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Spain

Forest Products

Trends in Spain's Market for Wood Products

1999

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Report Highlights:

Robust construction activity, new housing in particular, and furniture manufacturing are creating increased forest products import needs. Spanish forest product imports from all sources in 1988 attained a new record level and so did U.S. imports which are also growing this year. U.S. hardwood and softwood lumber and veneer continue to be in great demand for interior, furniture, door and window applications. In addition, U.S. oak stave planks have a valuable market in Spain.

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

Executive Summary

Spain's forest products imports from all sources in 1998 attained a new record of $1.34 billion, up 15 percent from year earlier level of $1.17 billion. A breakdown of these imports by value in millions of U.S. dollars in 1998 is as follows: softwood lumber ($283), oak lumber ($123), beech lumber ($47), other hardwood lumber ($236), softwood logs ($19), hardwood logs ($209), veneers ($116), moldings ($60), fiberboards ($111), particleboard ($97), plywood ($33) and other forest products ($10). For 1999, increases in imports of softwood lumber, hardwood veneer and softwood plywood and declines in imports of hardwood lumber imports are expected.

Spain's imports of U.S. forest products in 1998 attained a new $231 million record, up 6 percent from year earlier levels. They included $68 million worth of softwood lumber, $114 million of hardwood lumber, $41 million worth of veneer (primarily hardwood veneer), and $8 million worth of hardwood logs. In 1998, Spain remained the U.S.'s third largest market for softwood lumber and hardwood veneer but rose from the sixth to the fourth U.S.'s largest market for hardwood lumber. Spain continues to be the number one market for two individual species of U.S. lumber, southern pine and white oak. Although increased sales of other U.S. softwood species such as eastern pine and hemlock as well as of other hardwood species such as ash, western red alder, red oak, maple and cherry are being reported, they still represent little in the import mix. U.S. forest products imports in 1999 are likely to attained a new record since larger shipments of softwood lumber and hardwood logs are being reported.

In 1998, the main suppliers of softwood lumber to Spain were Sweden, Portugal and the U.S.; for temperate hardwood lumber, the U.S., France and Germany; for hardwood veneer, the U.S. and Germany; and for tropical hardwood lumber, Cameroon and the Ivory Coast.

The Spanish construction industry is currently experiencing an accelerated growing cycle due to larger housing demand, which has been fueled by increased withdrawals from people's savings and reduced interest rates, as well as larger public spending on civil works. New dwelling starts have surged to over 500,000 units in 1999, up 25 percent from year earlier levels and 58 percent from 1997. Although new dwelling starts next year are, however, projected to decline significantly, they are still well above expectations for a normal year. In addition, fueled by domestic demand, the furniture industry continues to grow.

All this will provide further opportunities for U.S. exporters, primarily of hardwood and softwood lumber and hardwood veneer for interiors and furniture. In addition, the current growing demand for solidwood furniture and doors is creating more opportunities for U.S. woods. Although demand for U.S. oak staves continues to be strong– with an import value of about $27 million– the growth may be currently leveling off. In addition, U.S. prospects for structural, concrete forming and handling/packaging materials are not promising due to little timber frame construction or stiff competition from domestic or other foreign sources.

Peseta/$ exchange rates: 1998: 149.40; Current: 163; Average expected for 1999: 155

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: 1999	Calendar Year	Calendar Year	Calendar Year
Total Housing Starts (thousand units)	407	510	425
--of which, wood frame (thousand units)	0.5	0.5	0.5
--of which, steel, masonry, other materials (thousand units)	406	509	424
--of total starts, residential (thousand units)	n/a	n/a	n/a
----of residential, single family (thousand units)	n/a	n/a	n/a
----of residential, multi-family (thousand units)	n/a	n/a	n/a
--of total starts, commercial (thousand units)	n/a	n/a	n/a
Total Value of Commercial Construction Market ($US mil)	13,700	14,100	14,800
Total Value of Repair and Remodeling Market ($US million)	20,800	21,000	21,400
FURNITURE & INTERIORS MARKET			
Country: Spain	Previous	Current	Following
Report Year: 1999	Calendar Year	Calendar Year	Calendar Year
Total Housing Starts (number of units)	407,380	510,000	425,000
Total Number of Households)	17,561,000	18,071,000	18,496,000
Furniture Production ($US million)	7,190	7,415	7,500
Total Furniture Imports ($US million)	n/a	n/a	n/a
Total Furniture Exports ($US million)	1,470	1,460	1,470
Interiors Market Size ($US million)	n/a	n/a	n/a
MATERIAL HANDLING MARKET			
Country: Spain	Previous	Current	Following
Report Year: 1999	Calendar Year	Calendar Year	Calendar Year
Total Value of Industrial Output ($US million)	175,936	177,000	186,500
New Pallet Production (million units)	17	16	16

FOREST AREA			
Country: Spain	Previous	Current	Following
Report Year: 1999	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)	7,500	7,550	7,550
----of commercial, tropical hardwood ('000 hectares)	0	0	0
----of commercial, temperate hardwood ('000 hectares)	2,040	2,050	2,050
----of commercial, softwood ('000 hectares)	5,460	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)	n/a	n/a	n/a
Annual Timber Removal ('000 cum) 1/	15	15	15
Annual Timber Growth Rate ('000 cum)	n/a	n/a	n/a
Annual Allowable Cut ('000 cum)	n/a	n/a	n/a
WOOD PRODUCTS SUBSIDIES			
Country: Spain	Previous	Current	Following
Year of Report: 1999	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: 1999	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
9604.00.10	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

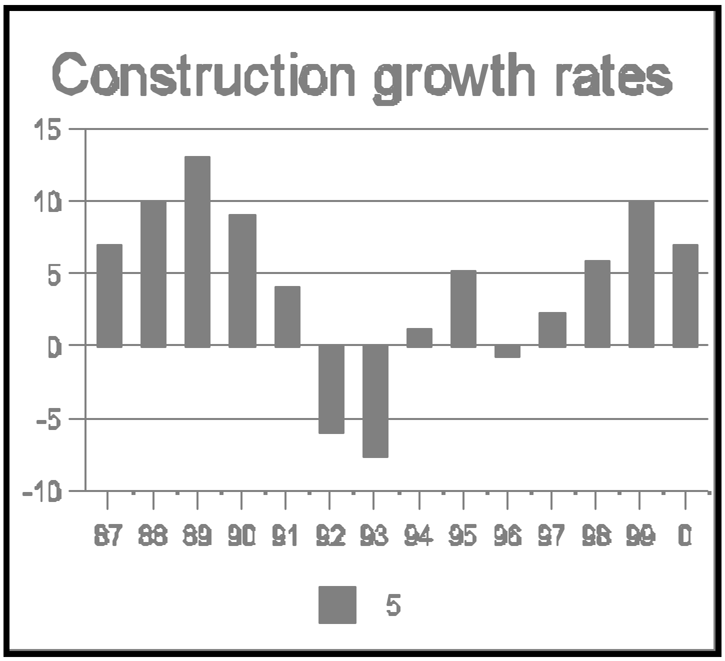
Overview

As shown in the table below, the current upward tendency of the Spanish construction industry that began in 1997 is exhibiting an accelerated pace. The tendency is due to larger housing demand, which has been fueled by increased withdrawals from people's savings and reduced interest rates, as well as larger public spending on civil works.

New dwelling starts have surged over the past several year to about 510,000 units in 1999 from 287,000 in 1996. Although new dwelling starts next year are, however, projected to decline significantly, they are still well above expectations for a normal year.

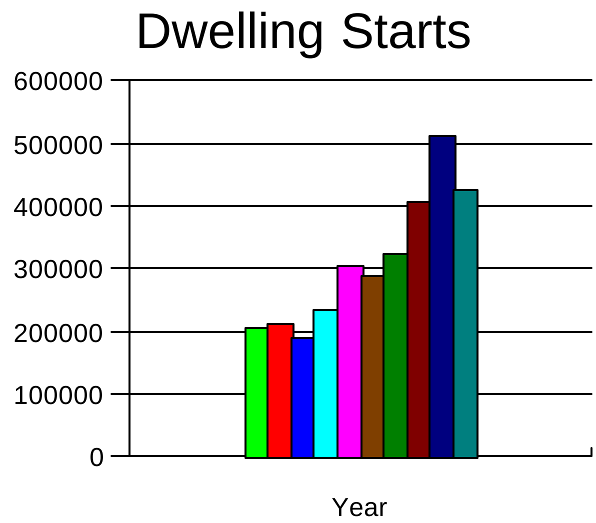
Overall Construction Industry - Growth rates														
86	87	88	89	90	91	92	93	94	95	96	97	98	99	00
5.0	7.0	10.0	13.0	9.0	4.0	-5.9	-7.5	1.2	5.1	-0.7	2.2	5.8	10.0	7.0

By sectors	97	98 E	99 F
New Housing	5	9	7
Non residential	2	4	7.5
Remodeling	5	2.5	3.5
Civil works	-5	6.5	10
Total Construction	2.2	5.8	10



Below are data on dwelling starts.

Year	Units	Growth rate
90	239,391	-15
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 E	510,000	25
00 F	425,000	-17



Timber frame construction is underdeveloped, and utilization of structural wood products is limited. 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.

Wood products are used almost exclusively for doors, windows, parquet and strip flooring. Door production is about 8 million units. The great majority of doors 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, U.S. white oak and U.S. 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 specie predominantly used for exterior solid wood doors.

Windows are mostly made of aluminum. Out of a total 20 million windows produced in Spain, 9 million units are made of wood. Currently, however, production of mixed aluminum-wood windows are rapidly growing.
Baltic red pine lumber (V and VI grades) is mostly used in wooden windows as they are competitive pricewise. However, a current tendency is for the production of quality wooden windows. This tendency favors the utilization of hardwoods such as the tropical iroko and clear grades of Southern yellow pine and Douglas Fir.

Outlook

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.

Demand for engineered wood products is expected to grow only moderately due to the lack of tradition and competition from other materials. Glue-lam structures for roofing, swimming pools, and other sporting facilities are becoming more popular.

Market Opportunities

Large manufacturing of wooden doors and windows provide great market opportunities for U.S. hardwood and softwood lumber, and veneers. The current trend for the production of mixed aluminum-wood windows also offers more opportunities for U.S. southern pine and temperate hardwoods.

Few opportunities exist in timber frame construction as lack of tradition and current uncompetitive timber housing versus traditional construction systems are major obstacles. Some opportunities may exist for certain structural panels such as OSB panel in roofing, sheathing and siding. This, however, would require substantial promotion due to competition from other materials.

Commercial Impediments

Doors and Windows:
* Competition from alternative suppliers.
* Price differential: Relatively high prices for southern yellow pine, prime & better, coupled with a high dollar have led to stiffer competition from Swedish lumber. The price for a wooden window made of U.S. southern yellow pine, selected No. 2 common or No. 1 common, wood currently double the cost of a window made of similar Baltic grades. In addition, U.S. southern pine faces strong competition from tropical iroko wood for windows.
* Other factors that are hurting this top market for U.S. southern yellow pine are as follows:
** Checks appear frequently after planning. Joiners blame this defect on a fast kiln-drying.
** Inappropriate finishing is causing many problems for customers.

Timber frame:
*Lack of tradition
* Shortage of architects, builders and labor knowledgeable of timber frame construction.
* Poor local distribution networks for U.S. timber frame construction material.
* Lack of U.S. building companies based or with representatives in Spain
* Price differential

Roofing (wood trusses and roofing panels):
* Competition from other materials
* Lack of manufacturers of wooden trusses
* Price differential

Concrete forming:
* Unawillingness of U.S. companies in tailoring sizes and finishing panels as many competitors do.

Furniture & Interior Sector

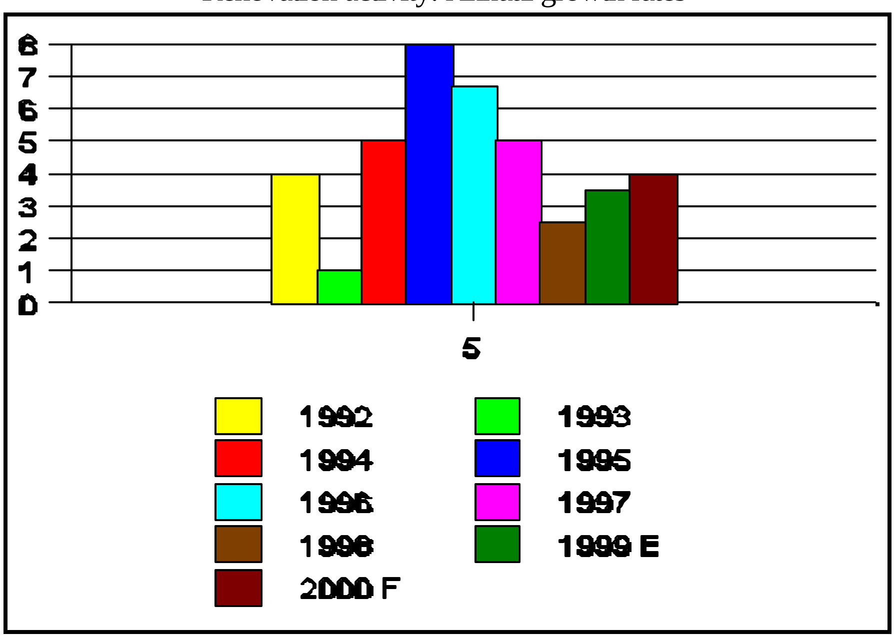
Overview

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 and Russia. 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 frequently buy also from wholesalers/importers.

Renovation activity: Annual growth rates

1991	5
1992	4
1993	1
1994	5
1995	8
1996	6.7
1997	5
1998	2.5
1999 E	3.5
2000 F	4



Outlook

Current growth in new housing and renovation activity 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 82 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. Furthermore, the furniture industry is growing due to increased domestic demand and exports.

Market Opportunities

There are growing market opportunities for U.S. hardwood lumber as new housing, renovation and furniture activities continues to grow. In particular, the demand for components, fixed length/width pieces and high grade strips for flooring and kitchen cabinets continues to expand.

White oak continues to be the predominant U.S. hardwood specie imported into Spain, with an import share of 82 percent last year. Other hardwood species such as western red alder, red oak, maple and cherry had import shares of about 3 percent each. The demand for these other species is expected to grow in the future. In fact, several relevant public buildings have been remodeled utilizing hard maple and cherry in flooring and wall paneling applications. This will no doubt contribute to the promotion of U.S. hardwoods other than white oak.

Larger single housing construction is boosting the utilization of stair cases for which several temperate hardwood species are utilized and so is U.S. southern yellow pine. In addition, temperate hardwood solidwood pieces are extensively used in the production of interior doors and moldings in combination with veneer-faced panel products. Parquet and strip flooring are only utilized in the medium and high-quality home segment.

Larger 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 U.S. hardwood veneer, such as white oak, cherry, walnut, maple, ash, and some U.S. softwood veneer such as southern yellow pine and douglas fir. After sapelli, oak is the veneer most used to face doors. U.S. douglas fir and southern yellow pine veneers are also used.

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 or the Spanish National Wood Importers Association. 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.

Commercial Impediments

* Competition from alternative sources, including European beech and oak as well as tropical hardwoods.
* Lack of familiarity with U.S. hardwood species, other than white oak.
* Price differential: i.e. making European beech very competitive in furniture applications and boosting the use of substitutes, such as for cherry (legna) or walnut. In addition, there are certain European maples that are much less costly than U.S. hard maple.

* Consumer preferences are for non-stained woods. This is a major impediment for the replacement of the current expensive cherry wood for alder and softmaple that can look like cherry. The same applies for the easily-stained tulipwood.
* Tally: importers have always complained about measures received which range between 4 and 5 percent in favor of exporters. Net tally has always been demanded and more recently computer-tally.
* Increased floating flooring demand

The Spanish interior design/furniture sector has been the traditional end user of U.S. forest products. Shipments of U.S. forest products to Spain, which essentially consist of softwood and hardwood lumber, veneer logs and veneers, are used for manufacture of joinery, flooring, doors and furniture, as follows:

Oak lumber
-FAS and Better for furniture, kitchen doors and moldings. White oak is the main specie used for kitchen cabinets and exterior doors.
-No. 2 Common for flooring

Other hardwood lumber
-Ash, cherry, soft maple, hard maple, red oak, ash, walnut, alder, tulipwood

Southern yellow pine lumber
-Saps, Prime & Better for windows, doors, flooring, baseboards, stair cases, balustrades, molding and picture frames

Douglas fir lumber
-Clears N. 2 and 4.

Other softwood lumber
-Eastern White Pine, Lodgepole, Ponderosa Pine, Hemlock

Veneer and veneer logs
-Oak, cherry, maple, walnut, ash, southern yellow pine, douglas fir

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.

Market Opportunities

Post believes 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 U.S. hardwood lumber, softwood lumber, plywood and

OSB.

Market Impediments

The same market impediments in the construction sector are applicable in the material handling market.
* Availability of many product alternatives is the main constraint.
* 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 export. The wood is imported directly by the barrel makers. There are also a couple of sawmills that import oak log for the production of staves.

Market Opportunities

Opportunities exist for U.S. 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 (see our SP7010 report on Wine Barrels of April 2, 1997 for more information on specifications). Some coopers, however, import green oak stave planks to be air-dried locally. This report also contains a list of Spanish coopers.

Larger barrel inventories due to more production of oak-aged wines and current barrel renovation needs are resulting in a market for oak staves of about 18,000 cubic meters worth $27 million. These figures comes from about 900 containers imported annually. Each container carry about 20 cubic meters or 7,500 staves worth about $4 each.

Trade sources indicate that the wine industry boom worldwide has led to a notable increase in number of new coopers in Spain and in U.S. oak stave suppliers. They feel, however, the continuation of such a tendency is less luring, especially in Spain where the market appears to be leveling off.

Market Impediments

* Spanish coopers's limited awareness on performances of different U.S. oak wood types.

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 but important source of demand for Western Red Cedar and Engleman Spruce boards imported from North America.

TRADE

Overview

Last year, Spain surpassed Japan and Germany to become the U.S. fourth largest market for hardwood lumber. In addition, Spain remained the U.S. 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 U.S. hardwood lumber.

Spain's import requirements are fully harmonized with the rest of the EU. Import duties are also identical.

Imports of unprocessed products including logs and lumber are duty free and as a result of the U.R. agreement, imports of many wooden products has become fully duty free beginning on January 1, 1999. Among them are 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. However, products such as veneer, panels, crates, pallets, windows, kitchen furniture and prefabricated houses continues 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 GATT at 650,000 cubic meters since 1996.

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.

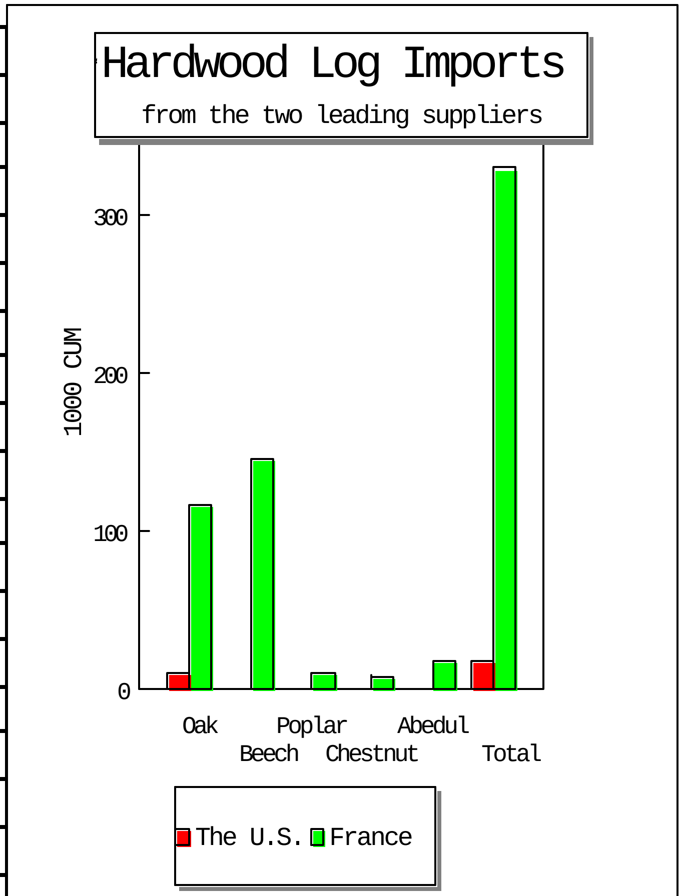
Current reforestation programs are for about 125,000 hectares annually. Forest fires cause significant destruction of commercial timberlands in Spain, averaging 80,000 hectares during the last decade.

PSD Table						
Country	Spain					
Commodity	Softwood Logs				1000 CUBIC METERS	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Production	7000	7500	7000	7500	0	7500
Imports	250	377	260	350	0	350
TOTAL SUPPLY	7250	7877	7260	7850	0	7850
Exports	150	284	150	300	0	300
Domestic Consumption	7100	7593	7110	7550	0	7550
TOTAL DISTRIBUTION	7250	7877	7260	7850	0	7850

Import Trade Matrix			
Country	Spain	Units: 1000 Cubic Meters	
Commodity	Softwood Logs		
Time period	CY		CY
Imports for:	1997		1998
U.S.		U.S.	
Others		Others	
Portugal	106	France	219
France	103	Portugal	110
Madagascar	48	Madagascar	26
Sweden	7	Sweden	17
Estonia	4	Russia	3
Finland	1	Belgium	1
		Germany	1
Total for Others	269		377
Others not Listed	2		0
Grand Total	271		377

PSD Table						
Country	Spain					
Commodity	Temperate Hardwood Logs				1000 CUBIC METERS	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1991		01/1992		01/1993
Production	4000	4700	4000	4700	0	4700
Imports	1675	1845	1700	2010	0	2000
TOTAL SUPPLY	5675	6545	5700	6710	0	6700
Exports	200	294	200	300	0	300
Domestic Consumption	5475	6251	5500	6410	0	6400
TOTAL DISTRIBUTION	5675	6545	5700	6710	0	6700

Import Trade Matrix			
Country	Spain	Units: 1000 CUM	
Commodity	Temperate Hardwood Logs		
Time period	CY		CY
Imports for:	1997		1998
U.S.	15	U.S.	17
Others		Others	
Portugal	623	Portugal	657
France	268	Argentina	342
Uruguay	345	France	329
Argentina	290	Uruguay	309
Equador	124	Equador	41
Germany	8	Germany	18
Belgium	7	Belgium	8
Ukraine	6	Ukraine	8
Russia	3	Poland	2
United Kingdom	2	Russia	2
Total for Others	1676		1716
Others not Listed	25		112
Grand Total	1716		1845

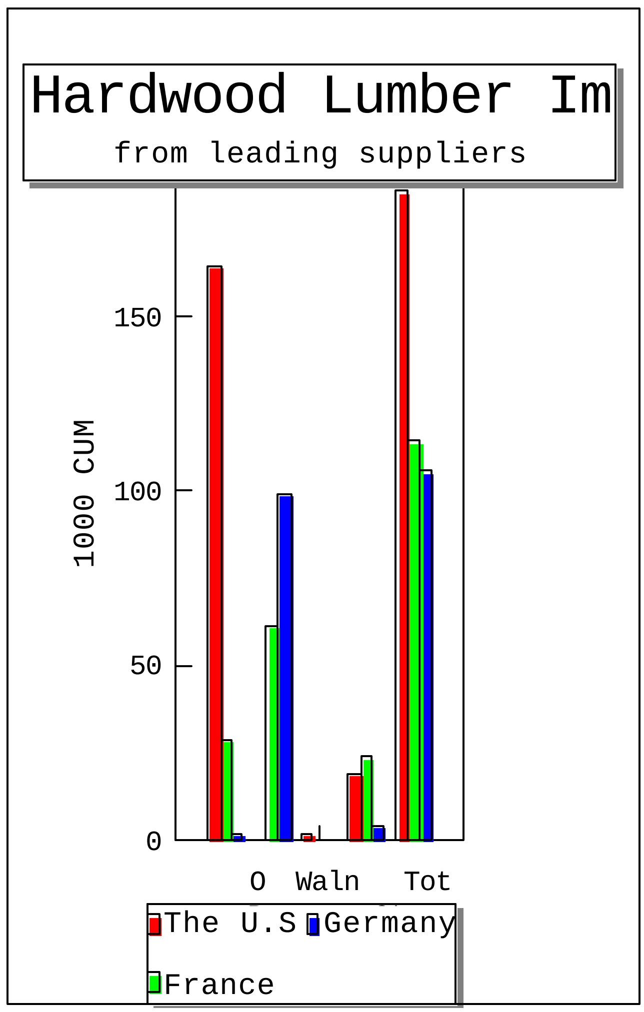


PSD Table						
Country	Spain					
Commodity	Softwood Lumber				1000 CUBIC METERS	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Production	2100	2470	2100	2500	0	2500
Imports	1250	1389	1290	1550	0	1500
TOTAL SUPPLY	3350	3859	3390	4050	0	4000
Exports	50	45	50	50	0	50
Domestic Consumption	3300	3814	3340	4000	0	3950
TOTAL DISTRIBUTION	3350	3859	3390	4050	0	4000

Import Trade Matrix			
Country	Spain	Units: 1000 Cubic Meters	
Commodity	Softwood Lumber		
Time period	CY		CY
Imports for:	1997		1998
U.S.	139	U.S.	151
Others		Others	
Sweden	376	Sweden	402
Portugal	319	Portugal	366
France	121	France	148
Finland	84	Finland	105
Russia	60	Russia	83
Brazil	15	Brazil	29
Germany	13	Germany	16
Honduras	11	Letonia	17
Chile	9	Chile	10
Czech R.	6	Czech R.	10
Total for Others	1014		1186
Others not Listed	43		52
Grand Total	1196		1389

PSD Table						
Country	Spain					
Commodity	Temperate Hardwood Lumber				1000 CUBIC METERS	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Production	650	630	650	630	0	630
Imports	480	480	485	490	0	490
TOTAL SUPPLY	1130	1110	1135	1120	0	1120
Exports	20	22	20	25	0	25
Domestic Consumption	1110	1088	1115	1095	0	1095
TOTAL DISTRIBUTION	1130	1110	1135	1120	0	1120

Import Trade Matrix			
Country	Spain	Units: 1000 Cubic Meters	
Commodity	Temperate Hardwood Lumber		
Time period	CY		CY
Imports for:	1997		1998
U.S.	181	U.S.	185
Others		Others	
France	120	France	114
Germany	89	Germany	105
Belgium	36	Canada	18
Canada	18	Letonia	12
Poland	6	Ukraine	11
Ukraine	6	Romania	7
Switzerland	4	Belgium	6
Romania	3	Poland	6
China	2	Switzerland	4
Czech R.	2	Hungary	2
Total for Others	286		285
Others not Listed	13		10
Grand Total	480		480



PSD Table						
Country	Spain					
Commodity	Tropical Hardwood Lumber				1000 CUBIC METERS	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Production	20	20	20	20	0	20
Imports	375	428	330	410	0	400
TOTAL SUPPLY	395	448	350	430	0	420
Exports	1	2	1	1	0	1
Domestic Consumption	394	446	349	429	0	419
TOTAL DISTRIBUTION	395	448	350	430	0	420

Import Trade Matrix			
Country	Spain	Units: 1000 Cubic Meters	
Commodity	Tropical Hardwood Lumber		
Time period	CY		CY
Imports for:	1997		1998
U.S.	0	U.S.	0
Others		Others	
Cameroon	115	Cameroon	146
Ivory Coast	108	Ivory Coast	121
Brazil	50	Brazil	84
C. African R.	18	C. Afr. R.	30
Congo	9	Congo	16
Ghana	7	Ghana	5
Gabon	2	Gabon	4
Zaire	2	Indonesia	4
Chile	2	Chile	2
Eq. Guinea	1	Eq. Guinea	1
Total for Others	314		413
Others not Listed	8		15
Grand Total	322		428

PSD Table						
Country	Spain					
Commodity	Hardwood Veneer				1000 CUBIC METERS	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Production	40	43	40	43	0	43
Imports	26	28	28	31	0	32
TOTAL SUPPLY	66	71	68	74	0	75
Exports	15	10	15	10	0	10
Domestic Consumption	51	61	53	64	0	65
TOTAL DISTRIBUTION	66	71	68	74	0	75

Import Trade Matrix			
Country	Spain	Units: 1000 Cubic Meters	
Commodity	Hardwood Veneer		
Time period	CY		CY
Imports for:	1997		1998
U.S.	11	U.S.	13
Others		Others	
Germany	3	Germany	4
Italy	2	Italy	2
France	2	France	2
Canada	1	Canada	1
Belgium	1	United Kingdom	1
		Poland	1
Total for Others	9		11
Others not Listed	3		4
Grand Total	23		28

PSD Table						
Country	Spain					
Commodity	Softwood Plywood				1000 CUBIC METERS	
	Revised	1998	Preliminary	1999	Forecast	2000
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Production	20	18	20	18	0	18
Imports	16	17	17	19	0	19
TOTAL SUPPLY	36	35	37	37	0	37
Exports	12	13	12	14	0	14
Domestic Consumption	24	22	25	23	0	23
TOTAL DISTRIBUTION	36	35	37	37	0	37

Import Trade Matrix			
Country	Spain	Units: 1000 Cubic Meters	
Commodity	Softwood Plywood		
Time period	CY		CY
Imports for:	1997		1998
U.S.	1	U.S.	1
Others		Others	
France	5	France	6
Finland	4	Finland	5
Sweden	1	Germany	1
Chile	1	Poland	1
Germany	1	Chile	1
Total for Others	12		14
Others not Listed	2		2
Grand Total	15		17