Hongmu Market in China: Development State and Future Trend

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1. Chinese Hongmu

CHINESE HONGMU:

Refers to the heartwood of *Pterocarpus* spp., *Dalbergia* spp., *Diospyros* spp., *Millettia* spp., *Cassia* spp., whose density, texture and color meet the requirements set in the National Standard. Besides, the heartwood of other species that are not listed on the Standard but whose density, texture and color meet the requirements of the Standard are also called as Hongmu.
33 species, 8 genus, 5 families listed in National Standard
2. History of Hongmu

- Yuan Dynasty
- Ming Dynasty
- Qing Dynasty
- Republic of China before 1949
- Modern time
Yuan Dynasty: Hubilie and the Palace of Sandalwood
Ming Dynasty: Zhen He visited foreign lands and the Ming Style Furniture
Qing Dynasty: the emperor family used in great quantity Hongmu and Beijing-Style Furniture
Late Ming Dynasty and early Qing Dynasty, Guangdong Style Furniture under the influence of Baroque and Rococo.
Republic of China before 1949: Hongmu furniture were featured as comfort, dignifiedness and functionality.
3. Consumption of Homgmu: from blind to rational
Consumption of Hongmu in a decade

2001-2007
Emerging crazy about Hongmu

2008, the turning period

2009-present
Eruption period
## Price growth of some Hongmu logs

<table>
<thead>
<tr>
<th></th>
<th>2001</th>
<th>2007-2008</th>
<th>2013</th>
</tr>
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<tbody>
<tr>
<td>Hainan pear</td>
<td>300 000 yuan/t</td>
<td>Over 2 mil. yuan/t</td>
<td>15-30 mil. yuan/t High price but without market demand</td>
</tr>
<tr>
<td>Yellow rosewood</td>
<td>30 000 yuan/t</td>
<td>Over 200 000 yuan/t</td>
<td>3-5 mil. yuan/t</td>
</tr>
<tr>
<td>Red sandalwood</td>
<td>60 000 yuan/t</td>
<td>800 000 yuan/t</td>
<td>0.8-2 mil. yuan/t</td>
</tr>
<tr>
<td>Padauk</td>
<td>10 000 yuan/t</td>
<td>50 000-80 000 yuan/t</td>
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<tr>
<td>Siam rosewood</td>
<td>15 000 yuan/t</td>
<td>20 000-30 000 yuan/t</td>
<td>0.16-0.25 mil. yuan/t</td>
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<tr>
<td>payung</td>
<td></td>
<td></td>
<td>0.1-0.5 mil. Yuan/t</td>
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</tbody>
</table>
Craftsmanship contributes to 70% while materials 30% for well-making furniture
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Different groups of Hongmu consumers

- 收藏派
- 认知派
- 学术派

Hongmu Consumers
Top ten Hongmu markets in China

- Pingxiang, Guangxi
- Dajiang, Guangdong
- Guanlan, Guangdong
- Changshu and Suzhou, Jiangsu
- Xianghe and Dacheng, Hebei
- Dacheng, Hebei
Top ten Hongmu markets in China

Dongyong, Zhejiang

Shaxi, Guangdong

Xinhui, Guangdong

Dayong, Guangdong

Xianyou, Fujian
5. Regulate Hongmu industry
Working meeting of revising and drafting group of National Hongmu Standard
Views about the revision of National Hongmu Standard

No Change

Add the list

Shorten the list
4. Future of Hongmu market

• Continuing price rising and shrinking log resources
• Further regulated import of logs
• Clear trend of diversification of Hongmu product
• More focus on technique and craftsmanship for Hongmu products manufacturing
• Wider popularization of Hongmu culture
Thanks!