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Netherlands

Forest Products

Forest Products Report 1998

1998

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Report Highlights:

U.S. forest product exports to the Netherlands fell 33% to \$ 57.7 in 1998. The decline is partly attributable to increasing competition from Eastern European countries (for oak) and Finland (for softwood plywood).

Includes PSD changes: Yes

Includes Trade Matrix: Yes

Annual Report

The Hague [NL1], NL

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Executive Summary

One of the least wooded areas in Europe, the Netherlands must import 92 percent of its forest product needs. In 1997, Dutch forest product imports reached U.S. \$ 1.2 billion, an increase of 18 percent over the preceding year. In the first half of 1998 these imports decreased by almost 14 percent. A slackening international economy is likely to hamper Dutch forest product imports in 1999 as well.

The U.S. is a major exporter of oak, other tempered hardwoods, and softwood plywood to the Netherlands. The value of U.S. forest product exports to the Netherlands amounted to US \$ 57.7 million in 1998, down from US \$ 86 million in 1997. The decline is partly due to increasing competition from East European countries for oak as well as increasing competition from Finland for softwood plywood. European produced osb and mdf also competes with U.S. softwood plywood. Higher U.S. softwood plywood prices due to a booming domestic demand also contributed to the decline in exports.

While production in the Dutch housing construction sector is expected to decrease over the next few years, a continued expansion in the utility construction and infrastructure sectors is expected to compensate for that loss.

Although Dutch furniture production was stable in 1997, production jumped 7.3 percent during the first half of 1998.

The Dutch economy peaked in 1998, with a 4% growth in GDP led by strong consumer spending, sharply falling unemployment, and modest inflation. Capital gains on equities and real estate were among the major driving forces behind a consumer spending boom in 1998. However, the tide seems to have turned, as industrial output and economic growth indicators are clearly in decline. Slack world demand is forecast to dampen business investment, and cause export growth to decelerate. The Dutch economy is expected to slow to 2 percent GDP growth in 1999.

Production

Forest Situation/Outlook

The Netherlands is one of the least wooded areas in Europe. It has about 335,000 hectares of forest which is equivalent to 10 percent of land area. This compares to 29 percent in Germany, 25 percent in France and 20 percent in Belgium. The Dutch Government implemented a Forest Policy Plan in 1994 which aims at an annual increase of 3,000 hectares of forest land to a total of 75,000 hectares by the year 2020. So far, intentions are far behind planting. Between 1995 and 1997, only 1,600 hectares of forest were planted.

The Forest Policy Plan, which set out the Dutch Government's forestry goals for 1994 through 2020, emphasizes sustainable development of the existing forest by improving the quality of the soil, air and water. The Dutch Government is also monitoring groundwater tables. At this moment, 100,000 hectares of Dutch forest is evidently drying out.

Composition of the Dutch Forest

| | Softwood | | Tempered Hardwood |
|-----------------|----------|-------|-------------------|
| Total Hectares | 198,468 | | 130,189 |
| of which (in %) | | | |
| Scots pine | 64 | Oak | 45 |
| Other pine | 10 | Aspen | 18 |
| Japanese larch | 9 | Birch | 16 |
| Douglas fir | 8 | Beech | 8 |
| Norway spruce | 8 | Other | 13 |
| Other | 1 | | |

Source: MinAg

Ownership of Dutch Forest

| <u>Private Persons</u> | <u>State</u> | <u>Provincial/Local</u> | <u>Nature Conserv. Org.</u> |
|------------------------|--------------|-------------------------|-----------------------------|
| 40.8 % | 31.5 % | 15.9 % | 11.8 % |

Source: MinAg

Solid Wood Products Situation/Outlook

The 1997 Dutch harvest of roundwood has been calculated at 1,351,000 m3, a 17 percent increase compared to the preceding year. Domestic consumption of spruce is estimated at about 363,000 m3; of pine about 308,000 m3; and of aspen about 271,000 m3. Roundwood is used in the Netherlands by saw mills and the wooden shoe industry and as fiber for paper/cardboard and fiber board, poles and firewood.

The 1998 Dutch harvest of roundwood is estimated at more or less the same level as in the preceding season.

Trade

The Netherlands imports about 92 percent of its forest product needs. In per capita terms, this makes the Netherlands the world's largest importer of forest products. The 1997 total value of Dutch forest product imports amounted to US \$ 1.2 billion, an increase of 18 percent over the preceding year.

| The Netherlands: Value of Total Imports of Forest Products | | | | | |
|--|-----------|-----------|--|-----------------|-----------------|
| Description | 1996 | 1997 | | Jan-Jun 1997 | Jan-Jun 1998 |
| ----X 1,000 Guilders---- | | | | | |
| Softwood Logs | 21,124 | 18,319 | | 9,226 | 10,308 |
| Temperate Hard. Logs | 15,005 | 12,251 | | 7,802 | 8,679 |
| Softwood Lumber | 962,055 | 1,152,926 | | 618,155 | 488,103 |
| Temperate Hard. Lumber | 207,869 | 226,951 | | 117,391 | 108,117 |
| Tropical Hardw. Lumber | 328,229 | 389,491 | | 197,344 | 183,684 |
| Temperate Hard. Veneer | 18,011 | 17,021 | | 8,480 | 11,243 |
| Softwood Plywood | 151,559 | 180,388 | | 111,671 | 107,708 |
| Other plywood | 274,141 | 322,801 | | 168,204 | 150,537 |
| TOTAL | 1,977,993 | 2,320,148 | | 1,238,273 | 1,068,379 |
| The Netherlands: Value of Imports of U.S. Forest Products | | | | | |
| Description | 1996 | 1997 | | Jan-Jun 1997 | Jan-Jun 1998 |
| ----X 1,000 Guilders---- | | | | | |
| Softwood Lumber | 7,728 | 17,326 | | 7,179 | 7,304 |
| Temperate Hard. Lumber | 49,752 | 50,197 | | 28,261 | 24,591 |
| Softwood Plywood | 67,235 | 66,100 | | 48,675 | 46,085 |
| Total | 124,715 | 133,623 | | 84,115 | 77,980 |
| % U.S. of Total Value | 6.31 | 5.76 | | 6.79 | 7.30 |
| SOURCE: Stichting Bos & Hout Statistics | | | | | |

Market Segment Analysis

Construction Sector

The Netherlands : Building Production by Sector
(x DFL million)

| | 1997 | 1998 | 1999 | 2000 |
|----------------------|--------|--------|--------|--------|
| Housing Construction | 26,420 | 27,020 | 26,700 | 25,800 |
| New Houses | 18,170 | 18,490 | 17,910 | 16,480 |
| Renovations | 8,250 | 8,530 | 8,790 | 8,960 |
| Utility Construction | 16,820 | 18,050 | 18,250 | 18,300 |
| New Buildings | 12,420 | 13,500 | 13,550 | 13,450 |
| Renovations | 4,400 | 4,550 | 4,700 | 4,850 |
| Infra Structure | 12,570 | 12,520 | 13,160 | 13,630 |
| Public Sector | 6,460 | 6,620 | 6,860 | 6,980 |
| Market Sector | 6,110 | 5,900 | 6,300 | 6,650 |
| TOTAL | 55,810 | 57,590 | 58,110 | 57,730 |
| US\$ 1 = DFL | 1.954 | 1.983 | - | - |

Source: Ministry of Housing, Special Planning & the Environment

Overview

In November of 1998, the Dutch State Secretary of Housing informed the Dutch parliament of the government's expectations for the construction industry in the years 1998 through 2003.

In 1997, the Dutch construction sector fully profited from a booming economy and increased its production by 5.9 percent. This production is expected to increase by another 3.3 percent in 1998. However, growth in 1999 will slow to an estimated one percent because of the world economic situation.

In the period 2000-2003, a stabilization of production in the construction sector is foreseen. An expected three percent drop per year in housing construction will likely be offset by an increase of two percent in production in the infra-structure construction sector and one percent in the utility construction sector.

Housing Construction

In 1998, housing construction increased by 2.3 percent to a value of US\$ 13.6 billion. In 1999, housing construction is forecast to decrease by 1.2 percent (based on the decrease in the number of building permits issued in the first nine months of 1998.) After 1999, an annual decrease of three percent in housing construction is expected because of reduced demand for new houses and the lower rate of economic growth.

The repair and renovation market continued to grow by 3.4 percent in 1998 and is forecast to grow by 3 percent in 1999. Also in the period 2000-2003, this market segment is expected to show an annual growth rate of 2.7 percent. In 1994, the repair and renovation market, accounted for 33 percent of the value of the housing construction market, however, in the year 2003 this share will have grown to 42 percent. The reason for this increase is the continued investment in urban renewal and the increasing demand for quality, which make people want to renovate their homes.

Utility Construction

A booming economy increased 1997 production in the utility construction sector by 7.3 percent. This increase occurred in both the production of new buildings and the renovation of buildings. Caused by low interest rates and a continued favorable economy, the same increase in production, 7.3 percent, is expected to have taken place in 1998.

Because of a slackening economy and decreasing industrial production, a growth in the utility construction of only 1.1 percent is expected to occur in 1999. In the years 2000 to 2003, an annual slight production increase of 0.8 percent is expected.

Infra Structural Construction

Production in the infrastructure sector increased by 5.9 percent in 1997 mostly because of investment in the energy sector. The 1998 production showed a slight decline of 0.4 percent. In 1999, a sharp increase of 5.1 percent is expected and through the year 2003 an average growth rate of 2 percent is foreseen. These increases are mostly determined by large investments in new metro lines, the new high-speed railroad from Amsterdam to Brussels and the new cargo railroad from the Rotterdam harbor to Germany.

Furniture & Interiors Sector

The 1997 turnover in the Dutch furniture industry increased by 8 percent to US \$ 2.09 billion.

The Netherlands: Turnover Furniture Industry*, in millions of Dutch Guilders

| | 1996 | 1997 |
|----------|-------|-------|
| Turnover | 3,784 | 4,083 |
| | | |

* Wood & metal

Source: Central Bureau of Statistics

Furniture manufacturers report a 7.3 percent growth in turnover for the first half of 1998. As growth in the first half of 1997 was still 12.6 percent, it appears the rate of expansion in furniture production is declining. The 1998 growth in sales was mostly achieved in the Dutch market, where sales increased by 10 percent. Exports of furniture increased by only 1.1 percent on a value basis.

The Netherlands: Production of Wooden Furniture and Interiors, in millions of Dutch Guilders

| | 1996 | 1997 |
|--------------------------------------|-------|-------|
| Chairs, couches, etc. | 555 | 554 |
| Office and store furniture, & inter. | 566 | 605 |
| Bedroom furniture | 167 | 159 |
| Living room furniture | 260 | 228 |
| TOTAL | 1,548 | 1,546 |
| Source: CBS | | |

The Netherlands: Trade in Wooden Furniture and Interiors, in millions of Dutch Guilders

| | 1996 | 1997 |
|-----------------|-------|-------|
| Exports, wooden | 741 | 690 |
| metal | 410 | 439 |
| Imports, wooden | 1,769 | 1,890 |
| metal | 555 | 583 |

Source: Central Bureau of Statistics (CBS)

The Netherlands: Purchases of Lumber and Sheet materials by Furniture Manufacturers in millions of Dutch guilders

| | 1994 | 1995 |
|---------------------------------------|-------|-------|
| Wood, not processed | - | 3.2 |
| Sawn wood | 43.7 | 38.7 |
| Of which: - tropical wood | 4.8 | 3.3 |
| - softwood | 10.9 | 12.5 |
| Veneer and sheet material | 182.7 | 178.7 |
| Of which: - sheets of wood/wood waste | 117.6 | 120.6 |
| - veneer | 8.3 | 8.8 |
| - plywood | 33.5 | 30.1 |
| Frames for chairs, couches | 11.2 | 36.2 |
| Other wood and wooden materials | 14.2 | 9.0 |

Source: CBS (Information on 1996 - 1997 will be available in June of 1999)

Material Handling Industry

Industry Outlook

The Netherlands, a prosperous and relatively open economy, depends heavily on foreign trade. A strong balance of payments surplus, significant overseas investment, and a unique geographic location in the European Union are among the strong features of the Dutch economy. With the world's largest port of Rotterdam, the Netherlands serves as a major distribution hub for transshipments of U. S. exports. More than 160 million consumers (half the EU's population) live within a 300 mile radius of Rotterdam.

After growing at a strong rate for several years, the Dutch economy is currently showing signs of weakening, compounded by growing tension in the labor market. The economy peaked in 1998, with strong 4 percent consumer spending led GDP growth, sharply falling unemployment, and modest inflation. Capital gains on equities and real estate have been among the major driving forces behind a consumer spending boom in 1998. The relatively small role played by Asia in overall foreign trade has long cushioned the Dutch economy from the impact of the economic crisis in Asia. The tide currently seems to have turned, as industrial output and economic growth indicators are clearly in decline. Slackening world demand is forecast to dampen business investment, while causing export growth to decelerate. Weakening wealth effects and the absence of fiscal stimulus are likely to put a brake on exuberant consumer spending. This will lead the economy to slow to 2 percent GDP growth in 1999. A slight upturn fueled by firming exports, a modest increase in business investment, and continuing weak consumer demand will yield slightly higher 2.25 percent expansion in the year

2000. Although this is the lowest growth rate recorded since 1993, it still matches a conservative average annual growth estimate of 2.25 percent for the period 1999-2001 on which the government coalition agreement is based. The economic slowdown will have an impact also on the labor market. Job growth will be weaker, and unemployment is likely to reverse its downward trend, and start edging up again from a low of 4.1 percent of the labor force reached in 1998. Decelerating import prices are, on the other hand, expected to soften consumer price inflation from 2 percent in 1998 to 1.25 percent in 1999, and to 1 percent in 2000. A current account surplus of over six percent of GDP continues as one of the strong features of the Dutch economy. In its latest country report, the OECD identifies the reaction of contract wages and prices to tighter labor market conditions as major risk on the domestic side, while it sees the impact of the international financial crisis as a major external risk.

The Netherlands, which derives more than two-thirds of its GDP from merchandise trade, continues to have a strongly positive balance of payments for 1999 estimated at 55 billion guilders (\$30 billion- four percent of GDP), the main contributor to a current account surplus of close to six percent of GDP. The U. S. nonetheless runs a merchandise trade surplus with the Netherlands of more than \$12 billion in 1997, the largest with any country in the world; this surplus may again top \$12 billion in 1998. Since there are no significant trade or investment barriers, the Netherlands remains a receptive market for U. S. exports and an important investment partner. The Netherlands is the eighth largest U. S. export market, as well as the third largest direct investor in the United States, behind the United Kingdom and Japan. Dutch accumulated investment in the United States in 1997 was \$85 billion. The United States is the largest investor in the Netherlands: the stock of U. S. direct investment rose 18 percent, to \$65 billion, in 1997. there are over 1,600 U. S. companies with subsidiaries or offices in the Netherlands. The U. S. works closely with the Dutch in international fora such as the WTO and the OECD to promote mutual economic interests.

The Netherlands: Industrial Sales of Wooden Packaging Material, in millions of guilders

| | 1993 | 1994 | 1995 | 1996 | 1997 |
|---------------------------|------|------|------|------|------|
| Total | 410 | 399 | 447 | 488 | 503 |
| of which: wooden pallets | 255 | 259 | 306 | 325 | 332 |
| of which: one-way pallets | 150 | 155 | 164 | 181 | 211 |
| returnable pallets | 105 | 104 | 141 | 144 | 121 |
| box pallets | 65 | 53 | 45 | 43 | 44 |
| crates | 90 | 87 | 95 | 88 | 86 |

Source: Central Bureau of Statistics (CBS)

Statistical Information

| STRATEGIC INDICATOR TABLE: FOREST AREA (million hectares/million cum) | | | |
|--|---------------|---------------|---------------|
| | | | |
| | 1997 | 1998 | 1999 |
| Country: The Netherlands | Previous | Current | Following |
| Report Year: 1998 | Calendar Year | Calendar Year | Calendar Year |
| | 1997 | 1998 | 1999 |
| Total Land Area | 3.7 | 3.7 | 3.7 |
| Total Forest Area | 0.3 | 0.3 | 0.3 |
| --of which, Commercial | 0.3 | 0.3 | 0.3 |
| ----of commercial, tropical hardwood | 0 | 0 | 0 |
| ----of commercial, temperate hardwood | 0.1 | 0.1 | 0.1 |
| ----of commercial, softwood | 0.2 | 0.2 | 0.2 |
| --of forest area, non-commercial | 0 | 0 | 0 |
| Forest Type | 0.3 | 0.3 | 0.3 |
| --Of which, virgin | 0 | 0 | 0 |
| --Of which, plantation | 0.1 | 0.1 | 0.1 |
| --Of which, other commercial (regrowth) | 0.2 | 0.2 | 0.2 |
| Forest Ownership | 0.3 | 0.3 | 0.3 |
| --Nationally owned and no commercial access | 0 | 0 | 0 |
| --Nationally owned, commercial logging permitted | 0 | 0 | 0 |
| --Other publicly owned land, no commercial access | 0 | 0 | 0 |
| --Other publicly owned, logging permitted | 0 | 0 | 0 |
| --privately owned commercial forest | 0.2 | 0.2 | 0.2 |
| Total Volume of Standing Timber | 54,209 | 54,209 | 54,209 |
| --Of which, Commercial Timber | 52,088 | 52,088 | 52,088 |
| Annual Timber Removal 1/ | 1.4 | 1.4 | 1.4 |
| Annual Timber Growth Rate | 2,328 | 2,328 | 2,328 |
| Annual Allowable Cut | N.A. | N.A. | N.A. |
| | | | |
| | | | |
| 1/ If Removals exceeds growth rate, analyze impact in text. | | | |

| STRATEGIC INDICATOR TABLE: CONSTRUCTION MARKET | | | |
|--|---------------|---------------|---------------|
| | 1997 | 1998 | 1999 |
| Country: The Netherlands | Previous | Current | Following |
| Report Year: 1998 | Calendar Year | Calendar Year | Calendar Year |
| Total Housing Starts (number of units) | 101,501 | 93,000 | 91,000 |
| --Of which, wood frame | 7,000 | 8,000 | 9,000 |
| --Of which, steel, masonry, other materials | 90,000 | 80,000 | 80,000 |
| --Of total starts, residential | -- | -- | -- |
| ----Of residential, single family | 80% | 80% | 80% |
| ----Of residential, multi-family | 20% | 20% | 20% |
| --Of total starts, commercial | -- | -- | -- |
| Total Value of Commercial Construction Market (\$US million) | 15,655 | 16,130 | 15,800 |
| Total Value of Repair and Remodeling Market (\$US million) | 6,475 | 6,600 | 6,800 |
| Are tariffs on softwood from the United States higher, equal or lower than softwood imported from other countries? 1/ | Higher | Higher | Higher |
| Are tariffs on plywood from the United States higher, equal or lower than plywood imported from other countries? 1/ | Higher | Higher | Higher |
| Are non-tariff barriers on softwood from the United States higher, equal or lower than softwood imported from other countries? 1/ | Higher | Higher | Higher |
| Are non-tariff barriers on plywood from the United States higher, equal or lower than plywood imported from other countries? 1/ | Higher | Higher | Higher |
| Are there market development programs for construction, softwood or plywood imports funded by foreign governments? | No | No | No |
| If yes, identify the following: | | | |
| --Country(ies) | | | |
| --Form(s) of competition: Export subsidy, trade show, trade servicing, permanent market representative (number), permanent office (location), or other. 2/ | | | |
| --Estimated annual market expansion outlay (\$US million) by country | | | |
| Is the acceptability of U.S. style timber frame construction (i.e., per building codes, mortgage availability, etc.) high, medium or low? 3/ | Medium | Medium | Medium |

| | | | |
|---|--------|--------|--------|
| Are consumer preferences for solid wood materials vis-a-vis non-wood materials in construction high, medium or low? 3/ | Medium | Medium | Medium |
| From Post's experience, is the willingness of U.S. suppliers to deliver product per importers' specifications low, medium or high? 3/ | Low | Low | Low |
| If price quotes for construction and structural wood products are available, identify the leading source(s) | | | |
| | | | |
| | | | |
| 1/ If other than equal, explain in report text. | | | |
| 2/ If "other", then explain in report text. | | | |
| 3/ If low or medium, explain in report text. | | | |

| STRATEGIC INDICATORS TABLE: FURNITURE & INTERIORS MARKET | | | |
|--|---------------|---------------|---------------|
| | | | |
| | 1997 | 1998 | 1999 |
| Country: The Netherlands | Previous | Current | Following |
| Report Year: | Calendar Year | Calendar Year | Calendar Year |
| Total Housing Starts (number of units) | 101,501 | 93,000 | 91,000 |
| Total Number of Households) | 6,700 | 6,750 | 6,800 |
| Furniture Production (\$US million) | 2,236 | 2,400 | 2,300 |
| Interiors Market Size (\$US million) | | | |
| Total Furniture Imports (\$US million) | 1,485 | 1,500 | 1,500 |
| Total Furniture Exports (\$US million) | 670 | 700 | 700 |
| Are tariffs on hardwood from the United States higher, equal or lower than hardwood imported from other countries? 1/ | Higher | Higher | Higher |
| Are non-tariff barriers on hardwood from the United States higher, equal or lower than hardwood imported from other countries? 1/ | Higher | Higher | Higher |
| Are there market development programs for furniture or interiors market expansion funded by foreign governments? | No | No | No |
| If yes, identify the following: | | | |
| --Country(ies) 2/ | | | |
| --Form(s) of competition: Export subsidy, trade show, trade servicing, permanent market representative (number), permanent office (location), or other. 3/ | | | |
| --Estimated annual market expansion outlay (\$US million) by country | ---- | ---- | ---- |
| From Post's experience, is the willingness of U.S. suppliers to deliver product per importers' specifications low, medium or high? 4/ | Low | Low | Low |
| If price quotes for furniture and interiors products are available, identify the leading source(s) | ---- | ----- | ---- |
| | | | |
| | | | |
| 1/ If other than equal, explain in text. | | | |
| 2/ If more than one country, report each country individually. | | | |
| 3/ If "other", explain form of subsidy in text. | | | |
| 4/ If low or medium, explain in test. | | | |

| STRATEGIC INDICATOR TABLE: MATERIAL HANDLING MARKET | | | |
|--|---------------|---------------|---------------|
| | | | |
| | 1997 | 1998 | 1999 |
| Country: | Previous | Current | Following |
| Report Year: | Calendar Year | Calendar Year | Calendar Year |
| Total Value of Industrial Output (\$US million) | 363,585 | 372,104 | 403,026 |
| New Pallet Production (million units) | | | |
| Are consumer preferences for solid wood pallets and packaging materials vis-a-vis non-wood materials high, medium or low? 1/ | High | High | High |
| Are industry/trade preferences for repaired/recycled pallets over new pallets low, medium or high? 1/ | Medium | Medium | Medium |
| From Post's experience, is the willingness of U.S. suppliers to deliver product per importers' specifications low, medium or high? 1/ | Low | Low | Low |
| Identify leading source(s) of price quotes: | -- | -- | -- |
| Are there market development programs for the materials handling market expansion funded by foreign governments? | None | None | None |
| If yes, identify the following: | | | |
| --Which Countries? | | | |
| --Form(s) of competition: Export subsidy, trade show, trade servicing, permanent market representative (number), permanent office (location), or other. 2/ | | | |
| --Estimated annual market expansion outlay (\$US million) by country | | | |
| | | | |
| | | | |
| 1/ If low or medium, explain in text of report. | | | |
| 2/ If "other", explain in text of report. | | | |

| | | | |
|--|---------------|---------------|---------------|
| STRATEGIC INDICATOR TABLE: WOOD PRODUCTS SUBSIDIES | | | |
| | | | |
| NOT APPLICABLE TO THE NETHERLANDS | | | |
| | | | |
| Country: | Previous | Current | Following |
| Year of Report | Calendar Year | Calendar Year | Calendar Year |
| Total Solid Wood Export Subsidy Outlay (\$US million) | | | |
| Is there a ban on the export of logs, lumber, or veneer? If yes, which? | | | |
| Are there export taxes (yes/no)? 1/ | | | |
| If yes, for which products? (Identify export tax level in tariff table) | | | |
| Source(s) of Export Subsidy Information | | | |
| Total Wood Production Subsidy Outlay (\$US million) | | | |
| Are there any programs favoring the development of commercial forestry? | | | |
| If yes, Post best estimate of scope (thousands of hectares) | | | |
| If yes, Post's best estimate of financial outlay (\$US million) | | | |
| Source(s) of Production Subsidy Information | | | |
| Does the country support export expansion activities similar to the Cooperator Program? | | | |
| --Which country markets are targeted? | | | |
| --Which products are targeted? | | | |
| Are there significant wood products export expansion activities at the provincial or regional level? | | | |
| --If yes, identify key players | | | |
| --If yes, identify key market segments | | | |
| --If yes, identify key country markets | | | |
| --If yes, identify key products | | | |
| --Post's estimate for combined outlay (\$US million) | | | |
| Source(s) of Provincial/Regional Support Information | | | |
| Are there other wood products export expansion activities? If yes, describe in report. | | | |

STRATEGIC INDICATOR TABLE: TARIFFS & TAXES**Country:** All EU countries

| Tariff Code (Jan 1, 1998) | Description | % Duties Imports from USA | % Value Added Taxes |
|--|--|--|--|
| 4401.2100 | Wood in chips and particles - coniferous | 0 | 21 |
| 4401.2200 | Wood in chips and particles - other than coniferous | 0 | 21 |
| 4403 | Wood in the rough whether or not stripped of bark or sapwood, or roughly squared | 0 | - Roughly squared - 21 - Other - 6 |
| 4404 | Hoopwood, split poles, piles, pickets and stakes of wood, etc | 0.6 | 21 |
| 4405 | Wood wood and flour | 0.8 | 21 |
| 4406 | Railway sleepers | -not impregnated 0.5 -other 0.8 | 21 |
| 4407 | Wood sawn or chipped lengthwise, sliced or peeled, whether or not planed, sanded or finger-jointed, or a thickness exceeding 6 mm | | |
| 4407.10 | Softwood Lumber | | |
| -1031 | Picea (planed) | 0.8 | 21 |
| -1091 | Picea (not planed) | 0 | 21 |
| 4407.10 | Tropical wood | | |
| -2400 | Virola, Mahogany | 2.5 | 21 |
| -2510 | Dark red meranti & meranti bakau | 2.5 | 21 |
| -2670 | White lauan/ white meranti | 0 | 21 |
| -2680 | White seraya, yellow meranti | 0 | 21 |
| -2920 | Palisandra de Rio | 2 | 21 |
| -2961 | Azobe | 0 | 21 |

| | | | |
|----------------|--|-----|----|
| 4407.91 | Oak (Quercus spp) | | |
| -9131 | strips for flooring, not assembled | 0.8 | 21 |
| -9991 | Poplar | 0 | 21 |
| -9993 | Walnut | 0 | 21 |
| 4408 | Veneer sheets and sheets for plywood (whether or not spliced) and other wood sawn lengthwise, sliced or peeled whether or not planed, sanded or finger-jointed, of a thickness not exceeding 6 mm | | |
| 4408.10 | Softwood | | |
| -1010 | finger jointed | 3.4 | 21 |
| -1030 | planed | 3 | 21 |
| -1050 | sanded | 3.4 | 21 |
| -1090 | sanded and thickness not exceeding 1 mm | 4.4 | 21 |
| 4408.31 | Tropical wood | | |
| -3111 | Dark red meranti - finger jointed | 4.9 | 21 |
| -3121 | - planed | 4 | 21 |
| -3125 | - sanded | 4.9 | 21 |
| -3130 | other (not included in other categories) | 6 | 21 |
| 4408.39 | Other = White Lauan, Sipo, Limba, Okoume, African Acajou, Sapelli, Virola, Mahagony, Palissandre de Rio, de Pra and de Rose | | |
| -3911` | finger jointed | 4.9 | 21 |
| -3921 | planed | 4 | 21 |
| -3925 | sanded | 4.9 | 21 |
| -3931 | sanded and thickness not exceeding 1 mm | 6 | 21 |
| -3935 | sanded and thickness exceeding 1 mm | 6 | 21 |

| | | | |
|-------------|---|-----|----|
| 4409 | Wood (including strips and friezes for parquet flooring, not assembled) continuously shaped etc whether of not planed, sanded or finger- jointed | | |
| -1011/1019 | softwood - drawn wood, mouldings | 0.6 | 21 |
| -1090 | flooring | 0.8 | 21 |
| -2011/2019 | non softwood - drawn wood, mouldings | 0.6 | 21 |
| -2091 | flooring | 0.8 | 21 |

| | | | |
|---------------|--|-----------|----|
| 4410 | Particle board and similar board of wood or other ligneous materials, whether or not agglomerated with resins or other organic binding substances (of wood) | | |
| -1110/1190 | waferboard, including OSB rough or sanded and other | 7.6 | 21 |
| 4411 | Fiberboard of wood or other ligneous materials, whether or not bonded with resins or other organic substances (Fiberboard of a density exceeding 0.8g/cm³) | 7.6 | 21 |
| 4412 | Plywood, veneered panels & similar laminated wood | | |
| -4412.13 | with at least one outer ply of tropical wood specified | | |
| -1311 | Okoume | 10 | 21 |
| -1319 | Meranti, White Lauan, Sipo, Limba, Okoume, African Acajou, Sapelli, Virola, Mahagony, Palissandre de Rio, de Pra and de Rose | 10 | 21 |
| -1390 | other | 7.6 | 21 |
| 4412.22 | with one tropical ply - laminated lumber | 6.8 - 10 | 21 |
| 4412.23 | with one layer particle board - laminated lumber | 6.8 | 21 |
| 4412.28-93-99 | other - laminated lumber | 6.8 - 10 | 21 |
| 4413 | Densified wood , in blocks, plates, strips or profile shapes | 0.6 | 21 |
| 4414 | Wooden frames | 1 - 2.5 | 21 |
| 4415 | Crates & Pallets | 3.4 - 4.7 | 21 |
| 4416 | Cask, barrels etc | 0 - 0.8 | 21 |
| 4417 | Tool handles, brooms etc | 0.9 - 1.2 | 21 |
| 4418 | Builder's joinery & carpentry of wood | 1 - 3.6 | 21 |

Source: Min of Finance/Customs Authorities

Production, Supply and Distribution

Softwood Logs

| | | | | | | |
|----------------------|---------------|---------|-----|---------|-----|---------|
| PSD Table | | | | | | |
| Country: | Netherlands | | | | | |
| Commodity: | Softwood Logs | | | | | |
| | | 1997 | | 1998 | | 1999 |
| | Old | New | Old | New | Old | New |
| Market Year Begin | | 01/1997 | | 01/1998 | | 01/1999 |
| Production | 0 | 414 | 0 | 400 | 0 | 400 |
| Imports | 0 | 212 | 0 | 225 | 0 | 220 |
| TOTAL SUPPLY | 0 | 626 | 0 | 625 | 0 | 620 |
| Exports | 0 | 231 | 0 | 210 | 0 | 220 |
| Domestic Consumption | 0 | 395 | 0 | 415 | 0 | 400 |
| TOTAL DISTRIBUTION | 0 | 626 | 0 | 625 | 0 | 620 |
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Softwood Lumber

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|----------------------|-----------------|---------|-----|---------|-----|---------|
| PSD Table | | | | | | |
| Country: | Netherlands | | | | | |
| Commodity: | Softwood Lumber | | | | | |
| | | 1997 | | 1998 | | 1999 |
| | Old | New | Old | New | Old | New |
| Market Year Begin | | 01/1997 | | 01/1998 | | 01/1999 |
| Production | 0 | 223 | 0 | 170 | 0 | 180 |
| Imports | 0 | 2879 | 0 | 2500 | 0 | 2600 |
| TOTAL SUPPLY | 0 | 3102 | 0 | 2670 | 0 | 2780 |
| Exports | 0 | 237 | 0 | 230 | 0 | 235 |
| Domestic Consumption | 0 | 2865 | 0 | 2440 | 0 | 2545 |
| TOTAL DISTRIBUTION | 0 | 3102 | 0 | 2670 | 0 | 2780 |
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The Netherlands imports about 95 percent of its softwood lumber needs, however, a relatively small percentage

of total imports come from the United States; about 10,000 m3 in 1997 and 1998 which is less than half a percent of Dutch softwood lumber consumption.

U.S. species are used for special purposes such as the manufacturing of ladders and in maritime applications. In the past few years U.S. softwoods such as Douglas Fir, Hemlock, and Red Cedar have replaced in some instances tropical hardwoods in the manufacturing of window frames and joinery. According to our trade contacts, imports of U.S. finger jointed products have been decreasing, because Dutch specifiers insist on the guarantee of the Dutch Komo specification.

Since the latter part of 1997, there has been a noticable increase in Dutch imports of California redwood (Giant Sequoia), which is mostly used for the manufacture of garden furniture. Redwood is also imported, laminated and finger jointed, for facia, exterior wall cladding and for decking.

In 1998, U.S. softwood prices remained rather stable. A fluctuating exchange rate vis a vis the U.S. dollar remains a problem for Dutch traders.

Trade Matrices

Softwood Logs

| | | | | | | | | |
|---------------------|---------|--------|---------|--|-------------------|--------------------------------|--------|---------------------------------|
| Import Trade Matrix | | | | | | | | |
| Country: | ?? | Units: | M3 | | | | | |
| Commodity: | ?? | | | | | | | |
| Time period: | Jan-Dec | | | | Time period: | | | |
| | | | | | Jan-Jun | | | |
| Imports for | -1 | | 0 | | | 1 st . hlf. 1997 | | 1 st . hlf. .1998 |
| U.S. | | U.S. | | | U.S. | | U.S. | |
| Others | | Others | | | Others | | Others | |
| Belgium/Lux. | 137,013 | | 107,553 | | Belgium/Lux. | 45,100 | | 56,527 |
| Germany | 67,904 | | 95,908 | | Germany | 45,828 | | 42,450 |
| | | | | | | | | |
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| | | | | | | | | |
| Total for Others | 204,917 | | 203,461 | | Total for Others | 90,928 | | 98,977 |
| Others not listed | 5,194 | | 8,833 | | Others not listed | 6,406 | | 1,619 |
| Grand Total | 210,111 | | 212,294 | | Grand Total | 97,334 | | 100,596 |

| | | | | | | | | |
|---------------------|---------|--------|---------|--|-------------------|--------------------------------|--------|--------------------------------|
| Export Trade Matrix | | | | | | | | |
| Country: | ?? | Units: | M3 | | | | | |
| Commodity: | ?? | | | | | | | |
| Time period: | Jan-Dec | | | | Time period: | Jan-Jun | | |
| Exports for | -1 | | 1997 | | | 1 st . hlf. 1997 | | 1 st . hlf. 1998 |
| U.S. | | U.S. | | | U.S. | | U.S. | |
| Others | | Others | | | Others | | Others | |
| Belgium/Lux | 203,550 | | 215,935 | | Belgium/Lux | 125,683 | | 83,973 |
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| Total for Others | 203,550 | | 215,935 | | Total for Others | 125,683 | | 83,973 |
| Others not listed | 22,294 | | 14,603 | | Others not listed | 6,537 | | 15,014 |
| Grand Total | 225,844 | | 230,538 | | Grand Total | 132,220 | | 98,987 |

Softwood Lumber

| | | | | | | | |
|---------------------|-----------|--------|-----------|--|-------------------------|-------------------|-------------------|
| Import Trade Matrix | | | | | | | |
| Country: | ?? | Units: | M3 | | | | |
| Commodity: | ?? | | | | | | |
| Time period: | Jan-Dec | | | | Time period: Jan-Jun | | |
| Imports for | -1 | | 0 | | | 1st. half 1997 | 1st. half 1998 |
| U.S. | 6,927 | U.S. | 13,311 | | U.S. | 5,774 | 5,525 |
| Others | | Others | | | Others | | |
| Belgium/Lux | 119,353 | | 106,618 | | Belgium/Lux | 55,610 | 59,385 |
| Germany | 237,856 | | 282,946 | | Germany | 153,559 | 80,351 |
| Sweden | 974,663 | | 936,498 | | Sweden | 552,139 | 462,565 |
| Finland | 674,421 | | 661,904 | | Finland | 373,398 | 286,809 |
| Canada | 40,771 | | 32,274 | | Canada | 18,511 | 15,286 |
| Norway | 140,766 | | 133,583 | | Poland | 34,383 | 45,382 |
| Russia Fed. | 257,315 | | 331,486 | | Russia Fed. | 138,726 | 122,548 |
| Poland | 59,085 | | 73,633 | | Norway | 68,853 | 58,651 |
| Estonia | 37,667 | | 62,244 | | Estonia | 34,383 | 39,333 |
| Lithuania | 85,391 | | 60,904 | | Lithuania | 34,070 | 27,075 |
| Total for Others | 2,627,288 | | 2,682,090 | | Total for Others | 1,463,632 | 1,197,385 |
| Others not listed | 152,115 | | 183,784 | | Others not listed | 92,011 | 128,495 |
| Grand Total | 2,786,330 | | 2,879,185 | | Grand Total | 1,561,417 | 1,331,405 |

| | | | | | | | | |
|---------------------|---------|--------|---------|--|-------------------|---------------|--------|---------------|
| Export Trade Matrix | | | | | | | | |
| Country: | ?? | Units: | M3 | | | | | |
| Commodity: | ?? | | | | | | | |
| Time period: | Jan-Dec | | | | Time period: | Jan-Jun | | |
| Exports for | -1 | | 1997 | | | 1st.half 1997 | | 1st.half 1998 |
| U.S. | | U.S. | | | U.S. | | U.S. | |
| Others | | Others | | | Others | | Others | |
| Belgium/Lux. | 151,420 | | 136,267 | | Belgium/Lux. | 73,308 | | 77,578 |
| Germany | 50,900 | | 47,237 | | Germany | 24,020 | | 24,534 |
| France | 5,051 | | | | France | | | 2,999 |
| Japan | | | 30,064 | | Japan | 19,920 | | |
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| | | | | | | | | |
| | | | | | | | | |
| Total for Others | 207,371 | | 213,568 | | Total for Others | 117,248 | | 105,111 |
| Others not listed | 31,478 | | 23,747 | | Others not listed | 12,595 | | 15,085 |
| Grand Total | 238,849 | | 237,315 | | Grand Total | 129,843 | | 120,196 |

Production, Supply and Distribution

Softwood Plywood

| | | | | | | |
|----------------------|------------------|---------|-----|---------|-----|---------|
| PSD Table | | | | | | |
| Country: | Netherlands | | | | | |
| Commodity: | Softwood Plywood | | | | | |
| | | 1997 | | 1998 | | 1999 |
| | Old | New | Old | New | Old | New |
| Market Year Begin | | 01/1997 | | 01/1998 | | 01/1999 |
| Production | 0 | 0 | 0 | 0 | 0 | 0 |
| Imports | 0 | 277 | 0 | 250 | 0 | 260 |
| TOTAL SUPPLY | 0 | 277 | 0 | 250 | 0 | 260 |
| Exports | 0 | 17 | 0 | 20 | 0 | 15 |
| Domestic Consumption | 0 | 260 | 0 | 230 | 0 | 245 |
| TOTAL DISTRIBUTION | 0 | 277 | 0 | 250 | 0 | 260 |
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The Netherlands depends completely on imports to meet softwood plywood needs. Although the U.S. is still the most important supplier to this market, Finland became a strong competitor over the past few years. While total 1997 imports of softwood plywood in the Netherlands increased by 12 percent, imports of U.S. plywood fell by 6.5 percent. A further decrease in U.S. softwood plywood exports to the Netherlands took place in 1998.

The EU duty free softwood plywood quota is 650,000 m3 per calendar year. As of February 25, 1999, about 280,000 m3 of the quota was still not used. Imports of softwood plywood in the Netherlands mostly depend on demand from the construction sector. In 1998 the Netherlands realized strong growth in the construction sector (see page 5).

In 1997, total Dutch exports increased by 4.6 percent which means that also export packaging, for which about 40 percent of all imported U.S. softwood plywood is used, was in demand. All these positive developments contributed to an 22 percent increase in Dutch imports of U.S. plywood or a total of 163,094 m3.

The Dutch food and drink industry, in particular the breweries and the food retailers, have shown an interest in testing plywood decked pallets instead of the cheaper but less durable timber pallets. The European representative of the American Plywood Association (APA) is working with these groups to try to interest them in the project. In May of 1998, the APA showed representatives of these industry groups a specially developed software program on the life cycle cost analysis of timber pallets versus plywood decked pallets. In the Netherlands, this translates into approximately 3.5 million pallets for the brewery industry, to be replaced by about 200,000 new pallets per year, and 1.5 million pallets for the food retail industry to be replaced at a rate of

100,000 pallets per year. In 1999, meetings between APA and representatives of the above industries are expected to continue. If this project is successful, the demand for softwood plywood in the Netherlands will increase notably.

Trade Matrices

Softwood Plywood

| | | | | | | | | |
|---------------------|---------|--------|---------|--|------------------|---------------|--|---------------|
| Import Trade Matrix | | | | | | | | |
| Country: | ?? | Units: | M3 | | | | | |
| Commodity: | ?? | | | | | | | |
| Time period: | Jan-Dec | | | | Time period: | | | |
| | | | | | Jan-Jun | | | |
| Imports for | -1 | | 0 | | | 1st.half 1997 | | 1st.half 1998 |
| U.S. | 128,671 | U.S. | 120,268 | | U.S. | 92,357 | | 75,298 |
| Others | | Others | | | Others | | | |
| U.K. | 10,802 | | 7,025 | | Bel/Lux | 10,283 | | |
| Bel/Lux | 7,032 | | 15,109 | | France | 7,904 | | |
| France | 7,756 | | 11,961 | | Finland | 41,700 | | 40,276 |
| Finland | 61,161 | | 81,951 | | Canada | | | 16,479 |
| Canada | 10,544 | | 8,640 | | | | | |
| Brazil | 3,120 | | 7,530 | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| Total for Others | 100,415 | | 132,216 | | Total for Others | 59,887 | | 56,755 |
| Others not listed | 17,461 | | 24,580 | | Others not list. | 31,794 | | 29,051 |
| Grand Total | 246,547 | | 277,064 | | Grand Total | 184,038 | | 161,104 |

| | | | | | | | | |
|---------------------|---------|--------|--------|--|-------------------------|-------------------|--|-------------------|
| Export Trade Matrix | | | | | | | | |
| Country: | ?? | Units: | M3 | | | | | |
| Commodity: | ?? | | | | | | | |
| Time period: | Jan-Dec | | | | Time period: Jan-Jun | | | |
| Exports for | -1 | | 1997 | | | 1st. half 1997 | | 1st. half 1998 |
| U.S. | | U.S. | | | U.S. | | | |
| Others | | Others | | | Others | | | |
| Bel-Lux | 10,326 | | 9,954 | | Bel/Lux | 6,188 | | 6,315 |
| Germany | 1,942 | | 1,802 | | Germany | 1,528 | | |
| France | | | 2,429 | | France | 1,407 | | 1,045 |
| | | | | | Denmark | | | 4,000 |
| | | | | | | | | |
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| | | | | | | | | |
| Total for Others | 12,268 | | 14,185 | | Total for Others | 9,123 | | 11,360 |
| Others not listed | 2,119 | | 2,447 | | Others not list. | 1,238 | | 1,907 |
| Grand Total | 14,387 | | 16,632 | | Grand Total | 10,361 | | 13,267 |

Other Plywood

| Import Trade Matrix | | | | | | | |
|---------------------|-------------|---------|---------|--|------------------|----------------|----------------|
| Country: | Netherlands | Units: | M3 | | | | |
| Commodity: | PLYWOOD | (OTHER) | | | | | |
| Time period: | Jan-Dec | | | | Time period: | Jan-Jun | Jan-Jun |
| Imports for | 1996 | | 1997 | | | 1st. half 1997 | 1st. half 1998 |
| U.S. | 0 | U.S. | 0 | | U.S. | 0 | 0 |
| Others | | Others | | | Others | | |
| France | 58,715 | | 61,863 | | France | 34,497 | 26,961 |
| Bel/Lux | 30,446 | | 62,266 | | Bel/Lux | 31,663 | 22,505 |
| Finland | 29,390 | | 31,458 | | Finland | 18,864 | 15,189 |
| Indonesia | 55,664 | | 12,481 | | Indonesia | 7,803 | 8,413 |
| Secret | 33,529 | | 42,658 | | Secret | 19,795 | 22,677 |
| | | | | | | | |
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| | | | | | | | |
| | | | | | | | |
| Total for Others | 207,744 | | 210,726 | | Total for Others | 112,622 | 95,745 |
| Others not listed | 37,570 | | 42,802 | | Others not list. | 22,942 | 21,198 |
| Grand Total | 245,314 | | 253,528 | | Grand Total | 135,564 | 116,943 |

| | | | | | | | | |
|---------------------|-------------|---------|--------|--|------------------|----------------|--|----------------|
| | | | | | | | | |
| | | | | | | | | |
| Export Trade Matrix | | | | | | | | |
| Country: | Netherlands | Units: | M3 | | | | | |
| Commodity: | PLYWOOD | (OTHER) | | | | | | |
| Time period: | Jan-Dec | | | | Time period: | Jan-Jun | | Jan-Jun |
| Exports for | 1996 | | 1997 | | | 1st. half 1997 | | 1st. half 1998 |
| U.S. | 0 | U.S. | 0 | | U.S. | 0 | | 0 |
| Others | | Others | | | Others | | | |
| France | 10,117 | | 8,488 | | France | 4,368 | | 2,461 |
| Bel/Lux | 11,444 | | 14,822 | | Bel/Lux | 7,946 | | 8,938 |
| Germany | 4,662 | | 4,847 | | Germany | 2,307 | | 1,261 |
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| | | | | | | | | |
| Total for Others | 26,223 | | 28,157 | | Total for Others | 14,621 | | 12,660 |
| Others not listed | 3,460 | | 2,985 | | Others not list. | 1,780 | | 2,021 |
| Grand Total | 29,683 | | 31,142 | | Grand Total | 16,401 | | 14,681 |

Production, Supply and Distribution

Temperate Hardwood Logs and Lumber

| | | | | | | |
|----------------------|-------------------------|---------|-----|---------|-----|---------|
| PSD Table | | | | | | |
| Country: | Netherlands | | | | | |
| Commodity: | Temperate Hardwood Logs | | | | | |
| | | 1997 | | 1998 | | 1999 |
| | Old | New | Old | New | Old | New |
| Market Year Begin | | 01/1997 | | 01/1998 | | 01/1999 |
| Production | 0 | 250 | 0 | 240 | 0 | 260 |
| Imports | 0 | 93 | 0 | 110 | 0 | 100 |
| TOTAL SUPPLY | 0 | 343 | 0 | 350 | 0 | 360 |
| Exports | 0 | 71 | 0 | 60 | 0 | 70 |
| Domestic Consumption | 0 | 272 | 0 | 290 | 0 | 290 |
| TOTAL DISTRIBUTION | 0 | 343 | 0 | 350 | 0 | 360 |
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|----------------------|---------------------------|---------|-----|---------|-----|---------|
| PSD Table | | | | | | |
| Country: | Netherlands | | | | | |
| Commodity: | Temperate Hardwood Lumber | | | | | |
| | | 1997 | | 1998 | | 1999 |
| | Old | New | Old | New | Old | New |
| Market Year Begin | | 01/1997 | | 01/1998 | | 01/1999 |
| Production | 0 | 138 | 0 | 140 | 0 | 140 |
| Imports | 0 | 214 | 0 | 210 | 0 | 215 |
| TOTAL SUPPLY | 0 | 352 | 0 | 350 | 0 | 355 |
| Exports | 0 | 41 | 0 | 35 | 0 | 40 |
| Domestic Consumption | 0 | 311 | 0 | 315 | 0 | 315 |
| TOTAL DISTRIBUTION | 0 | 352 | 0 | 350 | 0 | 355 |
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According to Dutch traders, U.S. temperate hardwood logs imported in the Netherlands are all destined for re-export to either Belgium or Germany. These logs are used for veneer manufacturing. The production of veneer in the Netherlands is insignificant and is replaced by imports from either the U.S. or East European countries.

The Netherlands depends on imports to cover its oak and other temperate hardwood needs. The U.S. is a significant supplier of oak, mostly white oak, however other species including cherry, hard maple, ash and walnut are in demand as well. U.S. temperate hardwoods are mostly used in the furniture industry and for flooring.

To an increasing extent, U.S. oak meets competition from oak imported from East European countries. According to the trade, prices are better and the East Europeans are doing a better job in meeting Western European specifications for flooring.

U.S. oak also meets competition from other U.S. species such as cherry, maple and walnut. The Dutch demand for cherry and maple is increasing, while the demand for walnut is stable. In 1998, U.S. cherry was also replaced by U.S. pacific coast maple and alder. Although Dutch importers feel that there is a good potential for the latter two species, one Dutch trader mentioned that he has stopped importing because the U.S. west coast saw mills have difficulties in meeting the required specifications.

Trade Matrices

Temperate Hardwood Logs

| | | | | | | | | |
|---------------------|---------|--------|--------|--|-------------------|--------------------------------|--------|--------------------------------|
| Import Trade Matrix | | | | | | | | |
| Country: | ?? | Units: | M3 | | | | | |
| Commodity: | ?? | | | | | | | |
| Time period: | Jan-Dec | | | | Time period: | Jan-Jun | | |
| Imports for | -1 | | 0 | | | 1 st . hlf .1997 | | 1 st . hlf .1998 |
| U.S. | | U.S. | | | U.S. | | U.S. | |
| Others | | Others | | | Others | | Others | |
| Belgium/lux | 58,939 | | 47,347 | | Belgium/lux | 29,741 | | 36,116 |
| Germany | 35,744 | | 40,238 | | Germany | 20,626 | | 22,443 |
| | | | | | | | | |
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| | | | | | | | | |
| Total for Others | 94,683 | | 87,585 | | Total for Others | 50,367 | | 58,559 |
| Others not listed | 8,554 | | 5,786 | | Others not listed | 3,011 | | 3,565 |
| Grand Total | 103,237 | | 93,371 | | Grand Total | 53,378 | | 62,124 |

| | | | | | | | | |
|---------------------|---------|--------|--------|--|-------------------|------------------------------|--------|------------------------------|
| Export Trade Matrix | | | | | | | | |
| Country: | ?? | Units: | M3 | | | | | |
| Commodity: | ?? | | | | | | | |
| Time period: | Jan-Dec | | | | Time period: | Jan-Jun | | |
| Exports for | -1 | | 1997 | | | 1 st .hlf 1997 | | 1 st .hlf 1998 |
| U.S. | | U.S. | | | U.S. | | U.S. | |
| Others | | Others | | | Others | | Others | |
| Belgium/Lux | 40,873 | | 65,310 | | Belgium/Lux | 38,800 | | 28,722 |
| Germany | 10,727 | | | | | | | |
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| | | | | | | | | |
| Total for Others | 51,600 | | 65,310 | | Total for Others | 38,800 | | 28,722 |
| Others not listed | 3,050 | | 6,064 | | Others not listed | 3,478 | | 3,679 |
| Grand Total | 54,650 | | 71,374 | | Grand Total | 42,278 | | 32,401 |

Temperate Hardwood Lumber

| | | | | | | | | |
|---------------------|---------|--------|---------|--|-------------------|--------------------------------|--------|--------------------------------|
| Import Trade Matrix | | | | | | | | |
| Country: | ?? | Units: | M3 | | | | | |
| Commodity: | ?? | | | | | | | |
| Time period: | Jan-Dec | | | | Time period: | Jan-Jun | | |
| Imports for | -1 | | 0 | | | 1 st . hlf. 1997 | | 1 st . hlf. 1998 |
| U.S. | 40,518 | U.S. | 35,596 | | U.S. | 20,720 | U.S. | 16,061 |
| Others | | Others | | | Others | | Others | |
| Belgium/Lux | 21,257 | | 26,497 | | Belgium/Lux | 13,395 | | 14,416 |
| Germany | 33,258 | | 31,180 | | Germany | 17,063 | | 13,886 |
| France | 24,101 | | 31,234 | | France | 13,955 | | 15,580 |
| Canada | 21,279 | | 23,625 | | Canada | 13,246 | | 10,504 |
| Brazil | 18,740 | | 19,083 | | Brazil | 9,784 | | 8,822 |
| Malaysia | 17,589 | | 13,221 | | Malaysia | 4,631 | | 0 |
| | | | | | Lithuania | | | 5,045 |
| | | | | | Poland | | | 4,746 |
| | | | | | Ivory Coast | 357 | | 771 |
| | | | | | | | | |
| Total for Others | 136,224 | | 144,840 | | Total for Others | 72,431 | | 73,770 |
| Others not listed | 34,476 | | 34,002 | | Others not listed | 18,537 | | 21,074 |
| Grand Total | 211,218 | | 214,438 | | Grand Total | 111,688 | | 110,905 |

| | | | | | | | | |
|---------------------|---------|--------|--------|--|-------------------|--------------------------------|--------|--------------------------------|
| Export Trade Matrix | | | | | | | | |
| Country: | ?? | Units: | M3 | | | | | |
| Commodity: | ?? | | | | | | | |
| Time period: | Jan-Dec | | | | | Jan-Jun | | |
| Exports for | -1 | | 1997 | | | 1 st . hlf. 1997 | | 1 st . hlf. 1998 |
| U.S. | | U.S. | | | U.S. | | U.S. | |
| Others | | Others | | | Others | | Others | |
| Belgium/Lux | 9,348 | | 11,207 | | Belgium/Lux | 6,892 | | 5,659 |
| Germany | 16,250 | | 15,341 | | Germany | 10,044 | | 5,762 |
| France | 8,660 | | 6,529 | | France | 3,833 | | 3,694 |
| U.K. | | | 245 | | Hong Kong | 217 | | 0 |
| South Korea | 284 | | | | Japan | 567 | | |
| Japan | 2,177 | | 597 | | Taiwan | 307 | | 1,025 |
| Taiwan | | | 307 | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| Total for Others | 36,719 | | 34,226 | | Total for Others | 21,860 | | 16,140 |
| Others not listed | 6,163 | | 6,552 | | Others not listed | 2,818 | | 3,559 |
| Grand Total | 42,882 | | 40,778 | | Grand Total | 24,678 | | 19,699 |

Production, Supply and Distribution

Temperate Hardwood Veneer

| | | | | | | |
|----------------------|-----------------|---------|-----|-------------|-----|---------|
| PSD Table | | | | | | |
| Country: | Netherlands | | | | | |
| Commodity: | Hardwood Veneer | | | (TEMPERATE) | | |
| | | 1997 | | 1998 | | 1999 |
| | Old | New | Old | New | Old | New |
| Market Year Begin | | 01/1997 | | 01/1998 | | 01/1999 |
| Production | 0 | 0 | 0 | 0 | 0 | 0 |
| Imports | 0 | 8 | 0 | 10 | 0 | 9 |
| TOTAL SUPPLY | 0 | 8 | 0 | 10 | 0 | 9 |
| Exports | 0 | 2 | 0 | 3 | 0 | 2 |
| Domestic Consumption | 0 | 6 | 0 | 7 | 0 | 7 |
| TOTAL DISTRIBUTION | 0 | 8 | 0 | 10 | 0 | 9 |
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U.S. temperate hardwood veneer imported into the Netherlands is mostly re-exported to Belgium and Germany for use in the furniture industry. However, due to changing consumer tastes, U.S. oak, cherry and maple veneers are being partly replaced by European beech veneers. Also, the price and quality competition from the Ukraine, which supplies oak logs for European veneer production, is said to be getting tougher.

Trade Matrices

Temperate Hardwood Veneer

| | | | | | | | | |
|---------------------|-----------------------------|--------|-------|--|------------------|---------------|--|---------------|
| Import Trade Matrix | | | | | | | | |
| Country: | ?? | Units: | M3 | | | | | |
| Commodity: | HARDWOOD VENEER (TEMPERATE) | | | | | | | |
| Time period: | Jan-Dec | | | | Time period: | Jan-Jun | | Jan-Jun |
| Imports for | -1 | | 0 | | | 1st.half 1997 | | 1st.half 1998 |
| U.S. | 668 | U.S. | 190 | | U.S. | 51 | | 89 |
| Others | | Others | | | Others | | | |
| Germany | 3,024 | | 3,831 | | Germany | 1,987 | | 3,612 |
| France | 1,010 | | 2,490 | | France | 543 | | 628 |
| Bel/Lux | 763 | | 565 | | Bel/Lux | 301 | | 629 |
| Hungary | 1,022 | | | | Hungary | 489 | | |
| | | | | | | | | |
| | | | | | | | | |
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| | | | | | | | | |
| | | | | | | | | |
| Total for Others | 5,819 | | 6,886 | | Total for Others | 3,320 | | 4,869 |
| Others not listed | 1,141 | | 1,325 | | Others not list. | 538 | | 403 |
| Grand Total | 7,628 | | 8,401 | | Grand Total | 3,909 | | 5,361 |

| | | | | | | | | |
|---------------------|----------------------------------|--------|-------|--|----------------|----------------|--|----------------|
| Export Trade Matrix | | | | | | | | |
| Country: | ?? | Units: | M3 | | | | | |
| Commodity: | HARDWOOD VENEER (TEMPERATE only) | | | | | | | |
| Time period: | Jan-Dec | | | | Time period: | Jan-Jun | | Jan-Jun |
| Exports for | -1 | | 1997 | | | 1st. half 1997 | | 1st. half 1998 |
| U.S. | 128 | U.S. | 81 | | U.S. | 42 | | |
| Others | | Others | | | Others | | | |
| Belgium/Lux | 595 | | 652 | | Belgium/Lux | 225 | | 183 |
| U.K. | 292 | | 103 | | U.K. | 84 | | |
| Germany | 281 | | 315 | | Germany | 142 | | 121 |
| Israel | 118 | | 165 | | Israel | 73 | | 108 |
| | | | | | Switzerland | 126 | | |
| | | | | | New Zealand | 68 | | |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| Total for Others | 1,286 | | 1,235 | | Total Others | 718 | | 412 |
| Others not listed | 554 | | 538 | | Others not li. | 137 | | 421 |
| Grand Total | 1,968 | | 1,854 | | Grand Total | 897 | | 833 |

Production, Supply and Distribution

Tropical Hardwood Lumber

| | | | | | | |
|----------------------|--------------------------|---------|-----|---------|-----|---------|
| PSD Table | | | | | | |
| Country: | Netherlands | | | | | |
| Commodity: | Tropical Hardwood Lumber | | | | | |
| | | 1997 | | 1998 | | 1999 |
| | Old | New | Old | New | Old | New |
| Market Year Begin | | 01/1997 | | 01/1998 | | 01/1999 |
| Production | 0 | 40 | 0 | 40 | 0 | 40 |
| Imports | 0 | 305 | 0 | 325 | 0 | 330 |
| TOTAL SUPPLY | 0 | 345 | 0 | 365 | 0 | 370 |
| Exports | 0 | 67 | 0 | 70 | 0 | 75 |
| Domestic Consumption | 0 | 278 | 0 | 295 | 0 | 295 |
| TOTAL DISTRIBUTION | 0 | 345 | 0 | 365 | 0 | 370 |
| | | | | | | |
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Trade Matrices

Tropical Hardwood Lumber

| | | | | | | | | |
|---------------------|---------|--------|---------|--|-------------------------|------------------|--|------------------|
| Import Trade Matrix | | | | | | | | |
| Country: | ?? | Units: | M3 | | | | | |
| Commodity: | ?? | | | | | | | |
| Time period: | Jan-Dec | | | | Time period: Jan-Jun | | | |
| Imports for | -1 | | 0 | | | 1st.half 1997 | | 1st.half 1998 |
| U.S. | | U.S. | | | U.S. | | | |
| Others | | Others | | | Others | | | |
| Belgium/Lux | 17,222 | | 25,063 | | Belgium/Lux | 13,988 | | 14,397 |
| Malaysia | 166,925 | | 164,999 | | Malaysia | 82,264 | | 100,160 |
| Indonesia | 7,659 | | 2,062 | | Indonesia | 1,025 | | 1,503 |
| Singapore | 5,007 | | 1,870 | | Singapore | 876 | | |
| Cameroon | 34,834 | | 43,207 | | Cameroon | 18,101 | | 24,553 |
| Ivory Coast | 22,247 | | 21,708 | | Ivory Coast | 12,336 | | 9,789 |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| Total for Others | 253,894 | | 258,909 | | Total for Others | 128,590 | | 150,402 |
| Others not listed | 34,167 | | 46,420 | | Others not list | 20,756 | | 25,189 |
| Grand Total | 288,061 | | 305,329 | | Grand Total | 149,346 | | 175,591 |

| | | | | | | | | |
|---------------------|---------|--------|--------|--|-------------------------|-------------------|--|-------------------|
| Export Trade Matrix | | | | | | | | |
| Country: | ?? | Units: | M3 | | | | | |
| Commodity: | ?? | | | | | | | |
| Time period: | Jan-Dec | | | | Time period: Jan-Jun | | | |
| Exports for | -1 | | 1997 | | | 1st. half 1997 | | 1st. half 1998 |
| U.S. | | U.S. | | | U.S. | | | |
| Others | | Others | | | Others | | | |
| Belgium/Lux | 16,950 | | 17,122 | | Belgium/Lux | 8,588 | | 12,245 |
| Germany | 25,438 | | 29,258 | | Germany | 13,782 | | 11,018 |
| France | | | 683 | | France | 176 | | 1,217 |
| Austria | 977 | | | | Austria | | | |
| U.K. | 4,001 | | 7,553 | | U.K. | 3,762 | | 3,936 |
| Switzerland | | | 351 | | Switzerland | 239 | | 229 |
| Egypt | | | 260 | | Egypt | 260 | | |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| Total for Others | 47,366 | | 55,227 | | Total for Oth. | 26,807 | | 28,645 |
| Others not listed | 8,328 | | 12,023 | | Others not l. | 4,895 | | 5,210 |
| Grand Total | 55,694 | | 67,250 | | Grand Total | 31,702 | | 33,855 |