



INTERNATIONAL TROPICAL

TIMBER ORGANIZATION

Tropical Timber Market Information

Towards Greater Transparency in the Tropical Timber Markets

Producers Report

Log Prices

International Prices

Log Prices, Gabon

Exporters are reporting that log prices have not changed in the interval since the last report. There was an expectation in the industry that prices would have been showing some improvement at this point but the market is still being held down. For continuity, prices, as reported earlier, are repeated.

| <i>Okoume, FOB</i> | <i>F.CFA per Cu.m</i> |
|--------------------|-----------------------|
| <i>Grade</i> | |
| <i>LM</i> | <i>146,000</i> |
| <i>QS</i> | <i>129,000</i> |
| <i>CI</i> | <i>99,000</i> |
| <i>CE</i> | <i>83,500</i> |
| <i>CS</i> | <i>67,000</i> |

| <i>Ozigo, FOB</i> | <i>F.CFA per Cu.m</i> |
|-------------------|-----------------------|
| <i>Grade</i> | |
| <i>LM</i> | <i>103,000</i> |
| <i>QS</i> | <i>90,000</i> |
| <i>CI</i> | <i>70,000</i> |
| <i>CE</i> | <i>59,500</i> |

Malaysia

| <i>Sarawak Log Export Prices</i> | | |
|----------------------------------|------------|-----------------|
| <i>(FOB)</i> | | <i>per Cu.m</i> |
| <i>Meranti</i> | <i>SSQ</i> | <i>US\$210</i> |
| <i>Mixed Light Hardwoods</i> | | <i>US\$135</i> |
| <i>Peeler Logs</i> | | <i>US\$148</i> |

Cameroon Log Prices

There has been some firming in the log market with shippers getting better prices in the UK.

| <i>FOB</i> | | <i>Per Cu.m</i> |
|-----------------|-------------|-----------------|
| <i>N'Gallon</i> | <i>LM-C</i> | <i>FFR1375</i> |
| <i>Ayous</i> | <i>LM-C</i> | <i>FFR1075</i> |
| <i>Sapele</i> | <i>LM-C</i> | <i>FFR1470</i> |
| <i>Iroko</i> | <i>LM-C</i> | <i>FFR1350</i> |

South Sea Logs

Prices are beginning to show some improvement.

| <i>FOB</i> | <i>per Cu.m</i> |
|----------------------------|--------------------|
| <i>Pometia</i> | <i>US\$150-160</i> |
| <i>Calophyllum</i> | <i>US\$150-160</i> |
| <i>Terminalia</i> | <i>US\$130-140</i> |
| <i>Other mixed species</i> | <i>US\$100-110</i> |

Domestic Log Prices

Report from Thailand

Considerable quantities of Pine logs are entering Thailand from Laos. Merchants are complaining of serious insect and fungal infestation in the pine shipments. This is reportedly the result of the long time taken to extract the logs after felling and inadequate log treatment.

| <i>Logs from Laos</i> | |
|-----------------------|-----------------|
| <i>At Thai Border</i> | <i>Per Cu.m</i> |
| <i>Pine</i> | <i>US\$190</i> |
| <i>Yang</i> | <i>US\$220</i> |

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Logs from West Africa

| | |
|------------------------|-----------------|
| C&F Bangkok | Per Cu.m |
| Tali | US\$250 |
| Padauk | US\$350 |
| Niove | US\$230 |

| | |
|------------------------|----------------------|
| Log Prices | Per Cu.m |
| Plantation Teak | US\$180 |
| Forest Teak | US\$1061-1225 |
| Daeng | US\$286-294 |
| Pradu | US\$659-693 |
| Yang | US\$220-230 |

| | |
|-------------------|------------------|
| | Per Ton |
| Rubberwood | US\$45 |
| Eucalyptus | US\$33-41 |

Report from Indonesia

The supply of logs is still affected by the poor weather conditions. Many mills are operating at low capacity and some are seriously affected by the tight raw material supply situation and this is reflected in the higher prices being offered. In a recent development, new government regulations have been introduced that require forest concessionaires and millers to sell at least 5% of their log and sawn timber production to local market.

| | |
|----------------------------|--------------------|
| Domestic log prices | Per Cu.m |
| Plywood logs | |
| Face Logs | US\$185-195 |
| Core logs | US\$ 130 |
| Sawlogs | US\$135-150 |
| Falkata logs | US\$40-43 |
| Rubberwood | US\$32-33 |
| Pine | US\$48-52 |

Report from Malaysia

The Forestry Department of Peninsular Malaysia has announced that, as part of its action plan to ensure the attainment of sustainable forest management, efforts will be directed towards improving harvesting systems through operational studies to achieve higher efficiency and cost-effectiveness.

The Department is working towards increasing the value of timber while drastically reducing the impact of logging. It is also expanding its reforestation and plantation programmes to produce higher value timbers and raw materials for

specialised as well as small-scale industries.

Increased effort is to be put into reducing the high level of volume losses due to felling breakage, high stumps and short logs that are left in the forest after harvesting. These harvesting losses are estimated to be as high as 30% and 45% of the total utilisable volume.

| | |
|----------------------------------|-----------------|
| Logs | |
| Domestic (SQ ex-log yard) | Per Cu.m |
| Meranti Bukit (SQ) | US\$208 |
| Kembang Semangkok | US\$185 |
| Selangan Batu | US\$135 |
| Merbau | US\$170 |
| Peeler Core logs | US\$148 |
| Rubberwood | US\$26 |

Prices for Meranti Bukit appear to be easing while the current demand for Kembang Semangkok has driven prices up slightly.

Sawnwood Prices

International Prices

Ghana

No price changes have been reported since the last report. Wawa remains the number one export species with Germany remaining the major buyer. Containerised shipments of mainly KD sawnwood to Taiwan province of China and to Hong Kong are on the increase.

| | |
|--|--------------------|
| Rough Sawn Prices FOB | |
| | Per Cu.m |
| Mixed Redwoods | US\$335 |
| low grade Odum (Iroko) | US\$400 |
| Wawa | US\$200-220 |
| Wawa fixed dimensions | US\$267 |
| Wawa Boules | US\$219 |
| 70cm log dia. 25-75mm. 450cm length | |
| For France | |
| Nianguon Boules | US\$486 |

Malaysia

| <i>Sawn Timber</i> | |
|-------------------------------------|-----------------|
| <i>Export(FOB)</i> | <i>per Cu.m</i> |
| <i>Dark Red Meranti (DUC)</i> | |
| <i>GMS select & better (KD)</i> | US\$670-690 |
| <i>Seraya</i> | |
| <i>Scantlings (75x125 KD)</i> | US\$735 |

Taiwan Province of China

Prices being offered for sawnwood shipments to Taiwan province of China have remained unchanged.

| <i>Rubberwood</i> | <i>per Cu.m</i> |
|-------------------------|-----------------|
| <i>25mm boards</i> | US\$375 |
| <i>50-75mm squares</i> | US\$405 |
| <i>75-100mm squares</i> | US\$445 |
| <i>Sepetir</i> | |
| <i>GMS (AD)</i> | US\$415-440 |
| <i>Oak 25mm boards</i> | US\$515 |

Domestic Sawnwood Prices

Report from Thailand

No significant changes in price have been observed since the last report.

| <i>Sawnwood Prices</i> | <i>Per Cu.m</i> |
|--|-----------------|
| <i>Yang</i> | |
| <i>2-2.5m Length</i> | US\$382 |
| <i>3-3.5m Length</i> | US\$512 |
| <i>4-5.5m Length</i> | US\$541 |
| <i>6m plus Length</i> | US\$584 |
| <i>Daeng and Pradu</i> | |
| <i>2-2.5m Length</i> | US\$771 |
| <i>3-3.5m Length</i> | US\$872 |
| <i>4-5.5m Length</i> | US\$959 |
| <i>6m Plus Length</i> | US\$1045 |
| <i>Teak Grade EII (European 2nd Class)</i> | |
| <i>3m</i> | US\$1391 |
| <i>3.5m</i> | US\$1398 |
| <i>4m</i> | US\$1413 |
| <i>4.5m</i> | US\$1420 |
| <i>5-5.5m</i> | US\$1427 |

Report from Indonesia

| <i>Sawn timber</i> | |
|---------------------------------------|---------|
| <i>Domestic construction material</i> | |
| <i>Kamper AD 6x12-15cm</i> | US\$395 |
| <i>KD</i> | US\$500 |
| <i>AD 3x20cm</i> | US\$465 |
| <i>KD</i> | US\$540 |
| <i>Keruing AD 6x12-15cm</i> | US\$260 |
| <i>KD</i> | US\$360 |

Malaysian Domestic Sawnwood Prices

| <i>Sawnwood</i> | <i>per Cu.m</i> |
|---------------------|-----------------|
| <i>Balau</i> | US\$410 |
| <i>Kempas</i> | US\$230 |
| <i>Red Merantis</i> | US\$335 |
| <i>Rubberwood</i> | |
| <i>25mm boards</i> | US\$265-280 |
| <i>50mm squares</i> | US\$305 |
| <i>75mm+</i> | US\$ 380-410 |
| <i>Nyatoth</i> | US\$310 |
| <i>Mengkulang</i> | US\$310 |

Plywood and Veneers

International Prices

Ghana

Some small shipments have been noted to UK and German buyers, also the West African markets are beginning to become active for small shipments of plywood.

Malaysian Plywood

Sarawak veneer and plywood giant, Jaya Tiasa Holdings Bhd is set to become the largest stock exchange listed timber concessionaire in Malaysia, having proposed to acquire about 750,000 hectares of timber concessions in Sarawak. For this upstream move, Jaya Tiasa is proposing to acquire 12 timber licensee companies.

Prices for the thinner boards are reportedly firmer and WBP Grades are showing better prices.

Plywood (FOB)
MR Type
Grade BB/CC

3-4mm US\$470

9-12mm US\$390

>18mm US\$385

WBP Type
Grade BB/CC

9-18mm US\$440

Phenolic overlaid
WBP, Grade BB/CC

12-18mm US\$520

Domestic plywood

9-18mm US\$510-540

Grade B/BB MR.
Redwoods
per Sheet

4mm US\$6.00

6mm US\$7.50

9mm US\$12.00

12mm US\$15.00

15mm US\$19.00

18mm US\$24.00

D. ogea, Koto

4mm US\$5.00

6mm US\$7.30

9mm US\$11.00

12mm US\$14.50

15mm US\$16.80

18mm US\$22.30

Ceiba, Antiaris

4mm US\$4.60

6mm US\$6.55

9mm US\$10.00

12mm US\$13.20

15mm US\$16.80

18mm US\$20.50

Indonesian Plywood

Industrialists are optimistic that they can increase exports of secondary-processed plywood in 1996, but fear that a lack of raw materials may hinder further growth. Last year, secondary-processed plywood made up 14 % of the country's total plywood exports.

Overall prices for Indonesian plywood are now firmer.

Plywood (export, FOB)
MR, per Cu.m
Grade BB/CC

2.7mm US\$490

4.0-6.0mm US\$405

6mm and above US\$385-400

WBP,
Grade BB/CC

12-18mm US\$445

WBP Bonded panels for exterior use attract an additional 20% of the MR prices.

BB/BB Grade is 10% less of the B/BB price. The most popular sizes are 12mm, 4mm, and 18mm. Ceiba is still the most popular species.

Indonesia

Mirroring the pattern for export prices, domestic plywood prices are up.

Taiwan Province of China
Plywood per Cu.m

2.7mm x 4' x 8' US\$620

5.0mm x 4' x 8' US\$580

Domestic Plywood Prices
Ghana

Domestic plywood prices have risen and are up by around 10 percent.

Domestic MR plywood
(Jarkarta)
per Cu.m

9mm US\$475

12mm US\$425

15mm US\$410

18mm US\$370

Thailand

| | |
|---------------------|----------|
| Grade2/4 WBP | |
| Yang | per Cu.m |
| 4mm | US\$1200 |
| 6mm | US\$1314 |
| 10mm | US\$1097 |
| 15mm | US\$1097 |
| 20mm | US\$1063 |
| Grade AA WBP | |
| Teak | per Cu.m |
| 4mm | US\$2725 |
| 6mm | US\$2354 |
| 10mm | US\$1659 |
| 15mm | US\$1399 |
| 20mm | US\$1261 |
| Grade2/4 MR | |
| Yang | per Cu.m |
| 3.2mm | US\$1028 |
| 4mm | US\$943 |
| 6mm | US\$903 |
| 10mm | US\$878 |
| 15mm | US\$859 |
| 20mm | US\$867 |

| | |
|--------------------|----------|
| Grade AA MR | |
| Teak | per Cu.m |
| 4mm | US\$2057 |
| 6mm | US\$1897 |
| 10mm | US\$1371 |
| 15mm | US\$1216 |
| 20mm | US\$1124 |
| Grade A MR | |
| Rubberwood | per Cu.m |
| 6mm | US\$480 |
| 10mm | US\$370 |
| 15mm | US\$393 |

Furniture Parts and Components
Taiwan Province of China, Imports

| | |
|---|-------------|
| Import | per pc |
| Rubberwood Chair seats | US\$3.30 |
| Rubberwood unfinished Queen Anne Chairs (excluding soft seat) | US\$15-16 |
| Rubberwood Table-tops | per Cu.m |
| | US\$760-780 |

Other Panel Product Prices
Thailand

| | |
|---------------|----------|
| Particleboard | per Cu.m |
| 10mm | US\$309 |
| 12mm | US\$291 |
| 16mm | US\$261 |
| 19mm | US\$271 |
| MDF | per Cu.m |
| 6mm | US\$480 |
| 12mm | US\$468 |
| 16mm | US\$454 |
| 19mm | US\$469 |
| Blockboard | Per Cu.m |
| 15mm | US\$530 |
| 20mm | US\$507 |

Indonesia

| | |
|------------|-------------|
| Blockboard | Per Cu.m |
| | US\$325-335 |

Taiwan Province of China, Imports

The supply of MDF is dominated by suppliers from North America and New Zealand. However the Rubberwood MDF suppliers from Malaysia are beginning to penetrate the market of the Taiwan Province of China. For the particleboard market, intense competition is coming from suppliers from North America, Indonesia, Malaysia and Thailand.

| | |
|----------------------|-----------------|
| MDF (FOB) | <i>per Cu.m</i> |
| 3-4mm thick | US\$340-350 |
| 12-25mm x 6' x 8' | US\$275-290 |
| Particleboard | <i>per Cu.m</i> |
| 18mm (5' x 8') | US\$210 |

Malaysia

| | |
|----------------------------|-----------------|
| Particleboard (FOB) | <i>per Cu.m</i> |
| 6 mm & above | US\$180-200 |
| MDF (FOB) | <i>per Cu.m</i> |
| 6mm | US\$280 |

Prices of Added Value Products

Indonesia

| | |
|------------------------------|-----------------|
| Mouldings | |
| Ramin skirting | <i>per Cu.m</i> |
| (for the Italian market) | US\$900 |
| Crown using Pulai or Jeluton | |
| (for Japanese market) | US\$650-665 |

Malaysia

Prices for S4S Rubberwood to Japan have improved by about US\$10-15 per Cu.m.

| | |
|------------------------|-----------------|
| Mouldings (FOB) | <i>per Cu.m</i> |
| Kembang Semangkok | |
| S4S to Japan | US\$850 |
| Rubberwood | |
| S4S to Japan | US\$420-450 |

Rubberwood parts and components:

The Malaysian International Furniture Fair 1996 was held in Kuala Lumpur recently. The average annual increase in furniture exports is expected to be between 10 and 15 percent up to the year 2000. The export value of wooden and rattan furniture exceeded US\$790 million in 1995

Some 200 local companies participated in the show and more than 4000 foreign trade visitors visited the Fair. The

Malaysian Furniture Council, the organiser of the Fair, was confident that the Fair would result in business transactions worth US million, an increase over the US\$240 million last year.

| | |
|--|---------------------|
| Shaped chair seats (18-22mm 16"-18" squares) | |
| | US\$2.50-2.70per pc |
| Pedestal legs(6"-8" dia.) | US\$8-9per pc |
| Finger jointed | <i>per Cu.m</i> |
| Laminated boards | US\$760-800 |
| Top grade | US\$900 |
| Doors (FOB) | |
| Meranti (red) panel doors | |
| Grade A | US\$55per pc |
| Grade B | US\$50per pc |
| Grade C | US\$45per pc |

The dull UK housing sector and generally depressed Euro construction industry is having a negative effect on offers made by door manufacturers.

Furniture

| | |
|--|--------------------|
| Dining suite | |
| Solid rubberwood laminated top 3' x 5' | |
| with extension leaf and six hard seat chairs | |
| | US\$160-165per set |

Taiwan Province of China

Malaysia and Vietnam are the main suppliers of parts components (Rubberwood) to the furniture industry of the Taiwan Province of China, satisfying the demand for chair seats unfinished chairs.

| | |
|--|--------------------|
| Furniture | |
| Dining suite (FOB) | |
| Oak Veneered MDF tables and chairs (6 per set) | |
| | US\$280-295per set |

Freight Costs

Brazil

Sawnwood

Paranagua-Rotterdam

Container 20 ft. US\$1300

Container 40 ft. US\$2000

Paranagua-Baltimore

Container 20 ft. US\$1500

Container 40 ft. US\$1800

Bulk Sawnwood US\$66 per Cu.m
(Hardwoods over 750kg/Cu.m)

Plywood

Paranagua-UK

Palletised US\$42 per Cu.m

Significant reductions are possible on all rates.

Indonesia

40ft Container

Jakarta-Rotterdam US\$2,200

Jakarta-LA (west coast USA) US\$2,800

Jakarta-NY (east coast USA) US\$4,200

Ghana

Shipments to Saudi Arabi are steady but the poor demand in countries of the European Union are making cargo inducements very low.

Bundled Sawnwood

Ghana to Europe (Antwerp-Hamburg), US\$65 to US\$83 per Cu.m depending on quantity and the buyers' relation with the shipping lines.

Containers

Containerized sawnwood and other products from Ghana for N. European Ports

US\$2070 for a 20ft container

US\$3730 for a 40ft container

Taiwan Province of China

40ft. container

West Coast USA from Taiwan Province China US\$1950

East Coast USA from Taiwan Province China US\$ 2400

Malaysia

Bundled Sawnwood

Malaysia to Rotterdam US\$40-42 per Cu.m.

40 ft. container

Malaysia to West Coast USA at US\$2500

Malaysia to East Coast USA US\$3150

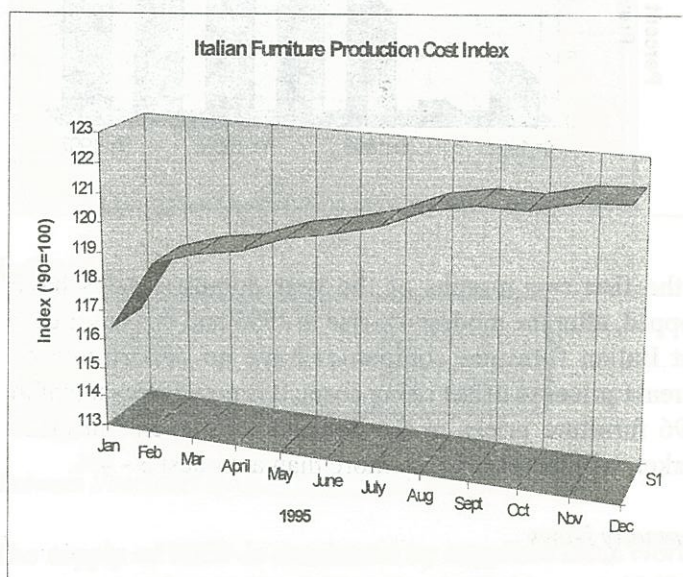
Port Klang / Ports in Taiwan Province China

USD 42 per Cu.m Bundled Sawnwood

Consumers Report

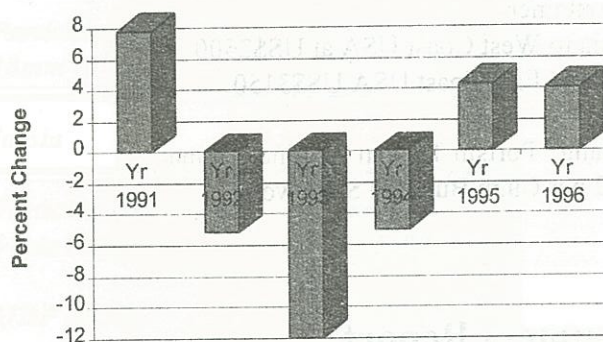
From Europe, An Update on Italy

The Italian market was featured in the very first issue of this report. Now, after 2 months, the same industrialists and manufacturers have been contacted to provide an update of prices and trends in the market. It will be seen from the prices below that all of the companies are indicating that they are maintaining the same price lists as two months ago.

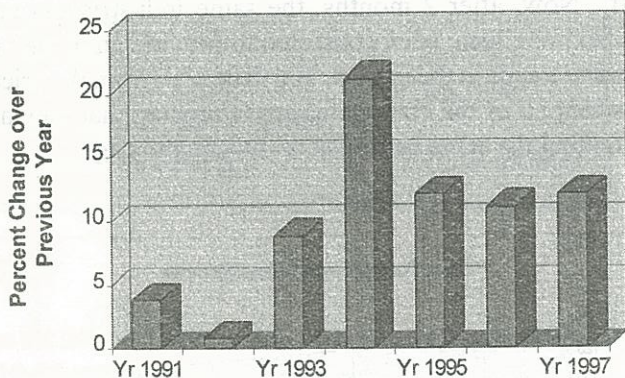


The trade is reporting a dull domestic market. Contrary to expectations the European market is showing no signs of recovery as yet. Some manufacturers have indicated that despite the sluggish market a modest price increase may be necessary next month.

Annual Changes in Apparent Furniture Consumption



Changes in Export Performance of the Italian Furniture Industry



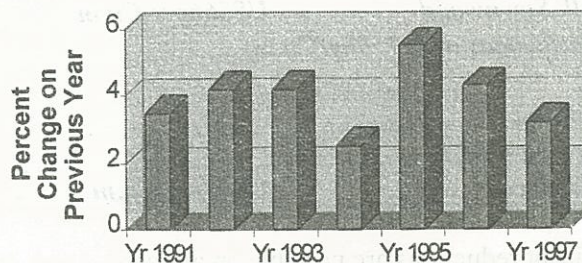
In the first two months of the year domestic sales have dropped, after the modest 4% rise in 1995 and this has meant that Italian furniture companies have no opportunity to increase prices to offset rising costs. It is now forecast that in 1996 furniture prices in the domestic and even European market, will increase by no more than a modest 3 - 4%.

Company News

The Italian group Arquati, a world leader in the frames sector, has acquired 100% of Mobilac, a furniture manufacturer located in Fornovo near Parma. In 1995 Mobilac, which produces wardrobes and bedroom furniture, achieved a turnover of 18 billion lira with a staff of 50.

With an optimistic eye to the future in its particular market segment, the furniture and furnishings retail chain Habitat will open its first 10 Italian shops before the end of May. Following a joint-venture with the Italian group Rinascente, Habitat (controlled by the Swedish furniture group Ikea) will manage 10 of the 28 outlets of the Croff retail chain. Habitat planned an investment of about 30 billion lira.

Changes in Production Costs in the Italian Furniture Industry



The Italian textile group, Stefanel, has started a restructuring policy to streamline the company's activities. The group has started trade discussions with the business bank Schroder in order to sell its stake in kitchen furniture company Veneta Cucine.

Wooden Windows

Upper Price,

Douglas Fir,

150x120cm Lira 826,000.

Medium Price

Douglas Fir,

150x120cm Lira 655,000.

Lowest Price

Pine,

150x120cm Lira 472,000.

Medium Price, Mahogany

150x120cm Lira 540,000.

Lowest Price, Mahogany

150x120cm Lira 367,000

Solid Wooden Doors

| | | |
|----------------------|------|-----------|
| Upper Price, | | |
| Mahogany, | Lira | 1,000,000 |
| Oak/Elm, | Lira | 896,000 |
| Medium Price, | | |
| Tanganika, | Lira | 577,000 |
| Mahogany | Lira | 700,000 |
| Lowest Price, | | |
| Tanganika, | Lira | 330,000 |
| Mahogany | Lira | 250,000 |

Wardrobe Doors

| | | |
|----------------------|------|-----------|
| Upper Price, | | |
| Walnut edge glued | | |
| 250x45cm | Lira | 1,018,000 |
| Medium price, | | |
| Walnut edge glued | | |
| 250x45 cm | Lira | 699,000 |
| Lowest Price, | | |
| Pine | | |
| 201x40cm | Lira | 357,000 |

Furniture and Components

| | | |
|-----------------------|------|---------|
| Kitchen Chairs | | |
| Medium Price, Beech, | Lira | 178,000 |
| Lowest Price, Pine, | Lira | 39,000 |
| Dining Chair | | |
| Upper Price, Walnut, | Lira | 675,000 |
| Medium Price, Walnut, | Lira | 435,000 |
| Lowest Price, Beech, | Lira | 186,000 |

Drawer Fronts (Office Furniture)

| | | |
|----------------------|------|-------|
| Upper Price, | | |
| Birch multilayer | | |
| 100x10cm | Lira | 2,150 |
| Medium Price, | | |
| Birch multilayer | | |
| 100x10cm | Lira | 1,800 |
| Lowest Price, | | |
| Birch multilayer | | |
| 100x10cm | Lira | 1,500 |

| | | |
|----------------------|------|-----------|
| Kitchen Table | | |
| Upper Price, | | |
| Walnut edge glued | | |
| 80x160cm | Lira | 3,242,000 |
| Medium Price, | | |
| Walnut edge glued | | |
| 80x160cm | Lira | 2,969,000 |
| Lowest Price, | | |
| Oak/Walnut | | |
| 80x120cm | Lira | 370,000 |
| Pine | | |
| 80x140cm | Lira | 299,000 |

Wooden Shelving

| | | |
|----------------------|------|---------|
| Upper Price, | | |
| Walnut edge glued | | |
| 100x24cm | Lira | 365,000 |
| Medium Price, | | |
| Walnut edge glued | | |
| 100x24cm | Lira | 230,000 |
| Lowest Price, | | |
| Walnut | | |
| 100x24cm | Lira | 100,000 |

| | | |
|----------------------|------|-----------|
| Dining Table | | |
| Upper Price, | | |
| Walnut edge glued | | |
| 90x180cm | Lira | 4,082,000 |
| Medium Price, | | |
| Walnut edge glued | | |
| 90x160cm | Lira | 2,890,000 |
| Lowest Price, | | |
| Beech Cherry Walnut | | |
| 90x180cm | Lira | 1,130,000 |

Moulding

| | | |
|----------------------|-------------|-----------|
| Medium Price, | | |
| Veneered Ramin, | | |
| Lira | 6,300-8,870 | per Lin.m |

Other News from Europe

The German company Schaerf AG, a prominent office furniture manufacturer, has raised its stake in Sitag Sitzmoebel to 100% (up from 51%). Sitag, which is located in Porta Westfalica, has a turnover of DM42 million, while Schaerf registered a turnover of DM282.9 million in the first six months of 1995.

In the UK the office furniture group Calderburn is to sell Cooper Dauphin, producer of wood-veneered office furniture. Senator International (office furniture) has agreed to pay GBpounds5.5 million for Cooper Dauphin's loss-making office furniture division. The purchase will allow Senator to lift its annual sales from GBpounds20 to 30 million.

In Germany the furniture retail group ASKO has reported that sales fell by 8.1% to DM2,134 billion in the year up to September 1995.

In more takeover news, this time in France, the investment fund Ciclad has taken over the majority stake (40%0 of the French manufacturer Gruther from British fund Schroders. In 1995 Gruhier's sales reached Ffr245 million, with a staff of 370.

In Germany, high quality and comparatively low cost PVC foil laminated MDF furniture doors, notably from Italy, are successfully penetrating the market. After showing good growth in recent years the solid wood segment of the furniture and door market appears to be succumbing to competition. A new player in this market is Eastern Europe and some of the bigger consumers in the US are taking advantage of this change in demand

The MDF market is still very price competitive. The demand for thin boards is currently very good and the thinner boards are to some extent replacing HFH boards

US Industry Report

Prices for US primary wood products, including engineered boards, continue the weak pattern shown in the first two months of the year and reflect the pattern apparent throughout 1995. Most prices have declined during the past 12 months. The erosion was most pronounced for engineered boards with the exception of plywood.

Rough Sawn Hardwood Lumber
Appalachian Red Oak
kiln dried, FAS

US\$1,483 per MBF

Dressed Hardwood Lumber
North American Species
Appalachian Oak
planed 2 sides

US\$ 1,552 per MBF

Lumber prices are holding up better than the engineered boards, but are also lower than 12 months ago. The processed products (with a higher value added) declined the least. For example, hardwood dimension stock prices fell by only 1.3%, while rough, unprocessed hardwood lumber fell by 4.4%.

Contrary to the price movements of US domestic wood products, importers are reporting that prices for imported woods continue an upward trend. This is seen as a direct result of the ever scarcer supply of high quality furniture woods, partially brought about by the accelerating moves towards sustainable forestry. Mahogany prices have increased by 8% over the past 12 months.

Hardwood Dimension Stock
Appalachian Red Oak Strips
random length, clear 1 face and 2 edges
6" to 16'10" 4'-5' US\$1,463 per MBF

Lumber, Genuine Mahogany
Bolivia, Brazil, Honduras
Select or Better Kiln dried
Dock side US West Coast

US\$2,720 per MBF

Lumber, Philippine Mahogany / Meranti
Kiln Dried, kiln dried
Dock side US West Coast

US\$2,345 per MBF

Plywood and Veneer

Prices for plywood are, currently, firm and have increased moderately in the past 12 months. However, the market is rather erratic, as seen from the recent wide price movements.

Hardwood Plywood

*Red Oak plywood, 5-ply, lumber core
cross bands of poplar or gum*

Both exterior layers of Red Oak

Furniture grade, rotary cut 4' x 8' 0.75" thick

US\$48.20 per Sheet

Veneer Red Oak, 1/45", flat stock,

Container loads/truck-loads

US\$0.09-0.13 per sq.ft.

Wood Mouldings

White Pine moulding, 3.625" wide,

1" stock, finger jointed length approx. 16'

US\$0.29 per linear foot

Wood Frames for Upholstered Chairs

Frame for lounge chair, 1" stock

nailed corner blocks

US\$45.00

Reconstituted Boards

As of early March 1996, MDF prices were 12% below prices of a year earlier, and particleboard prices were 7.7% lower. The reason for this decline is to be found in a growing over-capacity for these boards and with relatively low demand, due mainly to the lackluster housing and furniture markets.

Particleboard

Industrial grade board, 4' x 8' x 3/4"

South Central Region

US\$280 per 1000 sq.ft

Medium Density Fibreboard

Industrial grade board, 4' x 8' x 3/4"

US\$396 per 1000 sq.ft

Wooden Furniture

Prices for finished and semifinished wood products increased moderately in the first two months of 1996 which mirror a trend seen last year. The strongest price increases occurred for office desks (4.8%), and dining room tables (4.1%). These products have a relatively high component of exotic woods, and the price rises are partially the result of higher wood prices.

Wood products manufactured from North American as opposed to imported woods also witnessed some price advances. This, coupled with falling raw material prices, suggests that many manufacturers in the secondary wood products industry were able to improve their operating margins.

Millwork

In the wood mouldings industry prices have declined by 7.8% during the past 12 months. This is due to the slow housing market, the primary consumer of these products. Window and door producers, who also cater to house builders, were somewhat shielded from the market weakness due to a fairly strong demand from the remodeling and renovation trade.

Wood Window Units

*Wood sliding window Double glassed,
Upper/lower sash can be tilted. 32" x 54"*

US\$80.00

Wood Doors

*Interior door solid wood Raised colonial panels
without frame and hinges. 2'8" x 6'8" x 1.75"*

US\$59.00

Dining Room Table

*18th century, French oval dining room table
extendible, with casters*

Mahogany veneer on particleboard 64" x 44"

two 15" leaves, extends to 94", Ht. 30"

Apron to floor 26.5"

US\$605.00

Dining Room Chair

18th century French Mallard chair Solid Maple

21" x 22", Ht. 44.5" Seat 21" x 17.75, Ht. 18"

US\$186.00

Bookcase for the Living Room

18th century traditional styled bookcase

Sheraton accents.

Base 2 doors one adjustable shelf behind doors

Top cabinet deck 3 adjustable wood shelves.

Maple solids and select cherry veneer

Hand-rubbed cherry finish.

50.25" x 16.5", Ht.88.5"

US\$765.00

Dresser used in the Bedroom

18th century French Elm Bluff 9 drawers.

Mahogany veneer on particleboard.

64" x 19", Ht.36"

US\$470.00

Headboard for Bed

18th century French Fairhope headboard

Mahogany veneer on particleboard.

Width 43", Ht.60.6"

US\$264.00

Desks for use in the Office

Conference desk 5 drawers

Mahogany veneer on particleboard.

72" x 36", Ht.29"

US\$885.00

Abbreviations

| | |
|-------|---|
| LM | Loyale Merchant, a grade of log parcel |
| FOB | Free-on-Board |
| SSQ | Select Sawmill Quality |
| AD | Air Dry |
| | Boule A Log Sawn Through and Through the boards from one log are bundled together |
| BB/CC | Grade B faced and Grade C backed Plywood |
| MBF | 1000 Board Feet |
| Sq.Ft | Square Foot |
| FFR | French Franc |

| | |
|-------|---------------------------------|
| Cu.m | Cubic Metre |
| SQ | Sawmill Quality |
| KD | Kiln Dry |
| FAS | Sawnwood Grade First and Second |
| WBP | Water and Boil Proof |
| MR | Moisture Resistant |
| pc | per piece |
| BF | Board Foot |
| MDF | Medium Density Fibreboard |
| OSB | Oriented Strand Board |
| F.CFA | CFA Franc |