

Table 7
Window Production in Selected
European Markets, 1988
(**'000s units**)

Market	Total Windows	Wood Windows Quantity	%
France	5,300	2,385	45
Germany	9,200	3,680	40
Italy	7,000	4,060	58
United Kingdom	12,700	4,826	38
Spain	6,000	960	16

Source: Le Forum européen du négoce du bois, from data of the Food and Agriculture Organization of the United Nations.

2.2 Single Market Legislation

The Single Market legislation for the EC has and will result in changes affecting standards and regulations. Standards for one country are intended to be acceptable throughout the EC. Eventually, European standards will replace national ones.

Initially, this process of standards harmonization, as it relates to forest products, will focus on fire resistance and on structural and technical products, such as roof trusses and laminates. The size of this task, the harmonization of all member states' standards, will naturally take a number of years to complete. As a result, less critical performance standards, those not having a

direct impact on product safety, may not be harmonized for a number of years.

It will also take considerable time for European standards, or those of other countries, to become readily acceptable in the marketplace. That means respecting the particular characteristics and ways of doing business in national markets will continue to be important. In the longer term, however, multi-market companies will play an increasing role, and will accelerate the changes already occurring in national distribution channels. Already, numerous significant investments have been made, particularly by French and U.K. companies, beyond traditional national borders.

2.3 Driving Forces

New home construction is not the driving force in the European market that it is in North America because of different construction techniques. However, the renovation market is important and accounts for 50% or more of sales of many value-added wood products. The market for value-added products is, however, shaped by other forces, as discussed below.

Domestic Timber Supply. Domestic timber, or timber from neighbouring countries, is increasingly relied on for construction grade lumber. France and Germany have substantial domestic supplies. The United Kingdom is also developing a substantial domestic lumber supply, which is taking over many of the lower-end segments of the market.

Table 8
Parquet Market in Selected European Countries, 1989
(**'000s m²**)

Country/Region	Production	Imports	Exports	Market	Imports/Market
Germany	7,622	4,190	2,568	9,244	45%
Belgium	75	1,756	588	1,244	141%
Spain	2,800	1,240	178	3,862	32%
France	4,210	395	1,500	3,105	13%
Italy	2,200	3,776	913	5,063	75%
Netherlands	900	2,205	560	2,545	87%

Source: Le Forum européen du négoce du bois, from data of the Food and Agriculture Organization of the United Nations.