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Spain

Solid Wood Products

Annual

2000

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Report Highlights:

Buoyant housing and furniture manufacturing are sustaining the consumption of forest products at high levels. Forest products imports during the first half of 2000 have increased from all sources, including United States' hardwood lumber and veneer which have grown rapidly. For the second half of 2000, this tendency of United States' forest products imports are expected to stop since the current weaknesses of the Euro is causing importers not to replenish stocks or to look for alternative sources.

Includes PSD changes: Yes
Includes Trade Matrix: Yes
Annual Report
Madrid [SP1], SP

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Executive Summary

The Spanish construction industry is experiencing an accelerated growth cycle which began in 1997 and has continued through the current year 2000. New dwelling starts are expected to attain a second consecutive record of 540,000 units in the current year 2000. For 2001, however, most analysts predict a change in this trend for a slowdown in the rate of growth or even no growth. In addition, fueled by domestic demand, the furniture industry is steadily growing at an annual rate of about six percent in the last two years.

Consumption of forest products continues to be intense as evidenced by the import statistics for the first half of 2000 which show increases in imports of forest products from all sources including the United States. For the second half of the 2000, however, imports of United States' softwood and hardwood lumber are expected to decline. The current strength of the dollar versus the Euro is causing importers not to replenish US stocks and to find alternative sources, mainly Eastern European countries for hardwood lumber and Baltic countries or Brazil for softwood lumber. The new EU wine regime which calls for quality enhancement will likely create greater marketing opportunities for United States oak staves and planks for barrel making in Spain.

Spain's forest products imports from all sources in 1999 amounted to $1.31 billion, near the previous' year record of $1.34 billion. A breakdown of these imports by value in millions of United States dollars in 1999 is as follows: softwood lumber ($299), oak lumber ($121), beech lumber ($39), other hardwood lumber ($198), softwood logs ($33), hardwood logs ($193), veneers ($118), moldings ($65), fiberboards ($86), particleboard ($114), plywood ($36) and other forest products ($12). Over 1998, increases in imports of softwoods, hardwood veneer and plywood hardly offset declines in imports of temperate and tropical hardwood logs and lumber.

In 1999, the main suppliers of softwood lumber to Spain were ($million in parenthesis) Sweden ($79), the United States ($68), and Portugal ($32); for temperate hardwood lumber, the United States($114), France ($25), Germany ($23), and Canada ($13); for hardwood veneer, the United States ($44), Germany ($15), Italy ($8) and Portugal ($4).

Spain's imports of United States' forest products in 1999 attained a new $234 million record, up one percent from the previous year's levels. They included $68 million worth of softwood lumber, $110 million of hardwood lumber, $44 million worth of veneer (primarily hardwood veneer), and $8 million worth of hardwood logs. About one fourth of the value in imports of United States' hardwood lumber should be considered oak staves or planks for barrel making as these materials are counted as oak lumber by Customs. In 1999, Spain remained the United States's third largest market for softwood lumber as well as for hardwood veneer and the fourth United States's largest market for hardwood lumber. As the market is concentrated in two individual species , southern pine and white oak, Spain continues to be the number one market for this two United States' lumber species. United States' hardwood lumber species other than white oak, however, are widely stocked in little quantities by importers.

Peseta/$ exchange rates: 1999: 156.33; Current: 188; Average expected for 2000: 180

FOREST PRODUCT			
STRATEGIC INDICATOR TABLES FOR (SPAIN)			
(Please do not add/delete rows or columns -- note and other info must be added below row 110 -- thank you!)			
CONSTRUCTION MARKET			
Country: Spain	Previous	Current	Following
Report Year: 2000	Calendar Year	Calendar Year	Calendar Year
Total Housing Starts (thousand units)	520	540	545
--of which, wood frame (thousand units)	n/a	n/a	n/a
--of which, steel, masonry, other materials (thousand units)	n/a	n/a	n/a
--of total starts, residential (thousand units)	517	537	542
----of residential, single family (thousand units)	159	165	167
----of residential, multi-family (thousand units)	358	372	375
--of total starts, commercial (thousand units)	3	3	3
Total Value of Commercial Construction Market ($US mil)	13,500	12,400	13,000
Total Value of Repair and Remodeling Market ($US million)	20,600	18,800	20,000
FURNITURE & INTERIORS MARKET			
Country: Spain	Previous	Current	Following
Report Year: 2000	Calendar Year	Calendar Year	Calendar Year
Total Housing Starts (number of units)	520,000	540,000	545,000
Total Number of Households)	18,081,000	18,621,000	19,166,000
Furniture Production ($US million)	8,040	7,400	7,600
Total Furniture Imports ($US million)	n/a	n/a	n/a
Total Furniture Exports ($US million)	1,445	1,400	1,500
Interiors Market Size ($US million)	n/a	n/a	n/a
MATERIAL HANDLING MARKET			
Country: Spain	Previous	Current	Following
Report Year: 2000	Calendar Year	Calendar Year	Calendar Year
Total Value of Industrial Output ($US million)	173,622	156,822	163,100
New Pallet Production (million units)	16	16	15

FOREST AREA			
Country: Spain	Previous	Current	Following
Report Year: 2000	Calendar Year	Calendar Year	Calendar Year
Total Land Area (million hectares)	47	47	47
Total Forest Area (million hectares)	11	11	11
--of which, Commercial ('000 hectares)	7,550	7,550	7,550
----of commercial, tropical hardwood ('000 hectares)	0	0	0
----of commercial, temperate hardwood ('000 hectares)	2,050	2,050	2,050
----of commercial, softwood ('000 hectares)	5,500	5,500	5,500
Forest Type			
--of which, virgin ('000 hectares)	n/a	n/a	n/a
--of which, plantation ('000 hectares)	n/a	n/a	n/a
--of which, other commercial (regrowth) ('000 hectares)	n/a	n/a	n/a
Total Volume of Standing Timber (thousand cubic meters)	n/a	n/a	n/a
--of which, Commercial Timber ('000 cum)	320,000	321,000	322,000
Annual Timber Removal ('000 cum) 1/	15,000	15,000	15,000
Annual Timber Growth Rate ('000 cum)	16,000	16,000	16,000
Annual Allowable Cut ('000 cum)	15,000	15,000	15,000

WOOD PRODUCTS SUBSIDIES			
Country: Spain	Previous	Current	Following
Year of Report: 2000	Calendar Year	Calendar Year	Calendar Year
Total Solid Wood Export Subsidy Outlay ($US million)	0	0	0
Is there a ban on the export of logs, lumber, or veneer? 1/	no	no	no
Are there export taxes (yes/no)? 2/	no	no	no
Total Wood Production Subsidy ($US million)	0	0	0
Scope (thousands of hectares)	n/a	n/a	n/a
Are there other wood products export expansion activities?	n/a	n/a	n/a

FOREST PRODUCT TARIFFS AND TAXES (percent)						
		Tariff	Tariff	Other		
Country: Spain	Product	Current	Following	Import	Total Cost	Export
Report Year: 2000	Description 1/	Year	Year	Taxes/Fees	of Import 2/	Tax
4401.21&22	Wood chips	Free	Free	Free	Free	Free
4403.10.10	Tr. softw. pole	Free	Free	Free	Free	Free
4403	LOGS	Free	Free	Free	Free	Free
4404	Hoopwood	Free	Free	Free	Free	Free
4405	Wood wool	Free	Free	Free	Free	Free
4406	R. sleepers	Free	Free	Free	Free	Free
4407	LUMBER	Free	Free	Free	Free	Free
4408	VENEER	4	4	Free	$4	Free
4409.10.11&20.11	Frame molding	Free	Free	Free	Free	Free
4409.20.91	Parquet strips	Free	Free	Free	Free	Free
4410	Particleboard	7	7	Free	$7	Free
4411	Fiberboard	7	7	Free	$7	Free
4412	Plywood*	7	7	Free	$7	Free
4413	Densified wood	Free	Free	Free	Free	Free
4414	Frames	Free	Free	Free	Free	Free
4415	Crates & Pallets	4	4	Free	$4	Free
4416.00.10	Oak staves	Free	Free	Free	Free	Free
4416.00.90	Wine barrels	Free	Free	Free	Free	Free
4417.00.20	Tool handles	Free	Free	Free	Free	Free
4418.10	Windows	3	3	Free	$3	Free
4418.20	Doors	Free	Free	Free	Free	Free
4418.30	Parquet panels	Free	Free	Free	Free	Free
4418.40	Concrete forming p.	Free	Free	Free	Free	Free
4418.90.10	Glue-lam	Free	Free	Free	Free	Free
4419	Table & kitchenware	Free	Free	Free	Free	Free
4420	Marquetry	4	4	Free	$4	Free
4421.10	Clothes hangers	Free	Free	Free	Free	Free
9403.30&50	Furniture	Free	Free	Free	Free	Free
9403.4	Kitchen furniture	2.7	2.7	Free	$2.7	Free
9406.00.10	Prefabricated houses	2.7	2.7	Free	$2.7	Free
2/ Calculate as tariff plus other import taxes/fees assuming a commodity value of $100.						
*except for a duty-free EU quota of 650,000 Cubic Meters of softwood plywood						

MARKET SEGMENT ANALYSIS

Construction Sector

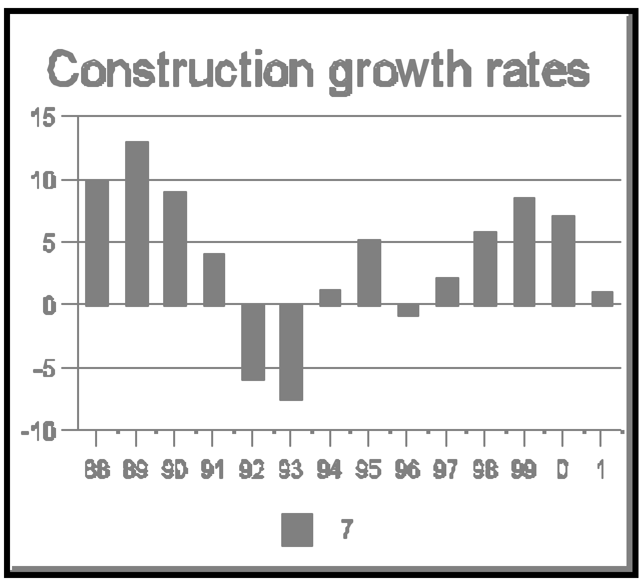
Overview

As shown in the table below, the Spanish construction industry is experiencing an accelerated growing cycle which began in 1997 and has continued through the current year 2000. For the 2001, however, most analysts predict a change in this trend for a slowdown or even no growth.

New dwelling starts are expected to attain a second consecutive record of 540,000 units in the current year 2000. Current levels of starts are significantly larger than normal levels, having surpassed all previous expectations. This larger housing demand has been fueled by increased withdrawals from people's savings, lower than ever interest rates in the past several years and larger public works as well.

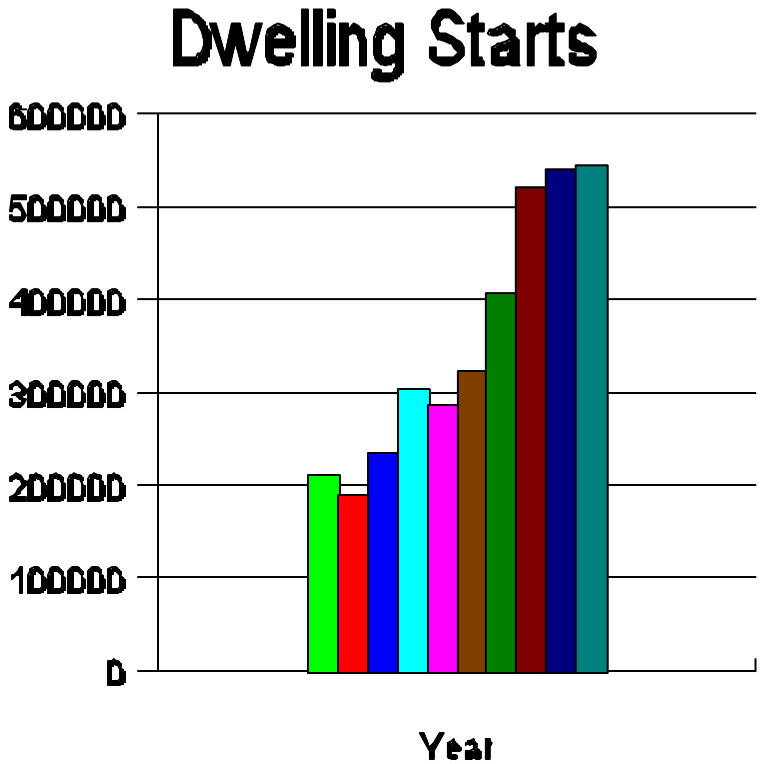
Overall Construction Industry - Growth rates														
87	88	89	90	91	92	93	94	95	96	97	98	99	0 E	1 F
7.0	10.0	13.0	9.0	4.0	-5.9	-7.5	1.2	5.1	-0.7	2.2	5.8	8.5	7.0	1.0

By sectors	98	99 E	00 F
New Housing	9	13	7
Non residential	4	5.5	5
Remodeling	2.5	4.0	5
Civil works	6.5	9.5	8
Total Construction	5.8	8.5	7



Below are data on dwelling starts.

Year	Units	Growth rate
91	203,828	-15
92	210,521	3
93	189,600	-10
94	233,427	23
95	302,881	30
96	286,832	-5
97	322,732	12
98	407,380	26
99	520,000	28
00 E	540,000	4
01 F	545,000	1



Wood products are used almost exclusively for doors, windows, parquet and strip flooring since timber frame construction is underdeveloped, and utilization of structural wood products is limited. Lack of tradition, some legal obstacles and some recent misfortunes regarding timber housing developments are not outweighing the advantages of this type of construction – primarily lower costs, energy savings and less construction time – over the traditional system.

There are about 12 timber home builders. The larger companies are currently building about 150 units annually and medium-size builders about 100 units. An association of timber home builders is being created. Nordic timber is the main structural wood type used in Spain due to its suitable price/quality ratio. Some domestic pine is also used.

Single and multifamily residential buildings are typically made of concrete structures and brick and other non-wooden systems used for sheathing, wall paneling and partitions. Roofing of new homes is currently done primarily with metallic trusses. Metallic systems as well as sawnwood and plywood are utilized for concrete forming.

Door production in 1999 was over 9.5 million units, a 21 percent increase from 1998. Export sales in 1999, however, declined 12 percent from 1998, due mainly to lower shipments to the traditional Russian market. The great majority of doors produced in Spain are veneer faced-35 milliliter particleboard core flush doors or lacquered MDF core flush doors with solid wood stiles and rails which are used in interiors. Tropical sapelli, United States' white oak and southern pine are the main species utilized for doors. Solid wood door production, however, is currently growing. Increased single family housing construction is contributing to the growth since solid doors are generally used as exterior doors. Oakwood is the species predominantly used for exterior solid wood doors. Currently, other types of doors increasingly demanded are armored doors, fire proof-doors and acoustic doors.

Windows are mostly made of aluminum and PVC. Wooden window production is about 9 million, accounting for 20 percent of the window market. Current tendencies are for the production of mixed aluminum-wood windows as well as quality windows. Baltic red pine lumber (V and VI grades) is mostly used in wooden windows as they are competitive pricewise. Tropical irokowood and clear grades of Southern yellow pine and Douglas Fir are also used.

Strip flooring is principally utilized in single-family homes. About 30 percent of hardwoods, including temperate and tropical species, consumed in Spain are utilized in strip flooring. Floating flooring, which is also growing in Spain like in other EU countries but at a lower pace, is mainly used in home renovations.

Marketing

Current buoyant production of wooden doors and windows provide great market opportunities for United States hardwood and softwood lumber, and veneers. The current trend for the production of mixed aluminum-wood and quality windows also offers more opportunities for United States' southern pine and temperate hardwoods.

Few opportunities exist in timber frame construction as this market is small and Nordic woods are generally preferred in frames. Moreover, since the European production of structural panels is expanding, utilization of certain United States's construction materials such as softwood plywood and OSB in applications such as roofing , sheating and siding is declining.

The next round of the Barcelona International Construction Fair is scheduled for April 23-28, 2001. This fair includes sections like structures, partitions and roofs, prefabrication and industrialized construction, and wooden carpentry. Further information can be obtain from the Fair's website as follows: www.construmat.com.

The main commercial impediment for the utilization of United States' wooden materials is the price differential with woods sourced in other countries. Nordic softwoods are placing increased competition on United States' softwood in certain applications such as windows and structural frames, i.e whitewood in lower grade softwood applications and redwood is displacing southern yellow pine in doors. In addition, tropical hardwoods, especially sapelli and iroko are quite competitive in doors and windows as well as in outdoor decking. Checks that appear frequently after planning as well as inappropriate finishing are two factors negatively affecting the use of United States' southern pine in Spain. Regarding concrete forming, the unwillingness of United States' companies in tailoring sizes and finishing panels as many competitors do is cited as a major constraint. Lack of awareness on utilization of treated softwoods for outdoor decking is a major impediment to find alternatives to tropical hardwoods.

Trade

The current strong demand for housing materials is expected to continue through the year 2005 and to slacken after that year due to changes in demographics. This demand will sustain imports of forest products used for doors, windows, concrete forming and interior applications through the year 2005.

Furniture & Interior Sector

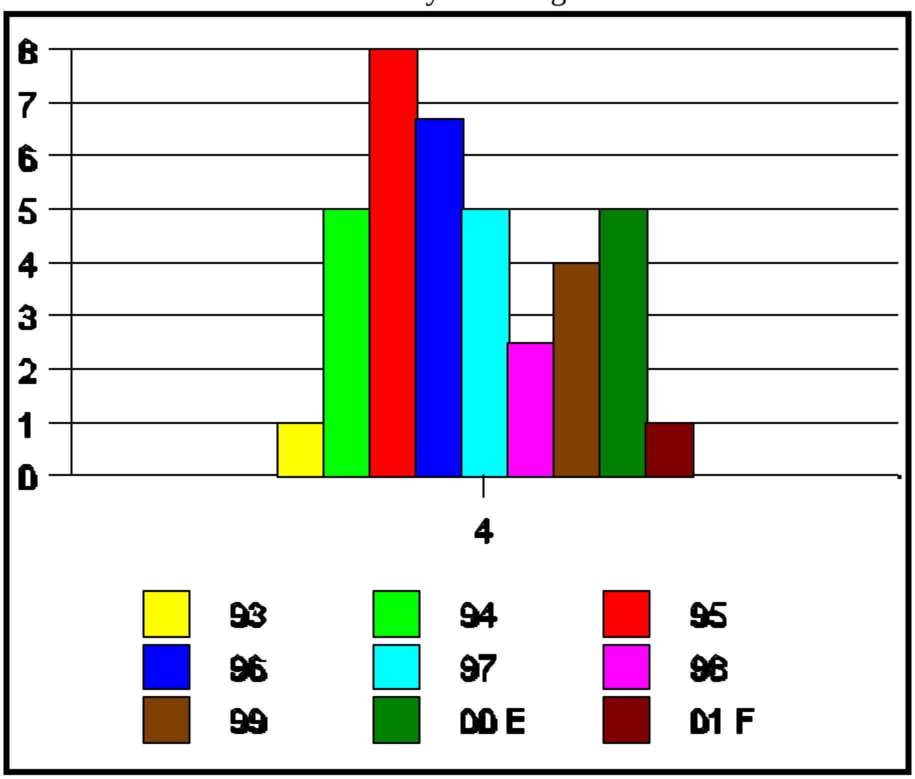
Overview

Spain is the fourth largest European furniture manufacturing country, following Italy, Germany and the U.K. About 20 percent of the Spanish furniture production is currently exported, primarily to other EU markets, Russia, the United States and some Asian countries. Design and a fairly good price/quality ratio are behind the competitiveness of Spanish furniture.

Spain's marketing channels for wood products are composed of a net of wholesalers/importers based throughout the country but principally in Valencia, Barcelona, Madrid, Andalucia and Galicia. Agents assist them in importing wood products from foreign countries. These outlets supply wood manufacturing industries as well as smaller warehouses which in turn supply local joiners and other end-users. Only large wood manufacturing industries have their own import units, but also frequently buy from wholesalers/importers.

92	4
93	1
94	5
95	8
96	6.7
97	5
98	2.5
99	4.0
00 E	5.0
01 F	1.0

Renovation activity: Annual growth rates



Current strong activity in new housing and renovation is boosting the demand for interior design materials. Approximately 4.5 million dwellings are in need of some kind of significant repair and another 30 percent need major remodeling. Although the standard of living in Spain is steadily increasing, it is still at about 85 percent of the EU average, so there is still potential for further improvement. Spain's growing economy and its drive to reach the standard of living of other EU countries will certainly lead growth in demand for forest products from the furniture and interior design sector.

The furniture industry has been strongly growing since 1993 due to increased domestic sales and export sales as well. Total furniture sales rose 6.5 percent, in domestic currency terms, in 1999, and are expected to grow at almost the same rate during the current year 2000. Furniture export sales, however, have slowed recently due to continued weak demand in Asian markets as well as a slump in the traditional Russian market. The growth rate in 1999 was 3.6 percent compared with 12.6 percent in 1998.

Marketing

The Spanish interior design/furniture sector has been the traditional end user of United States forest products. United States' softwood and hardwood lumber, veneer logs and veneers, are used for the manufacture of joinery, flooring, doors and furniture. The market has been traditionally concentrated in two single lumber species, oak and southern yellow pine. Oak lumber, FAS and Better, is utilized for furniture, kitchen doors and moldings. White oak is the main species used for kitchen cabinets and exterior doors. No. 2 Common oak lumber is widely used for flooring.

Southern yellow pine Saps, Prime & Better are mainly used for windows, doors, flooring, baseboards, stair cases, balustrades, molding and picture frames. Other softwoods used includes Douglas fir lumber, clears N. 2 and 4, Eastern White Pine, Lodgepole, Ponderosa Pine, and Hemlock.

The Spanish market of United States' veneer and veneer logs has grown dramatically in recent years. Oak, cherry, maple, walnut, ash, southern yellow pine, and douglas fir are among the most important species used.

White oak continues to be the predominant United States' hardwood species imported into Spain, with an import share that remained unchanged at 82 percent last year. The market shares of other United States' hardwood species were about three percent each for cherry and western red alder and about two percent each for red oak and tulipwood. A recent survey of main importers showed that they had 18 United States' hardwood species in lumber and 20 in veneer. Besides white oak, the most commonly stocked lumber species were reportedly cherry, hard maple, soft maple, red oak, walnut, ash and western red alder.

Increased production of doors is boosting the demand for temperate hardwood solidwood pieces, molding and veneers. In addition, larger single housing construction is boosting the utilization of solidwood doors and stair cases for which several temperate hardwood species are utilized and so is United States' southern yellow pine. Parquet and strip flooring are only utilized in the medium and high-quality home segment.

Increased manufacturing of furniture and doors coupled with high utilization of MDF veneer wrapped profiles for molding and picture frames is also creating greater market opportunities for United States' hardwood veneer, such as white oak, cherry, walnut, maple, ash, and some United States' softwood veneer such as southern yellow pine and douglas fir. After sapelli, oak is the veneer most used to face doors. United States' douglas fir and southern yellow pine veneers are also used.

The demand for components, fixed length/width pieces and high grade strips for flooring and kitchen cabinets continues at relatively modest levels. Opportunities may exist for oak strips for the molding industry.

For exporters who may have an interest in the Spanish wood products market, a list of Spanish forest products importers and agents can be obtained from the Office of the Agricultural Counselor in Madrid . For further information, please contact the Counselor for Agricultural Affairs in Madrid, PSC 61, Box 20, APO-AE 09642; Fax: 011-34-91-564-9644; E-mail: AgMadrid@fas.usda.gov. Information can also be obtained from the Spanish National Wood Importers Association at the following address: Asociacion Espanola de Importadores de Maderas (AEIM), Flora 3-2; 28013 Madrid. Fax: 011-34-91-547-3980; E-mail: aeim@aeim.org.

The next round of the International Wood and Furniture Industry'Suppliers in Valencia (FIMA-MADERALIA) is scheduled for November 7-10, 2001. This fair includes sections like lumber, veneer, panels, flooring, wall paneling, kitchen cabinet components, do it yourself and marketry. American Hardwood Export Council (AHEC) and American Softwoods are two traditional exhibitors of this fair. In addition, among exhibitors several United States lumber companies can also be found. Further information can be obtained from the following website: www.feriavalencia.com.

The main commercial impediment for the utilization of United States woods in interiors and furniture is the price differential with alternative sources including European hardwood as well as tropical hardwoods. Consumer preferences are for non-stained woods. This is a major impediment for the use of softmaple that can look like cherry or the easily-stained tulipwood. Importers have always complained about tally, alleging that the lumber received ranges between four and five percent in favor of exporters. Net tally has always been demanded and more recently computer-tally. Another constraint is the larger floating flooring production capacity and utilization.

Material Handling Industry

Overview

New pallet production is declining due to increased utilization of reusable pallets. Pinewood is the main material used for pallets in Spain. There are abundant domestic supplies at competitive prices in the Iberian Peninsula (Spain and Portugal) for the production of wooden pallets.

Marketing

Post believes that there is limited potential in this market due to abundant local supplies at competitive prices. It is only in specialized panels that there might be some opportunities for United States' hardwood lumber, softwood lumber, plywood and OSB.

The same market impediments in the construction sector are applicable in the material handling market, as follows: Availability of many product alternatives is the main constraint as well as lack of product distribution near the major industrial areas.

Cooperage products

Overview

Spain is the third largest wine producing country in the world after France and Italy, with an excellent price/quality ratio. This industry is booming with increased prices and export demand. Many wineries have upgraded and modernized their facilities for the production of quality aged wines.

There are about 15 coopers in Spain that make barrels for local use and exports. Barrel makers generally import the wood themselves. There are also a couple of sawmills that import oak logs for the production of staves.

Marketing

Opportunities exist for United States' mills that produce oak planks and that are willing to produce these products according to the specifications of sizes, drying procedures and moisture content that coopers require. Some coopers, however, import green oak stave planks to be air-dried locally. A list of Spanish coopers can be obtained from the Agricultural Counselor's Office at the address specified in the preceding page.

The Spanish market for oak staves is about 18,000 cubic meters worth $27 million. These figures come from about 900 containers imported annually. Each container carries about 20 cubic meters or 7,500 staves worth about $4 each.

The new EU wine regime which begins this year calls for quality enhancement. As a result, more wines will be aged in barrels, creating more marketing opportunities for United States' oak staves and planks for barrel making.

Other Wood Consuming Sectors

Gun stocks: Spain is a major producer of sport firearms such as shotguns and rifles.

Musical instruments: Guitars are a relatively small market but important source of demand for Western Red Cedar and Engleman Spruce boards imported from North America.

TRADE

In 1999, Spain remained the United States' fourth largest market for hardwood lumber. In addition, Spain remained the United States' third largest market for softwood lumber– after Japan and Canada– and for hardwood veneer after Canada and Germany. Statistics for hardwood lumber includes, however, oak planks for staves. As indicated below, they represent nearly one fourth of the total market for United States hardwood lumber.

Spain's import requirements are fully harmonized with the rest of the EU. Import duties are also identical. Duty free imports include unprocessed products such as logs and lumber but also many wooden products such as treated softwood poles, oak staves, wine barrels, frame molding, frames, parquet strips and panels, windows, doors, concrete forming panels, tool handles, table and kitchenware, clothes hangers, and glue-lam timber. Products such as veneer, panels, crates, pallets, windows, kitchen furniture and prefabricated houses continue to be subject to import duties (see table on page 5). In addition, Spanish importers may benefit from the EU duty-free softwood plywood quota bound in the GATT at 650,000 cubic meters since 1996.

Forest products import shipments come into Spain through 25 ports as shown in the port map below. The total volume of wood products imported through ports exceeds 2 million tons per year. The port of Valencia is the main entry for forest products into Spain. This port handles a volume of nearly 600,000 metric tons of wood per year, accounting for almost 30 percent of all import shipments through ports in Spain. It should be also pointed out that the four ports of Galicia in the Northwest of Spain – Vigo, Ferrol, Villagarcia and Marin-Pontevedra – handle 500,000 tons. Other important ports for entry of wood are Bilbao, Barcelona, Santander and Pasajes. In addition, the two archipelagos, the Canaries and the Balearic Islands, are also important, specially if cabotage in addition to direct imports is included.

PRODUCTION

Forest Situation

Commercial forests in Spain are mainly located along the northern coast in the Cantabrian Range, and in northwestern, central and southern mountain regions.

Because of very low average tree densities in Spanish forests (about 40 percent), the average forest yield in Spain is estimated at 1.05 cubic meters per hectare, well below the 2.5 cubic meters/hectare average for other EU countries. However, average yields can vary dramatically from region to region. The northern Cantabrian range, which accounts for about one third of all Spanish timberland, yields an average of about 7 cubic meters per hectare.

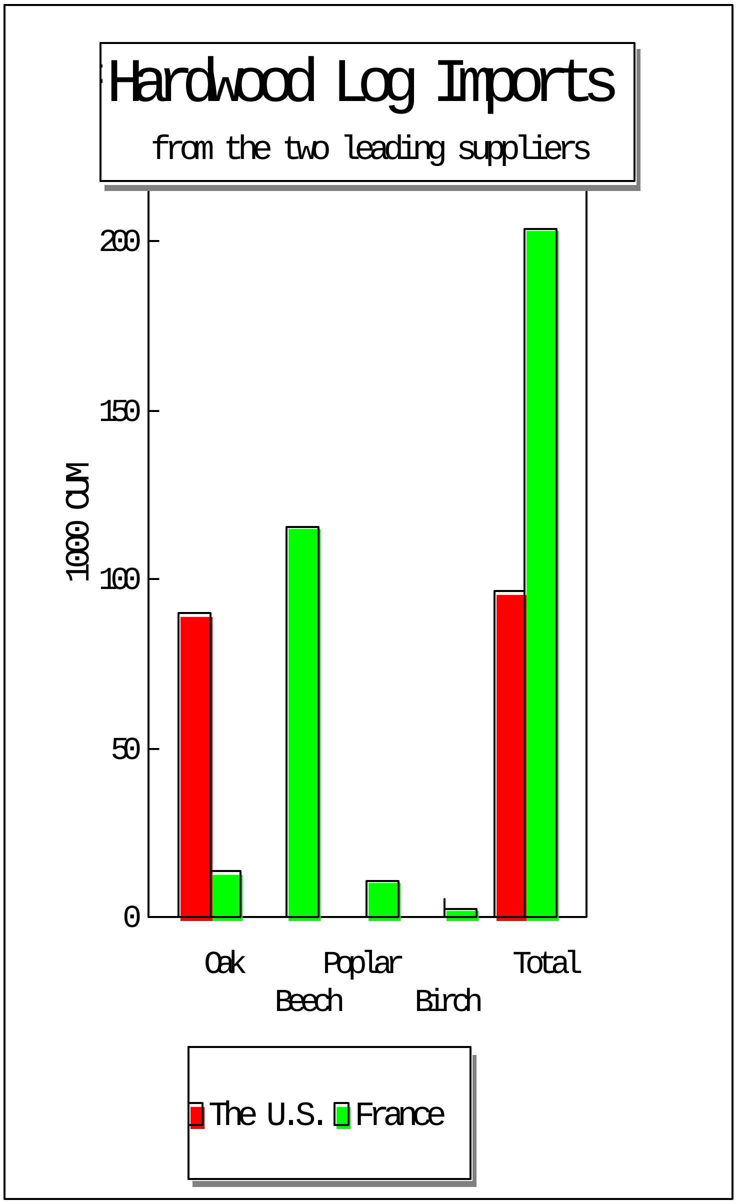
Current reforestation programs are for about 125,000 hectares annually. Forest fires cause significant destruction of commercial timberlands in Spain, averaging 80,000 hectares during the last decade.

PSD Table						
Country	Spain					
Commodity	Softwood Logs				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Production	7000	7500	0	7400	0	7400
Imports	260	713	0	690	0	670
TOTAL SUPPLY	7260	8213	0	8090	0	8070
Exports	150	273	0	250	0	250
Domestic Consumption	7110	7940	0	7840	0	7820
TOTAL DISTRIBUTION	7260	8213	0	8090	0	8070

Import Trade Matrix			
Country	Spain		
Commodity	Softwood Logs		
Time period	CY	Units:	CY
Imports for:	1998		1999
United States	0	United States	0
Others		Others	
France	219	France	452
Portugal	110	Portugal	138
Madagascar	26	Estonia	71
Sweden	17	Sweden	23
Russia	3	Latvia	13
Belgium	1	Russia	8
Germany	1	Andorra	2
		Finland	2
Total for Others	377		709
Others not Listed	0		4
Grand Total	377		713

PSD Table						
Country	Spain					
Commodity	Temperate Hardwood Logs				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1992		01/1993		01/1994
Production	4000	4900	0	4900	0	4900
Imports	1700	2068	0	2050	0	2000
TOTAL SUPPLY	5700	6968	0	6950	0	6900
Exports	200	112	0	200	0	200
Domestic Consumption	5500	6856	0	6750	0	6700
TOTAL DISTRIBUTION	5700	6968	0	6950	0	6900

Import Trade Matrix			
Country	Spain		
Commodity	Temperate Hardwood Logs		
Time period	CY	Units:	CY
Imports for:	1998		1999
U.S.	17	U.S.	96
Others		Others	
Portugal	657	Portugal	680
Argentina	342	Uruguay	378
France	329	Argentina	230
Uruguay	309	France	204
Equador	41	Belgium	28
Germany	18	Germany	23
Belgium	8	Ukraine	13
Ukraine	8	Poland	6
Poland	2	U.K.	1
Russia	2	Canada	1
Total for Others	1716		1564
Others not Listed	112		408
Grand Total	1845		2068


Hardwood Log Imports
from the two leading suppliers
1000 CUM
200
150
100
50
0
Oak
Beech
Poplar
Birch
Total
The U.S.
France

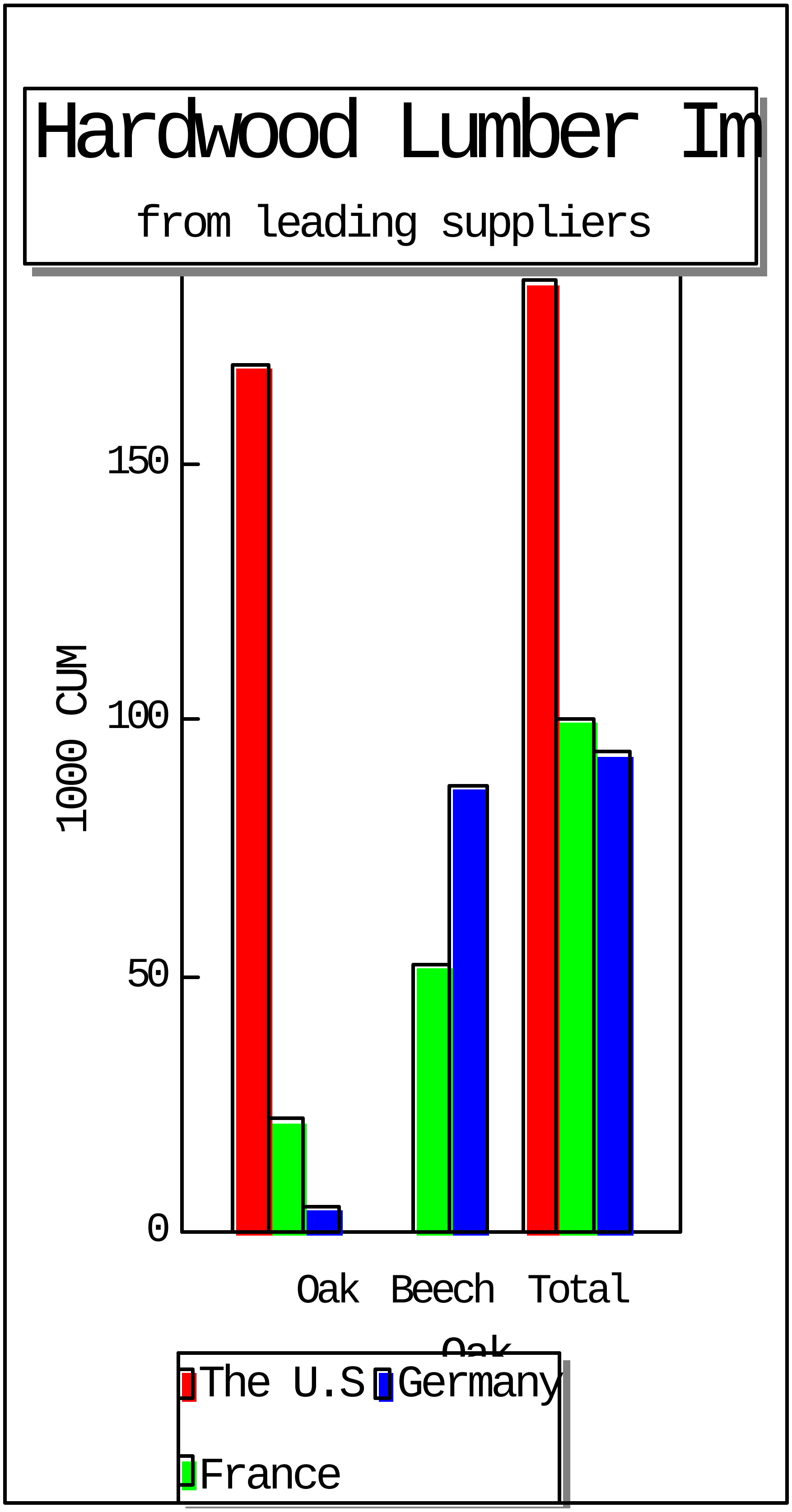
PSD Table						
Country	Spain					
Commodity	Softwood Lumber				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	2100	2400	0	2500	0	2500
Imports	1290	1592	0	1650	0	1600
TOTAL SUPPLY	3390	3992	0	4150	0	4100
Exports	50	39	0	50	0	50
Domestic Consumption	3340	3953	0	4100	0	4050
TOTAL DISTRIBUTION	3390	3992	0	4150	0	4100

Import Trade Matrix			
Country	Spain		
Commodity	Softwood Lumber		
Time period	CY	Units:	CY
Imports for:	1998		1999
United States	151	United States	154
Others		Others	
Sweden	402	Sweden	398
Portugal	366	Portugal	327
France	148	France	203
Finland	105	Finland	138
Russia	83	Russia	116
Brazil	29	Brazil	90
Germany	16	Latvia	34
Latvia	17	Germany	27
Chile	10	Poland	14
Czech R.	10	Romania	14
Total for Others	1186		1361
Others not Listed	52		77

Grand Total	1389		1592

PSD Table						
Country	Spain					
Commodity	Temperate Hardwood Lumber				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	650	690	0	670	0	670
Imports	485	461	0	500	0	480
TOTAL SUPPLY	1135	1151	0	1170	0	1150
Exports	20	28	0	30	0	30
Domestic Consumption	1115	1123	0	1140	0	1120
TOTAL DISTRIBUTION	1135	1151	0	1170	0	1150

Import Trade Matrix			
Country	Spain		
Commodity	Temperate Hardwood Lumber		
Time period	CY	Units:	CY
Imports for:	1998		1999
United States	185	United States	186
Others		Others	
France	114	France	100
Germany	105	Germany	94
Canada	18	Canada	15
Latvia	12	Latvia	15
Ukraine	11	Ukraine	11
Romania	7	Belgium	6
Belgium	6	Switzerland	5
Poland	6	Romania	4
Switzerland	4	Poland	2
Hungary	2	Hungary	2
Total for Others	285		254
Others not Listed	10		21
Grand Total	480		461


Hardwood Lumber Im
from leading suppliers
1000 CUM
150
100
50
0
Oak
Beech
Total
Oak
The U.S
Germany
France

PSD Table						
Country	Spain					
Commodity	Hardwood Veneer				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	40	40	0	41	0	42
Imports	28	36	0	39	0	40
TOTAL SUPPLY	68	76	0	80	0	82
Exports	15	12	0	15	0	16
Domestic Consumption	53	64	0	65	0	66
TOTAL DISTRIBUTION	68	76	0	80	0	82

Import Trade Matrix			
Country	Spain		
Commodity	Hardwood Veneer		
Time period	CY	Units:	CY
Imports for:	1998		1999
United States	13	United States	14
Others		Others	
Germany	4	Germany	4
Italy	2	Italy	2
France	2	France	1
Canada	1	Canada	1
United Kingdom	1	Portugal	1
Poland	1	Belgium	1
		Hungary	1
		Croatia	1
		China	1
		Ghana	1
Total for Others	11		14
Others not Listed	4		8
Grand Total	28		36

PSD Table						
Country	Spain					
Commodity	Softwood Plywood				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	20	45	0	30	0	30
Imports	17	18	0	18	0	19
TOTAL SUPPLY	37	63	0	48	0	49
Exports	12	53	0	33	0	35
Domestic Consumption	25	10	0	15	0	14
TOTAL DISTRIBUTION	37	63	0	48	0	49

Import Trade Matrix			
Country	Spain		
Commodity	Softwood Plywood		
Time period	CY	Units:	CY
Imports for:	1998		1999
United States	1	United States	0
Others		Others	
France	6	Finland	8
Finland	5	France	5
Germany	1	Germany	1
Poland	1	Portugal	1
Chile	1	Poland	1
		Chile	1
Total for Others	14		17
Others not Listed	2		1
Grand Total	17		18