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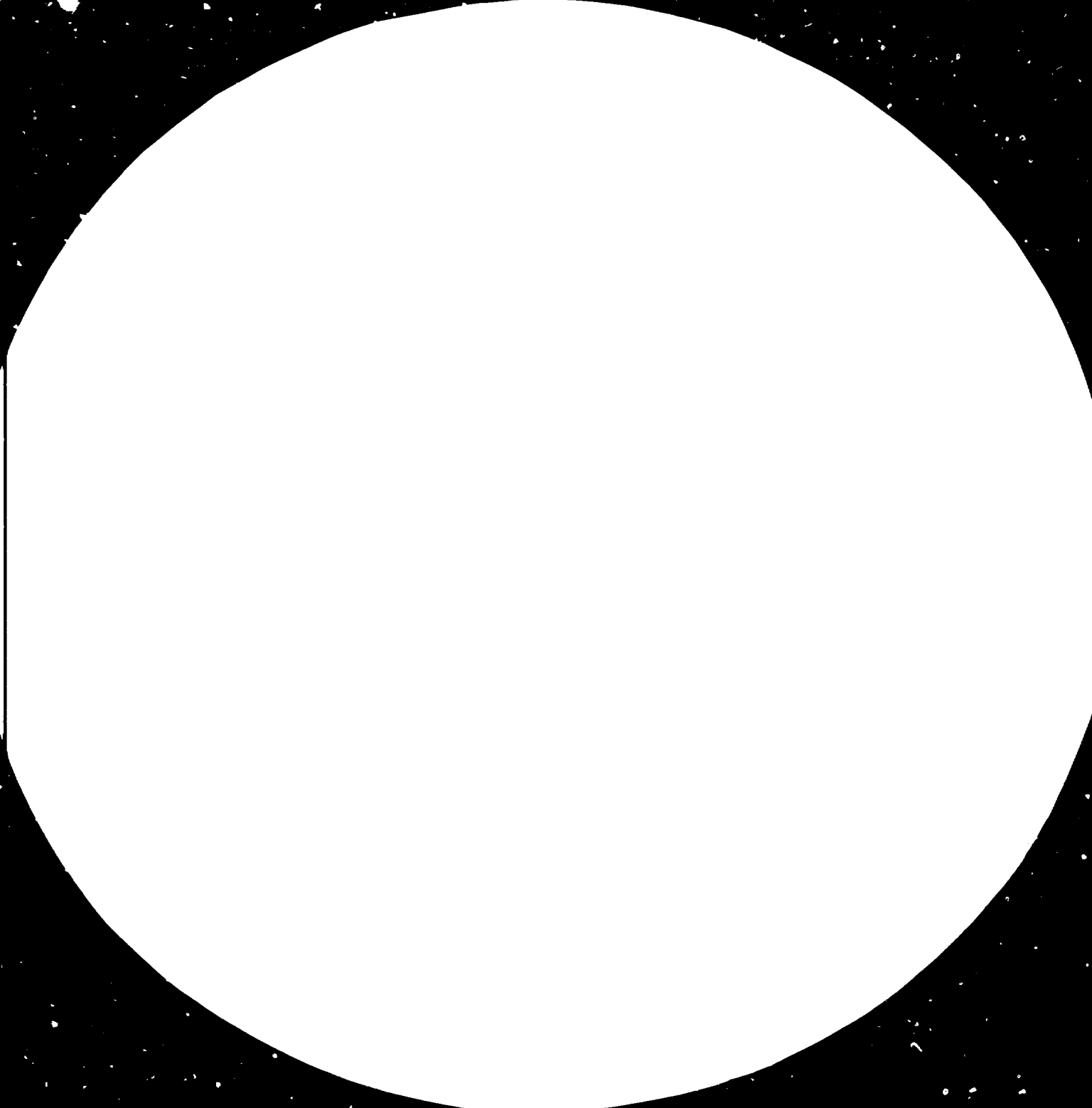
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Resolution Test Chart

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Regional Meeting for Latin America in preparation
of the First Consultation on the Wood and Wood
Products Industry

São Paulo, Brazil, 4-8 October 1982

REPORT *

(Meeting on wood and wood products industry,
Latin America)

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PREFACE

The System of Consultations

The Second General Conference of the United Nations Industrial Development Organization (UNIDO), held at Lima, Peru, in March 1975, recommended that UNIDO should include among its activities a system of continuing consultations between developed and developing countries with the object of raising the developing countries' share in the world industrial output through increased international co-operation. ^{1/}

The General Assembly, at its seventh special session in September 1975, in its resolution 3362 (S-VII), decided that the System of Consultations called for by the Lima Declaration and Plan of Action should be established at global, regional, interregional and sectoral levels ^{2/} and that UNIDO, at the request of the countries concerned, should provide a forum for the negotiation of agreements in the field of industry between developed and developing countries and among developing countries themselves.

The System of Consultations has been established under the guidance of the Industrial Development Board. At its fourteenth session, the Board decided to establish the System of Consultations on a permanent basis with the following main characteristics, including those described in its past decisions:

(a) The System of Consultations should be an instrument, through which the United Nations Industrial Development Organization (UNIDO) would serve as a forum for developed and developing countries in their contacts and consultations directed towards the industrialization of developing countries; ^{3/}

^{1/} "Report of the Second General Conference of the United Nations Industrial Development Organization" (ID/CONF.3/31), chapter IV, "The Lima Declaration and Plan of Action on Industrial Development and Co-operation", para. 66.

^{2/} Official Records of the General Assembly, Seventh Special Session, Supplement no. 1, para. 3.

^{3/} Official Records of the General Assembly, Thirty-fifth Session, Supplement no. 16, para. 151(a).

(b) Consultations would also permit negotiations among interested parties at their request, at the same time as or after consultations; ^{4/}

(c) Participants of each member country should include officials of Governments as well as representatives of industry, labour consumer groups and others, as deemed appropriate by each Government; ^{5/}

(d) Final reports of the Consultations should include such conclusions and recommendations as agreed upon by consensus by the participants as well as other significant views expressed during the discussions. ^{6/}

Consultations on the Wood and Wood Products Industry

The Industrial Development Board, at its fifteenth session in May 1981, decided to include the First Consultation on the Wood and Wood Products Industry in the programme of consultation meetings to be convened in 1982-83. In accordance with the established work programme for the preparation of the First Consultation and the Agreement signed between UNIDO and the Government of Finland, the First Consultation on the Wood and Wood Products Industry will be convened from 19 to 23 September 1983 in Helsinki, Finland.

In order to identify priority issues to be submitted for consideration at the First Consultation, the UNIDO secretariat will convene a Global Preparatory Meeting in January 1983.

Prior to the Global Preparatory Meeting, preparatory activities have been initiated at the regional level and they include:

- Preparation of regional papers on the wood and wood products industry in Africa, Asia and Latin America.
- Convening of Regional Preparatory Meetings for Africa, Asia and Latin America.

Accordingly, the Regional Preparatory Meeting for Latin America was organized by the UNIDO secretariat from 4 to 8 October 1982 in São Paulo, Brazil. The Instituto de Pesquisas Tecnológicas do Estado de São Paulo, with the collaboration of the Ministry of Foreign Affairs and SUBIN (Secretaria de Coordenação Econômica e Técnica Internacional), Federal Government of Brazil, and PROMOCET (Companhia de Promoção de Pesquisas Científica e Tecnológica do Estado de São Paulo) were the host of the Meeting. The basic objectives of this Meeting were:

4/ Ibid., para. 151(b)

5/ Ibid., para. 152

6/ Ibid., Thirty-second Session, Supplement no. 16, para. 163.

- Discuss the present situation of the wood and wood products industry in the region, its potential for expansion and future requirements in view of possible redeployment or reallocation of industrial capacities;
- Identify common and particular constraints which hamper the trend towards further development of primary and secondary processing in developing countries of the region;
- Examine and propose ways and means for international co-operation and action needed to overcome identified constraints;
- Select specific issues for further elaboration to be discussed at the Global Preparatory Meeting and for possible inclusion for submission to the First Consultation on the Wood and Wood Products Industry.

I. CONCLUSIONS AND RECOMMENDATIONS

1. The Meeting agreed on the following itemized conclusions and recommendations.

(i) RAW MATERIAL

Conclusions

The Meeting concurred with the need of distinguishing between native forests and plantations. On resources and raw materials, it was agreed that on a regional level the main constraints to the development of the wood and wood products industry are:

- a) Lack of information on resources (areas, volumes, productive capacity, etc.) as well as knowledge of commercially less accepted species.
- b) Lack of information on different types and properties of soil, as well as lack, in most of the countries, of adequate land-use policies.
- c) Insufficient afforestation and new plantation programmes to meet the growing deforestation.

Recommendations

The Meeting concurred on the need to:

- a) Develop and apply gradual approach inventories both for the forest resources and for the soil and to collect any other information to rationalize the exploitation of resources.
- b) Increase research on the management of native forests.
- c) Increase and co-ordinate on a regional level research programmes on the indigenous species.
- d) Find adequate means to reinforce the implantation of homogeneous, high productivity and fast growing forests.

(ii) PRIMARY AND SECONDARY PROCESSING

Conclusions

It was agreed that there is a need to intensify co-operative actions to improve primary and secondary processing and that the main constraints in most of the cases are the following:

- a) Low effective utilization of the raw material and insufficient development of by-products, as well as low degree of secondary processing.
- b) Lack of support for efficient industrial planning.
- c) Inadequate selection, maintenance, adaptation and development of equipment.

- (d) Insufficiently trained manpower.
- (e) Insufficient technical assistance from governments and international organizations.
- (f) Inadequate norms and standards.

Recommendations

The Meeting agreed on the need to develop the following activities:

- (a) Development of a network of technical information, making use of the existing infrastructure.
- (b) Development of products which might permit the utilization of the "lost crops" (residues), for example in the production of energy, panels, etc.
- (c) To develop on a regional level training activities in primary and secondary processing.
- (d) To further primary and secondary processing in order to increase local value-added and employment.
- (e) Promotion of integrated complexes whenever economic and financial factors permit.

iii) TRANSPORT

Conclusions

The Meeting concluded that one of the main constraints to the development of this sector are the difficulties and the high costs of transport. In this sense, the main obstacles are:

- (a) High freight rates of conference lines.
- (b) Lack of transport infrastructure: roads, ports, railways, etc.
- (c) Unnecessary transport of residues, water, etc.

Recommendations

- (a) Improvement of transport infrastructure.
- (b) Identification and design of new methods to reduce transport costs.
- (c) Regional co-ordination of policies vis-à-vis Conferences.

(iv) TRADE AND MARKETING PROBLEMS

Conclusions

- (a) The market of wood importing countries is excessively protected in the case of manufactured products. The existing tariff barriers, as well as non-tariff barriers in the form of quality and phytosanitary requirements, hamper international trade.
- (b) In general, Latin American countries have only a short experience in production and marketing which limits the offer of processed wood to small volumes and is also the cause of the lack of regularity of deliveries.
- (c) The domestic market of Latin American countries is very limited and its development is mainly hampered by deficiencies in the promotion and the existence of prejudices on behalf of the consumer against wood.
- (d) There is a lack of information about the actual situation and tendencies of the international market and this limits the possibilities of increasing sales and also the possibility of diversifying exports with new species and products.
- (e) The countries of the region do not have efficient marketing systems to allow them to promote, maintain and increase sales.

Recommendations

- (a) Exporting countries should initiate actions in order to obtain the abolition of the restrictive measures which prevail at present in the international trade of wood and wood products.
- (b) The countries of the region should increase their efforts to strengthen the domestic markets by means of the opening of potentially important lines like for example the building of wooden houses.
- (c) It was agreed that it is important to start the search of new markets and to increase the existing ones by means of the promotion of new species and wooden products as well as the development of adequate norms and standards and adoption of common grading rules.
- (d) It was agreed to support the efforts which on international co-operation of the wood industries are being undertaken by UNCTAD in co-operation with other international organizations.
- (e) It was agreed to increase the efforts towards the improvement of the present marketing structures as well as to support the efforts of producers and exporters to get associated in groups.

(v) FINANCE

Conclusions

It was concluded that for most of the countries there is inadequate finance for the wood industry like for:

- (a) Prefeasibility and feasibility studies
- (b) Reforestation and genetic improvement programmes
- (c) Expansion of industrial capacities and development of infrastructure
- (d) Manpower training
- (e) Stocks

Recommendations

The Meeting concurred on the necessity to overcome the financial constraints to the development of the wood and wood industry in Latin America in co-operation with concerned international organizations.

(vi) TECHNOLOGY

Conclusions

The technological limitation constitutes another limiting factor to the development of the wood industry at a regional level. The following aspects were highlighted:

- (a) Lack of information about existing equipment as well as development and transfer of appropriate technologies.
- (b) Lack of research for the better use of indigenous species as well as development or adaptation of appropriate equipment and technology.
- (c) Lack of an effective regional system of consultancy, engineering services and technical assistance to industry.
- (d) Lack of an effective system of technology and scientific information and documentation to support research and development activities at a regional level.

Recommendations

The Meeting concurred on the need of developing the following priority areas:

- (a) To establish effective systems for the dissemination of information, transfer of technology and technical assistance to industry.
- (b) To establish research and development programmes for the integral use of resources, the development of appropriate equipment and technology in co-operation with private enterprise.

- (c) To promote the local production of equipment and ancillary material.
- (d) To support the development of technologies which make intensive use of wood like those oriented towards the use of wood in construction and housing.

(vii) INDUSTRIAL INFRASTRUCTURE

Conclusions

The Meeting concluded that among the main factors which hamper the development of this sector in Latin America are:

- (a) Lack of trained manpower at all levels.
- (b) Deficient or inexistant systems of information about technologies, markets, resources etc.
- (c) Safety and health conditions in industry.

Recommendations

The Meeting concurred on the need to promote actions in the following fields:

- (a) Development of manpower training programmes.
- (b) Development of an effective system of technical information for the development of the sector.
- (c) Development of a regional organization of the wood industry to increase co-operation among industrialists of this sector in the region.

(viii) REGIONAL AND SUBREGIONAL CO-OPERATION

Conclusions

The Meeting recognized and stressed the need to improve the mechanisms of regional and subregional co-operation as a means to further the development of the sector. The main constraints identified were:

- (a) Lack of harmonization of efforts and objectives on research regarding forest resources and products as well as the development and adaptation of equipment and technologies.
- (b) Lack of harmonization in the extension and technical assistance programmes for industry.
- (c) Lack of regional co-operative programmes on manpower training.
- (d) Lack of an effective regional monitoring system of the regional and international wood market and of its competitive products.
- (e) Lack of a regional system of information and documentation on resources, products, equipment, technologies, statistics, etc.

Recommendations

The Meeting concluded that in order to increase regional and subregional co-operation the following activities have to be developed:

- (a) Development and implementation of the regional system of technical information and documentation on resources, products, markets, equipment and technologies as a fundamental instrument for the development of the sector.
- (b) Development of manpower training and research and development programmes based on the utilization and co-ordination of existing infrastructures at a regional level.
- (c) Development of co-operative regional programmes for extension and technical assistance for the wood industry.
- (d) Development of a co-operative system between industry and state organizations and research and training centers in order to harmonize efforts to support the development of the wood industry in the region.

II. ORGANIZATION OF THE MEETING

2. The Regional Preparatory Meeting for Latin America was convened in São Paulo, Brazil, from 4 to 8 October 1982. It was held on the premises of the Instituto de Pesquisas Tecnológicas do Estado de São Paulo, Brazil.
3. There were 26 persons attending the Meeting, including 12 participants from 11 countries of the region other than Brazil, 1 representative of the Andean Pact, 9 participants from Brazil and 4 representatives from UN organizations (the list of participants is included as Annex I).
4. The Meeting was formally opened by the Secretary of Industry, Commerce, Science and Technology of the State of São Paulo, Dr. Osvaldo Palma.
5. The Meeting elected Mr. Amantino Ramos de Freitas as Chairman and Mr. Julio Cesar Centeno from Venezuela as Rapporteur.
6. Mr. P. Skupch from the Negotiations Branch explained the origin and scope of the UNIDO System of Consultations and stressed the unique features of UNIDO's consultations, namely (a) the continuing nature of the System, (b) the emphasis on reaching consensus, and (c) the direct contribution made by representatives of industry.
7. The Meeting adopted the following agenda:
 - (i) Wood and Wood Processing Industry in the region
 - (ii) Main topics to be discussed
 - (iii) Regional and sub-regional co-operation
 - (iv) Consideration and adoption of the report of the Meeting.
8. Mr. Reinaldo Herrero Ponce, UNIDO Consultant, presented his Regional Situation Paper: Review of the Wood and Wood Products Industry in Selected Countries of Latin America.
9. In the pre-session document, Problem Areas in the Wood and Wood Products Industry in the Latin American Region (ID/WG.380/2), the UNIDO secretariat described major trends of the sector and main problem areas in the Latin American region. The other documents submitted to the Meeting are listed in Annex II.
10. The Meeting adopted the Report of the Meeting at its final session on 8 October 1982 and Dr. Roberto Carreiro from SUBIN (Secretaria de Coordenação Econômica e Técnica Internacional) closed the Meeting.

III. SUMMARY OF DISCUSSIONS

11. The Meeting agreed to discuss the problems of the sector according to the order proposed in the agenda. Participants made a brief presentation of their papers (see list of documents) and proceeded with the itemized discussions.

Raw material

12. All participants agreed upon the fact that although Latin America has large forest reserves a permanent forest policy is lacking at present and will be needed in the future. In this connection there were some discussions among participants about the degree of degradation of soils and of deforestation caused by the present level of felling. It was pointed out that land clearing for agriculture was the principal cause of deforestation and that timber harvesting for industrial use is a less significant source of deforestation. The view was expressed that the use of timber for industry may actually lead to realize the need of forest management policies. It was also mentioned that a large part of the forest resource is far from the consuming areas and that the economic viability of exploiting remote areas should be taken into account when assessing the possible supply of timber in the future.

13. It was stressed that the tropical forest in Latin America is extremely heterogeneous, much more so than in Asia and Africa. Therefore forest inventories are the basis upon which a consistent forest management policy must be based. Excessive selective logging was pointed out to be an obstacle to the more rational use of the forest resources. Examples were given of forests which had been logged over and where the remainder was practically valueless. Also, it was stated that at present the knowledge of management techniques for the tropical forests is far from being satisfactory.

14. There was full agreement in the Meeting that in tropical areas there is a need to promote commercially less accepted species. This obviously is not so in the case of homogeneous soft wood forests of temperate zones. The need to promote indigenous less accepted species was linked to the need of developing and applying inventories. Given the technical difficulties involved in full inventories it was suggested that a gradual approach should be adopted.

15. Taking into account the recent trends in deforestation the Meeting concurred on the need to promote new plantations. This would provide a homogenous and fast growing wood supply. As an interesting example of plantation forests the Chilean experience was examined, although reservations were made about its applicability in tropical areas. It was mentioned in this connection that all actions initiated by international organizations to promote new plantations, in particular those negotiated at present in UNCTAD, should be supported. The need to co-ordinate efforts of

existing institutions on a regional level was stressed in relation with programmes related to research on lesser known species and forest management.

Primary and secondary processing

16. There was general agreement among participants that there is presently a low effective utilization of the wood raw material. In this respect one participant suggested that the amount of unutilized residues could be compared to a lost harvest. The need to develop by-products like panels, block-board, wooden floors, packaging material, etc. was stressed in this connection. The use of residues as a source of energy was discussed in detail. It was stated in this regard that the use of residues by the plants to produce its own energy was only at a beginning stage. Examples of research work being done in this area (e.g. by IPT) were discussed. Research is being done with pelletizers to densify the residues for transport and boilers for small scale industries are being developed. This experience as well as others directed towards the integral use of raw material received special attention. It was stated that in Amazonia perspectives for the adequate use of residues are rather poor due to the technical problems involved and distance to the markets. One participant pointed out that the small sawmiller has little possibility to use the waste at the present stage.

17. It was agreed that although in some countries there exist factories which can compete easily with their equivalent in developed countries (e.g. Chile and Brazil), most of the machinery and equipment used in the sector is outdated and inappropriate. The fact that there are severe problems of location as well as of plant lay-out in many enterprises was stressed. There was agreement among participants that the strengthening of this sector would require a higher degree of integration. However, it was accepted that since integrated complexes are capital-intensive, alternatives to increase the range of products and also the degree of value-added should be sought. It was clearly stated that for some countries in the region secondary processing, for example the production of wooden houses, should be especially promoted. In this connection the representative of the Andean Pact briefed the Meeting on the programme to promote the use of wooden houses in the region. He stated that at the present stage the work was concentrating on the measures to permit the construction of around 600 thousand wooden houses in the next years for the subregion and that at the present stage they were concentrating on the establishment of model enterprises of medium and large size for which they hoped to obtain technical assistance.

18. It was accepted by participants that there exist problems of adaptation of equipment designed for softwood to process tropical timber. Adaptation efforts are being done by some countries but experiences are so far scattered and there

is a need for communication among countries to share and co-ordinate these experiences. Also, on local production of equipment in some countries (for example Brazil) practically all equipment is produced locally and some of it exported to neighbouring countries where it competes very advantageously with similar products from developed countries. However, there does not seem an adequate network of information about the existence of locally produced equipment and research and development endeavours.

19. Lack of adequately trained personnel at all levels was pointed out to be a major constraint. Some experiences of the use of training facilities by neighbour countries were mentioned but it was agreed that these efforts are still insufficient. In the case of secondary processing it was mentioned that there exist facilities for training in some of the countries but that their level would have to be improved and that they then could be the basis for regional training activities.

Transport problems

20. Participants agreed upon the fact that domestic transport constitutes one of the major constraints to the development of the industry. In countries like Brazil where the consuming centers are very far from the forest this is especially difficult. The unnecessary transport of residues and water increases the costs of the end product.

21. Participants from countries engaged in exports pointed out the fact that freight rates with regular lines are so high that they would make trade impossible. The experiences of Chile in grouping exports of small sawmillers and charter ships for exports to the Middle East and other areas were considered with interest. There was agreement that measures should be taken by different countries in order to group small shipments and export them on chartered ships. It was pointed out that there was a need to study experiences of other countries in reducing the shipping costs. One participant also pointed out that requirements by importing countries of the region to use their own ships were a major obstacle to increase intra-regional trade.

22. The lack of adequate port infrastructure and adequate linkage with the domestic transport system was also said to be the major constraint. It was stated that measures to improve the loading speed were necessary to reduce costs.

Trade and marketing

23. On market access participants stressed the fact that not only tariff barriers (which tend to escalate), but also non-tariff barriers in the form of quality and phytosanitary requirements limit the access to international markets.

24. It was agreed that exporting countries lack an adequate knowledge of the situation and trends of the international market, both of wood products and of substitutes and that there is a need to establish a market monitoring system. In this respect the Meeting decided to support actions undertaken by UNCTAD towards this objective.

25. The need to group shipments was again stressed in this part of the discussions and linked with the need to develop efficient market systems to promote, maintain and increase sales.

26. On the importance of the domestic market for the development of the wood products industry it was said that so far its development had been hampered by the low degree of development of this industry, the existence of prejudices of the consumers against wood and the lack of proper governmental action in this regard. Participants said that the domestic market and especially the use of wood in housing permits the utilization of a wide range of commercially less accepted species. The development of adequate norms and standards would greatly encourage the use of wood in housing, since presently standards follow in many countries those which have been developed for temperate zones and which are inadequate for tropical climates.

27. Some participants voiced the opinion that in order to promote the use of commercially less accepted species the grouping of species and the establishment of common grading rules would be of great use, and that adequate actions should be undertaken in this respect. It was said that some countries and groups of countries are already working in this direction, but so far common action has been undertaken for the whole region.

28. The Meeting was briefed by the representative of ITC on the latest developments on tropical timber and the framework of UNCTAD's Integrated Programme for Commodities. Participants expressed the view that provisions contained in the proposed agreement concerning further processing should be worked out closely with UNIDO and FAO.

Finance

29. One participant drew the Meeting's attention to a Regional Conference on Financing Forest-Based Development in Latin America organized by the Interamerican Development Bank in June 1982 and briefed the Meeting on some of its conclusions. The secretariat pointed out that the Interamerican Development Bank had been invited to attend the Meeting and the participants agreed that its involvement in the Consultation would be desirable.

30. It was concluded that finance was inadequate for most of the activities related to the wood and wood products industry. It was pointed out that for reforestation in genetic improvement programmes finance is far from being adequate. Also, for the expansion of industrial capacities there was a need of adequate credit lines. In this regard the fact that many countries were unable to provide adequately elaborated prefeasibility and feasibility studies was stressed, as well as the need to finance these activities. The need of regional finance for the development of infrastructure, manpower training and research institutions and credits for stocks was indicated.

31. As a general criteria for the development of industry it was said that more than other activities this one needed to be looked into more carefully taking into account its contribution to substitute imports and also considering the increased demand which inevitably would arise during the next decade. The need to give priority to this industry in the future was substantiated by figures forecasting deficit situations in foreign trade of forest products for the region in the years to come.

Technology

32. Participants stressed the fact that information about existing equipment as well as on research, and on adaptation of technologies is inadequate. It was pointed out in this respect that the Latin American economic system (SELA) was establishing a Latin American network of technical assistance (RITLA) and that this as well as other initiatives might be used to establish an effective system for the dissemination of information on existing equipment and research.

33. There was agreement among participants that due to the great heterogeneity of the forest there is a need to increase research on the existing species and to adapt the existing equipment. On the selection of equipment participants stated that there is need of assistance. They also stressed the fact that there does not exist at the present time an effective system of consultancy, engineering services and technical assistance to industry.

34. Regarding research and development participants voiced their concern that many of the interesting developments undertaken or produced locally do not reach industry. Therefore, there should be a special care to develop programmes in co-operation with the private sector.

Industrial infrastructure

35. The Meeting agreed that there is a need to develop manpower training programmes on all levels and to promote the establishment in a co-ordinated way of research

facilities in the region.

36. The fact that the local associations of the wood industry are weak, both for primary and secondary wood industry was underlined by participants. The need to strengthen national institutions and to ensure their co-ordination on a regional level was agreed upon. It was proposed that the role of regional organizations of the wood industry should be greatly enhanced so as to permit a better communication among countries as an instrument for the dissemination of technical knowledge and to ensure a common position of the sector.

Regional and subregional co-operation

37. Participants expressed the view that efforts to overcome the constraints of the sector have so far been undertaken mainly on a national basis. As had been said before they stressed the importance of harmonizing efforts and objectives of research regarding forest resources and products and also the development and adaptation of equipment and technologies. On manpower training it was agreed that some of the existing institutions could be the base of regional programmes which are needed on all levels for primary and secondary processing.

38. The need to establish an effective regional monitoring system of the international wood market was stressed again as well as the support for the existing efforts undertaken by UNCTAD in this respect.

39. The need and possibility of establishing a regional organization of wood producing countries was discussed, but no agreement was reached in this point. However, the fact that producing countries of the region should have an unified policy vis-à-vis consuming countries was widely accepted.

40. Existing projects on a subregional level (Andean Pact) to promote the wooden houses building industry were discussed and it was accepted that they constitute a positive step towards an unified approach in the sector. In this respect it was agreed that this type of experiences should be promoted and that international co-operation would greatly enhance its importance. It was stated that these programmes exist and that international organizations should be made aware of the need to assist them.

Annex I

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Annex II

LIST OF DOCUMENTS

<u>Document symbol</u>	<u>Title</u>
ID/WG.380/1	Review of the Wood and Wood Products Industry in Selected Countries of Latin America by Reinaldo Herrero Ponce Estudio sobre la Industria de la Madera y los Productos de Madera de Determinados Países de América Latina por Reinaldo Herrero Ponce
ID/WG.380/2	Problem Areas in the Wood and Wood Products Industry in the Latin American Region Sectores Criticos de la Industria de la Madera y los Productos de Madera en la Región de América Latina
ID/WG.380/3	Provisional Agenda
ID/WG.380/4	Industria de la Madera y Productos de la Madera en la República Argentina por Ing. José C. Tinto
ID/WG.380/5	La Industria Maderera en Bolivia por Ing. Silverio Viscarra
ID/WG.380/6	Industria de la Madera en Chile por Gustavo Chiang Acosta
ID/WG.380/7	Actividad Forestal en Chile, Situación Actual y Perspectivas Futuras por Hernán Cortés S.
ID/WC.380/8	Informe sobre la Industria de la Madera y los Productos de Madera de Colombia por Héctor I. Casas Jiménez
ID/WG.380/9	The Wood and Wood Products Industry in Guyana by L.J.P. Willems
ID/WG.380/10	La Industria de la Madera y Productos de Madera en México y Futuro Desarrollo del Sector por Mario Gonzalez Muzquiz
ID/WG.380/11	La Industria de la Madera y los Productos de Madera de Perú por César Minaya Arteaga
ID/WG.380/12	Consideraciones sobre el Desarrollo del Sector Industrial Forestal en la América Latina por Julio César Centeno



