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# Spanish wood market

— Ismael Ramis Morán —

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# Ismael Ramis

- **Production manager in Quercus Group**
  - Packaging sawmill (1 year)
- **Forest Certification Manager at Infoyma**
  - Plywood Company (1 year)



# Spanish Wood Market

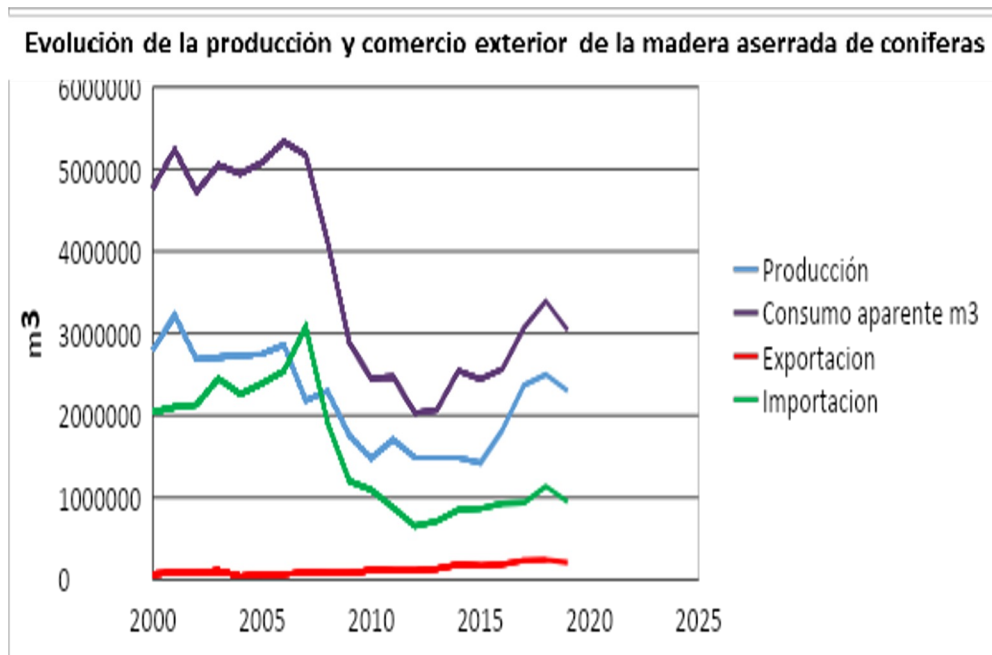
- Spain: 2nd in EU in Forest surface (27 M has)
- Market turnover: 20.000 M € (1,6% GDP)
- Annual loggings: 33% of annual growth

# Spanish Wood Market

- **Sawn wood**
  - Volume: 3 to 4 Mm<sup>3</sup>
  - Linked with construction (packaging sector)
- **Pulp**
  - Volume: 1,6 M tn
  - Eucalyptus Short fiber cellulose: Graph paper to export and packaging industry in Spain
- **Boards**
  - Volume: 4 M tn
  - Furniture and doors manufacturing

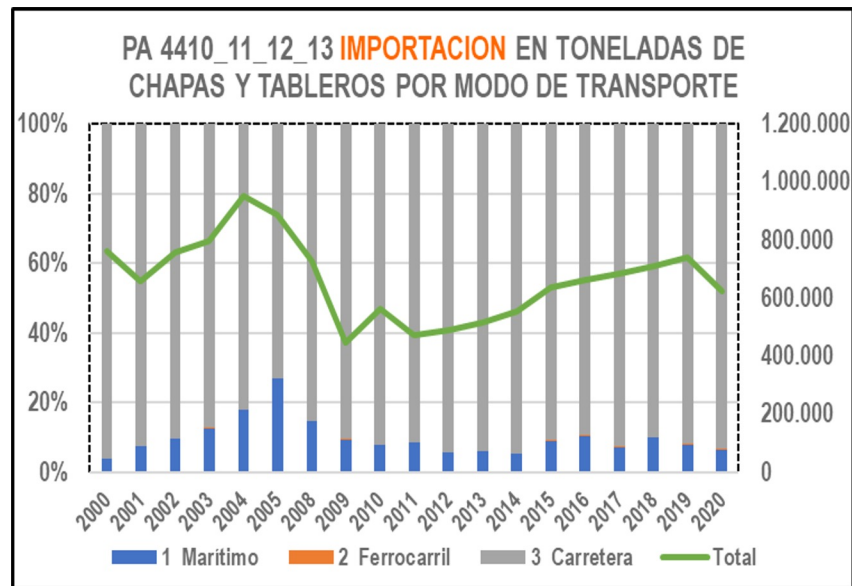
# Importations (Sawnwood)

- Volume: 1,13M m<sup>3</sup>.
- Vth and VIth of Redwood and spruce from Sweden, Finland, Central Europe and Russia.
- Oak from Germany



# Importations

- **Pulp importation**
  - **Volume: 900.000 Tn**
- **Board importations**
  - **Volume 600.000 Tn**
  - **In the last five years there has been a slight increase, still far from the early 2000 levels**
  - **Mainly Scandinavia and North America**



# Exportations

- **Low quality Sawnwood (Similar to VI - VIIth quality) to North Africa.**
  - Volume 245.000 m<sup>3</sup>.
- **Around 90% goes to the EU Graph pulp**
  - Volume 1,1 M Tn.
- **Boards exportations goes to France, Portugal and Eastern Europe**
  - Volume: 1,1 M Tn

# Future Challenges

- **The Spanish wood based products trading incoterms.**
  - C-group incoterms in its sales,
  - D-group incoterms in its purchases.
- **Forestry industry's structure.**
  - Partnership to push the supply
  - Improve the technologies and add value