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## Timber Merchants Market UK 2008-2012

New AMA report provides a major review of the UK timber merchants market

The specialist timber merchants market was estimated at around £1.4 billion in 2007 having experienced good growth levels over the last 2-3 years. The success of key construction and housebuilding sectors 2005-07 have boosted the market, with an additional contributory factor being raw materials price inflation due to increased global demand for timber.

A brief summary of the report is included on the following pages.

Priced at £650, the report is currently available from AMA Research Ltd, Telephone 01242 235724 or e-mail at [sales@amaresearch.com](mailto:sales@amaresearch.com).

### **Editors Note:**

Attached is a summary of the report. Please use brief extracts if you wish, **but we would request that references to company market shares are not published without our prior permission.**

If you would like to receive an editorial review copy or would like to speak to an author of this report, please contact Andrew Hartley or Chris Moore on (01242) 235724.

Please include our web address and telephone number on any review printed, it would also be appreciated if a copy of the review could be forwarded to AMA Research. Thank you.

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## Timber Merchants Market UK 2008



AMA Research have published a **new** edition of their report covering the **"Timber Merchants Market UK - 2008-2012"**. The report is comprehensive, informed and up-to-date and represents an invaluable aid to sales and marketing professionals involved in the industry. Available to purchase for £650 from [www.amaresearch.co.uk](http://www.amaresearch.co.uk), this report analyses the UK market for specialist timber merchants and is based on a combination of primary and secondary research. The report analyses the sector in terms of market size, key sector trends, product mixes, key suppliers and distribution channels.

The market for specialist timber merchants was estimated to be worth around £1.45bn at merchants' selling prices in 2007. Overall, the market has experienced strong growth in recent years, largely driven by increasing raw material prices, the continued desirability for natural wood products and growing use of wood as a material for use in modern methods of construction (MMC) and off-site manufacturing (OSM). Growth is expected to continue in the coming years, although current expectations are for more subdued rates than those experienced in recent years. Major factors likely to affect the market include global prices, environmental issues surrounding sustainability of timber, changes to Building Regulations and levels of construction output, particularly new housebuilding.

Timber merchants operate in an increasingly competitive environment and face increasing competition from builders merchants, DIY multiples and importers/distributors – competition that is expected to intensify in the coming years. This report analyses each of these competitive segments and provides an environmental analysis of timber merchants own operations.

Products distributed via the timber merchants channel fall into three main categories; Sawn/Planed Timber, Wood Panels and Manufactured Products. Sawn and Planed Timber has taken an increased share of merchants' sales in recent years, caused largely by raw material price increases. Engineered and semi-manufactured products are expected to provide opportunities for future growth, as timber is used increasingly in new construction projects. Each of these categories is examined in detail by the report, with product trends, growth prospects and sales by product given for each.

AMA Research's **"Timber Merchants Market UK - 2008-2012"** report is available in hard copy or electronic format for £650 and can be ordered online at [www.amaresearch.co.uk](http://www.amaresearch.co.uk) or by calling 0871 3103450.