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Mexico

Solid Wood Products

Annual

2007

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Report Highlights:
The Mexican market for imported forest products is expanding due to the growth of the furniture and interior decoration manufacturing industry, the growing use of wood products in the flooring industry, the increasing use of wood in the construction industry, and the rapid growth of manufacturing of wood pallets for shipping and handling.

Includes PSD Changes: No
Includes Trade Matrix: No
Annual Report
Mexico City ATO [MX2]
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SUMMARY

MEXICO IMPORTS ROUGHLY HALF OF ITS SOLID WOOD PRODUCT NEEDS. MEXICAN DEMAND FOR LUMBER IS DRIVEN BY THE CONSTRUCTION INDUSTRY WITH WINDOWS, DOORS, PLYWOOD, POLES AND POSTS AMONG THE BEST PROSPECTS. INTERIOR DECORATION, FLOORING, FURNITURE AND ACCESSORIES ALSO PRESENT LARGE AND GROWING MARKETS. THE UNITED STATES HAS 43 PERCENT OF THE IMPORT MARKET, FOLLOWED BY CHILE, INDONESIA, CANADA AND BRAZIL.

PRODUCTION

FOREST SITUATION & OUTLOOK

Mexico's total forest area is estimated at 141.7 million hectares, of which 56.8 million hectares are protected and 21.6 million hectares are used for commercial purposes. Forest area is concentrated in the mountainous areas of the States of Chihuahua and Durango in northern Mexico and in Michoacan State on the Pacific coast.

The total standing inventory of commercial forests is 2.8 billion cubic meters, of which 1.8 billion cubic meters is in temperate forests and 1 billion cubic meters is in tropical forests (Source: SEMARNAT). The average productivity in temperate forests is 1.2 cubic meters per hectare per year, and in tropical forests is 0.5 cubic meters per hectare per year. The most commercially viable species are: softwood pine -82.5 percent; tropical species -4.1 percent; oak and fir -11.7 percent; and other softwood species -1.7 percent. The distribution of standing volume, by the state and variety, is as follows:

Mexican Forest Production by State

State	Production
Softwood	
Durango	25 percent
Chihuahua	24 percent
Michoacan	16 percent
Jalisco	8 percent
Guerrero	4 percent
Temperate Hardwood	
Michoacan	30 percent
Durango	20 percent
Chihuahua	16 percent
Jalisco	5 percent
Tropical Hardwood	
Chiapas	30 percent
Veracruz	25 percent
Quintana Roo	22 percent
Tabasco	4 percent
Oaxaca	4 percent

Forest information and statistics are not up-to-date, as they are based on National Forest Inventory of 2001 SEMARNAT publication National Inventory for 2000-2001. SEMARNAT officials estimated that the next National Forest Inventory would be published in 2005, but it is still in process. Actual figures and statistical information were obtained from the Insituto Nacional de Geografia, Estadistica e Informatica (INEGI), National Chamber for the Forest Industry, National Forest Commission, National Forest Council, Economy Ministry, National Chamber of the Wood Industry, as well as interviews with major manufacturers, importers and distributors.

THE BREAK DOWN OF OWNERSHIP-FORESTED AREA IS: COMMUNITIES (EJIDOS) 70.8 PERCENT, SMALL OWNERS -15.1 PERCENT AND THE GOVERNMENT - 14.1 PERCENT.

The current annual harvest allowed by law is 2.8 million cubic meters. There is no reliable information available on illegal cutting, contraband, and rural self-consumption of wood as fuel. Mexico maintains a ban on the export of coniferous sawn wood in the rough since this type of wood is cut illegally and channeled irregularly to the manufacturing of moldings and sidings. The Mexican Secretariat for the Environment and Natural Resources (SEMARNAT) estimates that 45 percent of production is part of sustainable forest management programs (see MX6089 for a discussion of forest management programs).

SOLID WOOD PRODUCTS SITUATION & OUTLOOK

Annual wood production in Mexico has not significantly increased over the past three years due to the poor development of the forestry industry. Domestic production of forest products averages 7.0 million cubic meters annually, some of which is harvested illegally. Structural bottlenecks, limited funding, and obsolete methods limit the expansion of domestic productions. Softwoods continue to dominate the Mexican forest products market. Furniture, flooring and paneling manufacturers in Mexico primarily use softwood for their products. Production of tropical varieties is the least developed wood production in Mexico.

Use of Domestic Forest Products

PRODUCT	PERCENTAGE
LUMBER	73
CELLULOSE AND PAPER	15
PLYWOOD	4
POLES, PILES AND POSTS	3
FUEL AND CHARCOAL	5

Source: Industry Estimates

Major markets for wood products in Mexico are the furniture manufacturing sector, the construction sector which consumes large quantities of wood for concrete forming purposes, and the interior decoration sector, with a large number of manufacturers and traders of flooring, paneling and molding. The majority of houses in Mexico are built with concrete, the traditional building material in Mexico so demand for cut lumber is not comparable to U.S. demand as compared with the overall size of the market.

The number of foreign companies entering the Mexican market has increased, thanks to the low cost of the labor force, access to raw materials at good price and superior product quality. NAFTA and other trade agreements that Mexico has signed with multiple countries and changes in investment regulations has increased the amount of foreign investment in the wood processing sector during the last years. The following table shows the distribution of investments:

Foreign Investment in the Wood Processing Sector by Country

COUNTRY	NUMBER OF COMPANIES	PARTICIPATION

		PERCENT
UNITED STATES	166	74.4
SPAIN	13	5.8
ITALY	8	3.6
CANADA	6	2.7
FRANCE	4	1.8
TOTAL	223	100.0

TRADE

OVERVIEW & OUTLOOK

The Mexican market for imported wood and forest products is expanding due to the growth of the furniture and interior decoration manufacturing industry, the growing use of wood products in the flooring industry, the increasing use of wood in the construction industry, and the rapid growth of manufacturing of wood pallets for shipping and handling. Although wood imports from Asia, Canada and Brazil are growing, U.S. products continue leading imports to Mexico, and market receptivity is rated very high.

Currently, Mexico imports roughly half of its commercial wood product needs.

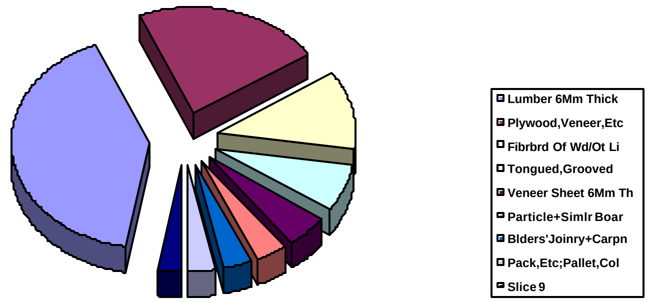
Mexican Wood Products Market

	MILLION DOLLARS		
	2005	2006	2007 *
IMPORTS	637	684	710
LOCAL PRODUCTION	595	598	601
EXPORTS	188	232	206
TOTAL MARKET	1,044	1,050	1,105
IMPORTS FROM US	280	287	303
EXCHANGE RATES	10.90	11.05	11.20

SOURCE: WORLD TRADE ATLAS
*ESTIMATED

CUT LUMBER IMPORTS LEAD THE DEMAND FOR IMPORTED WOOD PRODUCTS, WITH A LARGE NUMBER OF MANUFACTURERS AND TRADERS OF FLOORING, PANELING AND MOLDING, FOLLOWED BY PLYWOOD THAT DOES HAVE HIGH DEMAND BY THE CONSTRUCTION SECTOR WHICH CONSUMES LARGE QUANTITIES OF WOOD FOR CONCRETE FORMING PURPOSES. OF IMPORTANCE ARE THE IMPORTS OF FIBERBOARD AND VENEER SHEET DEMANDED BY THE FURNITURE MANUFACTURING SECTOR, AND THE INTERIOR DECORATION SECTOR.

Mexican Imports of Solid Wood Products in 2006



Trade Policy

On September 14, 2000, Mexico's Treasury Secretariat announced in the Diario Oficial (Federal Register) the implementation of a Customs Cash Account system. Wood products are included on the list of agricultural products subject to this Customs Cash Account system (HS classification 4412.13.01, 4412.13.99, 4412.19.02 and 4412.22.01).

This system requires importers to deposit in an account 100 percent of duties assessed on the difference between the actual invoice value and the value of the shipment based on a predetermined reference price. The reference price system is designed to control under invoicing tropical hardwood plywood and softwood plywood imports. Exporters can comply with the phyto-sanitary requirements for green lumber exported to Mexico by having the Mexican authorities fumigate the load at the border at minimal cost.

Import Duties Assessed on Some Building Materials:

HS Code	Item	NAFTA* Import Duties	Non NAFTA Import Duties (ad valorem)
7610.1001	Aluminum doors and windows	0	20
4407.1001	Composite wood	0	10
4418.3001	Parquet panels	0	20
4418.2001	Wood windows and frames	0	20
4418.1001	Wood doors	0	20

* NAFTA Import Duties were eliminated on January 1, 2003.

Certificate of Origin. Products qualifying as North American under NAFTA must use the NAFTA Certificate of Origin to receive NAFTA beneficial treatment. This certificate may be issued by the exporter or freight forwarder and does not have to be validated or formalized. Only North American products, as defined by the rules of origin, are eligible for preferential tariff treatment. In general, 51 percent or more NAFTA content by value is required to receive a NAFTA Certificate of Origin.

Import Duties and Taxes. The participation of a customs broker is suggested when the exporter is not familiar with Mexican standards and customs processing procedures.

A 15 percent Value Added Tax (IVA) is assessed on the cumulative value consisting of the U.S. plant value (invoice) of the product (s), plus the inland U.S. freight, export packing. The importer will pay other IVA fees for such services as the inland Mexico freight and warehousing. The IVA tax is only 10 percent for border area destinations. The IVA is recovered at the point of sale. The following example shows the difference in import costs for a NAFTA firm versus a non-NAFTA company. The example also shows the effect of the 15 percent VAT on the final import price versus a non-NAFTA manufacturer's price.

Value Added Tax on Imported vs. Domestic Goods

	Non- NAFTA Imported Product	NAFTA Imported Product	Domestic Product
Invoice Value	$100.00	$100.00	$100.00
Ad Valorem Duty	$ 15.00	$ 0.00	$ 0.00
Customs Processing Fee 0.8percent	$ 0.80	$ 0.00	$ 0.00
Value Added Tax 15percent	$ 17.37	$ 15.00	$ 15.00
TOTAL	$133.17	$115.00	$115.00

Competition

The United States has the largest share of the Mexican import market for forest products followed by Chile, Indonesia, Canada and Brazil. In 2006, the United States sold 43 percent of all wood and wood products exported to Mexico. Domestic lumber production remains a strong competitor to wood products imported from the United States because it is relatively less expensive due to lower shipping costs and quality. Chile, Indonesia, Brazil and Canada continue to aggressively penetrate the Mexican softwood, tropical hardwood and plywood market by offering low-priced products. As a result, their exports have increased during the last three years by almost 10 percent. Last year import market share percentage for the major competitors were Canada 15 percent, Indonesia 12 percent, Chile 11 percent, Brazil 10 percent, and other countries 9 percent.

THE U.S. INDUSTRY SHOULD CONTINUE DISSEMINATION INFORMATION ON APPLICATIONS OF TEMPERATE HARDWOOD AND SOFTWOOD PRODUCTS. ACTIVITIES SUCH AS SEMINARS THAT TARGET POTENTIAL MEXICAN USERS OF U.S. TEMPERATE HARDWOOD PRODUCTS COULD EXPAND THE MARKET FOR U.S. FOREST PRODUCTS.

MARKET SEGMENT ANALYSIS

CONSTRUCTION SECTOR

MARKETING

Mexico projects a GDP growth of 3.2 percent for 2007. The construction sector has experienced a four percent annual increase during the last five years. However, there is a deficit of 4.2 million homes, and it is estimated that by the year 2010 Mexico will have 30 million households, reflecting an average annual demand for 730,000 new houses. Based on this figure, the Mexican Government has targeted to finance 750,000 loans in 2006 (to purchase new and renewed houses) that increase the need for construction materials.

According to the Mexican Chamber of the Construction Industry, 720,000 new homes were built in the year 2006. Major housing construction companies are planning to build over 1 million new, low-end and middle-income homes during 2005-2007. (Source: Mexican Chamber of the Construction Industry).

Though houses in Mexico are generally built with masonry/concrete materials, Mexican consumers are beginning to appreciate the advantages of U.S. timber frame construction materials, such as the reduced construction times and improved energy efficiency.

Several agencies and development banks from the U.S. and other countries have been working with Mexican government agencies, granting credit lines to implement major housing projects in large urban centers of the country.

POLICY

There are no barriers to the importation of wood products for the construction industry, if they comply with Certificate of Origin to receive the benefits of NAFTA, and follow the SEMARNAT sanitary import requirements. However, large-scale wood frame housing construction is still limited because of the resistance from end-users, banks, insurance companies and developers.

TRADE

Distribution of wood products is usually through local representatives of U.S. firms. Representatives target major distributors or directly to construction companies. In addition to traditional commercial channels, contacts in the public construction sector are essential, considering its large demand for wood. Local representatives of foreign firms prefer to have exclusivity from manufacturers to protect against lower prices offered to other importers and distributors. They like to work with service-oriented foreign firms, and to receive information from manufacturers when new equipment is available. It is very important that pricing be maintained in accordance with established agreements. This is especially true if the representative is participating on behalf of the manufacturer with a construction company in a public tender with government housing agencies (INFONAVIT, FOVISSSTE, FOVI, FONHAPO) or with a large private sector developer. Representatives must maintain good communication with executives of large construction companies, housing developers and government housing agencies, and must provide timely delivery. Major local manufacturers and distributors usually have showrooms in major cities and provide delivery service.

Companies that have successfully entered the Mexican market typically have a representative to sell their products to the major distributors and construction companies. In addition, it is important that manufacturers register as building materials suppliers with Mexican government agencies, such as, INFONAVIT, FOVISSSTE, FONHAPO, PEMEX, CEF, and State housing agencies, as well as with the major chambers and associations related to the industry.

Exporters may consider opening direct distribution offices with after-sales service. Meeting Mexican sales terms and conditions is a must. It is advisable that initial sales be made through letter of credit or secure pre-payment.

THE MAJOR USE OF WOOD PRODUCTS IN THE CONSTRUCTION AREA IS FOR CONCRETE FORMING. EXPORTS OF MOST U.S. WOOD PRODUCTS TO MEXICO WERE NOT STRONG IN PAST YEARS AND HAD A SLOW GROWTH UNTIL THE CONSTRUCTION INDUSTRY MADE A DRAMATIC JUMP IN SALES FROM 2003. HOWEVER, EXPORTS OF DOORS, WINDOWS AND FRAMES INCREASED IN 2006. EXPORTS OF WOOD MOLDINGS IN 2006 WERE $9.0 MILLION.

Transportation and distribution of housing building materials coming from the U.S. is usually done by truck, rail or ship. Building materials from Europe or Asia come by ship and then by truck. Air cargo is customarily used for small, high-value orders only.

FURNITURE & INTERIORS SECTOR

MARKETING

Mexico's furniture, molding, and flooring sectors continue to be prime candidates for U.S. raw material imports. Flooring exports to Mexico have dropped during the last two years, the result of a growing trend toward domestic production.

The furniture manufacturing areas in Mexico are located in Mexico City, Guadalajara, Monterrey, and San Luis Potosi. The U.S. varieties most commonly used for solid hardwood furniture are red oak, white oak, hard maple, poplar and ash. Mahogany remains the main competitor for U.S. hardwoods in furniture production. Currently, furniture manufacturer's use 50 percent imported lumber (primarily oak) with the remainder sourced from domestic tropical varieties and domestic softwoods.

In addition, assembly plants (Maquiladoras) located primarily along the U.S.-Mexico border import wood for the manufacture of most of the furniture destined for export markets, including structural woods, bathroom furniture and T.V. cabinets, among other products. The main concern among the assembly plants is the high price of U.S. wood sold by distributors. In order to avoid the mark-up, these companies often import U.S. lumber directly. Mexico exported over $500 million worth of wood and wood frame furniture to the United States in 2006. While U.S. imports from Mexico registered an increase of only 15 percent since 2002, U.S. imports from China, the largest supplier, grew 120 percent.

According to information from the National Furniture Council, there were 784 wood furniture manufacturers operating in Mexico in 2005, of which 88.3 percent were small businesses, 10.3 percent were medium, and 1.4 percent large. Nationwide total labor force was over 103,000 workers.

TRADE

Best prospects for the industry are the following: windows and their frames, doors (inside and outside) and their frames, laminated floors, wood sheet (thickness range between 6 mm to 12 mm), plywood, wood products for kitchen, bedroom and office, and wood products for carpentry, poles, piles, and posts. Several promotional opportunities are available during the year to promote products in the country's major distribution centers. See contact links at the end of report.

MANY MEXICAN IMPORTERS ARE NOT ABLE TO IMPORT U.S. HARDWOODS IN LARGE QUANTITIES BECAUSE OF INSUFFICIENT CASH FLOW AND CREDIT SOURCES. SMALL ORDERS (ONE TRUCKLOAD OR LESS) MAKE IT DIFFICULT FOR THE U.S. EXPORTER TO SHIP IN A COST EFFICIENT AND TO SELL PRODUCTS AT A COMPETITIVE PRICE.

Best Sales Prospects by HS Code

Harmonized System Code	PRODUCT DESCRIPTION
6910.10	BATHROOM AND KITCHEN FIXTURES
4418.1001	WINDOWS AND THEIR FRAMES OF WOOD
4418.2001	DOORS AND THEIR FRAMES OF
4418.3001	PARQUET PANELS OF WOOD
4407.1002	SAW WOOD
4407.1001	FLAT SHEET OR BEAMS MADE FROM CONIFEROUS

4416.0003	PARQUET AND STAVE FOR FLOORING
4407.1001	CONIFEROUS FLAT SHEET FROM 6MM TO 12MM WIDE
9403.4001	WOOD FURNITURE FOR KITCHENS
9403.5001	WOOD FURNITURE FOR BEDROOMS
9403.3001	WOOD FURNITURE FOR OFFICES
4418.9099	WOOD PRODUCTS FOR CARPENTRY AND CONSTRUCTION

Sources: Statistical information from INEGI, Mexican Chamber for the Construction Industry (CMIC), Economy Secretariat, BANCOMEXT, National Chamber for the Forest Industry, National Forest Commission, National Forest Council, and interviews with major manufacturers, importers and distributors.

OTHER NICHE MARKETS

MATERIAL HANDLING INDUSTRY

In 2006 sales of other products such as fiberboard, wood pallets and cases, and structural wood increased 25 to 40 percent. An increasing segment of the Mexican manufacturing industry uses pallets and containers for handling and shipping. Supermarkets and large distribution centers, like the central markets and the agricultural sector, constitute an attractive market for U.S. wood handling material exporters. Manufacturers who export their products buy solely on price and care little about the quality. This segment is supplied by the domestic softwood lumber industry. Currently, there is a small market segment of the export industry utilizing these “non-returnable” pallets and crates, which are manufactured with a cover of either plywood or OSB. In contrast, exporters of higher value priced products, such as electronic components, chemical compounds and automotive parts tend to ensure the quality and safety of their exports by using good quality and resistant packing material. This market segment is likely to expand and become a niche for U.S. suppliers.

Wood based structural plywood and OSB may find a promising market for the segment of the Mexican industry that is investing in captive handling systems. Examples of a captive handling system are reusable pallets or agricultural bins.

U.S. exporters already sell reusable panel-decked pallets in the industrial market. The volume of structural panel-decked plywood and OSB panels imported into Mexico is growing. Plastic pallets and plastic containers represent only an estimated 10 percent of the cargo handling equipment as compared to wood manufactured material. Plastic material is used less frequently in captive handling systems than wood products because it is more expensive and cannot be repaired. There are significant market opportunities for exports of U.S. wood because of the flexibility of the custom-made pallet design to handle any kind of product. The manufacturing of fiberboard and particleboard in Mexico is one or two generations behind other countries. There is a great opportunity for U.S. wood board manufacturers in supplying this market sector.

Wooden pallets (classified under HTS Tariff Number 4415.20.01) are subject to a zero import duty; Mexico subjects these goods to sanitary regulations, such as the NOM-144-SEMARNAT-2004, a sanitary standard regulation for the import of used pallets, crates and other wood packing material. Exporters can comply with the phytosanitary requirements for wood pallets exported to Mexico by having the Mexican authorities fumigate the load at the border at minimal cost.

Although considerable inroads have been achieved by the U.S. structural wood panel industry over the last few years, a large part of this market remains untapped. The maquiladora industry has turned Tijuana and Ciudad Juarez into important centers of assembling electronic appliances, such as televisions and computers.

Textiles, agriculture, chemical and other processed and non-processed product sectors all require heavy-duty packaging materials for their exports. This market presents a good opportunity for U.S. exports of structural plywood and OSB. Because of its low price, OSB has an advantage in the manufacturing of non returnable pallets and crates. The primary area of consumption for these products continues to be along the border. Areas that are further away from the border tend to have higher prices for U.S. products due to the high cost of domestic freight. The main constraints for market growth are the lack of familiarity with the panel life cycle-cost, and the habit of disposing of them. Captive handling systems provide a good market for suppliers of wood based structural plywood such as reusable pallets or agricultural bins.

ADDITIONAL STATISTICAL TABLES

MEXICO'S IMPORTS FROM WORLD VS. THE UNITED STATES

4407 Lumber > 6Mm Thick

Millions of US Dollars

Rank	Country	-	Jan-Dec 2004	Jan-Dec 2005	Jan-Dec 2006
0	-- World --	-	428.959	514.433	541.510
1	United States	-	203.036	231.614	255.836
2	Chile	-	127.506	175.010	173.218
3	Peru	-	32.955	39.239	42.927
4	Canada	-	29.784	35.668	40.840
5	Brazil	-	16.310	17.320	12.382

Source: World Trade Atlas

4408 Veneer Sheet<6Mm Thick

Millions of US Dollars

Rank	Country	-	Jan-Dec 2004	Jan-Dec 2005	Jan-Dec 2006	
0	-- World --	-	53.832	54.718	64.425	
1	United States	-	28.960	25.362	29.480	
2	China	-		9.022	10.185	14.640
3	Spain	-	3.180	3.305	4.859	
4	Chile	-	3.360	3.944	4.446	
5	Canada	-	3.364	3.452	3.537	
6	Indonesia	-	1.145	0.450	2.089	
7	Brazil	-	1.370	3.657	1.256	

Source: World Trade Atlas

4409 Tongued, Grooved

Millions of US Dollars

Rank	Country	-	Jan-Dec 2004	Jan-Dec 2005	Jan-Dec 2006
0	-- World --	-	72.164	78.989	94.930

1	United States	-	48.776	49.640	60.481
2	China	-	8.341	9.711	12.308
3	Brazil	-	7.006	8.196	7.863
4	Germany	-	1.018	3.246	4.256
5	Chile	-	1.398	2.590	3.683
6	Canada	-	0.724	2.034	2.095

Source: World Trade Atlas

4410 Particle + Similar Board

Millions of US Dollars

Rank	Country	-	Jan-Dec 2004	Jan-Dec 2005	Jan-Dec 2006
0	-- World --	-	59.289	48.683	49.636
1	United States	-	44.638	36.779	38.823
2	Canada	-	3.966	4.166	7.839
3	Chile	-	3.520	3.067	0.879
4	Spain	-	0.833	0.933	0.802
5	China	-	0.353	0.259	0.557
6	Italy	-	0.276	0.418	0.429
7	Venezuela	-	0.339	0.448	0.056
8	Costa Rica	-	0.016	0.037	0.048
9	Brazil	-	3.683	1.602	0.043

4411 Fiberboard of Wd/Ot Lign

Millions of US Dollars

Rank	Country	-	Jan-Dec 2004	Jan-Dec 2005	Jan-Dec 2006
0	-- World --	-	127.320	138.971	160.191
1	United States	-	57.711	55.897	60.755
2	Chile	-	24.816	34.179	35.430
3	Austria	-	8.243	11.069	11.777
4	Venezuela	-	9.503	3.843	9.752
5	Germany	-	7.689	8.498	9.466
6	Canada	-	1.815	4.767	6.785
7	Switzerland	-	2.701	4.525	4.676
8	Belgium	-	4.508	5.594	4.499
9	Argentina	-	0.442	1.717	4.197
10	China	-	0.440	1.007	4.098

Source: World Trade Atlas

4412 Plywood, Veneer, Etc

Millions of US Dollars

Rank	Country	-	Jan-Dec 2004	Jan-Dec 2005	Jan-Dec 2006
0	-- World --	-	242.393	272.446	292.083

1	Chile	-	38.471	56.991	78.756
2	United States	-	53.870	52.802	51.354
3	Malaysia	-	53.758	41.466	47.377
4	China	-	25.485	34.422	37.114
5	Peru	-	15.057	22.854	20.971
6	Indonesia	-	17.674	18.545	13.151
7	Brazil	-	22.303	24.155	12.224
8	Ecuador	-	6.379	10.531	10.181
9	Canada	-	1.316	1.838	4.979

Source: World Trade Atlas

4413 Densified Blk / Plt / Str / Pr

Millions of US Dollars

Rank	Country	-	Jan-Dec 2004	Jan-Dec 2005	Jan-Dec 2006
0	-- World --	-	4.021	3.751	5.155
1	United States	-	2.921	2.359	2.497
2	Germany	-	0.345	0.820	1.370
3	Canada	-	0.363	0.118	0.545
4	China	-	0.064	0.206	0.266
5	Brazil	-	0.048	0.111	0.182
6	Spain	-	0.130	0.018	0.149

Source: World Trade Atlas

4415 Pack, Etc; Pallet, Collr

Millions of US Dollars

Rank	Country	-	Jan-Dec 2004	Jan-Dec 2005	Jan-Dec 2006
0	-- World --	-	35.032	43.277	41.555
1	United States	-	22.027	22.023	20.698
2	Chile	-	9.069	14.886	13.477
3	Canada	-	1.368	2.415	3.145
4	Sweden	-	0.492	1.342	1.390
5	Germany	-	0.719	0.464	0.977
6	Spain	-	0.380	0.377	0.854

Source: World Trade Atlas

4418 Builders' Joinery + Carpntr

Millions of US Dollars

Rank	Country	-	Jan-Dec 2004	Jan-Dec 2005	Jan-Dec 2006
0	-- World --	-	31.727	39.010	45.237
1	United States	-	16.263	18.761	22.021
2	Germany	-	4.059	5.789	4.551
3	Canada	-	2.746	2.499	2.773
4	Brazil	-	2.210	3.154	2.444

5	China	-		0.627	1.483	2.293
6	Indonesia	-	0.342	1.021	1.895	
7	Spain	-	1.163	1.544	1.764	
8	Chile	-	0.854	1.337	1.641	

Source: World Trade Atlas

Other Relevant Reports:

MX6089 2006 Solid Wood Annual Report

MX6032 Solid Wood Marketing Bi-Annual

MX5502 Rules Wood Packaging Material

MX5051 Safeguard Investigation on Plywood

Contacts and Other Useful Web Links:

American Forest & Paper Association

American Hardwood Export Council

www.semarnat.gob.mx
Normas Oficiales Mexicanas, Mexican Sanitary Regulations.
http://www.cmic.org/
Construction Industry Chamber

Expo CIHAC
International Building & Housing Exhibition
October 16-20, 2007 Mexico City
One of the largest showrooms in Mexico for the construction and interior design industry.

http://www.promueble.com.mx/2008/ingles.html
Expo Promueble - January 23-26, 2008 Mexico City
International exhibition of machinery, woodworking and supplies for the furniture, wood and forestry industry.

http://www.apicyf.com/menu_esp.html
Decorarq - February 7-9, 2008
Held in Mexico City at the WTC, this is an exhibition hall within the ?Espacios de la COnstrucción? trade show. This exhibition targets architects and specifiers.

http://www.tradex.com.mx/Habitat-06/index.html
Expo Habitat - May 17-25, 2008 Mexico City
HABITAT EXPO is the only event dedicated to consolidating and strengthening the products and services of architecture, interiorism and industrial design to promote the high quality of different living spaces.

http://www.deconarq.com/english/
Deconarq - May 21-23, 2008 Cancun, QR

DECONARQ CANCUN HAS POSITIONED ITSELF AS THE EVENT THAT DELIVERS THE BEST RESULTS FOR BUYERS AND SELLERS IN CONSTRUCTION, ARCHITECTURE AND DESIGN, BRINGING TOGETHER THE MOST COMPLETE OFFERING OF CONSTRUCTION MATERIALS AND SERVICES WITH HIGH QUALITY VISITORS WHO COME TO DO BUSINESS. THIS IS THE PRIME EVENT FOR PRODUCTS AND SERVICES TO ESTABLISH THEIR BRANDS IN CANCUN, THE RIVIERA MAYA AND THE EXTENSIVE ZONE OF INFLUENCE IN CENTRAL AMERICA AND THE CARIBBEAN.

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