

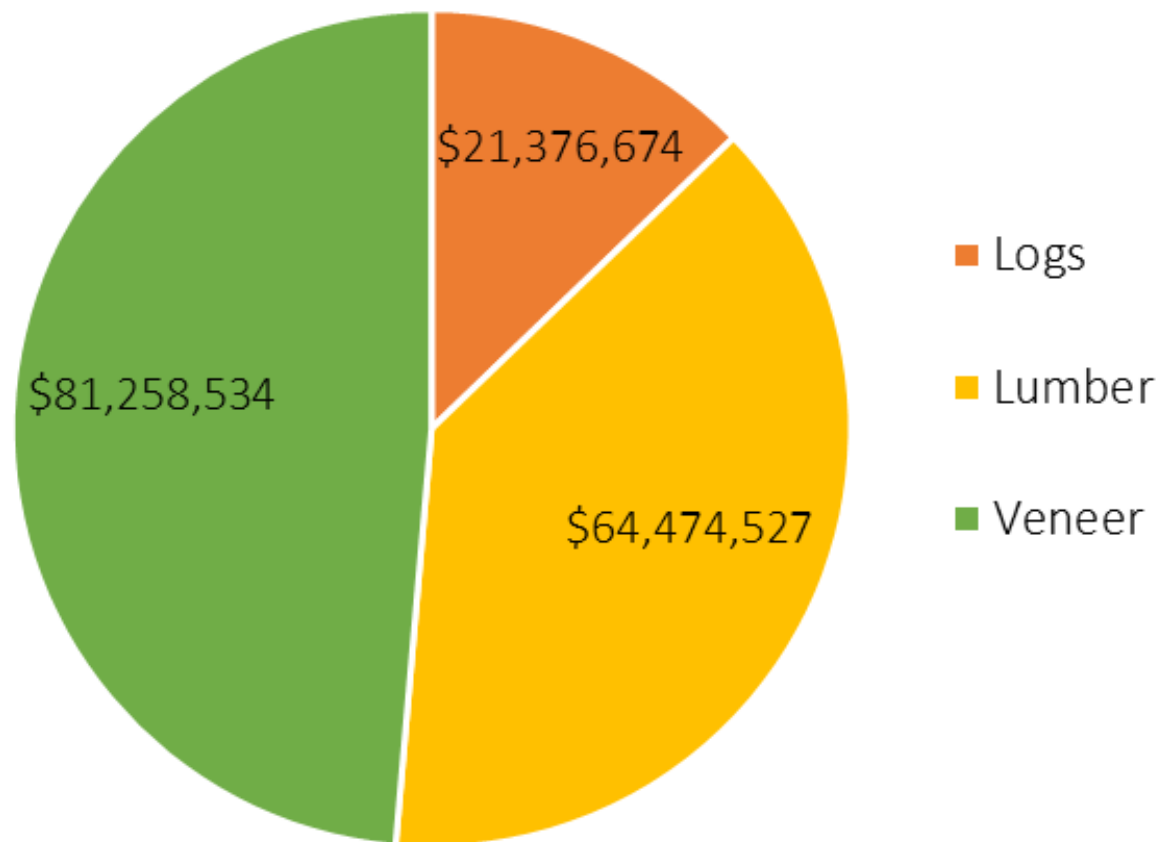


2022 Indiana Hardwood Export Statistics Update

*ISDA – Hardwoods Program
March 2023*

Indiana Hardwood 2022 World Exports by Commodity

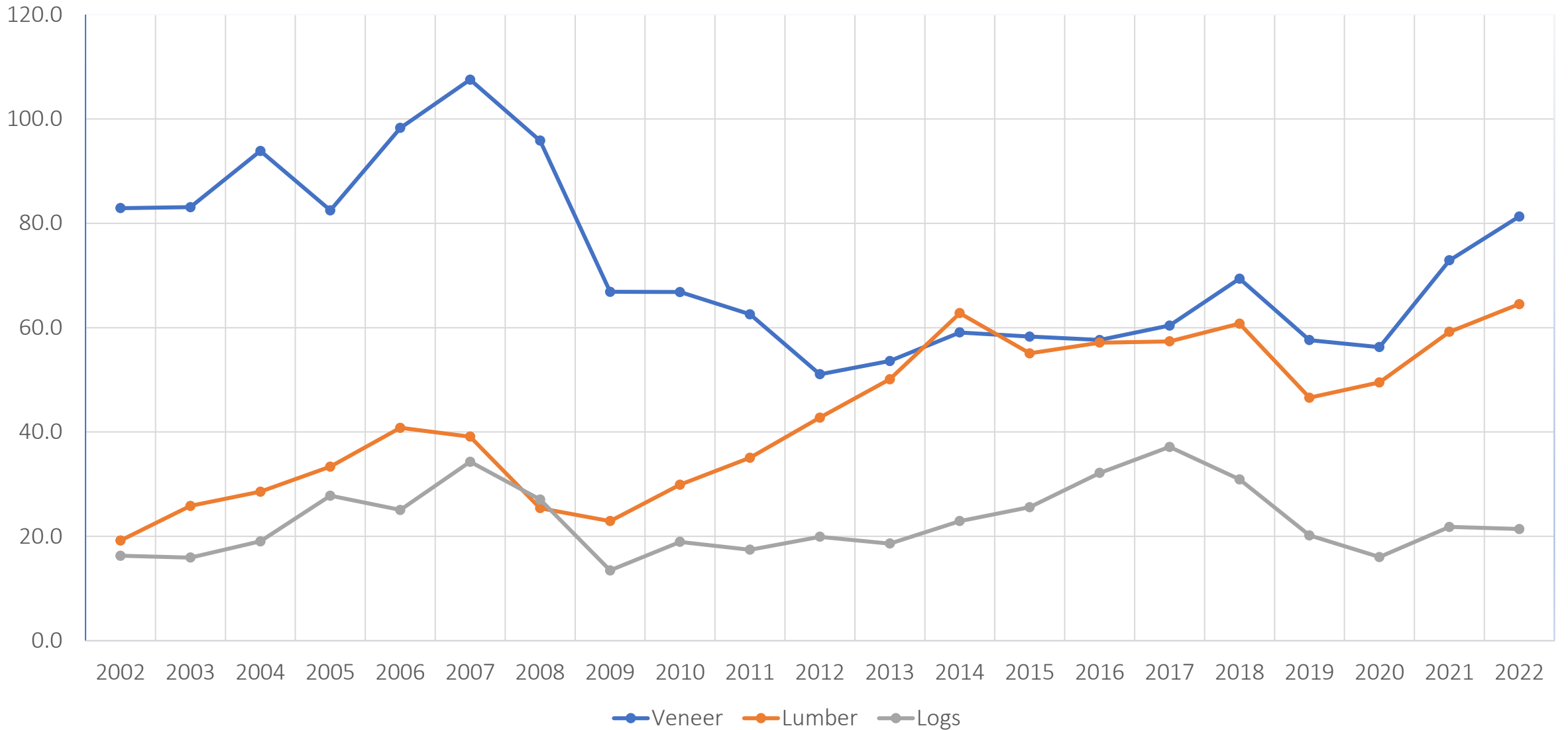
Sales - \$167,109,735



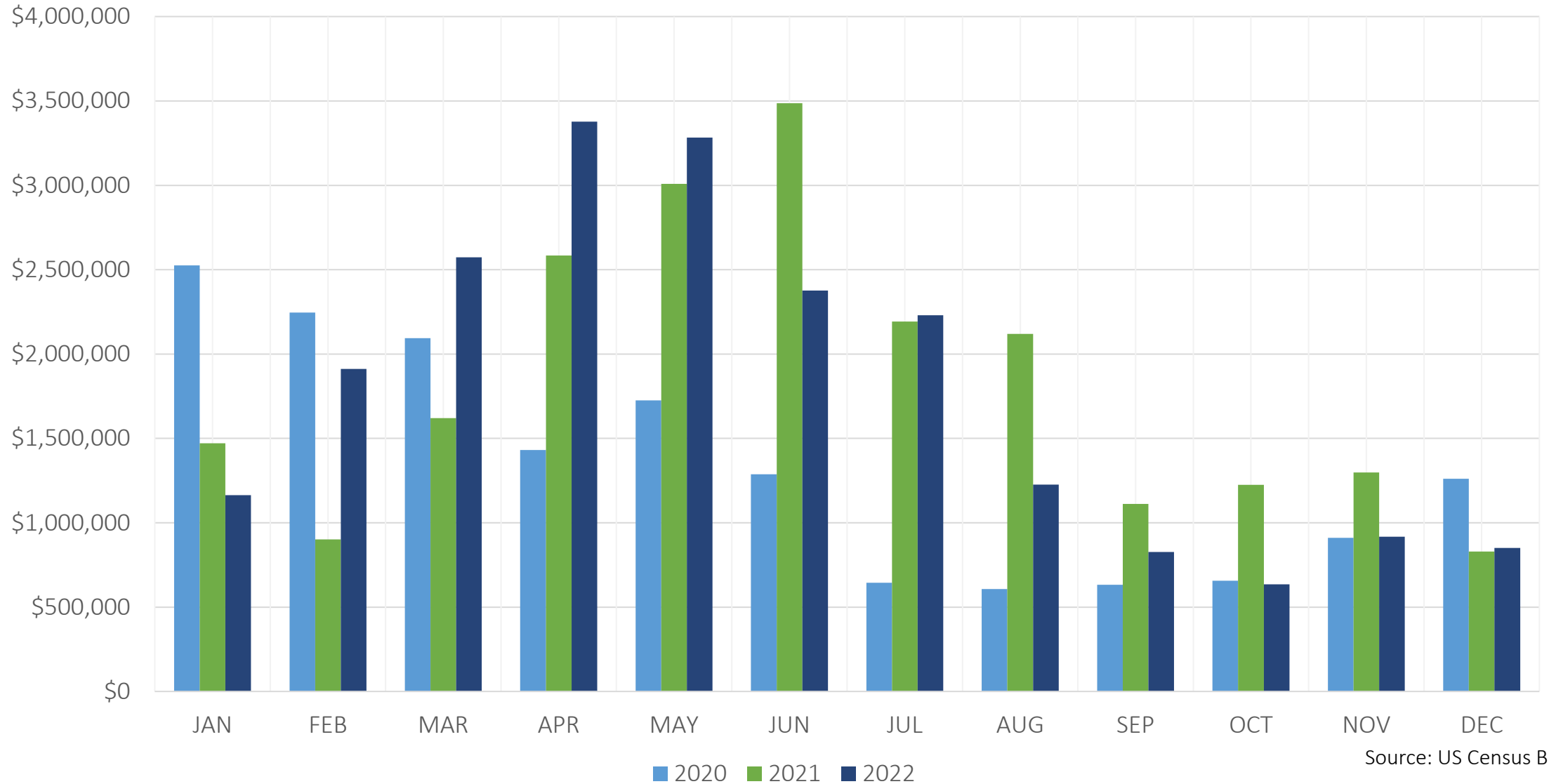
Source: US Census Bureau



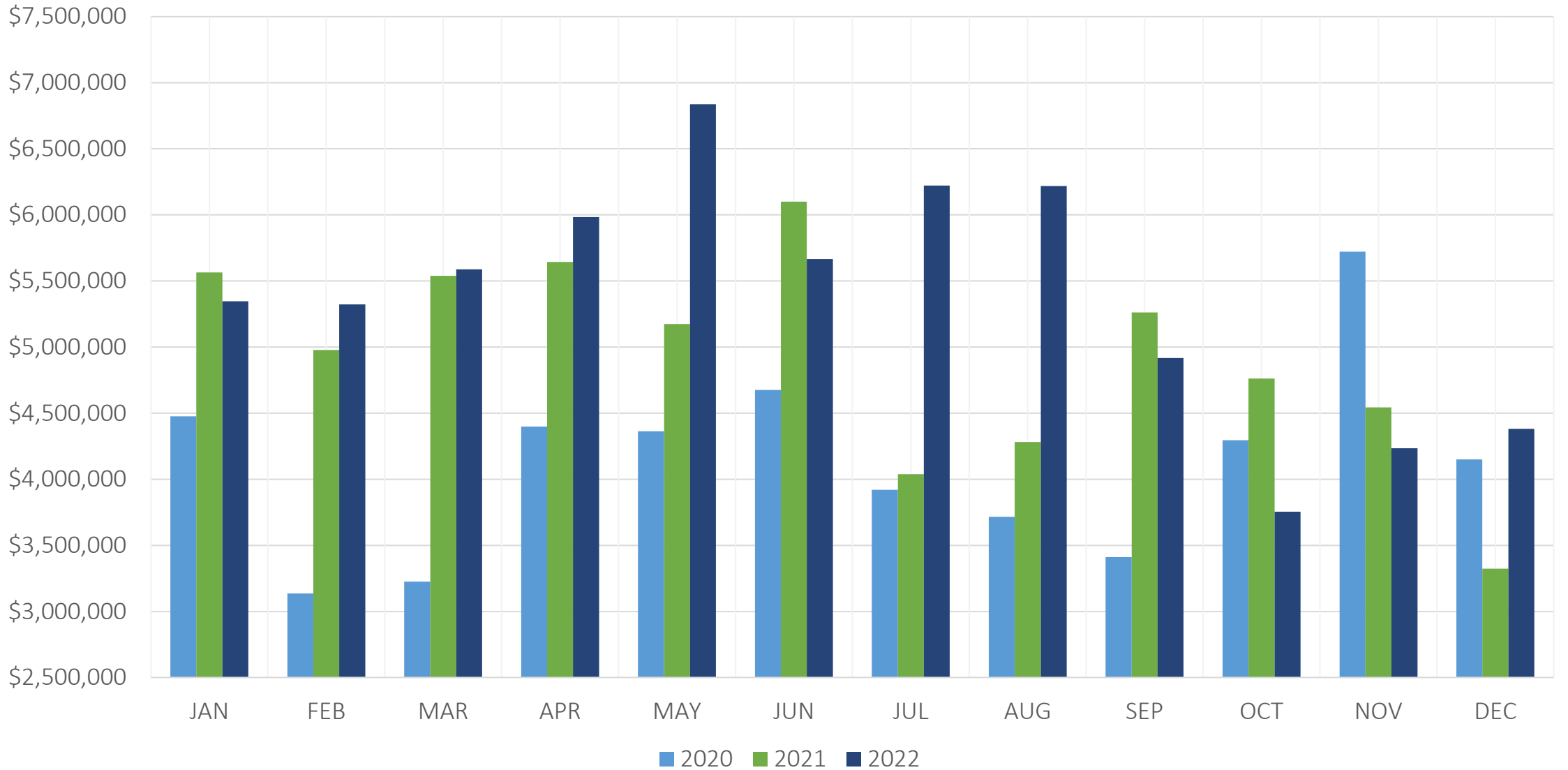
Indiana Hardwood Exports - USD Millions



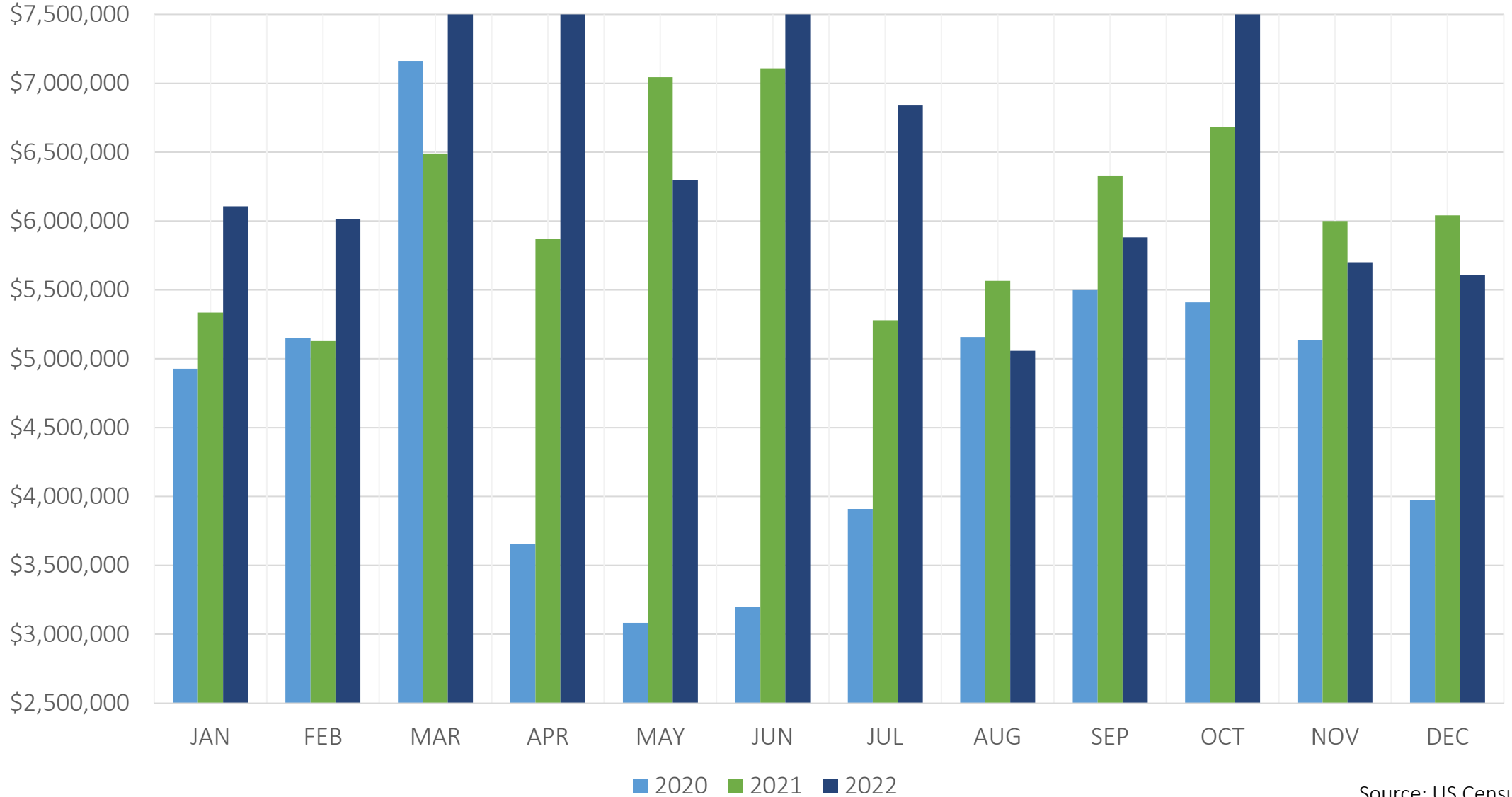
Indiana World Log Exports (USD)



Indiana World Lumber Exports (USD)



Indiana World Veneer Exports (USD)



Indiana's Top 10 Global Markets by Hardwood Commodity, by 2022 USD Sales

	Veneer
World Total	\$81,258,534
1 Canada	34,980,885
2 Spain	6,401,937
3 Portugal	5,100,192
4 Germany	3,652,042
5 Austria	3,205,354
6 United Arab Emirates	2,179,509
7 Mexico	2,091,901
8 South Africa	2,016,783
9 Australia	1,991,407
10 Indonesia	1,795,371

	Lumber
World total	\$64,474,527
1 China	23,179,188
2 Canada	17,125,189
3 Japan	8,756,520
4 Vietnam	5,611,025
5 Mexico	2,011,897
6 Spain	1,738,050
7 United Kingdom	755,762
8 India	649,329
9 Turkey	583,500
10 Belgium	447,186

	Logs
World Total	\$21,376,674
1 China	14,999,011
2 Vietnam	1,693,688
3 Japan	1,148,623
4 India	1,067,634
5 Pakistan	643,614
6 Italy	448,934
7 Taiwan	384,956
8 Turkey	175,827
9 Mexico	171,372
10 Indonesia	162,744

2022 Rankings- Top 15 export markets for Indiana logs

	2015	2016	2017	2018	2019	2020	2021	2022
World Total	\$25,582,120	\$32,158,310	\$37,355,618	\$30,914,346	\$20,166,328	\$16,024,230	\$21,849,433	\$21,376,674
1 China	15,014,522	21,850,169	25,413,877	18,540,502	8,734,875	9,966,465	16,510,877	14,999,011
2 Vietnam	1,682,531	2,282,769	2,472,637	2,097,169	3,755,335	2,281,550	1,865,788	1,693,688
3 Japan	1,175,936	1,039,441	1,100,108	1,230,644	914,964	842,436	236,720	1,148,623
4 India	740,115	526,045	769,127	843,841	739,222	548,458	378,422	1,067,634
5 Pakistan	264,000	266,900	662,450	447,931	586,842	324,098	500,050	643,614
6 Italy	592,789	539,708	387,356	245,331	320,647	344,271	603,013	448,934
7 Taiwan	1,091,157	1,093,096	1,293,331	1,368,957	1,231,077	743,946	303,014	384,956
8 Turkey	420,000	137,406	369,768	786,345	669,218	480,132	194,971	175,827
9 Mexico							73,710	171,372
10 Indonesia	69,996	199,538	128,700	24,986	94,749		112,840	162,744
11 Canada	9,778	42,897	8,028	34,682		18,165	28,152	102,695
12 Germany	1,336,328	1,300,205	415,042	294,293	908,744	75,321	82,260	87,789
13 Cambodia				353,217	248,792		186,715	70,000
14 Portugal	436,342	334,381	415,089	54,852	62,285	34,803		55,922
15 Korea, South	762,800	747,848	867,340	708,592	856,899	215,446	154,698	42,822

2021 Rankings- Top 15 export markets for Indiana lumber

	2015	2016	2017	2018	2019	2020	2021	2022
World total	\$55,061,923	\$57,130,909	\$57,379,740	\$60,774,749	\$46,577,332	\$49,511,917	\$59,215,719	\$64,474,527
1 China	16,178,568	18,508,123	25,484,595	29,577,527	17,908,101	22,018,794	19,885,290	23,179,188
2 Canada	6,962,064	7,872,397	10,826,349	10,340,058	7,042,013	9,447,930	14,184,052	17,125,189
3 Japan	13,730,621	12,976,440	8,567,844	8,440,005	7,612,137	4,811,047	8,473,628	8,756,520
4 Vietnam	1,152,002	3,182,507	4,044,399	4,666,232	4,437,029	4,424,735	6,473,647	5,611,025
5 Mexico	8,728,129	8,377,639	752,957	1,236,342	511,918	3,061,311	1,232,855	2,011,897
6 Spain	1,989,261	1,006,037	1,108,291	827,960	717,551	346,310	1,661,979	1,738,050
7 United Kingdom	811,758	836,563	1,255,128	1,627,180	1,946,221	1,138,850	820,350	755,762
8 India	51,261	30,000	19,000	88,657	107,556	241,427	886,431	649,329
9 Turkey	1,058,856	640,359	1,407,057	594,020	1,346,394	141,214	498,142	583,500
10 Belgium	19,389	115,937			63,562	66,956	114,144	447,186
11 Italy	927,612	737,411	335,048	257,331	425,569	404,329	283,485	419,553
12 Germany	718,778	484,333	631,257	401,508	416,892	119,925	362,883	346,368
13 United Arab Emirates		26,174		354,878	52,500	25,050	371,083	297,671
14 Guatemala	302,015	88,346	133,671	120,593	148,013	201,212	258,679	292,813
15 Indonesia	68,424	133,067	211,654	311,525	100,713	164,045	187,619	289,817

Source: US Census Bureau

2022 Rankings- Top 15 export markets for Indiana veneer

	2015	2016	2017	2018	2019	2020	2021	2022
World Total	\$58,275,422	\$57,634,305	\$60,395,775	\$69,390,837	\$57,623,300	\$56,505,356	\$72,879,610	\$81,258,534
1 Canada	17,842,402	15,788,962	19,988,686	24,483,349	22,992,994	21,144,769	29,838,882	34,980,885
2 Spain	4,465,053	6,547,639	6,892,941	5,933,822	4,678,112	7,774,826	6,756,936	6,401,937
3 Portugal	2,265,506	2,568,448	3,380,513	3,999,025	2,239,879	2,551,225	3,799,889	5,100,192
4 Germany	6,126,277	6,744,586	4,897,237	5,026,520	3,159,417	2,890,591	3,424,366	3,652,042
5 Austria	2,518,464	2,344,088	1,262,522	784,227	1,080,730	1,441,735	1,579,041	3,205,354
6 United Arab Emirates	624,900	800,658	406,410	2,077,503	903,678	1,443,779	1,456,156	2,179,509
7 Mexico	1,345,812	1,078,171	558,634	1,811,002	1,371,840	1,102,509	2,019,293	2,091,901
8 South Africa	2,453,495	3,068,000	1,905,452	2,534,253	2,093,493	1,678,898	1,992,017	2,016,783
9 Australia	815,865	772,019	736,318	856,321	1,029,702	791,615	1,413,092	1,991,407
10 Indonesia	584,658	529,839	714,109	1,065,670	1,162,520	758,144	2,324,917	1,795,371
11 Vietnam	321,181	633,494	974,082	1,224,824	1,621,642	2,163,706	1,741,106	1,787,529
12 Turkey	1,629,224	829,876	700,267	457,435	1,174,057	1,575,573	1,091,870	1,720,724
13 Greece		291,154	464,510	918,529	855,370	503,130	1,653,289	1,536,647
14 Italy	736,423	1,207,485	2,066,671	1,966,427	1,536,861	1,730,845	2,094,482	1,517,342
15 Malaysia	2,139,317	2,547,792	1,774,613	1,557,268	1,318,331	973,177	580,659	1,443,350

Source: US Census Bureau

INDIANA HARDWOODS – BY THE NUMBERS

High-quality hardwood forests and a business-friendly environment rank Indiana nationally:

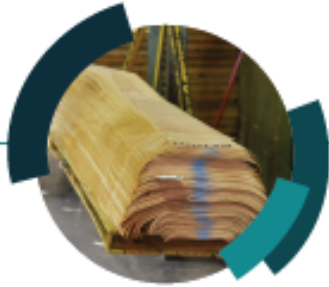
- > **1st** in the production of wood office furniture and hardwood veneer
- > **2nd** in wood kitchen cabinets, wood countertops and manufactured homes
- > **3rd** in engineered wood products
- > **4th** in pre-fabricated wood buildings
- > **5th** in upholstered household furniture

Indiana's hardwood industry has an annual economic impact of over **\$10 billion** and supports **70,000 jobs** -- 44,000 in primary and secondary manufacturing and 26,000 in ancillary sectors. In 2020, Indiana hardwood producers exported about **\$122 million** worth of logs, lumber and veneer to over **60 countries** around the world. **84%** of Indiana's **4.9 million forest acres** are privately owned. Statewide timber growth exceeds removals for harvest and natural tree mortality by **2.3 times**. Hoosier forests offer a sustainable and natural raw material for manufacturers with an environmental impact difficult to beat.



isda.in.gov/hardwoods

Grow Your Indiana Hardwoods Business!



INDUSTRY NAVIGATION

We support involvement and awareness of Indiana resources for:

- Business advising and training
- Equipment and utility needs
- Funding opportunities
- Project credits, incentives and exemptions
- Research and development
- Workforce training



ADVOCACY AND REGULATORY SUPPORT

We facilitate ease of doing business through:

- Association/committee representation
- Business retention and expansion visits
- Community engagement connections
- Domestic and international trade shows
- Hardwood "stump to product" tours
- State agency navigation



MARKET ACCESS AND DEVELOPMENT

We aid in entering markets and expanding sales by:

- Business to business connections
- Export assistance and trade leads
- Finding suppliers and end markets
- Market research and industry strategy
- Targeted business directories
- Technical support



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