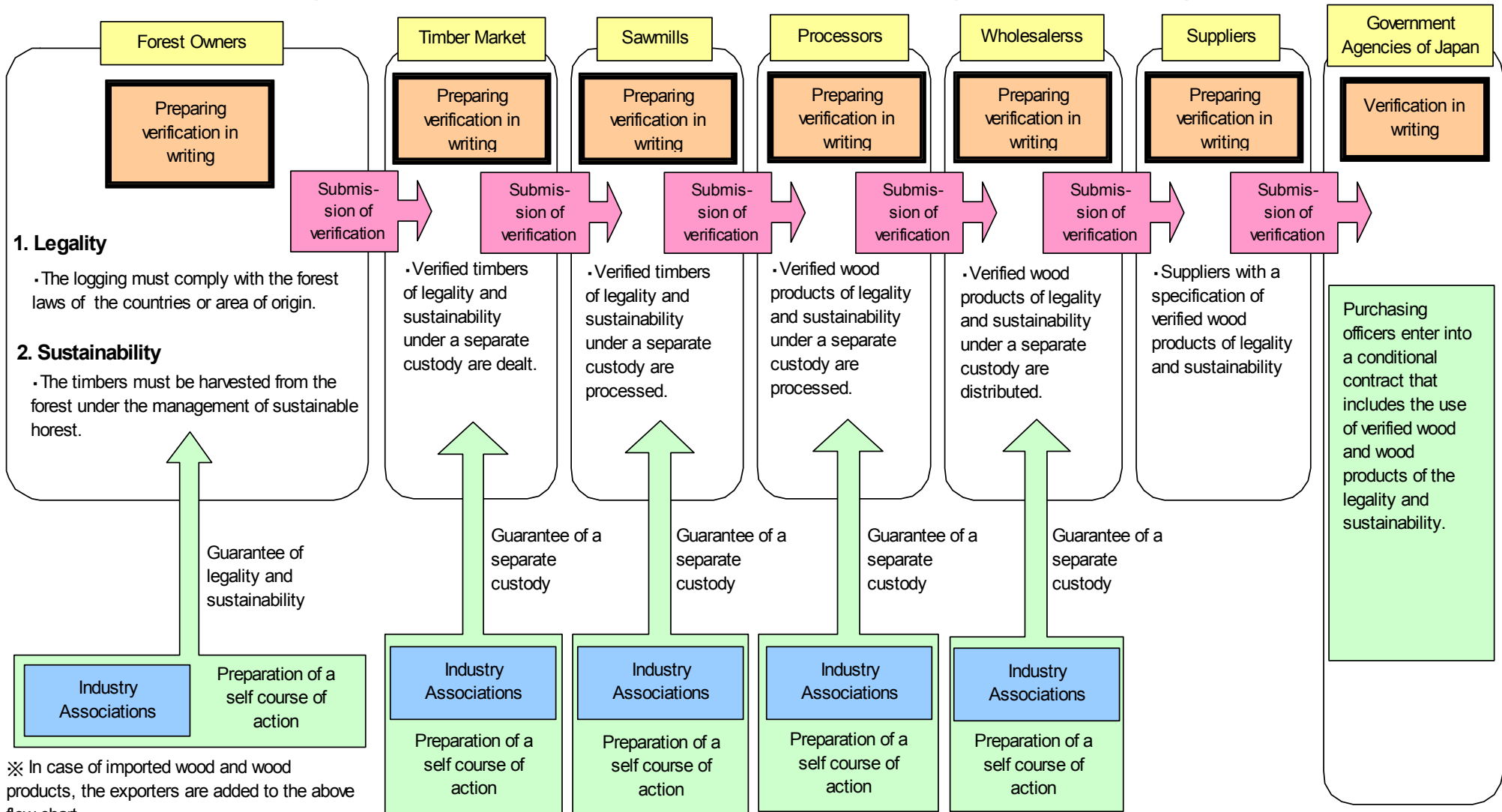
Reference 1

## Verification by Forest Certification and CoC Certification System



Reference 2

## Verification by private enterprises authorized by relative organizations

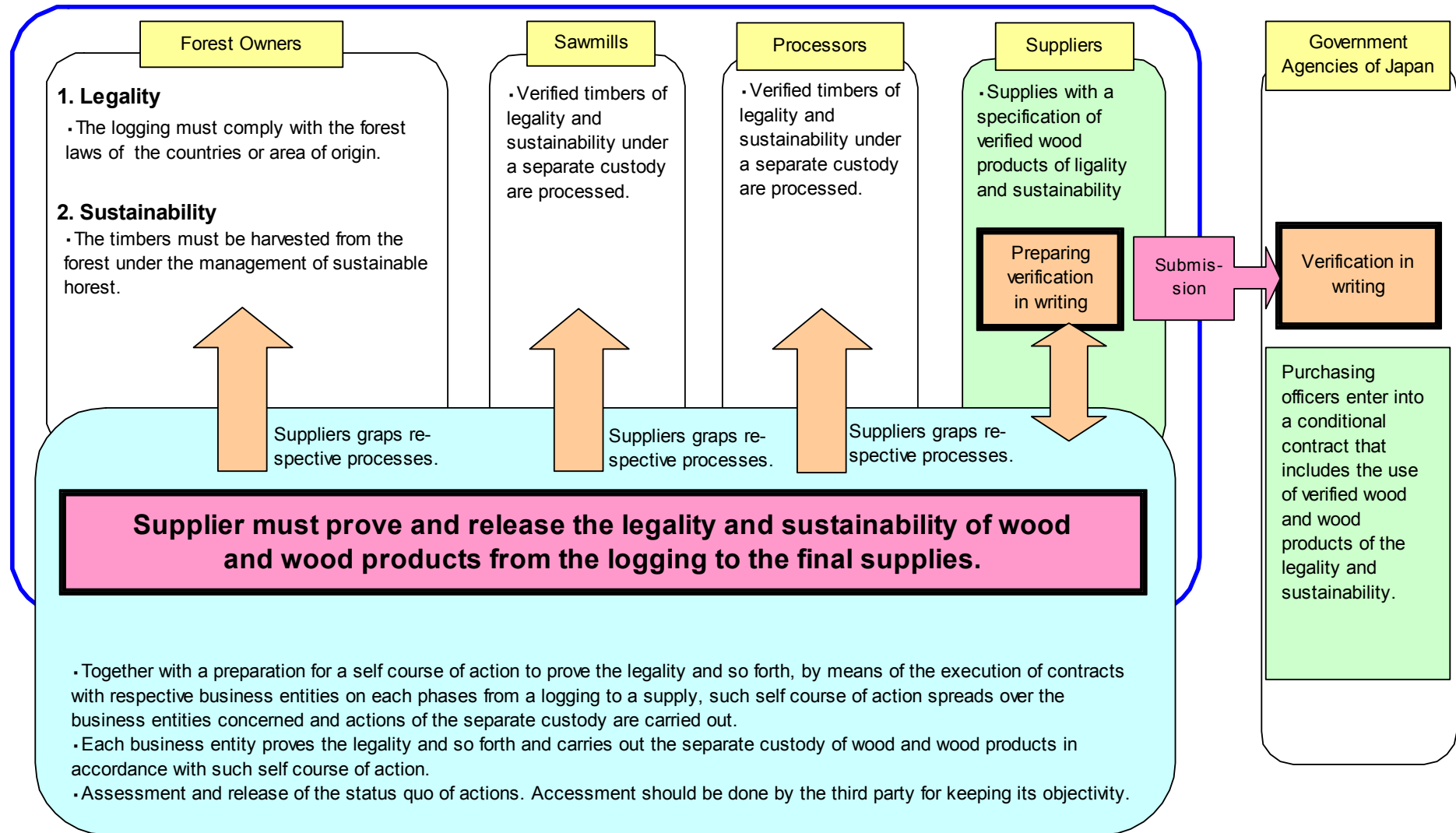


※ In case of imported wood and wood products, the exporters are added to the above flow chart.



Reference 3

## Self verification by private enterprises



※ In case of imported wood and wood products, the exporters are added to the above flow chart.

## Interim Report of Legality Certified Wood Products in Japan Market

### Ministry of Land, Transport: (for example)

- For the public works, it is required to submit the legality certification.
- The Legality of the public procurement items, nearly 100% are certified (2007)

### Report to the Japan Federation of Wood-Industry Association (JFWIA):

- Domestic Forest Owners: 62% ----- to total quantity sold
- Domestic Logs Distributors: 53%
- Domestic Wood Processing Mills: 41% (some includes the imported materials too)
- Domestic Wood Products Distributors: 17% (some includes the imported products)
- Imported Logs Distributors: 16%
- Imported Wood Products Distributors: 6%

**“Private sector”  
Year 2008**

**\*\*\* Generally, the legality of most of the imported Softwood Lumber are not certified.**

**Neither CoC nor the legality is confirmed, because of no description in the shipping documents of each particular shipment.**

- We hope the Exporters endeavor to certify the legality positively.**
- We recommend the seller to certify the legality, and the buyer to require the legality.**

# Legality Certificate

PRODOC FORM INV		GST REG. No.	CASPER CODE	COMMERCIAL INVOICE		
Seller (Manufacturer)		[REDACTED]		Seller's Contract No. /Other References(s) 5488(2)		
TASMAN QUAY, PORT OF TAURANGA TAURANGA NEW ZEALAND		Contract No. 5488		Seller's Invoice No. 5488(2)		Sheet of 1 of 1
Consignee TO ORDER OF SHIPPER		[REDACTED]				
Purchaser [REDACTED]		<b>COMMERCIAL INVOICE</b>				
Country of Origin NEW ZEALAND		Country of Destination JAPAN				
Vessel + Voyage No. MV TPC NAPIER [REDACTED]		Port of Loading TAURANGA NEW ZEALAND		Payment Terms SIGHT		
Port of Discharge [REDACTED] JAPAN		Final Destination		Currency of Sale USD	Incoterm CFR	Incoterm Place SAKAIMINATO
Container and Seal No.s, Marks and Numbers:		Number and kind of Packages, Description of Goods: (SPECIFY HAZARD - IF ANY):		QUANTITY	SELLING PRICE TO BUYER Unit Price      Amount USD PER JAS M3      USD	
LOT 04FSC 2225 PCS		RADIATA PINE LOGS J GRADE 3.9M FSC CERTIFICATE NUMBER -SW- COC- 00195 "FSC PURE"		603.385	[REDACTED]      [REDACTED]	



**LOT 04FSC 2225 PCS    RADIATA PINE LOGS J GRADE 3.9M  
FSC CERTIFICATE NUMBER SW-COC-00195 ■  
"FSC PURE"**

Documentary Credit No.	Intended Shipment Month JUL - 2009	Total 603.385	INVOICE TOTAL. (State Currency) USD [REDACTED]
------------------------	---------------------------------------	------------------	---

# Legality Certificate

**Quebec Wood Export  
Bureau, Canada**

**Quebec Wood Export Bureau (Q-WEB)  
Implementation Policy on wood Origin and Legality – Annex B of Q-WEB Code of Conduct  
Hardwood Members**

Q-WEB Members		Verification for Japan procurement policy	Export number under Q-WEB Program	SFM Certification Chain of Custody CoC	Products and species covered under the CoC	Exported Products declared to Q-WEB
Monsieur Daniel Warnett Algonquin Wood Mouldings 14353, boulevard Curé-Labelle Mirabel (Québec) J7J 1M2	T : 450-435-1320 F : 450-435-2911	Not implemented	2009-001			
Monsieur Viateur Girard Bois Francs DV 131, rue Principale Fassett (Québec) J0V 1H0	T : 819-423-2338 F : 819-423-2338			FSC / OC-004386	Woodworking products	Maple, Birch, Oak, Ash, Beech, Basswod, Cherry, Pine
Monsieur Louis Laneville Cambiumex 1580, rue Casavant Mont Saint-Hilaire (Québec) J3G 4S6	T : 450-536-1111 F : 450-536-1111					
Monsieur Robert Kieffer Commonwealth Plywood 15, boulevard Labelle, PO Box 90 Sainte-Thérèse (Québec) J7E 4H9	T : 450-435-6541 F : 450-435-3814	In progress	2009-004			
Monsieur Benoit Hamel DZD Hardwood/séchoirs CKD 450, boulevard Roland Godard Saint-Jérôme (Québec) J7Y 4G8	T : 450-431-1643 F : 450-431-3941	In progress	2009-005			
Monsieur Michel Huard Félix Huard inc. 121, rue Saint-Alphonse Sainte-Luce (Québec) G0K 1P0	T : 418-739-4894 F : 418-739-3457	Meet Q-WEB objectives	2009-006	FSC / SW-COC-003488 FSC / SW-CW-003488	Board : Birch, Maple, Beech, Oak, Poplar Chips : Birch, Beech, Poplar, Oak, Maple	Maple, Birch, Beech
Monsieur Thomas Collet Foresbec 1750, Haggerty Drummondville (Québec) J2C 5P8	T : 819-477-8787 F : 819-472-3965	In progress	2009-007			

**QWEB registered  
members list**

# Q-WEB Code of Conduct



Initiated in 2004, Adopted in 2006

A condition of membership

## General Principles

- Environment
- Phytosanitary measures
- Transportation
- Workers conditions

## Sector specific :

- Softwood lumber
- Hardwood lumber
- Hardwood flooring

Compliance procedures

Appendix B - Policy on Wood Origin and Legality

# Legality Certificate

**American Hardwood  
Export Council, U.S.A.**

	Participant	Representative	City	States	Tel #	
1	697	Allegheny Wood Products, Inc.	Dean Alanko	Petersburg	WV	304-257-1082
2	710	American Lumber Company	Terry Brennan	Erie	PA	814-438-7888
3	496	Augusta Lumber, LLC	Ronald Artz	Waynesboro	VA	540-946-9150
4	482	Baillie Lumber Company	Terry Brennan	Hamburg	NY	716-649-2811
5	817	Bingaman and Son Lumber, Inc.	David Whitten	Kreamer	PA	570-374-1108
6	807	Blue Water Lumber	Eric Lacey	Daphne	AL	251-621-9633
7	804	Cersosimo Lumber Company	Dan Harrison	Brattleboro	VT	802-254-4508
8	438	C/K International, LLC	Steven Sievers	Durham	NC	919-956-7781
9	476	Coastal Lumber International	Victor Barringer II & Bo Hammond	Weldon	NC	252-536-4211
10	840	Coulee Region Hardwoods	Peter Solberg	Bangor	WI	608-486-4623
11	726	Danzer North America		Nashville	IN	812-988-2832
12	719	Evergreen Hardwoods, Inc.		Renton	WA	425-271-9292
13	448	Frank Miller Lumber Company,		Union city		
14	472	Gutchess International, Inc.		Cortland	NY	607-753-8201
15	814	Harzell Hardwoods, Inc.		Piqua	OH	937-773-7054
16	742	Hermitage Hardwood Lumber Sales, Inc.	Lawson Maury	Cookeville	TN	931-526-6832
17	795	Hull Forest Products	Ben Hull	Pomfret Center	CT	860-974-0127
18	454	IKE Trading Company Ltd.	Ursula Morria	Beaverton	OR	503-643-6688
19	806	Jim C. Hamer Company	Todd Webb	Kenova	WV	304-453-6381
20	823	Kretz Lumber Co. Inc.	Mike Peterson & Kelly Hosletter	Antigo	WI	715-623-5410
21	844	M. Bohlke Veneer Corporation	Manfred Bohlke	Fairfield	OH	513-874-4400
22	797	Mackeys Ferry Sawmill, Inc.	J. Wilson Jones III	Roper,	NC	252-793-2950
23	456	Matson Lumber Company	Paul Sorek	Brookville	PA	814-849-5334
24	839	Missouri-Pacific Lumber Co. Inc.	Grafton Cook	Fayette	MO	660-248-3000
25	460	Northland Forest Products, Inc.	Jameson French	Kingston	NH	603-642-3665
26	500	Pacific International Associates	Max Ueda	Tukwila	WA	206-267-0300
27	799	Pike Lumber Company	John Brown	Akron	IN	574-893-4511
28	740	Robinson Lumber Company	Toto Robinson	New Orleans	LA	800-874-1165
29	414	Rossi - A Brand of American Hardwood Industries	John Read	Cromwell	CT	860-632-3500
30	842	Sealaska Wood Products Solutions	Jim Haas	Yuba City	CA	530-790-7808
31	822	Shomaker Lumber Company Inc.	Ronnie Shomaker	McKenzie	TN	731-352-5777
32	408	Sonoking Corporation	Alex Chiang	Amherst	NH	603-886-4600
33	441	Taylor Lumber, Inc.	Joseph Churak	McDermott	OH	740-259-6222
34	760	Tioga Hardwoods, Inc.	Scott Snyder	Owego	NY	607-687-2700
35	834	Tracy Export, Inc.	Craig Tracy	East Dubuque	IL	815-747-2550

**AHEC registered  
members list**

**American Hardwood  
Export Council, U.S.A.**

# Legality Certificate

Ensure that all exported wood shipments include a clear indication of the country of origin (i.e. the United States unless the product is a re-export) and, as far as possible, the state in the United States where the timber was harvested.

- Progressively increase the proportion of procured American hardwoods that can be tracked to forest of origin.
- Substantiate any claims in relation to the source or environmental credentials of American hardwood products.

AHEC and its members who have acknowledged this commitment in writing are expected to comply with this Responsible Procurement Policy (RPP). AHEC shall review substantiated, written complaints about non-conformance with this RPP. AHEC members also all understand that the organization will address any evidence of non-conformance brought to the attention of AHEC.

AHEC encourages customers to resolve complaints between themselves if possible. Where this fails a complaint may be made to AHEC. If the complaint is upheld, the Board may take appropriate action.

**AHEC "RPP"  
Responsible  
Procurement  
Policy**

Signed for Member Company

(Title, Company)

ve complaints between  
on. Where this fails a  
the complaint is  
r.

American Hardwood

Michael S. Snow, Executive Director



**American Hardwood  
Export Council, U.S.A.**

# Legality Certificate


## COMMERCIAL INVOICE

PAGE NUMBER	Page 2 of 2
CUSTOMER ORDER	
ADDITIONAL PO #	
INVOICE NUMBER	1484313
INVOICE DATE	6/24/2009
SHIPMENT #	1506019
ORDER #	1379591
ORDER STATUS	COMPLETED
ON BOARD DATE	6/24/2009
L/C NUMBER	

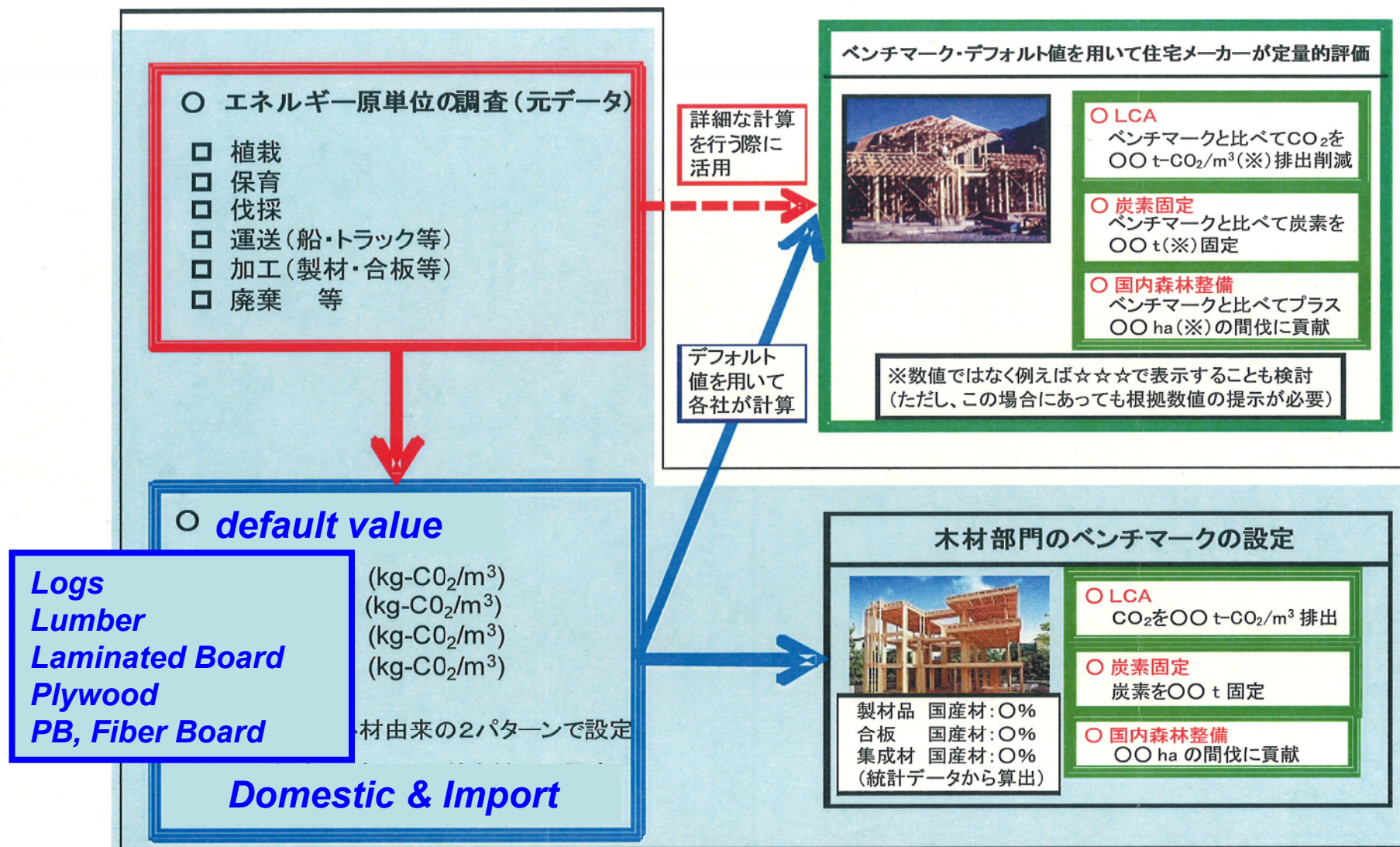
SOLD TO

SHIPPED TO

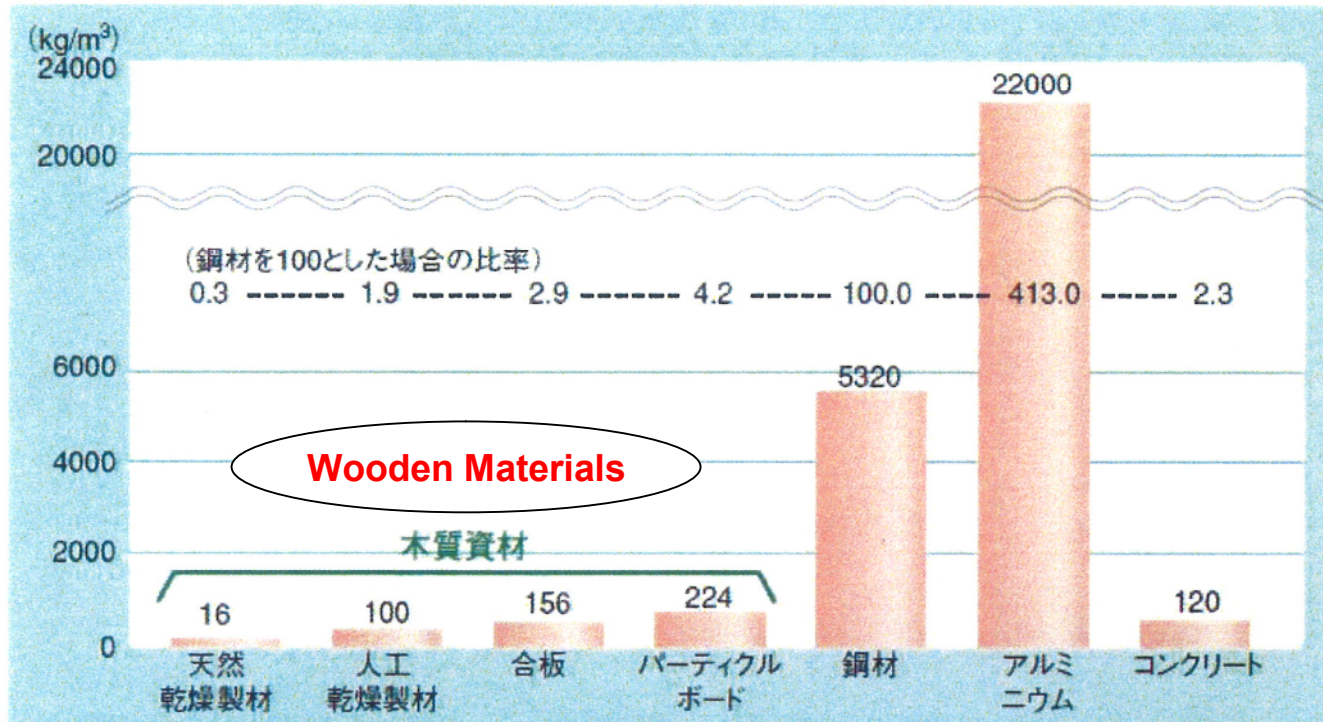
\* AS PER ORDER ACKNOWLEDGEMENT

PRODUCED AT		VESSEL & VOYAGE		PRICE BASIS	FREIGHT
		HAMBURG EXPRESS 049W		CIF	PREPAID
PLACE OF RECEIPT	PORT OF LOADING	PORT OF DISCHARGE	PLACE OF DELIVERY	UNITS	CURRENCY
NWHF SEATTLE HLBR EXPORT TERMINAL	SEATTLE, WA, USA	JAPAN	JAPAN	MBF	USD
LOTS AND MARKS	QUANTITY MBF	ITEM DESCRIPTIONS AND NOTES		UNIT PRICE	AMOUNT
					
TOTAL MEASURE	14.595 34.438	ABRASIVE SURFACED HIT OR MISS ONLY FOR GRADING PURPOSES. THESE GOODS ARE TO BE CONSIDERED ROUGH SAWN LUMBER.  M3  16,219 KGS		TOTAL	





## CO2 Emissions for 1m3 of each material at the time of production



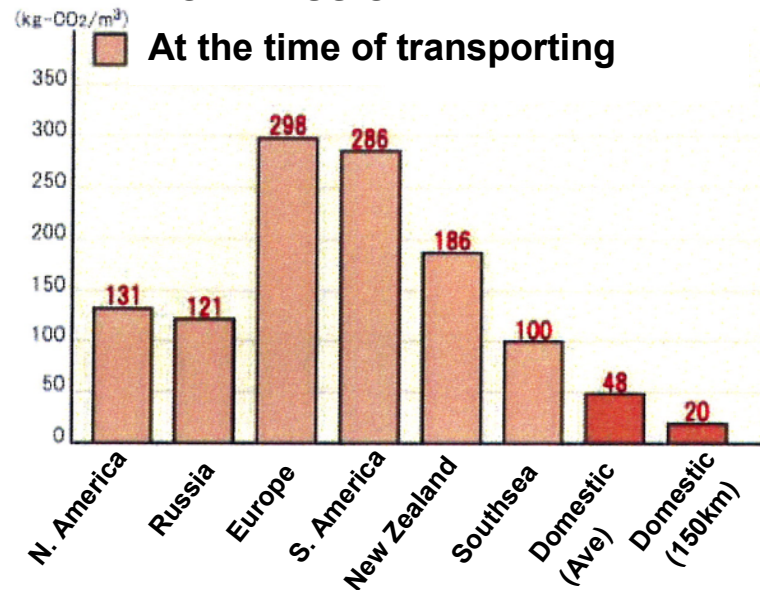
AD Lumber	KD Lumber	Plywood	Particle Board	Steel	Aluminum	Concrete
16	100	156	224	5320	22000	120

Source: Forestry Agency, Japan

## Energy Consumption by Transportation



### CO2 EMISSION:



## LCA and Carbon Footprint in Japan

### Action of Japanese Government

- The Ministry of Economy started to discuss CFP at first in 2008 and made a guideline of CFP in Japan.
- The Ministry of Environment & The Ministry of Agriculture, Forestry and Fisheries followed as the second group.
- Forestry Agency is quite active among the second group in which we are involved.
- The NPO was granted subsidy for the Forestry Agency Project and collecting foreground data as much as possible to get reliable average environmental impact.
- Cooperation of the domestic manufacturers as well as the overseas sellers/exporters is necessary to complete the project.

### Product Category Rule (PCR)

- PCR WG of Timber sector will be launched and making a draft.
- Target: Lumber, Laminated Lumber, Plywood, Particle Board, Fiberboard, etc.

# General Views, Government Policy and Wood Industry

## General Views

- **Global Financial-Economic Crisis has exerted the influence on the housing industry in the world. The recovery of American economy, especially the housing industry, is long-awaited.**
- **Unless the good sign of recovery begins to appear, timber industry can do nothing but must be patient and carry on decreasing the supply/stock.**
- **Despite strong Yen, importers hesitate to step up for future purchase, because of poor demand in Japan.**
- **----- Weak US\$ give us negative impact also, bcs the exporters will raise the price to cover the loss caused by the difference of exchange rate.**

## Government Policy

- **Incentives for the timber industry:**
  - **Taking the difficulty caused by Russian Export Tax Increment into the consideration, financial support to the wood processing mills is budgeted to help diverting the raw materials to the others.**
  - **Grant the financial support for corporate lay-off.**

# General Views, Government Policy and Wood Industry

## Government Policy

- Incentives for the housing construction:
  - Expanding the Income tax exemption for the housing Loan balance.
  - Tax exemption for building the eco-friendly long life house. Housing quality will be ensured by earthquake proofing, energy saving, and barrier-free construction.
    - Encouraging to use more local logs & wood products.
- Re-vision of Building Standard Law is under consideration by DPJ.
- Impacts by new government policy: ----- good or negative (?)
  - Green House Gas emission to reduce 25% ----- economy suffers (?)
  - Public works project to be reduced ----- construction sector suffers (?)
  - Self-Sufficiency Rate of Timber in Japan to increase (?)

## Wood Industry overcoming the present difficulties

- To promote and increase the domestic timber demand in Japan is the key point for both domestic wood industry and international timber trade.
- To secure constant supply of wood products by ensuring not only the quality but also the legality & sustainability is required to the exporters.



**Thank You for Your Attention**

***We Appreciate Your Kind  
Cooperation to Send Only Legality  
Verified Wood & Wood Products  
for us to develop and improve  
the demand in JAPAN***