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FURNITURE INDUSTRY DEVELOPMENT IN THE WEST AFRICAN SUB-REGION

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CHAPTER I

INTRODUCTION

Scope of the Report

1. This report constitutes a pre-feasibility study of furniture and fixture (later on referred to as furniture) industry development in the West African sub-region.

The report covers mainly wooden and metal furniture, upholstered and not upholstered, used by households, offices, schools and others.

The report examines the situation and prospects of this industrial branch in general and in the sub-regional economy in particular.

It anticipates the future demand of furniture till 1980. On the basis of the projected demand it proposes expansion of furniture industries in the sub-region, indicating investment and employment requirements for such an expansion. In addition to internal demand of West African countries it foresees exports of furniture from the sub-region.

2. Due to the character of this industry which allows a parallel development of small-, medium- and large-scale industries, no integrated industries, for two or more countries of the sub-region, has been envisaged.

3. The countries covered by the report are as follows:-

1. Dahomey
2. Gambia
3. Ghana
4. Guinea
5. Ivory Coast
6. Liberia
7. Mali
8. Mauritania
9. Niger
10. Nigeria
11. Senegal
12. Sierra Leone
13. Togo
14. Upper Volta

CHAPTER II

DEVELOPMENT PROSPECTS FOR FURNITURE INDUSTRY

4. Furniture should be regarded as much of a necessity as a house. Every house, be it used for living, working or entertainment, is furnished with some sort of furniture. Even though furniture is a necessity, its quantity and particularly its quality are varying with the income-level of the population.

Usually the quality of furniture is in accordance with the quality of housing facilities. Modern houses include today "built-in" furniture (cupboards, kitchen cabinets, etc.) which means that furniture has become a part of housing construction.

5. It follows that expansion of the furniture industry is, to some extent, depended on the extension of housing facilities.

According to the findings of a United Nations Commission^{1/} "Approximately half the population of the developing continents of Africa, Asia, and Latin America live in overcrowded, squalid and unsanitary housing and many are homeless". This would imply that there is an inadequate furniture supply in the developing countries as well.

The same Commission has stated further that "by 1965 the developing countries of Asia, Africa and Latin America will require up to 24 million dwellings annually to house the increase in population, to remedy existing shortages and deficiencies over a period of thirty years, and to offset continuing obsolescence. This is equivalent to about ten dwellings annually per 1,000 inhabitants. The magnitude of these requirements for new housing may be gauged from the fact that, with few exceptions, the highly industrialized countries today build no more than six to seven dwellings per 1,000 inhabitants".

6. Though one should admit that housing construction in the developing countries could hardly grow at such a desired rate, it is a fact that most of the countries have recognized the importance and magnitude

^{1/} "Report of the Ad Hoc Group of Experts on Housing and Urban Development" United Nations, New York, 1962, page 2.

of the problem and have provided adequate ways and means in order to improve the existing situation in housing, which would, at the same time, mean a better future for the furniture industry development as well.

7. In fact through the increase of income per capita and recognition of the society for the necessity of better housing facilities, one should expect that the growth of the furniture industry should be higher than the rate of growth of the population.

However, the actual level of the furniture industry development and particularly its structure depend on many other factors.

8. Furniture industry in the USA^{1/} between 1947 and 1960 increased by 17 per cent, while the population increased only by 23 per cent. While population was growing at an average annual rate of growth of about 1.6 per cent, furniture industry was growing at a rate of 4.2 per cent per annum, i.e. 2.6 times faster than the population.

In the UK^{2/} the sales of wooden furniture and upholstery industry increased by more than 10 per cent between 1954 and 1958 while population increase amounted to about 3 per cent.

The total furniture industry growth in the UK was even faster due to the increased share of metal and plastic furniture.

9. Steel, aluminium, and plastic have evaded the furniture industry in competition with wood with varying degree of success. In general, where standard or special furniture products (like filing cabinets and similar items) are required, or where weather conditions were too sharp (furniture for gardens and similar open areas), wood was unable to compete successfully with metal and plastic.

However, wooden furniture remain dominant in households, and depending on its further flexibility and adaptability, it is expected so to remain so for long.

^{1/} A Benn Group Journal "WOOD" October 1965, page 27.

^{2/} The Report on the Census of Production for 1958, Part III, Furniture and Upholstery, London 1961.

The previously and commonly used hardwood for furniture is today, to a large extent, replaced with much lighter wood products particularly wood-based panels (veneer, plywood, fibreboard and particle board) which at the same time are easily adaptable to furniture designs.

10. Wooden furniture, besides being more agreeable for use, is 2 to 4 times less expensive than metal furniture. The handicap of wooden furniture is the high labour content which, due to the permanent tendency of wage increases, might be an obstacle in the competition with other kind of materials used in furniture manufacturing, particularly with plastics. Plastic furniture is particularly suitable for standard products and easily adaptable to designs, but for the time being it may only be used in combination with metal or wood, and is less durable than wood.

Metal furniture, particularly chairs, have longer durability than wood but are not favoured in use. Therefore they are mostly used in combination with wood (for bottom) or are upholstered with plastic materials.

Each of the materials used in furniture manufacturing has its advantages and disadvantages and each one will find its place in the market depending on the particular condition of a country.

11. The wood-producing countries should obviously force consumption of wood furniture, not only for marketing its hardwood and wood-based panels, but also for providing greater opportunities for employment, this being particularly important for the developing countries with high labour pressure.

On the other hand, metal-or plastic-producing countries might force utilization of these materials in furniture manufacturing, which however provide less opportunity for employment than wooden furniture manufacturing.

Countries which have to import raw materials for manufacturing furniture should weigh the advantages, of one material as compared with the other, that will bear on the economy as a whole.

12. Though, today, there is a quite big world trade in furniture, there is, nevertheless, a tendency of diminishing export from developed to developing countries which in the near future might even be reversed. Not only that some of the developed countries might have shortage of wood supply, but the high wages in these countries, in spite of the higher productivity, might completely cut export possibilities, and in fact create an opportunity for developing countries to export to developed countries for their internal supply.

Along with other labour intensive industries, (textile and leather), the furniture industry has great chances to become an export industry of developing countries. This is particularly valid for wooden furniture industries.

However, the wooden furniture industry in developing countries should particularly improve in designs and be flexible in its adaptation to modern conception in furniture manufacturing.

For this reason a concentration of industry in larger units might become indispensable, though it has been proved in practice that large units do not prove to be always more efficient. In fact, the strength of the furniture, both in design and production, has in most developed countries derived from medium-sized units which have been gaining at the expense of small and large units.

13. According to the wooden furniture manufacturing census in the year 1958 in the UK^{1/} enterprises employing between 50 and 300 persons produced nearly 50 per cent of the total sales value of the branch. It is characteristic that, according to this census, the lowest net output per person employed have been attained by the furniture industries employing 1,000 and more persons (£701 as compared with £793 to £1,077 attained by units employing 25 to 999 persons).

^{1/} The Report of the Census of Production for 1958, Part III, Furniture and Upholstery, London 1961.

The comparative figures for enterprises employing 25 or more persons for output of various kinds of mainly wooden furniture and upholstery (in percentage) were:

TABLE 1

Kind of furniture	1954	1958
Domestic furniture not upholstered	56.6	50.4
Upholstered furniture	26.0	26.6
Office furniture	1.8	2.3
School furniture	2.6	3.7
Other	<u>13.0</u>	<u>17.0</u>
Total	100.0 =====	100.0 =====

Enterprises employing less than 25 persons most probably are producing predominantly domestic furniture not upholstered, while manufacturers of metal furniture produce some office and school furniture. This, eventually, might bring for the total furniture production the same sharing of various kind of furniture as shown in Table 1.

Consequently, according to the trends in the furniture industry in the world, the prospects for development of this branch in the developing countries are very favourable, not only for their own supply but also for export.

CHAPTER III

FURNITURE CONSUMPTION AND PRODUCTION

IN THE WEST AFRICAN SUB-REGION 1960-1964

14. The consumption and production of furniture is varying considerably among the West African Countries.

However, the exact data on consumption was difficult to ascertain due to the lack of informations concerning production, particularly of small-scale industries. The data on importation, on the other side were fairly complete, except for Guinea.

A. Import

15. Importation of furniture between 1960 and 1964 of individual countries varied from the year to year (see Annex I, Tables 1-15), but for the sub-region as a whole, from the year 1961 on, it was in constant decline.

The biggest importer of furniture in West Africa, during this 5 year period (1960-1964) was Nigeria, followed by Ivory Coast and Liberia.

While Nigeria reduced radically its import, from US \$ 5.1 million in 1960 to US\$ 1.9 million in 1964, the other two countries imported more in 1964 than in the year 1960.

Ghana and Senegal were in 1960 the second and third biggest importers, with US \$ 1.5 million and US\$ 1.3 million respectively, but their import in 1964 was reduced to half, amounting to US\$ 0.6 and US\$ 0.7 million respectively.

Sierra Leone has also increased importation, while other countries decreased or remained more or less on the same level.

16. The importation, separate for wooden and metal furniture, by country and for the sub-region as a whole is given in Annex I, Table 15.

These data have been derived mainly from the data contained in the Tables 1 to 14, Annex I, but partially were estimated.

(It has been established that data on total furniture importation, particularly those of UN and EEC statistics, contain also mattresses, which in this presentation have been excluded wherever the breakdown was available. Thus is the reason why figures of totals for wooden and metal furniture imported are in general lower than those of UN and EEC).

17. The importation of wooden and metal furniture for the sub-region as a whole for the years 1960 to 1964 was:

TABLE 2
Import of Furniture in West Africa
in '000 US\$

Year	Wooden	Metal	Total
1960	3,800	8,387	12,187
1961	4,421	8,760	13,181
1962	4,181	6,521	10,702
1963	3,902	5,691	9,593
1964	3,274	4,796	8,070

The import of wooden and metal furniture increased from 1960 to 1961, but after that year the import of both, wooden and metal furniture, was in decline. In fact the decline in importation of metal furniture was more rapid than that of wooden furniture. From 1961 to 1964 metal furniture import was almost halved, while that of wooden furniture was only reduced by a quarter.

Though there is limited information on the West African countries production of furniture, it might be assumed that the reason for decline in importation is due to increased production by each and all countries of the sub-region.

18. The reason why there is still a considerable import, particularly of wooden furniture, into countries which export unprocessed or partially processed wood (Nigeria, Ghana, Ivory Coast and Sierra Leone), is due to the non-flexibility of domestic producers to adopt the modern designs and to make furniture lighter and more practical.

The sooner modern designs are applied the earlier the imports will be cut down to a reasonable level.

One should, namely, expect that there will be always some smaller quantities imported, for various reasons, one of them being the unavoidable competition from abroad which also will be pressing domestic producers to manufacture practical furniture at reasonable prices, and in this way be beneficial to the consumers.

The biggest exporters of furniture to West African countries in the past period were European countries, particularly France, UK, West Germany and Italy, as well as USA.

B. Production

19. As already stated, there are limited data on the production of furniture in the West African countries.

Censuses of industrial production were undertaken in 1962 and 1963 in Ghana, Nigeria and Liberia, but in Ghana only enterprises employing 25 and more persons, and in Nigeria employing 10 and more persons, were recorded. Also censuses do not present a complete and consistent survey of this industrial branch as will be seen under the description of the individual country's situation.

(The problem in gathering complete data for furniture manufacturing is, in fact, that). At present the biggest portion of furniture supply comes from the small producers employing less than 10 workers, who could not so easily be surveyed.

20. The situation in the individual countries, as far as it could be investigated, was as follows:-

- a. DAHOMEY: Wood: there is a Government-run workshop, which has a carpentry section. At full capacity the output is estimated at US\$4,000 per month or US\$ 48,000 per year. Employs 30 workers. Produces beds, buffets, tables. Plywood is imported from Gabon. There are many artisan workshops.
- Metal: ^{1/} Ets Mecanelec established 1960 at Cotonou produces metal furniture and other metal products; capacity 1,000 m2 of metal products. Investment US\$ 80,000. Someca started production of metal furniture as well.
- b. GAMBIA: No data available, but it is assumed that there are several artisan workshops of smaller size.
- c. GHANA: According to the Industrial census 1962 there were 53 furniture factories (27 employing 1 person; 21 employing 2 to 4; 2 employing 5-9; 2 employing 10 to 19 and 1 factory employing 266 persons); total employment 380 persons. According to the Industrial Statistics 1962-1964 the census embraced only 23 establishments employing more than 25 persons, and the total employment was recorded for 1962 with 2,538 persons, which was increased to 3,362 in 1964.

The inconsistency, perhaps, could be explained so that some of the establishments being recorded in the 1962 Industrial Census Report Volume I - Industry under "Other fixture" are in the Industrial Statistics 1962-1964 put under "furniture making" (transfer from 2609 to 2601).

The output value, according to Industrial Statistics 1962-1964 was increased for the furniture-making industry from US\$ 3.5 million in 1962 to 4.85 million US\$ in 1964, i.e. it was increased by almost 40 per cent in the period of two years.

The sales value was recorded much lower than the gross-output value, (particularly a big difference is shown for 1964), which would imply that there was left a big stock of unsold furniture.

It has been assumed that, besides the above-recorded establishments, there are many smaller artisan shops (even bigger than recorded in the Industrial census 1962) so that one should put total output value considerably higher than shown above.

d. GUINEA:

Sonfonia, a wood furniture factory, started production at the beginning of 1964; capacity: chairs 33,000 pcs., desks, tables, cupboards, beds and school benches about 20 thousand pieces and 30 thousand pieces of cases. Employs about 250 workers.

Mr. Jaffal Taleb at Conakry was given permission to extend his factory of metal beds (Industrie et Travaux d'Outre Mer - Juillet 1962).

It is assumed that besides these two factories there were other establishments producing wooden and metal furniture.

e. IVORY
COAST:

According to "Perspective du Devel. Economique et Social" the development of the furniture industry was given as follows:

TABLE 3

Wooden Furniture Production in Ivory Coast^{1/}

Year	Addl. Invest. 1000 US\$	Addl. Empl. Number	Prod. Value 1000 US\$	Import 1000	Export US\$
1960	-	-	1,100	-	-
1965	400	200	2,000	800	-
1970	400	200	3,000	-	-
1975	800	300	4,800	-	-

^{1/} For 1960 artisan production not included.

TABLE 4

Metal Furniture Production in Ivory Coast

Year	Addl. Invest. 1000 US\$	Addl. Empl. Number	Production Quant.†	US\$ million	Import million US\$	Export million US\$
1960	-	119	1,059	-	-	-
1965	200	100	2,400	2.4	-	-
1970	80	150	3,500	3.6	-	-
1975	300	150	4,700	4.84	-	-

There were 34 enterprises in 1964 producing wooden furniture, and 4 producing metal furniture. The most important in metal furniture is Sté. Franquet which produced in 1964 22,343 pieces of beds in the value of US\$ 288,000

The development plan for 1970 and 1975 will be discussed under Chapter IV. Here it is only necessary to say that, it seems, the production value of metal furniture for 1965 was overestimated what, perhaps, might be supported by need for import of metal furniture of US\$ 600 thousand in 1964.

f. LIBERIA:

According to the Industrial census in 1962 there were 26 enterprises producing furniture. Investment was US\$ 165,000 and value of production US\$ 210,000; employment 157 people. Capacity utilized 55 per cent.

It is interesting to note that Liberia was the country which increased importation of furniture the most in the period between 1960 and 1964 (from 750 thousand to 1,300 thousand and in 1963 was even US\$ 1,900 thousand), while the capacities of domestic industry were poorly utilized.

g. MALI:

The importation of furniture has been cut down, and there is information about the existence of

several workshops producing furniture, but no precise data are available.

- h. MAURITANIA: The importation of furniture has been reduced from US\$ 596 thousand in 1961 to US\$ 60 thousand in 1964. It has been assumed that high import was temporary and in connexion with the activities of iron mining settlement.

It has been assumed as well that there are some smaller artisan workshops producing furniture.

- i. NIGER: Sonifame producing metal furniture, employing 20 people, invested US\$ 180,000 and is estimated to have output value of US\$ 16,000 per month. There are four other metal workshops and several woodwork shops.

- j. NIGERIA: The comparative figures of Industrial Surveys carried on in 1962 and 1963 for the furniture industry are as follows:

TABLE 5

Industrial Survey Data for Furniture
Industry in Nigeria

	1962	1963
No. of establishments	47	55
Value of production	US\$ 5.5 million	US\$ 4.7 million
No. of employed	3,129	2,947

Both censuses claim to embrace establishments employing 10 and more persons and to cover: in 1962 in number of establishments 83 per cent and 91 per cent in employment; in 1963 the coverage was in number of establishments 82.1 per cent and 83.3 per cent in employment.

It seems, however, hardly believable that Nigeria which cut down import from US\$ 4.5 million in 1961 to US\$ 3 million in 1962 and to US\$ 2.4

million in 1963, reduced domestic production of furniture between 1962 and 1963 by about 16 per cent. At the same time, building construction was increased and of course the houses furnished with the furniture.

On the basis of the information obtained there are in Nigeria hundreds of smaller establishments and artisan workshops which supply the biggest portion of domestic consumption. It is said that there should be a total furniture production which is about three times higher than shown by the above-mentioned censuses. (The census for 1963 gives the production of metal furniture to about US\$ 1 million).

k. SENEGAL:

Ets Dericourt et Cie produces wood furniture and there are dozens of other smaller workshops. Sté.Ferafric produces metal furniture; capacity: 24,000 beds and 600 tons of other products. La Literia Medina produces metal furniture and employs 300 people and Sté.Nordon 100 people.

l. SIERRA
LEONE:

Kenema Forest Industries produce wooden furniture in the value of about US\$ 20 thousand per month. According to Quarterly Statistical Bulletin No. 4/1964 the employment in furniture industry amounted to about 90 persons.

m. TOGO:

According to the country's Statistical Office data, there were 10 larger and 274 artisan workshops in Togo in December 1964. Capital invested since the creation amounted to US\$ 117 thousand; out of this US\$ 55 thousand in 1964.

n. UPPER
VOLTA:

There is a larger wood furniture factory and several artisan workshops.

S.I.B. at Bobo-Dioulasso, which started in 1963, produces metal furniture; capacity 20,000 metal beds/year, investment US\$ 160 thousand, employs 110 workers. In 1964 produced 5,258 beds and 764 mattresses.

21. According to the above statistical data and information there seems to be great inconsistency and shortages as well as contradictions

in the numbers of establishments, in output and sales values, in productivity, i.e., production value per person employed, etc., number of establishments, output and sales values according to the industrial censuses in Ghana and Nigeria have been stated above.

The output value per employed person in Ghana amounted to about US\$ 1,400 per year, while in Nigeria amounted to about US\$ 1,770 in 1962 and in 1963 to about US\$ 1,600. Ghana census embraced enterprises employing 25 and more and that of Nigeria employing 10 and more persons.

In Dahomey output value in wooden furniture production was US\$ 1,600 per employed per year; in metal manufacturing in Niger the output value would amount to about US \$ 10,000 per employed person per year. Niger invested US\$ 180,000 and employs 20 people and SIB Upper Volta with investment of US\$ 160,000 employs 110 people. In Liberia for all furniture production the output value was US\$ 1,340 per employed person per year.

22. The gross and net output value per employed person per year in the furniture industry in the UK was:^{1/}

TABLE 6
Output value per employed in UK
in US\$

(a)	Enterprises employing 25 and more	1954	1958
	Gross-output (sales)	4,370	4,900
	Net-output	2,000	2,300
(b)	Small firms employing less than 25		
	Gross-output (sales)	-	4,850
	Net-output	-	2,350

It is interesting to see that output value per employed person per year in the medium and large enterprises is equalled to by those in the

^{1/} Report on the Census of Production for 1958, Part III, Furniture and Upholstery, London 1961.

small firms, and net-output in small firms is slightly higher than in the bigger ones.

23. In comparing the output (gross) values between the UK enterprises in furniture manufacturing with these in the West African countries (where it ranged from US\$ 1,340 in Liberia, to US\$ 1,400 in Ghana and US\$ 1,600-1,770 in Nigeria) it can be seen that the output value per employed person per year in West African countries was about three times lower than that in the UK.

It should be taken into account that the data given for UK industries are for the years 1954 and 1958, while these for West African countries are for the year 1962-63 and, most probably, the productivity in UK enterprises was further increased (between 1954 and 1958 it was increased by 15 per cent, in terms of net-output value).

(The data given for Sonifame in Niger refer, most probably, to the output at full capacity, while employment refers to the present production; the enterprise just started its operation end of 1965).

24. The output value per employed person in a metal furniture industry is between 60 and 100 per cent higher than in a wooden furniture industry, depending on the kind of furniture produced. (Wood requires more work and is cheaper than metal).

25. The composition of the price structure for wooden and metal furniture is approximately the following:

TABLE 7
Composition of the Price Structure in
Furniture Industry (Percentage)

Item	Wooden	Metal
1. Material costs	50-55	60-65
2. Wages and salaries	20-25	12-15
3. Depreciation	5	5
4. Profit	15	15
Sales Price	100	100

26. For the purpose of estimating the relative values for output and investment per employed person in the furniture industry in the West African countries it was assumed that they were in the year 1964 in the following proportions:

a. output (gross)

- wooden furniture about US\$ 1,200 per employed person
- metal furniture about US\$ 2,500 per employed person

b. investment

- wooden furniture about US\$ 500 - 1,000 per employed person
- metal furniture about US\$ 1,500 - 2,000 per employed person

This has been assumed as an average for the small-, medium- and large-scale industries.

27. On the basis of the described situation in the individual countries and taking into account also the above given parameters, the gross output value, employment and investment for the 14 countries of the West African sub-region have been estimated to be in the year 1964 as follows:

TABLE 8
Gross Output, Employment and Investment
in the Furniture Industry of the West Africa
in 1964

Item	Wooden	Metal	Total
a. gross output (1,000 US\$)	23,710	7,800	31,510
b. employment (number)	19,800	3,200	23,000
c. investment (1,000 US\$)	15,000	5,600	20,600

For the individual countries the gross output (value of production) is shown in the Annex II, TABLE 1.

28. The average values (for wooden and metal furniture) for the sub-region in the year 1964 are then as follows:-

- a. gross output per employed person/year US\$ 1,385
- b. investment per employed person about US\$ 900

The values for gross output are estimated to be slightly lower in average for the sub-region than obtained through industrial census in Nigeria, i.e. to be somewhere on the level of the output given by Liberia and Ghana.

C. Consumption

29. The production values for the individual countries have been derived by taking into account the described situation concerning existence of the furniture industries and in countries where only a few industries are quoted and/or surveyed (like in Ghana and Nigeria employing 25 or 10 and more employees), the production of small-scale industries has been added. It is not possible to be exact in the estimation of the production of small-scale industries,^{1/} but it was

^{1/} Supplying monetary sector of the economies.

thought to be, perhaps, of greater use than to exclude it from the report completely. It is well known that, at the present time, this part of furniture industry is supplying between 40 and 65 per cent of total demand of furniture in the West African countries.

Inclusion of the estimated production of small-scale industries is bringing us nearer to the real consumption of furniture by the population than would be the case if these productions are excluded.

(Here, it could be recommended to the countries to undertake, as soon as possible, a survey of small-scale industries producing furniture as well as of all other small industries which supply the market at a higher percentage, say above 25 per cent of total supply in order to assess the magnitude of these industries as well as the impact they have on the supply and on the economy as a whole. For instance, the furniture industry has importance in solving employment problems for it is labour intensive).

30. The consumption of furniture for individual countries and for the sub-region are shown in Annex II, Table 1. (Export of furniture from West African countries was negligible: Ghana 1962 US\$ 45 thousand, 1964 US\$ 15 thousand; Nigeria 1963 US\$ 9 thousand, 1964 US\$ 4 thousand; Sierra Leone 1963 US\$ 1 thousand; Ivory Coast and Senegal no data available for 1964).

The consumption of furniture per capita compared with the income per capita is shown in the following table.

TABLE 9

Consumption of furniture and income (per capita)
in the West African countries in 1964

Country	Furn. Cons. 1000 US\$ (Total)	Population in 1000	Furn. Cons. in US\$ per capita	1965 Income in US\$ per cap.
1. Dahomey	600	2,300	0.26	69
2. Gambia	140	315	0.44	71
3. Ghana	7,620	7,540	1.01	202
4. Guinea	1,600	3,400	0.47	72
5. Ivory Coast	5,000	3,730	1.34	249
6. Liberia	1,550	1,040	1.50	250
7. Mali	700	4,450	0.16	71
8. Mauritania	260	730	0.36	192
9. Niger	780	3,200	0.24	90
10. Nigeria	15,000	56,600	0.26	74
11. Senegal	4,200	3,450	1.22	202
12. Sierra Leone	1,300	2,650	0.49	84
13. Togo	550	1,570	0.35	87
14. Upper Volta	600	4,650	0.13	47
Total	39,900	95,525	0.42	97

31. The growth of the consumption and production for the sub-region as total has been estimated as follows:

TABLE 10

Consumption of Furniture in the
West African sub-region between 1960 and 1964
in million US\$

	1960	1962	1964
Importation	12.2	10.7	8.4
Production	22.0	26.3	31.5
Consumption	34.2	37.0	39.9

32. According to the above table the consumption of furniture grew at a rate of about 4 per cent per annum, while the production of furniture was growing at a rate of about 8 and a half per cent per annum.

CHAPTER IV

ESTIMATES OF FURNITURE INDUSTRY DEVELOPMENT IN

THE WEST AFRICAN SUB-REGION TILL 1980

A. Consumption

33. Furniture which it was said is as necessary as well as a house, its consumption is, of course, related to the population growth of a country in the first place. However, the demand for furniture is usually more than double that of the population growth. One reason for this is in the requirements for replacement and another is the permanent growth of the economy in absolute and relative terms (income per capita) which has to provide the better opportunity for supply of these indispensable goods than the population enjoyed in the past when income per capita was lower.

In other words, though furniture is a necessity, still it is related to the income per capita of the population, for the people in the higher income group will consume more furniture and of better quality. But besides income total and per capita, the furniture demand is also related to the rate of growth of housing construction, which in many instances is not proportionate to income. The construction of new houses or dwellings, depending on the governmental policy, differs in relation to population even among the countries having the same income per capita. In Western and Central Europe,^{1/} the number of dwellings completed per 1,000 inhabitants averaged in 1960 between six and seven dwellings per 1,000 inhabitants annually. On the other hand in the USSR the construction rates increased from 6.6 dwellings per 1,000 inhabitants in 1953 to 10.8 dwellings in 1958 and to 15 in 1960. Such high rates were required in order to reduce overcrowding left from previous years.

For Africa in order to keep pace with population growth and the obsolescence of dwellings and to eliminate existing shortages in thirty years, it has been estimated that 2.6 million to 3.2 dwellings would be required annually, which is equal to about ten to eleven dwellings per 1,000 inhabitants.^{2/}

^{1/} Report of the Ad Hoc Group of Experts on Housing, New York 1962, p. 10.

^{2/} The same Report - page 9 .

In fact, the rate of dwellings construction in West Africa, is estimated to be between 4 to 5 dwellings per 1,000 inhabitants, which would mean that in the future a higher rate would be required. However, it is difficult to establish a realistic rate of dwelling construction for West Africa, for the purpose of this paper, and this should be left to be done in a separate study on housing and urban development problems.

34. It seems that for the purpose of this study, the most reliable indicator for the estimation of the furniture consumption in the coming 16 years 1964 to 1980 would be the rate of growth of the population in the monetary sector. According to the internal calculations made in the ECA, it will grow in West Africa, for the sub-region as a whole, from about 40 million in the year 1964 to about 84 per million in the year 1980, i.e. at a rate of about 6 per cent per annum. It seems that this rate for furniture consumption should be slightly higher in order to cover some shortages of the past period, i.e. that the rate be about 6 1/2 per cent per annum between 1964 and 1980.

35. Applying the annual compound rate of growth of 6.5 per cent on the consumption in the year 1964, of about US\$ 40 million, the consumption of furniture, for the sub-region as a whole, will amount to about US \$110 million in the year 1980. With slight moderations the same rate of growth has been envisaged for the individual countries of the sub-region. (See Annex III, Table 1).

The growth of consumption of furniture between 1960 and 1964 was estimated at about 4 per cent per annum. The increase in the rate of growth of furniture consumption for the coming period is anticipated on the basis of the expected higher rate of growth of the economies as a whole (planned 5.9 per cent per annum between 1965-1980 for the sub-region as compared with 4.9 per cent estimated for 1960-1965) which will produce a higher income per capita as well.

The rate of growth of urban population between 1965 and 1980 is expected to be at a rate of at least 6 per cent (study is not yet completed) and the urban population are expected to be the biggest consumer of furniture.

TABLE 11

Consumption of furniture and income (per capita) in the
West African countries in 1980

Country	Furniture const. 1,000 US \$ total	Population in 1,000	Furniture const. in US \$ per capita	Income in US \$ per capita
1. Dahomey	2,400	3,350	0.72	103
2. Gambia	500	490	1.02	110
3. Ghana	22,200	12,130	1.83	287
4. Guinea	4,200	5,030	0.83	112
5. Ivory Coast	12,600	5,380	2.34	455
6. Liberia	3,550	1,240	2.86	585
7. Mali	1,800	6,480	0.28	101
8. Mauritania	700	890	0.79	382
9. Niger	2,400	4,670	0.52	152
10. Nigeria	40,800	91,000	0.45	110
11. Senegal	11,100	4,630	2.40	337
12. Sierra Leone	5,050	3,660	1.38	162
13. Togo	1,200	2,370	0.51	140
14. Upper Volta	1,500	6,410	0.24	103
Total	110,000	147,730	0.75	152

The average per capita consumption for the sub-region, has been planned to increase from US\$ 0.42 in 1964 to US\$ 0.75 in 1980.

B. Production

36. It was considered appropriate to cover, basically, all the consumption through domestic production, for there are no technical or economic reasons for not doing so. As it has been shown even in a developed

country, like England, there is a place for small-scale industries in furniture manufacturing, and, such small-scale industries might be on a footing with the medium-and large-scale industries.

37. It has been assumed so for the countries which are producing raw materials (wood or metal) as well as for the countries not producing the basic raw materials. It was considered to be more advantageous to import raw materials than finished products. This kind of commodities could be better supplied from domestic industries than from the foreign one, provided that they follow the technical advances and requirements of the consumers. And importation, though not necessary, has been envisaged for the purpose to help to regulate the market in terms of designs and prices.

38. The proportion between production of wooden and metal furniture will be planned the same for 1980 as it was in the year 1964 (3 : 1) though there is a tendency for increase of metal and other furniture on the account of the wooden. The reason for such planning is that wooden furniture being cheaper than metal furniture might be acceptable to a greater number of consumers. In addition the majority of the countries possess wood while chances for establishing adequate steel plants are limited only a few of them.^{1/}

For the countries which would have to import raw materials, wooden or metal, the proportion of metal has been put higher.

39. As plastic is used in combination with either metal or wood (also for upholstery) it has not been treated separately. However, countries not having a convenient supply of wood or metal, may decide to use proportionally more plastic materials.

C. Import - Export

40. The purpose of anticipating a small import in the sub-region has already been explained. It has been reduced radically in proportion

^{1/} For the same reason our plan for Ivory Coast favours development of wooden furniture on account of metal.

to total consumption. In the year 1964 import amounted to 21 per cent and in the year 1980 it has been planned with 4.5 per cent only for the sub-region as a whole.

41. Export in the year 1964 amounted, probably (exact figures are not available due to the lack of breakdown of export commodities) to US \$ 0.1 million, while for the year 1980 it has been planned to increase to US \$ 15 million. The export is envisaged only for wooden furniture and only for the countries which have extensive resources of wood (Ghana, Ivory Coast and Nigeria). These countries also plan to produce wood-based panels much used in the production of wooden furniture.^{1/}

42. According to what has been stated there will be changes in the structure of consumption as well as in the proportion of domestic production and foreign trade in 1980 as compared with the situation in the year 1964.

TABLE 12

Production, import-export and consumption
of furniture in West African sub-region in
1980

In million US \$

	Wooden	Metal	Total
a. Production	90.00	30.00	120.00
b. Import	2.25	2.75	5.00
c. Export	15.00	-	15.00
d. Consumption	77.25	32.75	110.00

While the consumption will grow at a rate of 6.5 per cent per annum between 1964 and 1980, production is planned to grow even at a faster rate i.e., at 9.3 per cent per annum in order to replace the part of import and to provide goods for export.

^{1/} Furniture for export should be standardized and be prepared in knock-down condition for transport in order to reduce packing and transport cost.

CHAPTER V

AGGREGATES OF THE ECONOMIC IMPACT

A. Employment and Investment

43. It has been assumed that the productivity in furniture manufacturing will be double in 1980 as compared with the year 1964. This is not only desirable but also necessary in order to cope with the expected increase of the wages and salaries in the coming years, as well as with the competition from abroad. Due to the fact that furniture industry in UK in the year 1958 already had a three times higher output per worker than in average West African countries in the year 1964, the anticipated productivity for the year 1980 might be low, i.e., to be only 100 per cent higher than it was in the year 1964. However, this is considered to be a minimum.

44. The investment per employed person on the basis of the present prevailing prices, should be put slightly higher per employed person than it was for the year 1964, because it will be necessary to provide a better mechanization for the production even in the small-scale industries.

45. The required additional employment will be as follows:

Modern furniture

a.	production value in 1980	=	US \$ 90.0 million
b.	gross output value per employed	=	US \$ 2,500 per year
c.	required total number of persons	=	36,000
d.	number of persons employed in 1964	=	<u>19,800</u>
e.	additional persons required in 1980	=	<u>16,200</u>

Metal furniture

a.	production value in 1980	=	US \$ 30 million
b.	gross output value per employed	=	US \$ 5,000
c.	required total number of persons	=	6,000
d.	number of persons employed in 1964	=	<u>3,200</u>
e.	additional persons required in 1980	=	<u>2,800</u>

or totally for wooden and metal 19,000 persons

Indirect employment estimated to about 4,500 persons.

46. Investment will be required as follows:

a. total investment:

- number of employed in wooden furniture		
36,000 x 1,000	=	36 million
- number of employed in metal furniture		
6,000 x 2,000	=	<u>12 million</u>
Total	US \$	48 million

b. investment made till 1964 " " 20.6 million

c. additional investment needed " " 27.4 million
till 1980 =====

d. additional investment per a new employed person US \$ 1,450

B. Gross output and value added

47. The gross output for wooden and metal furniture for the year 1980 has been estimated to:

- the material costs about	US \$ 120 million
- value added will be then about	<u>US \$ 75 million</u>
	<u>US \$ 45 million</u>
	<u>=====</u>

or about 37.5 per cent of the gross output.

C. Foreign currency savings

48. Foreign currency savings could be done on the basis of various assumptions, i.e. so that partial domestic production is compared with the import, or that total production is compared with total import. In the present case it will be calculated on the basis of the second assumption, though it has only hypothetical meaning for there was earlier domestic production which will continue in the future and which might not be regarded as purely substitution for import.^{1/}

The real benefit in the foreign exchange is expected to derive from export of wooden furniture.

^{1/} It is assumed that basic raw materials wood and metal will be available inside sub-region.

It is assumed that the investment be mainly financed from domestic sources, and only a small part to be financed through loans or foreign investment.

a. consumption value equal to presumed c.i.f. value	110 million
- repayment of loans and export of profits	5 mil.
- import of materials and other	<u>10 mil. 15 million</u>
	US \$ 95 million
+ export value of furniture	= US \$ 15 mil.
- import value of furniture	= <u>US \$ 5 mil. 10 million</u>
Total savings US \$ 105 million	
=====	

CHAPTER VI

SUMMARY

49. The importance of the furniture industry, besides being the supplier of indispensable commodity for the population, is providing opportunity for high employment while needing for low investment.

For this reason it is particularly favourable for the developing countries, though while it is losing its importance and viability in the developed countries due to higher wages.

Due to relatively simple processing methods this industry is suitable for easy training of workers which are mainly on the level of semi-skilled. However, for designs and follow-up of technological advances, particularly for the export industries, a small number of highly qualified personnel is required.

As the furniture industry has already taken deep roots in the West African countries, there should be no doubt that it will be able to progress adequately according to the requirements of internal markets, and to compete in the foreign ones.

50. The rate of growth of furniture consumption for the sub-region as a whole was about 4 per cent between 1960 and 1964, while it is foreseen to grow at a rate of 6.5 per cent in the period between 1964 and 1980.

51. Production of furniture was increased from US\$ 22.0 million in 1960 to US\$ 31.5 million in 1964 or by 43 per cent, while it is expected to increase to US\$ 120 million in 1980 or by almost four times from the year 1964.

52. Import of furniture has been planned to be reduced to a minimum. On the other side, exports are foreseen in the value of US \$15 million by 1980 from Ghana, Ivory Coast and Nigeria (wooden furniture).

53. New employment (direct) is estimated to 19,000 persons, indirect employment to 4,500 persons, and the new investment to US \$27.4 million. The value added by 1980 for the total industry will amount to US \$45 million.

ANNEX I
TABLE 1

DAHOMY

Import of Furniture and Fixtures

Quantity - tons

Value = 1,000 US\$

	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
Furniture Total	290	263	200	206	220	183	300	318	200	175
Source: United Nations Yearbook of International Trade Statistics.										
Furniture Total	290	266	199	209	217	185	297	322	139	141
Source: EEC Statistics.										
Wooden chairs not uph.	..	..	..	..	7	9	6	7		
" " upholst.	..	..	..	..	4	9	25	66		
" tradit.furniture	..	..	5	7	3	6	24	36		
Med.& Chirur.furniture	...	...	...	..	4	6	1	6		
Metal furniture	...	100	...	57	79	74	59	75		
Beds	...	...	46	23	44	26	84	43		
Total	...	...	...	...	141	130	199	233		
Source: National External Trade Statistics.										
Wooden furniture		(240)		(106)		(90)		(112)		
Metal furniture		226		(103)		(95)		(110)		
Total		(466)		(209)		(185)		(222)		

Source: ECA Document E/CN.14/INR/108; Forest Industries Development in West Africa, Table 19.

GAMBIA

TABLE 2

Import of Furniture and Fixtures

Quantity in tons - Value in 1,000 US\$

	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
Furniture Total	61		76		67		87			
=====										
Source: United Nations Yearbook of International Trade Statistics.										
Wooden furniture	22.1		20.7		12.9		28.8		3.9	
Metal	29.4		42.3		37.8		58.4		60.8	
Other	9.8		5.9		9.0		9.5		8.4	
	61.3		68.9		59.7		96.7		73.1	
=====										
Source: Gambia's Trade Report.										
Wooden furniture	32		26		22		38			
Metal	29		42		38		58			
Total	61		68		60		96			
=====										

Source: ECA Document E/CN.14/INF/108; Forest Industries Development in West Africa Table 19.

TABLE 3
Import of Furniture and Fixtures

GHANA

Quantity in tons - Value in 1,000 US\$

	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
Furniture Total		1,789		2,122		848		764		765
Source: United Nations Yearbook of International Trade Statistics and ECA for Trade Statistics of Africa.										
Chairs & seats metal	-	-	145	213.9	15	21.0	23	32.5	17	33.3
" " non "	-	-	55	94.9	27	54.9	30	97.4	11	17.6
Medic.furniture	-	-	82	77.0	62	136.9	27	83.2	106	217.8
Other furnit.metal	-	1,037.1	1,269	1,096.5	411	383.0	302	254.1	156	157.6
" " non "	-	164.9	203	278.6	46	65.5	52	92.0	96	196.0
Other	-	264.6	-	-	-	-	-	-	-	-
		1,466.6	1,754	1,760.9	692	661.3	434	559.2	386	622.3
Wooden furniture	430	-	664	-	-	257	-	272	-	-
Metal "	1,037	-	1,096	-	-	404	-	287	-	-
		1,467	-	1,760	-	661	-	559	-	-

Source: ECA Document E/CN.14/INR/108; Forest Industries Development in West Africa Table 19.

TABLE 4

Import of Furniture and Fixtures

Quantity in tons - Value in 1,000 US\$

	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
Furniture imported from OECD Countries	186	141	255	169	631	419	...	...	...	...
=====										
Source: OECD Foreign Trade Statistics.										
Wood & Wood products	1,527	420	3,410	624	4,718	1,900	2,587	548		
Metal furnit.& Other	448	436	346	412	344	280	73	68		
Total	1,971	856	3,756	1,036	5,062	2,180	2,660	616		
=====										
Source: Bulletin Special Statistique of Guinea 1964.										
Wooden furniture	(250)	(240)	(240)	(166)						
Metal "	(240)	(223)	(150)							
Total	(490)	(463)	(316)							
=====										

Source: ECA Document E/CN.14/INR/108; Forest Industries Development in West Africa Table 19.

5 months

TABLE 5
Import of Furniture and Fixtures

IVORY COAST

Quantity in tons - Value in 1,000 US\$

	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
Furniture Total	1,510	1,265	1,590	1,950	1,520	1,500	1,630	1,680	1,540	1,720
Source: United Nations Yearbook of International Trade Statistics										
Furniture Total	1,510	1,283	1,588	1,975	1,521	1,525	1,627	1,703	1,542	1,729
Source: EEC Statistics.										
Wooden chairs not uph.	211	187	268	251	253	259	242	228		
" upholst.	73	123	40	96	65	135	99	247		
" tradit.furnit.	164	196	220	585	263	289	221	282		
Med.& chirur.furniture	18	31	5	18	8	24	7	12		
Metal furniture	506	398	477	572	560	514	473	479		
Beds	354	160	331	182	221	131	321	188		
Other	23	41	37	69	36	58	32	53		
Total	1,349	1,136	1,378	1,773	1,406	1,410	1,395	1,489		

Source: National Foreign Trade Statistics.

Wooden furniture	606		992		963		668	
Metal "	417		605		571		53	
Total	1,023		1,597		1,534		721	

Source: ECA Document E/CN.14/INR/108; Forest Industries Development in West Africa Table 19.

LIBERIA

TABLE 6

Imports of Furniture and Fixtures

Quantity in 1,000 units - Value in 1,000 US\$

	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
Furniture Total	946		1,172		1,560		1,748		...	
Wooden	30.5	186.7	44.2	334.8	64	506	-	658	...	...
Metal	3.8	480.3	35.4	608.0	28	683	-	1,090	...	...
Other ^{a/}	5.7	139.0	6.4	108.0	14	167	-	431	...	...
Total	45.0	806.0	86.0	1,050.8	106	1,356	-	2,179	...	...
Source: Liberia's Foreign Trade Statistics.										
Wooden	326		...		673		...		...
Metal	480		...		683		...		...
	806		...		1,356		...		...

Source: ECA Document E/CN.14/INR/108; Forest Industries Development in West Africa Table 19.

^{a/} Includes mattresses.

TABLE 7
Import of Furniture and Fixtures

MALI

Quantity in tons
Value in '000 US\$

	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
Furniture Total	250	188	230	256	150	172	140	88
Source: United Nations Yearbook of International Trade Statistics.										
Furniture Total	249	190	229	258	146	176	139	89
Source: EEC Statistics.										
Wooden chairs not uph.	7	12	33	21		
Wooden chairs upholst.	3	7	1	2		
Wooden trad.furniture	7	12	27	56	6	9		
Med.& chirur.furniture	35	21	8	21		
Metal furniture	82	47	40	46	13		
Beds	116	60	38	21	52	17		
Other	2	3	17	40		
Total	159	160	163	123		
Source: National Foreign Trade Statistics.										
Wooden		(100)		164		167		
Metal		(90)		73		33		
Total		(190)		237		200		

Source: ECA Document E/CN.14/INR/108; Forest Industries Development in West Africa Table 19.

MAURITANIA

TABLE 8

Import of Furniture and Fixtures

Quantity in tons
Value in '000 US\$

	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
Furniture Total	460	596	480	508	200	281	40	60		
Source: United Nations Yearbook of International Trade Statistics	465	604	482	516	198	294	42	60		
Furniture Total	465	604	482	516	198	294	42	60		

Source: EEC Statistics.

Wooden chairs not uph.	..	..	25	37	4	9				
Wooden chairs upholst.	..	..	16	198	3	7				
Wooden Trad.furniture	133	230	96	239	14	36				
Med.& chirur.furniture	..	..	2	10	-	1				
Metal furniture	..	217	280	124	39	36				
Beds	7	8	22	12	3	3				
Other	..	..	4	6	90	147				
Total	..	..	445	626	153	239				

Source: National Foreign Trade Statistics.

Wooden	(304)	(261)	(147)							
Metal	(300)	(260)	(147)							
Total	(604)	(521)	(294)							

Source: ECA Document E/CN.14/INR/108; Forest Industries Development in West Africa Table 19.

TABLE 9
Import of Furniture and Fixtures

NIGER

Quantity in tons
Value in '000 US\$

	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
Furniture Total	..	..	830	276	480	448	370	336	360	396
Source: United Nations Yearbook of International Trade Statistics.										
Furniture Total	830	279	476	455	370	341	358	400		
Source: EEC Statistics.										
Wooden chairs not uph.	15	24	12	12	24	33	14	26		
Wooden chairs uphol.	-	-	-	-	5	16	8	17		
Wooden trad.furniture	9	16	22	44	84	49	15	17		
Med.& chirur.furniture	-	-	-	-	-	-	-	-		
Metal furniture	180	130	139	113	211	+210	199	185		
Beds	70	40	59	37	72	41	100	58		
Other	-	-	-	-	40	65	6	14		
Total	274	210	232	196	436	414	342	317		

Source: National Foreign Trade Statistics.

Wooden	81	93	101	(170)		
Metal	130	113	211	(171)		
Total	211	206	312	(341)		

Source: ECA Document E/CN.14/INR/108; Forest Industries Development in West Africa Table 19.

NIGERIA

TABLE 10
Import of Furniture and Fixtures

Quantity in tons
Value in '000 US\$

	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
Furniture Total	5,418		4,715		3,142		2,522		2,000	
Source: United Nations Yearbook of International Trade Statistics.										
Wooden	334		495		368					
Metal	4,188		3,565		2,341		1,769		1,277	
Other	1,071		506		367					
Chairs, seats, parts	-		-		-		520		500	
Medical furniture	-		-		-		123		98	
Total	5,593		4,566		3,076		2,428		1,896	
Source: Nigeria Trade Summary.										
Wooden	959		1,051		736		666			
Metal	4,188		3,565		2,341		1,769			
Total	5,147		4,616		3,077		2,435			

Source: ECA Document E/CN.14/INR/108; Forest Industries Development in West Africa Table 19.

TABLE 11
Import of Furniture and Fixtures

SENEGAL

Quantity in tons
Value in '000 US\$

	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
Furniture Total	1,760	1,356	1,860	1,464	1,760	1,616	1,150	1,080	800	748
Source: United Nations Yearbook of International Trade Statistics.										
Furniture Total			1,862	1,484	1,762	1,637	1,150	1,092	802	756
Source: EEC Statistics.										
Wooden chairs not uph.			194	147	223	169	184	160		
Wooden chairs upholst.			92	124	143	263	129	221		
Wooden trad. furniture			212	239	324	334	157	171		
Med.& chirur.furniture			20	29	3	12	8	28		
Metal furniture			872	649	688	580	280	231		
Beds			258	111	155	91	164	91		
Other			39	41	19	26	29	41		
Total			1,687	1,340	1,555	1,475	951	943		
Source: National Foreign Trade Statistics (For 1960 together with Mali and Mauritania).										
Wooden		725		627		546		424		
Metal		650		649		580		231		
Total		1,375		1,276		1,126		655		

Source: ECA Document E/CN.14/INR/108; Forest Industries Development in West Africa Table 19.

SIERRA LEONE

TABLE 12

Import of Furniture and Fixtures

Quantity in tons
Value in '000 US\$

	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
Furniture Total										
Source: United Nations Yearbook of International Trade Statistics.										
Wooden		58		96		132		117		
Metal		267		306		328		244		
Other		32		169		104		126		
Total		357		571		564		487		
Source: National Quarterly Trade Statistics.										
Wooden		90		264		237		243		
Metal		265		306		329		244		
Total		355		570		566		487		

Source: ECA Document E/CN.14/108; Forest Industries Development in West Africa Table 19.

TABLE 13
Import of Furniture and Fixtures

TOGO

Quantity in tons
Value in '000 US\$

	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
Furniture Total	20	13	160	145	100	134	180	162	220	219
Source: United Nations Yearbook of International Trade Statistics.										
Furniture Total	21	13	161	147	102	136	179	164	161	176
Source: EEC Statistics.										
Wooden chairs not uphl.					8	13	8	9	2	2
Wooden chairs uphol.					5	13	3	7	13	17
Wooden tradit.furniture					11	41	48	48	6	15
Med. & chirur. furniture					2	9	5	6	4	7
Metal furniture	40 ^{a/}	32 ^{a/}	61 ^{a/}	40 ^{a/}	22	22	24	27	58	64
Beds					33	15	61	36	73	36
Other					3	6	-	1	7	25
Total	138 ^{b/}		146 ^{b/}		84	119	149	134	163	166
Source: 1960 and 1961.										
a/ Plan de Développement Econ. et Soc.1966/70 Industrie. b/ Bulletin Statistique 1965, 1962, 1963, 1964 National Foreign Trade Statistics.										
Wooden		64		67		93		105		
Metal		35		40		21		27		
Total		99		107		114		132		

Source: ECA Document E/CN.14/INR/108; Forest Industries Development in West Africa Table 19.

UPPER VOLTA

TABLE 14

Import of Furniture and Fixtures

Quantity in tons
Value in '000 US\$

	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
Furniture Total	..	..	1,580	500	730	520	530	396		
Source: United Nations Yearbook of International Trade Statistics.										
Furniture Total	145	124	1,579	507	732	526	528	403		
Source: EEC Statistics.										
Wooden chairs not uph.	..	..	..	..	104	117	40	51		
Wooden chairs upholst.	..	..	..	..	10	20	16	36		
Wooden tradit. furniture	..	..	131	102	101	80	55	51		
Med. & chirur. furniture	..	..	..	..	2	7	-	2		
Metal furniture	..	49	..	147	220	159	149	122		
Beds	..	..	..	95	243	91	208	81		
Other	..	..	..	..	5	7	7	8		
Total	..	..	..	..	685	481	475	351		
Source: National Foreign Trade Statistics.										
Wooden		210		182		437		215		
Metal		160		153		171		126		
Total		370		335		608		341		

Source: ECA Document E/CN.14/INR/108; Forest Industries Development in West Africa Table 19.

TABLE 15

Import of Furniture and Fixtures

WEST AFRICA

Value in '000 US\$

Country	1960			1961			1962			1963			1964		
	Wood	Metal	Total	Wood	Metal	Total	Wood	Metal	Total	Wood	Metal	Total	Wood	Metal	Total
1. Dahomey	130	120	250	100	100	200	60	90	150	110	120	230	60	80	140
2. Gambia	25	35	60	23	45	68	15	45	60	10	66	96	5	68	73
3. Ghana	430	1,037	1,467	373	1,387	1,760	120	541	661	189	370	559	214	408	622
4. Guinea	250	240	490	240	223	463	166	150	316	125 ^{a/}	125 ^{a/}	250 ^{a/}	100 ^{a/}	100 ^{a/}	200 ^{a/}
5. Ivory Coast	600	535	1,135	1,040	730	1,770	810	600	1,410	890	600	1,490	900	600	1,500
6. Liberia	250	500	750	350	650	1,000	550	750	1,300	700	1,200	1,900	550 ^{a/}	750 ^{a/}	1,300 ^{a/}
7. Mali	100 ^{a/}	100 ^{a/}	200 ^{a/}	70	100	170	80	80	160	60	63	123	50	30	80
8. Mauritania	200 ^{a/}	200 ^{a/}	400 ^{a/}	300	300	600	260	260	520	140	140	280	30	30	60
9. Niger	70	140	210	70	130	200	160	250	410	100	217	317	130	250	380
10. Nigeria	750	4,400	5,150	815	3,750	4,565	575	2,500	3,075	430	2,000	2,430	300	1,600	1,900
11. Senegal	700	600	1,300	590	750	1,340	825	650	1,475	643	300	943	400	300	700
12. Sierra Leone	80	275	355	200	370	570	200	365	565	200	290	490	250	350	600
13. Togo	65	55	120	75	50	125	80	40	120	85	50	135	85	80	165
14. Upper Volta	150 ^{a/}	150 ^{a/}	300 ^{a/}	175	175	350	280	200	480	200	150	350	200 ^{a/}	150 ^{a/}	350 ^{a/}
Total	3,800	8,387	12,187	4,421	8,760	13,181	4,181	6,521	10,702	3,902	5,691	9,593	3,274	4,796	8,070

Source: Annex I Tables 1 to 14.

a/ Estimated.

WEST AFRICA

TABLE 16

Import of Furniture and Fixtures

Quantity in tons
Value in '000 US\$

Country	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
1. Dahomey	20	13	200	206	220	183	300	318	200	175
2. Gambia	-	61	-	76	-	67	-	-	-	87
3. Ghana	-	1,789	-	2,122	-	848	-	764	-	765
4. Guinea	-	-	-	-	-	-	-	-	-	-
5. Ivory Coast	1,510	1,265	1,590	1,950	1,520	1,500	1,630	1,680	1,540	1,720
6. Liberia	-	946	-	1,172	-	1,560	-	-	-	-
7. Mali	-	-	250	188	230	256	150	172	140	88
8. Mauritania	-	-	460	596	480	508	200	281	40	60
9. Niger	-	-	830	276	480	448	370	336	360	396
10. Nigeria	-	5,418	-	4,715	-	3,142	-	2,522	-	2,000
11. Senegal	1,760	1,356	1,860	1,464	1,760	1,616	1,150	1,080	800	748
12. Sierra Leone	-	-	-	714	-	679	-	604	-	689
13. Togo	-	-	160	145	100	134	180	162	220	219
14. Upper Volta	-	-	1,580	500	730	520	530	396	-	-
Total	..	..		(14,224)		(11,461)		(8,315)		(6,947)

Source: United Nations Yearbook of International Trade Statistics.
ECA Foreign Trade Statistics for Africa.

TABLE 17
Import of Furniture 1960-1964

Quantity in tons
Value in '000 US\$

	1960		1961		1962		1963		1964	
	Q	V	Q	V	Q	V	Q	V	Q	V
1. Dahomey	290	266	199	209	217	185	297	322	139	141
2. Ivory Coast	1,510	1,283	1,588	1,975	1,521	1,525	1,627	1,703	1,542	1,729
3. Mali	-	-	249	190	229	258	146	176	139	89
4. Mauritania	-	-	465	604	482	516	198	294	42	60
5. Niger	-	-	830	279	476	455	370	341	358	400
6. Senegal	-	-	1,862	1,484	1,762	1,637	1,150	1,092	802	756
7. Togo	21	13	161	147	102	136	179	164	161	176
8. Upper Volta	145	124	1,579	507	732	526	528	403	-	-
9. Mali, Mauritania and Senegal - total	1,755	1,373	-	-	-	-	-	-	-	-
Total	3,721	3,059	6,933	5,395	5,521	5,238	4,495	4,495	3,183	3,351

Source: EEC Statistics.

ANNEX II

TABLE I

WEST AFRICA
Production and Consumption of Furniture in 1964

in '000 US\$

Country	I M P O R T ^a			P R O D U C T I O N			T O T A L		
	Wood	Metal	Total	Wood	Metal	Total	Wood	Metal	Total
1. Dahomey	60	80	140	300	160	460	360	240	600
2. Gambia	15	65	80	40	20	60	55	85	140
3. Ghana	210	410	620	5,500	1,500	7,000	5,710	1,910	7,620
4. Guinea	100	100	200	1,200	200	1,400	1,300	300	1,600
5. Ivory Coast	900	600	1,500	2,000	1,500	3,500	2,900	2,100	5,000
6. Liberia	550	750	1,300	150	100	250	700	850	1,550
7. Mali	50	50	100	400	200	600	450	250	700
8. Mauritania	80	80	160	50	50	100	130	130	260
9. Niger	130	250	380	200	200	400	330	450	780
10. Nigeria	350	1,650	2,000	10,500	2,500	13,000	10,850	4,150	15,000
11. Senegal	450	350	800	2,400	1,000	3,400	2,850	1,350	4,200
12. Sierra Leone	250	350	600	550	150	700	800	500	1,300
13. Togo	80	80	160	270	120	390	350	200	550
14. Upper Volta	200	150	350	150	100	250	350	250	600
Total	3,425	4,965	8,390	23,710	7,800	31,510	27,135	12,765	39,900

^a Import figures changed for some of the countries due to difference in stocks - See Annex I Table 15.

ANNEX III

TABLE 1

Production and Consumption of Furniture, 1980

in million US\$

WEST AFRICA

Country	P R O D U C T I O N			I M P O R T			E X P O R T			C O N S U M P T I O N		
	Wood	Metal	Total	Wood	Metal	Total	Wood	Metal	Total	Wood	Metal	Total
1. Dahomey	1.8	0.5	2.3	-	0.1	0.1	-	-	-	4.8	0.6	2.4
2. Gambia	0.3	0.2	0.5	-	-	-	-	-	-	0.3	0.2	0.5
3. Ghana	20.1	5.4	25.5	-0.4	0.3	0.7	4.0	-	-	16.5	5.7	22.2
4. Guinea	2.9	1.1	4.0	0.1	0.1	0.2	-	-	-	3.0	1.2	4.2
5. Ivory Coast	11.8	4.2	16.0	0.3	0.3	0.6	4.0	-	-	8.1	4.5	12.6
6. Liberia	1.7	1.6	3.3	0.25	-	0.25	-	-	-	1.95	1.6	3.55
7. Mali	1.2	0.5	1.7	0.1	-	0.1	-	-	-	1.3	0.5	1.8
8. Mauritania	0.3	0.3	0.6	-	0.1	0.1	-	-	-	0.3	0.4	0.7
9. Niger	1.2	1.0	2.2	0.1	0.1	0.2	-	-	-	1.3	1.1	2.4
10. Nigeria	37.1	9.9	47.0	0.5	0.3	0.8	7.0	-	-	30.6	10.2	40.8
11. Senegal	6.6	3.0	9.6	0.5	1.0	1.5	-	-	-	7.1	4.0	11.1
12. Sierra Leone	3.3	1.5	4.8	-	0.25	0.25	-	-	-	3.3	1.75	5.05
13. Togo	0.7	0.4	1.1	-	0.1	0.1	-	-	-	0.7	0.5	1.2
14. Upper Volta	1.0	0.4	1.4	-	0.1	0.1	-	-	-	1.0	0.5	1.5
Total	90.0	30.0	120.0	2.25	2.75	5.0	15.0	-	-	77.25	32.75	110.0