



**EUROPEAN  
TIMBER  
TRADE  
FEDERATION**

# Handbook





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# One

**I am proud to be the first President of the European Timber Trade Federation (ETTF). It is an organisation that brings together the knowledge and experience of the timber trade across Europe and can represent its joint interests in the EU market and abroad.**

In the ETTF we now have a single body representing the range of trade activity and its key product groups: the import and export of softwood, hardwood, and panel products. We currently comprise nine national federation members, but we are not a closed shop. We aim to develop and strengthen our organisation and have an open door for new members to join.

I believe 90% of the problems and challenges faced by our trade today are best met together, by presenting a united front and having a common voice. That includes our efforts to make timber the sustainable choice, to support international initiatives addressing deforestation, governance and climate change and to implement codes of conduct.

Environmental concerns are increasingly critical for the timber sector at a national and European level. The sustainability of our raw material is a key focus for both consumers and governments. Their demands on the subject are clear and unambiguous. But joining forces in the ETTF, the European wood sector can work together to address market anxieties on these issues. Through lobbying, education and



# voice in Europe

promotion, we can support and contribute to international efforts to combat deforestation and climate change and improve forest governance.

United as one body encompassing the softwood, hardwood and panel trades also makes us a formidable knowledge resource and consultation partner for Brussels. Our combined voice and single message will ensure we are better heard by both the European Commission and European Parliament. This is critical, as both institutions help shape the rules and regulations that govern the daily business practices of timber companies across the EU.

The ETTF is proud to have been consulted on the formulation of the European Timber Regulation, which bans illegally produced timber being placed on the EU market. There were fears the measure would mean significant additional administrative burdens, but presenting our case to the EU, we were able to help make it more effective and practical.

Through the combined efforts of our member organisations and future partnerships, we can continue to strengthen our influence and our industry and advance towards that clear goal: to make wood the sustainable choice for the future.



**Andreas von Möller,**  
ETTF President

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# From the forest forward

Working together for the benefit of the forests and timber trade is the mission of the European Timber Trade Federation, says Secretary General André de Boer

**The formation of the European Timber Trade Federation (ETTF), following the merger of different bodies representing the European softwood, hardwood and panels sectors, is a major step forward. It will not only represent and serve the common causes of the European timber trade, but also exercise a positive influence on the development of the world's forests.**

The timber sector occupies a unique position in its ability to work with timber end users, producers, NGOs and governments. Our aim is to make the most of this position, and facilitate communication and pan-European action on developments that impact the trade.

We will keep members informed on professional, economic, ecological and fiscal developments that could help timber marketing and boost consumption. We can also act as a hub to foster collaboration. We can learn from each other's views and expertise on different issues, and in facing

challenges together under one umbrella organisation, pool our experience, knowledge and resources to the benefit of the timber business as a whole. We will implement mandatory monitored Codes of Conduct for member federations and their members, set ourselves credible, feasible targets – to be monitored by an independent third party – and join with producers to promote the technical and other benefits of using timber.

Every European timber trader, whether exporter or importer, is dedicated to ensuring the economic, social and environmental sustainability of our raw material. To underline this commitment and take it forward, the ETTF also aims to monitor trade performance in purchasing verified legal and sustainable timber products. Additionally we will:

- promote the use of timber as a sustainable raw material;
- lobby for lower taxation on verified sustainable timber products;
- back international efforts to address deforestation, forest governance and climate change;
- support the EU's Forest Law Enforcement Governance and Trade (FLEGT) Action Plan;
- ensure carbon value is taken into account for forests and forest products;
- support harmonisation of responsible

purchasing policies and guidance;

- promote mutual acceptance of credible certification schemes.

The ETTF, which principally represents the interests of the importing trade, also works closely with the timber merchants' organisation, the Fédération Européenne du Négoce de Bois (FEBO); in fact the two bodies now have a joint Secretary General and share back office functions. This further strengthens our ability to represent the mutual interests of the wider timber industry.

The ETTF is governed by a General Assembly, comprising representatives of all member federations, and also jointly organises the annual International Softwood Conference

with the European Organisation of Sawmillers.

Our journey as a united Federation has really only just begun, but we are already gathering support. The UK Department for International Development (Dfid), for instance, has awarded us a three year grant from its Forest Governance Markets and Climate Programme. This recognises that a sustainable timber trade is part of the solution to ensuring that the global forest resource remains intact, which in turn will help alleviate poverty, improve biodiversity and mitigate climate change. The grant will significantly help the ETTF to act as the timber trade's advocate in climate change initiatives and help us protect the forests that are key to all our existence.

## The ETTF and the EU Timber Regulation

A critical focus for the ETTF and its members is the introduction of the EU Timber Regulation (EUTR) which aims to block illegally-sourced timber coming on to the EU market.

The Regulation, effective from March 3 2013, applies to imported and EU-produced timber and timber products. It imposes three obligations:

- a prohibition on first placing of proven illegally harvested timber, and products made from it, on the EU market;
- a requirement that all first placers of forest products in the EU (termed 'operators' under the Regulation) undertake due diligence to risk assess the legality of their supplies;
- an obligation on all operators and others down the supply chain (termed 'traders') to keep records of who they buy from and sell to.

Operators' risk assessment of illegal timber entering their supply chain must include descriptions of their timber and timber products, the country

of harvest, species, quantity, details of the supplier and information on compliance with national legislation. Timber and wood products covered by valid licenses issued by CITES, or under the European Forest Law Enforcement, Governance and Trade initiative (FLEGT), are exempt. Certification schemes, such as FSC and PEFC, do not provide automatic passports through the Regulation, but since they have been independently assessed under EU national government public procurement policies as good evidence of due diligence and proof of legality, are likely to be taken into account as a positive.

Where assessment shows that there is a risk of illegal timber in the supply chain, it can be mitigated with additional sourcing information and/or verification from the supplier.

Besides establishing their own due diligence risk assessment system, operators can also implement one set up by a 'Monitoring Organisation' ap-

proved under the Regulation by the European Commission. Whichever approach they take, it will be regulated by 'competent authorities' appointed by each member state.

Penalties for breaching the EUTR will be set by individual member states and could include losing the right to trade.

The ETTF is focused on assisting our members to meet the requirements of the EUTR with a harmonised approach, which in turn will be easier for our suppliers to understand, ensuring mutual benefit for all.

While accepting that it places new demands and pressures on our industry, we and our members fully support the Regulation. Any measure that helps ensure the long-term availability and supply of timber to the EU and improves its market prospects, which we believe the EUTR ultimately will, should be welcomed, as a key step in ensuring a sustainable timber trade and, consequently, the future of the forests.

# Law, policy and market evolution

**Sustainable procurement policies and anti-illegal timber legislation are creating a new dynamic in the international forest products market, writes ETTF Sustainability Advisor Rachel Butler**

**It has long been acknowledged that one key driver of deforestation has been the growth in planting of agricultural crops, such as palm oil and soy.**

However, while illegal logging is a smaller global contributor, it remains a concern in certain regions due to governance implications. That, and recognition that the international forest products trade is also part of the solution to deforestation, has triggered a rapid change in the way the trade is conducted. This has been driven by NGOs and public and private sector alike through the development of new laws and policies.

The first major sign of changes in demand appeared over fifteen years ago, with increased market preference for certified wood products. Retailers and their buyers, particularly in North America and Europe, wanted to demonstrate corporate responsibility, minimise reputational risk and ensure sustainable supply. More recently, timber trade federations have introduced codes of conduct and developed tools to support responsible purchasing of timber.

By the mid-2000s, several European member states and Japan were also individually developing timber public procurement policies, requiring third party evidence of legal



compliance or sustainability. Given that in the EU central government contracts account for an estimated 10-15% of timber and wood product purchases, such moves have exercised a powerful influence. Early leads were taken by the UK, Denmark, Netherlands, Germany, France and Belgium.

## **New legislation**

In 2008, the US Congress also passed a new law amending the Lacey Act, which made it unlawful to import, export, transport, sell, receive, acquire or purchase in interstate or foreign commerce, any plant (or plant material, including timber) taken or traded in violation of the laws of the US, a US State, or relevant foreign laws. The law requires an import declaration on origin and

species and introduces a concept of “due care”, which is assessed during any legal investigation. Penalties for breaches can be steep, including fines, forfeiture of goods, even jail, depending on the degree to which the company or individual knew “or should have known” that it was handling illegal products.

The EU Parliament’s response is, of course, the EU Timber Regulation (2010) (EUTR), which comes into effect in March 2013. This makes it an offence to place illegal forest products on the EU market and requires all first placing “operators” to undertake due diligence risk assessment to ensure illegal material does not enter their supply chain. Violations will result in criminal conviction and, possibly, loss of the right to trade.

The EUTR, in turn, forms part of the EU Forest Law Enforcement, Governance and Trade (FLEGT) Action Plan, which was published in 2003. Another element of this are Voluntary Partnership Agreements (VPAs) between the EU and individual timber-producing countries, whereby the latter commit to set up a timber legality licensing scheme, improve enforcement and, where necessary, reform their laws to improve forest management. Licensed timber coming from these countries is automatically considered negligible risk, so operators are not required to undertake further risk assessment checks under the EUTR.

The latest government move has come in Australia, with the Illegal Logging Prohibition Bill (2011). Similar to the EUTR, the Bill will prohibit the import “and domestic processing” of illegally logged timber. Importers and domestic processors will be required to undertake due diligence and the former to make a declaration at the border that they have done so. The Bill also sets out the parameters for a comprehensive monitoring system with investigation powers, and penalties including forfeiture of products and up to five-year jail terms.

There are differences in these various laws. For instance, fundamentally the US Lacey Act represents a border control, while the EU legislation does not. But ultimately it does seem

they mean the same thing in practice for buyers and producers. Essentially the Lacey Act obliges US buyers to undertake due care “and offer proof of this for their defence in any case brought against them” which is more or less the same as the EUTR’s requirement of “due diligence”. So, many operators in the US, risk assessing their timber similarly to their EU and Australian counterparts, would be viewed as responsible businesses in the latter’s markets. Another point of difference is that the US Lacey Act and the Australian law require a declaration for each shipment into their markets, while the EU does not. But the information required for the declaration is similar to what is requested for EU due diligence assessment; species, country or countries of origin, volume, etc.

### Raising the bar

While sustainable purchasing policies impacted the forest products market and the way it did business, the introduction of laws to tackle illegal logging, and increasing international alignment between them, has added bite to the situation and raised the bar considerably.

The new laws change one fundamental issue. They place liability on the private sector. None of them request proof of legality per se, and it is up to the state to prove that the products are illegal. However, buyers will want that assurance, so it is anticipated that the need for independently verified legality claims will increase. Under the new laws, independent certification can be proof that timber is from legal and well managed sources, but it is not an automatic passport. So, at the very least, buyers will be expected to know the species and country of origin of their forest products.

In many parts of the world, of course, forests are expanding and well and legally managed. But producers, and those in the supply chain, must be prepared to answer questions posed by the rising tide of new legislation and have procedures and checks in place to negate the risk of illegal forest products entering their supply chain.

For more on FLEGT: [www.euflegt.efi.int/portal](http://www.euflegt.efi.int/portal)



# Changing

European Forest Institute Senior Timber Trade Analyst Ed Pepke looks at new influences on EU timber trading patterns

## Europe is a major consumer of forest products, produced primarily from its rich softwood and hardwood forests.

In fact, its consumption of roundwood, sawnwood, panels and value-added wood products has grown over the past decade. The global economic recession of 2008-2009 put the brakes on, but with demand linked directly to growing population, it is now regaining former highs. As an example, sawnwood consumption, while still falling short of its 2007 record of 126 million m<sup>3</sup>, increased by nearly 12% in 2010 to 102 million m<sup>3</sup>.

The demand for some sawnwood and panel products is directly linked to housing construction, as is demand for many other wooden items such as furniture. European housing starts fell from nearly 3 million in 2006 to 1.2 million in 2009, but recovered to 1.5 million in 2010.

## The rise of wood energy

European wood energy production is also increasing rapidly. It has become an important component of the European wood market, and thanks to policy-driven investments in wood burning infrastructure, combined with escalating fossil fuel prices, it will continue to be a dynamic element. This is being further ensured by government policies promoting renewable energy sources. And wood fuel is, in fact, already the major source of renewable energy

produced today.

Some wood for this market comes direct from forests, for example from woody biomass which cannot be economically converted to higher value products. It also comes from wood processing by-products such as sawdust and chips. Some of these residues are also used to make panel products, such as particleboard, leading to fears among producers of the latter that they may be deprived of raw material. While in the short term there is increased competition for residues between sectors, with greater harvests Europe's forests could supply more for all uses.

Europe's forests already produce far more than their annual harvests, with latest figures showing annual timber growth of 700 million m<sup>3</sup>, against a harvest of 413m<sup>3</sup>. And this picture looks set to continue, with the news that, from 2010, more than half of European forests were certified for sustainable management.

But, while Europe could be self-sufficient in meeting many of its wood and paper products demands – in fact for some, such as sawn softwood, it is a net exporter – it also has a long tradition of trading forest products. Most of this trade is conducted between countries within Europe. However, many products are imported from further afield, for example tropical timber.

## Tropical deforestation concerns

As we've seen, within Europe deforestation is not a problem. However, globally it is a serious issue, with losses of forestland averaging more than 5 million ha a year over the last decade. These losses occur mainly in Africa and South America. Those in Asia are more than made up by plantations.

One of the main causes of deforestation and

# trade winds

forest degradation in these regions is inefficient use of wood for heating and cooking, as well as land clearance for agriculture and development, particularly in areas of rapidly rising population. However, illegal logging is also clearly implicated and this has rebounded on the wider international timber trade in terms of reputational damage and loss of sales. Europeans may have imported tropical timber for centuries because of its exotic appearance and for some species, its natural durability against decay. But the last decade has seen a decline in demand, in large part due to retailers' and consumers' concerns over its sustainable production. This fall was exacerbated by the international economic crisis, with the market seeing a dramatic 50% contraction in both tropical import value and volume from 2007 to 2010, to lows of \$2.7 billion and 3.8 million m<sup>3</sup> respectively. Improved heat and chemical treatments for temperate timber have also increased their resistance to decay and wear, thereby furthering competition with tropical species.

Unlike European forests, still only a small part of tropical forests are covered by sustainable forest management certification. Africa, Asia and Latin America each have less than 2% of their vast forests certified.

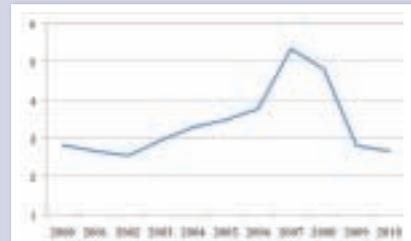
## New policies affect EU timber trade

Against this background, the new European Union Timber Regulation (EUTR) from March 2013, requiring all timber imported into and within Europe to be legal, is widely expected to have an impact on tropical timber exporting countries.

Those producer countries which have a Voluntary Partnership Agreement (VPA) under the EU Forest Law Enforcement Governance and Trade initiative (which pledges them to minimum standards and to improve forestry management and governance) will have a route to market for

their VPA-licensed material, unaffected by the EUTR. But those without VPAs will have to provide proof of timber legality when exporting to the EU, and importers will need to show they have undertaken due diligence risk assessment to ensure no illegal material enters their supply chain. While the intention is to eliminate illegal logging and its trade, a consequence of tightening scrutiny in the EU could be that illegal wood goes to less scrupulous destinations. Whether it will affect overall volumes of tropical timber coming

## TROPICAL TIMBER IMPORTS INTO EUROPE (BILLION US\$)



*Note: Includes tropical roundwood, sawnwood, plywood and veneer.*

**Source: UNECE/FAO, 2012.**

to the EU, remains to be seen.

Meanwhile, we are seeing the development of REDD+, an international mechanism framed by international climate change negotiations to provide incentives for developing countries to Reduce Emissions from Deforestation and forest Degradation and to foster conservation, sustainable forest management, and enhancement of forest carbon stocks. Improved sustainable management and reducing degradation and illegal logging are intended, among other things, to produce more timber. So eventually Europe could increase imports from these forests, when they are sufficiently productive to support exports.

# Building<sup>the</sup> future

The EU's focus on construction products has big implications for timber

**The EU is increasingly shaping the way timber and wood products are specified and used in construction in member states, and, indeed, how Europeans build in timber.**

The aim of the latest legislation is to create a level playing field across Europe in terms of product standards and working practices, and to enable construction professionals, such as architects, to work more freely across borders.

The cornerstone of recent legislative developments is the European Construction Products Regulation (CPR), described by UK research body TRADA as “the most significant change for a decade in the way construction products are made and sold in Europe”. Superseding and expanding on the earlier Construction Products Directive, the CPR's aim is to create a system of harmonised technical specifications for building products, and common rules on how to express performance relative to essential characteristics. It also lays ground rules for “notified bodies” to test and certify products to the Regulation.

The EU has endeavoured to take account of different national interests in formulating the new rules. However, there are inevitable changes, not just in actual product specifications, but also the testing, auditing and accrediting regime, for some states more than others.

The result is a substantial piece of legislation, comprising 68 articles, 5 annexes and 430 published standards. And bar very bespoke items, or those covered by other legislation, it encompasses every product permanently incorporated in a building.

Following implementation of the full Regulation for manufacturers, importers and

distributors in July 2013, all products covered will have to be backed with a declaration of performance, and CE marked to prove it. CE marking is already the rule in most EU states, but from this date it will also be obligatory in the three where it is currently voluntary, Sweden, the UK and Ireland.

Also set to have an increasing impact on Europe's use of wood in construction, and related to the CPR in requiring certain products to be CEN tested and CE marked, is Eurocode 5 (EC5) for the design of timber structures. It is designed to facilitate pan-European trade in structural components, by establishing common design criteria and understanding of timber structural design.

The prevailing view is that EC5 can actually help timber compete with steel and concrete, by putting it on the same design basis. It is also thought it may be adopted in other countries outside Europe.

Currently EC5 remains voluntary, but public sector procurement policies and preference for the standard among engineers and professional indemnity insurance providers are expected to drive adoption. And it is probably safe to say that steps the EU has taken so far to set common standards, codes and practices in construction products are the foundation for more to come. In fact a new sustainability requirement within the CPR is now under development.

So the message for the European timber sector must be to stay engaged with the legislative and standard setting process and watch for future developments. The ETTF will work with other forest product bodies to monitor developments and highlight advantages for the timber trade.

• *Thanks to TRADA*

# Fédération Belge du Commerce d'Importation de Bois/Belgische Federatie van de Houtinvoerhandel

**NUMBER OF MEMBERS:** 43

**PRODUCT TYPES:** Softwood, hardwood, plywood

**MAIN CONTACT:** Bart de Turck, General Secretary;  
Lieve Bos, Secretary

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Belgische Federatie van de Houtinvoerhandel

## ABOUT US

“ The Belgian Timber Importers Federation was founded in 1947 and today has more than 40 members, comprising 31 wood importers and ten agents from all over Belgium. Between them these companies account for the bulk of the country's €1 billion of timber imports.

The core aim of the Federation is to monitor, protect and develop the professional interests of members, promote training and encourage dialogue across the sector.

We help to create links and greater solidarity between companies and individuals operating as agents or importers of raw timber or semi-finished wood of all types, and from all origins in the European Union.

The Federation also represents members in dialogue with government and other public authorities and private institutions in order to raise awareness of and defend their common business interests.

Another function is to collate professional trade information and disseminate it to member companies. We undertake consultative assignments for public bodies and organise meetings where members can discuss the market situation and related issues. We additionally fulfil a marketing role, with our information centre, the Belgian Woodforum, providing free technical advice on the use of timber inside and outside the home.

We also cooperate with phytosanitary authorities on plant health issues affecting the timber sector and, besides the Belgian government and European Commission, liaise with a range of other leading industry bodies on a regular basis in Europe and worldwide.

As part of the ETTF, we will also now be able to represent members on an even wider stage.



**Bart de Turck,**  
**General Secretary**



# Dansk Traeforening/ Danish Timber Trade Federation

**NUMBER OF MEMBERS:** 35

**PRODUCT TYPES:** Softwood, hardwood, panel products

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## ABOUT US

The Danish Timber Trade Federation has a long tradition of representing the interests of the leading wood importing companies in Denmark. In fact, the organisation dates back to 1893.

Our member companies today operate globally and import softwood and panel products from all origins around the world.

Timber is our members' business and livelihood and, with them, we have a commercial interest in ensuring the long-term future of the world's forests through sustainable management. Underlining our commitment in this area, our members follow a Code of Conduct undertaking to source only legal and preferably sustainable timber.

As an organisation and industry, we believe that wood has a great story to tell in the modern marketplace. It is the world's most environmentally friendly and renewable raw material. By also acting as secretariat for the Danish Wood Initiative – [www.trae.dk](http://www.trae.dk) – we aim to get that message out to potential customers and the wider market, working every day to raise awareness of timber's potential and to grow its use.

Our membership of the European Timber Trade Federation is also of great importance to us. It will play an important role in ensuring a level playing field across EU member states for timber businesses, and also raise the level of awareness of the new EU Timber Regulation, which aims to block trade in illegal wood. And being part of a greater, well-founded international network is set to become even more important in a time of increasing globalisation.

Working together we can ensure wood is the material that will build the future.



**Jakob Rygg Klaumann,  
Director**

# Le Commerce du Bois

**NUMBER OF MEMBERS:** 122

**PRODUCT TYPES:** All timber products for construction and restoration work, including softwood, hardwood and panel products

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## ABOUT US



France's timber industry association Le Commerce du Bois (LCB) was founded in 2000, bringing together companies specialising in timber and by-product distribution.

LCB encompasses several major professional groups within the sector: importers, including planed product manufacturers, timber merchants and agents. Its membership are the driving force of the French forestry and timber sectors, comprising a total of 160 companies, which, between them employ 4000 people and turn over €3 billion a year. They supply a wide range of products, from raw material from a variety of species and origins, to further processed products, such as planed timber, glulam, panels products and building solutions and systems. Their activities are certified to industry standards to ensure quality and service to the client.

The LCB's strategy has several key objectives. One is to promote a responsible procurement policy across the French industry through its environmental charter. This covers sales activities as well as purchase and has been compulsory for members since 2011.

A central role is also to develop sales and expand the use of timber and wood products as the environmentally friendly building materials. It puts over the message through a bimonthly review, CD Roms and its website, [www.lecommercedubois.fr](http://www.lecommercedubois.fr).

LCB is also undertaking several action programmes to ensure the industry meets market requirements. These cover "Tropical and American hardwood", "Softwood", "Panels", "Planed products", "Environmental Charter" and "Communication and certification". Significant feedback has already been received from public authorities, policy-makers and industry organisations in France and abroad.

LCB also works with major international bodies making decisions on timber distribution.



**Eric Boilley,  
Director**



# GD Holz/German Timber Trade Federation

**NUMBER OF MEMBERS:** 900

**PRODUCT TYPES:** Softwood, hardwood, plywood, flooring, structural beams, garden products, deckings, veneer

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## ABOUT US

The 900 member companies of the German Timber Trade Federation (GD Holz) had a combined annual turnover of €11bn in 2011.

Based in Berlin, our organisation is divided into five sections: wholesaling, retailing, foreign trade, round timber trade and veneer business.

The main events for the Federation are our General Assembly, which takes place once a year, and the "Branchentag Holz", the trade fair of the timber trade, which is held every second year.

Drawing on the range of services and expertise offered within our five divisions, GD Holz can offer significant know-how and advice to anyone with a technical or other query about timber. We also provide legal advice and services.

Our federation also provides our membership with a link into a much wider industry network. We are a member of several German wood industry associations, including the German Wood Economic Affairs Council (DHWR) and the Initiative for Veneer and Nature (IFN). We also participate in a range of engineering standards committees and, of course, are now also a member of the European Timber Trade Federation (ETTF), which widens our range of contacts and input across the EU.

Currently our main projects are FSC and PEFC group certification initiatives for member companies, and our application to become one of the official monitoring organisations for the EU Timber Regulation. We are also involved in timber trade promotion in Germany, e-learning and other areas of education and training in the timber trade.



**Thomas Goebel, Chief Executive Officer**

# Hellenic Timber Association

**NUMBER OF MEMBERS:** 100

**PRODUCT TYPES:** Softwood, hardwood, panels, flooring, structural beams

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## ABOUT US



Established in 1960 as the Timber Importers Association, we now have around 100 members listed on our website, representing the entire spread of the timber trade in Greece.

We include chipboard, MDF and some flooring producers, structural timber suppliers, timber agents, importers and distributors around the country.

Historically, the timber sector has not been an especially important industry in our country, due to the relative strength of the Greek cement and aluminium sectors, and this has been reflected in the focus on the various industries in higher education.

But in the last two years we have worked to increase awareness of the industry across the country by staging events where new EU legislation affecting the industry was explained and the possibilities of timber in construction highlighted. As part of this initiative, we also created our new association identity and website and launched a trade newsletter. In addition, we support the marketing efforts of Pro:Holz, the American Hardwood Export Council and Malaysian Timber Council in Greece and we took a stand and ran a seminar at the MedWood Exhibition.

Our construction industry has been hit hard by the Greek recession, but with the help of technical institutes, we also work to educate engineers and architects about the use of wood.

We are also now, of course, members of the ETTF, which will help our industry adapt to the demands of the forthcoming EU Timber Regulation and consolidate our position in the wider EU timber sector.



**Yannis Albanis,  
Director**



# Fedecomlegno

**NUMBER OF MEMBERS:** 100

**PRODUCT TYPES:** Softwood, plywood, hardwood, flooring, structural beams, wood for construction and packaging, furniture

**MAIN CONTACT:** Domenico Corradetti, Chief Executive

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## ABOUT US

Fedecomlegno, the Italian national timber association, was founded in 1949 in Rome from the fusion of two previous industry organisations, the Association of National Timber Producers and Merchants and the Italian Association of Timber Importers.

Fedecomlegno today represents importers, merchants, and agents trading in timber, semi-processed and finished wood products. It has around 100 members, spread across the whole of Italy, and has strong dedicated representation in all the regions of the country. Italy imports about 80% of its timber, adding up to a total in 2011 of around 16 million m<sup>3</sup>. Most of this is accounted for by the membership of Fedecomlegno. They buy from all the most important producer countries and regions, giving them a strong strategic position in the international timber trade, as well as optimal supply to meet the needs of customers. The timber and related products supplied by Fedecomlegno members are used in a range of sectors, including industrial, handicraft and construction, with their main focus on building, flooring, packaging and furniture materials and products. In 1985, the organisation strengthened its position further by becoming one of the association members of Federlegnoarredo, the Italian federation of industries of wood, cork and furniture, which comprises more than 2500 members ([www.federlegnoarredo.it](http://www.federlegnoarredo.it)).

Another important role of Fedecomlegno is to promote wood, to raise awareness of its potential and to increase Italian consumption. It has a dedicated division, "Promolegno", devoted to this function which produces literature, organises workshops and seminars and has its own website, [www.promolegno.com](http://www.promolegno.com)



**Domenico Corradetti,**  
Chief Executive

# VVNH/Netherlands Timber Trade Association

**NUMBER OF MEMBERS:** 260

**PRODUCT TYPES:** Softwood, hardwood, plywood

**MAIN CONTACT:** Paul van den Heuvel, Managing Director

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## ABOUT US



In 2009, the Netherlands Timber Trade Association was given “royal” status to recognise a century of service to the industry. Today, it has 260 members in the timber wholesale sector, including retailers. The

NTTA members import 2.5 million m<sup>3</sup> of timber a year and its membership account for 65%-70% of the total. The NTTA represents their interests in economics, commerce, social issues and the environment. It also provides technical coordination and support in value-added wood processing.

In 2009, the NTTA also started a joint effort in the area of corporate social responsibility with the Dutch Association of Joinery Manufacturers, and is now looking for other partners in the project. This is aimed at meeting their formulated targets for 50% of hardwood, 85% of plywood and 100% of softwood imported by the Netherlands to be verified as sourced from sustainably managed forests. In 2010, 71% of the timber imported by NTTA members met this criteria, with certification under the PEFC or FSC scheme.

Centrum Hout (the Dutch Centre for Timber) is the division of the NTTA focused on wood promotion. It targets architects, housing corporations, contractors and the education sector through seminars, literature, a helpline and its website – [www.centrumhout.nl](http://www.centrumhout.nl). It also runs “consulting hours” for architects on timber in design.

Over its first 100 years, NTTA has constantly adapted to circumstances and that continues with its European Timber Trade Federation membership. The ETTF will stimulate knowledge and information exchange across Europe, enabling national federations to learn from each other, share best practice and work together on key issues.



**Paul van den Heuvel**  
Managing Director



# AEIM/Spanish Timber Trade Federation

**NUMBER OF MEMBERS:** 142

**PRODUCT TYPES:** All timber products, sawn timber, panels, flooring, structural products

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## ABOUT US

Our organisation was established in 1957 as the Spanish Group of Timber Importers. In 1978 we became the Spanish Association of Timber Importers and finally in 2010 the Spanish Timber Trade Federation.

The timber sector (including furniture) remains a significant industry in Spain. It accounts for around 1% of GDP, but has more importance in terms of numbers of companies, around 30,000, and it employs around 170,000 people.

Our membership comprises importers, wholesalers, distributors, agents and exporters and our key areas of activity include promotion of both timber products and our member companies, through exhibitions, seminars for architects, and other networking and promotional initiatives, publications, communication and public relations.

We hold courses for members and, through agreements with technical institutes, provide them with technical consultancy and assistance. We also offer environmental consultancy and advice on such topics as chain of custody and environmental due diligence.

Being a member of the European Timber Trade Federation, we also have wider networking and communication potential and, with fellow European member federations, a strong, combined voice to lobby and communicate with Brussels on such issues as the EU Timber Regulation.

The Spanish economy and industrial base have been through difficult times recently, particularly construction. But as an industry, given our resources and the performance and especially the environmental strengths of our products, we are taking an optimistic view of the future.



**Alberto Romero,**  
**General Secretary**

# Timber Trade Federation

**NUMBER OF MEMBERS:** 250

**PRODUCT TYPES:** Softwood, hardwood, plywood, engineered wood, flooring, garden furniture

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## ABOUT US

“ The Timber Trade Federation is the UK’s leading trade body, representing the entire timber and wood products supply chain. Its mission is to grow the use of wood through innovative industry representation and communication on public, regulatory and commercial affairs, as well as provision of business support and regular briefings to members.

The TTF is regularly consulted by Government, NGOs and demand-side organisations on issues affecting the wood industry, and is helping shape a better future for its members and their customers.

The TTF has taken a lead role in implementing the EU Timber Regulation at industry level, designing and enforcing the Responsible Purchasing Policy (RPP) as a mandatory condition and benefit of membership.

In addition, the TTF is highly active in ensuring that the low-carbon properties of timber are recognised and rewarded at regulatory level and that the full life-cycle benefits of using greater amounts of timber are fully understood.

These activities are part of our wider action plan of work streams covering areas from timber procurement, to resource efficiency, to health & safety, logistics, market competitiveness and customer focus.

In each of these areas the TTF is actively lobbying and facilitating industry engagement on regulatory issues, as well as providing guidance for all members. We are also actively seeking to promote and develop markets for new engineered timber products and innovations through direct industry marketing seminars.

The TTF is also an active supporter of the Wood for Good marketing initiative and its Wood First campaign.



**John White, Chief Executive Officer**





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