

FY '99 Export Forecast for Solid Wood Products

Revised Forecast for 1999: Up \$300 Million to \$6.1 Billion

Revised FY '99 Forecast

Key Upside Developments

- Record sales to Caribbean, Central & S America;
- Strong recovery in Korea & SE Asia;
- Slide in Japan has stopped;

Key Downside Developments

- Plywood sales to EU down sharply due to greater local supplies & imports from Brazil & NZealand;
- Builder's Joinery & Window/Door frame sales down as competition increases in Asia, S America & EU;
- Softwood plywood exports down due to proliferation of substitutes worldwide.

U.S. Solid Wood Exports (\$Bil)

