



**European Timber Trade Association**

**Fédération Européenne du Négoce de Bois**

**Europäischer Holzhandelsverband**



**FEBO member states**



# Our aims:



- The representation of the interests of the timber and panel product trades within European and international bodies.
- The development and promotion of sales of wood products in Europe.
- Representation of the European timber trade to other sectors.
- To provide a platform for contact and co-operation with European manufacturing and consumer associations as well as with further trade organisations.
- To provide our members with an internal sector platform for discussion and exchange of ideas.
- The promotion of professional qualification and further education in the timber trade.



# Who are the companies behind FEBO's member associations?

# Timber wholesalers



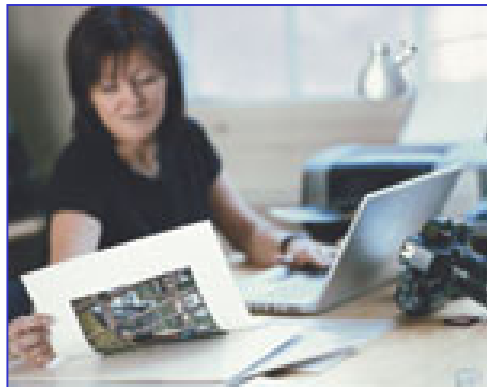
# Timber retailers



# Timber importers



# Brokers and agents



# Export



# Industry



# FEBO's membership - facts and figures -



**Total companies : 3,130**

**Total turnover : 28.2 billion €**

**Employees : 145,000**

# Timber trade clientele



- **The professionals:**
  - **Carpenters, joiners**
  - **Interior fitters**
  - **Timber constructors**
- **Industry**
- **The consumer**
- **Public authorities**

# Wood products from the specialist timber trader



sawnwood

doors

roundwood

veneer

construction timber

wooden flooring

planed products

wood for landscape  
and gardens

panel products

laminated flooring

isolating materials

other construction  
materials



- The majority of businesses belong to the small and medium-sized company sector (SMC)
- Some companies are also members of larger groups of firms, some of which operate on a global basis

# Current topics



- Wood and ecology
- Harmonised conditions for the marketing of timber and timber products
- Timber trade's responsibility to the consumer
- Logistics in the timber trade



# Responsibility for the environment

# FEBO Statutes, § 3



## **Art. 3 Forest and environment**

FEBO professes a sustainable forestry and condemns illegal logging and related trade. FEBO recognizes the independent certification of sustainable forest management and of the product chain.

## **Art. 3 Forêt et environnement**

La FEBO reconnaît la gestion durable des forêts et condamne la récolte illégale de bois et le commerce qui en est issu. En plus la FEBO reconnaît la certification indépendante des forêts et de la filière des produits.

## **Art. 3 Wald und Umwelt**

Die FEBO bekennt sich zur nachhaltigen Waldbewirtschaftung und verurteilt den illegalen Holzeinschlag sowie den Handel mit illegal geschlagenem Holz. Die FEBO anerkennt die unabhängige Zertifizierung von Wäldern und der Produktkette.

# FEBO Environmental Code of Conduct



## Excerpt

- 1. Members are committed to sourcing their timber and timber products from legal and well-managed forests. Members unreservedly condemn illegal logging practices and the related trade. They commit themselves to working with suppliers and other stakeholders towards their complete elimination.*



As associated member FEBO supports the Timber Trade Action Plan (TTAP) - as initiative of the European timber trade trade – within the framework of the EU FLEGT Programme.

# Topic 2



## Harmonised conditions for marketing timber and timber products on the European market



- CE marking for wood and wooden products
- European construction product regulations
- International phytosanitary regulations for import and export
- Application of the international standard IPPC for wood packaging

# FEBO calls for



- the translation of the European regulation into practice for the timber trade, e.g. European construction product regulation

**and in this context puts the emphasis on**

- simpler handling methods
- practical solutions
- limited bureaucracy
- inexpensive solutions

# Topic 3



The timber trade's obligation to the consumer.  
In the distribution chain the timber trader is  
the direct link to the end-user.



FEBO supports correct and clear  
marking and labelling of timber  
and timber products



Today's consumer is confronted by

- a huge variety of timber product lines
- with misleading and incorrect product designations



The final version of the European regulation RL 2005/29/EG sets out criteria for misleading commercial practices:

- by false information
- by the „omission of material information“

# Example 1 – the variety of boards available...



The consumer needs correct and clear product information

# What's the next problem?



Products not  
made of wood  
are labelled as wood

# Example 2



**Global MO.13.90** und **13.00** Architektonische Symmetrie ist ein inneres Prinzip für Eleganz und Harmonie. Interessante Spannung durch gekonntes Gliedern

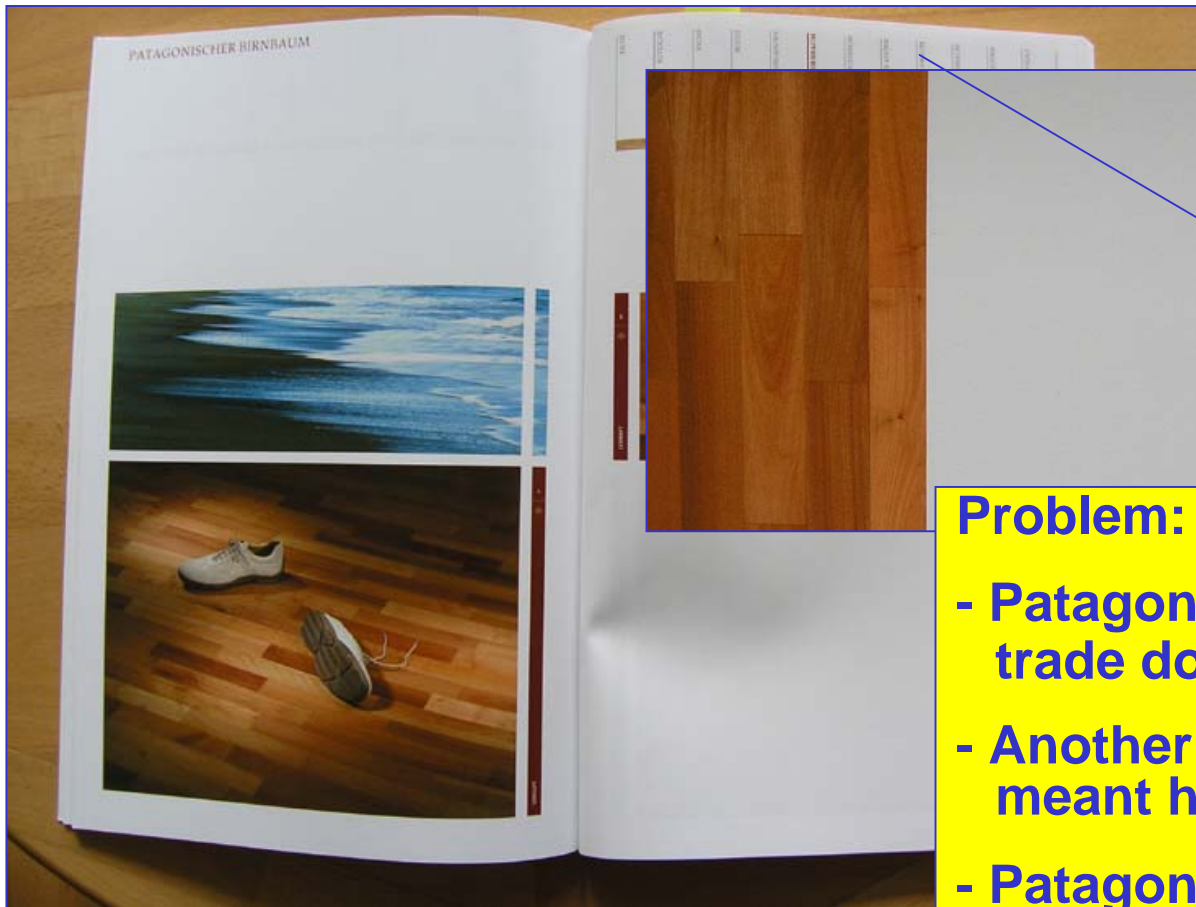
von Flächen und das Verbinden von neutralen mit lebhaften Strukturen: hier Fronten in afrikanisch Apfel auf der Sichtwand und dezentes Magnolia bei Technik-

Hochschrank und Arbeitsplatte. Dazu passen markante Griffe im kühlen Technik-Style. **Elektrogeräte von AEG**. Küchen-Maß ca. 437 x 370 cm.

## Problem:

- The advertised surface is an imitation
- This is not mentioned in the product flyer
- African apple is the given species and is a fantasy name!

# Example 3



## Problem:

- Patagonian pearwood: the timber trade does not know this wood
- Another botanical species is meant here
- Patagonian pear or cherry wood are fantasy names

# Example 4



Allwetterholz



wood-plastic-compound



For this reason the European Timber Trade Association (FEBO) and the European federations of the timber and wood-processing industries are currently working together to produce a common binding federation agreement on labelling and marking of wood, wood products and surfaces

# Criteria for a consumer-friendly labelling of wooden products?



- the correct species name
- the correct designation of the material
- clear indication when the material is a replica of wood or an imitation



**Thank you for your attention!**