



Trip Report

Expo Batev trade show in Buenos Aires, Argentina 2026

ACTIVITY CODES: M26GXX-26SA

A. TRAVELERS:

1	Alaina Brynn Hanson	Southern Forest Products Association	22-jun	28-jun
2	Maria Fernanda Vale Garcia	American Softwood Mexico	22-jun	28-jun
3	Laura Gabriela Sandoval Suarez	American Softwood Mexico	22-jun	28-jun
4	Bernardo Molano	Gulf Trading LLC	22-jun	28-jun
5	Adriana Arroyave	Gulf South Forest Products, INC.	22-jun	27-jun
6	Christopher Rene Herrera	Wood Traders International	21-jun	29-jun
7	Rene Herrera	Wood Traders International	21-jun	29-jun

C. PURPOSE/DETAILS:

U.S. industry and American Softwoods Latin America representatives traveled to Buenos Aires, Argentina, met with product importers and specifiers, and promoted U.S. Southern Yellow Pine lumber at the BATEV 2026 trade show.

D. ITINERARY:

June 21: Herrera and Herrera departed from their city of origin to Buenos Aires, Argentina.

June 22: Hanson, Vale, Sandoval, Molano, and Arroyave departed from their city of origin to Buenos Aires, Argentina.



June 23: Final preparations and arrangements for the trade show.

June 24 - 27: Promotion at Expo BATEV 2026 trade show.

June 27: Arroyave returned to her city of origin.

June 28: Hanson, Vale, Sandoval, and Molano returned to their cities of origin.

June 29: Herrera and Herrera returned to their cities of origin.

D. SUMMARY

Expo BATEV 2026 took place at La Rural Exhibition and Convention Center in Buenos Aires from June 24–27, covering 15,000 m² of exhibition space. The event hosted 215 companies from the construction sector and attracted 24,347 visitors, marking its 31st edition as one of the most important international construction and housing trade shows in Argentina. In addition to the exhibition, a series of



workshops and technical seminars were held, further strengthening its role as a key industry platform. Most attendees were from Argentina, with some international participation from Asia, the Middle East, and Europe. Architects represented the largest group of visitors, followed by business owners and construction professionals.

At the AMSO LATAM booth, we showcased a variety of images highlighting the applications of Southern Yellow Pine (SYP), particularly in wood-frame housing, structural systems, and outdoor projects. This attracted strong interest from architects, engineers, and builders, including those currently working with both wood and steel-frame systems. The booth served as an effective platform to show SYP and its potential within the Argentine construction market.

A clear trend observed during the event was the growing interest in wood construction systems. Argentine professionals showed particular interest in residential construction, outdoor structures such as decks, terraces, and pergolas, and projects in regions with challenging weather conditions, including the Patagonia and coastal areas. Several companies expressed

interest in evaluating U.S. lumber imports as an alternative to locally available species, recognizing the advantages of SYP in terms of consistent grading, standardized dimensions, and reliable technical specifications.

A recurring concern among attendees was the limited availability of construction-grade lumber in Argentina. Many professionals highlighted issues with local wood, including a lack of structural grading, inconsistent dimensions, and high moisture content. These factors can lead to movement and reduced performance under changing environmental conditions, limiting the use of local lumber in structural applications. As a result, some builders continue to rely on steel framing or traditional construction systems despite their interest in wood construction.

Within this context, SYP was widely perceived by attendees as a reliable alternative due to its consistent quality, structural grading, kiln-drying process, and treatment options. These characteristics position SYP as a suitable material for modern construction systems and help address current market gaps related to performance and reliability.



There was also strong demand for technical education. Visitors—including architects, builders, students, and industry organizations—expressed interest in learning more about SYP applications, grading systems, structural performance, and best practices for wood-frame construction. AACCM (Argentine Association of Carpentry, Wood Construction, and Related Trades) showed interest in collaborating on future seminars and joint initiatives with AMSO LATAM, highlighting the need to strengthen technical knowledge and promote proper use of structural lumber in the market.

The event also generated business opportunities, with several companies interested in importing or distributing SYP in Argentina. Distributors, suppliers, and construction companies requested information on pricing, specifications, logistics, and availability. Some companies with prior experience importing U.S. lumber are considering re-entering the market, while others are exploring new opportunities to include SYP in their product offerings and construction projects.

Overall, Expo BATEV 2026 confirmed a growing interest in wood construction solutions in Argentina and an increasing recognition of the need for high-quality, graded structural lumber. The strong engagement

at the AMSO LATAM booth highlights the potential for SYP in a market seeking more reliable and efficient construction materials, while also underscoring the importance of continued technical education and market development efforts.

E. KEY CONTACTS:

Juan Britta LP Argentina Lumber or Panels Distributor; Building Material Distributor Buenos Aires Argentina 54 911 5120 5441 juan.britta@lpchile.cl General information. LP is an APA member. www.lpargentina.com.ar	Luciano Souza Woodframe Patagonia Builder; Architect; Developer Patagonia Argentina 299 464 8867. 299 503 6918 lucianowoodframepatagonia@gmail.com He is building approx. 15 houses per year, with sizes around 200 m² each. He uses a wood-frame construction system and is interested in purchasing and importing treated Southern Yellow Pine (SYP) due to humidity concerns, both for outdoor applications and structural framing. He is highly interested in importing lumber from the USA. His projects are in Patagonia, where he mentioned that local lumber does not always meet precise sizing or grading requirements. He is looking for a competitive price to make SYP a viable option. He also commented that the market is currently stabilizing, with labor and material costs decreasing, and expects conditions to become more stable over the next year.
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ports. They have not imported lumber for approximately 8 years. www.madereragrauyweiss.com.ar	
Francisco Bastias Saavedra Materiales Lumber or Panels Distributor; Builder Mendoza Argentina 2613 0170 27 franbastias@hotmail.com They are importing panels from China, including plastic panels and wood-plastic composite (WPC) products. They are interested in obtaining SYP pricing information to compare it with local lumber prices. They would consider using SYP for construction applications.	Maximiliano Albitre Malbitre Construcciones Builder San Nicolas Argentina 33 6403 2658 maxi_albitre@hotmail.com He works for a company with 80 years of experience in the construction industry. They are familiar with Southern Yellow Pine (SYP) since they have used it in projects in Canada and are interested in using SYP for residential construction projects in Argentina.
Martin Salaberry Polytemp Building Material Distributor Buenos Aires Argentina 11 5815 6686 sotsalaberry@gmail.com	Jose Domizzi Independent Engineer Comodoro Rivadavia Argentina 0297 15 4059026 por Whatsapp jdomizzi@gmail.com

They are currently purchasing OSB from LP and commercializing a wide range of construction materials. They requested information to be prepared for future lumber imports; however, for now, they are focused on distributing other product lines. www.polytemp.com.ar	He's an engineer who is using Elliotis Pine, Lenga, Cedar, and Coigüe. They are building all kinds of installations using a lot of lumber. He's interested in SYP for manufacturing beams; he lives in Patagonia and is looking for technical information on how to manufacture them.
Kevin Fiege Maderera El Misionero Lumber or Panels Distributor; Building Material Distributor La Pampa Argentina 23 0256 1523 fiegekevin@gmail.com They purchase the lumber from Misiones (Argentina) to sell it. They're working with Elliotis Pine and commented that they create a new specie mixing Elliotis seeds with other seeds from Australia, they call it F21. This new specie is harvested in Misiones, and the grain and resistance are very similar to those of the SYP, with lengths up to 18 feet. The lumber from this specie is manufactured in 12, 14, 16, and 18 inches (dressed and raw). They know someone who can import lumber if needed.	Julian Guelvenzu Basa Ingenieria SRL Builder; Architect Buenos Aires Argentina 11 4436 6152 julianguelvenzu@gmail.com They were looking for lumber for their projects in the Parana Delta area. They could import but first need to determine how much lumber they will need and the plans for each project.
Omar Oscar Zarate AACCMA (Argentine Association of Carpentry, Wood Construction, and Related Trades) Trade Association; Professor / Teacher Buenos Aires Argentina	Adrian Back Valentina Alonso Sodimac Argentina Lumber or Panels Distributor; Building Material Distributor Buenos Aires Argentina

11 3498 4842 zarateomar1@gmail.com AACCMA is the Argentine Association of Carpentry, Wood Construction, and Related Trades. The organization is involved in provincial-level housing initiatives, including projects to build approximately 50 wooden homes in local communities. They are interested in forming alliances with AMSO Latam to organize seminars and develop joint activities for their members. The association represents around 80 companies nationwide.	54 011 4079 2964 aback@sodimac.com.ar They are a large building materials distributor interested in importing Southern Yellow Pine (SYP) into Argentina. They are aware that Sodimac imports OSB and SYP in other markets, but not currently in Argentina.
Ariel Goldman DAC Maderas Lumber or Panels Distributor; Building Material Distributor Buenos Aires Argentina maderas@dac.com.ar arogoldman@gmail.com They have previously imported lumber and furniture panels from Boice and Lancer. Currently, they are selling veneer and plywood. They mentioned that walnut and white oak are in high demand, as these species are the most requested by their clients.	Lucas Aliaga SI COO SRL Builder;Developer Cordoba Argentina lucas.sicooaluminio@gmail.com The company has a factory in Córdoba. He currently builds primarily with steel but is transitioning toward increased use of wood, mainly pine, for decks and sheathing. They are importing Douglas fir from Finland and bamboo for decking applications. In addition, they supply heat-treated wood to developers.
Carlos Gaston Gaston y Asociados Building Material Distributor La Plata Argentina 221 604 0495 tongas2012.gc@gmail.com	

He is currently importing wall panels from China but is interested in shifting toward lumber imports. He runs a business focused on construction hardware and building materials, with established distribution channels in the sector.

F. CONCLUSIONS AND RECOMMENDATIONS

Expo BATEV 2026 confirmed a growing interest in wood construction systems in Argentina, particularly among professionals currently working with steel framing who are open to incorporating wood-frame solutions. Southern Yellow Pine (SYP) was well-received as a reliable alternative due to its consistent quality, structural grading, and suitability for different weather conditions.

A key takeaway is the clear need for technical education. Attendees emphasized the importance of seminars focused on SYP applications, grading standards, best construction practices, and sustainability.

Promoting a culture of properly graded lumber is essential in a market where local wood often lacks standardization and treatment, particularly when addressing its applications, performance under varying weather conditions, and the structural advantages of using graded lumber, such as improved stability and reduced deformation. Sustainability and end-use applications in the construction sector were also identified as relevant topics for future presentations.



Overall, there is a strong need to promote a more robust culture of lumber grading in Argentina, where domestic wood is generally not structurally graded or properly treated. This is especially important given the country's extreme weather conditions and long-standing use of wood in residential construction, making quality and performance critical factors for market development.

The trade show also revealed concrete business opportunities, with several companies interested in importing U.S. lumber and seeking local distribution channels. This interest is supported by a more stable economic outlook, which is expected to contribute to the recovery of the construction sector.

Argentina shows strong potential for the development of wood construction. Continued engagement through technical seminars, partnerships with local associations, and follow-up with potential importers and distributors will be key to expanding SYP's market presence. Participation in future editions of Expo BATEV is recommended to support these efforts.

G. COPIES DISTRIBUTED TO:

To: Bill Verzani, Agricultural Counselor, and Chase McGath, Agricultural Attaché, Office of Agricultural Affairs, Argentina, Paraguay, and Uruguay.

Sean Cox, Deputy Director, and Lita Echiverri, Deputy Director, Agricultural Trade Office, Mexico City, Mexico.

Julie Scott, Global Programs, FAS HQ.

Cc: Eric Gee and Alaina Hanson, SFPA.

H. SURVEYS:

Survey BATEV trade show 2026
Buenos Aires, Argentina
June 24th. to 27th., 2026

115 SURVEYS

IMPORTER	TOTAL
YES	11
NOT	91
NOT BUT COULD IMPORT	13

If yes, from which countries have you imported?

USA	8
Canada	2
Chile	3
China	3
Brazil	2
I haven't imported	104
Other: Finland	1

Which products have you imported?

SYP Lumber	6
Other Softwoods	4
Hardwoods	3
Panels / EWP	7
Tropical Lumber	
None	104
Other: Hemlock, White Oak, Walnut	2

1)

What is your profession or the primary business of the company you represent?

Lumber and Panels Distributor	14
Building Material Distributor	12
Builder	35
Engineer	10
Furniture Manufacturer	
Interior Designer	7
Pallets / Packaging	

Architect	35
Developer	6
Landscape Designer / Planner	4
Government	
Media	3
Trade Association	1
Professor / Teacher	9
Student	15
Other: Excavations and demolitions; lawyer; repair technician; Plantation; Structural calculator; Consultant and Isopaneles distributor; Forklifts; medical doctor.	9

2)

What type of U.S. Lumber or panel have you worked with or are familiar with?

Southern Yellow Pine	24
Treated Southern Yellow Pine	12
Engineered Wood Products (OSB, Plywood, etc.)	15
Other Softwoods from U.S.	11
**I have not worked with U.S. lumber or panels	79
Other: Douglas Fir, Hardwoods, Chilean lumber, Argentinian lumber, Eucalyptus.	16

3)

What kind of information could American Softwoods provide to encourage you to use or specify U.S. Southern Yellow Pine?

Contact information of U.S. companies	32
Technical information on SYP	62
Local Distributors	66
Technical Seminars (uses and installation)	85
SYP Sustainability and environmental information	25
Technical support (treatments/drying)	49

Information about codes/standards	15
General information about U.S. market	9
Statistics about U.S. Forest Products	8
Other: Hardwoods information; Sponsor a trade show.	2

4)

Which obstacles or difficulties have you or your company encountered when using/specifying U.S. Southern Yellow Pine?

Lack of knowledge (grading, uses, characteristics)	101
Lack of knowledge (treatments)	1
Price	20
Quality concerns / Structural resistance	23
Humidity / Insects damage	3
Sustainability or illegal logging	11
Sizing (Normal vs Real)	5
Import or tariff issues	8
Transportation / Freight	10
Availability with local distributors	11
Other: Contact with US Companies; CLT distributor; They have a plantation; Use more of the steel frame system.	6

5) Do you have adequate knowledge of the uses, grades, and characteristics of the U.S. Southern Yellow Pine?

Excellent	9
Good	19
Fair	21
Poor	66

6) Did you know that U.S. Southern Yellow Pine has high structural strength?

Excellent	12
Good	18
Fair	22
Poor	63

7) Did you know that U.S. Southern Yellow Pine comes from responsibly managed forests and has recognized environmental certifications?

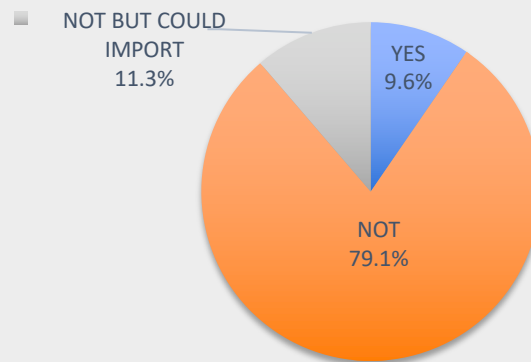
Excellent	7
Good	13
Fair	20
Poor	75

8) Has your knowledge and understanding increased after contact with American Softwoods Latam?

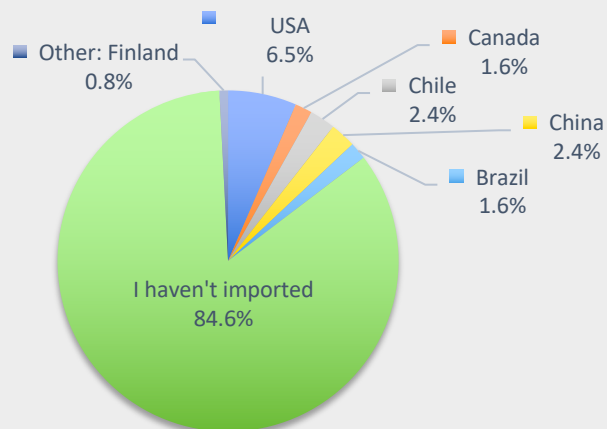
Excellent	35
Good	52
Fair	27
Poor	1

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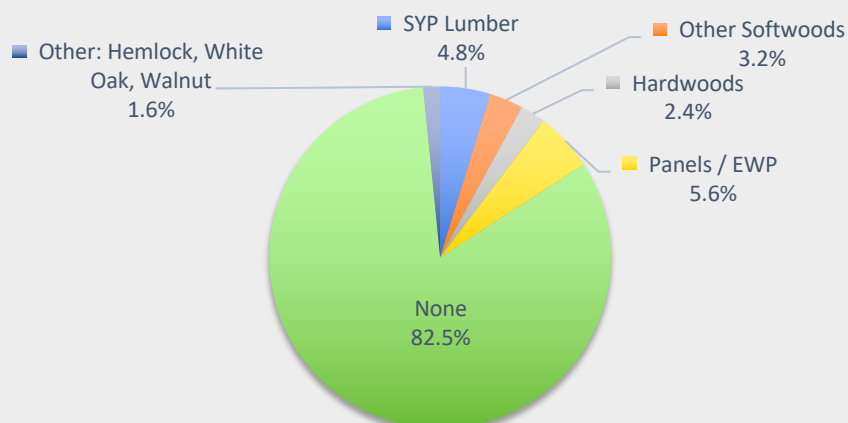
Are you, or is the company you work for, a wood products importer?



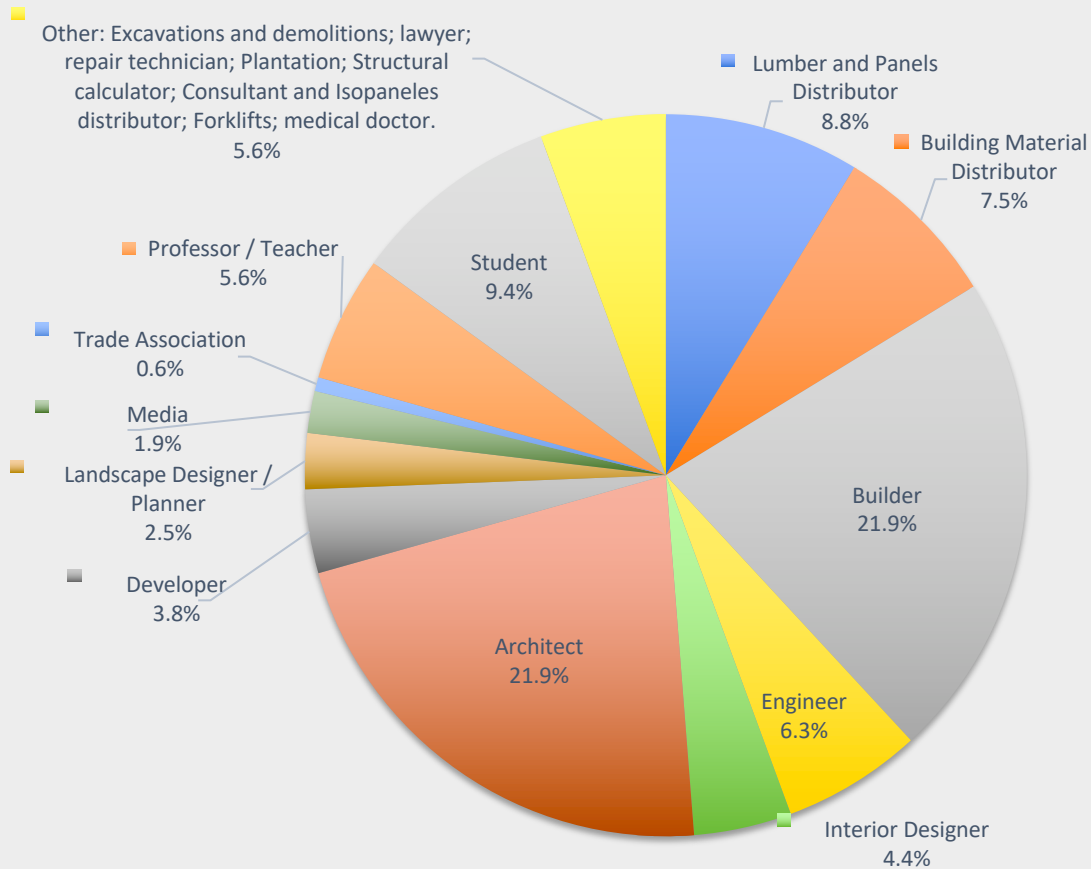
If yes, from which countries have you imported?



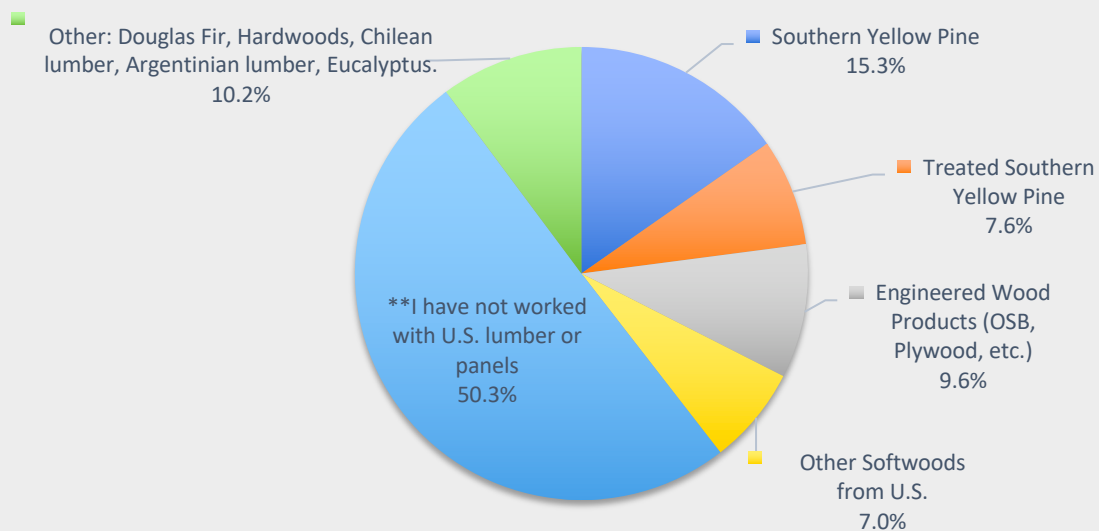
Which products have you imported?



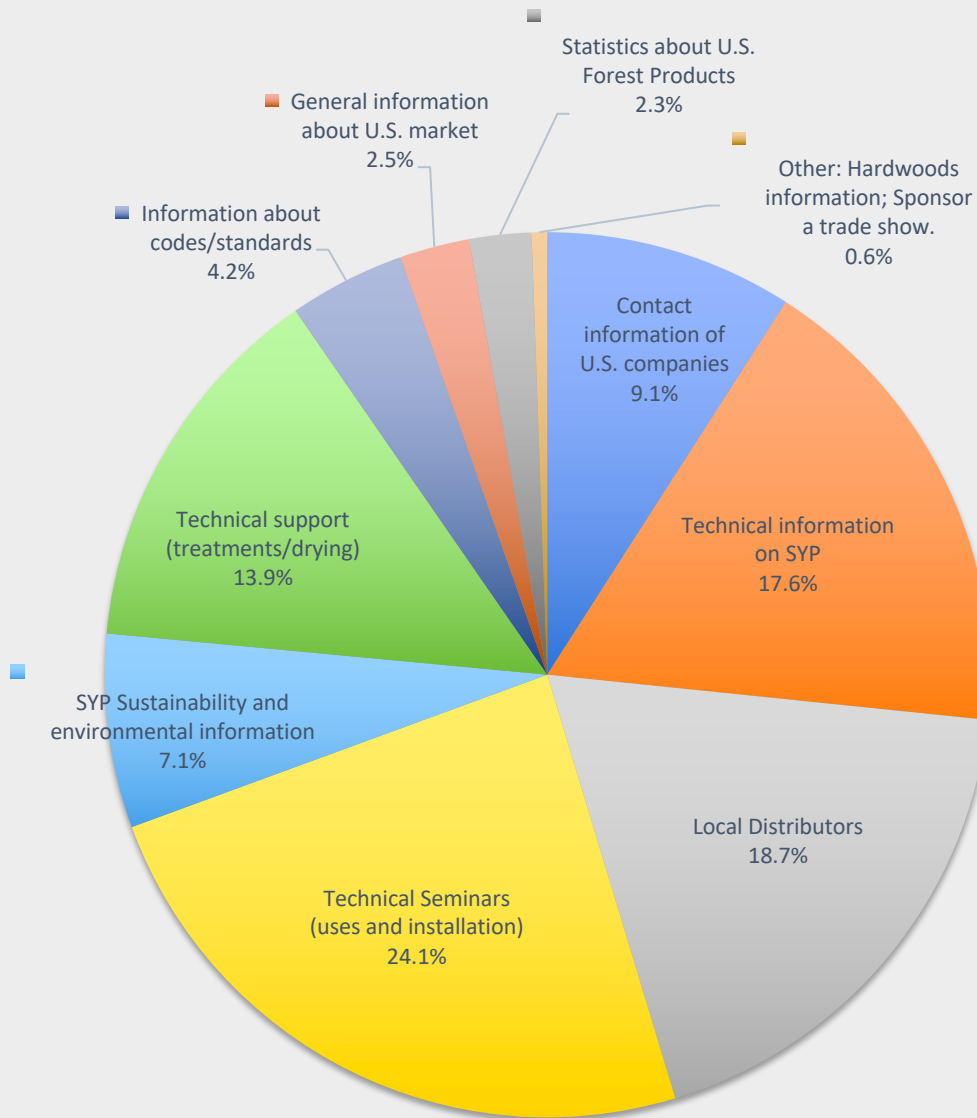
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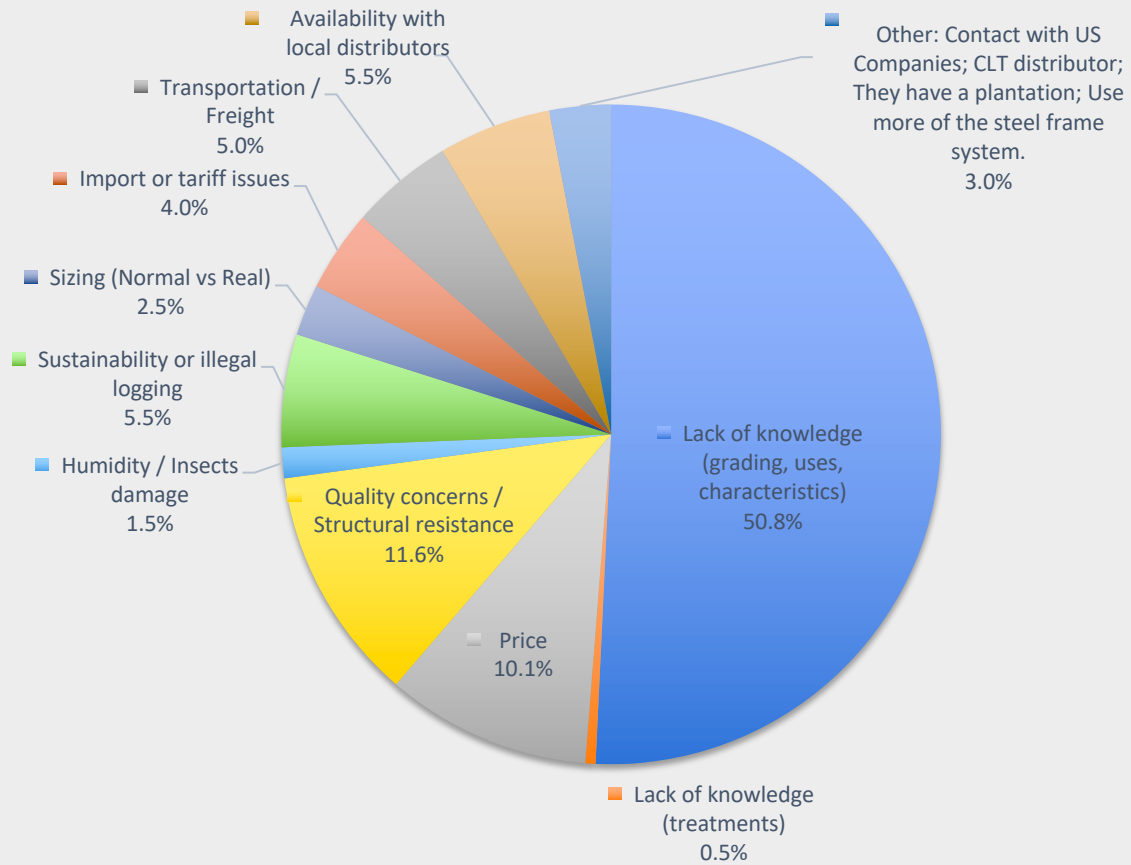
2. What type of U.S. Lumber or panel have you worked with or are familiar with?



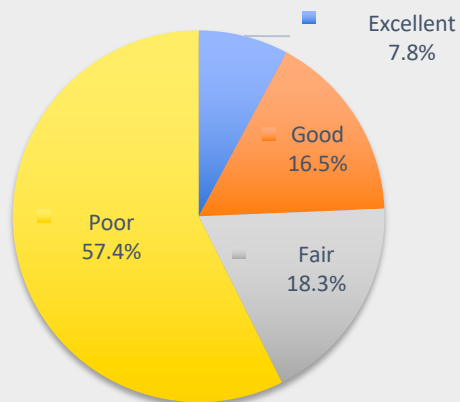
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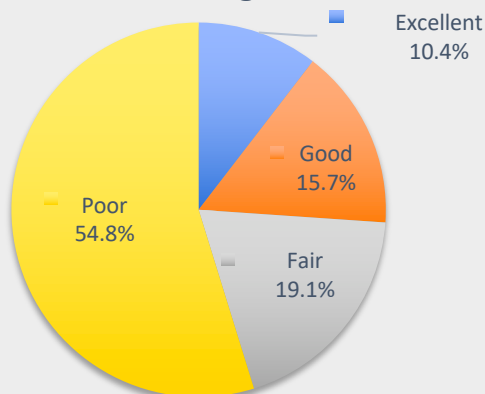
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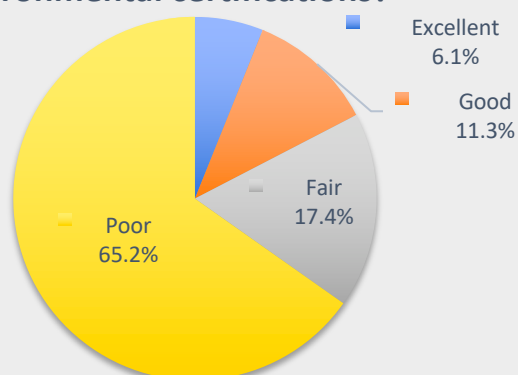
5. Do you have adequate knowledge of the uses, grades, and characteristics of the U.S. Southern Yellow Pine?



6. Did you know that U.S. Southern Yellow Pine has high structural strength?



7. Did you know that U.S. Southern Yellow Pine comes from responsibly managed forests and has recognized environmental certifications?



8. Has your knowledge and understanding increased after contact with American Softwoods Latam?

