

## REPORT

The FAO Advisory Committee on Paper and Wood Products held its Forty-eighth Session in Shanghai, the Peoples Republic of China, on 6 June 2007. Mr Avrim Lazar chaired the session, which was attended by 38 participants from 20 countries.

### **Item 1. Opening of the Session and welcome address by the ACPWP Chairperson, FAO, the Government of China and the China Paper Association**

Mr Avrim Lazar, Chairman of the Committee, opened the Session and Ms Hongyan Zhang, Deputy Director-General, Department of International Cooperation of the State Forest Administration, welcomed the participants.

Mr Wulf Killmann, Director, Forest Products and Industries Division, welcomed the participants on behalf of Dr Jacques Diouf, Director-General of FAO. He expressed the Organization's appreciation for the hospitality offered by the host government and the China Paper Association.

### **Item 2. Adoption of the provisional agenda**

The Agenda was adopted.

### **Item 3. Review of actions taken by FAO on the recommendations made at the Forty-seventh Session of the Committee**

Mr Wulf Killmann presented this agenda item. At its Forty-seventh Session, the Committee made a number of recommendations to FAO, which are reviewed below.

## **FOREST RESOURCES FOR FIBRE SUPPLY**

FAO was recommended to assess the forest resources available for fibre supply of the wood and paper industry, with particular emphasis on raw material flows.

### **IMPLEMENTATION**

- A study on global wood and wood products flows will be presented under Item 5;
- A global planted forests thematic study was prepared;
- A global plantation outlook, including fibre supply from forest plantations, is under preparation and expected to be finalized by end of 2007;
- A global study on fibre supply from natural forests will follow, once the plantation study is finalized. It will build upon the Global Fibre Supply Model developed about ten years ago.

## **ENHANCE DIALOGUE WITH CIVIL SOCIETY**

FAO was requested to contribute to the enhancement of the dialogue between private sector and civil society on the contribution of the paper and forest industry to social development and poverty alleviation.

### **IMPLEMENTATION**

- The dialogue on wood energy related issues has been facilitated at three meetings: in October 2006 in Rome, in January 2007 in Geneva and in May 2007 in Hannover;

- The dialogue on public procurement issues was raised in October 2006 at the policy forum on public procurement policies in Geneva.

## **BOTTLENECKS UNDER CDM**

FAO was requested to analyse bottlenecks in the acceptance and implementation of forestry projects under the Clean Development Mechanism (CDM), and to propose solutions.

### **IMPLEMENTATION**

- A study has been undertaken, which is available in your documents.

## **PUBLIC PERCEPTION OF PRIVATE SECTOR**

FAO was requested to contribute to the dialogue on the public perception of the role of the paper and forest products industry for sustainable development, building on the United Nations Economic Commission for Europe (UNECE) report and advice on how to take this forward.

### **IMPLEMENTATION**

- FAO is one of the sponsors of the forest communicators' network in Europe, which is also addressing this issue;
- A study undertaken jointly by CEPI and FAO will be presented under agenda Item 8.

## **COUNTRY INFORMATION**

FAO was requested to continue collecting country information as inputs to annual ACPWP meetings.

### **IMPLEMENTATION**

- This year's reports will be presented under agenda Item 9.

## **FOREST PLANTATIONS**

FAO was recommended to continue its work on the code of best practices for planted forests and to present this to the Committee on Forestry (COFO) for consideration and further action.

### **IMPLEMENTATION**

- The code was presented at the various regional forestry commissions that met during 2006, and at the 2007 session of COFO. Upon request from some countries, the word "code" was replaced by "guidelines". Next step will be the implementation of the guidelines.

## **OTHER RELEVANT FORESTRY WORK OF FAO**

Some important fields not included in ACPWP recommendations but where FAO Forestry Department has been active are:

### **ENERGY**

FAO, in collaboration with ICFPA, IEA, ITTO and UNECE, has addressed wood energy issues at a number of meetings:

- International Seminar on Energy & the Forest Products Industry, Rome, October 2006;
- Wood mobilization workshop, Geneva, January 2007;
- In three sessions during COFO 18, Rome, March 2007;
- International Seminar on Wood-based Bioenergy during Ligna, Hannover, May 2007;
- Policy Forum on impacts of bioenergy policies and targets in the forest sector, Geneva, October 2007.

## **FOREST CERTIFICATION AND PUBLIC PROCUREMENT**

- Policy forum on public procurement policies, Geneva, October 2006.

## **FIRE MANAGEMENT**

- The guidelines were finalized and presented at an international conference in Seville, Spain, last month.

## **CLIMATE CHANGE**

- Continued support to the United Nations Framework Convention on Climate Change (UNFCCC);
- Training workshops on climate change;
- Hosting and technically supporting UNFCCC workshop on reducing emissions from deforestation, August 2006;
- Lead and collaborating authorship in Intergovernmental Panel on Climate Change (IPCC) Fourth Assessment Report;
- Other activities.

## **FOREST SECTOR OUTLOOK STUDIES**

- Study for West and Central Asia published;
- Study on Asia/Pacific restarted (see agenda Item 4).

## **PUBLICATIONS**

- State of the World's Forests;
- Forest Products Yearbook & Trends;
- Many technical publications.

## **FAO ALSO CONTINUED TO HOST THE FOLLOWING SECRETARIATS:**

- Collaborative Partnership on Forests;
- National Forest Programme Facility;
- Mountain Secretariat;
- Poplar Commission.

## **Item 4. Asia-Pacific forestry sector outlook study II: issues of interest to the forest and paper industry**

Presented by Mr Patrick Durst, Senior Forestry Officer, FAO Regional Office for Asia and the Pacific, Bangkok, Thailand.

### **THE RATIONALE: UNDERSTANDING CHANGE**

The Asia-Pacific forestry sector is undergoing unprecedented change, as economies grow rapidly and demands on forests to provide a broad range of goods and services accelerate. The impacts of escalating demands are being felt within and outside the region, undermining long-term sustainability. A better understanding of what is likely to happen in the context of larger societal changes is imperative to identify the options available. The future is arriving more quickly than ever, and the decisions and compromises that are made during the next decade will determine the course of forestry in the coming century.

FAO has undertaken a series of global and regional outlook studies in response to requests from its Committee on Forests and Regional Forestry Commissions. The first in this series was the Asia-Pacific Forestry Sector Outlook Study (APFSOS), completed in 1998. Since then, the Asia and Pacific region has undergone unprecedented change and the pace of change is accelerating. Effective planning and decision-making will be crucially dependent on sound understanding of how the sector is likely to develop in the next two decades. In this context, the Twenty-first Session of the Asia-Pacific Forestry Commission (APFC) held at Dehradun, India, in April 2006 recommended revisiting this outlook study to assess the likely changes to the year 2020, focusing on policy options and implications.

## APFSOS II OBJECTIVES

The key question addressed by the study will be *how to put the sector on a path that is relevant and appropriate to emerging needs?* As social, economic and technological changes accelerate, forests and forestry will confront a complex array of opportunities and challenges – some familiar, while others will be very different from what are currently faced. APFSOS II aims to summarize this broad picture of change, enabling more informed decision-making at various levels. The specific objectives of APFSOS II are to:

- identify emerging socio-economic changes impacting on forests and forestry;
- analyse probable scenarios for developments in the forestry sector to the year 2020;
- outline priorities and strategies to address emerging opportunities and challenges.

## KEY OUTPUTS

The main outputs from APFSOS II will be:

- country outlook papers and thematic studies on selected topics of broad interest;
- sub-regional reports that capture commonalities and challenges faced among neighbouring groups and clusters of countries;
- an overarching regional report outlining the scenarios of forestry development in Asia and the Pacific region that elaborates options, priorities and strategies;
- policy briefs indicating priorities and strategies.

The processes designed to conduct the study will also enhance capacity in strategic planning in the sector and help to enable development of a collective vision of shaping the future of forests and forestry.

## THE PROCESS AND PARTNERS

The outlook study is being implemented through a highly participative approach involving all the countries of the region and other stakeholders, including bilateral and multilateral development agencies, international organizations, civil society organizations, industry, and academic and research institutions. A number of organizations including the Asian Development Bank (ADB), Department for International Development United Kingdom (UK DFID), International Tropical Timber Organization (ITTO), Secretariat for the Pacific Community (SPC), Asia-Pacific Association of Forest Research Institutions (APAFRI), and the Government of Norway–FAO Partnership Programme have already committed support to the study.

The 31 participating APFC member countries have nominated a national focal point (in their government forestry agency) which is coordinating the preparation of a country outlook paper. In addition, a number of thematic studies addressing cross-cutting topical issues will be undertaken. National and regional workshops are being organized to facilitate exchange of information and to develop coherent scenarios relating to forestry development. The country outlook papers, thematic studies, discussions during the national, sub-regional and regional meetings and information from the wealth of current literature will form the basis for preparing the draft sub-regional and regional reports. An expert advisory committee has been established to provide guidance and technical oversight.

## OPPORTUNITIES FOR PRIVATE SECTOR PARTICIPATION AND COLLABORATION

FAO and its collaborative partners welcome and strongly encourage private sector participation in all levels of the outlook study process. In seeking private sector participation, a variety of opportunities have been created:

1. At national level: Each participating country has been asked to implement highly consultative processes to develop their country papers. Where FAO (and partner) funding has been provided to prepare country papers, the funding is contingent on holding broad-based, stakeholder consultations to

garner perspectives, ideas and information that contribute to development of how forestry scenarios will unfold in each country.

2. At a regional level: Private sector participation is welcomed and encouraged at the forthcoming conference entitled *The future of forests in Asia and the Pacific: outlook for 2020*. The conference has been widely publicized including a call for papers. Private sector speakers have also been targeted for specific invitations. Private sector representation is also invited and welcomed at sessions of the Asia-Pacific Forestry Commission (APFC), where outcomes will be discussed.

3. In terms of specific private sector focus: Conjointly with APFSOS II, the FAO Regional Office for Asia and the Pacific is implementing a policy study in collaboration with the New Zealand Forest Owners Association on removing unnecessary constraints to private sector investment in forestry in Asia and the Pacific region. The results of this study will be synthesized into the regional and subregional reports of APFSOS II. It is anticipated that the private sector will be widely consulted or, in some countries, implement these case studies itself.

#### **Policy study on removing unnecessary constraints to private sector investment in forestry in Asia and the Pacific region**

This topic lends itself to the comparative, multicountry policy study approach used that has previously been successful in completing studies on logging bans, plantation incentives, institutional restructuring and forest tenure. It is proposed to commission 8–10 national case studies looking at the broad range of policies, issues and factors that are impeding private sector investment in forestry (including natural forest management, plantation establishment and processing facilities) in each country, and to analyse these to identify commonalities, differences, and lessons that might be learned by governments hoping to encourage responsible investment in forestry.

4. Other collaboration: A range of specific APFSOS II activities are also being conducted in collaboration with the private sector, or with private sector participation including: preparation of specific thematic studies; private sector representation on the APFSOS II expert advisory committee; and, in a number of countries, through private consultants assisting in drafting APFSOS country studies and facilitating consultations.

### **TIME FRAME FOR APFSOS II**

The study commenced in October 2006 and is expected to be completed by December 2008. Preliminary findings will be presented and discussed during the Twenty-second Session of the Asia-Pacific Forestry Commission, planned to be held in Hanoi, Viet Nam, in April 2008.

## **Item 5. Global wood and wood products flow trends and perspectives**

Presented by Mr Ivan Tomaseli, General-Director of STCP Engenharia de Projetos, Brazil.

### **SUMMARY**

Globalization and economic growth are corroborating to increase international trade of wood and wood products and the flow of capitals into new investments in the forestry sector of emerging economies. Over the last 20 years international trade of forest products (including pulp and paper, solid wood products and secondary processed wood products [SPWP]) increased from US\$60 billion to US\$257 billion, an average annual growth of 6.6 percent, with wood panels and especially SPWP, growing above the average.

Wood supply from plantations is already quite important. In Latin America and Caribbean region the pulp and the reconstituted panel is almost entirely supplied with plantation wood. Eucalyptus is the most planted species and largely used for pulp production. At the moment, eucalyptus wood pulp represents around 50 percent of all short fibre pulp traded in the international market, and this share is expected to increase to 60 percent within the next few years.

In the future, most of the wood supply will come from plantations. Forest plantations in the tropics are expanding rapidly and if current trend is maintained the annual potential sustainable production capacity of plantations will reach in the year 2020 around 1.8 billion cubic meters per year, with more than 80 percent of this potential located in the tropics and other countries located in the southern hemisphere. This volume would be in principle sufficient to supply most of global wood demand of the industry.

During the last decades, production and trade of wood and wood products have been mostly in the hands of European and North American countries, but this is changing. In the last 15 years China has increased its share in the international trade of wood products from 1.5 to 7.2 percent mainly because of exports of SPWP. In wooden furniture, China displaced Italy, a long-time leader in furniture exports. China together with Brazil and Russia are expected to continue to gain market share and most probably will be among the major players in the international market by the year 2020.

Under a conservative scenario wood and wood products trade in the international market will reach around US\$450 billion by the year 2020. This means that countries and companies willing to maintain their market share in the international market will need to double exports in the next 10–15 years. In 2020 a large portion (40 percent or more) of the international trade is expected to be SPWP.

The general trends and perspectives identified point out that a successful strategy to gain market will need to consider investments in fast growing plantations and value added products, with a focus in the international market. Winners will be those operating in regions where wood can be produced at a lower cost and efficient logistics are available.

## **INTRODUCTION**

Globalization and the economic growth of the recent years have contributed to increase global trade and flow of capitals around the world, and this has been important in the development of several countries. In the forestry sector the increase in the international trade and in investments, together with the environment concerns and other factors, were important in the development of new emerging players.

With the economy growing faster, more investments (domestic and foreign) are flowing into the forestry sector of emerging economies. Traditional players of the forestry sector have identified that moving into other regions opens new market opportunities, if this can be combined with the production of wood at a lower cost and gains in competitiveness. This helps producers to maintain their market share in traditional markets and contributes to diversity wood supply sources. On the other hand, as global players are involved, it is changing the wood and wood products flows.

This paper was prepared based on a FAO request, to be presented and discussed at the Advisory Committee on Paper and Wood Products (ACPWP meeting to be held in Shanghai on 6 June 2007). The paper analyses some relevant trends in the international wood and wood products trade, and is expected to help in the identification of medium-long term perspectives. To support the identification of perspectives, it also analyses changes on forest resources and industry supply, and the impact of emerging new players in the global wood products market.

It is expected that the information presented and the perspectives identified will contribute to the discussions of the ACPWP meeting, and also in the efforts of policy makers and of the private sector in developing their strategy and long term programmes.

## INTERNATIONAL TRADE

As a result of globalization, improvements in logistics and other factors international trade is growing for practically all products. In the early 1980s total international trade was around US\$2 trillions and in 2005 it surpassed US\$10 trillions. International trade is accelerating, and when the last ten years is considered, the average growth rate reached more than 8 percent per year.

Forest products play an important role in the international trade. When considering together, pulp and paper, wood products (logs, wood chips, sawnwood and wood panels) and SPWP international trade reaches US\$257 (FAO, 2006; ITTO, 2006). Taking this value into consideration, forest products as a group is placed in the eighth position after fuels, transport equipment, office and telecom equipment, chemicals, iron and steel, and clothing.

The total value of forest products (wood products) traded in the international market increased from around US\$60 billion to US\$257 billion, an average annual growth rate of 6.6 percent. The fast growth was mostly a result of the developments in the international trade of SPWP (an average increase above 8 percent per year), particularly wooden furniture. In spite of the high growth rate, forest products' share in the total international trade declined over the years. In 1983 forest products contributed with 3.3 percent and is now around 2.5 percent.

Notwithstanding the relatively small size of the productive forest plantations area, supply of industrial wood is now largely dependent on this timber source. Most of the wood pulp (over 95 percent), and also of the reconstituted wood panels (over 85 percent) currently produced in the tropics is based on plantation timber. The share of plantation in the supply of the tropical plywood and sawnwood industry is still small (under 30 percent), but is growing fast.

Within the tropics the share of plantation timber used by the industry varies. The Latin America and Caribbean forest products industry is largely concentrated in plantation timber, mainly because of developments in Brazil. In this region practically all pulp production is based on plantation timber, and also at least 97 percent of the reconstituted wood panels; 70 percent of the plywood and 30 percent of the sawnwood are also based in this wood source. On the other side, Africa forest products industry is still largely dependent on wood supply from natural forests, especially the plywood industry (100 percent) and the sawnwood industry (85 percent).

## WOOD AND WOOD PRODUCTS TRENDS

In this paper the analysis of wood and wood products trends is based on two basic aspects: wood consumption and international trade of wood products. It is recognized that there are several other relevant aspects that need to be analysed. In any case for the purpose of this paper, it was considered that these two aspects provide sufficient elements for identification and discussions of the main perspectives. Global wood consumption is increasing but at a relatively low pace. In the last 20 years the average global consumption of wood increased on average only 0.3 percent per year, and the estimated annual wood consumption is now around 3.5 billion cubic metres (FAO, 2006). Out of this total volume approximately 50 percent is classified as industrial logs.

The total volume of industrial wood consumed in 2005 achieved around 1.55 billion cubic metres, being around 530 billion cubic metres of pulp logs (34 percent) and around 1.020 billion of sawlogs and veneer logs (66 percent). Over the last 20 years, pulpwood logs consumption increased on average of 1.7 percent per year while sawlogs and veneer logs increased only 0.6 percent per year.

In fact, the increase in industrial roundwood is below projections made in the past. A FAO study (Whiteman, Brown and Bull, 1999) estimated that the global consumption of industrial roundwood would achieve around 1.9 billion by the year 2010. This most likely will not happen.

As stated above, international trade of wood and wood products is growing at an average rate of 6.6 percent per year. The growth rate is not even among the the different products. When analysing value

traded in the international market, the rapidly growing products are wood panels (6.9 percent per year) and SPWP (8.7 percent per year). Logs and wood chips and wood pulp are growing well below the average (2.0 percent). When the analysis is made based on value terms, price fluctuations of individual products affect the analysis, and conclusions can change substantially when volumes are taken into consideration. This is particularly the case of wood pulp, a product that faced a significant price fluctuation over the period. When volumes of wood pulp traded in the international market is considered, market increased on average 3.6 percent per year over the period (against 2 percent in value).

This paper does analyse in detail each individual group of products, but within the groups significant variations can take place when a specific product is considered. For instance, plywood has lost market shares to reconstituted wood panels, and in the wood pulp group some types of short fibre gained more importance.

Eucalyptus pulp shows a growing share in the international trade. Early last decade eucalyptus wood pulp had a share of around 30 percent and is now around 50 percent. Producers are projecting, based on the on going and announced investments that eucalyptus wood pulp will have around 60 percent of the total international short fibre pulp market by the year 2012 (Bracelpa, 2007).

## **EMERGING AND TRADITIONAL GLOBAL PLAYERS**

During the last decades production and trade of wood forest products have been mostly in the hands of European and North American countries. Countries such as Canada, United States, Finland, Germany and Japan have been large producers and important players in the international market.

In spite of the fact that the traditional players are still important; some new emerging players have gained importance in the international market. Table 3 presents information on total exports of wood products of some selected countries (emerging and traditional players) and also their share in the international market considering the last 15 years (1990 to 2005).

As can be observed from the data presented, the countries listed as emerging have together increased their share in the international trade of wood products from around 11 to 21 percent in the last 15 years. Among the emerging global player countries listed, the most relevant is China that has increased its share in the international market from around 1.5 percent in 1990 to 7.2 percent in 2005. The country is now exporting over US\$18 billion, mostly represented by SPWP (over 70 percent). As stated above, for example, regarding wooden furniture, China has displaced Italy, a long-time world leader in furniture exports.

Brazil and Russia did not have the same performance as China, but were able to increase quite substantially their share in the international market of wood products over the last 15 years. In the case of Brazil, exports are more evenly distributed among the products (pulp and paper, solid wood primary products and SPWP), while Russia exports is largely concentrated in logs, sawnwood and wood panels.

All other emerging countries have increased their share in the international market. For some emerging countries, such as Viet Nam, exports of wood products are still relatively small, but the gains in the international market share have been important. Viet Nam, particularly in the last five years, has expanded exports of wood products mostly based on SPWP. In 2005, Viet Nam exported five times more than in 2000.

On the other hand, traditional players have lost shares in the international market of wood products. Canada and Finland are just examples. In 1990 these two countries together had around 23 percent of the total international trade and now have a participation of approximately 18 percent.



## PERSPECTIVES

In a conservative scenario, wood and wood products trade in the international market will reach over US\$450 billion in 2020, but most probably will be even higher. This basically means that countries willing to maintain their market share will need to be prepared to almost double their exports in the next 10–15 years.

Products share in the international trade will change over the following years. Pulp and paper now represent 42 percent of all exports, but considering the recent trends the share of SPWP will increase, and most probably will represent over 40 percent of the total wood-based products exports by the year 2020. In the future most of the wood supply to the industry will come from plantations. Taking into consideration the recent trends in forest plantation areas (ITTO, 2006a), it is expected that total planted area will reach around 450 million hectares by the year 2020, with most of the area expansion in tropical countries and other countries of the southern hemisphere.

Not all plantations will be for timber production, but considering that only 50 percent will be productive industrial plantations, the area expansion, together with gains in productivity, will permit a potential sustainable production capacity of around 1.8 billion cubic metres of wood per year. This means that in 2020 wood plantations could, in principle, cover the global demand for industrial wood.

Eucalyptus is currently the main tree planted species in the tropics and is also among the most productive. The importance of the species for the pulp industry, its potential for the solid wood industry and also the possibilities of further increase in the productivity of plantations, indicates that eucalyptus will be the first selection for several investors. By the year 2020 most probably eucalyptus pulp will have over 60 percent of the international trade of short fibre pulp. Also, eucalyptus logs from plantations will have a larger share in the sawnwood and plywood industry, and will take market shares of tropical timber from natural forests.

By the year 2020 emerging countries will have taken over a substantial share of the international trade of wood products. In principle Brazil, China and Russia are expected to be among the world leaders. Other countries that will have their relative importance substantially increased are India and Viet Nam.

There are not many new frontiers for large-scale forestry developments. Most probably over the next 10 to 15 years investors will look for forest development in new countries, and this will be an opportunity for some African countries.

Other important changes will be driven by increasing energy costs. Wood demand for energy is expected to grow rapidly over the following years, and this is expected to have some effect, especially on the wood pulp and reconstituted wood panel industry, as the competition in wood supply will increase and thereby affect log prices and the profitability of these industries. On the other hand, energy is also an opportunity for the forest industry, which is expected in the future to increase its contribution to energy generation based on biomass. There are still other changes expected within the next 10 to 15 years. Aspects such as forest certification and social responsibility will gain more importance, and investments to achieve the increasing standards will require cultural changes and new investments. In emerging countries this will be, to some extent, facilitated by an ongoing process of consolidation and investments by new national and international players.

## CONCLUSIONS

All indications are that production of wood products will continue to grow over the next 10 to 15 years at around 1 percent per year, but international trade of wood products is expected to grow much faster and will most probably double in the next 10 to 15 years.

Emerging countries are gaining shares in the international market, and this trend is expected to continue over the next years. Brazil, China and Russia are expected to have their share substantially increased and will probably be among the most important players in the international market by the year 2020.

Pulp and paper are the main product traded in the international market at the moment, but SPWP (wood furniture and other value-added wood products) are growing faster. By the year 2020 the participation of SPWP in the international market will be most probably greater (in value terms) than pulp and paper.

A successful strategy to gain market share in the international market – or even to maintain the current market share – will be most probably associated with investments in fast growing plantations, value-added products and international market development. This applies not only to countries but also can be considered in the definition of strategies at company level.

Winners of the future will be located in countries that have appropriate conditions to produce timber at low costs, and this is largely associated with investments in highly productive plantations and good logistics to reach main markets.

Investments come from the private sector, but considering the perspectives discussed in this paper, governments will have an important role in investment attraction. Investments will flow to those countries that will be able to create a good investment climate for the forest industry.

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