



U.S. Hardwood Export Review

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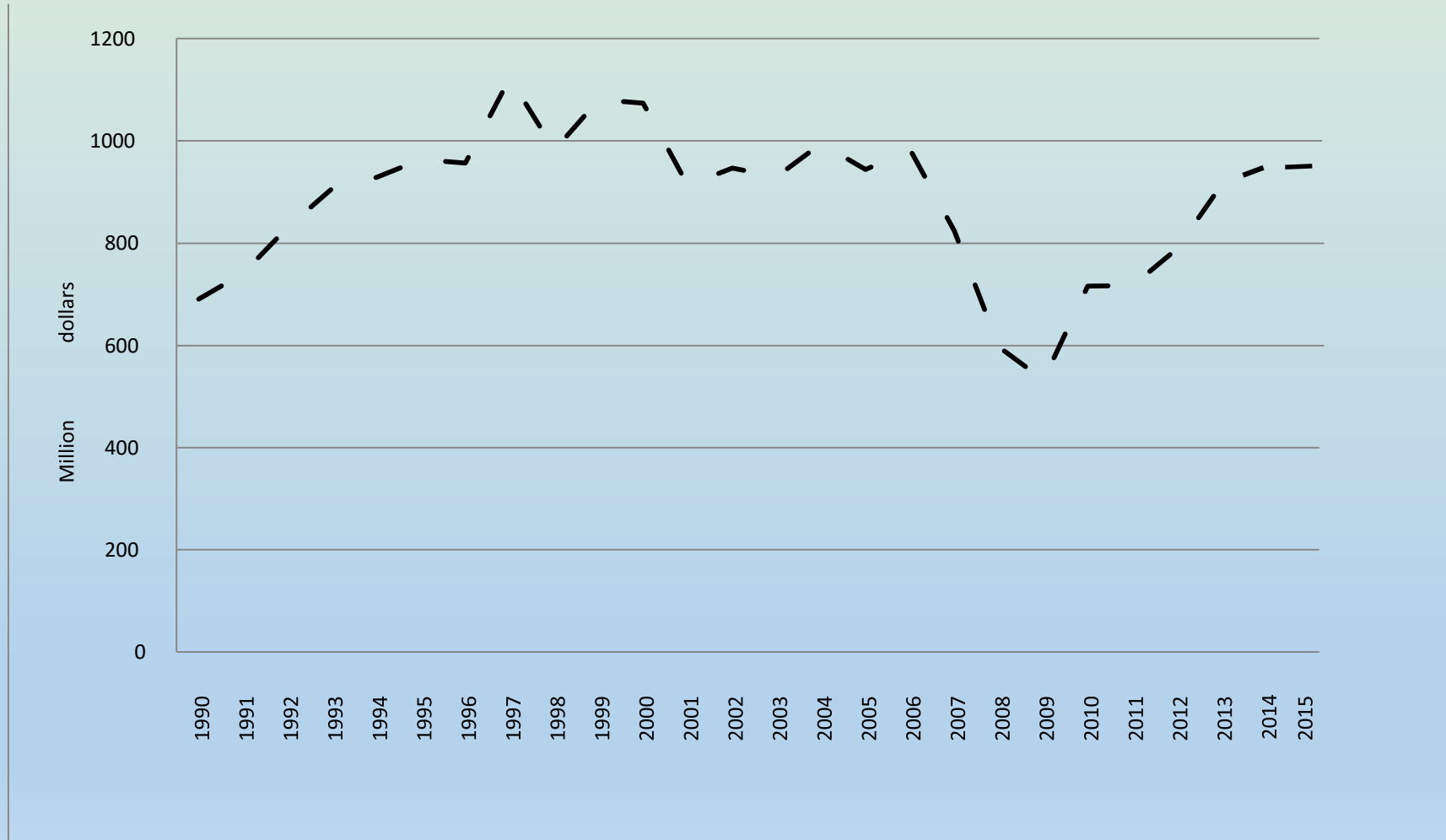
Charlotte, NC

A. Production Vs. Export (in volume)

Statistics for Hardwood Lumber														
	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Production	11.23	11.07	10.96	11.81	11.81	10.52	9.94	6.38	6.56	7.17	7.21	7.34	7.38	7.40
Imports	0.74	0.74	0.99	1.05	1.15	0.44	0.36	0.30	0.22	0.25	0.25	0.35	0.36	0.36
Export	1.22	1.19	1.28	1.35	1.47	0.92	0.94	0.85	0.73	0.89	0.93	1.46	1.47	1.48
Consumption	10.75	10.62	10.68	11.52	11.49	10.04	9.36	5.84	6.05	6.53	6.53	6.23	6.27	6.28
Export Pct	10.86%	10.73%	11.66%	11.40%	12.42%	8.73%	9.50%	13.27%	11.13%	12.46%	12.93%	19.92%	19.88%	19.94%
All volumes are in Billion Board Feet. Figures for converted from U.S. Forest Products Annual Market Review and Prospects.														
Statistics for Hardwood Logs														
	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Production	13.50	13.34	12.81	13.69	13.71	12.64	11.50	11.11	7.24	7.29	7.29	7.11	7.31	7.34
Imports	0.06	0.05	0.04	0.04	0.05	0.02	0.03	0.03	0.02	0.03	0.03	0.05	0.05	0.06
Export	0.50	0.47	0.48	0.48	0.48	0.45	0.44	0.42	0.49	0.49	0.49	0.22	0.23	0.23
Consumption	13.05	12.92	12.37	13.25	13.27	12.21	11.09	10.72	6.77	6.83	6.83	6.94	7.13	7.17
Export Pct	3.74%	3.51%	3.74%	3.53%	3.53%	3.54%	3.81%	3.80%	6.75%	6.73%	6.73%	3.13%	3.10%	3.09%
All volumes are in Billion Board Feet. Figures for converted from U.S. Forest Products Annual Market Review and Prospects.														

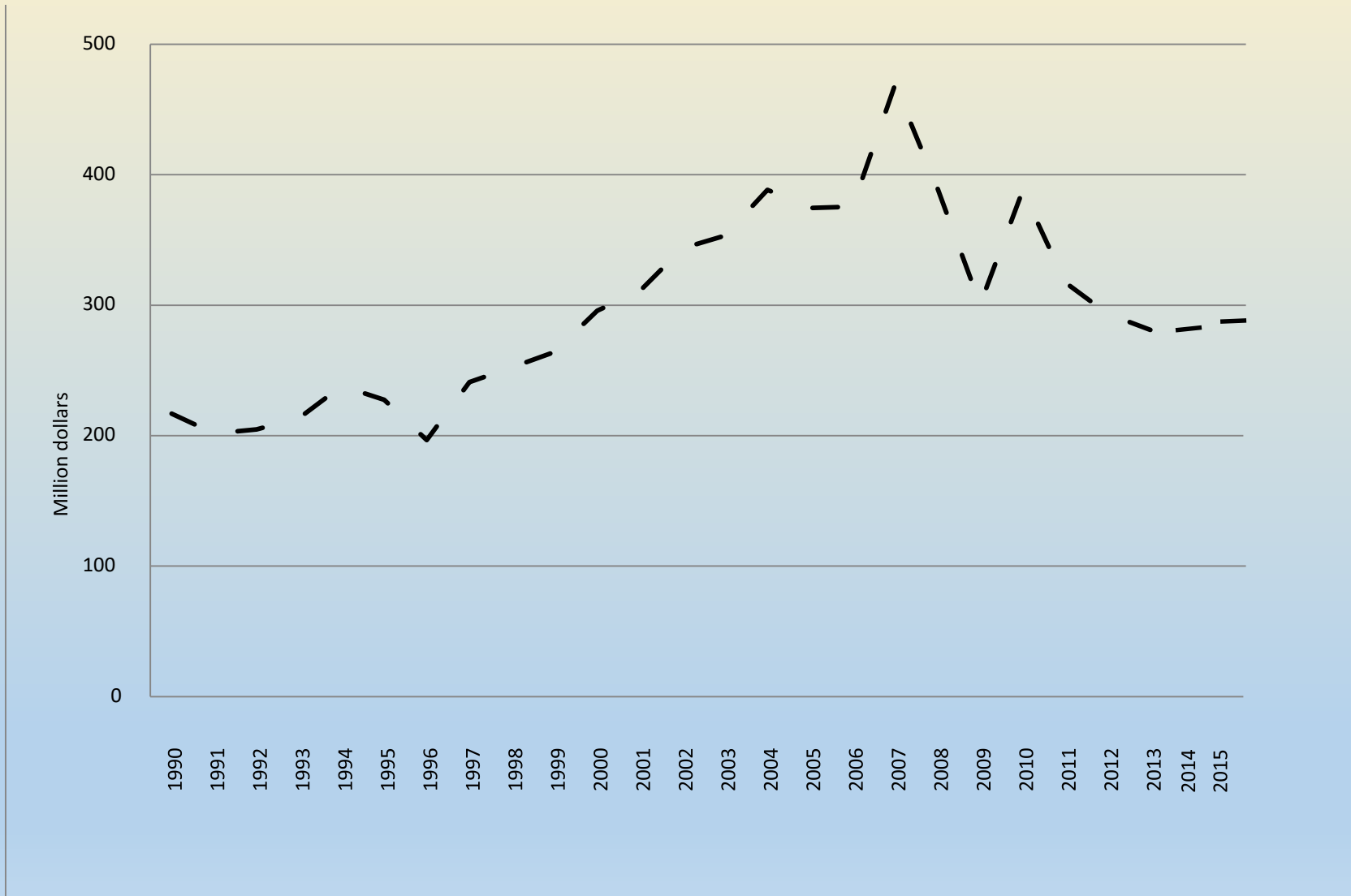
B. Export Value (in amount)

U.S. hardwood lumber exports



Reference: International Trade of U.S. Hardwood Lumber and Logs, 1990-20131
U.S. Forest Products Annual Market Review and Prospects, 2011-2015

U.S. hardwood log exports



• Reference: International Trade of U.S. Hardwood Lumber and Logs, 1990-20131

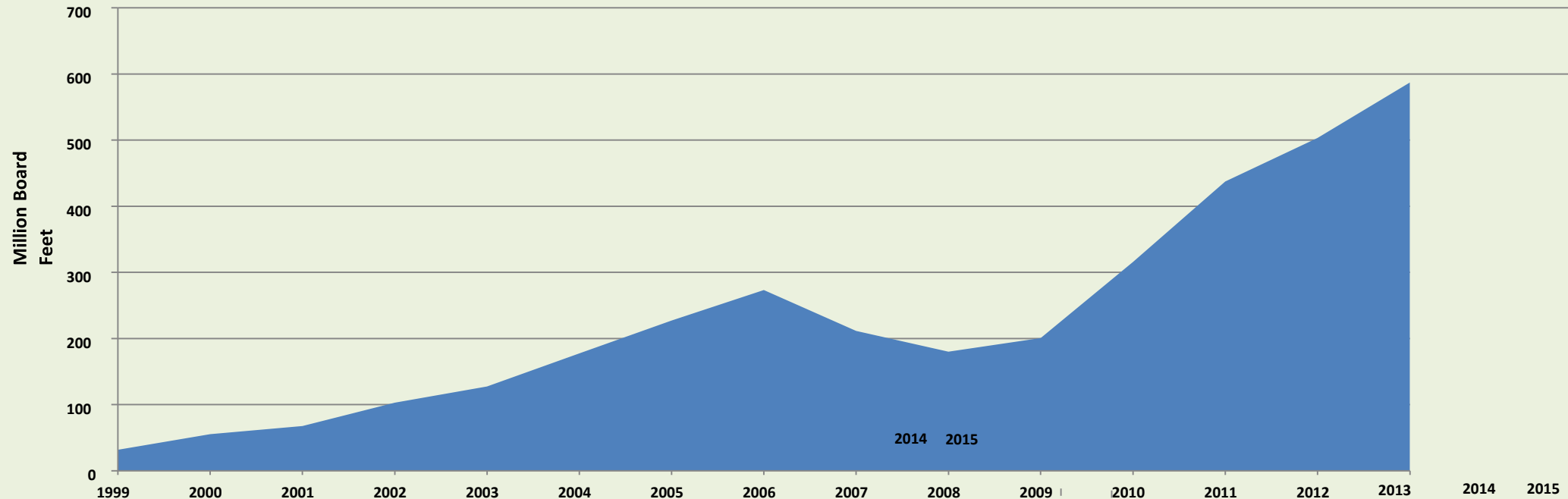
C. The Major Hardwood Export Market

		1990	2000	2013	2014
Product	Rank	Country (%)	Country (%)	Country (%)	
Lumber	1	Canada (25)	Canada (28)	China (45)	China
	2	Japan (17)	China/HK (9)	Canada (14)	Canada
	3	U.K. (9)	Italy (7)	Vietnam (8)	Vietnam
	4	Belgium (7)	Spain (7)	Mexico (6)	Mexico
	5	Taiwan (6)	Mexico (7)	NA	U.K.
Logs	1	Japan (22)	Canada (44)	China (45)	
	2	Canada (21)	Germany (10)	Canada (17)	
	3	Germany (17)	Japan (7)	Vietnam (6)	
	4	Italy (7)	Italy (7)	NA	
	5	S. Korea (6)	NA	NA	
¹ NA because all others markets <5%.					

Important export markets (ranked by value) for hardwood lumber and logs

D. China Market

US Exports of Hardwood Lumber to China



Source: USDA

Graph: HMR

Executive

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- 1999 – 2006: +759.5% in value, US Furniture Manufacturing Shift to China, most of lumber is for re-export purpose.
- 2006 – 2009: Worldwide Economic Turmoil. RO start to become popular in China.
- 2009 – 2013: +192.5%, China's Growing Middle and Upper Classes Consuming US Hardwoods, currency rate change dramatically, RO is #1 species in China, higher grade lumber is more popular because labor cost higher,

E. Why Export:

- Sustainable
- Productive
- Demand worldwide
- Offset domestic sales pressure
- Profitable
- Enjoyable

F. How Export:

- Fact
- Faith
- Focus
- Follow through
- Flexible, to change with the market (Price, main market, main species, regulations and rules...)



THANK YOU!

TIDES & TIMES

