FOREST PRODUCTS MARKETS AND MARKETING IN REPUBLIC OF MACEDONIA

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Data sources

- State Statistical Office of the Republic of Macedonia
- Economic Chamber of Macedonia
- Public Enterprise “Macedonian Forests”
- Ministry of Agriculture, Forestry and Water Management of the Republic of Macedonia
- Enterprises documentation
Production of the primary processing wood products in the Republic of Macedonia

- **Pruning wood** from conifers in m³
- **Pruning wood** from deciduous in m³
- **Plywood** in m³
- **Veneer leaves** in m³
- **Parquet** m²

<table>
<thead>
<tr>
<th>Year</th>
<th>Pruning wood from conifers (m³)</th>
<th>Pruning wood from deciduous (m³)</th>
<th>Plywood (m³)</th>
<th>Veneer leaves (m³)</th>
<th>Parquet (m²)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>25,000</td>
<td>15,000</td>
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<td>2003</td>
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<td>2,000</td>
<td>5,000</td>
<td>1,000</td>
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</tbody>
</table>
Production of furniture in the Republic of Macedonia

- Chairs / piece
- Armchair, two-seaters and sofas / piece
- Office wood furniture / piece
- Kitchen furniture / piece
- Wood furniture and parts / piece
Wood production companies

- Average number of employees - 40
- Size of companies - medium and small
- Property - private property
- Function - joint stock companies or LTDs
External trade balance of the wood products
Export structure of separate wood products

- Unprocessed wood: 71%
- Processed wood in length: 18%
- Veneer leaves: 5%
- Chip-boards: 4%
- Plywood: 1%
- Fibrous boards: 1%
- Timberwork: 0%
Export structure of furniture

- Chairs: 23%
- Bedroom furniture: 19%
- Office furniture: 11%
- Kitchen furniture: 5%
- Dinning and living room: 2%
- Other wood furniture: 40%
Import structure of separate wood products

- Unprocessed wood: 43%
- Processed wood in length: 27%
- Chip-boards: 11%
- Plywood: 3%
- Timberwork: 15%
- Veneer leaves: 1%
- Fibrous boards: 0%
Import structure of furniture

- Chairs: 21%
- Office furniture: 29%
- Bedroom furniture: 17%
- Dinning and living room: 19%
- Kitchen furniture: 6%
- Other wood furniture: 8%
Countries with the biggest participation in export

beech wood sawn

Greece
Slovenia

furniture

Serbia and Montenegro
Greece
Countries with the biggest participation in import

coniferous wood sawn
  Bulgaria
  Ukraine
chip-boards
  Slovenia
  Greece
furniture
  Slovenia
  Serbia and Montenegro
Conditions at producers of wood products

- Disloyal competition
- Low repayment
- No grouping of wood producers – clusters
- No marketing information system
- Export is not organized and with individually realization
- No unified method for calculation of the production cost
Promotional activities

- Designed own WEB`S
- Advertisements in the printed media, television and radio
- Participating in fair manifestations
- Catalogues and leaflets
Faculty of Forestry – Skopje
http://www.sf.ukim.edu.mk

- Established – 1947 (part of Agric.–Forestry Fac.); 1975(indep.)
- Organization: 2 Institutes
  - Institute of Forestry, Landscaping and Environment (IFLEP)
  - Institute of Wood Technology and Furniture Design (IWTFD)
- Employees:
  33 professors; 7 assistants; 4 technicians and other staff
  + 15 part-time professors from other faculties

Main Activities
- Education (BSc; MSc; PhD studies)
- Scientific research (forestry; landscape design; environment promotion; wood technology; furniture and interior design)
- Applicative work
Forest and forest land – 997 734 ha (by Physical Plan, 2004)
Forest and forest land – 1 140 000 ha (by unpublished data)
Basic function and activities of PE “Macedonian forests”.

- Timber harvesting - “main and previous yield”
- Forest roads - construction and maintenance
- Forest protection - Service for protection
- Forest regeneration - forestation and silviculture
- Medicine plants collection
- Other
Managing board

- General manager
- Deputy manager

**Head Office**

8 Assistant (Sectorial) managers

- Harvesting
- Commerce
- Silviculture, Protection and Ecology
- Finance
- Planning and analyze
- Forest management planning
- Hunting and tourism
- Low and personnel matters

30 regional branch offices
According to property

- 89% of total forest fund are stately owned forests
- 11% are privately owned forests

Exists and association of private forest owners
Forest distribution by Silvicultural types
According to its quality of total forest area

- high stem forests 29 %
  and
- coppice forests 71 %
According to the purpose

- 90,2% with economy character
- 9,8% with special purpose
- Total annual increment 2.02 m³/ha
Hunting

- PE “Macedonian Forests”
  - 17 hunting sites,
- Total area - 205.434 ha
- The animal stock - red deer, fallow deer, roe, mouflon, chamois, wild boars and bears, and large numbers of rabbits
- Various types of hens-partridges, turtledove, quails, and pheasants
Secondary forest products

- Forest seed
- Fruits
- Mushrooms
- Herbs
- Oak and pine tetter