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Solid Wood Products

France Solid Wood Products Annual Report 2007

2006

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Report Highlights:
In CY 2005, French wood product exports totaled USD 4 billion while imports reached USD 7.3 billion. Apart from some lumber and plywood trade (mostly with tropical hardwood), most French trade in wood products is intra-EU. The United States is the largest supplier to France of temperate hardwood lumber and hardwood logs for use in the furniture industry.

Green certification is a growing issue in France as both government and private retailers increase their requirements for wood products which are in compliance with a sustainable development scheme.

Includes PSD Changes: No
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Executive Summary

Forests cover more than 29 percent of France. After centuries of loss to agriculture and urbanization, the French forest area has been steadily growing since the mid 1900s, totaling now about 40.3 million acres. In CY 2004, 63 percent of the forestland was hardwood; 27 percent was softwood and 10 percent was mixed.

In 2003, the wood sector in France employed about 150,000 workers in about 30,000 companies with total revenue of about USD 41 billion (including USD 10 billion for the paper and cardboard industry). This sector is supported at several government levels, including the European Union, the French Ministry of Agriculture and Ministry of Industry, and by regions and counties within France as well.

In CY 2005, French wood and wood product exports totaled USD 4 billion while imports were USD 7.3 billion. Apart from some lumber and plywood trade (mostly with tropical hardwood), most French trade in wood products occurs within the European Union. The US continues to face increasing competition from EU and Eastern European countries.

Green certification is a large issue in France. The French government has called for 100 percent of all public purchases of wood and wood products by 2010 to comply with a sustainable development scheme, such as FSC or PEFC. Some superstore retailers in France are already asking that suppliers provide only certified wood and wood products. While the FSC label has been used, especially from wood products made of tropical wood, some retailers are now using the PEFC label.

The United States provided approximately 5 percent of France's total wood product imports in 2005 (in value). Within these exports, America is the largest supplier to France of temperate hardwood lumber, a major supplier of hardwood logs for lumbering, and a small supplier of imported plywood (mostly softwood plywood) and a residual amount of imported softwood lumber. Users, especially in the furniture industry, praise the quality of U.S. wood.

While nearly 80 percent of U.S. hardwood exports to France are used in the furniture industry, U.S. hardwoods are also used for flooring, moldings and paneling. U.S. exporters consistently provide a large volume of logs and lumber, compared to the smaller domestic suppliers. In France, U.S. wood products are imported either through agents or importers, who then sell to small and medium sized users, or directly from the United States by the largest users.

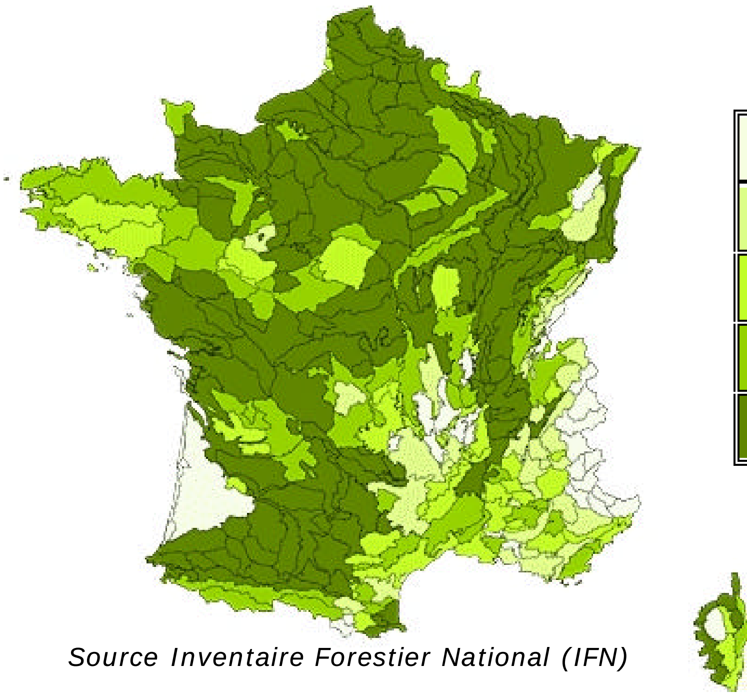
IMPORTANT NOTE: Data in this report is gathered from different sources. Production data comes mainly from the French Ministry of Agriculture, the French Ministry of Industry and the Technical Center for Wood and Furniture. Trade data comes mainly from Customs, French Ministry of Agriculture and French Wood Trade Associations.

Production

Forest Situation and Outlook, General

France's forests cover close to 30 percent percent of the country. After centuries of loss to agriculture and urbanization, the total French forest area has been steadily growing since the mid 20th century to 40.34 million acres, of which 37.6 million acres are pure forest, and 2.2 million acres are sparsely wooded areas. In CY 2004 (last data available), hardwood represented 63 percent of French forest area, softwood represented 27 percent and mixed woods comprised the remaining area. Hardwood timber is grown as high forest and coppices while softwood timber is grown almost exclusively as high forest.

France's hardwood and softwood distribution



	0 to 20 % of hardwood, 80 to 100 % of softwood
	20 to 40 % of hardwood, 60 to 80 % of softwood
	40 to 60 % of hardwood, 40 to 60 % of softwood
	60 to 80 % of hardwood, 20 to 40 % of softwood
	80 to 100 % of hardwood, 0 to 20 % of softwood

Source Inventaire Forestier National (IFN)

Eleven species of pine cover 63 percent of the softwood area. The maritime pine tops the list (1.4 million hectares) followed by the Scots pine (1.1 million hectares) and the Aleppo pine.

Fourteen hardwood species occupy a minimum area of 123,600 acres, which is a good indicator of the biological diversity of France's forests. Oak timber, mainly from the sessile and common oak species (10.4 million acres for the two), covers half of the hardwood area. Beech timber covers 3.2 million hectares. Chestnut timber ranks third. The other hardwood species are not as concentrated and are found scattered in forests.

The Inventaire Forestier National (National Forest Inventory), an independent public agency under the supervision of the Ministry of Agriculture, provides studies and analysis on the biological diversity of French forests. More information can be found on their website: ***http://www.ifn.fr/spip/***

Forests situation, ownership and management

French forest land is owned by individuals (about 74 percent), by the Government (10 percent) and by local communities (15 percent). More than 3.5 million private owners hold 22 million acres of forestland, making the average private forest property less than 7.7 acres. Only 33,000 private forests exceed 62 acres.

Government management of forests in France can be traced back to 1291 and King Philip IV. The Office National des Forêts (National Forest Office : www.onf.fr) manages all government forests (4.5 million acres) and community forests (6.7 million acres) in metropolitan France, as well as 18.8 million acres of tropical forests in France's overseas territories (of which 18.6 million acres in French Guyana alone). One-third (220 million €) of its annual budget of €600 million (CY 2004 figure) comes from the sale of 14 million CUM of wood. Public subsidies amounted in CY 2004 to €85 million.

Solid Wood Products, Situation and Outlook

General

The wood sector includes companies involved in activities from tree cultivation and harvesting, to wood lumbering and trade, to production of wood products such as furniture, wood frames, and joinery. The wood industry sector encompasses wood lumbering, wood processing and production of wood products. Most of the companies are small: fewer than 2000 companies employ more than 20 workers while more than 30,000 employ less than 20 workers.

	number	workforce	Sales (million euros)	Investments (million €)
Less than 20 workers	About 30,000	112,000	11,371	404
More than 20 workers	2000	182,000	32,261*	1,249

Source French Ministry of Industry, 2004 data (includes Paper and Cardboard industry sales of € 19 billion)*

Thus, many companies in the wood industry sector are small, have little investment capacity and are limited in their ability to reduce production costs through economies of scale. Structurally, most of the smallest French wood processing companies are not competitive, and face growing problems to adapt to new French or European Norms such as environmental, technical or sanitary norms.

For more information about the French wood industry:
UIB (Union des Industries du Bois) 33, rue de Naples, 75008 PARIS Tel. : +33(0)1 53 42 15 50 Fax : +33(0)1 53 42 15 51 Internet: http://www.industriesdubois.com

Public Support of the Forest and Wood Products Industry

Dating back to its strategic importance as a resource for building warships, the French Government has been involved in forest management since the sixteenth century and continues its activities today. According to Ministry of Agriculture data, the French forestry sector received public support of €467 million in 2004, of which €62 million came from the EU budget. Half of the total public support includes subsidies to ONF and public wood management.

The wood industry also receives government support through the Ministry of Industry and Trade and from the regions and counties as well. Details of such support are not widely available but it is estimated that in CY 2004, local and regional authorities provided €75 million to the forestry sector.

For more information about French public policy on the wood sector:

Ministry of Agriculture and Fisheries,
Direction de l'Espace Rural et de la Forêt
Sous-Direction de la Forêt *(Directorate for Forest)*
19, avenue du Maine, 75732 Paris cedex 15
Tel: +33.(0)1.49.55.51.19 Fax: +33.(0)1.49.55.41.97

Sous-Direction des Industries du Bois *(Directorate for wood industry)*
19, avenue du Maine, 75732 Paris cedex 15

Tel: +33.(0)1.49.55.51.88 Fax: +33.(0)1.49.55.40.76

Internet: http://www.agriculture.gouv.fr

Promotion of French Wood Products

In 2001, various French wood organizations, under the umbrella of the French Wood Federation (Fédération Nationale du Bois) launched a promotion agency called "French Timber." Similar to foreign structures such as AHEC and the Nordic Timber Council, this agency promotes French wood and wood products worldwide, but its primary target is the North African market.

French Timber
6, rue François 1er 75008 PARIS –
Tél : +33 (0)1 56 69 52 00 - Fax : +33 (0)1 56 69 52 09
www.frenchtimber.com

Wood Products Certification (PEFC and FSC schemes)

In July 2001, France joined the PEFC scheme. As of July 2005, 9.4 million acres of forest, both private (33 percent) and public (67 percent) had been certified in France under PEFC. Only 15,000 hectares of French forest has been certified under the FSC scheme because French forests are often too small and too divided between private owners.

Under pressure from NGOs, some large Do It Yourself (DIY) "superstore" retailers in France are asking that suppliers provide only certified wood and wood products. While the FSC label has been used, especially from wood products made of tropical wood, some retailers are now using the PEFC label.

In addition, the French government, in April 2005, decided that, by 2007, 50 percent of all public purchases of wood and wood products must comply with a sustainable development scheme and by 2010, all purchases must comply with this requirement. The French regulation, while specifically targeting tropical wood and wood product purchases since the wood variety must not be on the CITES list, also pertains to temperate hardwood purchases. Any sustainable scheme accredited by an official certifying organization such as FSC, PEFC, or FSI, should fulfill the requirement. The French regulation does not restrict public purchases of wood from specific countries.

The French regulation can be found at the following address :
http://www.legifrance.gouv.fr/WAspad/UnTexteDeJorf?numjo=PRMX0508285C

NGOs such as Greenpeace and "Les Amis de la Terre" have also published brochures to encourage local or regional communities to purchase only FSC (and to a lesser extent PEFC) certified hardwood and hardwood products. These brochures deal mainly with tropical hardwood.

For more information on the French PEFC scheme : www.pefc-france.org

PEFC - France :
6, Avenue de Saint Mandé F-75012 PARIS - France
Tél/Fax: +33 (0)1.43.46.57.15

Construction Sector

General

In 2005, residential housing starts were up 12.5 percent from CY 2004, to 408,000 units. Commercial building starts were stable from 2004, totaling 36,000 sq. meters (unit figure not available. The home renovation industry continued to grow significantly in CY 2005, fueled by the low VAT (Value Added Tax) rate on building and renovation related works initiated by the French government. Estimates for CY 2006 reflect a continuing growth in new construction starts and strong growth in the renovation sector. The French Construction Federation estimates that the construction sector will grow by 3.1 percent in CY 2006.

Wood demand in France for home construction, while growing, has been mainly in the area of decorative purposes. French builders of wood homes are now trying to emphasize the other aspects of wood such as positive thermal, acoustic, and ecological qualities, cleaner work-sites and fewer construction delays.

In an attempt to meet France's emission reduction commitment made in the Kyoto Agreement, the French Ministries of Agriculture, Environment, and Housing, together with other public and sectoral organizations, in 2001, signed a charter to promote the use of wood in the construction sector, particularly targeting public buildings, road works and social housing. Their goal was to increase wood use by 25 percent by 2010 (currently, wood represents about 10 percent of all material used in the construction sector) and thereby lower France's emission of greenhouse gases. Increasing wood use by 25 percent would increase wood use by 4 million cubic meters by 2010. This program would contribute to lowering France's emissions of carbon dioxide by 7 million MT and account for 14 percent of France's emission reduction as agreed in the Kyoto agreement.

For more information about the promotion of wood in the construction sector:

CNDB Comité National pour le Développement du Bois (National Committee for the Development of Wood)
6, rue St Mandé, 75012 PARIS
Tel. : +33(0)1 53 17 19 60 Fax : +33(0)1 43 41 11 88
Internet: http://www.boisconstruction.org

Wood Panel Sector

General

The French wood panels industry ranks second in Europe, after Germany. There are 79 companies who produce wood panels in France, although the four largest companies have 23 percent of the workforce. Total sales amounted in CY 2004 to €1,736 million. Plywood production utilizes tropical logs (68 percent) and softwood logs (26 percent). More than half of French panel production is used in the building sector, 40 percent in the furniture industry and 10 percent for packaging and other uses. Particleboard (used for kitchen and bathroom furniture as well as for wood flooring) represents 42 percent of the production, ahead of fiberboard production (21 percent) and plywood (18 percent). Domestic plywood production experiences strong competition from imported plywood.

Trade

In CY 2005, French exports of wood panels increased by 10 percent to €754 million from 2004. Imports were €652 million (up 12 percent). Belgium, Germany, Brazil and Indonesia are the largest suppliers of wood panels to France while Germany, Netherlands and Spain are the largest customers for French wood panels. Imports of plywood (mainly tropical hardwood plywood) from China grew 54 percent to €12 million in 2005, while they were non-existent in 2002.

U.S. plywood exports to France decreased in CY 2005 to €3 million ($3.7 million). This decrease can be attributed primarily to increased competition from EU suppliers. However, French plywood importers appreciate the ability of U.S. exporters to provide large volumes of high quality softwood plywood on a reliable basis.

Wood Frame Housing

About 6,000 wood housing units are constructed annually, of which 4000 are wood frame units, and estimates forecast that this figure may double by 2010, as shown by the growing audience for the Wooden House Show held in Angers, in western France, every year (2006 edition took place October 13-16). The growing demand for wood frame houses is mainly linked to growing environmental awareness. Several Canadian and Scandinavian companies have recently started to develop wood frame building activities in France.

The Comité National pour le Développement du Bois (CNDB), in an effort to boost the construction of wooden houses in France, will offer courses to teach architects, craftsmen and construction companies about the assets of wood houses, especially of wooden frame houses. Wood frame manufacturers will be encouraged to reduce construction costs by developing easy-to-use building kits. Recently, the French Federation for Construction, Timber and Flooring (FFBCMP) and the French Association for Wood Builders (AFCOBOIS) have joined together to promote wooden houses in France. While the current wood house offer is targeted at the upper economic sector of the market (houses over USD 100,000), more inexpensive houses will be targeted as well. (below USD 80,000)

Woods used in wood frame residential housing are generally of French origin, usually fir or spruce. If imported, the wood may come from Germany, Austria or Scandinavia, and the solid wood for housing construction usually is French, Scandinavian or Canadian. Logs and lumber of U.S. origin are generally too expensive compared to the price of domestic or northern European logs and lumber.

For more information about the Wooden House Show in Angers:
http://www.salon-maison-bois.com/

There is also a French publication (http://www.maisons-et-bois.com) which presents various examples of French wood frame houses.

Opportunities for U.S. Business

U.S. home manufacturers, with their experience and expertise in the wooden home construction industry, now have opportunities in France. American expertise in the field of wood frame construction, starting at the sawmill and continuing all the way to the finished house, is of interest to French industry experts. Moreover, French homebuilders are interested in using U.S. standards and specifications for their industry. U.S. manufacturers and exporters interested in more information should contact:

Association des Enterprises Françaises de Construction en Bois, (AFCOBOIS),
10, rue du Débarcadère, 75017 Paris, Tel: +33 (0)1 40 55 14 98 Fax: +33 (0)1 40 55 14 97
Internet: http://www.maisons-bois.org

Joinery

Beginning in the 1980's, French consumers moved from wooden and metal window frames to plastic polyvinyl chloride (PVC) frames. PVC window frames have been used primarily in the construction market, with aluminum in multi-family housing and wood in individual homes. While PVC has been the fastest growing material used for windows due to its lower price, individual homeowners still prefer wood. However, it appears now that durability of PVC window frames is shorter than previously expected.

This is a highly fragmented sector, with two thirds of companies having less than 50 employees with, primarily, local customers. Trade is mostly intra European Union; Belgium and Germany being the largest suppliers while Spain and Belgium are the largest customers of French joinery. With €10 million in exports, the United States is a significant customer of French joineries.

Contacts for Interested U.S. Exporters
Syndicat National de la Fabrication des Menuiseries Industrielles (SNFMI)
30, avenue Marceau, 75008 Paris, Tel: (33-1) 47 20 17 32 Fax: (33-1) 47 20 76 31
Internet: http://www.snfmi-menuiserie.fr/

Wood Floor Industry

The growth in the construction industry has brought benefits to the wood floor industry in CY 2005. However, due to the competition from Asian and Eastern European suppliers, domestic production only increased by 0.7 percent and prices remained sluggish, especially in the lower and middle-price range of the market. Nevertheless, according to consumer surveys, the high price of wood flooring still has a major dampening effect on demand, despite a very good image of quality and durability.

In France, there is a demand for “ecological” and “natural” products, which helps sell wood, especially wood flooring. Most (50-70 percent) of French wood floors are oak, but light wood species (such as maple and beech but not ash) are becoming more popular with the French public. Wood flooring used in renovations represents 50 percent of total French wood floor consumption.

U.S. temperate hardwood is a good alternative for French flooring producers, who, above all, appreciate the ability of U.S. suppliers to provide large volumes of lumber of homogenous quality and precise thickness size (although some shipments reportedly have had inadequate sawn width sizes). However, growing demand for tropical hardwood flooring may have a negative impact on production of temperate hardwood flooring and ultimately reduce demand for U.S. hardwood for flooring.

Furniture Industry

General

French furniture industry sales amounted in CY 2004 (last data available) to €6.1 billion, down 0.7 percent for 2003. Estimates for CY 2005 and 2006 show another decrease in furniture production, both for office and household furniture and 2007 is not expected to show a rebound. The declining trend is mainly due to the lack of economic growth in France as well as the competition from foreign suppliers. Note that those figures include non-wood furniture items.

French furniture production in CY 2004	**Sales (in million €)**
Bed and bed frames (includes mattresses)	658
Chairs, armchairs and similar items	1,406

Office and shop furniture	1,558
Kitchen and bathroom furniture	1,102
Other household furniture (tables, dresser, wardrobe…)	959
Miscealenous furniture	382
Outdoor furniture	42
Others	23
TOTAL	**6,130**

Source UNIFA

As with other wood industries, the French furniture industry is also a highly fragmented sector, with close to 60 percent of the companies having fewer than 50 workers. This situation impacts negatively on competitiveness, investment capacity and, to a lesser extent, innovation. Many founders and managers are close to retirement age and without an influx from a younger generation, many of these companies will be in peril.

Contact for the French furniture Industry :
UNIFA (French Union of Furniture Manufacturer)
28 bis, avenue Daumesnil
75012 Paris
Tél. : +33 (0)1 44 68 18 00 - Fax : +33 (0)1 44 74 37 55
http://www.unifa.org/accueil.htm

The portal of the French Furniture Industry:
http://www.ameublement.com/

Trade

France has a huge trade deficit in furniture, with CY 2004 imports of €2.1 billion overwhelmed by exports of €5.1 billion. Imports rose 12.3 percent in CY 2004 while exports grew 2.3 percent. Italy (€1.2 billion) and Germany (€580 million) remain the largest suppliers, but Poland is becoming a major supplier of furniture to France (up 33 percent in CY 2004 to € 308 million). China is the largest non-EU supplier of furniture with exports to France of €247 million, up 38 percent from CY 2003.

France exports mostly to EU countries, with Spain as its leading customer (€333 million) followed by Germany (€274 million in CY 2004). With €132 million worth of purchases, the US is the second largest non-EU customer of French furniture after Switzerland. Note that these figures include non-wood furniture items. According to other sources, exports of wooden furniture amounted to €983 million in CY 2004 while imports reached €2.6 billion.

Furniture Distribution System in France

The four largest furniture distribution channels in France are large furniture outlets (45 percent of sales), smaller traditional furniture stores (20 percent), department stores (10 percent), and stores specializing in sales by mail (25 percent).

Consumer Preferences

The type of wood species used in France for furniture changes with the fashion. Wild U.S. cherry used to be popular in France but now is more often used in Denmark, Italy and Germany.

The main species used in France are listed below:

USE	TYPE OF WOOD
Children's and low budget furniture	Pine, fir, spruce
Chairs, seats and institutional furniture	Beech, ash
Bedsprings and frame/supports furniture	Poplar
Traditional furniture (antique & country)	Oak, wild cherry
High quality antique furniture	Walnut, oak
Indoor furniture	Chestnut and maple
Modern furniture	Elm (more and more scarce)

According to the American Hardwood Association (AHEC), some leading manufacturers of French furniture have shifted from buying mainly FAS grade (firsts and seconds), to more No. 1 common and even No 2. Sap is always disliked, but some other characteristics, like knots, have become acceptable and even fashionable. The current cherry specifications are similar to white oak specifications. Maple is mainly specified F1 white and limited quantities of red oak are required in FAS for molding or when long lengths are required. Increasingly, red alder is being used, possibly because of high cherry prices. Interest is also growing in tulipwood (known locally as tulipifera), and there is growing experimentation with new hardwood species (including Chilean lenga). Some furniture companies have recently invested in plants that use fiberboard/MDF, instead of wood, and this is causing some concern in the industry.

Both furniture and non-furniture sectors need logs and lumber, which are recut to specifications of grade, thickness and width demanded by French manufacturers. Logs are often further dried to 10-12 percent moisture content (preferred in European countries) rather than the US standard of 6-8 percent.

Market Development Programs in France for Wood Products

The Fédération Nationale du Bois (FNB), a private organization of about 2,000 members (composed mainly of wood traders and sawmill operations) has export promotion activities in foreign countries such as trade missions and seminars. FNB's budget is not available.

FNB: Fédération Nationale du Bois 6, rue François 1er, 75008 PARIS Téél. : +33(0)1 56 69 52 00 Fax : +33(0)1 56 69 52 09 Internet: http://www.fnbois.com

France: Market Opportunities for U.S. Exporters

Many feel that there is some significant potential for U.S. wood products in France. France is the 7^{th} largest customer for U.S. temperate hardwood in Europe. French imports of US hardwoods have declined from a peak in the late 1990s. This decline can be linked to several factors; (1) partly due to the oversupply from domestic wood and (2) partly due to a growing share of U.S. hardwoods which now enter France as processed wood products (such as furniture and panels) manufactured in other EU countries, instead of being manufactured in France. The American Hardwood Export Council (AHEC) reports that consumption of American hardwood is far larger in France than the official statistics of 30,000-50,000 cubic meters per year and that the real consumption of American hardwood in France is closer to

70,000 cubic meters. Many shipments come through third countries (mostly Belgium), and some direct sales to manufacturers may be misclassified in the Customs data.

French wood buyers purchase predominantly white oak, although its share is declining due to competition from French white oak, while purchases of red oak and western red alder are rising. Cherry is more often purchased as logs, and cherry lumber and veneer imports into France are declining. In the future, U.S. wood exporters will face increasing competition with French wood producers, as domestic production of precious temperate hardwood increases. The U.S. is also facing increasing competition from other EU countries, such as Slovakia, the Czech Republic and Poland. Competition from Eastern European countries strengthened when these countries joined the European Union in May 2004. However, trade sources indicate that French red cherry is likely to be both lower in quality and quantity in coming years, thereby increasing the potential for U.S. red cherry exports to France. Sources also mentioned the inferior quality of red cherry imported from eastern Europe (Slovakia, Romania).

The development of FSC schemes in the United States can benefit U.S. hardwood exporters as more and more French users, under pressure from retailers and distributors, require their suppliers to provide certified wood and wood products. U.S. hardwood exporters could also benefit by communicating information about the FSI scheme which is largely ignored by French distributors.

Now widely known by French furniture manufacturers, American hardwood species still need to be made more popular with French architects, interior designers and joinery manufacturers. This is the current strategy of the American Hardwood Export Council . AHEC exhibited at the 2006 Carrefour du Bois wood show in Nantes (http://www.timbershow.com/) , together with several American wood companies, and will exhibit again at the 2008 edition in late May / early June in Nantes.

Another opportunity for U.S. exporters to France is to supply raw materials for the manufacture of wine barrels. Oak is used to manufacture 400,000 barrels per year (about 200,000 cubic meters of logs). Specifications for the type of wood differs by region and by the type of wine the barrel will contain.

However, exporting U.S. softwood lumber and products to France is becoming increasingly difficult due to the strong competition from northern European exporters. U.S. exporters willing to expand their sales to France can either sell their products through an agent (which will make the contact with a French buyer), an importer (which will buy the wood, stock it and resale it) or directly to an end-user (usually a large wood product manufacturer).

Commodity	Description	United States Dollars			% Share			% Change
		2003	2004	2005	2003	2004	2005	2005/2004
France (French Customs) Import Statistics From United States								
Calendar Year: 2003 – 2005								
44	**Wood And Articles Of Wood; Wood Charcoal**	**53,757,225**	**53,767,046**	**47,287,803**	100.00	100.00	100.00	-12.05
4401	Fuel Wood In Logs Etc; Wood In Chips, Etc.	396 389,00	384 269,00	343 539,00	0.74	0.71	0.73	-10.60
4402	Wood Charcoal, Whether Or Not Agglomerated	0,00	0,00	2 637,00	0.00	0.00	0.01	n/a
4403	**Wood In The Rough, Stripped Or Not Of Sapwood Etc**	**4 685 210,00**	**7 484 237,00**	**4 164 278,00**	8.72	13.92	8.81	-44.36
4404	Hoopwood; Split Poles; Pickets And Stakes Etc	28 467,00	22 513,00	3 647,00	0.05	0.04	0.01	-83.80
4405	Wood Wool (Excelsior); Wood Flour	32 658,00	52 598,00	46 522,00	0.06	0.10	0.10	-11.55
4407	**Wood Sawn Or Chipped Length, Sliced Etc, Over 6 mm Thick**	**21 284 437,00**	**19 465 794,00**	**16 165 294,00**	39.59	36.20	34.18	-16.96
4408	**Veneer Sheets Etc, Not Over 6 Mm Thick**	**3 528 840,00**	**2 899 866,00**	**2 803 357,00**	6.56	5.39	5.93	-3.33
4409	Wood, Continuously Shaped (Tongued, Grooved Etc.)	96 782,00	53 915,00	121 088,00	0.18	0.10	0.26	124.59
4410	Particle Board & Similar Board Of Wood Etc.	222 408,00	68 668,00	12 746,00	0.41	0.13	0.03	-81.44
4411	Fiberboard Of Wood Or Other Ligneous Materials	4 558 850,00	3 892 610,00	4 179 909,00	8.48	7.24	8.84	7.38
4412	Plywood, Veneered Panels & Similar Laminated Wood	2 775 869,00	4 160 226,00	3 728 994,00	5.16	7.74	7.89	-10.37
4413	Densified Wd Blocks/Plates/Strips/Profile Shapes	46 070,00	42 096,00	263 469,00	0.09	0.08	0.56	525.87
4414	Wooden Frames Paintings, Photographs, Mirrors, Etc	57 262,00	16 049,00	34 441,00	0.11	0.03	0.07	114.60
4415	Packings Etc, Wood; Pallets, Collars Etc, Of Wood	423 854,00	548 415,00	2 508 304,00	0.79	1.02	5.30	357.37
4416	Casks, Barrels, Vats, Etc. And Parts, Of Wood	10 183 954,00	9 368 294,00	9 094 788,00	18.94	17.42	19.23	-2.92
4417	Tools/Tool & Broom Bodies Etc Shoe Last/Trees Wood	5 878,00	6 172,00	3 558,00	0.01	0.01	0.01	-42.35
4418	Builders' Joinery And Carpentry Of Wood	1 768 053,00	1 735 019,00	1 787 293,00	3.29	3.23	3.78	3.01
4419	Tableware And Kitchenware, Of Wood	25 784,00	23 054,00	56 111,00	0.05	0.04	0.12	143.39
4420	Wood Marquetry Etc; Jewel Case Etc & Wd Furn Nesoi	203 800,00	259 618,00	181 385,00	0.38	0.48	0.38	-30.13
4421	Articles Of Wood, Nesoi	3 432 659,00	3 283 634,00	1 786 442,00	6.39	6.11	3.78	-45.60

(Source World Trade Atlas)

Contact for US exporters looking for an agent/importer in France:

Mr. Eric Boilley, Director
Fédération Francaise des Bois Tropicaux et Americains
6, avenue de St Mande, 75012 Paris Tel: (33) 1.44.75.58.58 Fax: (33) 1.44.75.54.00
E-mail: lecommercedubois@wanadoo.fr
Internet: http://www.lecommercedubois.com/

French Import Regulations for Furniture and Wood Products

The French Technical Center for Wood and Furniture (CTBA: http://www.ctba.fr) develops and monitors French and EU standardization programs, and analyzes European rules and regulations in cooperation with the BNBA (National Bureau for Wood and Furniture). According to EU sanitary rules, some woods must be accompanied by sanitary certificates issued in the United States by APHIS (http://www.aphis.usda.gov). Upon entry, the wood shipment will be subject to sanitary control for the documents and the product.