



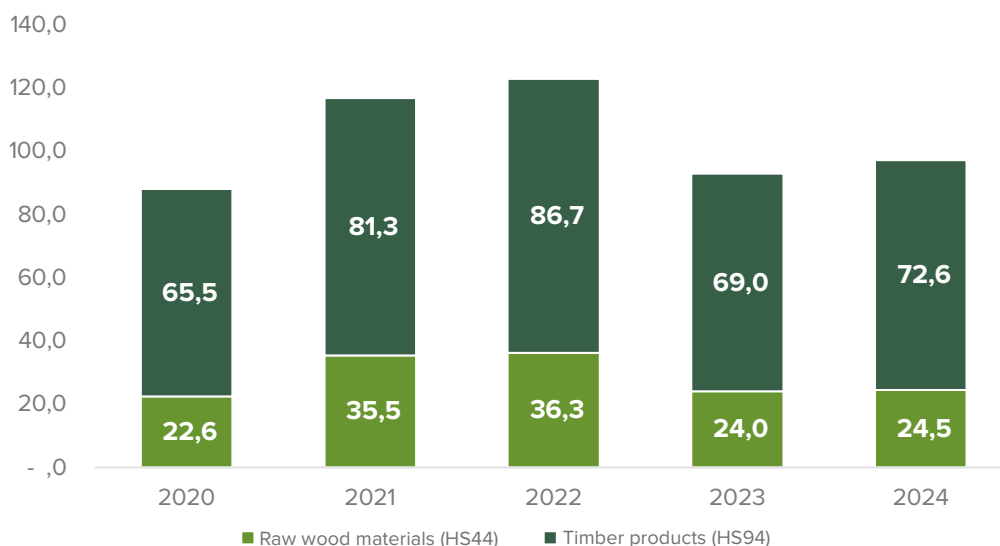
The United States Timber Market

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1. The United States timber and timber products market

Data from 2024 indicate that the United States possesses a forest area spanning approximately 3.8 million square miles (9.8 million km²), constituting roughly 26% of global forest coverage. However, precise statistics regarding U.S. timber harvesting volumes for 2024 are unavailable in the cited sources. In 2024, the U.S. imported timber and timber products valued at USD 97.15 billion, encompassing USD 24.5 billion in raw timber (HS 44) and USD 72.6 billion in finished wood products (HS 94).

Figure 1. U.S. Imports of timber and timber products, 2020–2024 (USD billion)

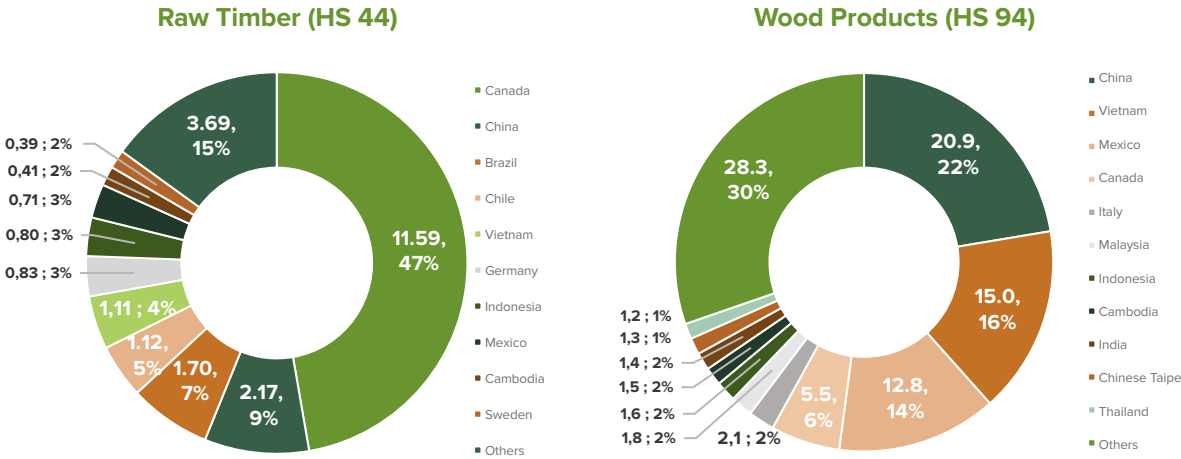


Source: ITC calculations based on data from the U.S. Census Bureau and UNCOMTRADE¹.

¹ Unlike export statistics from Vietnam Customs, which are calculated based on FOB prices, the statistical data provided by ITC is derived from the U.S. Census Bureau and UNCOMTRADE, including ocean freight, insurance, and other costs...

In 2024, the primary suppliers of raw timber to the U.S. market included Canada (USD 11.59 billion, 47%), China (USD 2.17 billion, 9%), Brazil (USD 1.7 billion, 7%), Chile (USD 1.12 billion, 5%), and Vietnam (USD 1.1 billion, 4%). For finished wood products, the leading exporters were China (USD 20.9 billion, 22%), Vietnam (USD 15 billion, 16%), Mexico (USD 12.8 billion, 14%), Canada (USD 5.5 billion, 6%), and Italy (USD 2.1 billion, 2%).

Figure 2. Markets Exporting Timber and timber products to the U.S. in 2024 (USD billion)



Source: ITC calculations based on data from the U.S. Census Bureau and UNCOMTRADE.

Insights obtained by the Trade Office from the U.S. International Trade Commission (USITC)² reveal that forest products (FP) predominantly fall under HS classifications 44 (timber), 45 (rattan and bamboo), 46, 47 (pulp), 48, and 49 (paper and printed products). In 2024, the U.S. imported USD 53 billion worth of these commodities. Vietnam contributed approximately USD 2 billion, reflecting a 23% increase from 2023, and ranked fifth among the principal exporters to the U.S.

Table 1: Top 10 exporters of forest products to the U.S. in 2024 (USD)

STT	Partner Country	Import Value
1	Canada	20,571,398,015
2	China	7,008,853,072
3	Brazil	3,639,033,086
4	Mexico	2,909,849,294
5	Vietnam	2,063,335,898
6	Germany	1,849,560,812
7	Finland	1,263,430,155
8	Indonesia	1,250,440,248
9	Chile	1,138,166,433
10	Sweden	1,064,781,045

Source: Compiled by the Vietnam Trade Office in the U.S. from USITC data.

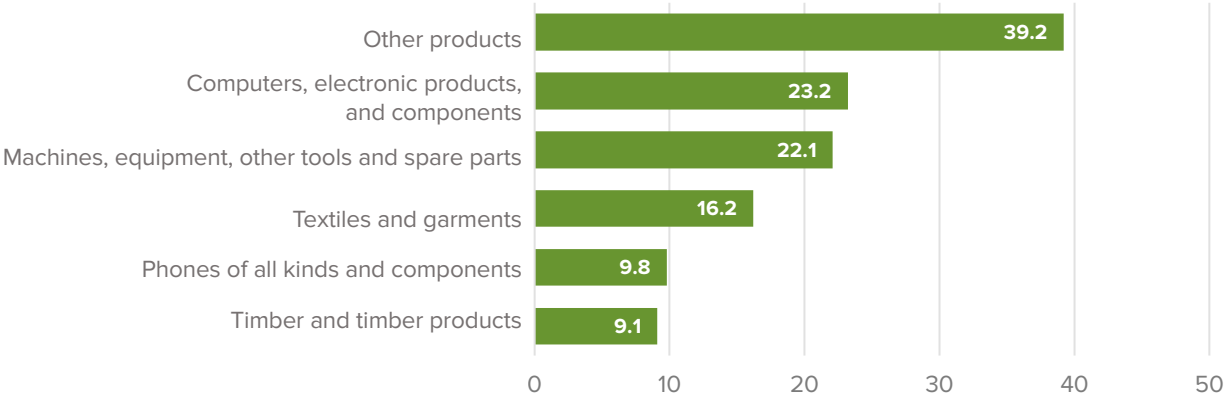
² Commercial Counselor Đỗ Ngọc Hùng, Vietnam Trade Office in the United States

Conversely, statistics from the U.S. Department of Agriculture indicate that in 2024, the U.S. exported approximately USD 9.51 billion worth of forest products, with exports to Vietnam amounting to roughly USD 350 million, primarily consisting of sawn timber and logs.

2. Bilateral Trade Between Vietnam and the United States

In 2024, Vietnam's export value to the U.S. market reached USD 119.5 billion. Wood and wood products ranked as the fifth-largest export commodity, with a total export turnover of USD 9.1 billion.

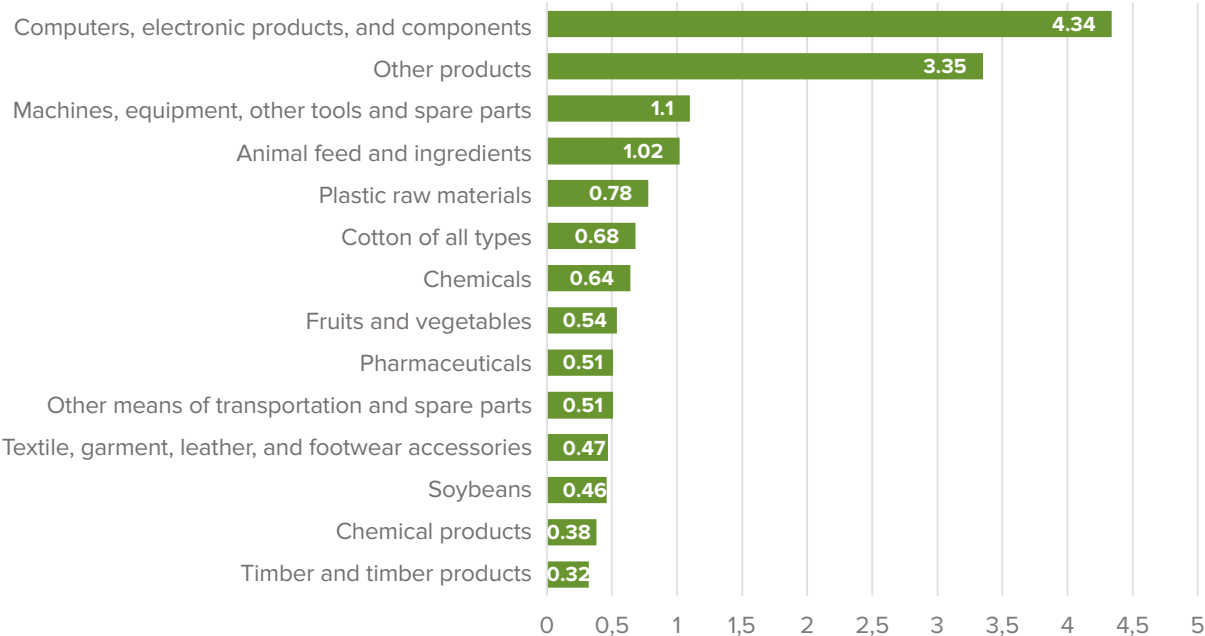
Figure 3. Top six export categories from Vietnam to the U.S. in 2024 (USD billion)



Source: Compiled from Vietnam Customs data

During the same year, Vietnam's import value from the U.S. amounted to USD 15.1 billion. Wood and wood products ranked 13th among the highest-value imports from the U.S., totaling USD 0.32 billion.

Figure 4. Top thirteen import categories into Vietnam from the U.S. in 2024 (USD billion)



Compiled from Vietnam Customs data

Wood products (HS 44) have consistently dominated Vietnam’s forest product exports to the U.S. According to USITC data, in 2024, Vietnam exported approximately USD 995 million worth of HS 44 wood, accounting for nearly 50% of the total value of forest product exports from Vietnam to the U.S.

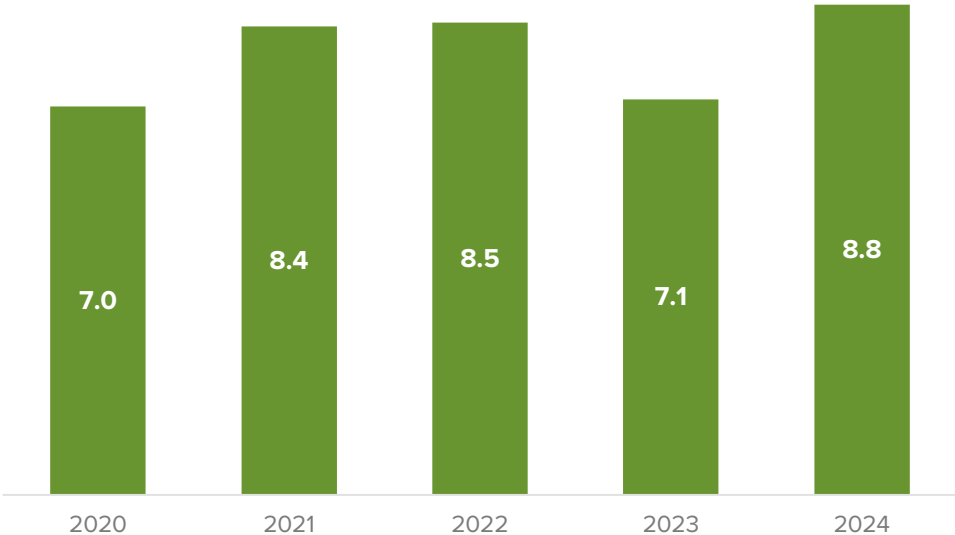
Table 2: Composition of Vietnam’s forest product exports to the U.S. (USD)

Product	HS Code	Năm 2022	Năm 2023	Năm 2024
Raw Timber	44	1,117,887,623	794,532,553	995,630,369
Rattan & Bamboo	45	2,089,095	1,717,488	2,617,169
Pulp	46	134,779,804	102,451,962	124,222,728
Paper	48	585,985,679	634,208,474	769,966,069
Printed Products	49	76,204,836	144,223,484	170,899,563
	Total	1,916,947,037	1,677,133,961	2,063,335,898

Source: Compiled by the Vietnam Trade Office in the U.S. from USITC data.

According to the Vietnam Timber and Forest Product Association (VIFOREST), the aggregate export value of timber and timber products from Vietnam to the U.S. over the period 2020–2024 is presented below (Figure 5).

Figure 5: Export value of timber and timber products from Vietnam to the U.S., 2020–2024 (USD billion)



Source: Compiled by VIFOREST from Vietnam Customs data

The total export value of wood and wood products from Vietnam to the U.S. during 2020–2024 highlights key categories such as wooden chairs, furniture, construction wood panels, and plywood (Table 3)

Table 3: Export value of key timber and wood product categories from Vietnam to the U.S., 2020–2024

Product	Unit	2020	2021	2022	2023	2024
Flooring Panels	m ³	6,082	6,534	4,584	16,254	17,144
	USD	6,215,492	7,749,664	5,895,475	9,167,295	14,112,537
Fiberboard	m ³	31,164	38,519	49,706	48,615	62,135
	USD	21,571,889	32,795,675	39,297,831	30,243,975	42,592,041
Plywood/Joint Panels	m ³	555,760	934,892	618,920	571,628	669,786
	USD	294,904,876	488,452,258	365,814,839	282,227,558	310,729,869
Joinery Panels	m ³	17,671	17,054	18,801	29,593	33,177
	USD	10,073,895	7,635,158	10,736,116	11,630,797	13,556,687
Joinery & Construction	m ³	121,578	184,589	218,227	322,008	383,378
	USD	172,167,300	262,832,086	296,525,988	296,579,584	376,853,769
Chair	USD	2,058,397,075	2,804,817,967	2,297,457,962	2,253,443,209	2,778,811,836
Office Furniture (94033)	USD	252,006,792	242,815,943	217,208,772	149,287,015	230,828,039
Kitchen Furniture (94034)	USD	514,537,885	609,120,284	907,196,825	846,444,358	1,008,951,762
Bedroom Furniture (94035)	USD	1,003,220,345	1,011,782,150	1,150,748,939	912,089,967	1,187,858,808
Other Wooden Furniture (94036)	USD	1,654,162,209	1,754,550,651	1,805,513,195	1,319,894,041	1,532,455,512
Furniture Parts (94039)	USD	908,600,169	1,095,047,269	1,280,466,715	906,346,471	1,181,164,195
Other Products	USD	80,534,817	91,134,732	109,340,354	88,537,986	129,640,375
Total Exports		6,976,392,746	8,408,733,836	8,486,203,009	7,105,892,256	8,807,555,429

Source: Compiled by VIFOREST from Vietnam Customs data

The aggregate import value of timber and timber products from the U.S. to Vietnam over the period 2020–2024 is delineated below (Table 4).

Table 4: Import value of key timber products into Vietnam from the U.S., 2020–2024 (USD)

Product	2020	2021	2022	2023	2024
Logs	71,614,705	64,432,008	96,527,158	59,315,469	89,903,089
Sawn Timber	221,846,098	245,453,194	240,277,985	166,196,472	215,321,403
Veneer/Plywood	6,654,617	5,769,185	3,537,492	4,149,176	6,720,888
Particleboard	15,293,440	6,957,192	219,573	1,373,910	215,197
Other Products	5,924,169	3,203,283	4,430,850	7,023,717	4,197,927
Total Imports	321,333,028	325,814,862	344,993,058	238,058,744	316,358,503

Source: Compiled by VIFOREST from Vietnam Customs data

Table 5: Import volume of key Timber Products into Vietnam from the U.S., 2020–2024 (m³)

Product	2020	2021	2022	2023	2024
Logs	214,100	207,593	380,434	214,558	303,325
Sawn Timber	597,536	463,511	375,687	355,224	428,978
Veneer/Plywood	5,961	5,118	2,157	2,086	4,238
Particleboard	55,324	21,532	388	1,973	991

Source: Compiled by VIFOREST from Vietnam Customs data

3. Principal U.S. Legislative Frameworks Governing Timber and timber products

3.1. Lacey Act (18 USC 42-43; 16 USC 3371-3378)³

The Lacey Act regulates the importation of species protected by international or domestic legislation and seeks to prevent the proliferation of invasive or non-native species. It provides safeguards for both flora and fauna by establishing civil and criminal penalties for a spectrum of violations. The Act prohibits the importation, exportation, sale, purchase, or acquisition of fish, wildlife, or plants that are harvested, possessed, transported, or sold in contravention of: a) U.S. or Native American laws, or b) interstate or foreign commerce regulations involving species harvested, possessed, or sold in violation of state or foreign laws.

U.S. Code - Title 16 Conservation - Chapter 53 - Control of Illegally Taken Fish and Wildlife (§ 3371-3378):

This chapter delineates measures to curb the illegal harvesting and trade of fish, wildlife, wild flora, plants, and derived products, prohibiting actions such as the importation, exportation, transportation, sale, receipt, acquisition, or possession of species harvested, possessed, transported, or sold in violation of U.S. laws, treaties, regulations, or binding international conventions. It encompasses specific declarations for plant products, civil penalties, hearings, criminal sanctions, forfeiture, customs law enforcement, and implementation provisions.

3.2. Food, Conservation, and Energy Act of 2008 (7 USC)⁴

This Act establishes a safety net for agricultural producers to ensure a secure, diverse, and affordable domestic supply of food and fiber. It provides direct loans and financing for farmers across various commodities, including peanuts, sugar, dairy, and cotton. It also supports programs addressing child nutrition, animal health (including aquatic species), agricultural biosecurity, organic farming, and related initiatives. Key provisions include the establishment of: an advisory group to eliminate child and forced labor in imported agricultural products; a Farm and Ranch Stress Assistance Network; a revolving loan fund for pest and disease prevention services; and an Office of Homeland Security.

3.3. Trade Expansion Act of 1962⁵

The Trade Expansion Act of 1962 vests the U.S. President with authority to adjust tariffs on international trade. President Trump invoked Section 232 of this Act to impose tariffs on steel and aluminum. Section 232 tariffs pertain to duties levied under this section, enabling the President, upon the recommendation of the Secretary of Commerce, to impose tariffs on imports deemed to threaten or impair national security due to their volume or circumstances.

3.4. Trade Act of 1974⁶

Sections 301 to 310 of the Trade Act of 1974, collectively referred to as “Section 301,” authorize the U.S. President to impose or escalate tariffs when a foreign country, in the judgment of the

³ <https://www.fao.org/faolex/results/details/en/c/LEX-FAOC153636>

⁴ <https://www.fao.org/faolex/results/details/en/c/LEX-FAOC145530>

⁵ <https://www.curtis.com/glossary/international-trade/trade-expansion-act-of-1962>

⁶ Cited

U.S. Trade Representative (USTR), engages in acts, policies, or practices that contravene trade agreements or unduly burden or restrict U.S. commerce. Section 301 actions encompass measures under Sections 301-310 initiated by the USTR to address or retaliate against foreign actions, policies, or practices that violate trade agreements or impede U.S. trade.

Section 301 operates through a USTR-initiated “301 investigation,” with a 12- to 18-month window to pursue a negotiated resolution with the accused country. Should no resolution be reached, retaliatory measures, such as tariffs, may be imposed. In cases involving trade agreements, the U.S. is obligated to utilize the dispute resolution mechanisms stipulated therein.

4. Recommendations

The export of timber and timber products to the U.S. has witnessed robust growth over the past two decades, positioning Vietnam as a leading supplier in this sector. Exports to the U.S. account for approximately 60% of Vietnam’s total timber industry exports globally, presenting a significant opportunity yet concurrently exposing the industry to risks stemming from over-reliance on a single market, particularly given the unpredictable policy landscape in the U.S. over the next four years. The U.S. has instituted a rigorous legal framework to govern forest resources and ensure timber legality, while demonstrating a willingness to enforce stringent measures under legislation granting substantial presidential authority, compelling timber-producing and exporting nations to align with the “America First” doctrine in safeguarding domestic production and international trade.

To comply with the legal prerequisites for importing timber and timber products into the U.S. market, stakeholders in Vietnam should undertake concerted efforts to enhance bilateral information exchange and cooperation, fostering a sustainable timber supply chain between Vietnam and the U.S.

Vietnam government agencies

- Leverage Vietnam’s 30-year diplomatic relationship with the U.S. and the 20-year Bilateral Trade Agreement (BTA) to strengthen trade cooperation.
- Enhance mechanisms for dialogue and oversight with U.S. forestry authorities concerning legal requirements for timber and wood product imports, accompanied by detailed guidance;
- Disseminate and raise awareness of U.S. legal stipulations for timber and timber products among timber associations and enterprises;
- Provide directives and mandate local state agencies to verify the legality of timber harvesting and trade in accordance with Vietnamese law for forest owners and businesses.

Associations

- Convene conferences and forums to facilitate the exchange and dissemination of information between Vietnamese exporters and U.S. timber associations and enterprises, elucidating U.S. governmental and corporate requirements for imported timber and timber products;

- Develop a digital repository integrating regulations, standards, expertise, and guidelines for compliance with U.S. requirements for timber and timber products, ensuring accessibility for domestic timber enterprises, particularly exporters.

Exporting enterprises

- Leverage assistance from the Vietnam Trade Office in the U.S. and other communication channels to remain apprised of evolving U.S. policies and regulations.
- Proactively compile documentation and evidence affirming that timber is harvested and traded in compliance with Vietnamese legal frameworks.
- Maintain regular engagement and updates with U.S.-based associations and importing partners regarding legal requirements for timber and timber products sourced from Vietnam.

Appendix 1. Export value of timber and timber product categories from Vietnam to the U.S., 2020–2024 (USD)

Product	2020	2021	2022	2023	2024
Plywood/Joint Panels	294,904,876	488,452,258	365,814,839	282,227,558	310,729,869
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Chair	2,058,397,075	2,804,817,967	2,297,457,962	2,253,443,209	2,778,811,836
Other Products	118,396,094	139,315,229	165,269,775	139,580,054	199,901,640
Total Exports	6,976,392,746	8,408,733,836	8,486,203,009	7,105,892,256	8,807,555,429

Source: Compiled by VIFOREST from Vietnam Customs data.