



**TOGETHER**  
*for a sustainable future*

## OCCASION

This publication has been made available to the public on the occasion of the 50<sup>th</sup> anniversary of the United Nations Industrial Development Organisation.



**TOGETHER**  
*for a sustainable future*

## DISCLAIMER

This document has been produced without formal United Nations editing. The designations employed and the presentation of the material in this document do not imply the expression of any opinion whatsoever on the part of the Secretariat of the United Nations Industrial Development Organization (UNIDO) concerning the legal status of any country, territory, city or area or of its authorities, or concerning the delimitation of its frontiers or boundaries, or its economic system or degree of development. Designations such as “developed”, “industrialized” and “developing” are intended for statistical convenience and do not necessarily express a judgment about the stage reached by a particular country or area in the development process. Mention of firm names or commercial products does not constitute an endorsement by UNIDO.

## FAIR USE POLICY

Any part of this publication may be quoted and referenced for educational and research purposes without additional permission from UNIDO. However, those who make use of quoting and referencing this publication are requested to follow the Fair Use Policy of giving due credit to UNIDO.

## CONTACT

Please contact [publications@unido.org](mailto:publications@unido.org) for further information concerning UNIDO publications.

For more information about UNIDO, please visit us at [www.unido.org](http://www.unido.org)



33  
D03753



Distr.  
LIMITED

ID/WG.133/10  
21 July 1972

United Nations Industrial Development Organization

---

ORIGINAL: ENGLISH

Seminar on Furniture and  
Joinery Industries

Finland, 6 - 26 August 1972

FURNITURE INDUSTRY IN PARAGUAY ✓

Country Paper

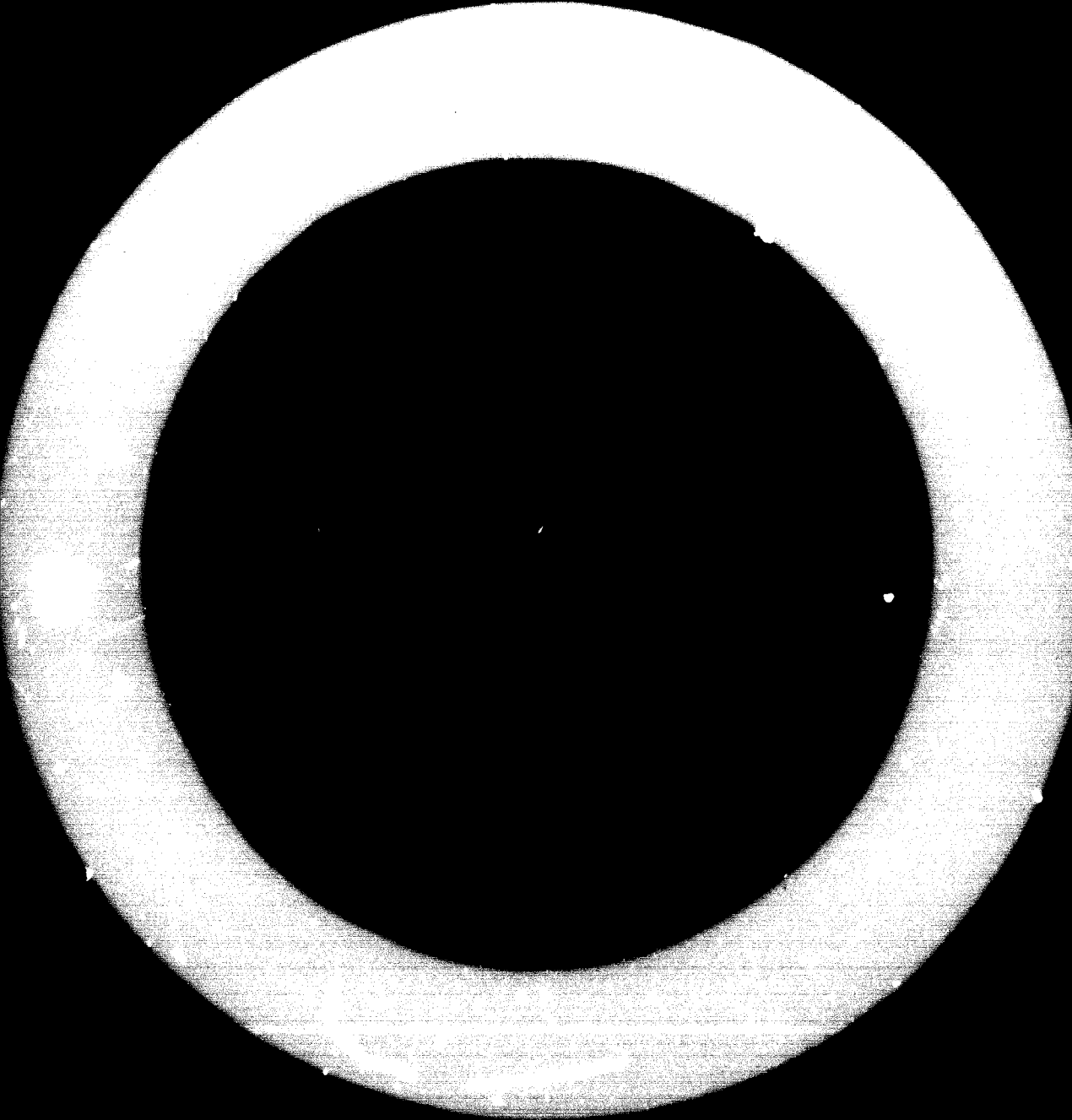
by

Ladislao Nagy Ferrari  
Production Manager  
Mird, Seleccion SRL  
Asuncion, Paraguay

✓ The views and opinions expressed in this paper are those of the author and do not necessarily reflect the views of the Secretariat of UNIDO. This document has been reproduced without formal editing.

id.72-4585

We regret that some of the pages in the microfiche copy of this report may not be up to the proper legibility standards, even though the best possible copy was used for preparing the master fiche.



### Geographic Features:

Paraguay is a landlocked country with approximately three million inhabitants. Asunción, its capital city with about 500,000 inhabitants, is the main market for furniture. Second in importance are Concepción and Encarnación both with 50,000 inhabitants.

### Conditions in the Manufacturing Companies

There are about 50 plants devoted to the production of furniture in Paraguay,, but only two of them employ more than 50 workers. It is estimated that the number of people working in the furniture industry is not greater than 1,500.

In 1970 the local market turnover was about 1,000,000 dollars. There are no highly specialized technicians. Only three vocational schools in the country instruct some 50 students in the making of furniture. In 1973, another vocational school is to be opened to train 20 more students. The machines and tools being used are old and do not meet external market requirements.

As manufacturers are concerned about the production of their goods and maintaining their retail figures, there is a large variety in style. There is no specialized furniture factory in the country. The ones that do exist make any kind of the more commonly used furniture, such as chairs, bedroom suites, etc. Mass production is unknown in Paraguay, consequently furniture production is slow.

Small furniture shops work 100 per cent to order and larger shops produce 80 per cent for stock according to their own designs and 20 per cent to order.

### Raw Material

The local raw materials used include wood, plywood, chipboards, cotton, leather and lately polyurethane foam, although the monomers of the latter product have to be imported (polyols and isocyanates). Everything else has to be imported, such as ironwork, polish, upholstery material, etc.

Paraguayan wood is of very good quality, and domestic production is

large. Drying processes are primitive and slow: the wood is piled up in yards and left to dry in the sun. There is only one manufacturing company which owns drying equipment, but it is home made and the results are not good.

The absence of kilns makes the exportation of furniture difficult since the moisture content of the wood which has been dried by this process is higher than 15 per cent, the maximum generally accepted by exporters from other countries.

#### Future Prospects

The furniture industry is at present undergoing a renewal process. An association with 10 of the 50 furniture manufacturers in the country as its members has just been created, the aim being trading rather than production.

Some factories are getting ready to export on a small scale to other Latin American countries because this would be one of the few ways of consolidating those factories which are really important and modern, the local market being too small and already covered to permit industrial expansion





**15. 7. 74**