A MARKET SURVEY OF ITALY, SPAIN, MOROCCO AND GREECE–WOOD PRODUCTS

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A MARKET SURVEY OF ITALY, SPAIN, MOROCCO AND GREECE

(Wood Products)

Primary Wood Products Division
Resource Industries Branch (52)
Department of Industry, Trade
and Commerce
Ottawa, Canada

February 1977

CONTENTS

NOTE: Prices quoted are those reported by the trade in January/February 1977.

SUMMARY

A. Introduction

In January/February 1977 an officer of the Primary Wood Products Division carried out a market survey of Italy, Spain, Morocco and Greece as part of the Department's ongoing activities to identify export opportunities for Canadian primary wood based companies. These countries are important importers of primary wood products and although the volume of Canadian shipments has been increasing over the past few years, Canada's share is still relatively small amounting to less than 1 percent of annual import requirements.

B. Purpose

- To assessthe market potential for Canadian wood products in Italy, Spain, Morocco and Greece.
- To identify export opportunities and thereby focus the attention of the Canadian trade on these markets.
- To acquaint respective government agencies and trade interests with the range of commercial species, grades and sizes which are available from Canada.
- To identify Canada as a reliable supplier of quality wood products to meet market requirements.

...2

CONCLUSIONS AND RECOMMENDATIONS

1. Although these markets are only marginally interested in performance standards, Canadian exporters should be aware that the appearance of lumber is of prime importance. Importers are accustomed to accurately sawn lumber from traditional suppliers. Canadian lumber which may have been rough sawn for eventual dressed use in North America often lacks the appearance of Scandinavian and Russiam lumber which is normally rough sawn for use in that state.

2. Although phytosanitary regulations are not rigidly enforced, exporters should confirm current country requirements prior to shipment.

3. Lumber, graded in Canada for construction use, is often resawn by the overseas customer consequently acceptance of wane should be mutually agreed to by buyer and seller.

4. Canadian companies which are in a position to segregate lodgepole pine or jackpine from spruce/pine/fir might offer these pines in common grades as an alternative to European redwoods.

5. Lumber should be shipped dry or anti-stain treated. Cargoes may be exposed to significant atmospheric changes within a few days of shipment from Canadian ports.

6. Trade literature could be effectively used to promote Canadian lumber in these countries. With few exceptions Canadian commercial species are not well known in these markets.

7. Personal contacts are essential to successful development of new markets for lumber. Incoming and outgoing trade visits should be encouraged.

8. Canadian firms might consider carrying lumber stocks in new markets with potential for increased sales. A group of well established timber importers in Valencia expressed interest in establishing a timber concentration and distribution centre on a joint venture basis with Canadian interests. There are adequate handling and storage facilities in the port and it was indicated that free port status could be anticipated with a view to re-exporting to neighbouring markets.

...3

9. An indepth assessment of the Austrian lumber industry should be made prior to the development of an export market strategy for Italy. Austria presently supplies over 60 percent of Italy's softwood lumber requirements but there are indications that the availability of Austrian lumber may be limited over the next few years.

10. Canadian exporters considering the Italian market might well be advised to concentrate initially on Southern Italy, Sicily and Sardinia where lumber requirements are supplied by water.

11. Canadian exporters to northern Europe might consider the possibility of drop-off shipments in northern Spanish ports such as La Coruna or San Sebastian. The Madrid market can be competitively serviced from these ports.

12. There are two Moroccan lumber importers who are in a position to book minimum orders of $5,000M^3$ (2.1 million FBM) consequently it should be recognized that this market can be adequately serviced by a relatively few Canadian firms.

13. Canadian companies which are in a position to arrange back haul cargoes of phosphates to North America might have a preferred position in the Moroccan market.

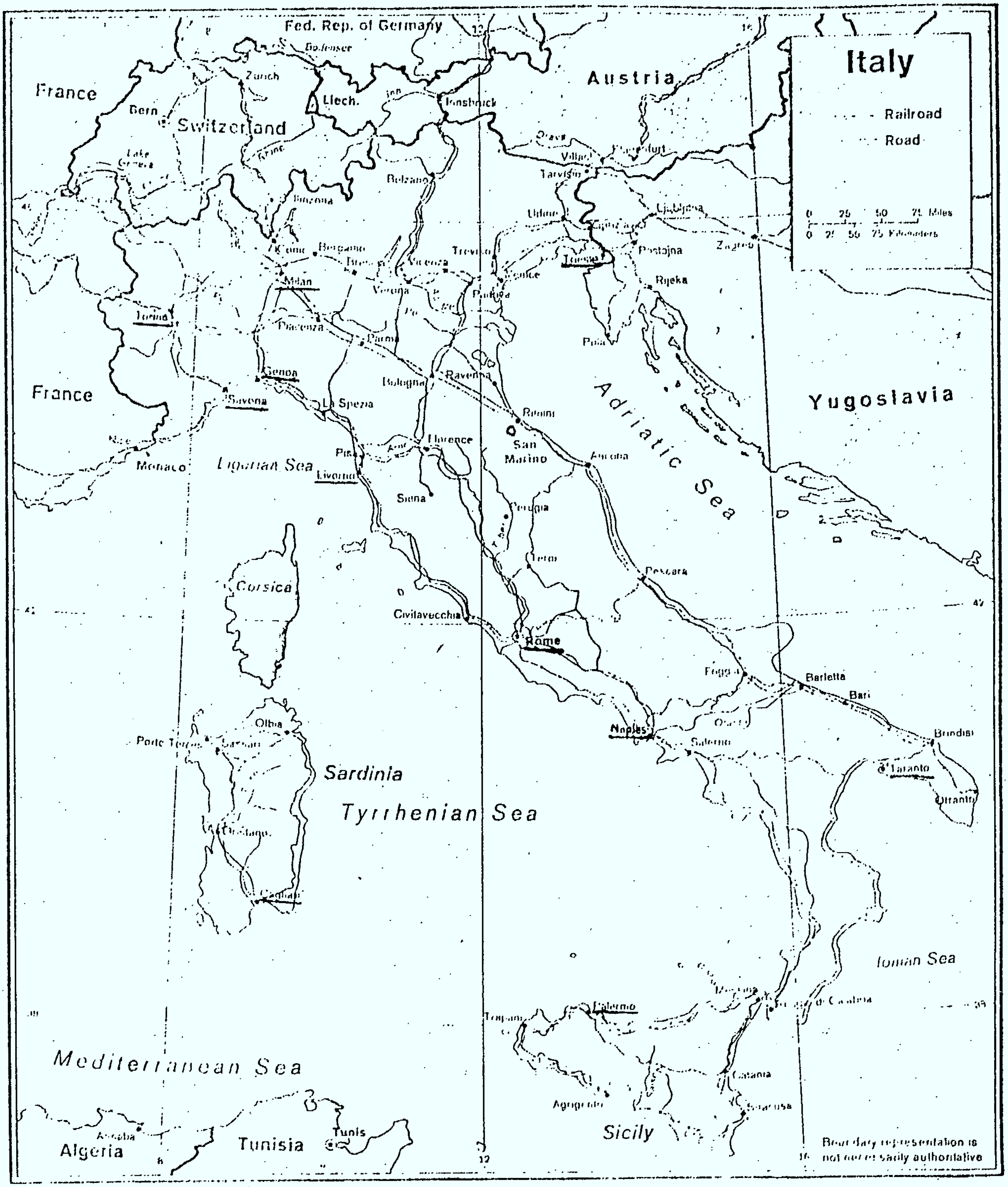
14. Although Moroccan plywood imports are restricted to protect a domestic decorative plywood industry there may be some merit in exploring the possibility of presenting Canadian structural plywoods as an entirely different product from domestic decorative products.

15. Although Arabic is the official language of Morocco, french is widely used in government and business circles. Business correspondence should be in french.

16. Exporters to eastern Mediterranean markets should not overlook the possibility of combining shipments for discharge in Piraeus or Crete.

17. One cannot fail to be impressed with the timber trade in all these countries and Canadian businessmen can be assured of a warm welcome.

...4


Italy
Railroad
Road
Fed. Rep. of Germany
Austria
France
Switzerland
Bern
Zurich
Liech.
Innsbruck
Bolzano
Villach
Tarvisio
Udine
Ljubljana
Zagreb
Postojna
Trieste
Rijeka
Pola
Treviso
Vicenza
Venice
Padova
Verona
Bergamo
Como
Milan
Torino
Piacenza
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Florence
Pisa
Livorno
Siena
Perugia
Terni
Pescara
Civitavecchia
Rome
Foggia
Barletta
Bari
Brindisi
Taranto
Otranto
Naples
Salerno
Olbia
Sardinia
Cagliari
Corsica
Palermo
Trapani
Catania
Sicily
France
Monaco
Ligurian Sea
Adriatic Sea
Yugoslavia
Tyrrhenian Sea
Ionian Sea
Mediterranean Sea
Algeria
Tunisia
Tunis
Boundary representation is not necessarily authoritative

General Information

Italy is about one half the size of the Province of Manitoba covering 117,000 square miles. The population is approximately 56 million. The country having limited commercial forest resources of its own, must import practically all of its timber requirements. It is a highly industrialized country with an estimated gross national product in 1976 of $158 billion. Currently, the Italian economy is somewhat sluggish resulting in a slowdown in construction activity. Since rents are subject to certain government controls there is little incentive to build rental units and, consequently, the backlog of housing demand is growing which eventually will have to be dealt with to accommodate a growing population. Inflation has been running at a relatively high rate during the past few years with the result that well financed lumber companies carry large inventories as a hedge against inflation.

The Trade

The timber trade in Italy appears to be based on a fairly well organized agent - importer distribution system although there are indications that some large importers negotiate their own contracts with foreign suppliers (for example the U.S.S.R. marketing agency Exportles). The larger importers may also sell to dealers in the smaller centres as well as to large industrial accounts.

Italy's annual requirements (1975) of softwood lumber were over 3 million cubic metres of which Austria supplied approximately 64 percent. It is estimated that 80 percent of the Austrian lumber is whitewood (spruce and fir) and 20 percent is redwood (pine). About 70 percent of Austrian sales are negotiated directly with importers - the balance with agents. As a general rule Austrian lumber marketed in southern Italy is handled by agents. Some importers particularly in northern Italy own producing mills in Austria. The Austrian lumber industry is made up of a large number of relatively small family owned firms which tend to market their lumber on an ad hoc basis to the highest bidder without concern for established distribution channels. Producers in southern Austria normally ship by truck whereas northern Austrian mills ship by rail. As might be expected, Exportles (U.S.S.R.) has a larger share of the market in southern Italy mainly through large importers. It should be noted that Exportles publishes prices firm for a six month period. It is evident that some representatives of the Italian trade question the reliability of Austria as a source of supply over the longer term particularly during periods of increased demand.

North American lumber is generally sold through agents, although it is reported that some American companies with sales offices in Europe are dealing directly with importers. Some importers indicated that it was advantageous for them to deal

...7

with North American whoesalers in a position to give them a wider choice of items than a local agent representing one supplier. Unless a Canadian producer has market acceptance for its products, agency representation would appear to be the logical approach to the Italian market.

End Uses

Except in the mountainous regions of northern Italy, very little lumber is used structurally in buildings. 80 percent of redwood imports are used in joinery - door frames, window frames, sash and shutters, although more and more tropical timber is being used particularly in door frames. The remaining 20 percent of redwood imports, representing the lower grades, goes into general construction use. Redwoods from the Soviet Union are generally considered to be of better quality than redwoods from Austria and usually command premium prices. Whitewoods are used primarily in construction as concrete formwork and scaffolding.

Italy has a well developed domestic sawmill and plywood industry based on tropical logs from West Africa and dense hardwoods from Yugoslavia and Switzerland. It was also reported that Canadian softwood plywoods had achieved a degree of market acceptance for packaging but lower priced American plywoods are limiting increased sales in this area.

...8

Specifications

Italy's traditional lumber suppliers are in a position to supply a high percentage of 4 metre lengths which is the commonly used module for general construction use. However, there are indications that the Italian market would accept more random length counter offers in many cases. The 4 metre length is ideal for crating but less suitable for most joinery purposes.

Three main commercial grades of Austrian lumber are used in Italy.

0/III	- High quality for use in joinery
III/IV	- General purpose construction use
V	- Packaging

The top end of the III/IV commercial grade is selected for scaffolding.

There is a substantial market for 7/8" x 4", 5" & 6" random lengths equivalent to #3 and btr NLGA rules for formwork and also lesser quantities of 1 1/2" x 4", 5" & 6", 1 7/8" x 4", 5" & 6" and 4" x 4". Most eastern Canadian spruce/pine/fir producers should be in a position to meet this requirement with little difficulty.

The Italian market is accustomed to using douglas fir #3 clears and btr for joinery although there is evidence that douglas fir clears are becoming too expensive for joinery purposes.

...9

A typical specification is 2", 3", 4" and 5" thickness x random widths and random lengths. Some importers were of the opinion that #3 com and btr hemlock would be an acceptable, less expensive substitute for douglas fir and yellow pine if balsam were eliminated from the commercial hem/bal species. It was estimated that 80 percent of North American lumber imports are clears. Phytosanitary certificates are required for certain species of hardwoods (oak) and certificates of origin are required for softwoods.

Duties

Lumber rough	- free
Lumber, planed	- 5 percent
Poles	- 3 percent
Pulpwood	- free
Logs	- free
Railway ties treated	- 5 percent
Railway ties untreated	- 3 percent
Veneers	- 7 percent
Plywoods	- 13 percent

(Free quota for certain thicknesses of coniferous plywoods)

Note - duty is based on CIF basis.

Transportation

It was reported that a considerable quantity of Scandinavian lumber is shipped into northern Italy by rail. The estimated rail freight from Sweden to Milan is $32.50/M^3 ($77/M FBM) with a rebate of $2.50/M^3 from the Swiss railroads if the routing is through Switzerland. Shipments from North America through the port of Antwerp add about $3.00/M^3 to the price delivered Milan compared to shipments via Italian ports. Rhine river barge shipments to Basle linking rail shipments to Milan are feasible during periods of high water levels on the Rhine river. Although Genoa is an efficient port, handling charges are considerable. It is estimated that freight charges from Vancouver to Genoa are approximately $80/M FBM but importers must pay an extra $40/M FBM for handling and delivery charges to Milan.

Terms of Payment

Lumber is purchased in Italy on both CIF and FOB basis. The Soviet Union prefers FOB quotations with freight arrangements being made by the Italian importer which has certain advantages during periods of high inflation and foreign exchange fluctuations. This arrangement also gives the importer flexibility in arranging discharges at more than one port.

Ports

The main receiving ports for lumber are Trieste, Genoa and Naples although some lumber is also discharged in Savonna, Palermo and Livorno. Both Trieste and Genoa are efficient ports but space is limited resulting in relatively high handling charges. Trieste is also an important port for Austrian lumber shipments to North Africa and the Middle East.

Candian Trade Offices

Canadian Consulate General
Via Vittor Pisani 19
20124 Milan, Italy
telephone:652-600; 657-0451
telex: 31368 (Cantrcom Milan)

Commercial Division
Canadian Embassy
Via G.B. de Rossi 27
00161 Rome Italy
telephone: 864-327; 855-341
Telex: 61056 (DomCan Rome)

Trade Associations

1. Federazione Nazionale Commerciante Legno e Sughero
   Via Guido D'arezzo 16
   Roma
   Director General - Dr. Alfonso Francillo
   Membership - Timber agents and timber importers representing over 85 percent of the Italian timber trade.

2. Federazione Italiana delle Industrie del Legno, del Mobile e dell Arredamento (FEDERLEGNO)
   Via Toscana 10
   Roma
   Director General - Dott Paolo Mercurio
   Membership - Manufacturers and industrial users of timbers, plywoods and panel products.
   Typical sector associations within FEDERLEGNO are
   - Lavorazioni Forestali - Sawmilling Industry
   - Segherie Legnani Esotici - Treated Wood Products Industry
   - Pannelli Truciolari - Particleboard Industry
   - Compensati - Plywood Industry
   - Pavimenti in Legno - Flooring Industry
   - Mobili - Furniture Industry

...12

Representative List of Timber Importers

1. Dr. Glauco Antonini
Antonini & Berlot
Via Carducci 2
Trieste
Tel. 040-36.376

2. Giuseppe Baratto
Baratto Legnami
Via Novara 44
Legnano (Milano)
Tel. 54.75.83

3. Amelio Basso
Basso Legnami
Gattinara (Vercelli)
Tel. 82.477

4. Mario Brichetti
Brichetti & Co.
Via Alberti 5
Milano
Tlx. 37423 BRICO/MILANA

5. Sebastiano Ugo Calì
C. so Martiri della
Libertà, 14
Catania
Tel. 095-310611

6. Dr. B. Faustini
F.lli Feltrinelli S.p.A.
V. Priv.M. Teresa 11
Milano
Telex 33337

7. Dr. Paolo Gardino
Gardino Legnami
Via P. Chiesa 11
Ge-Sampierdarena
Telex 28180

8. Guseppe Imparato
Alfonso Imparato
Via Reg. Sibilla 14
Salerno
Tel. 089-22.45.22

9. Riccardo Rampone
Via Chiabrera 9
Torino
Tel. 011-65.14.27.

10. Catello Rosa Rosa
Legno Sud
Via Argine 380
Napoli
Tlx. 71236

11. Dr. Ennio Scalori
Intercontinentale
Legnami
V. Nuova Valassina
31
Desio (Milano)
Tel. 0362-67787

12. Azienda Legnami Aff.
V. Tor Sapienza 197
00155 Roma
Tel. 06-220.067

13. Piero Brambati
G. Seralvo & Figli
Via Como 92
Meda (Milano)
Tel. 0362-71285

14. Domenico De Simone
F.lli De Simone
ACIL S.p.A
Via Tuscolana Km. 12
Roma
Tel. 06-6130303

15. Dr. G. Gambassini
Via Tolmezzo 5
Trieste
Tel. 41.77.54

16. Ing. T. Lucentini
Ditta M. Lucentini
Via Vitt. Veneto 19
91022 Castelvetrano
(Trapani Tel. 41180

17. R. Colella
Colella Legnami
Via Argine 268
Napoli
Telex 77104

18. Dr. Breglia
Breglia Import
Via Argine 827
Napoli
Tlx. BRELEGNO 71509

19. Dr. Corà
Corà Domenico & F.
36077 Tavernelle Vic.
Tlx. 48265

20. Dr. Morassutti, MORASSUTTI
Viale Codalunga
Padova
Tel. 049.66.20.22

Representative List of Timber Agents

1. Franco Mazza
   Broker Legno
   Via Farini 21
   40124 Bologna

2. ENRICO Traversa
   ETT Agenzia Legnami SPA
   Via Paraguay 2, 00198 Roma

3. R. Padovani
   Padovani
   Via A. Vespucci 9
   Napoli

4. A. Peclaner
   Agrifor
   Via Albricci 8
   Milano

5. Marchese G. Proto
   S. Proto & Co.
   Via C. Fracassini 25
   Roma

6. A. Consigliere
   Mediterranea
   C. so A. Saffi 1/B/15
   Genova

7. A. Toscani
   Fratelli Toscani
   Via Palermo 21
   Padova

8. Dr. S. Kihlgren
   Sylvander S.P.A.
   Piazza Vittoria 14
   Genova

9. Geralegno
   Via Cornaglia 19
   Milano

...14

Canadian primary wood products exports to Italy

	1974	1975	1976
Lumber (FBM)			
Birch		10,000	2,000
Hardwood NES		11,000	145,000
Maple	8,000		14,000
Red Cedar	384,000	562,000	380,000
Cedar NES		54,000	
Balsam Fir		18,000	
Douglas Fir	11,804,000	5,502,000	10,546,000
Fir NES		10,000	
Hemlock	5,626,000	2,315,000	5,452,000
Jackpine	2,000		2,000
Lodgepole pine			
Ponderosa Pine		288,000	
White Pine	8,000	233,000	
Western W Spruce	124,000		888,000
Spruce NES	85,000	155,000	5,564,000
Softwood NES			
Total	18,041,000	9,158,000	22,993,000
Shingles (squares)			
Red Cedar		400	9
Shakes (squares)			
Red Cedar	1,612	525	189
Veneers (sq. ft.)			
Walnut		330,210	2,777,564
Hardwood NES		319,922	1,068,672
Softwood NES		86,185	
Total		736,317	3,846,236
Plywoods (sq. ft.)			
Hardwood NES	136,640	361,600	
Douglas Fir	3,567,739	914,049	648,048
Softwood NES	1,885,771	3,198,460	1,202,262
Total	5,590,150	4,474,109	1,850,310
Logs (FBM)			
Maple			28,000
Hardwood NES	4,000	4,000	
Poles (ft)			
Softwood		1,287	
Pulpwood (cords)			
Softwood peeled	10,715	9,483	17,786
Softwood unpeeled	1,481		
Softwood poplar	4,500		2,000
Total	16,696	9,483	19,786

Source: Statistics Canada

Italian primary wood products imports - 1975

			M^3	000 FBM
1.	**Softwood Lumber**		3,050,520	1,293,420
	Austria	1,939,552 (64%)		
	U.S.S.R.	352,008 (11.5%)		
	Roumania	185,553 (6.1%)		
	United States	156,253 (5.1%)		
	Czechoslovakia	124,688 (4.1%)		
	W. Germany	84,326 (2.8%)		
	Sweden	70,744 (2.3%)		
	Canada	18,210 (0.6%)		
2.	**Squared Timbers Softwood**		41,801	17,724
	Austria	33,358 (79.8%)		
	W. Germany	3,503 (8.4%)		
	U.S.S.R.	3,336 (8.0%)		
3.	**Logs Softwood**		892,029	
	W. Germany	285,940 (32.0%)		
	Austria	229,851 (25.8%)		
	Switzerland	190,460 (21.3%)		
	France	68,429 (7.7%)		
	Czechoslovakia	59,710 (6.7%)		
4.	**Hardwood Lumber**		663,082	281,147
	Yugoslavia	250,416 (37.8%)		
	Indonesia	143,415 (21.6%)		
	Malaysia	56.024 (8.5%)		
	Roumania	35,108 (5.3%)		
	Austria	32,754 (4.9%)		
	Switzerland	29,575 (4.5%)		
	Canada	1,194 (0.2%)		
5.	**Logs Hardwood**		1,864,405	
	Cote d'Ivoire	673,693 (36.3%)		
	Yugoslavia	290,147 (15.6%)		
	Switzerland	193,332 (10.4%)		
	Austria	118,495 (6.4%)		
	Ghana	106,744 (5.7%)		
	Canada	211		

...16

Primary wood products imports - 1975 (cont'd)

			M3	000 FBM
6.	Pulpwood		1,412,678	
	U.S.S.R.	401,236 (28.4%)		
	Switzerland	228,410 (16.2%)		
	France	200,279 (14.2%)		
	Yugoslavia	119,742 (8.5%)		
	Czechoslovakia	106,968 (7.6%)		
	Canada	18,409 (1.3%)		
7.	Minetimber		10,477	
	Yugoslavia	4,054 (38.7%)		
	France	3,017 (28.7%)		
	Czechoslovakia	1,043 (10.0%)		
8.	Plywood		22,205	
	United States	5,219 (23.5%)		
	Yugoslavia	4,311 (19.4%)		
	W. Germany	2,861 (12.9%)		
	Canada	2,474 (11.1%)		
	Hungary	1,979 (8.9%)		
	Roumania	1,217 (5.5%)		
	France	1,027 (4.6%)		
9.	Poles		63,923	
	Austria	25,407 (39.7%)		
	W. Germany	17,345 (27.1%)		
	Finland	4,343 (6.8%)		
	Yugoslavia	3,640 (5.7%)		
	Sweden	3,409 (5.3%)		
	Czechoslovakia	3,387 (5.3%)		
10.	Railway Sleepers		88,291	37,435
	France	49,064 (55.6%)		
	Yugoslavia	27,702 (31.4%)		
	Switzerland	3,743 (4.2%)		
	Austria	2,734 (3.1%)		

Source: Federozione Nazionale Commercianti Legno c. Sughero

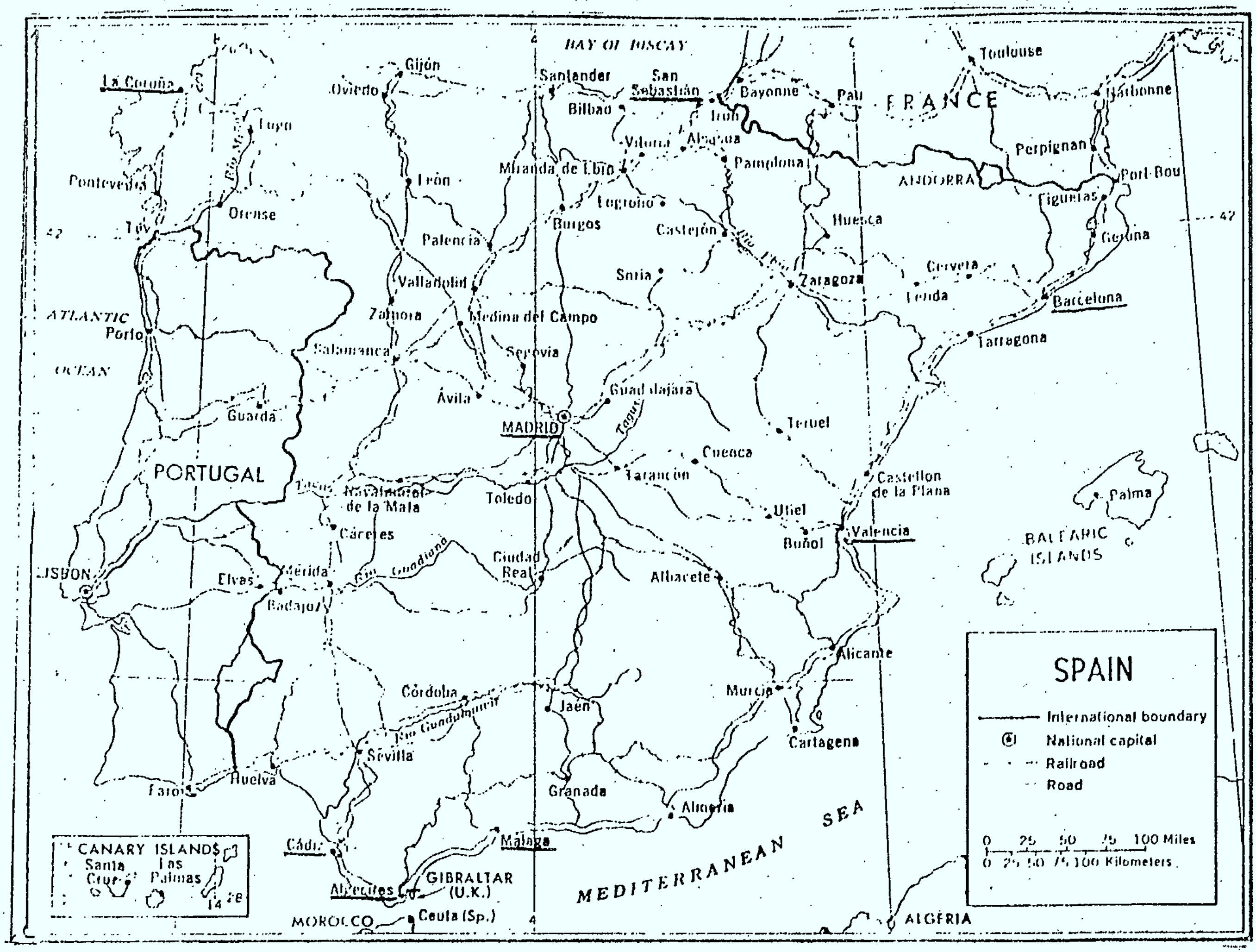
Conversion factor: $1M^3$ = 424 FBM

...17

Soviet Lumber Prices as reported by the Trade

	U/S	I/IV	IV	V
Whitewoods (Spruce)				
Narrows (widths 10, 12, 15 cm)				
18,24,28,58 mm thickness x 4.00 metres		120		115
38,48 mm thickness x 4.00 metres		118		110
18-58 mm thickness x. 4.25/6.50 metres		118		110
18-58 mm thickness x 3.00/3.75 metres		107		102
Normal (widths 17 cm and wider)				
18-78 mm thickness x 4.00/6.50 metres	130		115	105
18-78 mm thickness x 3.00/3.75 metres		105		95
Shorts (widths 10 cm and wider)				
18-78 mm thickness x 1.50/2.00 metres		78		63
Shorts (widths 10 cm and wider)				
18-78 mm thickness x 2.25/2.75 metres		106		96
Redwoods (Pine)				
Narrows (widths 10, 12, 15 cm)				
18-28 mm thickness x 4.00 metres		130		115
18-28 mm thickness x 4.25/6.50 metres		128		113
38,48,58 mm thickness x 4.00/6.50 metres		150		135
18-28 mm thickness x 3.00/3.75 metres		117		102
38,48,58 mm thickness x 3.00/3.75 metres		127		112
Normal (widths 17 cm and wider)				
18-28 mm thickness x 4.00/6.50 metres	152		123	109
38-78 mm thickness x 4.00/6.50 metres	213		173	160
18-28 mm thickness x 3.00/3.75 metres		115		100
38-78 mm thickness x 3.00/3.75 metres		150		130
Shorts (widths 10 cm and wider)				
18-78 mm thickness x 1.50/2.00 metres		81		66
Shorts (widths 10, 12, 15 cm)				
18-28 mm thickness x 2.25/2.75 metres		111		96
38-78 mm thickness x 2.25/2.75 metres		113		98
Shorts (widths 17 cm and wider)				
18-28 mm thickness x 2.25/2.75 metres		124		109
38-78 mm thickness x 2.25/2.75 metres		140		120

Prices: U.S. dollars/M^3, stowed on ships, bundled (deduct \$3.00/M^3 for loose)
Freight: Estimated freight to Italian ports - \$12.00/M^3
Quotation valid January 1, 1977 - June 30, 1977.



BAY OF BISCAY
Gijón
Oviedo
Santander
San Sebastián
Bilbao
Bayonne
Pau
FRANCE
Toulouse
Narbonne
Irún
Vitoria
Alsasua
Pamplona
Perpignan
ANDORRA
Port-Bou
Figueras
Gerona
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Sevilla
Faro
Huelva
Granada
Almería
CANARY ISLANDS
Santa Cruz
Las Palmas
Cádiz
Málaga
SEA
MEDITERRANEAN
Algeciras
GIBRALTAR (U.K.)
Ceuta (Sp.)
MOROCCO
ALGERIA
SPAIN
International boundary
National capital
Railroad
Road
0 25 50 75 100 Miles
0 25 50 75 100 Kilometers

General Information

The country covers an area of 195,000 square miles with a population of 35,000,000. Madrid, the capital has a population of 3,146,000. The unit of currency is the peseta.

The Trade

The Spanish timber trade is structured on an agent - importer basis. Importers are located mainly in the port areas and carry substantial inventories for distribution to merchants in smaller centres as well as direct sales to contractors, industrial accounts and individual consumers. The size of an order appears to determine the selling price rather than the status of the buyer (i.e. retailer, contractor, consumer). Some importers have concentration yards in more than one city or have working relationships with other companies enabling them to provide prompt service on a country wide basis. The bulk of the lumber trade is handled by importers belonging to Agrupacion Nacional de Importadores de Maderas, Colle Flora, IY3 Madrid 13 which is a national association of timber importers. Timber agents solicit enquiries from importers, submit offerings to importers, combine orders, arrange delivery schedules, process claims, etc. on behalf of foreign suppliers although they do not take title to the goods. An agent commission is normally paid by the supplying company. It was apparent that some large importers

...20

were bypassing the agent but it would appear to be in the best interests of Canadian companies to deal with agents (commission 2 to 3% CIF value) in this market where Canadian species are not well known and all business transactions are conducted in Spanish. Throughout the trade there appeared to be a cautious wait and see attitude based on a changing political situation and uncertainty about the economic health of the country over the near term.

End Uses

Spain uses domestic maritime pine for a variety of uses such as crating, pallets, packaging, formwork, etc.. Redwoods (pines) from Scandinavia and the Soviet Union as well as douglas fir and southern pines from North America are imported mainly for joinery uses. As a general rule, lumber is not used as structural components of buildings and its use in scaffolding is limited due to widespread use of steel scaffolding, particularly in the cities. The bulk of lumber imports is used for joinery - sash, frames, shelving, fixtures, shutters, etc. although there is evidence that with promotion, sales of spruce/pine/fir and western hemlock could be expanded, complementing specifications from existing sources.

...21

Maritime Pine

Spain has a significant domestic lumber industry based primarily on maritime pine plantations in the northern provinces. Annual production is approximately 500 million FBM of sawn lumber and 130 million FBM of railway sleepers. Although some pine is exported to West African countries, the bulk of it is used domestically. Lumber, consisting mainly of 2 metre and 2.5 metre lengths, is usually marketed on a mill run basis in an unseasoned state. Distribution throughout Spain is made by truck, rail and small coastal vessels at an average price of $85/90/M^3$.

Specifications

Practically all softwood lumber imports are used for joinery in the following sizes.

Thicknesses: 2", 2½", 3", 4", (up to 50%-3")

Widths: 5", and wider

Lengths: 6' and longer (limited quantities of 7' and 8')

1. Swedish redwoods (representing over 70% of softwood lumber imports)
   Approximate price: $180/200/M^3$ CIF Spanish ports.
   Estimated freight from Sweden $25/M^3$
2. U.S.S.R. redwoods (Utskitt-low grade)
   Approximate price: $125/130/M^3$ CIF Spanish ports
3. North American douglas fir and southern pine (clears)
   Approximate price: $260/300/M^3$ CIF Spanish ports.

...22

Douglas fir is a preferred species particularly for shutters, but has become too expensive in the opinion of most importers. Merchantable hemlock/balsam has been used by some importers as an alternative to Swedish redwoods but the appearance of the low end of the grade appears to limit wider use. At least one agent indicated an interest in eastern Canadian lumber for frames in 2" x 5" and 6", 2½" x 5",6" and 8". Some importers are importing used pine timbers from old buildings which have been demolished in the United States. It should be noted that there were wide variations in prices as reported by the trade. It would appear that limited opportunities exist for construction lumber except in the longer lengths, as long as domestic pine is in plentiful supply.

Hardwoods

Spain imported 684,000 M^3 of tropical hardwood logs in 1975, an amount equal to total lumber imports. These logs, mainly from Cote D'Ivoire, Gabon and Cameroons, are used primarily for the manufacture of plywoods, although there is a well developed domestic lumber industry based on these imported logs and it is reported that tropical timber for joinery purposes is increasing as a substitute for imported redwoods. There appeared to be limited interest in Canadian maple and yellow birch for the manufacture of furniture. Small shipments have been imported in containers but delivered prices

...23

are relatively high vis-à-vis European hardwood prices, limiting volume sales. Typical specification: 4" and wider allowing maximum 10% 4" and 5" widths; lengths 8' and longer; 25/30% selects balance #1 common. It was reported that the container freight cost from Montreal to Spain is approximately $135/M FBM.

Plywoods

Domestic plywood is manufactured from maritime pine as well as tropical hardwoods. The combined import duty and fiscal compensation tax on imported plywood amounts to 27.5% of the CIF price practically eliminating the market for foreign plywoods.

Duties

	Import Duty	Fiscal Compensation Tax	Agricultural Tax
Lumber thickness more than 30mm	1%	7%	2%
Lumber thickness not more than 30mm	7%	7%	2%
Plywoods	18.5%	9%	-
Railway ties	free	7%	-
Poles untreated	8%	6%	1.5%
Poles treated	12.5%	6%	1.5%

Note: applicable on CIF basis

Principal Cities and Ports

There are numerous ports through which lumber can be imported and since Madrid is situated in the centre of the country, cargo shipments destined for this area can be discharged in several port cities. The principal ports are Barcelona, Valencia, Malaga, Cadiz, San Sebastian, La Coruna and Algerica.

Terms of Payment

Most business with foreign suppliers is transacted on letter of credit basis although some importers indicated that payment against documents is acceptable by some shippers from preferred customers. Sales are normally made CIF Spanish ports although some importers reported buying on an FAS basis when discharge is required at more than one destination.

Canadian Trade Office

Commercial Division
Canadian Embassy
Apartado 117
35 Nunez de Balboa
Madrid, Spain

telephone: 225-9119

telex: 27347 (DOMCANE)

Representative list of Timber Agents

1. Adolfo Morales Cano
   Charca Verde 4
   Madrid 2

2. Andres Akerman
   J. Garcia Morato 18
   Madrid 10

3. Hals Commercial S.A.
   Alfonso X17
   Madrid 14

4. Hans T. Moller S.A.
   Calvo Sotelo 18
   Madrid 1

5. J. Barros Y. Turbe
   Martin de los Heros 70
   Madrid 8

6. Jorge Bela
   Miguel Angel 18
   Madrid 10

7. Juan V. Lang S.A.
   Serravo 63
   Madrid 6

8. Royal Products Forestales S.A.
   Almirante 10
   Madrid 4

9. Simpler & Blidberg S.A.
   Ferroz 75
   Madrid 8

10. The Northern Pulp Co. S.A.
    Marques Casa Riera 4
    Madrid 14

11. Herbert Lemieux
    Espronceda 34
    Madrid 3

12. Antonio Papi Llorca
    Boilen 11
    Alicante

13. Emilio Rodriguez Gonzalex
    Diputacion 239
    Barcelona 7

14. Francisco Gascon Alvero
    Rosellon 245
    Barcelona 8

15. Hans T. Moller S.A.
    Avda José Antonio 435
    Barcelona 15

16. Jose Vall Cabot
    Rambla Cataluna 110
    Barcelona 8

17. Sune Schroder
    Plaza Medinaceli 4
    Barcelona 2

18. Antonio Vega & Hijo
    Espartero 31
    Bilbao 9

19. Carmelo Alvarez Barrado
    Plaza Condo Aresti 5
    Bilbao 9

20. Leonardo Mandiola Ibarra
    Bailen 1
    Bilbao 3

21. Lorenzo Gomex Cortazer
    Bailen 1
    Bilbao 3

22. Fernando Gallardo
    Alemania 11,
    Malaga

23. Fernando Bourthomieu
    Euskal - Erria 8
    San Sebastian

24. Juan Bergua Ferrez
    Plaza Armerias 1
    San Sebastian

25. Antonio Garcia Gil
    Martin el Humano 15
    Valencia 8

26. J.M. Gorgonio
    Libreros 3
    Valencia 2

27. Juan V. Lang
    Almirante Codarso 13
    Valencia 5

28. Pedro Hermandez Molina
    Plaza Xuquer 10
    Valencia

...26

Representative list of Timber Importers

Importers (timber) - Agrupacion Nacional de Importadores de Maderas

1. Ramon Sala Llopis, Ltda
   Poeta Vila y Blanco 8
   Alicante
2. D. Fernando Morales Morales
   Alfonso X11 22-5º 1ZDª
   Madrid 14
3. La Maderera Industrial, S.A.
   Dona Berenguela, 10
   Cordoba
4. Comercial Taillefer S.A.
   Calle Ayola
   Malaga
5. S.A. Lopez Guillen
   M. Lopez Redondo 6-1º
   Almeria
6. Aquilino Lantero S.A.
   Marqués de la Hermida 44
   Santander
7. D. José Luis Lantero Belaunde
   Serrano 134
   Madrid 6
8. Cfa. "Escandinava Viggo-Adeler"S.A.
   Gral.Primo de Rivera 5
   Las Palmas G. Canarias
9. Cfa. Industrial y Mercantil SA
   Virgen de la Victoria
   esq. Aragon 446 (Rafal)
   Palma Mallorca
10. Ferrer y Arbos SA
    D. Ramon Arbos Batista
    Roger de Flor 39
    Barcelona 13
11. Hijo de Salvador Vinals
    Pedro IV 1 y 3
    Barcelona 5
12. Hijos de Joaquin Jover S.R.C.
    Ps San Juan 50 pral.
    Barcelona 10
13. Pablo Abello Pujol
    Quince de Enero 4
    Reus (Tarragona)
14. Viuda de Jaime Gilabert S.A.
    Mallorca 407
    Barcelona 13
15. Badiola y Picaza S.L.
    (Antonio Badiola Ugarte)
    Churruca 18, Madrid 4
16. Rasines y Celis S.L.
    Carretera Villaverde a
    Carabanchel Km 3800 esq
    Via Lusitana (Lado seida)
    Madrid 25
17. Jose Maria Vasques Rey
    Avda Finisterre 19
    La Coruma
18. Crescencio Calatayud Sierra
    Islas Canarias 70912
    Valencia
19. Industria Maderera Levantina S.A.
    (D.Francisco Soler Fando)
    Moratin 17, pral, Valencia 2
20. Maderas Censa S.A.
    Apartado 1.512
    Valencia
21. Maderas Ferrando S.A.
    Avda Calvo Sotelo 129
    Benetuser (Val.)
22. Maderas Valiente S.A.
    Avda Perez Galdos 55
    Valencia 6
23. Mateu y Alvarez S.A.
    Avda Peris y Valero 81
    Valencia 6
24. Acha y Zubizarreta S.A.
    Ibanex de Bilbao 10
    Bilbao - 1
25. Arana - Maderas S.A.
    Colon de Larreategui 2
    Bilbao - 1
26. Maderas Echavarri S.A.
    Apartado 9
    Pasojes (Guip)

...27

Canadian primary wood products exports to Spain

	1974	1975	1976
Lumber (FBM)			
Hardwood NES	113,000	97,000	277,000
Red Cedar	1,884,000	1,158,000	879,000
Douglas Fir	1,593,000	736,000	914,000
Hemlock	8,625,000	2,673,000	401,000
White Pine			20,000
Western W. Spruce	173,000	34,000	204,000
Spruce NES	447,000	174,000	50,000
Softwood NES	103,000	103,000	
Total	12,938,000	4,975,000	2,745,000
Shingles (sq.)			
Red Cedar			141
Veneers (sq. ft.)			
Walnut			299,446
Hardwood NES			469,292
Total			768,738
Plywood (sq. ft.)			
Douglas Fir			47,264
Pulpwood (cords)			
Softwood Peeled		717	

Spanish - primary wood products - imports - 1975

		M^3	000FBM
Softwood Lumber			
Baltic Redwoods		483,600	205,046
Sweden	341,200		
Russia	89,200		
Finland	48,000		
Poland	3,800		
Norway	1,300		
Pitch Pine & Douglas Fir		61,900	26,246
U.S.A.	28,400		
Honduras	25,900		
Nicaragua	7,300		
Canadian Redwoods (Doug. Fir, hemlock, red cedar)		13,900	5,893
Maritime Pine		8,800	3,731
France	5,900		
Portugal	2,300		
Andorra	600		
Parana Pine		400	169
Brazil	400		
Miscellaneous		2,200	933
Total softwoods		570,800	242,019
Hardwood Lumber			
Lumber non tropical		229,000	97,100
France	89,240		
West Germany	64,175		
Rumania	26,645		
Yugoslavia	22,370		
United States	14,450		
Canada	150		
Lumber Tropical		64,400	27,305
Cote d'Ivoire	33,130		
Ghana	8,330		
Central African Rep.	4,305		
Congo	3,840		
Liberia	3,218		
Indonesia	3,034		
Total hardwoods		293,400	124,405

Source: Agrupacion Nacional de Importadores de Maderas

Conversion factor: M^3 = 424 FBM

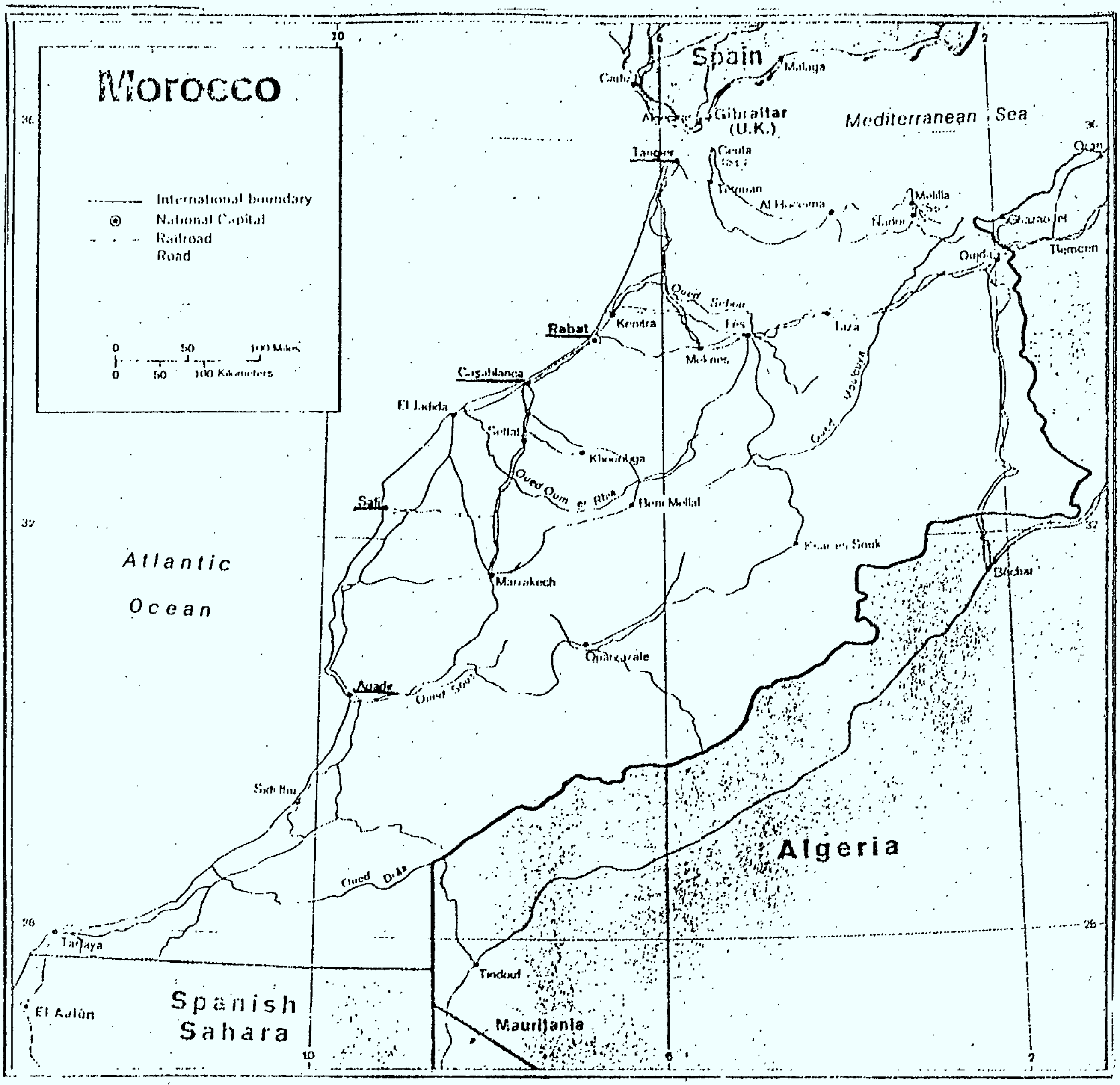
Primary wood products imports - 1975

		Metric tons	M^3
Logs softwood		25,110	45,266
France	7,522 tons		
Poland	5,245 tons		
Russia	5,144 tons		
Portugal	4,412 tons		
United States	1,268 tons		
Logs hardwood (non tropical)		109,915	198,144
France	98,331 tons		
United States	10,434 tons		
Logs hardwood (tropical)		479,625	864,620
Cote d'Ivoire	260,000 tons		
Gabon	65,468 tons		
Cameroons	54,089 tons		
Liberia	39,655 tons		
Congo	22,338 tons		
Ghana	19,924 tons		
Poles untreated		129	232
W. Germany	128 tons		
Poles treated		936	1,687
W. Germany	936 tons		
Pitprops		5,541	9,989
Poland	4,787 tons		
Railway Ties		8,699	12,318
France	4,870 tons		
U.S.S.R.	3,821 tons		
Plywoods		1,337	2,360
France	476 tons		
Portugal	411 tons		
Cote d'Ivoire	260 tons		
Pulpwood		23,740	42,796
Portugal	7,179 tons		
W. Germany	7,066 tons		
E. Germany	4,410 tons		
France	3,993 tons		
Canada	1,090 tons		

Source: Agrupacion Nacional de Importadores de Maderas

Conversion factors:
Roundwood - 1 metric ton = 1,8027 M^3
Railway Ties - 1 metric ton = 1.416 M^3
Plywoods - 1 metric ton = 1.77 M^3

...30


Morocco
International boundary
National Capital
Railroad
Road
Spain
Gibraltar (U.K.)
Mediterranean Sea
Tanger
Ceuta
Melilla
Oujda
Tlemcen
Rabat
Kenitra
Fès
Taza
Meknes
Casablanca
El Jadida
Settat
Khouribga
Oued Oum er Rbia
Beni Mellal
Safi
Atlantic
Ocean
Marrakech
Ouarzazate
Agadir
Sidi Ifni
Oued Draa
Tarfaya
El Aaiún
Spanish Sahara
Tindouf
Mauritania
Algeria
Béchar

General Information

Morocco covers an area of 220,000 square miles and has a population of approximately 17 million of which 38 percent is urban. Although Arabic is the official language, French is widely used in government and business circles.

The country is basically agricultural having vast areas of rich arable land. While Morocco does not have the oil wealth that some of her neighbours possess, the country is abundantly rich in phosphates (white gold) being in fact the world's largest exporter. After phosphates, fruits and vegetables are the principal exports, mainly to Western European markets. The unit of currency is the Dirham.

The Trade

Morocco is an associate member of the European Economic Community and France is the major supplier of goods and services representing 30 percent of total requirements. The Moroccan lumber trade is in the hands of approximately fifteen importers located mainly in the port city of Casablanca and belonging to L'Association Professionnelle des Importateurs de Bois au Maroc, 65 rue Gallilée, Casablanca. Even among this small group there is a considerable overlappping of business interests through subsidiary and associate companies as a result of the moroccanization of a significant portion

...32

of the economy, through establishment of legal requirements for majority ownership and control by Moroccans of key business and industry sectors. These importers carry substantial inventories and sell to contractors, industrial accounts, government, smaller merchants in outlying districts and individual consumers. There does not appear to be any structured distribution system within the country.

Principal Importers (ranked by volume)

1. La Société Manorbois
   27 Avenue Pasteur
   Casablanca

2. La Société Robelbois
   32 rue Planquette
   Casablanca

3. S.A. Des Anciens Etablissements Maysonnier
   143 rue Hadj Amar Riffi
   Casablanca

4. Comarbois (Subsidiary of Robelbois)
   93 BD Ibn Tachfine
   Casablanca

It is estimated that these four firms collectively import over 80 percent of the softwood lumber imports. Most of the business is negotiated through parent or associate companies in France with the result that there are no timber agents per se in Morocco although there is evidence that general agencies are attempting to add timber to other lines. One such agent is Schamasch-Maroc, 42 Ave Hassan Seghir, Casablanca.

...33

End-uses

Use of wood as a structural element is virtually unknown except in rural areas where it is used for roof supports. Maritime pine from Spain, Portugal and France is widely used for concrete formwork, scaffolding, crating and general use but there are limitations due to the preponderance of short lengths and narrow widths. Whitewoods are used for heavy construction, beams and scaffolding where larger sizes, longer lengths and better quality is a requirements. Limited quantities of the better grades of whitewoods are used in the manufacture of beams, trusses and even millwork. The redwoods (primarily pinus sylvestris- although Western North American species are also considered redwoods) are used mainly in millwork, although the lower grades may be used for concrete forms and crating. Douglas fir clears compete with the top redwood grades for millwork use but the market is limited due to its relatively high price vis-à-vis European pines. There is evidence that merchantable hem/bal can be sold for heavy construction and scaffolding in competition with European whitewoods with the upper end of the grade range acceptable for millwork.

...34

Specifications

Whitewoods

It is estimated that 65 percent of the whitewood market is 65 mm x 200 mm (2 1/2" x 8") and although this material is often ripped or resawn into smaller sizes the trade prefers to purchase according to trade practice. Some European suppliers will ship 100 percent - 2 1/2" x 8". Customers will usually accept a small percentage of 65 mm x 180 mm (2 1/2" x 7"). Typical length specifications are: 40/45% - 3 metre and 6 metre; 40/45% - 4 metre balance of 5 metre and longer. Indication of prices ranged U.S. \$125-\$140/M^3 C&F Casablanca.

Maritime Pine

Maritime pine from plantations in Portugal, Spain and France is used widely throughout the country for general construction use where price is a factor. The lumber is sold on a mill run unsorted basis usually in an unseasoned state resulting in considerable stain. The mill ships the specification as developed from the available log supply in small coastal ships usually carrying from 400 M^3 to 1000 M^3. Shipping time is approximately 24 hours and delivery can be made to any of the smaller ports such as Tangiers, Kinitra or Agadir.

Typical specification (thickness, width, length at mills option)

24mm	x	100,120,140,160,180mm
38mm	x	120,140,160,180,200mm
48mm	x	120,140,160,180,200,220mm
78mm	x	120,140,160,180,200,220mm

Lengths 80%-2metre, balance 2½ metres

The price of maritime pine (as reported by the trade) is approximately $90/M^3$ C&F Casablanca (slightly higher from France). Freight is estimated to be $7.00-8.00/M^3$. Approximately 90 percent of maritime pine imports originate in Portugal and Spain.

Redwoods

To the Moroccan trade all imported softwood lumber from the west coast of North America is classified as redwoods. The better quality European pines imported from the U.S.S.R. are referred to as Russian 4ths and better. According to trade practice the bulk of the lumber is purchased as 2 1/2" x 8", although slight flexibility towards 3" thickness and 9" widths is acceptable. The trade admitted that this material is often resawn to smaller sizes but attempts to stock other sizes are met with customer resistance. Lengths vary from 3 metres to 6 metres. This material sells for $200-$220/M^3$ delivered to

Casablanca.

Douglas fir clears must compete with the top grades of redwoods from the U.S.S.R. and although the quality of douglas fir is readily acknowledged, the market is limited due to its relatively high delivered price.

Although Canadian hem/bal 3 merch and btr is considered a redwood it must compete with the European whitewoods for heavy construction use, which have an added length advantage. The preferred sizes are 2 1/2" x 8"-9" and 3" x 8" - 9".

Spruce/pine/fir has recently been introduced to the Moroccan market with some degree of success competing generally with the lower grades of redwoods for general construction use.

Plywood

There are two plywood plants in Morocco making plywoods for the domestic market from okoume logs imported from Gabon. Samba logs are imported from Côte D'Ivoire to make veneers for fruit and vegetable boxes. Plywood imports are restricted to protect the domestic industry.

Pit Props

La Société Manorbois and S.A. Des Anciens Etablissements Maysonnier each supply approximately 30,000 M^3 of pit props to the state owned Office Chérifien des Phosphates (OCP). The balance amounting to approximately 25,000 M^3 is purchased direct by OCP. Although purchases are normally made on a yearly basis,

...37

each of the aforementioned importers carry an inventory of popular sizes for shipment to OCP on short notice. Portugal and France supply maritime pine from plantations whereas the U.S.S.R. supplies scotch pine (pinus sylvestris). The top diameter of these pit props ranges from 10-20 cm and recent prices quoted were \$55 - 60/M^3 C&F Casablanca.

Poles

Annual pole requirements are estimated to be approximately 70,000 poles of which Portugal supplies 90 percent from maritime pine plantations. These poles are 5 1/2 metre, 6 1/4 metre and 7 metre in length and it is reported by the trade that Portugal is not in a position to increase exports of poles beyond present limits over the near term. Scandinavia supplies 10 percent of Moroccan requirements mainly in 8 metre and 10 metre lengths and although there is only one treating plant in Morocco a second one is planned with an annual capacity of 5000 M^3, The importation of treated poles is restricted to protect the domestic industry.

Railway ties

Annual requirements amounting to approximately 4000 ties are supplied by France. Oak is the preferred species.

Railways are presently examining the possibility of using concrete for future tie requirements.

Miscellaneous

Tourism remains one of Morocco's important sources of foreign exchange and new hotel and tourist facilities are planned for Tangiers, Agadir, Marakeech and Fez. A new industrial complex is planned for Nador, in northeastern Morocco. The Office of Industrial Development (O.D.I.) is in charge of a range of industrial projects for which foreign partners are sought.

Duties

Lumber, rough	10 percent
Lumber, planed	20 percent
Poles	10 percent
Pulpwood	10 percent
Pitprops	10 percent
Railway ties	10 percent

Note: - duty is based on C & F basis.

Principal Cities and Ports

The principal port and centre of commercial activities is Casablanca through which the bulk of wood imports are discharged. Casablanca is a container terminal with efficient handling equipment. Congestion does not appear to be a problem although exports of vegetables and fruits may result in slight delays in season. Other ports which do receive small coastal vessels carrying maritime pine are Agadir, Kinitra and Tangiers.

...39

The port of Mohammedia, 20 kilometres north of Casablanca can also receive lumber shipments but is used primarily for oil. The bulk of the phosphate exports are shipped through Casablanca and Safi although a new phosphate terminal is being developed at Jorf El-Asfar south of Casablanca. Other principal cities are Rabat (the capital), Marrakeech and Fez.

Transportation

Although there is at the present time no regular liner service from Eastern Canada to Morocco the Yugoslav Great Lakes (Montreal) Company provides bi-monthly service on an inducement basis from Montreal and St. John. It is reported that current shipping charges for bundled lumber from eastern Canada is approximately $115/M FBM whereas current charter rates are approximately $45/50/M FBM from the same area. A charter shipment would require a minimum quantity of approximately 2.5 million FBM.

Terms of Payment

Most transactions are negotiated on irrevocable letter of credit although it was reported that some French exporters extend up to sixty days credit to established customers based on commercial relationships of long standing. With the exception of shipments from Russia all insurance requirements are underwritten by the government of Morocco hence Canadian quotations would be made on C & F free out basis.

...40

Canadian Trade Office

Commercial Division
Canadian Embassy
B.P. 709
Rabat-Agdal, Morocco

Phone: 713-75/76/77

Telex: 31964 (CDA Rabat 31964)

....41

*Moroccan primary wood products imports

Softwood Lumber	1976 M3	1976 FBM
Maritime pine	100,000	42,500,000
Whitewoods (spruce)	130,000	55,500,000
Redwoods (pine)	45,000	19,000,000
	275,000	117,000,000

Maritime Pine		Whitewoods		Redwoods	
Spain	- 50%	Rumania	- 40%	U.S.S.R.	- 55%
Portugal	- 40%	Czechoslavakia	- 20%	Finland	- 20%
France	- 10%	Austria	- 20%	Sweden	- 15%
		U.S.S.R.	- 15%		

		1975 M3
Hardwood Lumber		15,000
Cote d'Ivoire	- 60%	
Yugoslavia	- 25%	
Logs		70,000
Gabon	- 60%	
Cote d'Ivoire	- 40%	
Poles		10,000
Portugal	- 90%	
Pit Props		90,000
France	- 30%	
U.S.S.R.	- 30%	
Portugal	- 10%	
Poland	- 10%	

Canadian primary wood products exports to Morocco

Lumber (FBM)	1974	1975	1976
Douglas fir	-	-	75,000
Hemlock	-	-	2,068,000
Spruce NES	307,000	-	356,000
Total	307,000	-	2,499,000

*Note - Trade estimates


YUGOSLAVIA
BULGARIA
TIRANE
ALBANIA
Kilkis
Édhessa
Kastoria
Véroia
Katerini
Yomotini
Ipsala
THÁSOS
TURKEY
Kérkira
Trikala
Lárisa
Vólos
Kardhítsa
Árta
Prevéza
Levkás
Karpenision
Lamia
EUBOEA
LESBOS
Khios
Izmir
Ámfissa
Levádhia
Pátrai
Corinth
ATHENS
Návplion
Tripolis
Pirgos
Zákinthos
IONIAN
SEA
Sparta
Kalámai
CYCLADES
SÁMOS
DODECANESE
Ródhos
RHODES
KÁRPATHOS
Kastéllion
Khaniá
CRETE
Áyios
Nikólaos
GREECE
International boundary
National capital
Railroad
Road
International airport

General Information

Greece is an associate member of the European Economic Community. The country covering an area of approximately 51,000 square miles has a population of 8,900,000. There are over 400 islands in the Aegean and Ionian seas representing a fifth of the nations area. Athens, the capital, has a population of 867,000. The unit of currency is the drachma.

The Trade

The timber trade is organized along conventional agent, importer, small merchant lines with the more important firms located in Athens and Piraeus. The wood products industry is heavily dependent on imports; less than 30 percent of lumber requirements is derived from domestic raw materials.

End Uses

Redwoods

Greek imports of redwoods (pines) amounting to approximately 55 percent of total lumber imports are used primarily for millwork purposes.

Specifications:	50%	-	2" x 5"
	20%	-	2" x 6"
	10%	-	3" x 5"
	20%	-	$1\frac{1}{2}$" x 5", $1\frac{1}{2}$" x 6", $2\frac{1}{2}$" x 5".

Lengths: heavy to 4 metres.

...44

Although various common grades are imported, the Greek market requirements tend to be less demanding than other west European markets resulting in the use of more of the lower grades such as Russian Vths. Principal suppliers of redwoods are Sweden, Finland and U.S.S.R.

Whitewoods

Whitewoods are used primarily in construction, but not normally as structural components of buildings.

Specifications: 7/8" x 4" for formwork
3" x 3" for scaffold uprights
2" x 10" for scaffold planks

In Northern Greece there is a local preference for 4" x 4", 4" x 5" and 6" x 6" for further manufacture by small processing plants. Neighbouring Bulgarian mills have been the principal suppliers. Although 4 metres are the preferred whitewood lengths, agents indicated that length specifications are negotiable. Principal suppliers of whitewoods are the Soviet Union, Austria and Bulgaria.

Douglas Fir

Current annual requirements of douglas fir clears amount to approximately 4.5 million FBM, supplied almost entirely by the United States. This material is used almost exclusively for high quality millwork.

....45

Hardwoods

In 1975, Greece imported 208,000 metric tons of hardwoods (Government statistics) of which 90 percent was tropical hardwood logs primarily from West Africa. The balance was mainly hardwood lumber from Yugoslavia, Austria and Czechoslovakia. It is normally difficult for Canadian companies to be competitive with neighbouring European suppliers of beech and oak lumber although spot sales of Canadian hardwoods can be made periodically for the manufacture of furniture. Greece has a significant lumber and plywood industry based on imported tropical hardwoods.

These hardwoods are used widely in the manufacture of furniture, vertical wall systems and to a lesser extent for joinery.

It was reported that the consumption of domestically produced particleboard had grown from 20,000 M^3 in 1966 to 250,000 M^3 in 1976.

Pulpwood

It is estimated that domestic pulpwood resources provide only 20 percent of current requirements. As might be expected, Bulgaria and the Soviet Union are the prime suppliers. It was reported that a new pulp mill near Kavala in Northeastern Greece has an import requirement of 10,000 tons of pulpwood per month.

...46

Specifications

1. Purpose: Production of mechanical pulp by Thermomechanical process (defibrator system).

2. Categories: (a) softwood broadleaved wood (poplar, birch)

3. Diameter: (a) min 10 cm
(b) max 30 cm

4. Length: (a) min 80 cm
(b) max 500 cm

The wood must be accompanied by a phytosanitary certificate in accordance with Greek law. Although it was not possible to get accurate price information it appeared that the C & F price range was equivalent to \$13/14 per M^3.

Poles

At the present time, Greece has bi-lateral clearing arrangements with various European countries which makes it difficult for Canadian pole producers to be competitive.

(1) Hellenic Telecommunications Organization S.A. 7 Third September St., Athens

Specifications:

Species - Scotch pine, Maritime pine, or equivalent.

Length in metres		Top diam at 20cm below acme of roof in cm		Min diam at 1.5 metres from butt in cm
Min.	Max	Min.	Max	
		(a) Light Poles		
5.5	5.6	9	12.5	12.5
6.0	6.1	10	14	14
6.5	6.6	11	14	15
7.0	7.1	11	14	15
		(b) Strong Poles		
7.0	7.1	14	16	18
8.0	8.1	14	16	19
9.0	9.1	14	16	19
10.0	10.1	14	16	20
11.0	11.1	14	16	21
12.0	12.1	14	16	22

Annual requirements - 25/30,000 poles

...48

(2) Public Power Corporation, 55 Stournari Street, Athens (102)

Specification

Species - Scotch pine, Maritime pine, fir or equivalent

Length in Metres	Minimum diam at 180cm from butt		
	Heavy	Medium	Light
	CM	CM	CM
9	26	22.5	19
10	27	23.5	20
11	28	24.5	21
12	29	25.5	22
13	30	26.5	23
14	31	27.5	24
15	32	28.5	25
Min Diam at Top - All Lengths			
	18	15	12

Requirements - 1977/78 - 27,000 poles

1980 - 75,000 poles

Railway Ties

Although it is unlikely that Canadian companies would be competitive with European suppliers the sleeper specifications may be of interest.

...49

Hellenic Railways Organization, 1 Karolow Street, Athens.

Specification: Hardwoods (beech, oak, tropical)

(a) Replacement Sleepers

0.15 metres x 0.24 metres, lengths 2.70-4.60 metres increments of 10cm.

(b) Switch Ties;

12 cm x 25 cm	- 185 cm
12 cm x 25 cm	- 200 cm
12 cm x 22 cm	- 210 cm
12 cm x 22 cm	- 225 cm
12 cm x 22 cm	- 245 cm
12 cm x 22 cm	- 270 cm
12 cm x 25 cm	- 300 cm

(c) Standard Sleepers

0.13 metres x 0.24 metres - 2.60 metres

(d) Bridge Sleepers

0.24 metres x 0.24 metres - 2.60 metres

0.24 metres x 0.30 metres - 2.60 metres

0.18 metres x 0.22 metres - 2.60 metres

Requirements - 619,400 pcs over past two years.

Transportation

A regular monthly liner service is offered between St. Lawrence River ports and Piraeus by the Hellenic lines. 1977 transportation charges for lumber are reported to be approximately \$85/M FBM. From the west coast of North America 1977 transportation charges for lumber are approximately \$120/M FBM whereas from Sweden and Finland rates to Greece are approximately \$70/M FBM and from Southern Russia \$21/M FBM. Lumber from Bulgaria and Austria enters Greece by rail.

Duties

	Import Duty
Lumber rough	
1. fir, pine, beech	17.5%
2. Other	21%
Lumber planed	
1. fir, pine, beech	12.3%
2. Other	14.2%
Railway ties - treated	5%
- untreated	3%
Roundwood	48 Drachma/M^3
Poles	48 Drachma/M^3
Plywood	35%

...51

In addition to duty the importer must pay a variable turnover tax which may amount to 1/3 of the CIF value of the lumber, consequently any reduction in delivered prices means a significant saving to the importer. Southern U.S.S.R. shippers will often supply upon request short length lumber in loose form at lower prices. Imports from EEC countries are subject to a 50 percent reduction in import duty. For example softwood lumber, imported from southern Germany is subject to 8.75 percent duty rather than 17.5 percent. This lumber is shipped down the Danube riber on barges. The import duty on logs is low whereas the import duty on plywood is high to protect a domestic lumber and plywood industry based on imported logs.

Ports

Although there are numerous small ports throughout Greece most of the imported lumber is discharged at Piraeus or Eleusis. However, U.S.S.R. shipments destined for northern Greece are sometimes discharged at Salonika.

Canadian Trade Office

Commercial Division
Canadian Embassy
4 Ioannou Ghennadieu St.
Athens 140, Greece

Telephone: 739-511

Telex: 5584 (215584 DOM GR)

...52

Representative list of Timber Agents

1. L. Anninos
   1 Heraclitou St.
   Athens

2. P.&A. Alexiadis
   8 Komnino St.
   Salonica

3. A. N. Coubatis Co.
   42 Amalias Ave & 9 Thalou Sts
   Athens

4. Leo Gabrielides Co. Ltd.
   48 Lycoudi St.
   Athens

5. H.H. Gregoriadis
   107 Alexandras Ave.
   Athens

6. Leontick S
   50 Halcocondyli St.
   Athens

7. G. Marinis
   49 a Stournara St.
   Athens

8. Merita
   48 Stadiou St.
   Athens

9. J.A. Psimadis
   31A Aghiou Andrew St.
   Patras

10. A. Sitaris
    12 Alopekis St.
    Athens

11. Th. Tarrqzi
    21 Dimocritou St.
    Athens

12. Virkus Epe
    17D Soutsou St.
    Athens

13. E. Zigras
    46 Tsimiski
    Salonica

...53

Representative list of Timber Importers

1. Othon Anastassakis
   33 Scalidi St.
   Chanea, Isle of Crete

2. J. Katakouzinos
   5 Dionysiou Aeropagitou St.
   Athens

3. C.H. Noulis Sons S.A.
   4 Attikis St.
   Athens

4. George & Costas Stamatekos S.A.
   11 Dervenakiou St.
   Piraeus

5. Timber Trading Corporation
   61 Aghissilaou St.
   Athens

6. Xylemboria S.A.
   Kerassountos & 3 Evrou St.
   Athens
   (Acts as agent for certain products)

...54

Canadian Primary wood products exports to Greece

	1974	1975	1976
Lumber (FBM)			
Hardwood NES	10,000	194,000	57,000
Red Cedar		57,000	28,000
Spruce NES	127,000		126,000
Total	132,000	251,000	211,000
Plywood (sq. ft.)			
Douglas Fir	139,743	47,264	46,557
Softwood NES	4,096		
Total	143,839	47,264	46,557

...55

Greek primary wood products imports-1975

		Metric Tons
Softwood Lumber		244088
Finland	52,228	
U.S.S.R.	47,007	
Sweden	46,055	
Austria	45,290	
Bulgaria	13,459	
United States	12,057	
Canada	135	
Hardwood Lumber		20,968
Yugoslavia	10,079	
Austria	2,344	
Czeshoslovakia	1,785	
Roumania	927	
Canada	473	
Poland	267	
Hardwood logs		187,862
Gabon	69,154	
Cote d'Ivoire	53,294	
Nigeria	16,974	
Malaysia	12,510	
Softwood Logs		17,118
Bulgaria	9,492	
Finland	4,526	
W. Germany	2,335	
Plywoods		2,753
Bulgaria	884	
U.S.S.R.	597	
Formosa	469	

*Current annual requirements ($000M^3$)	
Whitewoods	150,000
1. U.S.S.R.	
2. Austria	
3. Bulgaria	
Redwoods	200,000
1. Sweden	
2. Finland	
3. U.S.S.R.	
Douglas Fir	11,000
1. United States	

*Trade estimate only

Source: Greek government statistics