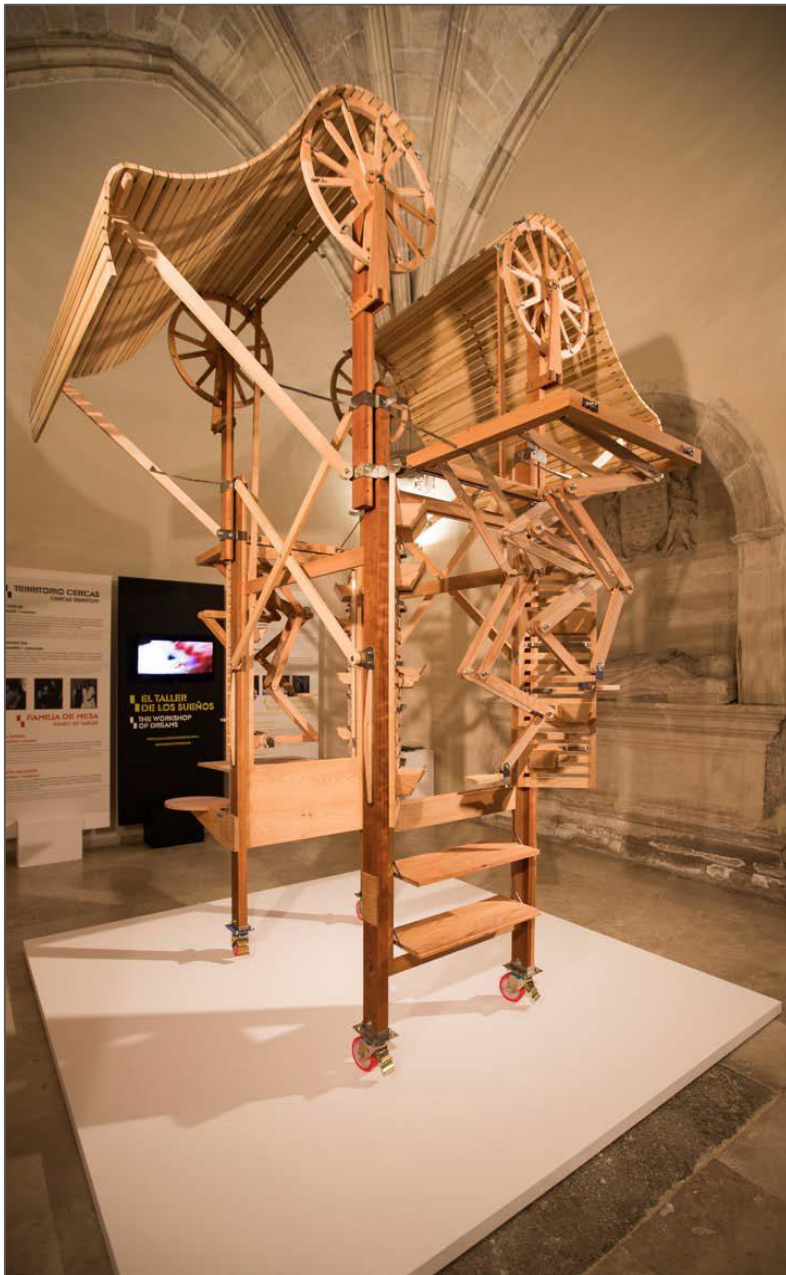




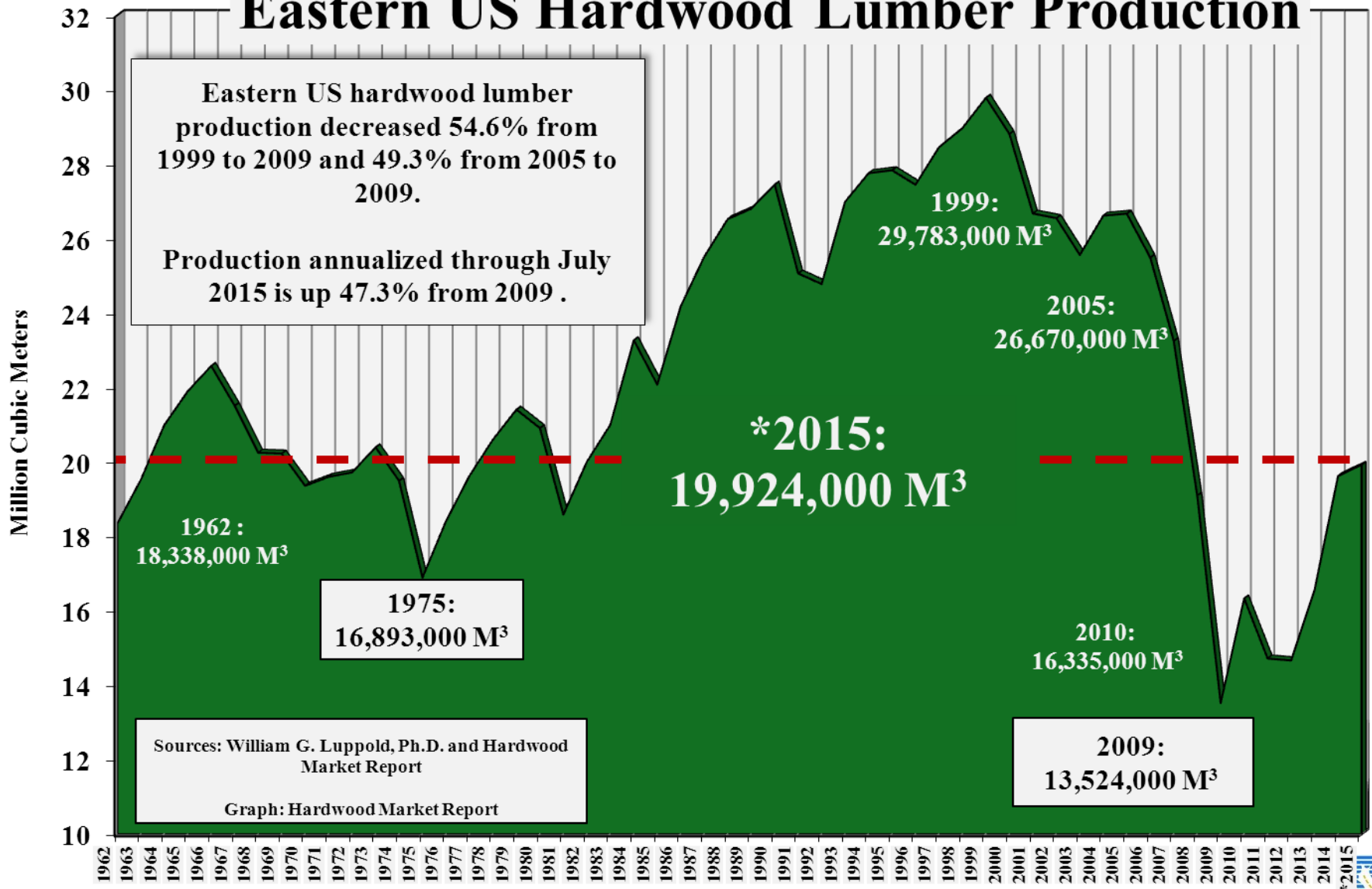
American Hardwoods and the Globalization of the Wood Products Industry

Michael Snow
Executive Director
American Hardwood Export Council
November 2016

www.americanhardwood.org

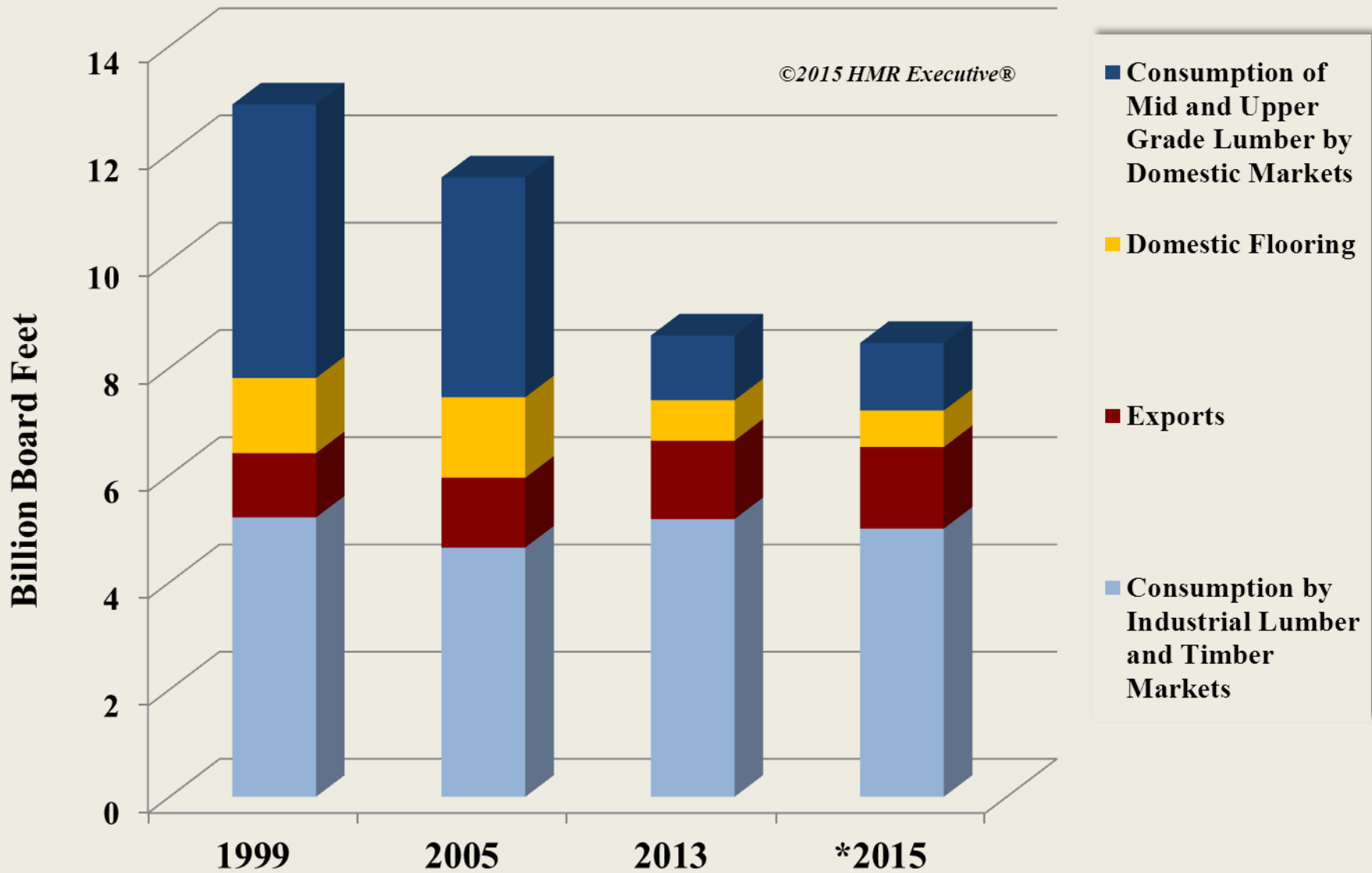


Eastern US Hardwood Lumber Production

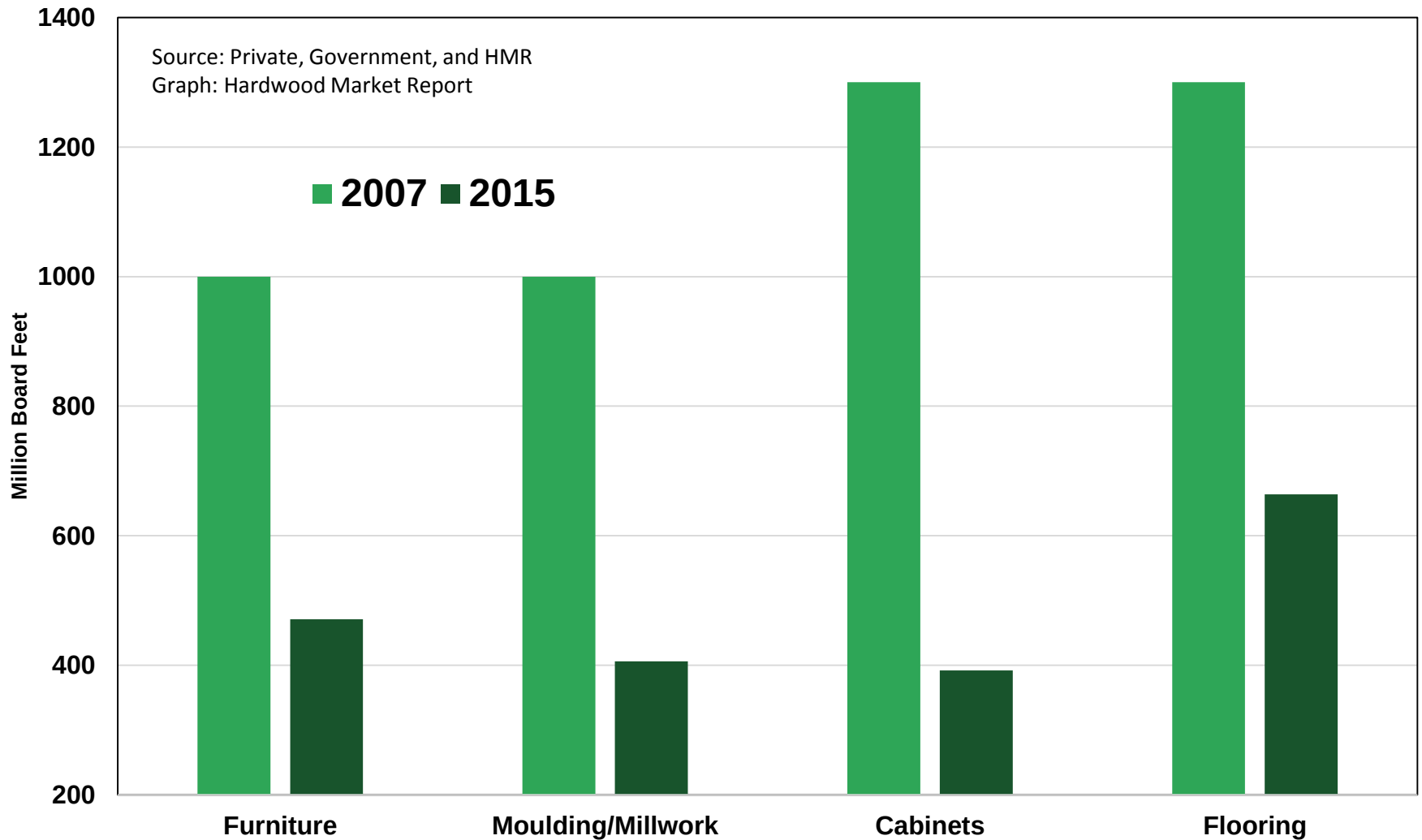


Hardwood Market Report, 2016

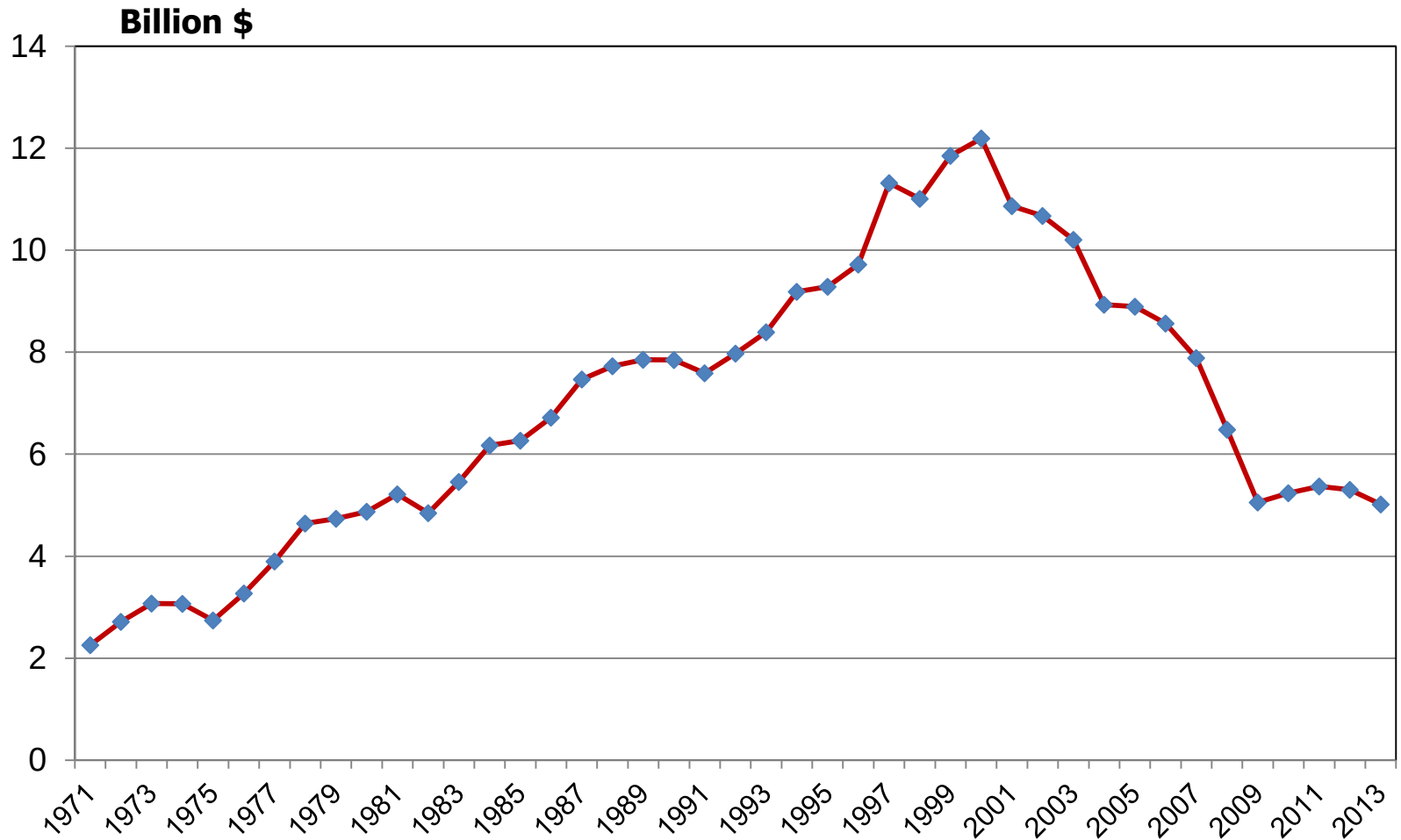
Consumption of Grade and Industrial Hardwood Lumber by US Major Market Sectors



Consumption of Hardwood Lumber by US Grade Markets

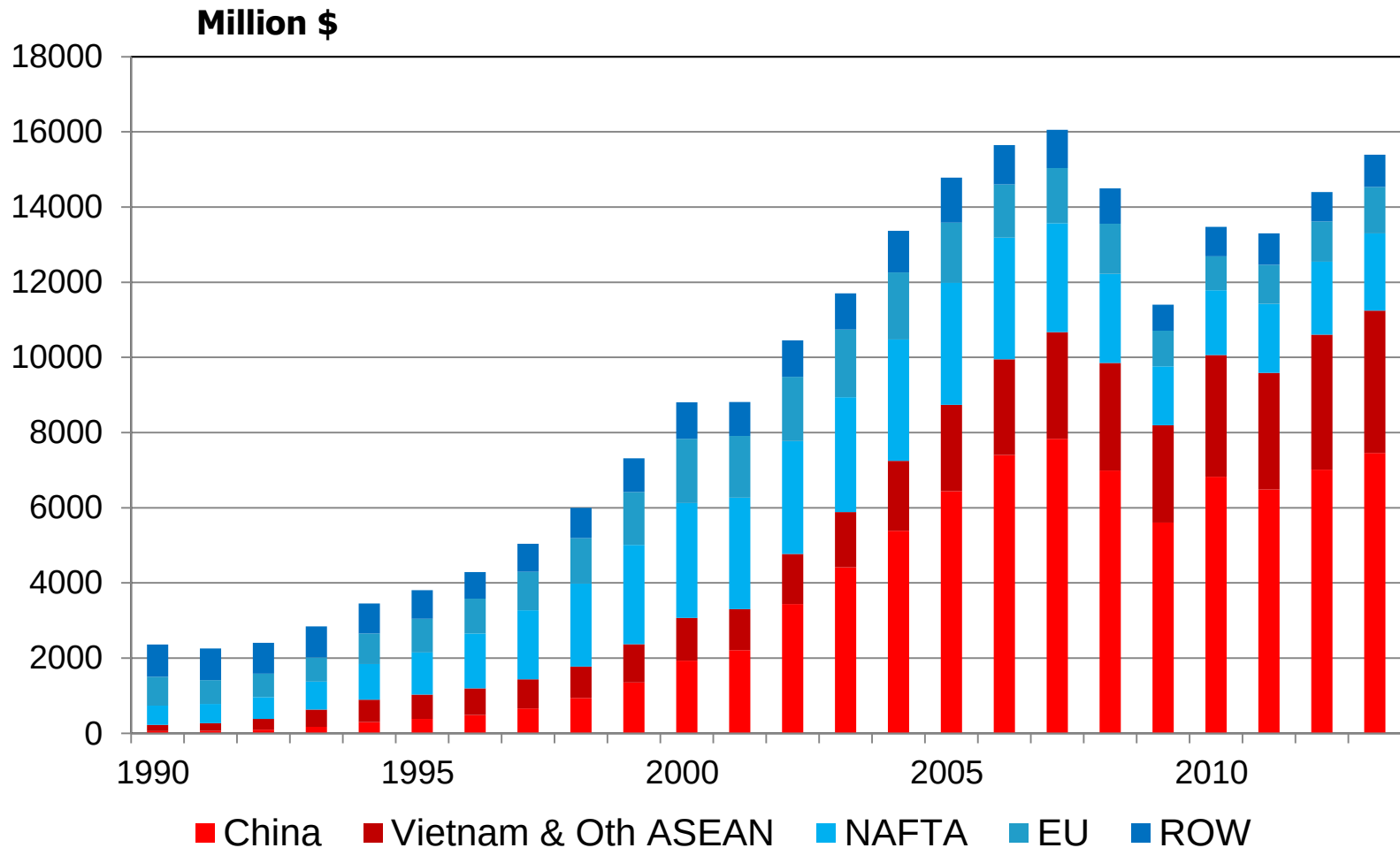


US Production of Wood Residential Furniture



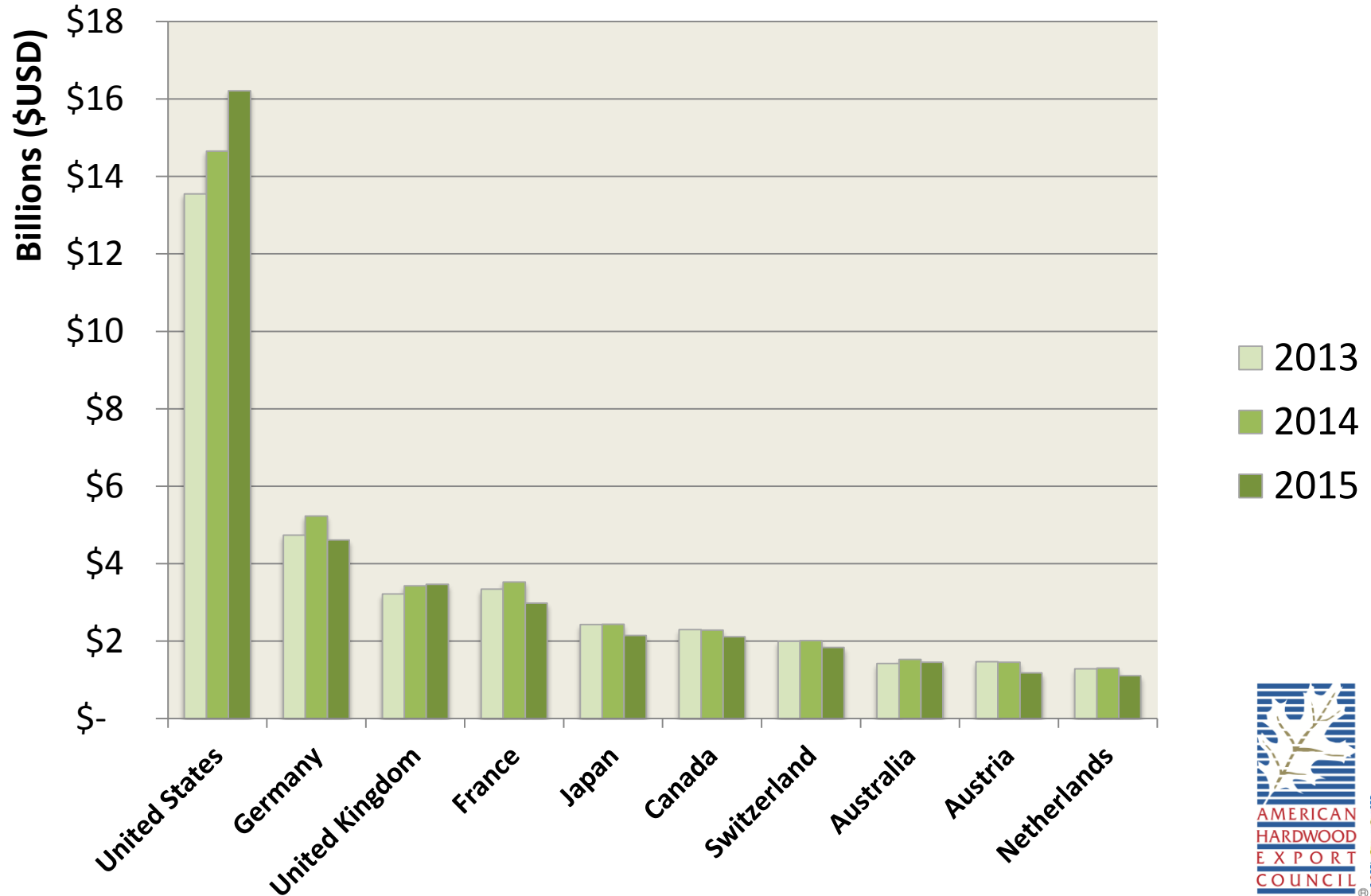
Source: *American Home Furnishings Alliance*

U.S. Imports of Wood Furniture & Parts



Source: U.S. Dept. of Commerce, Census Bureau, reported by GTIS (mirror statistics)

Wood Furniture Importers 2013-2015



Hardwood Lumber Consumption by US Major Market Groups

© 2016 Hardwood Market Report

Thousand Cubic Meters

- Industrial lumber
- Grade lumber - Domestic
- Grade lumber - Export

30,000

25,000

20,000

15,000

10,000

5,000

0

11%

49%

40%

2005

27.3
Million
M³

19%

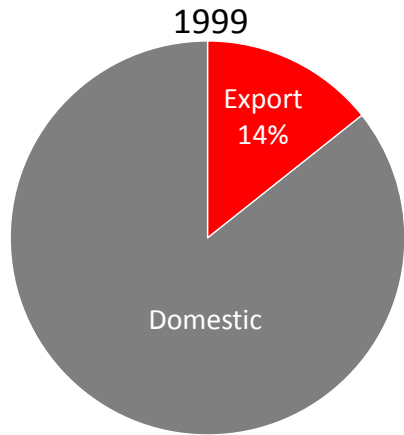
29%

58%

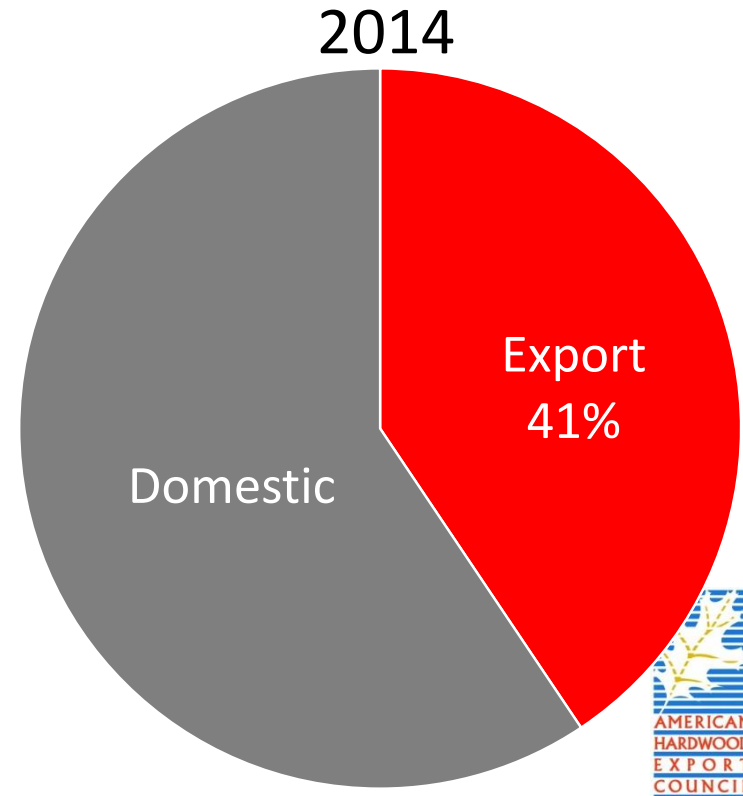
2015

19.6
Million
M³

% of Grade Lumber Exported

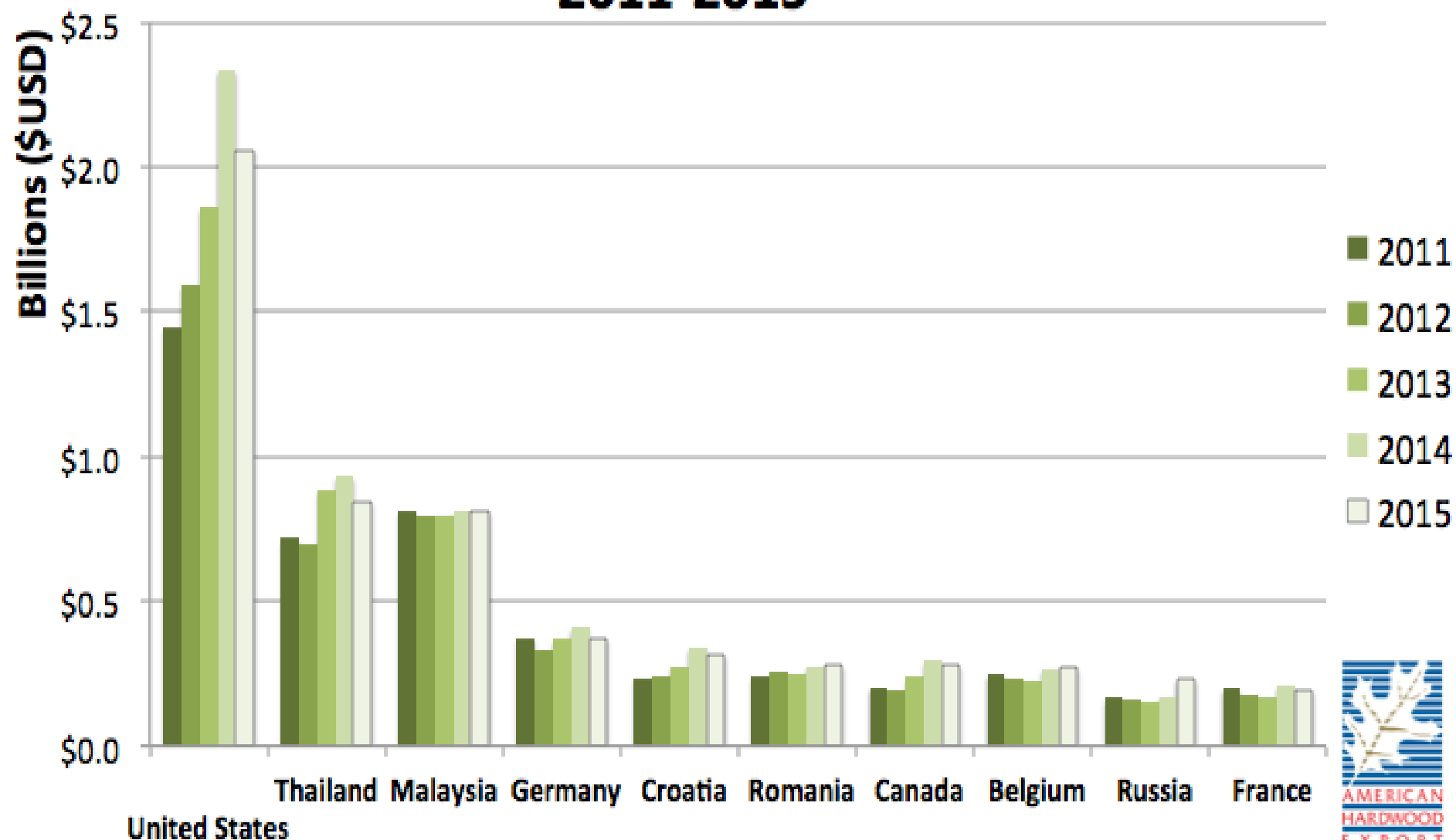


Hardwood Review 2015

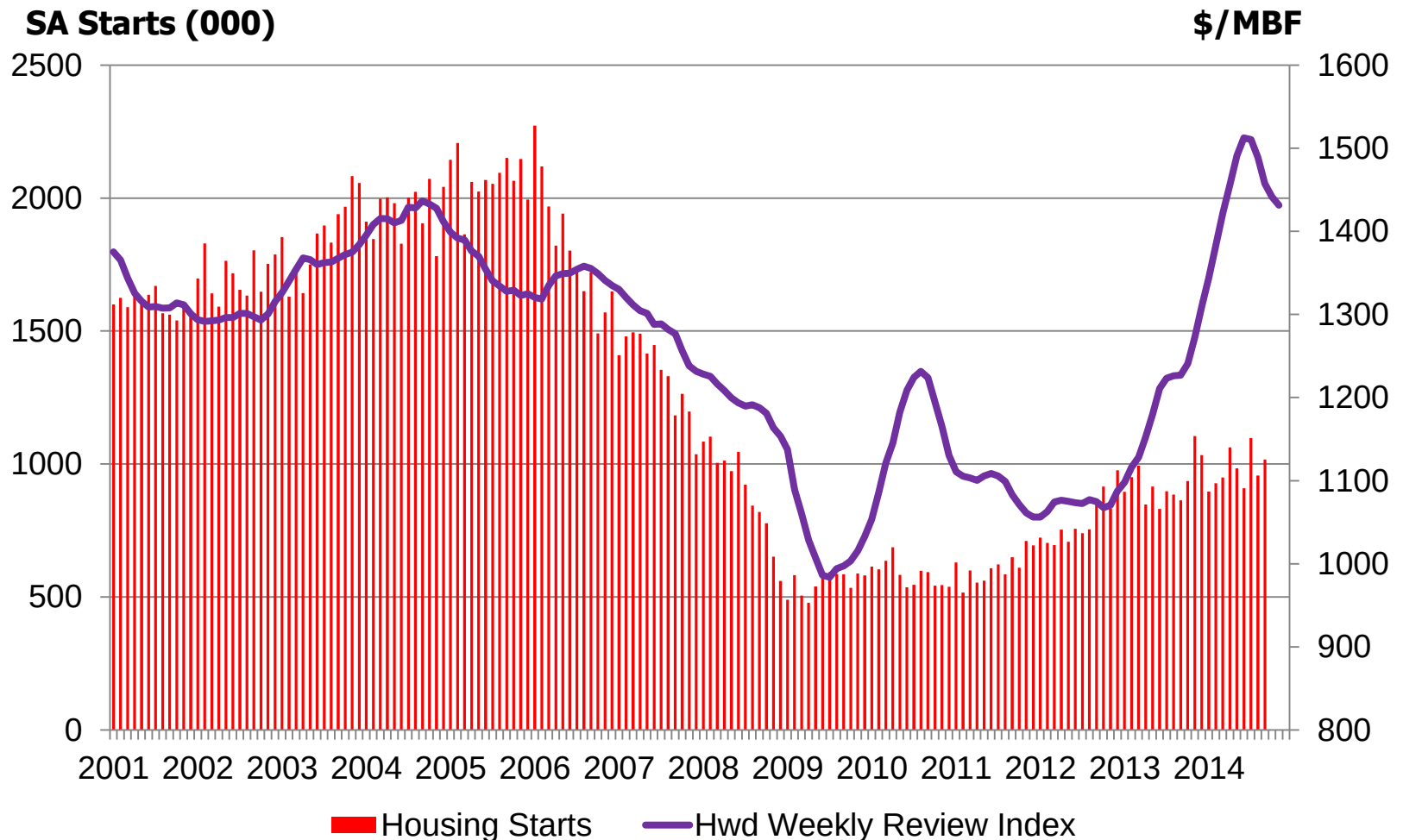


**U.S. Grade
Lumber
Markets**

World's Top 10 Hardwood Lumber Exporters 2011-2015

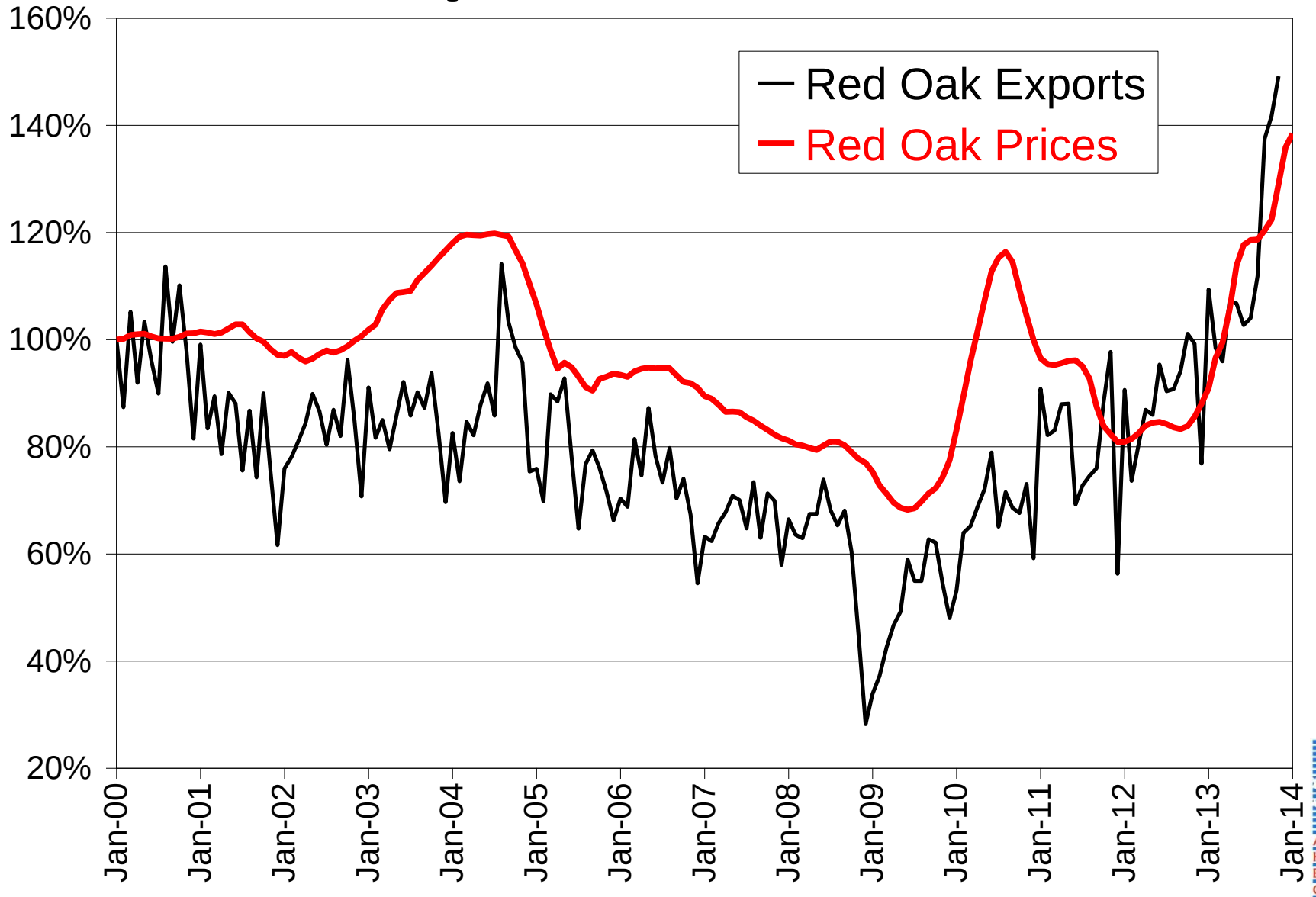


Housing Starts and Hardwood Prices

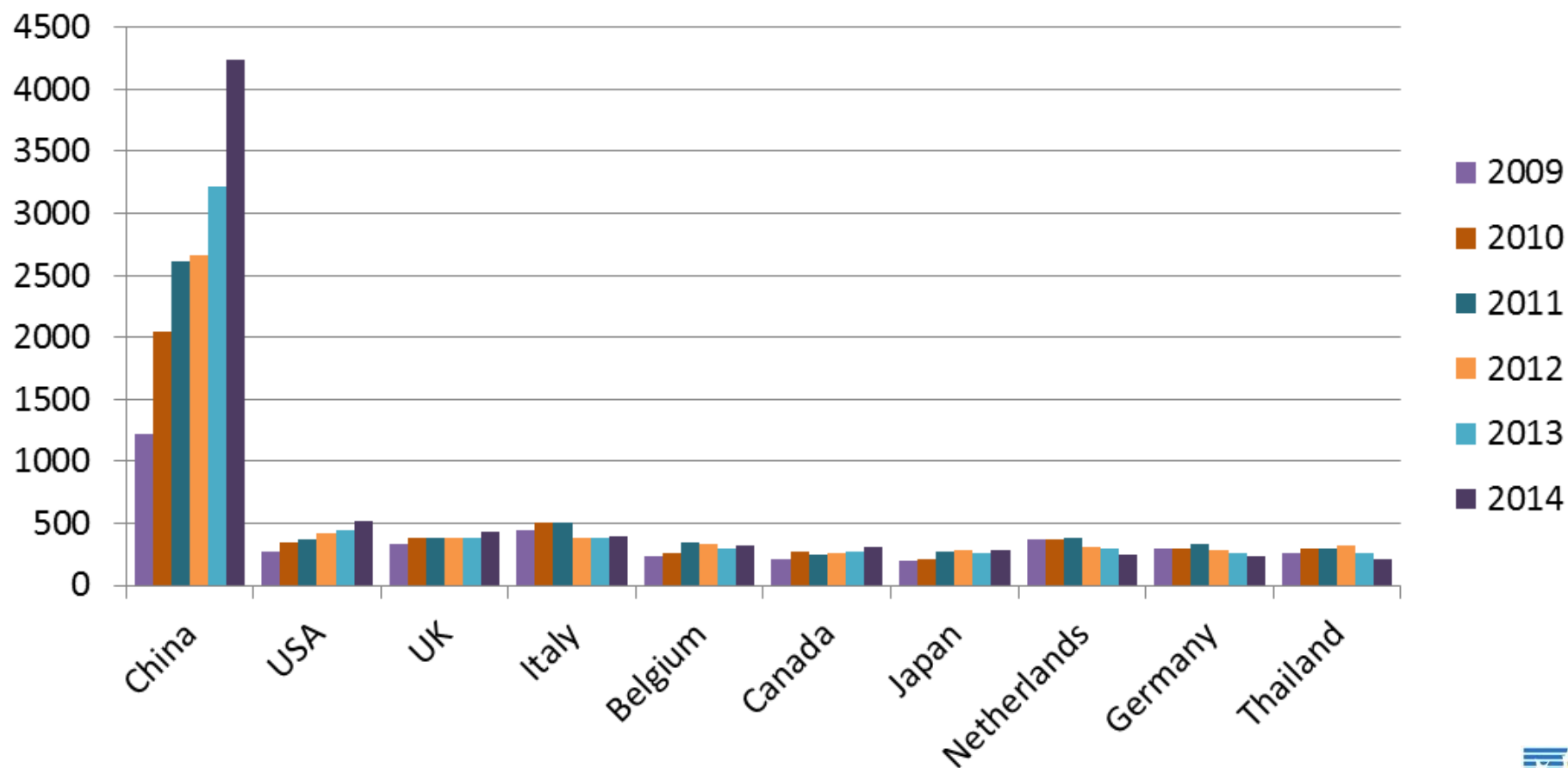


Source: *Census Bureau; Hardwood Weekly Review*

Shift to Exports as LT Price Driver

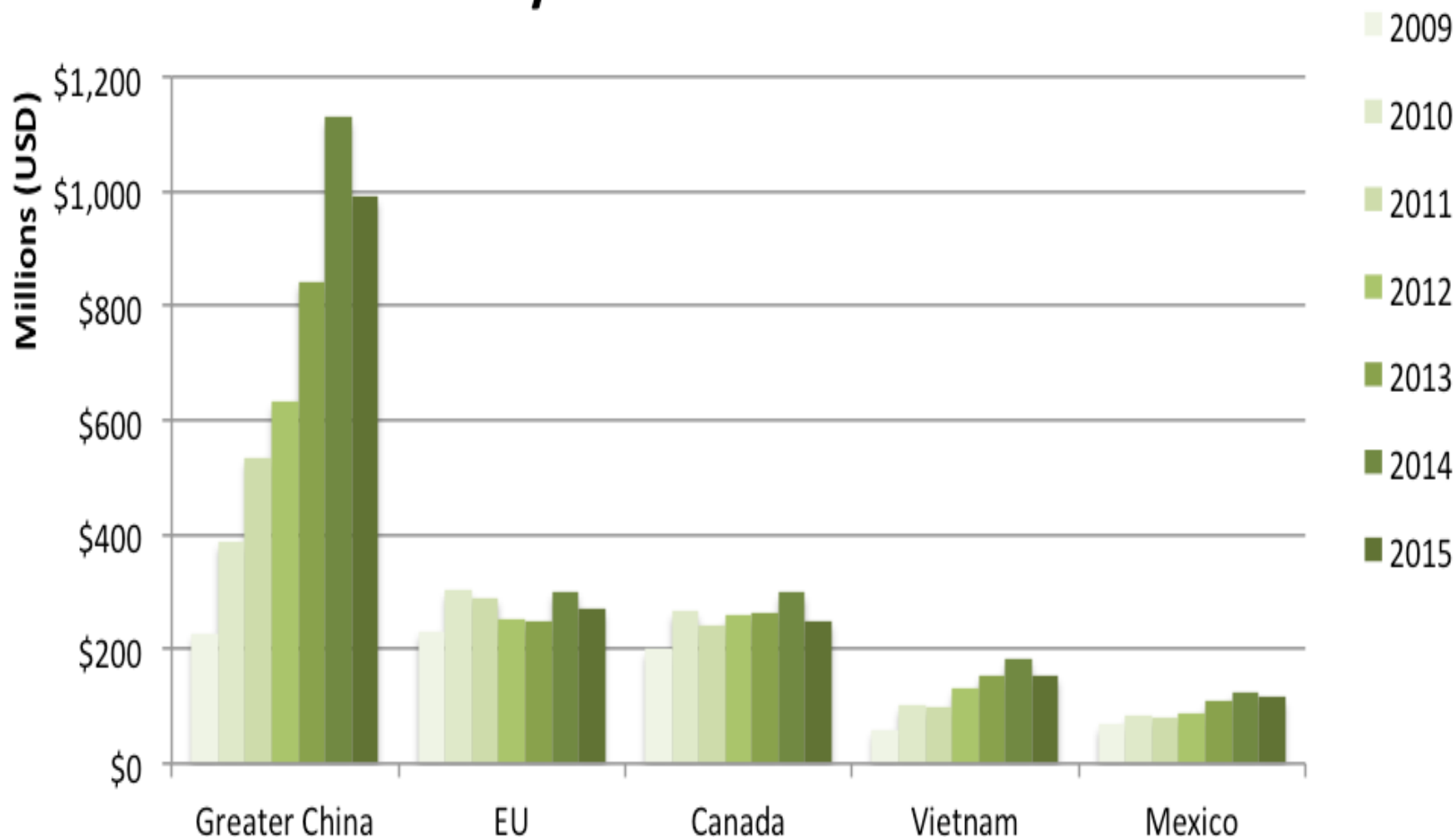


The world's 10 largest hardwood lumber importers 2009-2014 (\$ million)



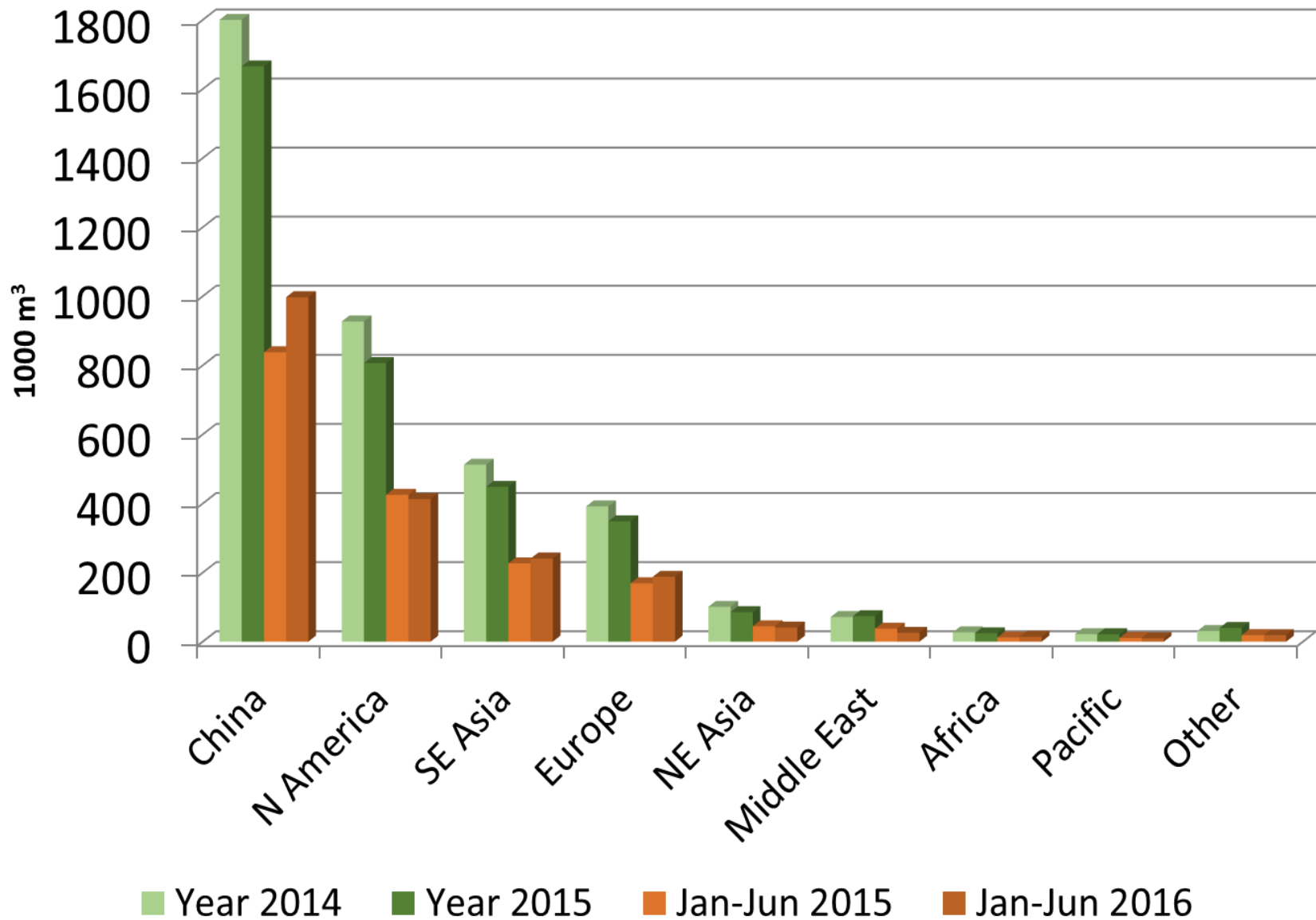
Source: Global Trade Atlas & Eurostat

Top 5 Destinations for US Hardwood Lumber by Value 2009-2015

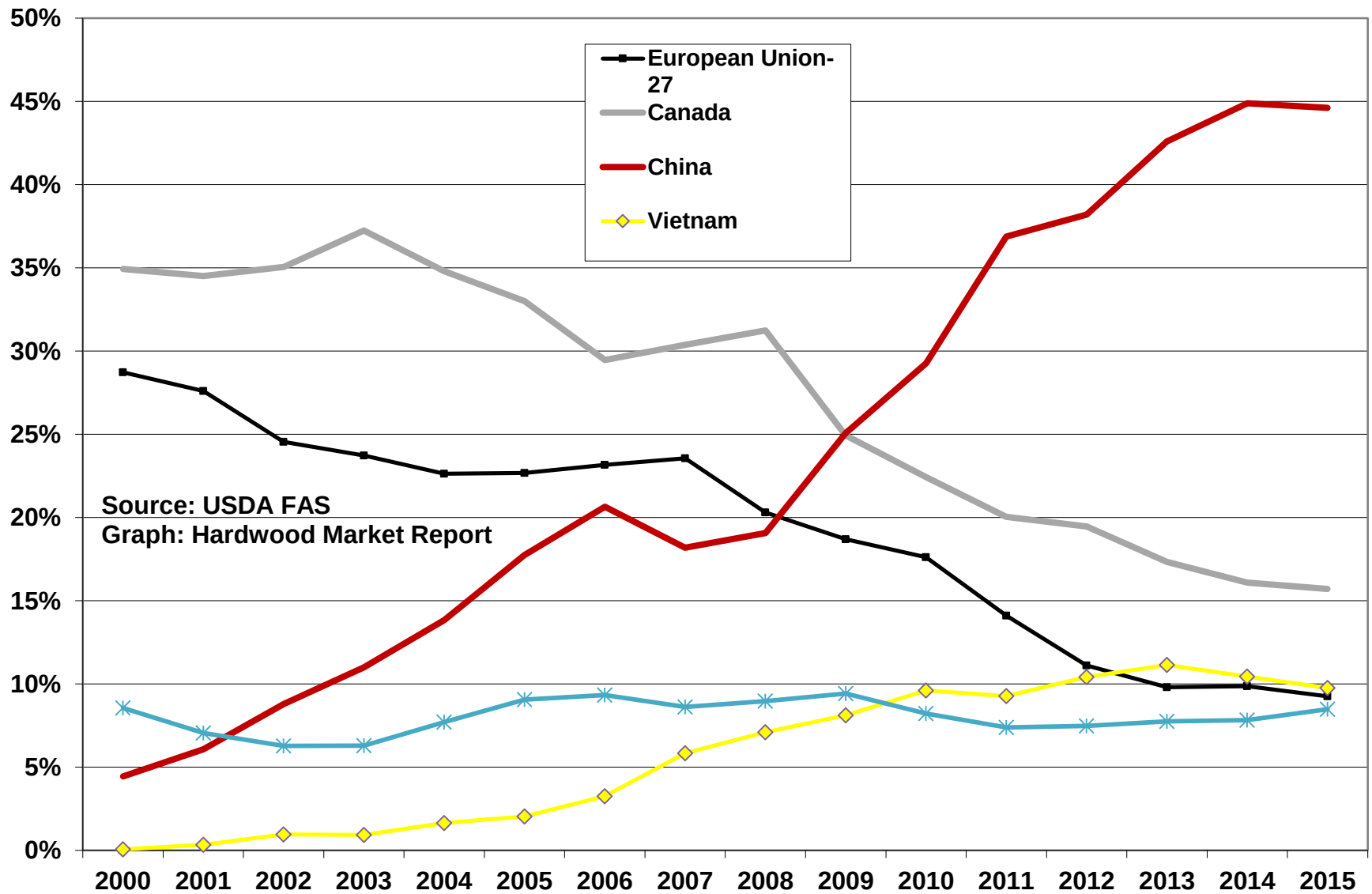


Source: USDA GATS

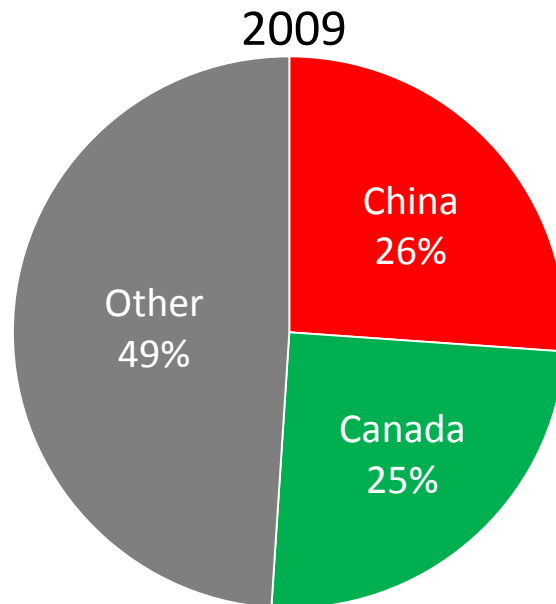
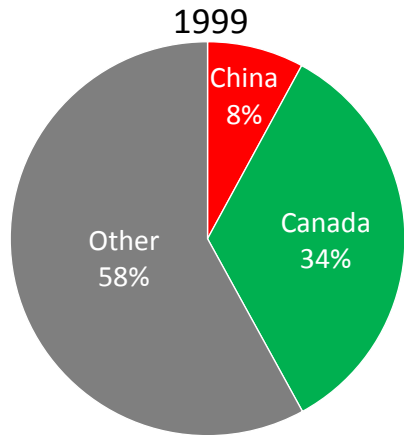
US sawn hardwood exports to global destinations, Years 2014-15, Jan-Jun 2015-16



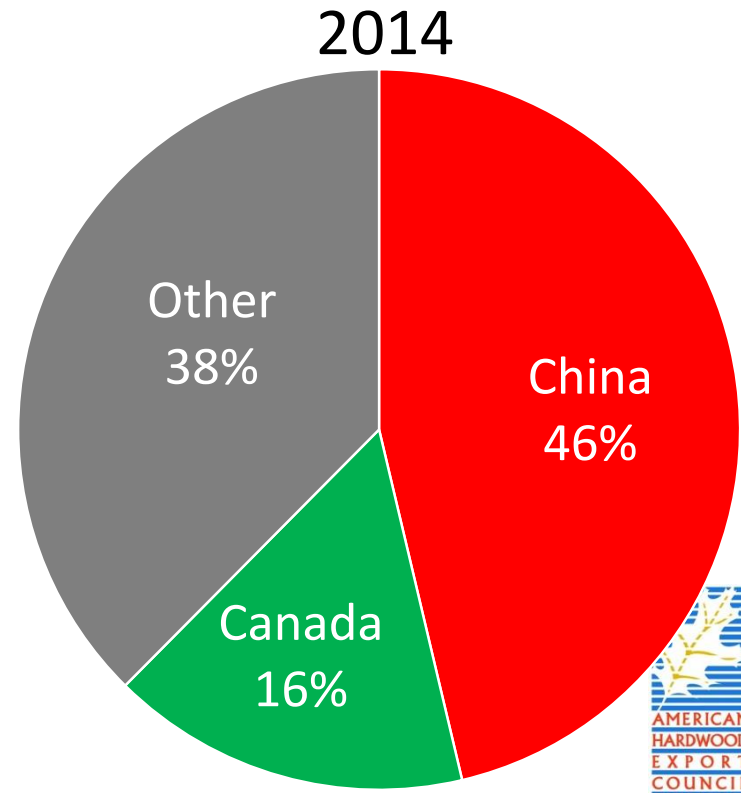
Percentage of Total US Hardwood Lumber Exports (Volume)



% of Hardwood Exports to China

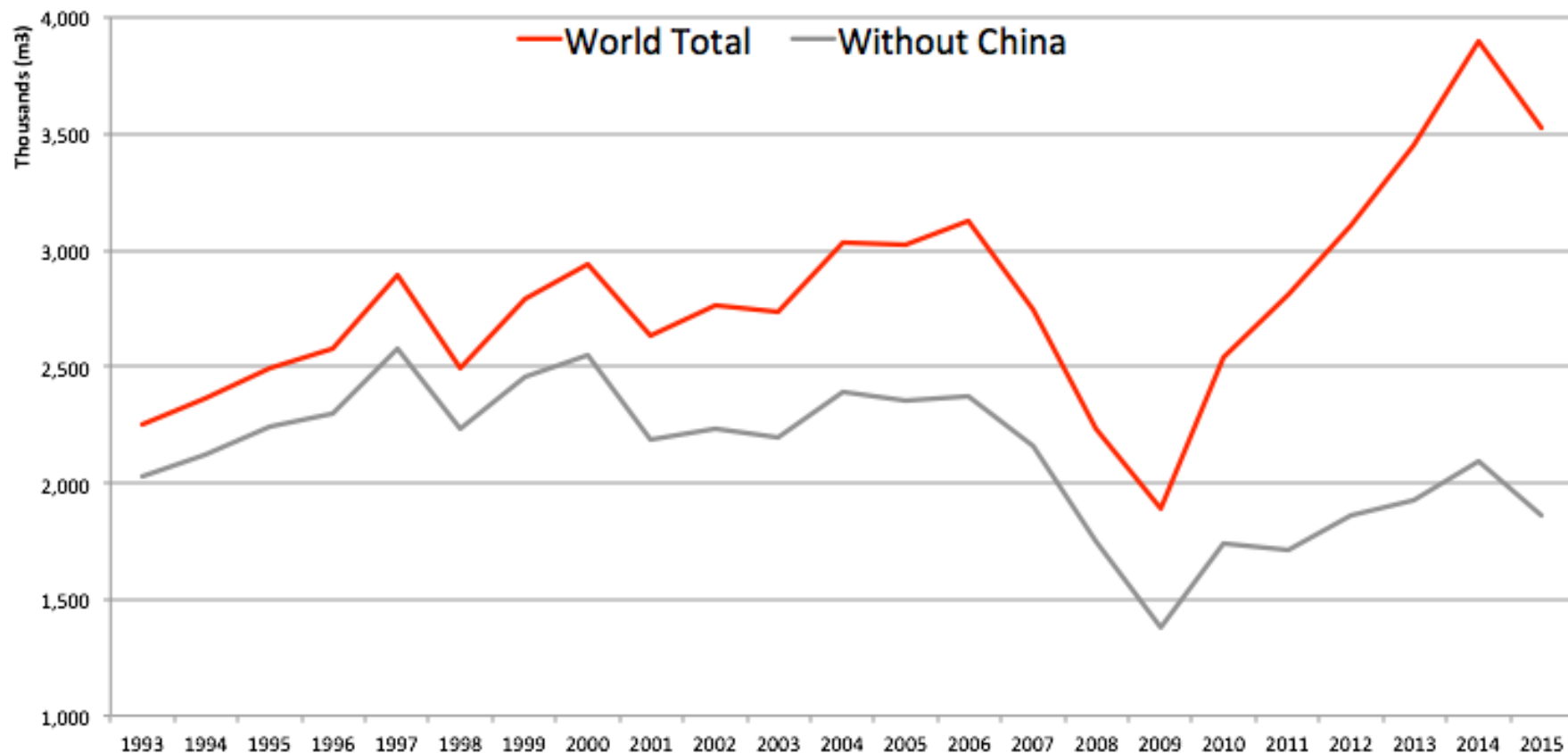


Hardwood Review 2016

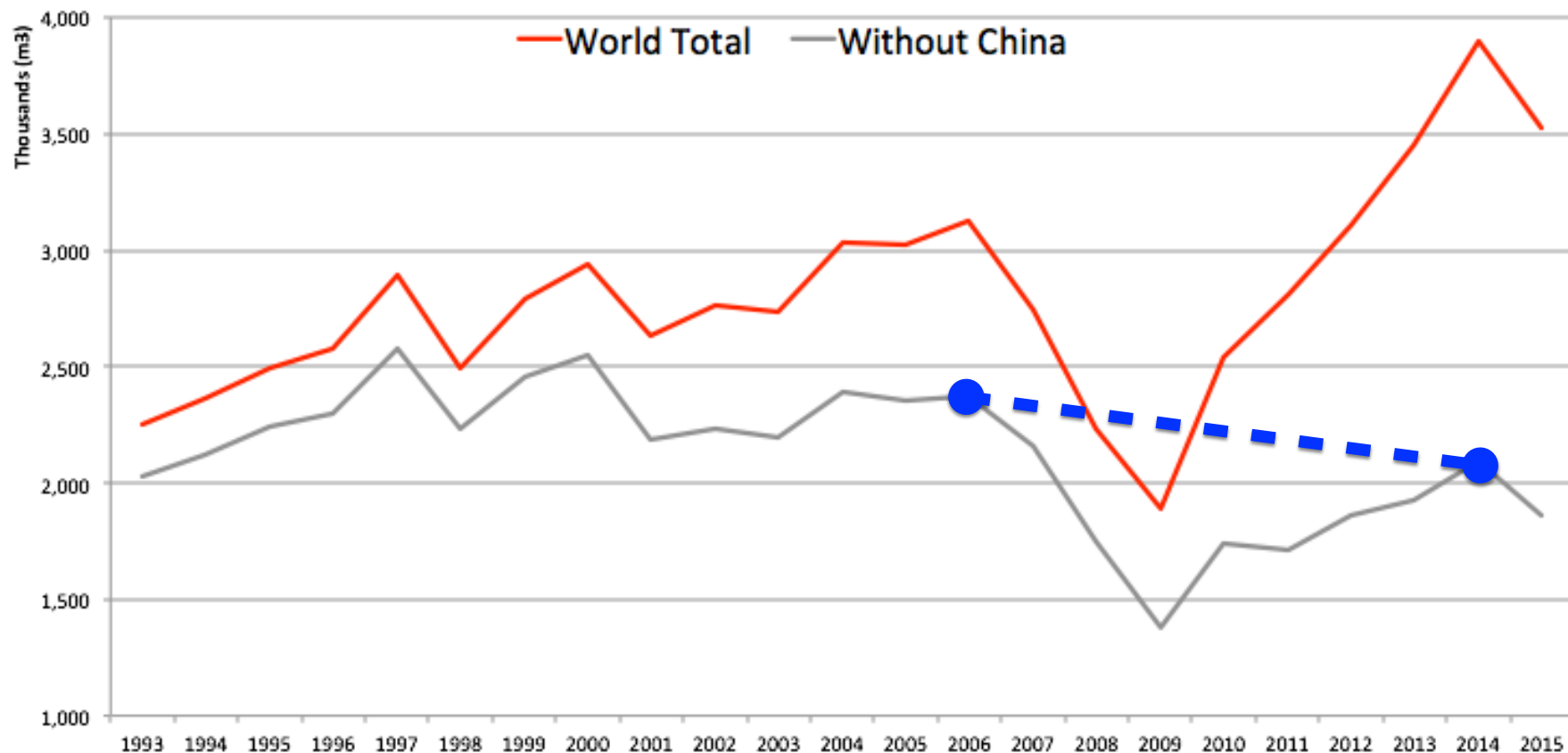


**U.S. Export
Lumber
Markets**

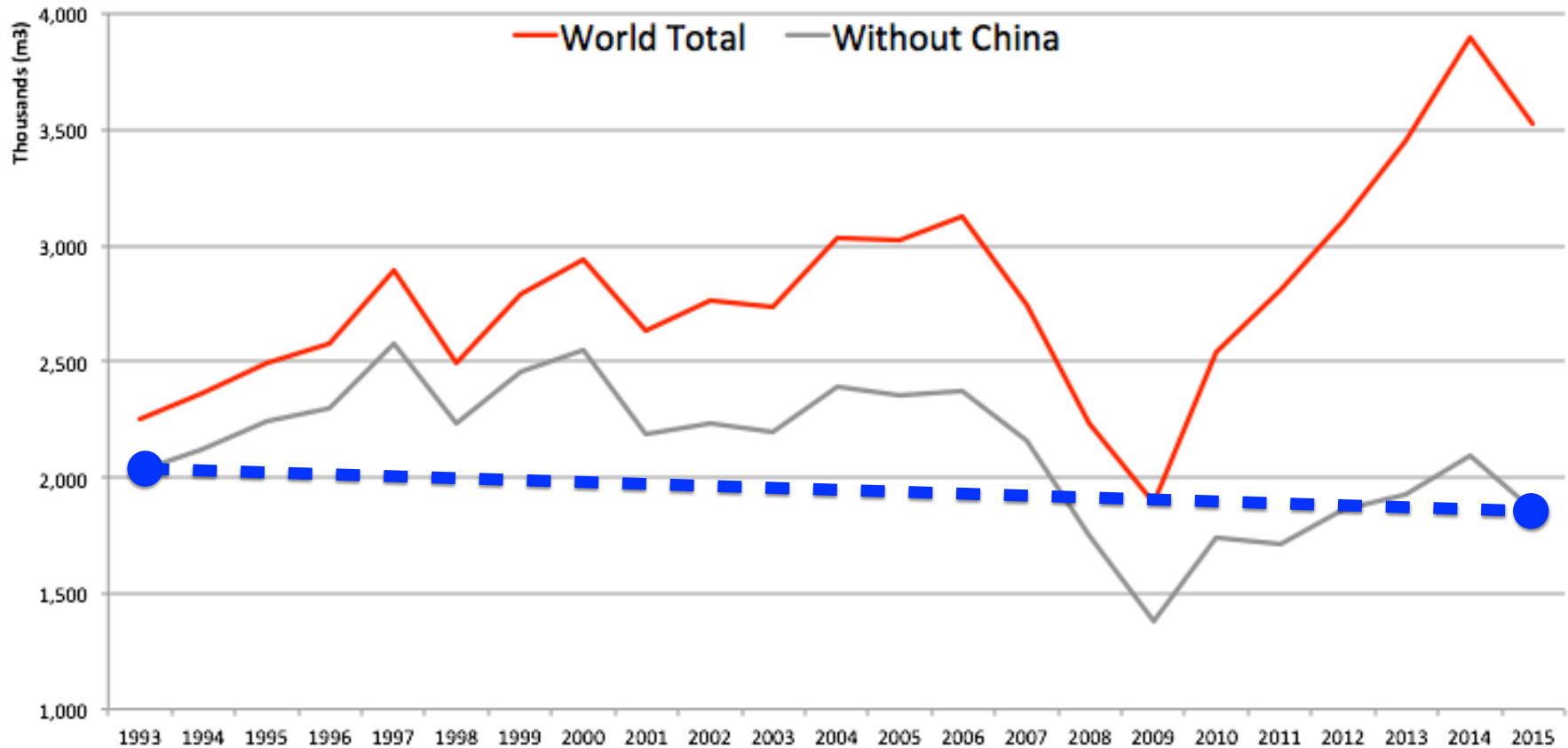
US Hardwood Lumber Exports



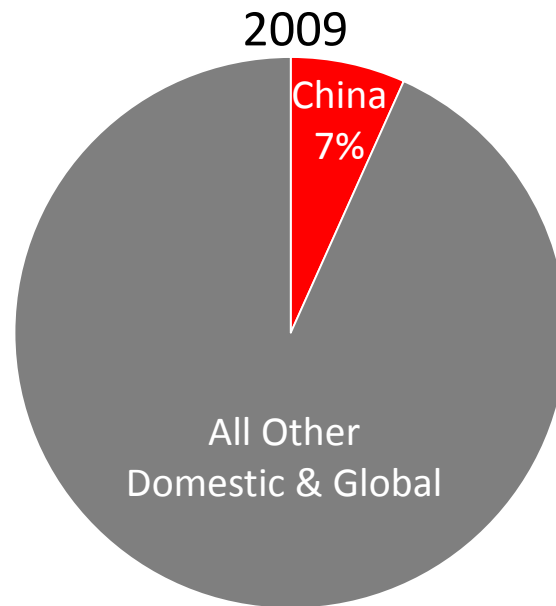
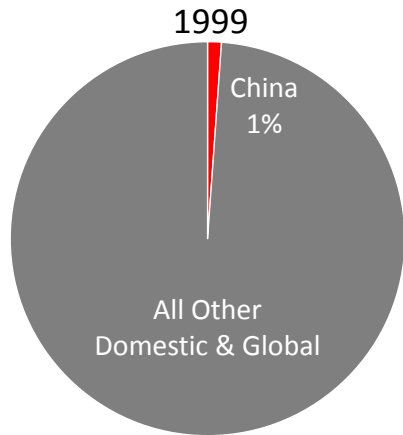
US Hardwood Lumber Exports



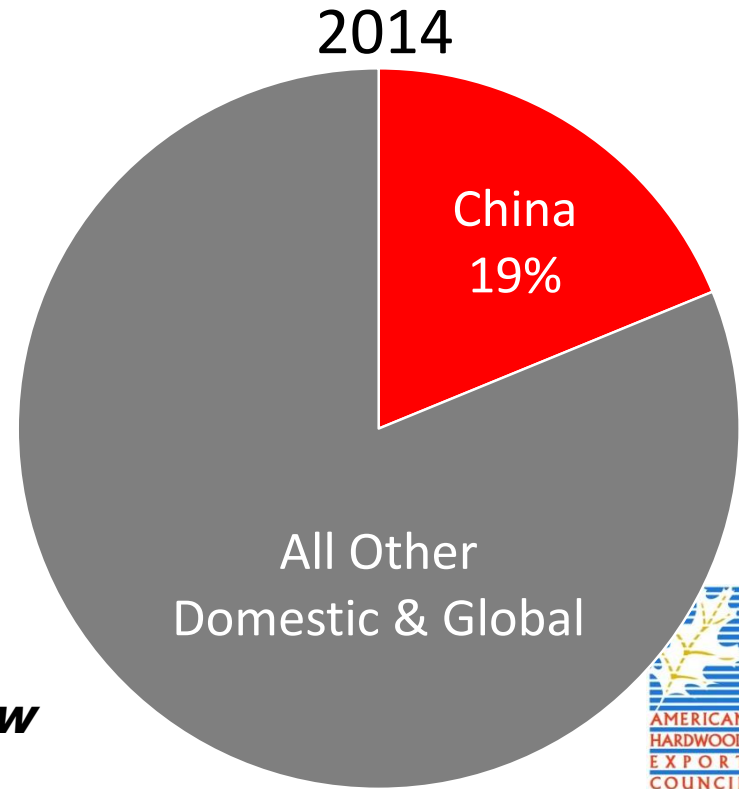
US Hardwood Lumber Exports



Rising Importance of China



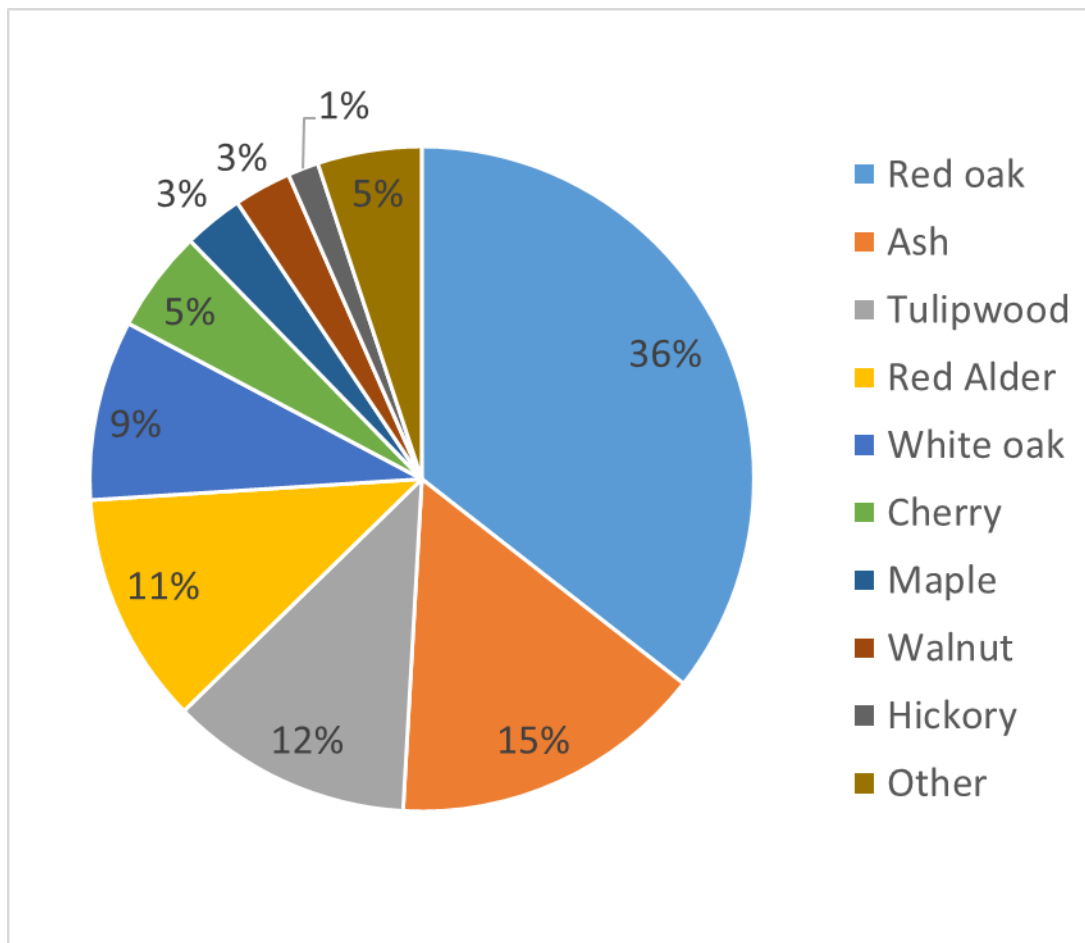
**1 in 5 grade
lumber boards cut
is for China**



**China's Share of
U.S. Grade
Markets**

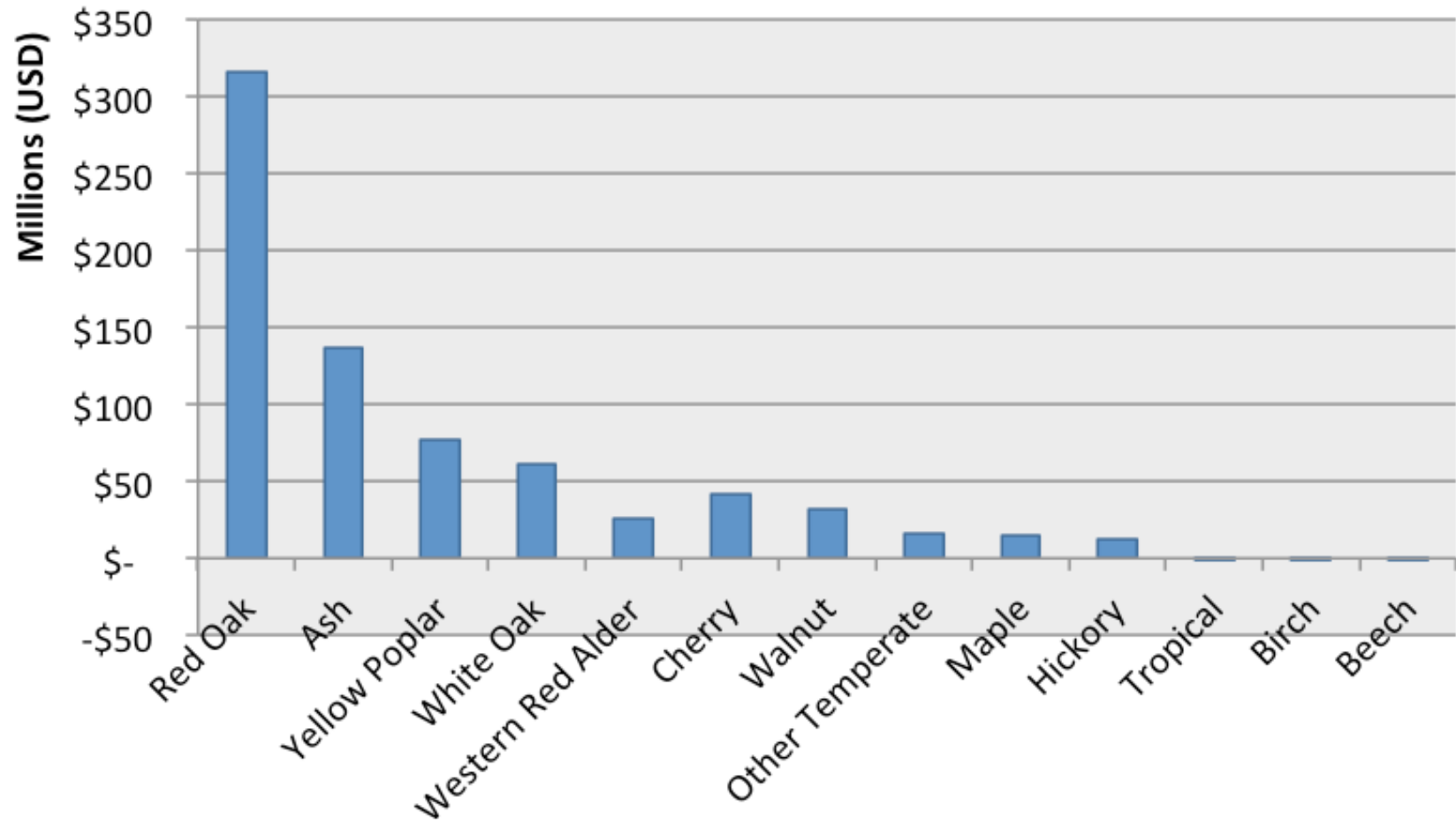
Hardwood Review

- Traditionally Red Oak, but one of our most diversified markets
- Flood of Ash in last 5yrs
- Cherry has risen every year since 2009



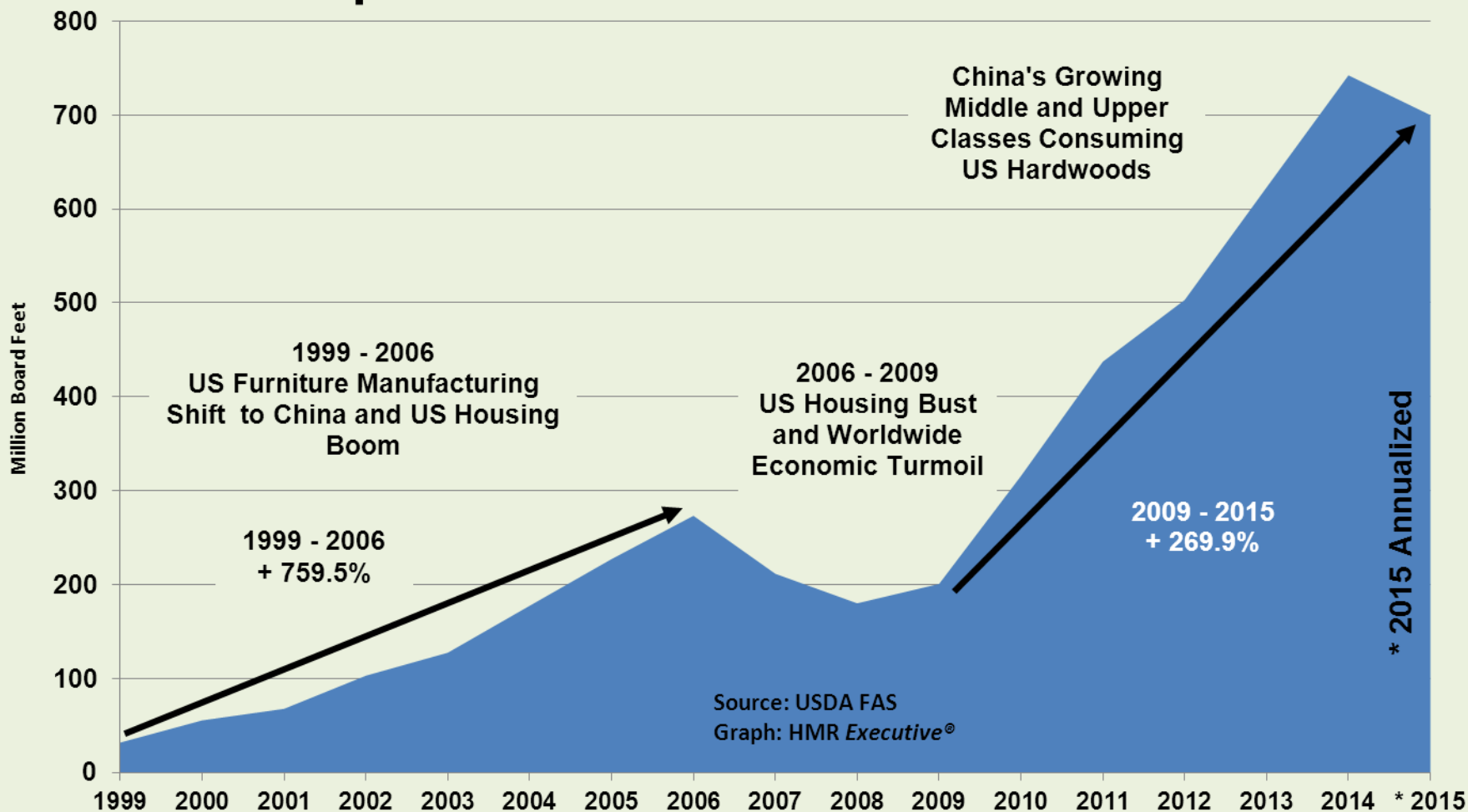
TPryor@ahec.org

China Value Change Since 2010



TPryor@ahec.org

US Exports of Hardwood Lumber to China

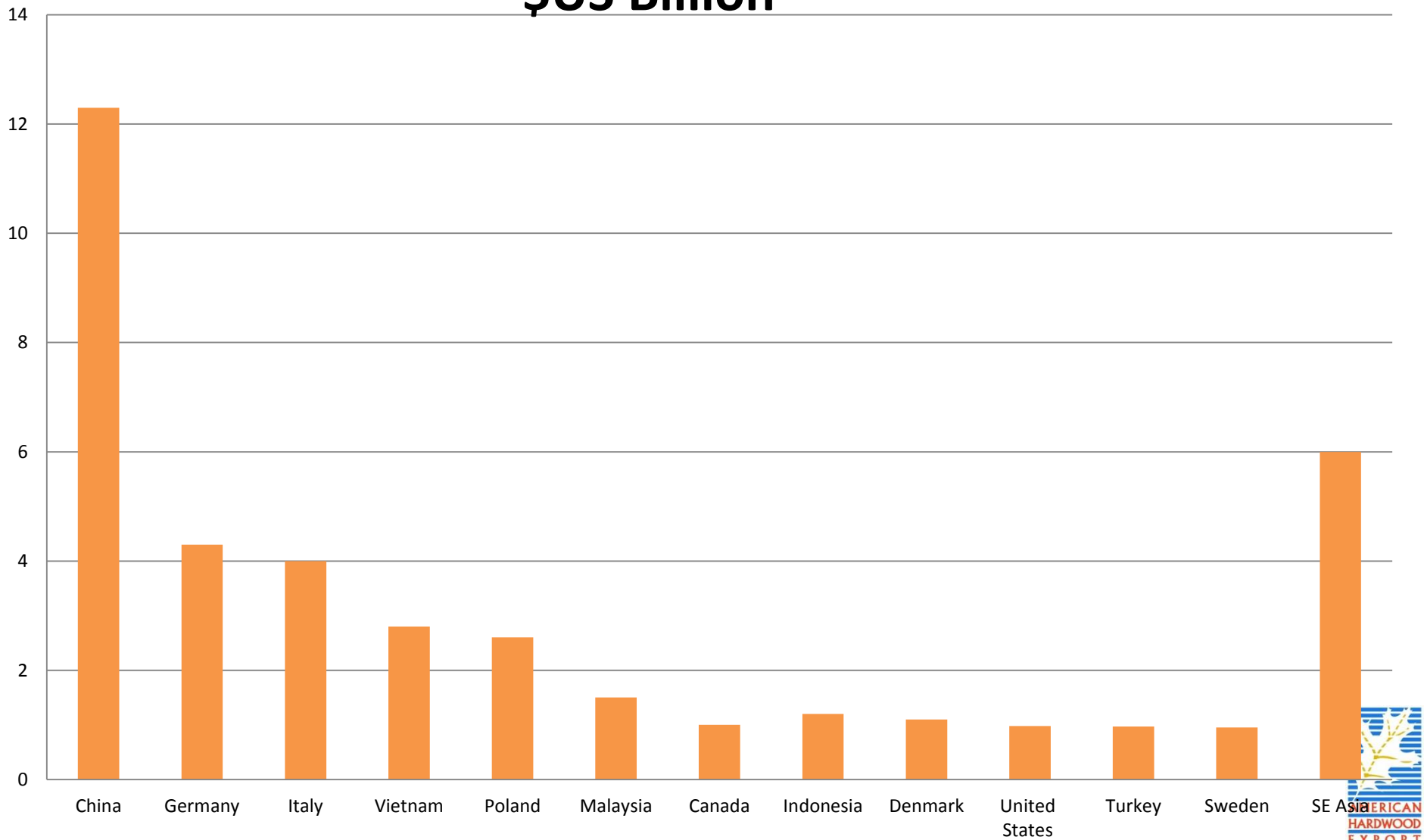


Source: USDA FAS

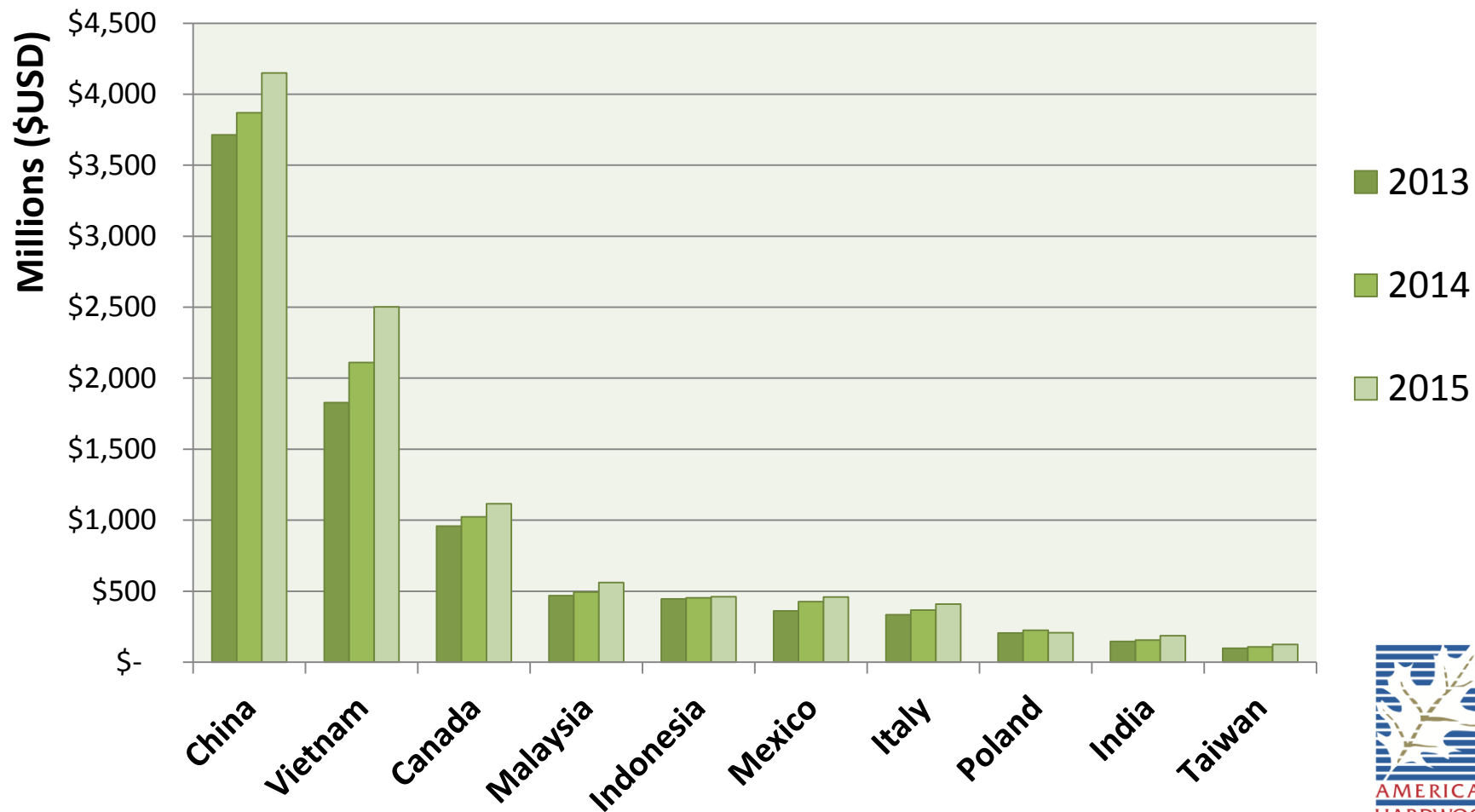
Graph: HMR Executive®

2015 Wood Furniture Exporters

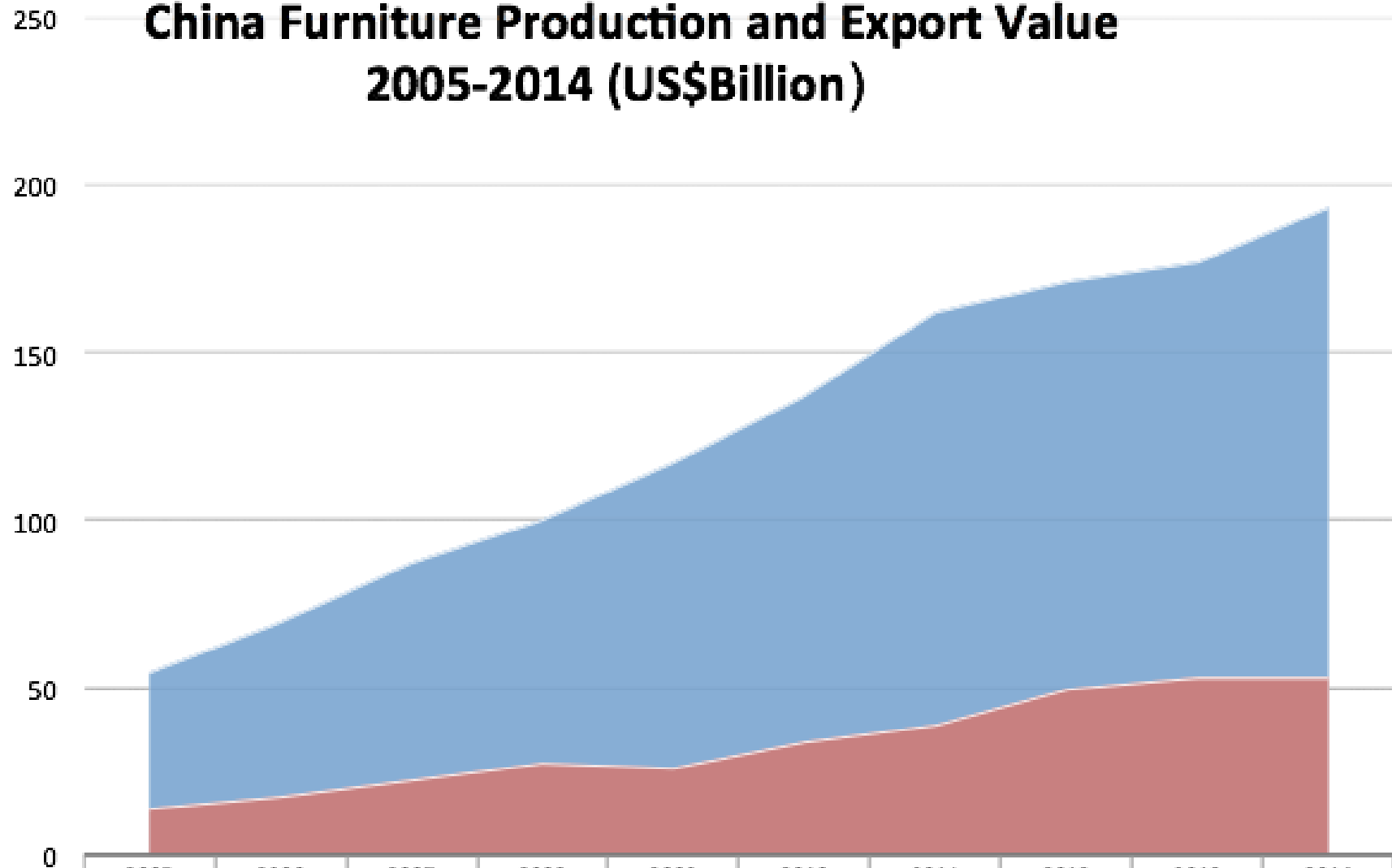
\$US Billion



US Wood Furniture Imports 2013-2015 by Source Country



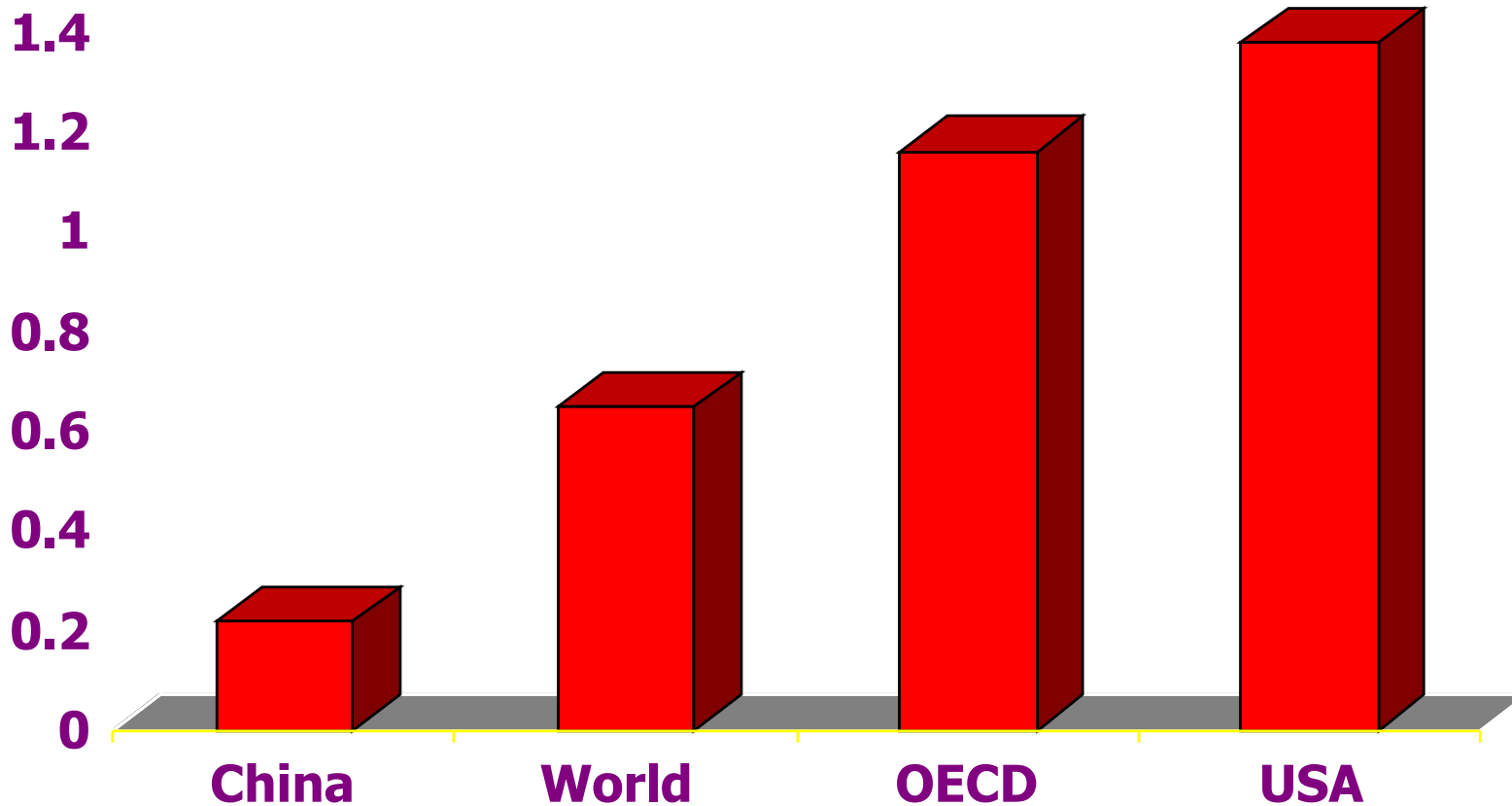
China Furniture Production and Export Value 2005-2014 (US\$Billion)



	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Production Value	54.8	\$69.40	\$87.10	\$100	\$117	\$137	\$162	\$171.40	\$177.40	\$193.50
Export Value	13.767	17.465	22.617	27.583	25.958	33.723	38.882	49.96	53.1	53.416

TPryor@ahec.org

Per Capita Wood Consumption



In cubic meters per capita

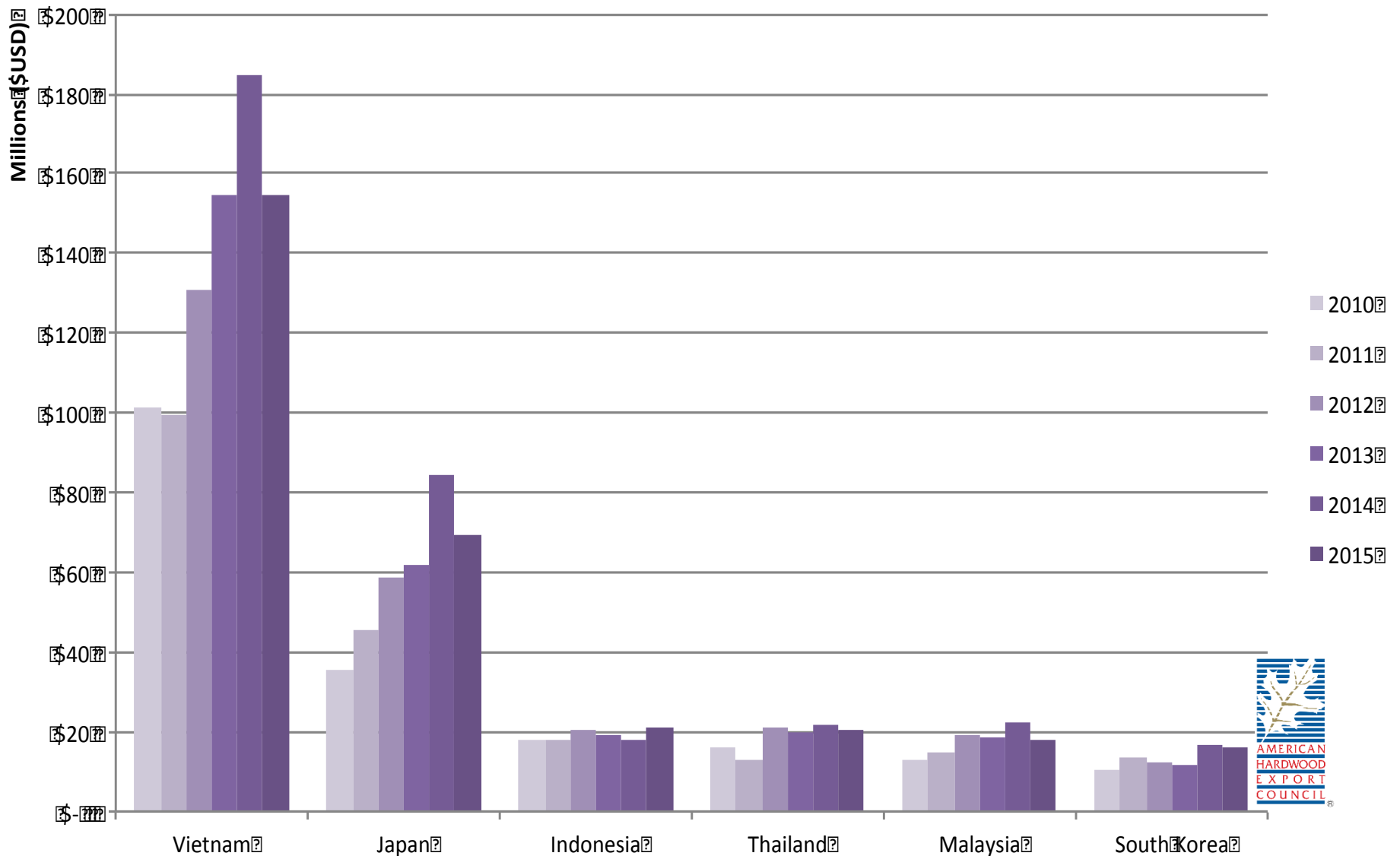
Source: China Timber Import Export Co/Hardwoodmarkets.com 2008

Map of China

Locations of provinces,
autonomous regions
and municipalities.



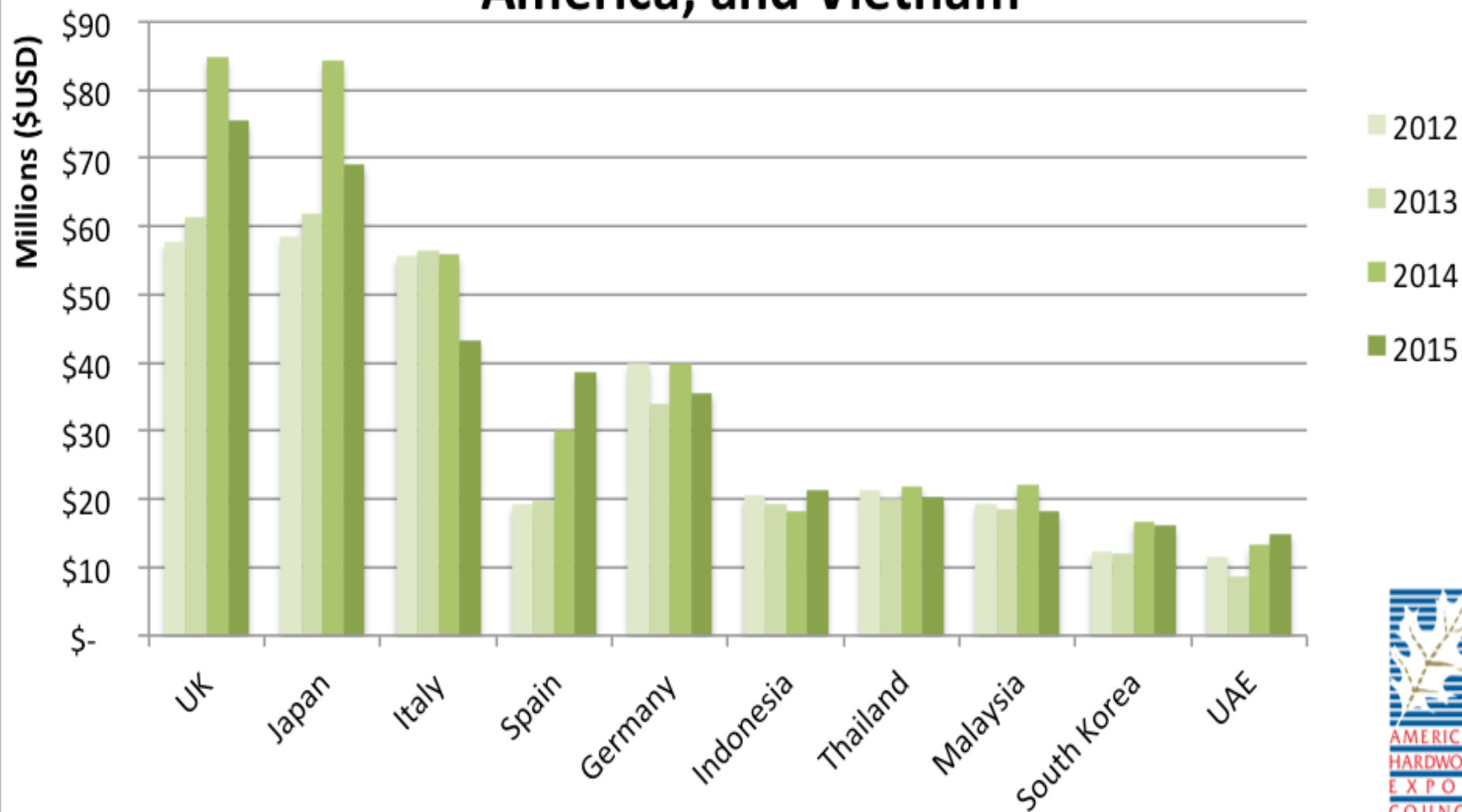
US Hardwood Lumber Exports to Other Asian Markets



Source: USDA GATS



"The Next 10" - Top US Hardwood Lumber Export Destinations outside China, North America, and Vietnam



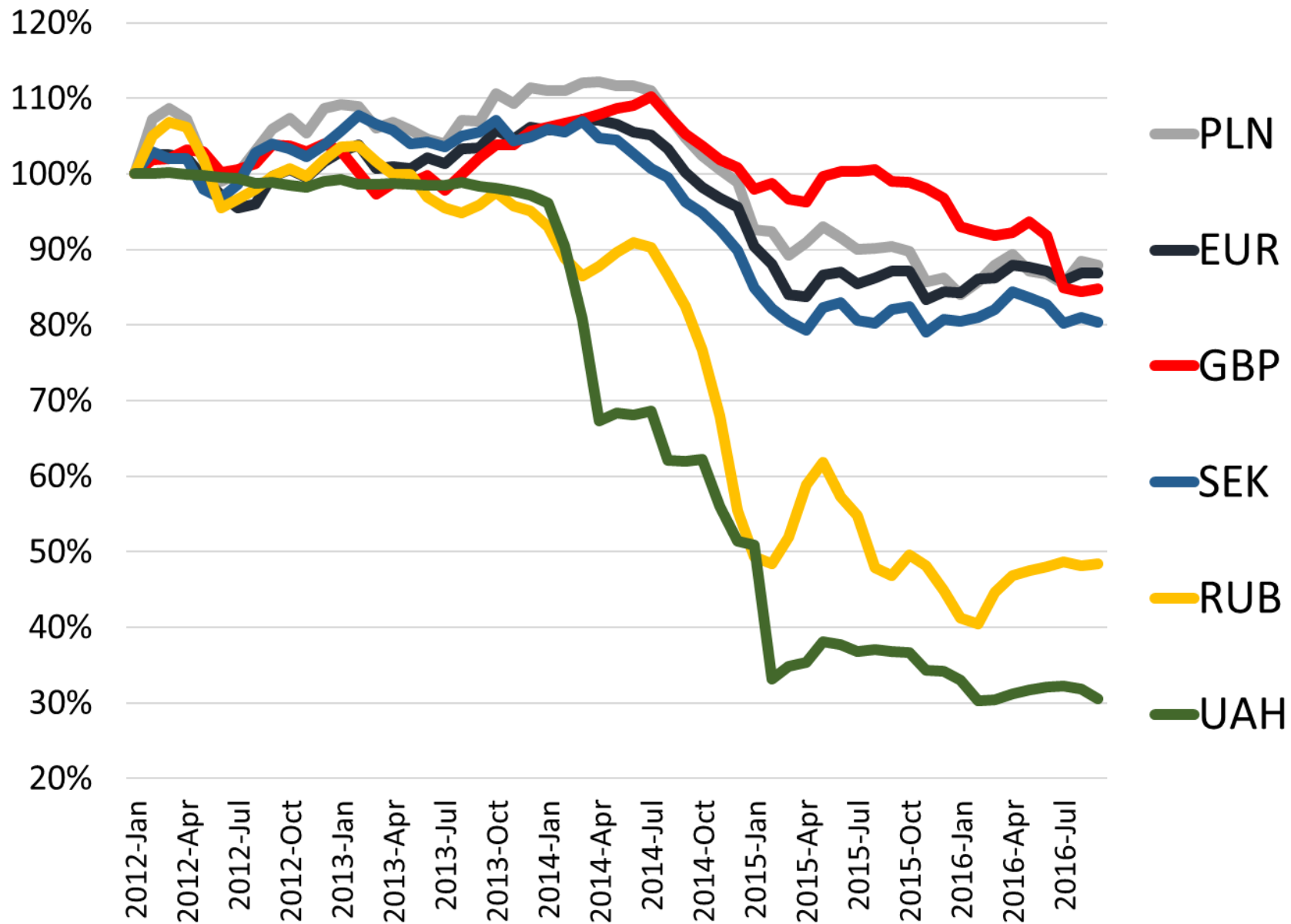
Source: USDA GATS



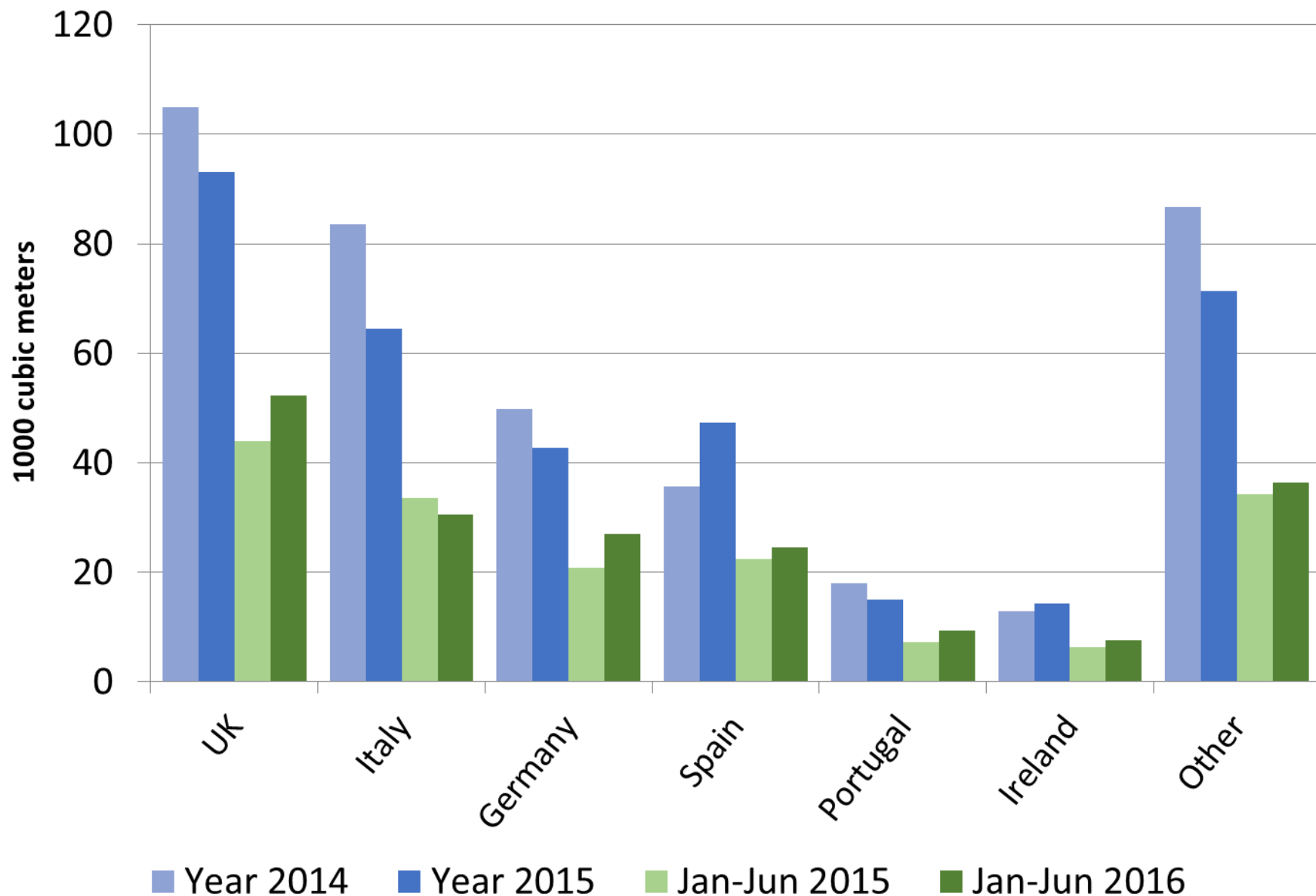
The Importance of Europe...

US\$ exchange rates to Sep 2016

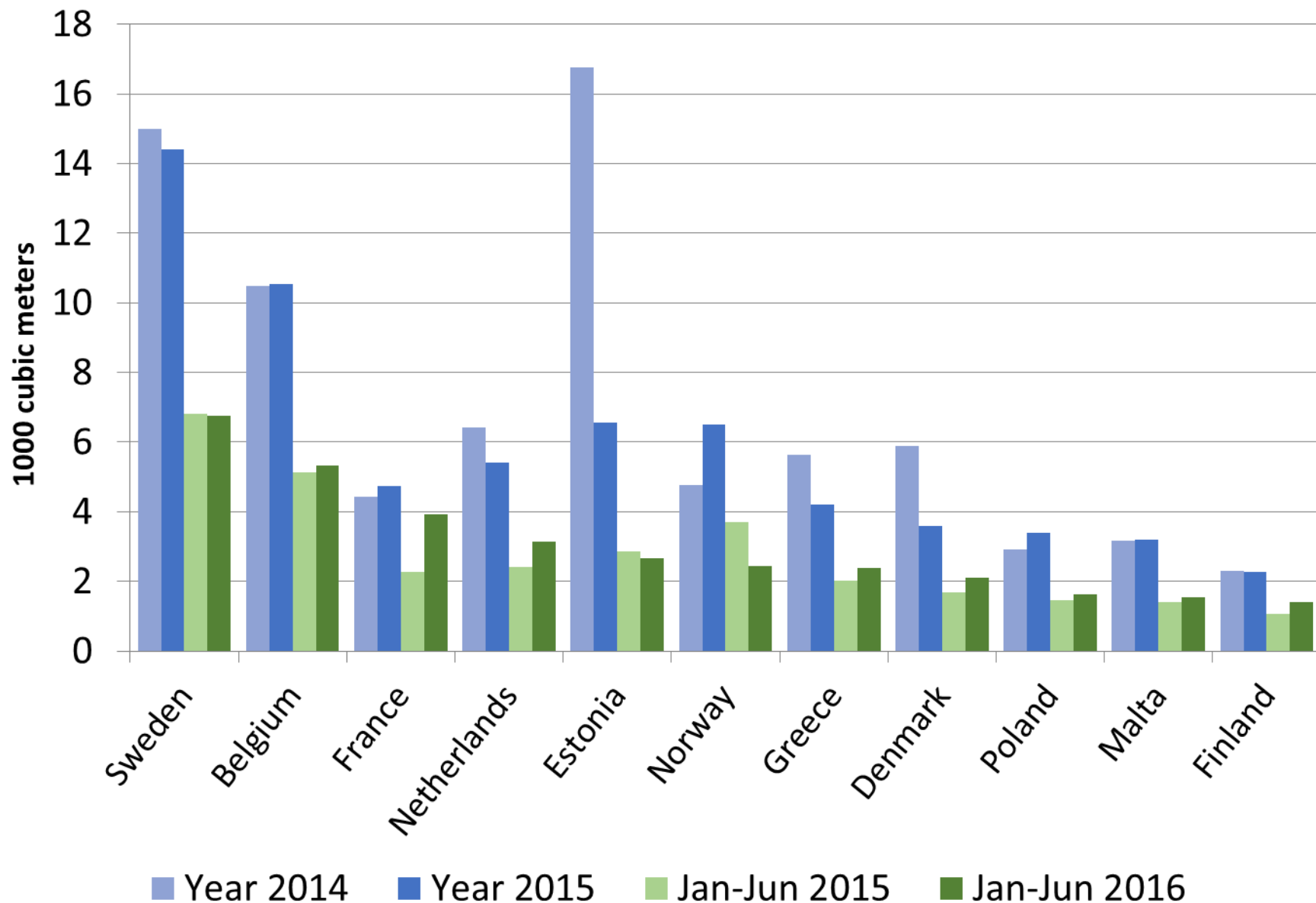
Jan 2012 = 100%



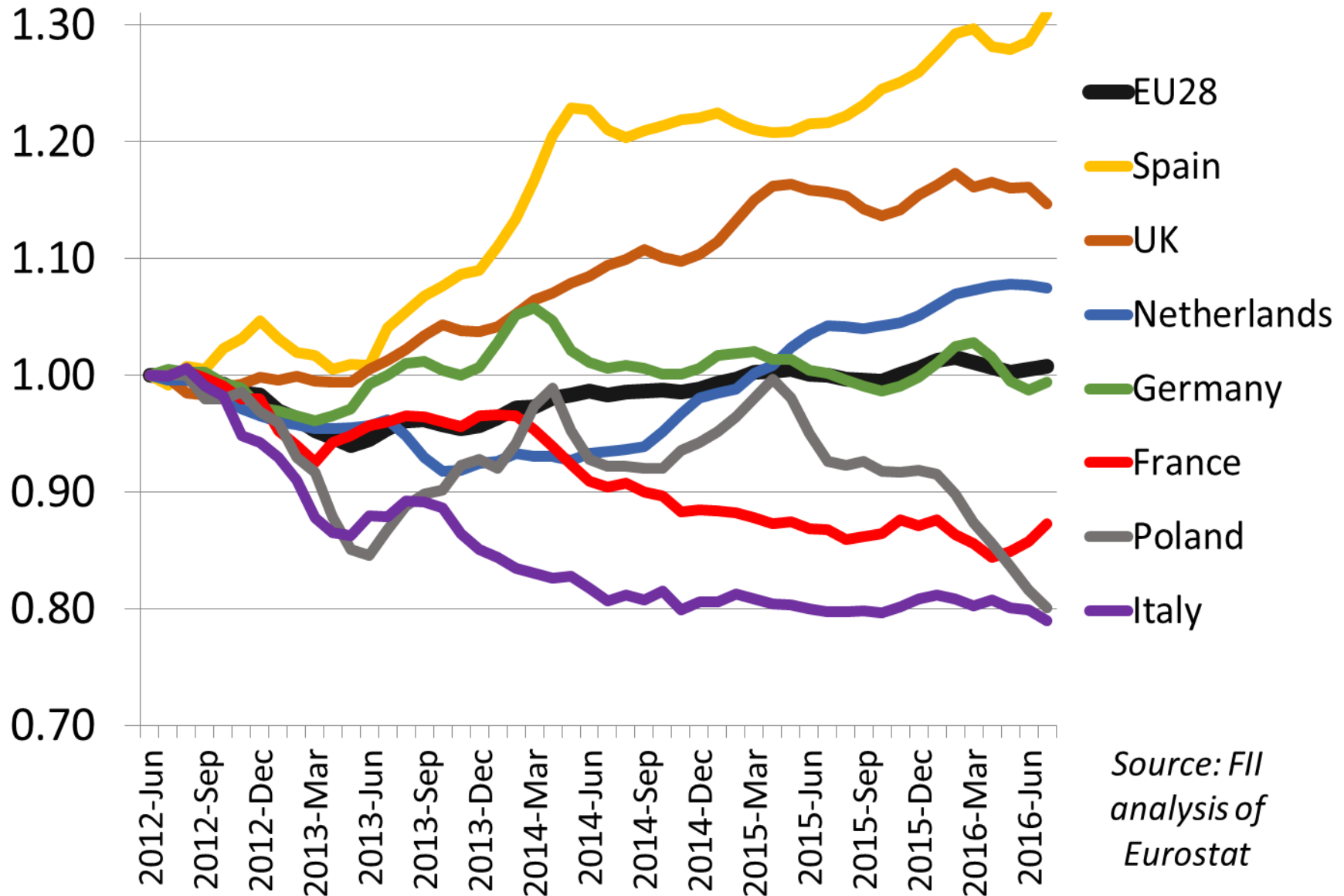
Exports of US sawn hardwood to large European markets, Years 2014-15, Jan-Jun 2015-16



Exports of US sawn hardwood to other European markets, Years 2014-15, Jan-Jun 2015-16



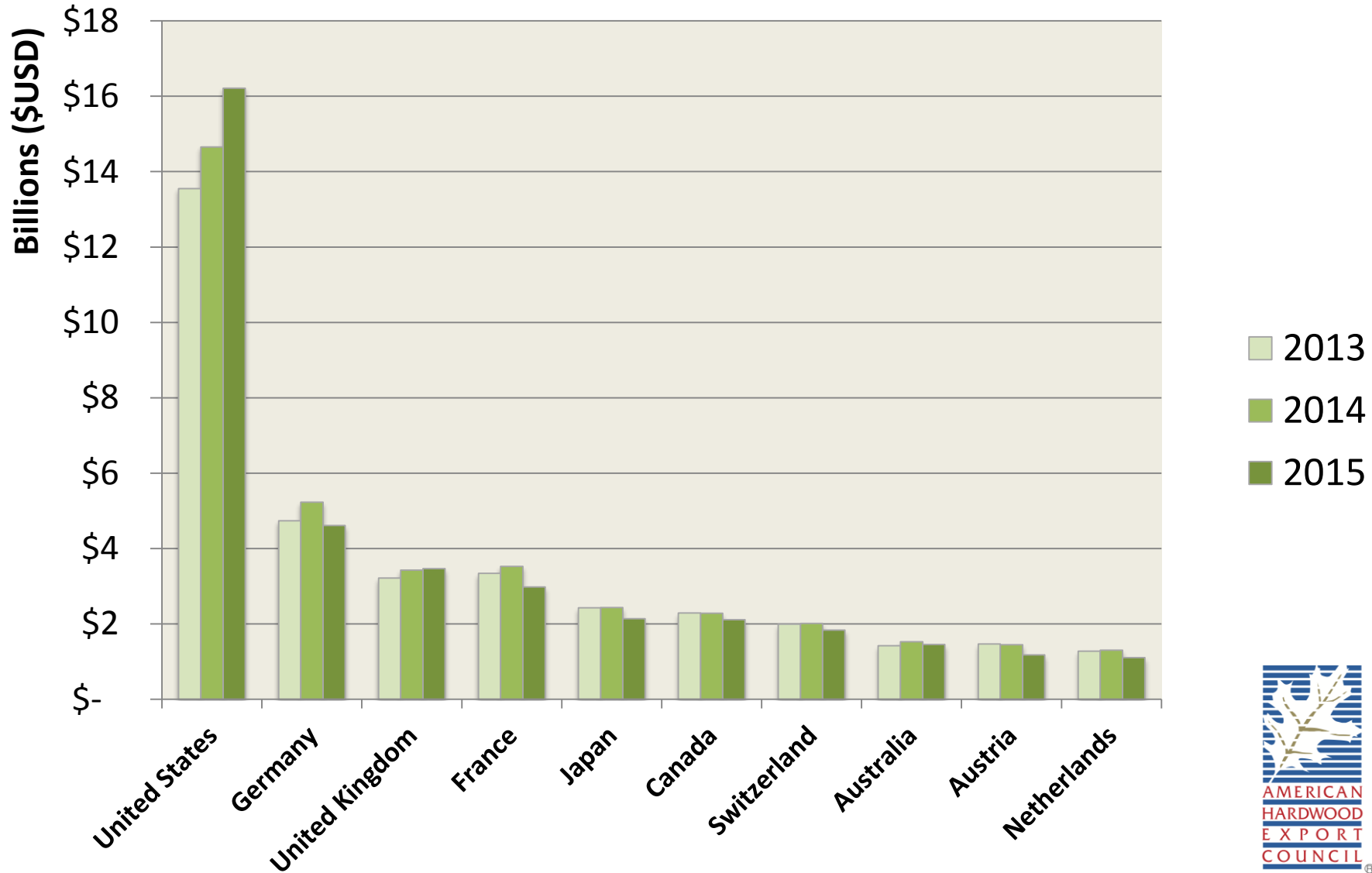
Eurostat construction production index (Jul 2012=100)



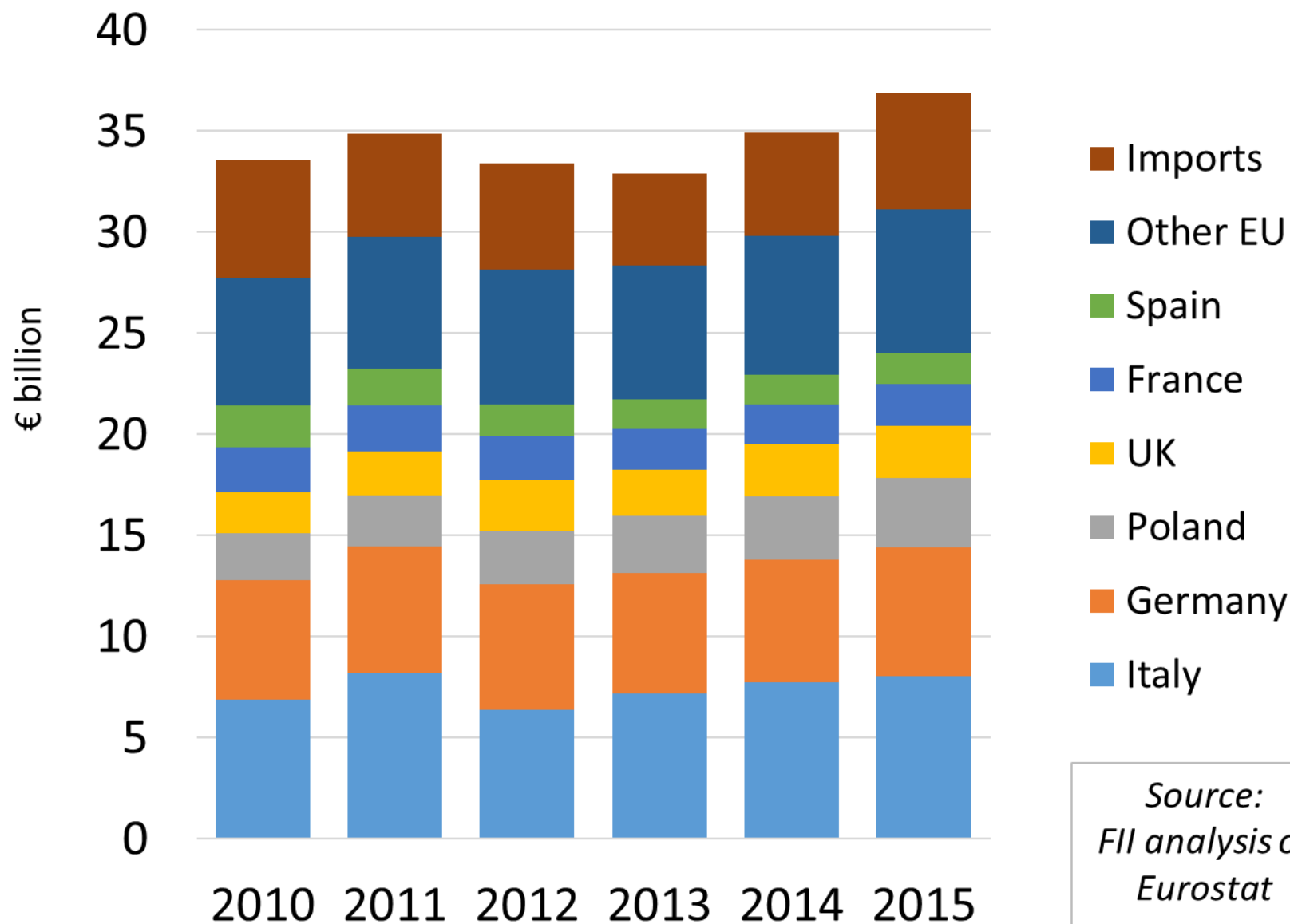
Source: FII
analysis of
Eurostat



Wood Furniture Imports 2013-2015

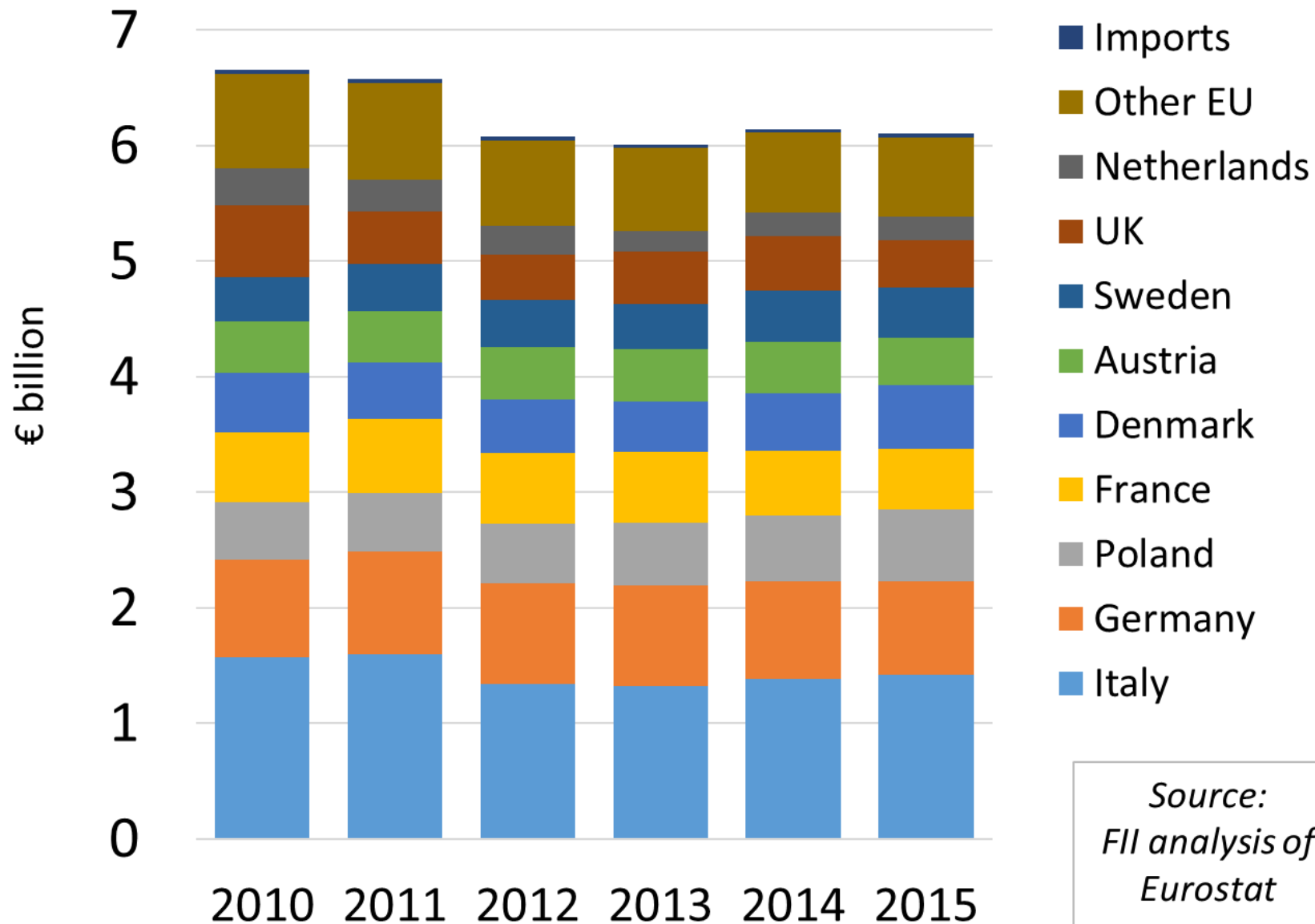


Value of EU wood furniture supply by source 2010 to 2015

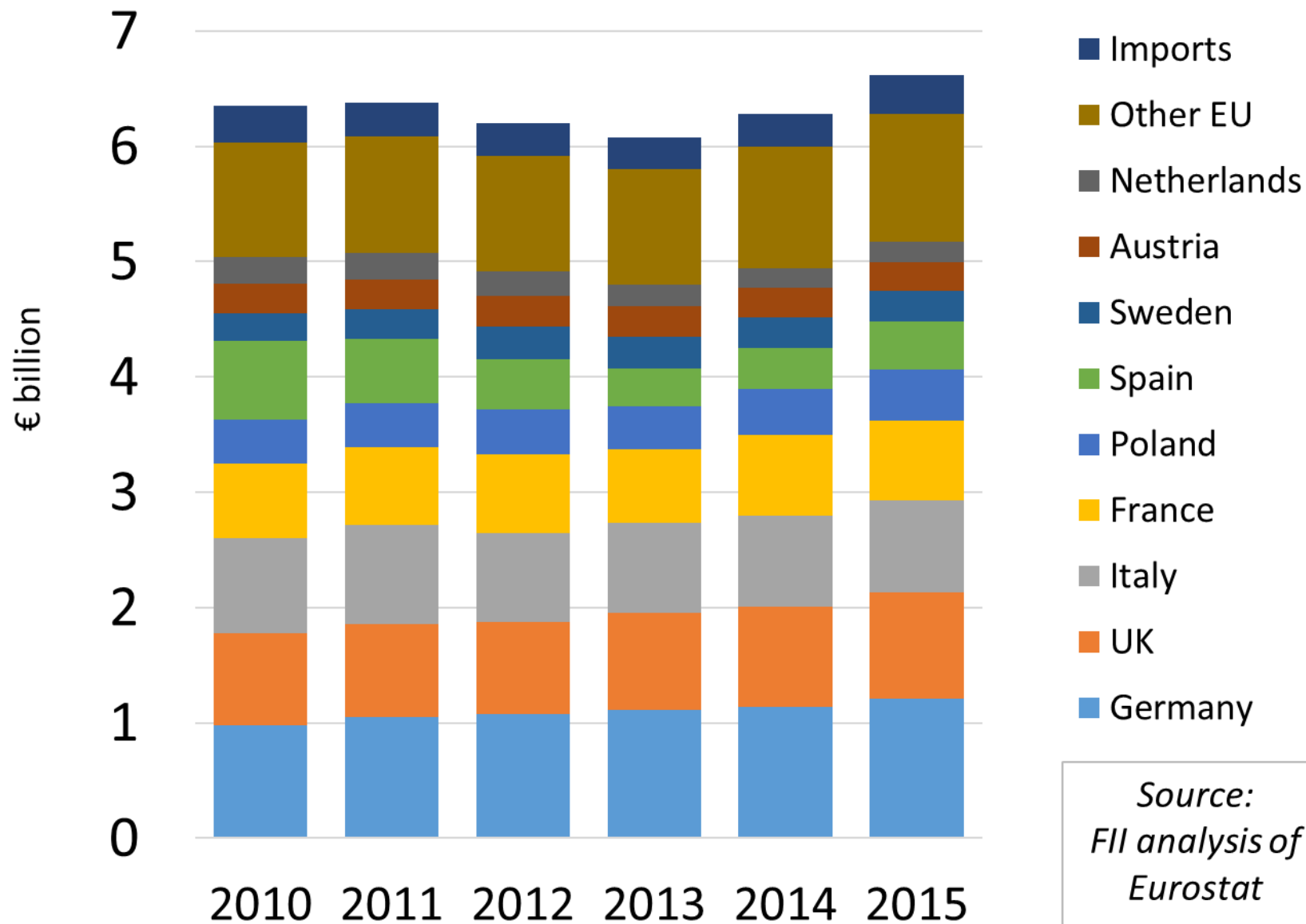


Source:
FII analysis of
Eurostat

Value of EU wood windows supply by source 2010 to 2015

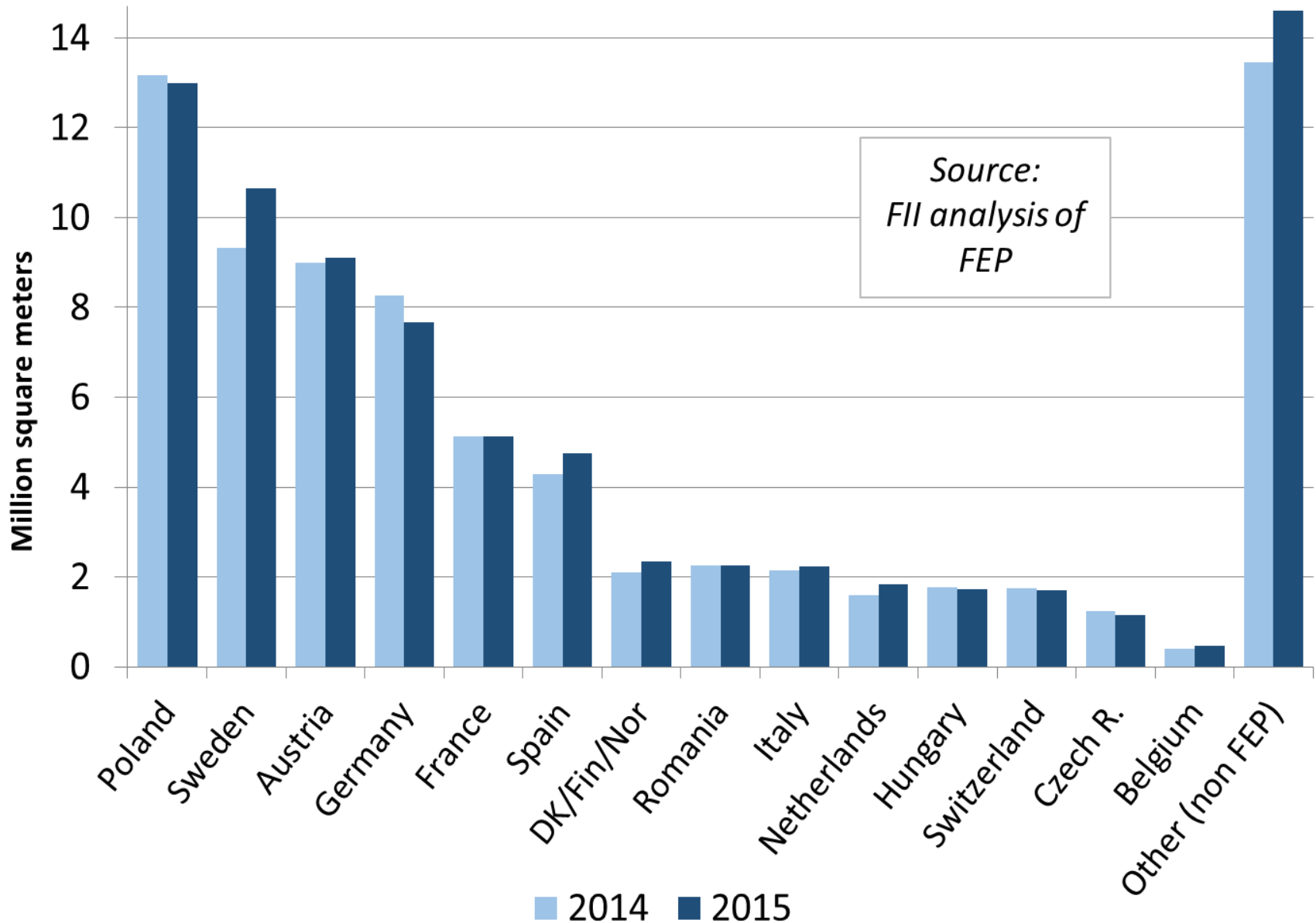


Value of EU wood doors supply by source 2010 to 2015

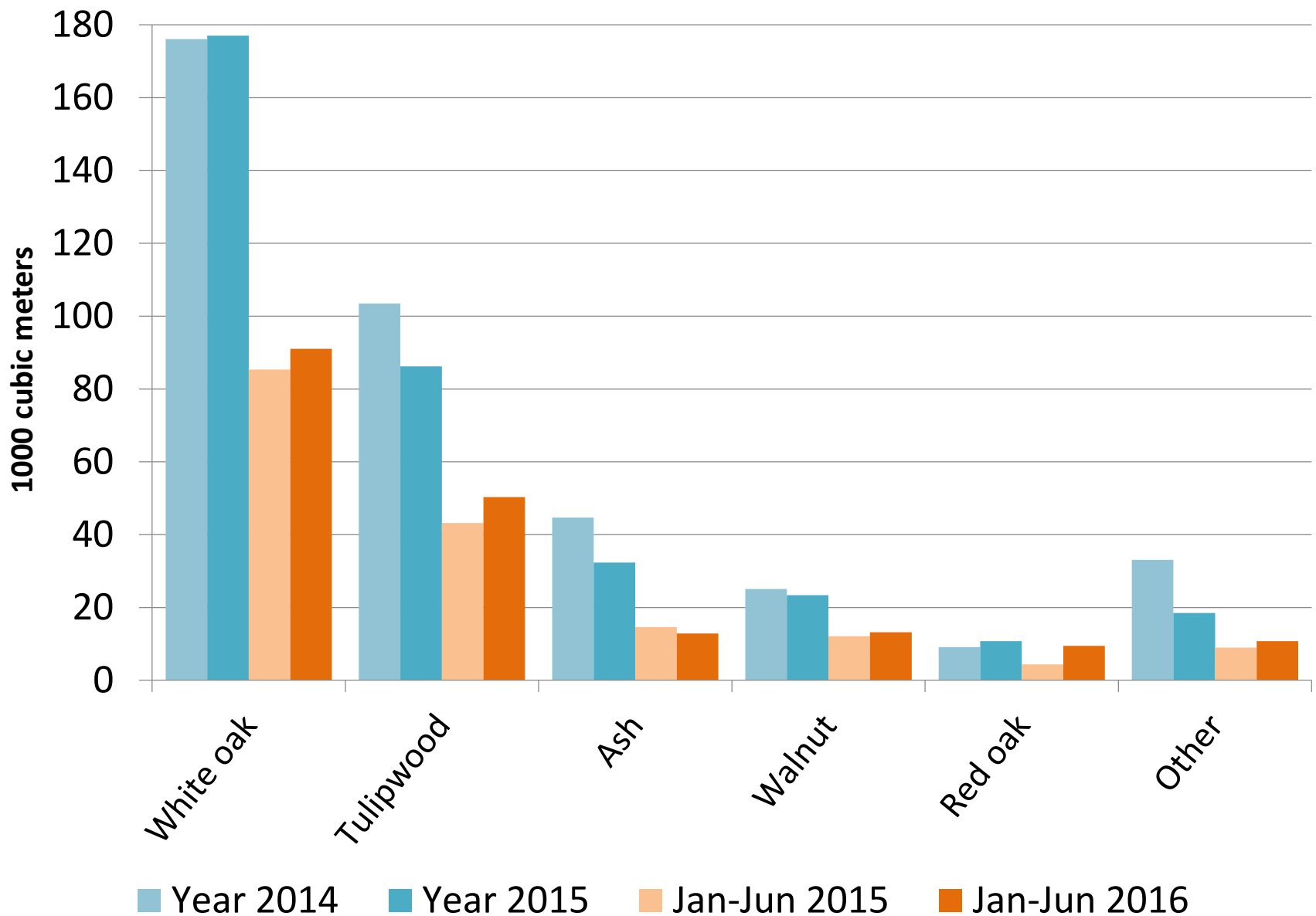


Wood flooring production in Europe

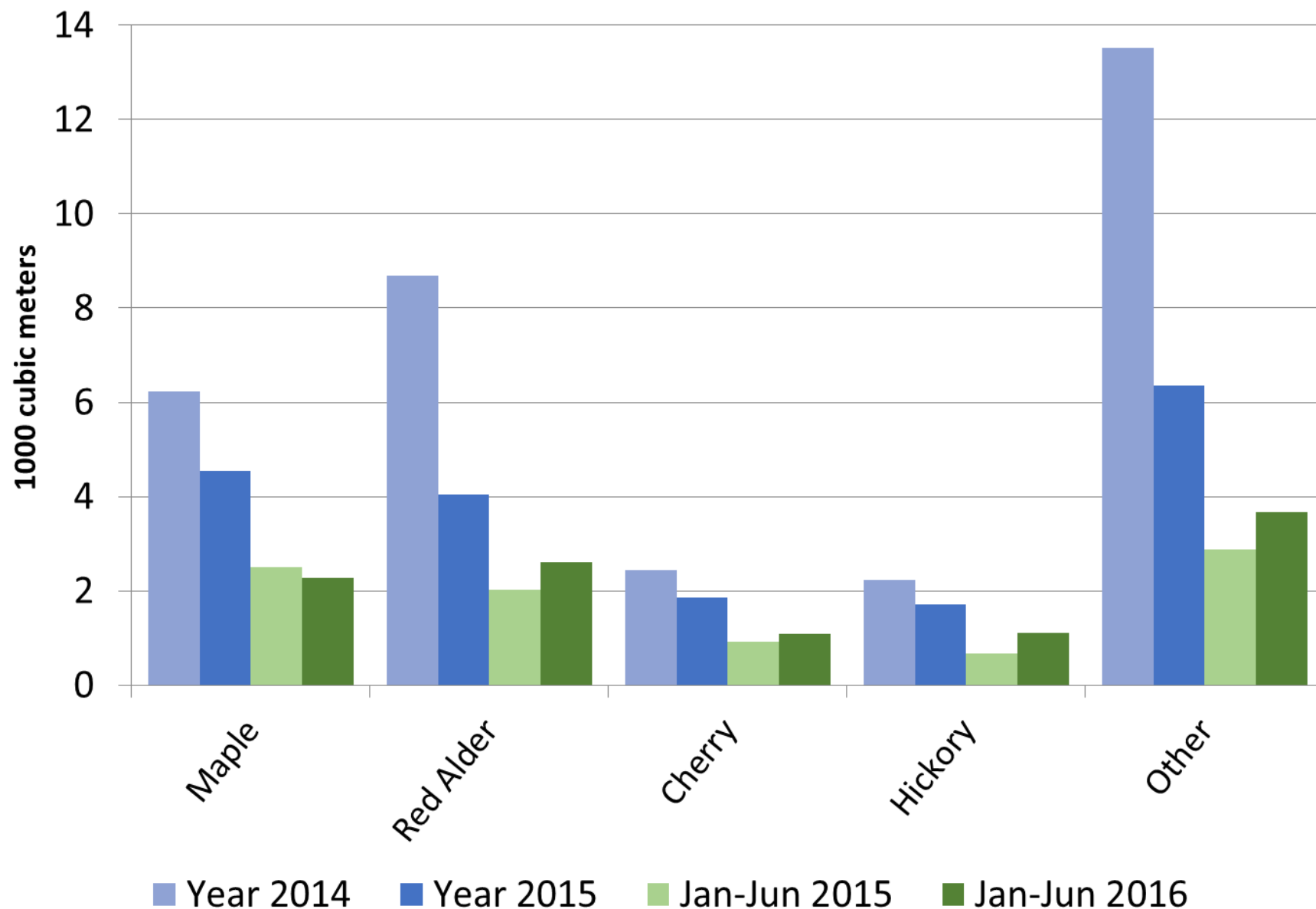
Years 2014-15



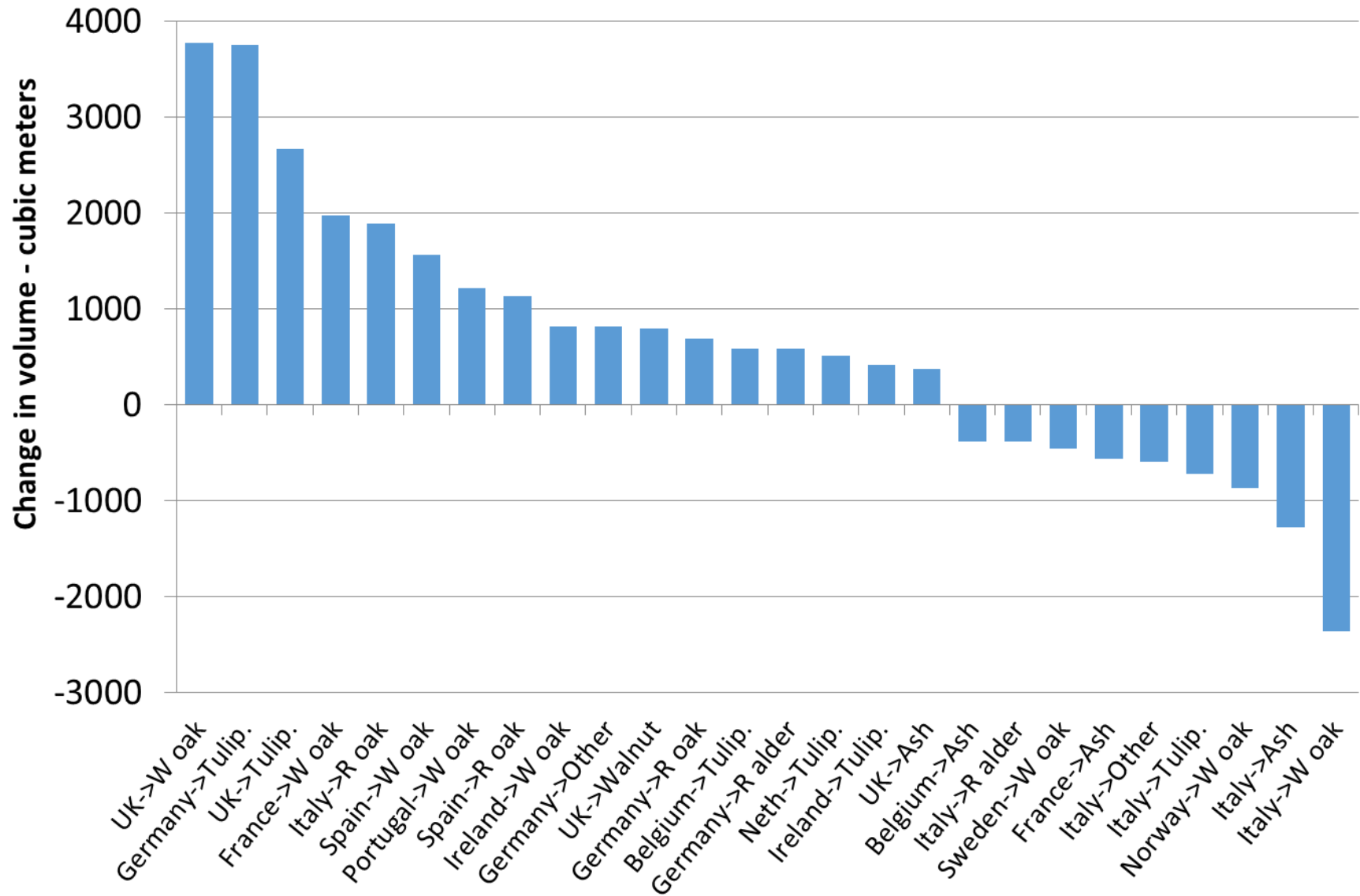
Exports of US sawn hardwood to Europe by timber type, Years 2014-15, Jan-Jun 2015-16



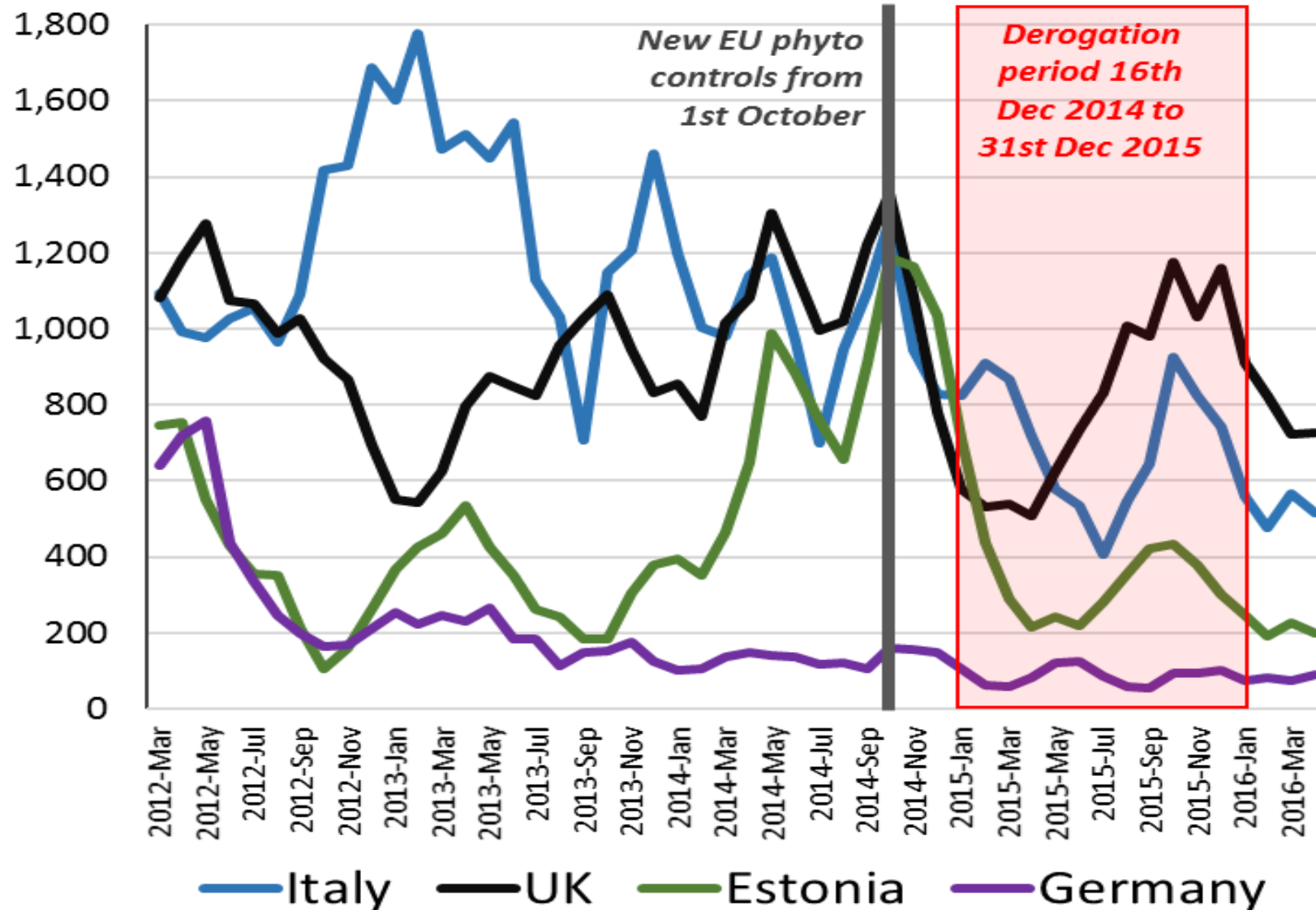
Exports of US sawn hardwood to Europe by other timber type, Years 2014-15, Jan-Jun 2015-16



Gains and losses over 375 m3 in U.S. sawn hardwood exports to European countries, Jan-Jun 2016 vs Jan-Jun 2015



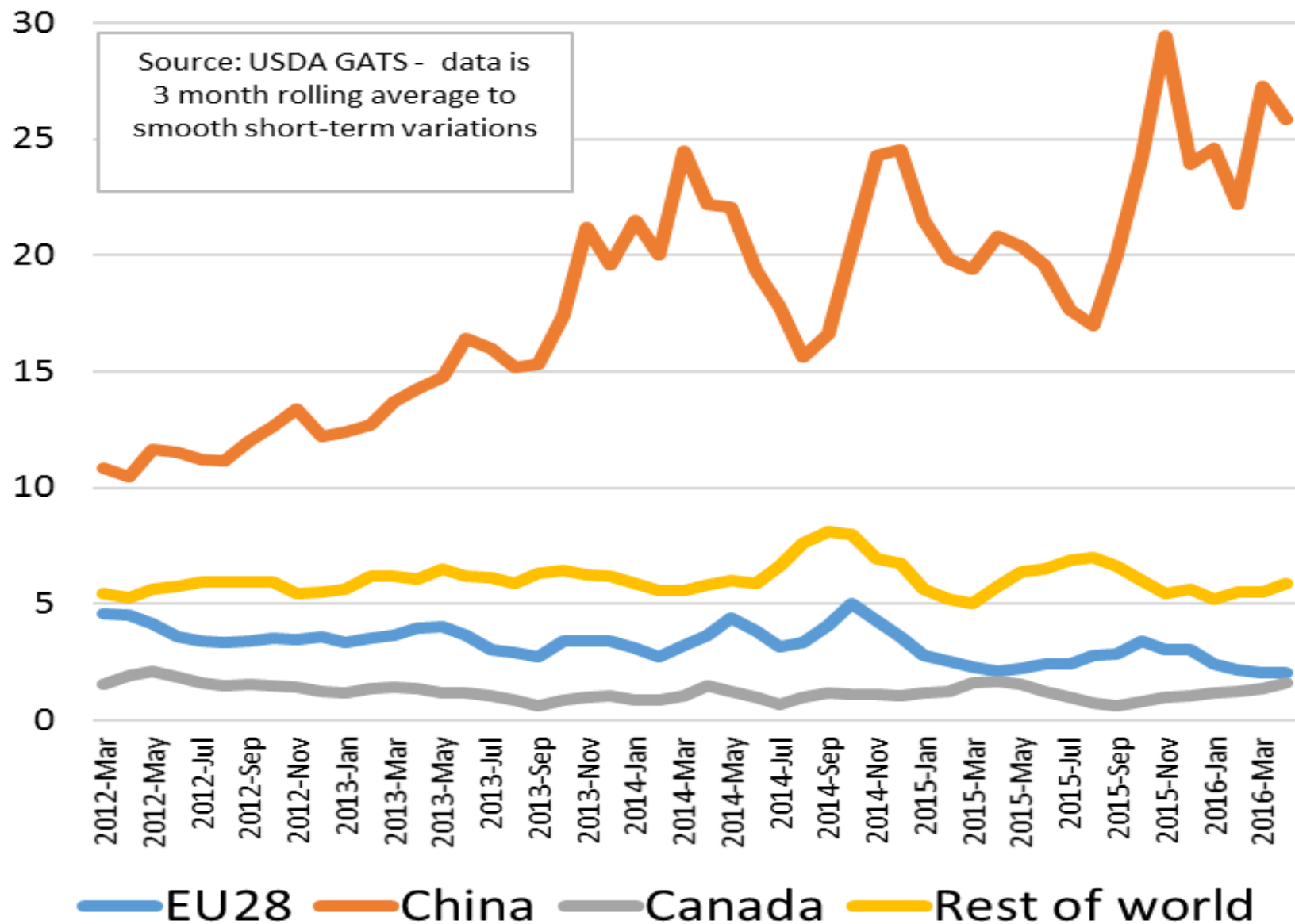
US exports of ash sawnwood to EU Member States: monthly Mar 2012 to Apr 2016 (m³)



Source: USDA GATS - data is 3 month rolling average to smooth short-term variations

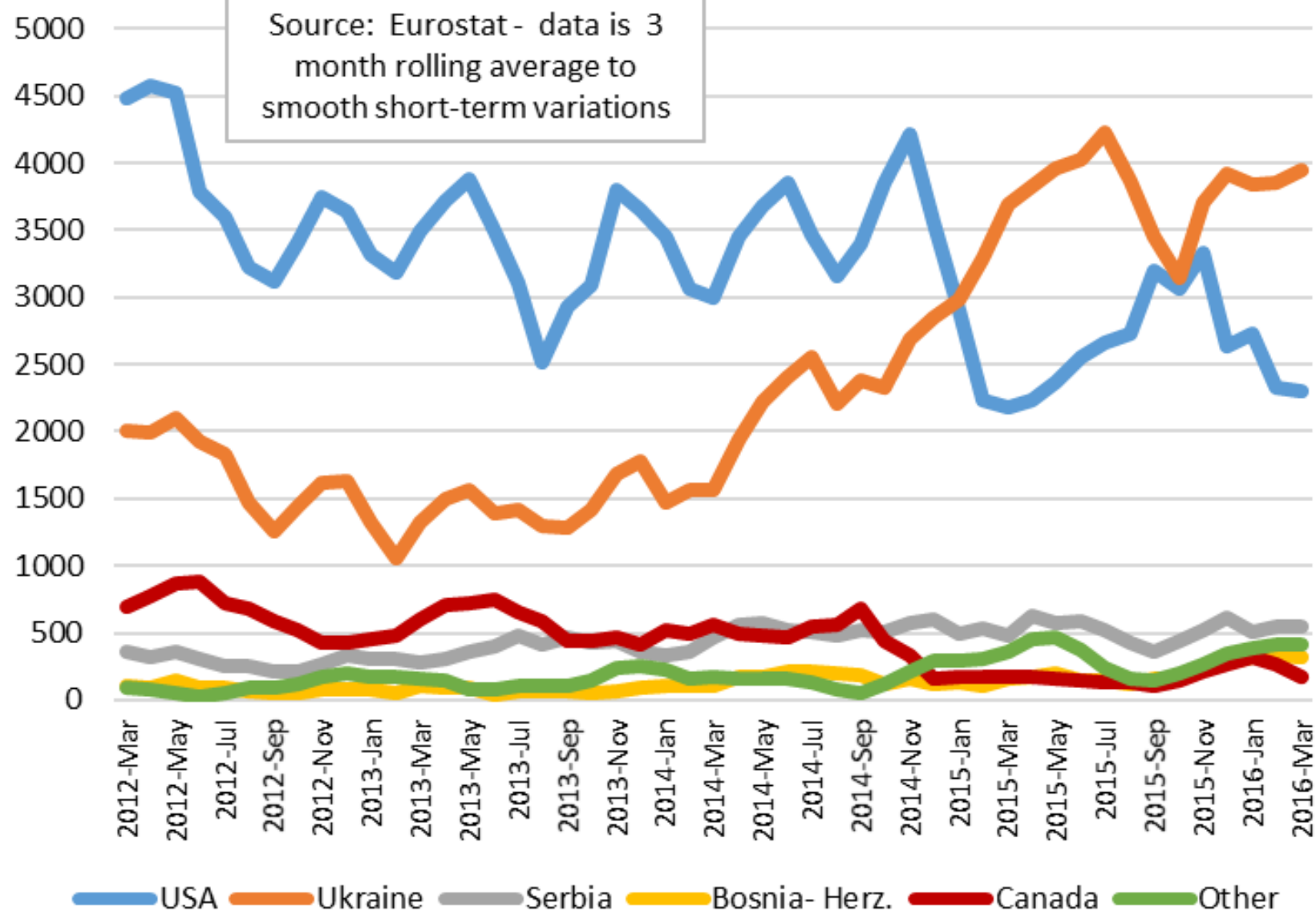
U.S. exports of ash sawnwood by destination - monthly Mar 2012 to Apr 2016 (1000 m³)

Source: USDA GATS - data is
3 month rolling average to
smooth short-term variations

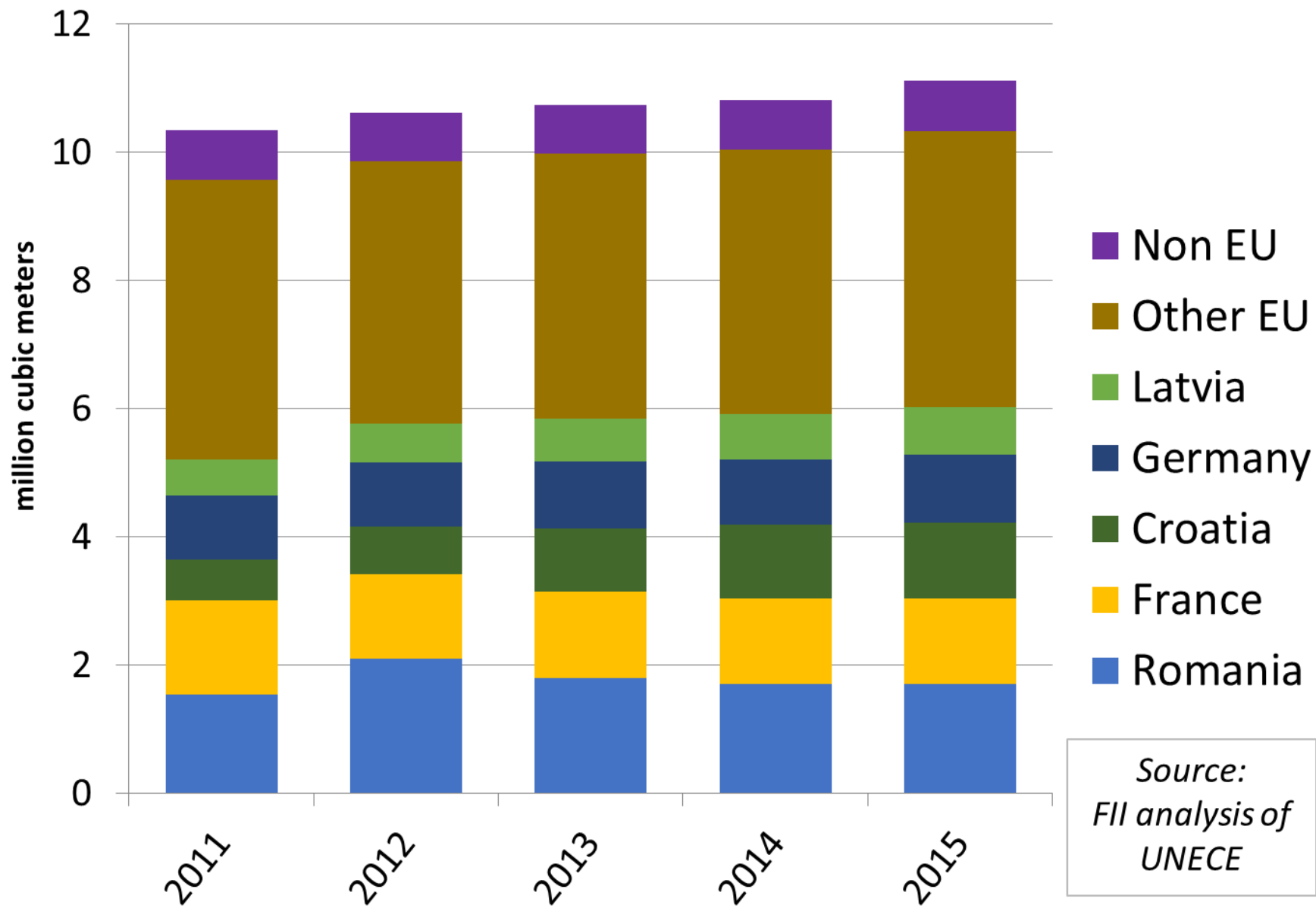


EU imports of ash sawnwood by country of origin - monthly Mar 2012 to Mar 2016 (m3)

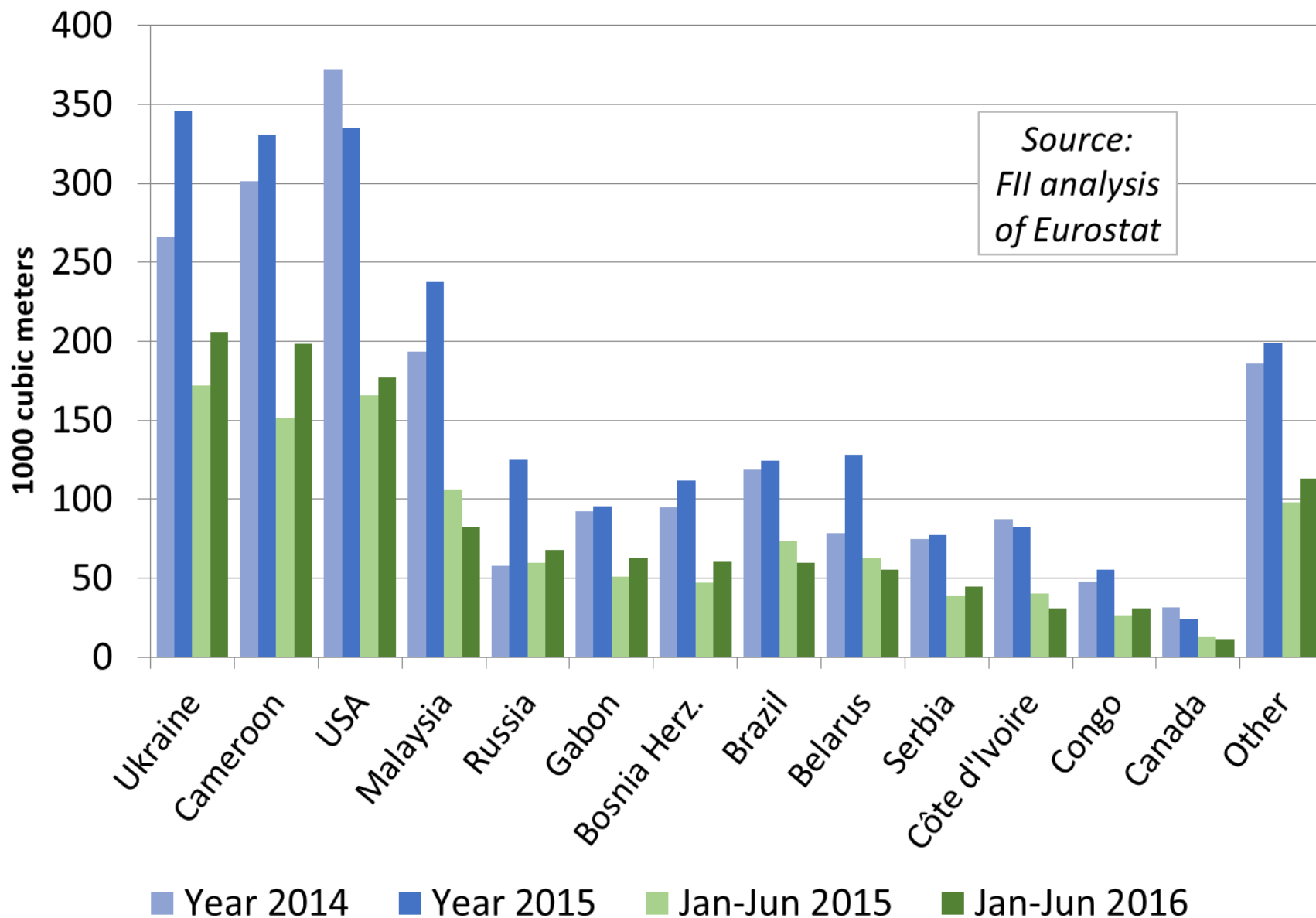
Source: Eurostat - data is 3 month rolling average to smooth short-term variations



Production of sawn hardwood in European countries, Years 2011-15

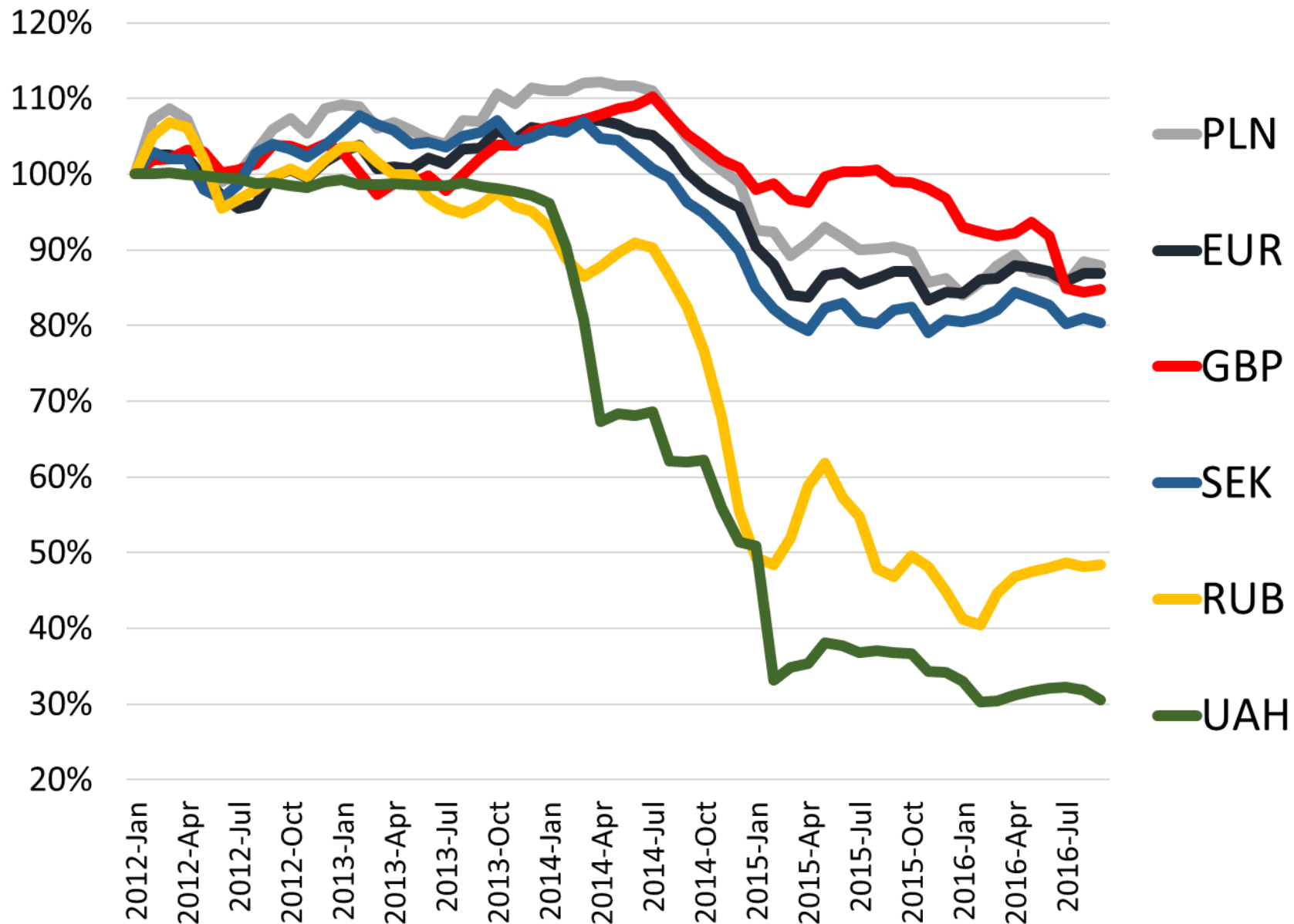


EU imports of sawn hardwood by main country of origin, Years 2014-15, Jan-Jun 2015-16

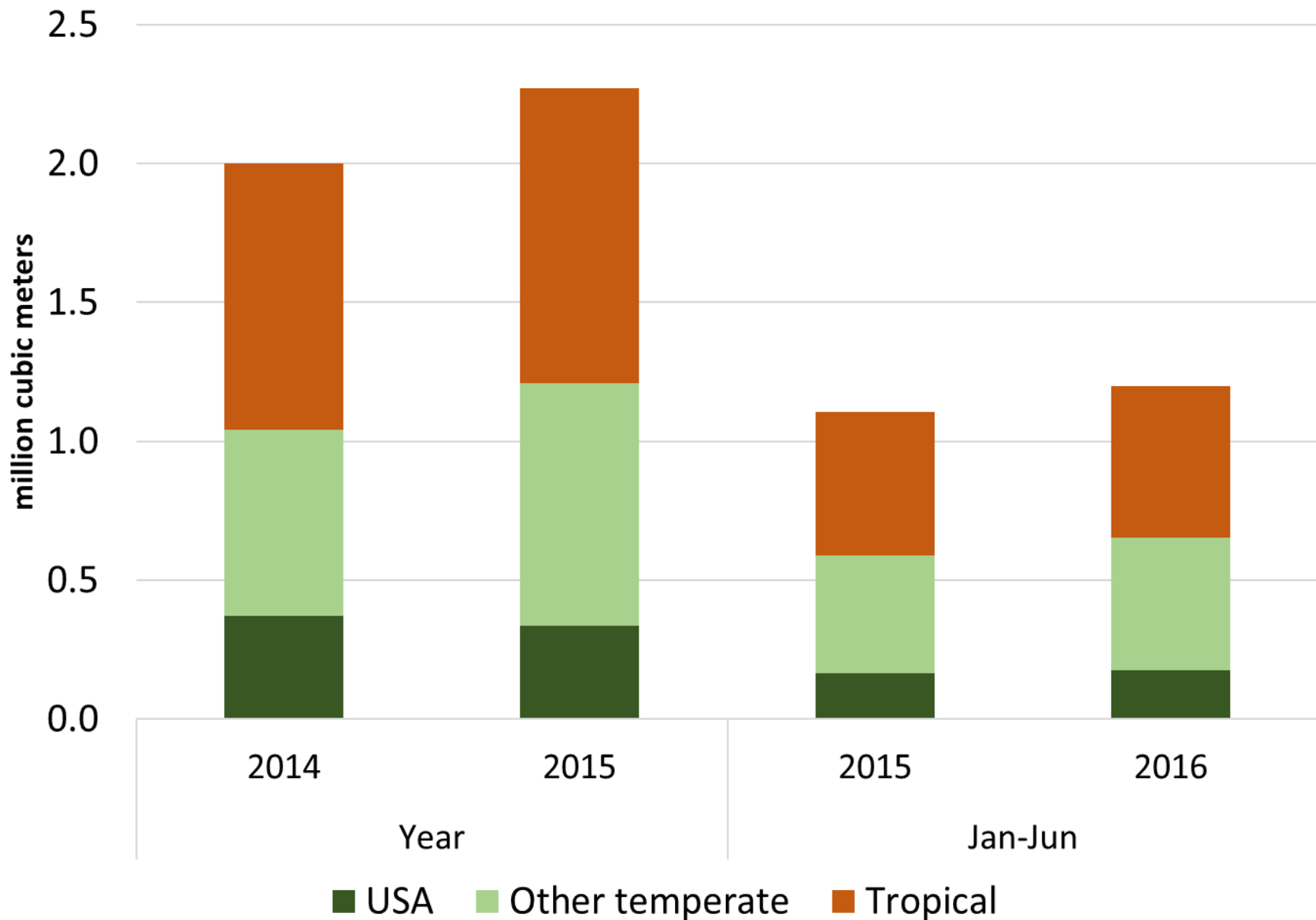


US\$ exchange rates to Sep 2016

Jan 2012 = 100%



EU imports of sawn hardwood from the U.S. and other supply regions, Years 2014-15, Jan-Jun 2015-16



Questions?

