



## Assessment of the Challenges faced with Timber Marketing Business in Osun State, Nigeria

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**Abstract.** Timber marketing plays a significant role in the economic development of Osun State; however, the sector faces numerous challenges that limit its efficiency and growth. This study assessed the major challenges confronting timber marketers in Osogbo, Osun State, Nigeria. Data were collected from 62 timber marketers using a well-structured questionnaire. Result was analysed using descriptive statistics and Likert scale ranking. Findings revealed that the timber market is dominated by males (71%), with respondents largely within the active age bracket of 41–60 years. The majority earned above ₦500,000 monthly, showing that timber marketing is a viable livelihood source in the study area. However, various challenges impede the smooth operation of the business. The most critical constraints identified were population increase and urbanisation (100%), outdated forest inventory (95.2%), bad roads (95.2%), high transportation costs (93.5%), and lack of innovation and access to government loans (80.7% each). Other prominent issues included shortage of skilled labour, environmental regulations, inadequate market education, weather-related disruptions, machinery restrictions, unavailability of specialised equipment, and competition from alternative materials. These challenges collectively contribute to reduced efficiency, increased operational costs, and unstable timber supply. The study concludes that improving road infrastructure, updating forest inventories, enhancing access to finance, promoting innovation, and providing market education are essential for strengthening the timber marketing sector in Osun State. It recommends strategic government support, improved regulatory frameworks, and capacity building to ensure a more sustainable and competitive timber market.

**Keywords:** Timber marketing, Challenges, Osogbo, Osun State, Market constraints.

### 1. Introduction

Timber remains one of the most important renewable natural resources supporting economic development, employment, and livelihood sustenance across many developing countries, including Nigeria. The forestry sector contributes significantly to national and local economies through the production, processing, and marketing of timber and other forest products. Timber marketing, in particular, plays a critical role in linking producers, processors, builders, furniture makers, contractors, and final consumers. In urban and rapidly growing cities such as Osogbo, the capital of Osun State, timber markets serve as major supply points for construction and wood-based industries.

Despite its importance, timber marketing in Nigeria is confronted with numerous challenges that threaten efficiency, profitability, and sustainability. These challenges often include poor market and transportation infrastructure, erratic timber supply and fluctuating prices, limited access to capital, inadequate government regulation or support, and competition from alternative materials (Sambe *et al.* 2022).

For example, a study of timber marketing in Lokoja (Kogi State) found that marketers reported scarcity of demanded wood species, low patronage, and high taxes as major constraints. Another study reviewing timber production and market dynamics observed that poor road networks, lack of modern processing equipment, and lack of reliable supply chains hinder the viability of timber businesses.

Moreover, unsustainable exploitation and over-harvesting of forest resources often combined with weak enforcement of forestry laws have led to a reduction in standing timber stock, contributing to scarcity and supply instability (Esiere *et al.* 2020;

Sambe *et al.* 2016). These environmental and resource-based pressures reduce reliability of supply, which in turn affects market performance and business sustainability.

Osogbo, being a commercial centre with increasing demand for timber for housing and industrial activities, hosts several timber markets that depend heavily on surrounding forest reserves and timber routes within and outside Osun State. However, timber marketers in Osogbo likely face a combination of the challenges documented elsewhere; from supply scarcity, high cost of transportation or processing, to regulatory and infrastructural constraints. Understanding these local dynamics is essential for implementing appropriate interventions, improving market performance, and enhancing the livelihoods of individuals involved in the trade.

Although several studies have examined timber production, supply, and marketing in Southwestern and other parts of Nigeria, there is limited empirical work focused specifically on Osogbo. A localised assessment is important because challenges faced in timber marketing vary across regions due to differences in forest resource availability, regulatory frameworks, market organisation, and economic activities. Therefore, this study aims to assess the major challenges confronting timber-marketing businesses in Osogbo, Osun State, Nigeria. The findings will provide policymakers, forest managers, timber associations, and entrepreneurs with evidence-based information needed to strengthen the timber marketing sector and improve sustainable forest resource utilisation.

## 1. Methodology

### 2.1 Study area

Osogbo is the capital city of Osun State, located in the southwestern part of Nigeria. The city lies approximately between latitude 7°46' North and longitude 4°34' East, and serves as one of the major administrative, commercial, and cultural centres in the state. Osogbo is bounded by Olorunda Local Government to the north, Ede North and Ede South to the south, Egbedore to the west, and Boriye Local Government to the east. According to available population estimates, Osogbo has experienced rapid urban growth over the past decades, driven by migration, commercial expansion, and its role as the state capital.

The city falls within the tropical rainforest ecological zone, characterised by two major seasons: a rainy season from March to October and a dry season from

November to February. Annual rainfall ranges between 1,000 mm and 1,250 mm, while temperatures typically vary from 22°C to 32°C. This ecological setting supports forest-related activities and contributes to the supply of timber products from nearby forest reserves and rural communities.

Osogbo is a major hub for timber marketing due to its strategic location, road connections to other towns such as Ilesa, Ikirun, Ede, and Ibadan, and the presence of active timber markets and wood-processing clusters. Timber marketers in the city engage in activities such as sourcing logs, processing, sales, distribution, and supply to builders, carpenters, and industries within and outside the state.

### 1.2 Sampling Procedure and Sampling Technique

A multi-stage sampling procedure was employed for this study. The first stage involved the purposive selection of Osogbo, the state capital of Osun State, due to its commercial significance and its role as a major hub for timber marketing activities in the region. Osogbo was chosen intentionally because it hosts a large concentration of registered timber marketers, making it suitable for assessing the challenges confronting the timber marketing business.

In the second stage, the sampling frame consisted of 330 registered timber marketers obtained from the relevant timber association within Osogbo. A 20% sampling intensity was applied to the total population of 330, resulting in a sample size of 66 respondents selected for the study.

Structured questionnaires were administered to the selected 66 timber marketers. After the data collection process, 62 properly completed questionnaires were retrieved analysed, representing a 94% response rate, which is considered sufficient for reliable statistical interpretation.

### 2.3 Sources of Data and Instruments for Data Collection

Primary and Secondary data were used. The primary data was collected with the aid of a structured questionnaire. Secondary data was collected from relevant journals, literature, websites and reports, to complement the primary data.

### 2.4 Data Analysis

A total number of Sixty-six (66) questionnaires were administered while 62 was retrieved and analysed. To assess the challenges faced by the Timber marketers in

the study area, Descriptive statistics (frequencies, percentages, and mean) were used and the result was

presented using tables. Likert scales was used to rank the results and presented in percentage.

**2. Results and Discussion**

**Table 1:** Socio economic Characteristics of the Timber Marketers in Osun State

Variables	Categories	Frequency	Percent %	
<b>Gender</b>	Male	44	71.0	
	Female	18	29.0	
	Total	62	100.0	
<b>Age</b>	21-30	3	4.8	
	31-40	9	14.5	
	41-50	19	30.6	
	51-60	21	33.9	
	61-70	6	9.7	
	Above 70	4	6.5	
	Total	62	100.0	
<b>Estimate Income level</b>	N100,000-200,000	18	29.0	
	201,000-300,000	11	17.7	
	301,000-400,000	4	6.5	
	401,000-500,000	4	6.5	
	Above 500,000	25	40.3	
	Total	62	100	
<b>Have other Sources of Income?</b>	Yes	31	50.0	
	No	29	46.8	
	No response	2	3.2	
	Total	62	100	
<b>Other sources of livelihood</b>	Artisanship	8	12.9	
	Building Contracting	4	6.5	
	Furniture making	2	3.2	
	Trading other products	9	14.5	
	Others	3	4.8	
	No response	36	58.1	
	Total	60	100	
<b>Languages Spoken by the Respondents</b>	Yoruba	Yes	62	100
		No	0	0
	Total	62	100	
	Hausa	Yes	2	3.2
		No	60	96.8
	Total	62	100	
	English	Yes	32	53.3
		No	28	46.7
	Total	60	100	
	Pidgin	Yes	5	8.1
		No	57	91.9
	Total	62	100	

<b>Academic Qualifications of Respondents</b>	Quar'anic education	3	34.8
	Pry Sch Cert	12	19.4
	Sec Sch Cert	33	53.2
	OND/HND/NCE	9	14.5
	Univ. Degree	5	8.1
	Total	62	100
<b>Types of Information Technology/System</b>	Mobile phone Yes	62	100
	No	0	0
	Total	62	100
	Internets Yes	4	11.5
	No	58	88.5
	Total	62	100
	Library Yes	-	-
	No	62	100.0
	Total	62	100
	<b>Proficiency of the Respondents at using information technology</b>	Novice	-
Intermediate		52	83.9
Highly proficient		8	12.9
No response		2	3.2
Total		62	100

*Source: Field Survey, 2025*

Table 1 shows the socio-economic characteristics of the Timber marketers in Osun State.

The table revealed that 71.0% of the respondents are male while 29.0% were female. This shows that there are more of male gender than female gender in the plank market in Oyo State. This is in agreement with the findings of Olawumi and Okunlola, 2015 who stated that majority of the respondents in Ondo sawmill were males. The involvement of more male gender in timber business in Osun State might imply that men can do more tedious activities better than female gender as they are not as muscular as men. This is in agreement with the findings of Birner and Allison (2006) who reported that males resilient to stress management makes it possible for them to engage in more tedious work than their female counterparts. According to Ndaghu *et al.* (2012), labor-demanding livelihoods are typically male dominated.

The result of the ages of the respondents showed that 33.9% of the respondents are between the age of 51-60, 30.6% are 41-50 years, 14.5% are between 31-40years. The result shows that the respondents are within the active age-group and are able to source for income for their sustenance. This is close to the submission of Okumadewa *et al.* 2000 who said that those in the age range of 40-50 years of age are productive and have the power to produce work. Also, Salawu (2001) stated that the highly productive age in agricultural and all forestry activities fall within the age of 31-50 years.

For the estimate income level of the respondents, it is revealed that majority (40.4%) of the respondents had an estimate income level of above N500,000 monthly, followed by 29.9% having an estimate of N100,000 -200,000 monthly and the least was 17.7% with an estimate monthly income of between N201,000 –N300,000. From this result, it is revealed that Timber marketing business is a good source of income for livelihood in the study area which enables the marketer to carry out their responsibility in their various families. This agrees with Adedokun *et al.*, (2017) that sawn wood production in all our major sawmill is a very profitable enterprise.

Half (50%) of the respondents had other sources of livelihood, while 46.8% did not have other source of income, while 3.2% held on to the information about whether or not they have other sources of livelihood. The few respondents with other sources of income revealed that 14.5% of them are into trading of other products other than Planks and 12.9% of them were artisans while 6.5% and 3.2% are into building contracting and furniture making respectively.

The languages spoken by the respondents are majorly Yoruba (100%) and English language (53.3%) with very few 3.3% and 5% speaking Igbo and Hausa respectively. The reason for the many respondents speaking Yoruba could be affiliated or traced to the fact that the study area is a Yoruba speaking community, and the high percentages being able

to speak English is attributed to their being educated as it was revealed that 53.2% had an SSCE certificate, 19.4% had primary school certificate, 14.5% had an OND/HND/NCE certificate with an appreciable percentage of 8.1 having a university degree certificate in timber marketing business. This showed that these respondents had the basic knowledge of education sufficient for their business to influence their decision making. This goes in line with the findings of Swanson (2008) that education gives an enablement to make informal decisions regarding production and marketing which also allows to realize opportunities. This also corroborated Aiyeloja *et al.*, (2013) who said that being educated will enable sellers to be more effective communicators and provide access to information easier, particularly regarding price changes and any new innovations in the marketing of sawn wood.

Findings made on the information technology used by the timber marketers revealed that all (100%) of them make use of phones, few (6.5%) uses the internet and are intermediately proficient with its usage. This agreed to the findings of Ajewole and Fasoro (2013), that the use of phone made communication easier and had helped sawnwood marketers in their business transactions as it makes it easier for them to locate and communicate with customers within a short time-frame.

**Table 2:** Likert Analysis on Challenges faced by Timber Marketers in Osun State

	CHALLENGES	AGREE	DISAGREE	NOT SURE
1	Outdated Forest Inventory	95.2	0	4.8
2	Population increase and Urbanisation	100	0	0
3	Unavailability of specialised equipment	66.2	8.1	25.7
4	Expansion of cities' markets	69.4	4.8	25.8
5	Bad roads	95.2	0	4.8
6	High Cost of Transportation	93.5	0	6.5
7	Lack of Innovation for adaptability	80.7	0	19.3
8	Environmental Regulation	67.8	0	32.2
9	Limitations to Timber Harvesting Areas	50	6.5	43.5
10	Restrictions on Machineries used in timber industry	62.9	14.5	22.6
11	Lack of Skilled workers	74.2	19.4	6.4
12	Inefficiency due to lack of young people's interest	37.1	53.3	9.6
13	Lack of Information	45.2	12.9	41.9
14	Shortage of labour in timber industry	69.3	13	17.7
15	Inaccessibility to Governments' loans	80.7	4.8	14.5
16	Competition from alternative materials	62.9	21	16.1
17	Weather conditions	67.7	14.6	17.7
18	Inadequate market education	64.5	25.8	9.7
19	Government Policies	48.3	45.2	6.5

*Source: Field Survey, 2025*

**Table 3:** Percentage Ranking of Challenges faced by Timber marketers in Oyo State

CHALLENGES	AGREE	RANKING
Population increase and Urbanisation	100	1st
Outdated Forest Inventory	95.2	2nd
Bad roads	95.2	2nd
High Cost of Transportation	93.5	4th
Lack of Innovation for adaptability	80.7	5th
Inaccessibility to Governments' loans	80.7	5th

Lack of Skilled workers	74.2	7th
Expansion of cities' markets	69.4	8th
Shortage of labour in timber industry	69.3	9th
Environmental Regulation	67.8	10 <sup>th</sup>
Weather conditions	67.7	11 <sup>th</sup>
Unavailability of specialized equipment	66.2	12 <sup>th</sup>
Inadequate market education	64.5	13 <sup>th</sup>
Restrictions on Machineries used in timber industry	62.9	14 <sup>th</sup>
Competition from alternative materials	62.9	14 <sup>th</sup>
Limitations to Timber Harvesting Areas	50	16 <sup>th</sup>
Government Policies	48.3	17 <sup>th</sup>
Lack of Information	45.2	18 <sup>th</sup>
Inefficiency due to lack of young people's interest	37.1	19 <sup>th</sup>

**Source:** *Field Survey, 2025*

Tables 2 and 3 shows the result of analysis on the challenges faced by Timber marketers in the study area. Increased population and urbanisation have a profound impact on the timber market in several ways. As the population increases, there will be increased in demand for Timber Products for increased need for housing, infrastructure, and commercial buildings, all of which require timber. The construction sector is one of the largest consumers of timber products, and urbanisation increases this demand as cities expand. This is in line with the work of Kastner *et al.* (2020) and Schneider *et al.* (2018) that says consumption of goods such as furniture, flooring, and decorative wood products increases, driving demand for timber. Also, as urban areas expand, forests are often cleared for development, and this leads to deforestation (Emmanuel, 2021), causing reduction in the supply of timber in the long term. Increased demand for land for urban development also raises competition for forested areas (Bicknell *et al.* 2021).

Outdated inventories may not reflect the actual condition of the forest, leading to unsustainable harvesting practices. Inaccurate data can result in overharvesting in certain areas, potentially leading to deforestation and degradation of forest ecosystems. As a result, timber market participants may face long-term supply challenges, as unsustainable practices deplete resources. A study by Adebisi *et al.* (2020) highlighted how poor forest management and outdated inventories in Nigeria have contributed to the unsustainable exploitation of forest resources, which ultimately affects timber market dynamics. Timber prices are influenced by the availability of timber, which is determined by the forest inventory. When forest inventories are outdated, prices can become unpredictable. Traders and manufacturers may face

higher costs due to the perceived scarcity of timber, while consumers may experience inflated prices. This discussion supports Omojola *et al.* (2022) and, Bakker and Stocker (2023) who noted that outdated forest inventories in Nigeria have led to inflated timber prices, especially in regions where the data does not account for the true extent of forest resources.

Osun timber market is said to be faced with the challenge of bad roads. One of the primary economic effects of bad roads on the timber market is the increase in transportation costs, which Osun timber marketers are really complaining about. When roads are in poor condition, timber trucks are forced to take longer, less efficient routes, leading to higher fuel consumption and additional maintenance costs. Furthermore, bad roads increase wear and tear on vehicles which may also result in more frequent breakdowns, compounding the challenges and leading to further market disruptions. These factors can significantly increase the final cost of timber, making it less competitive in global markets. Poor roads cause unpredictable supply, which in turn leads to production delays, missed deadlines, and lost opportunities in timber markets. This supports the findings of Dhakal *et al.* (2020) and Amorim *et al.* (2021) that noted that in Brazil, poor road conditions during the rainy season result in seasonal delays, which create a fluctuating supply of timber, affecting pricing and availability in both domestic and international markets.

In Nigeria, the timber industry often faces high transportation costs due to poor road conditions, inefficient transport systems, and high fuel prices. Alabi *et al.* (2018) in their study highlighted the effect of high transportation cost on Nigeria's timber sector.

The study found that delays caused by poor infrastructure were common, especially in the delivery of logs from rural forests to urban areas. The resulting inefficiencies increased transportation costs and often led to unreliable timber supply, contributing to price fluctuations in the market. The volatility of fuel prices is another key factor that contributes to high transportation costs. As fuel prices rise, the cost of transporting timber increases, and this has a direct impact on the cost of timber products. In the recent days in Nigeria (Osun state inclusive), fuel price fluctuations have been a constant issue, making transportation planning difficult for timber businesses.

The lack of innovation in adapting to environmental changes and market demands impacts the Nigerian timber sector, leading to inefficiencies and unsustainable practices. A lack of innovation is slowing down market responsiveness to global demands and technological advancements. Lack of innovation could be as a result of shortage of young, learned and experienced personnel in forestry sector especially in Timber marketing.

Inaccessibility to government loans significantly hinders the growth and sustainability of the timber market in Osun State. The timber marketers complained of lack of support from the Government comparing how Agricultural sectors are receiving government support while Forestry is left behind, especially the timber marketers. Access to loans is crucial for maintaining a stable supply chain in the timber marketing. Timber companies often rely on seasonal operations, which require upfront financing to secure raw materials and labour. When loans are inaccessible, timber companies may face cash flow issues that prevent them from maintaining operations during off-seasons, disrupting the entire supply chain. This, in turn, causes market volatility, price fluctuations, and supply shortages, which negatively impacts both suppliers and consumers. This attested to a study by Jiang *et al.* (2019) who highlighted how small timber producers in Canada were unable to keep pace with market demand due to lack of access to government financing, leading to supply chain disruptions during peak seasons.

Another significant challenge in the timber market is the shortage of skilled labour/worker. The timber industry faces an aging workforce, with many experienced workers nearing retirement and fewer younger workers entering the field. This demographic shift exacerbates the shortage of skilled labour in the industry, particularly in the areas of logging, sawmilling, and forest management. This corroborated Johann and Franz, (2020) who explored the effects of

an aging workforce in Europe's forestry sector, noting that younger generations are not replacing retiring professionals, leading to a skills gap that negatively impacts productivity and operational efficiency. The timber industry must comply with environmental regulations, which are becoming more stringent as concerns about climate change and sustainability increase. Skilled labour is crucial for implementing sustainable practices, managing forest resources responsibly, and complying with regulations, because without enough trained professionals, companies may struggle to meet these environmental demands (Gunningham and Sinclair, 2021).

Environmental regulations in the timber market are crucial for promoting sustainability, preventing deforestation, and mitigating climate change. However, these regulations can also create significant challenges for timber producers, particularly in developing countries where governance structures may be weak. Compliance with environmental regulations such as certification programs (e.g. FSC) can impose substantial costs on timber producers. Small and medium-sized enterprises (SMEs) are especially vulnerable to these added costs, which can make it harder for them to compete in the global market. According to ITC, (2020), the costs of certification, legal documentation, and compliance with sustainability standards can be prohibitive for SMEs in the timber industry. These regulations increase operational costs, and without proper support, SMEs are at risk of being excluded from international markets.

Weather conditions are an ongoing challenge for the timber market, as they affect timber harvesting, transportation, production costs, and the overall supply chain. From the impact of floods, droughts, and wildfires to the challenges posed by climate change, these weather events introduce uncertainty into the market. Weather conditions also influence timber export markets, particularly when extreme weather events disrupt ports or transportation routes. In countries that rely heavily on timber exports, like Canada and Brazil, natural disasters such as hurricanes or flooding can damage infrastructure, delay shipments, and increase shipping costs, ultimately making timber less competitive on the global market (Chan *et al.* 2017). The unpredictability of weather conditions leads to increased operational costs for timber businesses companies may need to hire extra labour during specific weather windows when conditions are more favorable for harvesting, further increasing costs. This is in line with a study by Thomas *et al.* (2022), who found that companies spent more on machinery that could operate in harsher weather conditions, such as snowstorms, but this increased

overall production costs and reduced profitability, especially during extreme winters.

The unavailability of specialised equipment is a great challenge to the timber market in Osun State. Lack of available specialised equipment such as mechanized feller-bunchers, skidders, and harvesters affects both the efficiency and sustainability of timber production, processing, and transportation. When sophisticated equipment is not made available for logging, impact on timber harvesting and extraction efficiency reduces. According to Tolosana *et al.* (2021), mechanisation in timber harvesting has been shown to improve productivity and reduce labour costs, however, the high capital cost and limited availability of modern equipment in developing regions are substantial barriers to adoption, ultimately affecting the competitiveness of the timber sector. The high cost of acquiring and maintaining specialized equipment further complicates market access, especially in low-income countries or regions with small-scale timber operations. Smaller timber producers such as in Osun State may struggle to invest in such machinery, thus limiting their ability to compete in the global market. This corroborated Singh and Lata (2022) who discussed the capital-intensive nature of modern timber production equipment and its implications for small and medium-sized enterprises (SMEs).

Inadequate market education can lead to the lack of awareness about sustainable timber harvesting practices. Without proper education, producers may focus solely on short-term gains rather than long-term sustainability, damaging forest ecosystems. Unsustainable practices can reduce timber supplies in the long term, harming both the environment and the timber market's stability. Adebayo, (2016) outlined that impact of poor market education on the adoption of sustainable forestry management practices ultimately leads to long-term market instability. In Nigeria (Osun state inclusive), the education system for timber producers and forestry workers is insufficient to promote sustainable timber practices. Lack of understanding of market trends, sustainable harvesting methods, and certification schemes results in unsustainable practices that harm the timber market. The impact of restrictions on machinery used in the timber industry could have far-reaching effects on the timber market, influencing everything from production capacity and efficiency to pricing, labour dynamics, and even environmental sustainability. The introduction of restrictions on machinery, such as more stringent emission controls, limitations on machine types, or reduced machinery availability, can reduce the efficiency of timber production. This can lead to a decline in overall timber supply, as the same

volume of timber might require more time or labour to process, reducing the capacity of mills and increasing the operational costs. Pereira *et al.* (2020) explore how technological constraints in forest harvesting equipment, such as restrictions on the use of large harvesting machines in certain regions, can negatively impact operational efficiency and ultimately lead to reduced production volumes. This results in a supply bottleneck, which can push timber prices higher, affecting the overall market equilibrium. A study by Soares *et al.* (2019) outlines how increasing operational costs in forestry operations due to environmental restrictions on machinery can lead to cost-push inflation within the timber market. They emphasize that smaller producers may find it harder to absorb these costs, potentially leading to a decrease in market competition and consolidation within the timber industry. Machinery restrictions can increase production costs in the timber industry, especially in Nigeria, where many forest-based operations rely on older and less efficient machinery. Bamidele *et al.* (2019) discuss the economic implications of machinery limitations in Nigeria's timber industry. They argue that restrictions can drive up costs due to the increased labour required and the reduced availability of mechanised equipment, leading to higher prices for timber products. This increase in costs can be passed on to consumers, affecting both the domestic market and export competitiveness.

In Nigeria, restrictions on machinery in the timber industry can significantly affect timber production, labour dynamics, and market prices. While these restrictions can lead to inefficiencies, higher costs, and labour challenges, they may also encourage more sustainable forest management practices. The timber market will likely experience short-term disruptions, but these could be mitigated through technological advancements, better management practices, and increased reliance on sustainable forestry equipment

Competition from alternative materials such as steel, concrete, plastics, and engineered wood products can pose significant challenges to the timber market. These materials often offer advantages such as durability, cost-effectiveness, and sustainability, which can reduce demand for timber products, especially in construction and manufacturing. One of the key challenges posed by competition from alternative materials is the potential erosion of market share. As industries adopt materials like steel, concrete, and engineered wood (e.g., cross-laminated timber), the demand for traditional timber products can diminish. According to Karlan *et al.* (2018), substitution effects are particularly evident in the construction industry, where materials like steel and concrete have come to dominate due to their superior

structural properties and perceived long-term cost benefits. This shift can reduce the volume of timber needed for construction projects and lead to a decline in timber prices due to reduced demand.

### 3. Conclusion and Recommendation

#### 4.1 Conclusion

The study assessed the challenges affecting timber marketing businesses in Osogbo, Osun State, and revealed that although timber marketing remains a viable and lucrative economic activity, the sector faces numerous operational, infrastructural, and administrative constraints. The market is dominated by experienced and active-age participants; however, their operations are hindered by population growth pressures, urbanisation, bad road networks, high transportation costs, outdated forest inventories, and limited access to government financial support. Other constraints such as inadequate market education, shortage of skilled labour, environmental regulations, and competition from alternative building materials further reduce market efficiency and profitability. These challenges collectively weaken the supply chain and hinder sustainable timber market development. The findings underscored the need for coordinated intervention by government, associations, and private stakeholders to improve infrastructure, enhance market capacity, and strengthen policy frameworks that support sustainable timber marketing.

#### 4.1 Recommendations

To address the numerous challenges facing timber marketing in Osogbo, Osun State, it is recommended that government prioritise the rehabilitation of access roads to forest reserves, while forestry authorities regularly update forest inventories to support sustainable harvesting and accurate market planning. Timber marketers should be granted accessible and affordable credit facilities to invest in modern equipment and innovation that will improve productivity. Continuous training and market education should be provided to enhance marketers' skills in pricing, business management, and sustainable practices. Regulatory frameworks should be strengthened and clearly communicated to reduce unnecessary restrictions, while youth participation should be encouraged through vocational support to address the labour shortage. Improving market infrastructure; including storage facilities and modern measurement tools, alongside promoting reforestation initiatives and stronger market associations, will further enhance efficiency, ensure steady timber supply, and support long-term sector sustainability.

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