

# **MARKETS FOR SOLID WOOD PRODUCTS MANUFACTURED BY MEMBERS OF THE CHILOE MODEL FOREST**

**Submitted to:**

**International Model Forest Network Secretariat  
Ottawa, Canada**

**and**

**Chiloé Model Forest  
Santiago, Chile**

**By:**

**David Cartwright, MF, RPF  
Vancouver, Canada**

**December 1999**

## Table of Contents

	Page
<b>1. - INTRODUCTION</b>	<b>3</b>
<b>2. - EXPORTABLE SOLID WOOD PRODUCTS</b>	<b>3</b>
<b>3. - SELECT OFFSHORE MARKETS</b>	<b>4</b>
3.1 US market for wood products	4
3.2 US wood product imports	5
3.3 US wood imports by product category	5
3.3.1 Softwood imports	5
3.3.2 Hardwood imports	5
3.3.2.1 Lumber	6
3.3.2.2 Plywood	6
3.3.2.3 Other hardwood products	6
3.3.3 Specialty product imports	6
3.3.3.1 Millwork products	6
3.3.3.2 Doors	7
3.3.3.3 Windows	7
3.3.3.4 Flooring	8
3.3.3.5 Mouldings	8
3.3.3.6 Components and products	8
3.3.3.7 Furniture	9
<b>4. - MARKET DEVELOPMENT CONSIDERATIONS</b>	<b>10</b>
<b>5. - CONCLUSIONS</b>	<b>11</b>
<b>APPENDIX 1 KEY CONTACTS</b>	<b>12</b>
<b>APPENDIX 2 IHPA VENEER SPECIFICATIONS</b>	<b>23</b>

## **1. - INTRODUCTION**

This submission is the final report of three. The first titled “Comprehensive Review of Industrial Development Opportunities for the Model Forest Project - Chiloé, Chile” provides an overview of the resources available in the area comprised by the Chiloé Model Forest and the challenges that are to be faced by management in the development of an industrial program. The second report titled “Proposed Industrial Development Program for the Chiloé Model Forest” defines an industrial program that could be undertaken by management over a period of years.

This third, and final report, reviews the more promising markets for the limited products that are currently manufactured locally and identifies importers in North America that have indicated an interest in these products.

The volume of manufactured solid wood products by members of the Chiloé Model Forest is limited. The access and knowledge of the domestic market is generally good and in some instances involves partnerships with other firms located on the mainland. Given these circumstances it was not considered necessary nor advisable to undertake a review of the domestic, Chilean market.

There are, apparently, two members of the Chiloé Model Forest that manufacture limited volumes of exportable solid wood products. It is recommended that both members enter into discussions with one or more of the buyers identified in this report to determine if their products meet the buyers specifications and are price competitive in the North American market. If one or both are able to complete negotiations for trial orders it could provide an example for other members who, in the medium to long term, develop exportable products.

It may be necessary for at least one of the members to seek the assistance of experienced specialists to guide them in the offshore market development process.



For further information please contact the author, Mr. David Cartwright, at [david.cartwright@gryphonresources.com](mailto:david.cartwright@gryphonresources.com)