



**AMERICAN  
HARDWOOD  
EXPORT  
COUNCIL**

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**American Hardwood Export Council - Southeast Asia & Greater China**

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**2018 Mid Year Review: U.S. Hardwood Exports to SEA & GRCH**  
**Grow Amid Trade Negotiation Concerns**

The exports of American hardwood to SEA & GRCH recorded gains in the first half of 2018 in spite of the ongoing trade negotiations between the U.S. and China. The value of all US hardwood products to SEA and GRCH was US\$1.33 billion through June, up 11.4% (YoY). The SEA & GRCH markets accounted for 62% of all global exports. Greater China market increased at 12.7% (YoY) to nearly US\$1.16 billion. Export value of hardwood lumber and logs to Greater China increased at 10.5% to US\$812.7 million (YoY) and 18.5% to US\$337.5 million (YoY) respectively. However, ongoing trade negotiations and proposed tariff rates on US hardwood products paint a bleak picture for the second half of the year.

Fueled by some regions' promising performance, the overall SEA market grew at 3.7% (YoY) to over US\$172.5 million. The export value of hardwood lumber to SEA up 2.9% to US\$131 million and logs up 11.4% (YoY) to \$29.6 million. Vietnam increased 10.9% (YoY) to US\$133 million and accounted for 77% of the SEA market. Indonesia and Philippines grew at 1.5% and 43.3% respectively to US\$17.9 million and US\$1.5 million respectively. The rest of SEA markets shrank on year-on-year comparison, Malaysia decreased 26.2%, Thailand down 30.4%; Singapore down 21.7%.

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