



INTERNATIONAL
TRADE
ADMINISTRATION

Global Industry Snapshot

Sawmill and Woodworking Equipment

A Market Primer for U.S. Exporters

August 2016





Introduction

The sawmill and woodworking industry is a vibrant marketplace. From large machinery to handheld tools, woodworking equipment is used to manufacture essential everyday products with increasing levels of precision, quality, and scale. Across the United States, the industry supports over eleven thousand well-paying jobs. Many of these jobs are directly attributable to exports.

This Industry Snapshot is intended to provide U.S. manufacturers with an overview of the global trade landscape for sawmill and woodworking equipment. The U.S. International Trade Administration is the U.S. Government's export promotion agency. With U.S. and Foreign Commercial Service offices in 108 U.S. cities and over 80 global markets, the International Trade Administration is dedicated to working with U.S. companies to expand their export capacity and discover market opportunities overseas.

Industry Summary

In 2015, global trade of sawmill and woodworking equipment was valued at approximately \$44.2 billion.¹ This included global trade in the machinery segment as well as the powered and unpowered handheld tools segment. While the manufacture and sale of sawmill and woodworking equipment is a multi-billion dollar industry, it is comparatively smaller than other equipment industries, particularly construction and mining equipment, agricultural equipment, and metalworking equipment.² Nevertheless, products used for woodworking applications are ubiquitous. Woodworking equipment is essential to tens of millions of small businesses and self-employed home contractors. The industry is a critical enabler for construction, manufacturing, and more.

Despite robust global trade of \$44.2 billion in 2015, trade was down nearly \$6.8 billion from 2014. As illustrated in **Table I**, world trade of sawmill and woodworking equipment experienced marginal but positive growth between 2012 and 2014. However, the industry saw a \$6.8 billion decline in 2015, falling 13.4 percent between 2014 and 2015. This decline was not uniform among equipment segments, however. As seen in **Table III**, the machinery segment experienced the largest decline, of approximately \$4.3 billion, or 16.4 percent, while the handheld tools segment experienced a decline of approximately \$2.6 billion, or 10.3 percent (**Table V**). Virtually every top exporter market for machinery faced a double-digit percentage decrease in exports between 2014 and 2015, and nearly all top importing markets experienced negative growth in imports (**Table IV**). In the handheld tools segment, virtually every top exporter market experienced negative growth in 2015 (**Table V**), with exports from Italy, Germany and Japan declining at the highest rates.

Global Headwinds

Decreased world trade in sawmill and woodworking equipment can be attributed largely to falling commodity prices and slow economic growth in key markets. To begin, prices for softwood and hardwood lumber fell appreciably in 2015. According to Random Lengths, a respected industry benchmark for softwood lumber prices, average prices of framing lumber (softwood) dropped from a high of \$401 (per thousand board feet) in August, 2014, to \$316 by December, 2015.³ Similarly, prices for structural panels declined from a high of \$411 (per thousand board feet) in October, 2014, to \$357 in December, 2015.⁴ In hardwoods, the International Monetary Fund reports that log prices declined from \$282 (per cubic meter) in 2014 to \$246 in 2015.⁵ The downstream result of these diminished prices has been a decreased demand for equipment. As sawmill and forest product providers adjust to tighter profit margins and less discretionary income, demand for machinery and handheld tools declines, leading to price reductions. For

¹ TPIS, UN HS Merchandise Trade. 6-Digit product aggregations. Sawmill and Woodworking Equipment.

² See ITA Top Markets Reports for [Construction Equipment](#), [Agricultural Equipment](#), and [Manufacturing Technology](#).

³ Random Lengths Framing Lumber Composite Price, <http://www.randomlengths.com/In-Depth/Monthly-Composite-Prices/>

⁴ Random Lengths Structural Panel Composite Price, <http://www.randomlengths.com/In-Depth/Monthly-Composite-Prices/>

⁵ IMF Commodity Market Monthly, July 2016, pg. 3 <http://www.imf.org/external/np/res/commod/pdf/monthly/071316.pdf>



machinery in particular, diminished demand can create problems of excess capacity, further depressing prices as manufacturers struggle to move products and prevent costly surplus inventory.

On top of falling commodity prices, economic conditions in key markets have affected the woodworking industry. China's stock market crash in August 2015 has slowed output in many machinery end-use sectors, including manufacturing as well as residential construction.^{6 7} China's slow growth has created regional challenges, particularly for Japanese machinery exporters who consequently saw the sharpest worldwide decline in exports in 2015 (see **Table III**). While U.S. exports to China were relatively small in 2015, the effects of diminished Chinese demand has hampered regional demand in other Asian economies like Korea and Singapore.

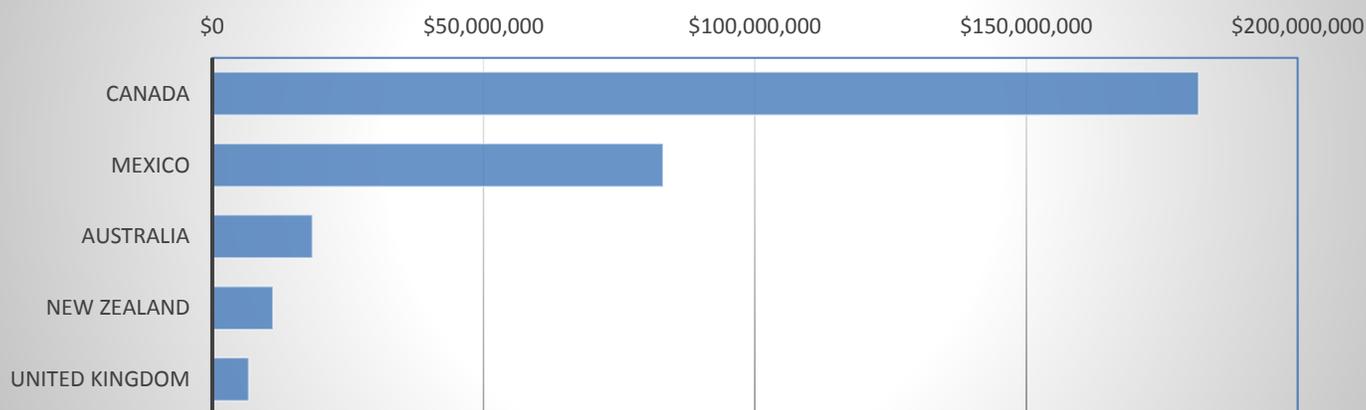
In Europe, major woodworking equipment producers Germany and Italy have struggled particularly with decreased Eurozone demand. Between 2014 and 2015, all but six of the 28 European Union markets saw declines in woodworking equipment imports from other EU markets.⁸ This is partly a result of exacerbated regional challenges with terrorism and migration, with a number of markets now restricting the free flow of goods within the Schengen Area. Despite modest gains in GDP, high debt and unemployment remain persistent challenges to many European economies that have hindered growth in the woodworking industry.

In 2015, U.S. exports of sawmill and woodworking equipment were approximately \$3.2 billion, trailing China, Germany, and Japan (**Table I**). Between 2014 and 2015, the U.S. sawmill and woodworking equipment industry experienced a \$643 million (16.9 percent) decline in exports, in correlation with a world-wide drop in international sales of sawmill and woodworking equipment. The United States share of the world market declined from 7.5 percent to 7.1 percent during this period.

U.S. Top Markets Summary

Despite global headwinds, the United States remains a top global supplier of sawmill and woodworking equipment. As seen below in **Figure I**, the United States' top five export markets in 2015 were Canada, Mexico, Australia, New Zealand, and the United Kingdom.

Figure I: Top U.S. Sawmill and Woodworking Equipment Export Markets, 2015



Source: U.S. Census Bureau Foreign Trade Division

⁶ GWMI "China accounted for 57% of worldwide furniture shipments in 2015" - <https://www.globalwoodmarketsinfo.com/chinas-accounts-for-57-of-worldwide-furniture-shipments-in-2015/>

⁷ BMI Research: Industry Forecast – Construction & Infrastructure – Q1 2016 - China

⁸ TPIS, UN HS Merchandise Trade. 6-Digit product aggregations. Sawmill and Woodworking Equipment.



Unsurprisingly, three of the top five importers of U.S. woodworking equipment- Canada, Mexico, and Australia- are all Free Trade Agreement (FTA) partners with the United States. Free Trade Agreements reduce or eliminate tariffs and reduce technical barriers to trade to facilitate international commerce and stimulate growth across industry sectors. As evidenced in 2015, NAFTA partners Canada and Mexico received 65.8 percent of U.S. woodworking equipment exports.

Along with Free Trade Agreements, four of the five top markets share a common language, allowing for greater ease of doing business. In any case, there are a number of factors to consider when considering an export strategy. ITA can provide free export counseling as well as fee-based matchmaking services to achieve export successes.

Notable Markets

Germany

Germany represents a sophisticated and highly diversified manufacturing economy. In Germany, excitement surrounding the “Industrie 4.0” initiative is driving the digitization of manufacturing through automated machinery. Over 84 percent of German machine tool manufacturers say that they would prefer to move towards digital manufacturing procedures, with 16 percent having already implemented such technology.⁹ As a result, U.S. manufacturers specializing in high value-added products like computer numerical controlled (CNC) machinery may find Germany a competitive, but rewarding destination. For more information on sawmill and woodworking equipment manufacturing in Germany, the German Woodworking Machinery Manufacturers’ Association at the German Engineering Federation (VDMA) offers general industry statistics, here: http://www.woodworking.german-pavilion.com/content/en/general_information/contacts.php?contact_id=12159

China

As seen in **Table II**, China is the world’s third largest importer of sawmill and woodworking equipment, with nearly \$3 billion of sawmill and woodworking equipment imports annually. Despite recent setbacks in the Chinese economy, China’s growing middleclass has led to increased consumption of furniture, cabinetry and other finished wood products. China’s domestic manufacturing sector continues to rely heavily on the production and sale of lower value-added products, though policies such as the “Made in China 2025” initiative have begun to modernize the Chinese manufacturing economy. This policy-driven modernization of Chinese manufacturing, coupled with U.S. exporters’ 5.2 percent share in China’s import market, offers U.S. sawmill and woodworking equipment manufacturers an opportunity for increasing exports of automated machinery.¹⁰

Mexico

As seen in **Table II**, sawmill and woodworking equipment imports in Mexico increased by more than \$250 million (17.8 percent) from 2014 to 2015, despite global industry headwinds during the same time span.¹¹ Mexico continues to show strong economic growth through liberalizing of its markets.¹² The North American Free Trade Agreement (NAFTA) among the United States, Canada, and Mexico facilitates high levels of commerce across the continent. As seen in **Table VII**, U.S. woodworking equipment exports to Mexico experienced a 55.52 percent (\$29.6 million) increase between 2014 and 2015, and a 14.3 percent compound annual growth rate over the last five years. U.S. manufacturers hold a commanding 38.5 percent import market share in Mexico.¹³ As a result Mexico remains an ideal market for U.S. woodworking equipment manufacturers.

⁹ Germany Country Commercial Guide. Foreign Commercial Service, International Trade Administration.

¹⁰ TPIS, UN HS Merchandise Trade. 6-Digit product aggregations. Sawmill and Woodworking Equipment.

¹¹ United Nations COMTRADE Database. UNHS IMPORTS.

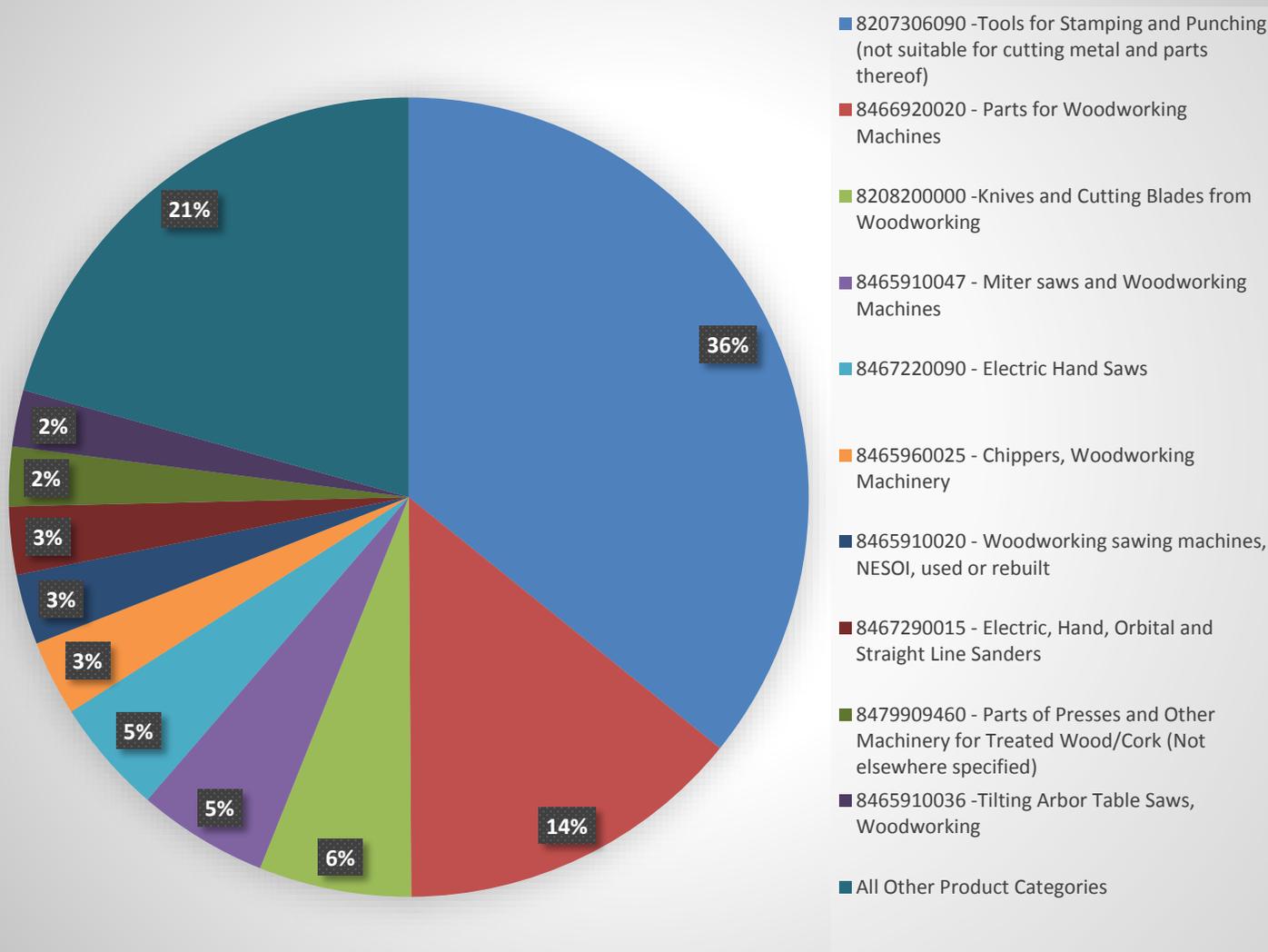
¹² Mexico Country Commercial Guide. Foreign Commercial Service, International Trade Administration.

¹³ TPIS, UN HS Merchandise Trade. 6-Digit product aggregations. Sawmill and Woodworking Equipment.

U.S. Export Trends by Product Category

Figure II below displays the top ten U.S. sawmill and woodworking products (including machinery as well as hand-held and power hand-held woodworking tools) as a percentage of U.S. exports for the sector. The top ten commodity aggregations account for approximately 79 percent of U.S. sawmill and woodworking equipment exports. **Table VIII** displays the same export products, as well as the market value, market growth (2014-2015), and a five year compound annual growth rate.

Figure II: Top Exported U.S. Sawmill and Woodworking Equipment Product Categories, 2015



Source: U.S. Census Bureau Foreign Trade Division



World Import/Export Summary

According to data assembled by the United States Census Bureau, the United States is ranked fourth in the world for exports of sawmill and woodworking equipment (including machinery, powered and unpowered handheld tools)¹⁴, accounting for 7 percent of total global exports. U.S. imports of these same products were nearly three times that of its exports in 2015; however, trade data does not take into account U.S. manufacturers' domestic sales, which are substantial. According to a study conducted by the Economics and Statistics Administration (ESA), it is generally recognized that more than half of machinery purchased in the United States is domestically produced.¹⁵

Table I: Top Woodworking Equipment Exporters 2015 (value in USD)¹⁶

Country	2012	2013	2014	2015	Growth (2014-2015)	CAGR
China	8,916,243,939	9,443,695,543	10,347,978,121	9,735,299,387	-5.92%	2.97%
Germany	8,954,831,874	9,203,523,154	9,372,536,693	7,928,281,537	-15.41%	-3.98%
Japan	5,238,683,982	4,482,911,577	4,239,059,268	3,384,856,731	-20.15%	-13.55%
United States	3,963,826,662	4,036,089,959	3,807,164,616	3,163,192,748	-16.91%	-7.25%
Italy	2,861,997,139	2,819,809,945	2,926,543,903	2,402,078,640	-17.92%	-5.67%
Korea	1,600,661,650	1,569,182,202	1,973,107,154	1,862,859,229	-5.59%	5.19%
Taiwan	1,399,025,578	1,491,154,136	1,579,877,284	1,453,833,879	-7.98%	1.29%
Switzerland	1,589,016,854	1,549,939,032	1,478,036,523	1,258,785,904	-14.83%	-7.47%
WORLD	49,456,333,727	49,433,009,597	51,029,284,048	44,199,262,451	-13.38%	-3.68%

Table II: Top Woodworking Equipment Importers 2015 (value in USD)¹⁷

Country	2012	2013	2014	2015	Growth (2014-2015)	CAGR
United States	6,851,776,198	7,489,241,027	7,826,748,060	8,648,350,204	10.50%	8.07%
Germany	4,398,637,916	4,528,171,223	4,805,711,636	4,379,775,344	-8.86%	-0.14%
China	2,797,230,829	2,628,943,928	2,968,273,093	2,815,840,002	-5.14%	0.22%
France	1,816,276,557	1,865,944,449	1,888,486,530	1,781,165,569	-5.68%	-0.65%
Canada	1,732,888,632	1,808,220,780	1,787,459,648	1,734,842,073	-2.94%	0.04%
Mexico	1,394,743,139	1,428,679,691	1,402,570,249	1,653,025,713	17.86%	5.83%
United Kingdom	1,329,056,254	1,442,619,232	1,634,009,431	1,610,603,082	-1.43%	6.61%
Russia	2,696,006,999	2,016,355,735	1,718,430,781	1,327,368,999	-22.76%	-21.04%
WORLD	49,456,333,727	49,433,009,597	51,029,284,048	44,199,262,451	-13.38%	-3.68%

¹⁴ For the purposes of this Industry Snapshot, sawmill and woodworking equipment is broadly categorized as falling under two sectors: machinery (e.g. machines used for sawing, bending, grinding, etc.), and handheld woodworking tools (both powered and unpowered). For more information on product categories, see *Footnote 3*.

¹⁵ Economics and Statistics Administration, "[What is Made in America?](#)" Page 6.

¹⁶ Values derived from Trade Policy Information Systems (TPIS), UN HS Merchandise Trade. 6-Digit HS product aggregations (846510, 846591, 846592, 846593, 846594, 846595, 846596, 846599, 846630, 846692, 847930, 847990, 820530, 820730, 820750, 820770, 820790, 820820, 846722, 846729).

¹⁷ Ibid.



World Import/Export Summary for Machinery Sector

Sawmill and woodworking machinery is used in a variety of settings, ranging from panel routers used for sawmill and large-scale furniture applications to computer numerical controlled (CNC) machine tools used for precision manufacturing of musical instruments, recreational and sporting goods, and more. Machinery is typically employed in industrial settings and lumber yards as well as community colleges and vocational schools. Machinery manufacturers typically partner with agents or distributors to market their products. Machinery typically represents a significant capital investment, and buyers often take into account total lifecycle costs such as energy consumption and maintenance costs when considering products.

Table III: Top Woodworking Machinery Exporters 2015 (value in USD)¹⁸

Country	2012	2013	2014	2015	CAGR (2012-2015)	Growth (2014-2015)
Germany	5,303,000,918	5,261,939,113	5,282,556,443	4,491,803,445	-5.38%	-14.97%
China	2,507,408,180	2,436,143,413	2,845,266,100	2,509,369,383	0.03%	-11.81%
United States	2,568,559,909	2,694,483,128	2,527,407,742	1,945,702,757	-8.84%	-23.02%
Italy	2,246,222,807	2,138,533,399	2,208,053,318	1,846,177,523	-6.33%	-16.39%
Japan	2,781,252,898	2,181,514,675	2,163,787,402	1,599,287,215	-16.84%	-26.09%
Taiwan	844,242,648	876,731,234	932,337,689	824,531,747	-0.78%	-11.56%
Switzerland	887,583,365	834,335,653	790,433,688	724,291,554	-6.55%	-8.37%
United Kingdom	714,541,216	677,422,908	801,613,168	683,729,046	-1.46%	-14.71%
WORLD	25,140,414,454	24,494,159,353	25,783,055,067	21,548,521,007	-5.01%	-16.42%

Table IV: Top Woodworking Machinery Importers 2015 (value in USD)¹⁹

Country	2012	2013	2014	2015	CAGR (2012-2015)	Growth (2014-2015)
United States	2,833,003,202	2,931,760,344	3,313,551,467	3,543,484,156	7.74%	6.94%
Germany	1,894,483,094	1,890,487,501	1,995,504,473	1,762,793,832	-2.37%	-11.66%
China	1,507,572,241	1,316,270,198	1,517,691,899	1,291,627,419	-5.02%	-14.90%
Singapore	1,251,495,624	1,261,241,721	1,165,161,538	1,019,076,006	-6.62%	-12.54%
United Kingdom	587,707,938	645,637,799	771,385,536	783,319,419	10.05%	1.55%
Canada	862,706,039	884,465,971	869,174,847	768,758,957	-3.77%	-11.55%
France	779,473,749	769,260,510	804,520,420	736,653,224	-1.87%	-8.44%
Japan	603,255,181	595,146,874	739,875,334	700,358,736	5.10%	-5.34%
WORLD	25,140,414,454	24,494,159,353	25,783,055,067	21,548,521,007	-5.01%	-16.42%

¹⁸ Values derived from Trade Policy Information Systems (TPIS), UN HS Merchandise Trade. 6-Digit product aggregations for machinery (e.g. machines used for sawing, milling, bending, grinding, etc.): (846510, 846591, 846592, 846593, 846594, 846595, 846596, 846599, 846630, 846692, 847930, 847990). Sawmill and Woodworking Machinery.

¹⁹ Ibid.



World Import/Export for Handheld and Power Handheld Woodworking Tools Sector

Both powered and unpowered woodworking hand tools are typically employed in consumer applications, although they are also ubiquitous in industrial settings. End-users of handheld tools are typically professional woodsmiths, carpenters, and painters, as well as amateur hobbyists. Handheld goods tend to represent a much smaller capital investment by end-users, and as a result, sales channels of these products are often wholesale or retail.

Table V: Top Woodworking Handheld and Power Handheld Tool Exporters 2015²⁰

Country	2012	2013	2014	2015	CAGR (2012-2015)	Growth (2014-2015)
China	6,408,835,759	7,007,552,130	7,502,712,021	7,225,930,004	4.08%	-3.69%
Germany	3,651,830,956	3,941,584,041	4,089,980,250	3,436,478,092	-2.01%	-15.98%
Japan	2,457,431,084	2,301,396,902	2,075,271,866	1,785,569,516	-10.10%	-13.96%
Korea	1,110,403,287	1,041,210,092	1,337,614,028	1,323,418,401	6.02%	-1.06%
United States	1,395,266,753	1,341,606,831	1,279,756,874	1,217,489,991	-4.44%	-4.87%
Taiwan	554,782,930	614,422,902	647,539,595	629,302,132	4.29%	-2.82%
Italy	615,774,332	681,276,546	718,490,585	555,901,117	-3.35%	-22.63%
Mexico	515,062,641	582,222,186	453,028,642	545,913,055	1.96%	20.50%
WORLD	24,315,919,273	24,938,850,244	25,246,228,981	22,650,741,444	-2.34%	-10.28%

Table VI: Top Woodworking Handheld and Power Handheld Tool Importers 2015²¹

Country	2012	2013	2014	2015	CAGR (2012-2015)	Growth (2014-2015)
United States	4,018,772,996	4,557,480,683	4,513,196,593	5,104,866,048	8.30%	13.11%
Germany	2,504,154,822	2,637,683,722	2,810,207,163	2,616,981,512	1.48%	-6.88%
China	1,289,658,588	1,312,673,730	1,450,581,194	1,524,212,583	5.73%	5.08%
France	1,036,802,808	1,096,683,939	1,083,966,110	1,044,512,345	0.25%	-3.64%
Mexico	921,696,342	918,974,568	890,715,273	985,589,760	2.26%	10.65%
Canada	870,182,593	923,754,809	918,284,801	966,083,116	3.55%	5.21%
United Kingdom	741,348,316	796,981,433	862,623,895	827,283,663	3.72%	-4.10%
Russia	1,701,701,747	1,202,057,927	890,341,948	635,213,041	-28.00%	-28.66%
WORLD	24,315,919,273	24,938,850,244	25,246,228,981	22,650,741,444	-2.34%	-10.28%

²⁰ Trade Policy Information Systems (TPIS), UN HS Merchandise Trade. Handheld Tools used for sawing, drilling, sanding, etc. 6-Digit product aggregations (820530, 820730, 820750, 820770, 820790, 820820, 846722, 846729). Sawmill and Woodworking Handheld and Power Handheld Tools.

²¹ Ibid.

Table VII: Top U.S. Exported Products to Top U.S. Export Markets¹

	Equipment	Value (USD), 2012	Value (USD), 2013	Value (USD), 2014	Value (USD), 2015	Growth (2014- 2015)	Five Year CAGR
	<i>Total</i>	172,127,645	190,370,984	196,351,790	181,766,513	-7.43%	1.83%
CANADA	Tools Not Elsewhere Specified Or Identified (NESOI) for pressing stamping punching (not suitable for cutting metal and parts thereof)	62,135,419	62,782,043	62,455,207	71,426,906	14.37%	4.75%
	Parts for woodworking machines	26,075,237	29,276,445	34,608,586	29,107,323	-15.90%	3.73%
	Knives and cutting blades for wood working and parts thereof	16,215,648	17,646,107	18,107,391	17,989,461	-0.65%	3.52%
	Miter saws, woodworking machines, new	13,956,648	18,619,425	22,073,089	16,490,289	-25.29%	5.72%
	Electric hand saws	4,370,420	6,921,836	5,174,466	7,724,381	49.28%	20.91%
	<i>Total</i>	54,862,098	64,460,010	53,417,538	83,072,887	55.52%	14.83%
MEXICO	Tools NESOI for pressing stamping punching (not suitable for cutting metal and parts thereof)	27,509,016	39,549,128	29,883,009	51,000,453	70.67%	22.85%
	Presses for the manufacture of particle board or fiber building board of wood or other ligneous materials and other machinery for treating wood or cork	1,389,152	239,277	546,114	5,815,524	964.89%	61.17%
	Parts for woodworking machines	8,720,359	7,915,447	4,229,809	4,570,334	8.05%	-19.37%
	Parts of presses for manufacture of particle board or fiber building board of wood or other ligneous material & other machinery for treating wood or cork, NESOI	1,335,610	1,227,637	876,269	3,409,330	289.07%	36.67%
	Cutterheads for woodworking, with interchangeable tools.	1,272,160	3,083,215	1,767,132	2,902,123	64.23%	31.64%
	<i>Total</i>	20,778,513	17,509,558	19,824,146	18,489,127	-6.73%	-3.82%
AUSTRALIA	Chippers, woodworking machinery	8,395,928	5,764,367	5,964,291	7,655,572	28.36%	-3.03%
	Parts for woodworking machines	1,599,227	1,942,866	2,150,413	3,233,648	50.37%	26.45%
	Electric hand saws	14,139	27,273	949,053	2,353,073	147.94%	450.05%
	Knives and cutting blades for wood working and parts thereof	657,526	968,983	553,754	977,421	76.51%	14.13%
	Log splitters, woodworking machinery	2,030,959	1,148,684	998,478	818,168	-18.06%	-26.14%
	<i>Total</i>	2,601,503	2,371,972	4,902,265	11,201,569	128.50%	62.69%
NEW ZEALAND	Woodworking sawing machines, NESOI, used or rebuilt	21,600	106,683	236,663	7,509,937	3073.26%	173.04%
	Parts for woodworking machines	644,904	645,843	2,154,562	1,687,262	-21.69%	8.04%
	Sawmill machines, new	79,540	123,629	128,750	638,739	396.11%	-12.62%
	Chippers, Woodworking machinery	909,367	469,081	1,117,603	250,700	-77.57%	-24.64%
	Tools NESOI for pressing stamping punching not suitable for cutting metal and parts thereof	289,297	50,375	259,739	244,632	-5.82%	50.82%
	<i>Total</i>	5,895,581	4,477,607	5,105,118	6,594,306	33.70%	4.49%
UNITED KINGDOM	Tools NESOI for pressing stamping punching (not suitable for cutting metal and parts thereof)	879,545	955,462	520,800	1,708,455	228.04%	24.77%
	Lathes, woodworking machines	36,392	6,235	280,680	701,428	149.90%	168.12%
	Planes, chisels, gouges and similar cutting tools for wood working, parts thereof, of base metal	521,015	513,817	561,575	662,929	18.05%	8.36%
	Miter saws, woodworking machines, new	110,634	223,701	290,152	614,193	111.68%	77.07%
	Electric hand orbital and straight-line sanders	388,626	457,582	471,392	558,787	18.54%	12.87%

*Note: 10-Digit product codes represent a more precise product aggregation than their 6-Digit counterparts



Table VIII: Top United States Woodworking Equipment Manufacturing Exports (2015)²²

HTS	HTS Description	Value (USD)	Growth (2014-2015)	Five Year CAGR
8207306090	Tools for Stamping and Punching (not suitable for cutting metal and parts thereof)	141,062,575	25.35%	6.38%
8466920020	Parts for Woodworking Machines	55,525,715	-8.08%	-0.30%
8208200000	Knives and Cutting Blades from Woodworking	24,279,892	-1.54%	5.16%
8465910047	Miter saws and Woodworking Machines	20,746,342	-20.33%	4.22%
8467220090	Electric Hand Saws	18,334,100	38.73%	29.26%
8465960025	Chippers, Woodworking Machinery	12,007,180	-20.90%	-12.50%
8465910020	Woodworking sawing machines, NESOI, used or rebuilt	11,204,993	263.99%	30.31%
8467290015	Electric, Hand, Orbital and Straight Line Sanders	10,819,991	-2.05%	15.74%
8479909460	Parts of Presses and Other Machinery for Treated Wood/Cork (Not elsewhere specified)	9,468,103	59.94%	-5.27%
8465910036	Tilting Arbor Table Saws, Woodworking	9,018,259	-13.81%	24.29%

¹ TPIS. US HS Merchandise Trade. 10-Digit product aggregations (8465100025, 8465100035, 8465100045, 8465910002, 8465910006, 8465910012, 8465910020, 8465910027, 8465910032, 8465910036, 8465910041, 8465910047, 8465910049, 8465910053, 8465910058, 8465910064, 8465910068, 8465910076, 8465920021, 8465920031, 8465920041, 8465920061, 8465920074, 8465920078, 8465930027, 8465930065, 8465930075, 8465940015, 8465940025, 8465940035, 8465940045, 8465940055, 8465940065, 8465950038, 8465950065, 8465960015, 8465960025, 8465960030, 8465960040, 8465990110, 8465990120, 8465990130, 8466306040, 8466920020, 8479300000, 8479909460, 8205300000, 8207306090, 8207502070, 8207907550, 8208200000, 8467220090, 8467290015, 8467290055, 8467290065). Sawmill and Woodworking Equipment.

²² TPIS. US HS Merchandise Trade. 10-Digit aggregations. Sawmill and Woodworking Equipment.



General Resources

Associations

- Woodworking Machinery Industry Association (U.S.): <http://www.wmia.org/>
- Woodworking Machinery Manufacturing of America (U.S.): <http://www.wmma.org/>
- German VDMA Woodworking Machinery: <http://holz.vdma.org/en>
- Machines Italia (ACIMALL) Italian Woodworking Machinery and Tools Manufacturing Association: <http://www.machinesitalia.org/association/acimall>
- Japan Woodworking Machinery Association: <http://j-w-m-a.jp/english/>

Trade Fairs

- International Woodworking Fair (Atlanta, Georgia): <http://www.iwfatlanta.com/>
 - Exhibitor Directory: http://iwf16.mapyourshow.com/7_0/search.cfm
 - Industry News: <http://www.iwfatlanta.com/Press/Industry/Recent#>
- LIGNA Woodworking Fair (Hannover, Germany): <http://www.ligna.de/home>
 - Exhibitor Index: <http://www.ligna.de/en/exhibition/exhibitors-products/>
 - Industry News: <http://www.ligna.de/en/news-trends/news/news-2.xhtml>
- Woodworking Machinery and Furniture 2018 (Beijing, China): <http://www.woodworkfair.com/WMF16/Home/lang-eng/Information.aspx>

Additional Links

Country Commercial Guides (U.S. Commercial Service, Department of Commerce): <https://www.export.gov/ccg>

U.S. International Trade Administration: <https://www.trade.gov/>

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