



DFID Department for
International
Development



International Timber Trade Federation Day

*– New Rules,
New Dilemmas –
Solving Buyers' Needs in
a Tough Global Market*

Hotel Kempinski, Geneva, Switzerland

08-09 October 2009

Agenda:

- **International TTF Day**
(Thursday 08 October)
- &
- **Discussion groups**
(Friday 09 October)



ITTF Day – Objectives and expected outcomes

Since the first International Timber Trade Federation Day (ITTFD), the financial crisis has dramatically impacted the global timber industry. Many companies have gone out of business; competition has become extremely tight, and fewer resources are available to finance legality and sustainability projects. In these difficult times only those producers that can solve the “buyer’s dilemma” - sharp prices, good quality product and compliance with new rules, legislation and responsible purchasing policies - will survive and then only if buyers truly do implement their new policies and genuinely specify legal and sustainable product. Now more than ever, strong business partnerships and clarity between buyers and producers are crucially important.

With the second ITTFD we will follow up on last year’s discussions and bring timber trade federations (TTFs) and their members from around the globe together again. Last year’s focus was to share lessons on purchasing policies developed by TTFs in response to changing market requirements. With this year’s ITTFD we aim to facilitate an exchange between producing and buying country TTFs that leads to better understanding of each others’ capacities to deal with the changing market requirements. Our focus will be on showcasing real examples – and real difficulties – of how companies are solving the buyer’s dilemma. Presentations will focus on practical actions to meet the new legislation and timber purchasing policies emerging in both the public and private sectors throughout the global marketplace. We believe that this exchange will provide real life information that can be included in the development of codes of conduct and purchasing policies and that TTFs will be able to use the insights to support their members’ efforts to supply the market and be profitable in a fast evolving context.

In particular the ITTF Day will provide:

- Global networking opportunities between TTFs and private sector representatives from around the globe;
- Understanding of the key issues and challenges that the timber industry faces when choosing the way towards certification or legality verification;
- Update on the Lacey Act and the EC legislation
- Insight into The Forest Trust’s (TFT) experience of supporting companies on their way towards legality verification around the world



Agenda

Venue: Hotel Kempinski, First Floor, Ballroom C

09.00 – 9.30: *Registration / coffee*

9.30 – 9.40: *James Griffiths, Managing Director:
Ecosystems, Water and Sustainable Forest Products Industry, WBCSD, Co-chair*
Introduction and welcome

9.40 – 9.55: *Scott Poynton, Executive Director, The Forest Trust (TFT), Co-chair*
‘The Buyer’s dilemma’

9.55 – 10.10: *Duncan Brack, Senior Research Fellow,
Energy, Environment and Development Programme, Chatham House*
Update on EC Due Diligence legislation and Lacey Act

10.10 – 10.25: *Jamey French, Northland Forest Products, Chair of the Hardwood Federation*
Adaptation of US importers to the Lacey Act

10.25 – 10.40: *Questions and discussion*

10.40 – 11.15: *Tea/coffee break*

11.15 – 11.30: *André De Boer, Secretary General, European Timber Trade Federation*
The EU Timber Trade in difficult times – is there a place for certified products?

11.30 – 11.45: *Marco Tuoto, Technical consultant for ABIMCI and FNABF*
The Brazilian Timber Trade in difficult times – is there a place for certified products?

11.45 – 11.55: *Alastair Herd, Project Coordinator Switzerland, TFT*
Understanding the Timber Trade Action Plan

11.55 – 12.30: *Questions and discussion*

12.30 – 14.00: *LUNCH BREAK*



Series of presentations: The reality of legality verification and certification for producing companies around the globe

- 14.00 – 14.15:** *Yenny Putian, Representative Branch Manager for Indonesia, Dekker Hout*
The case of an Indonesia based company
- 14.15 – 14.30:** *Lucas van der Walt, Forest & Environmental Manager, DLH Group*
The case of a global company
- 14.30 – 14.45:** *Wayne Wooff, General Manager Plantations, Sabah Forest Industries Sdn Bhd*
The case of a Malaysia based company
- 14.45 – 15.10:** *Questions and discussion*
- 15.10 – 15.40:** *Arief Perkasa; Project Officers Indonesia, TFT*
Achille Djeagou; Project Officer Cameroon, TFT
Flavio Guiera; Project Officer Brazil, TFT
Zhixin Deng; Project Officer China, TFT
Challenges faced across continents
- 15.40 – 15.50:** *Dejan Lewis, South East Asia Coordinator, TFT*
Synthesis of the challenges across continents
- 15.50 – 16.15:** *Questions and discussion*
- 16.15– 16.40:** *Coffee/tea break*
- 16.40– 17.35:** *Discussion chaired by James Griffiths*
With a focus on the day’s key issues raised by speakers and discussions
- 17.35 – 17.45:** *James Griffiths, Managing Director:*
Ecosystems, Water and Sustainable Forest Products Industry, WBCSD,
and Scott Poynton, Executive Director, The Forest Trust (TFT), Co-chairs
Remarks and outlook
- 18.00 – 20.00:** *Cocktail reception*

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Discussion groups, 9 October

Participants and TTFs will have the opportunity to continue networking, discussion and exchange of lessons on the 9 October to gain maximum benefit from the unique occasion of meeting in Geneva. For this purpose discussion groups have been planned from 9:30 to 12:30 am at Hotel Kempinski, First Floor, Ballroom C. First there will be a presentation by Carsten Huljus, Program Director at GFA Certification, around certification and general requirements for the timber industry. Then we will break up into two groups:

- › One on developing Code of Conducts & due diligence tools to meet proposed EU Due Diligence regulation chaired by Hugh Speechly (DFID)
- › One on implementing legality & sustainability requirements on factories and forests chaired by Phil Guillery (TFT)

The aim of the discussion groups is to follow up on discussion held on October 8th, to facilitate debate on ways forward and to exchange information on other key market drivers and requirements. All delegates are invited to put forward issues for discussion with colleagues from other Federations.

At 12:30, the session will conclude with a lunch funded by DFID.

All participants of the ITTF Day are invited to attend. Please notify TTAP in advance if you would like to participate in the discussion groups.

EU Timber Trade Action Plan (TTAP)

The conference will be funded by the European Commission through the Timber Trade Action Plan (TTAP) www.timbertradeactionplan.info

TTAP is a seven-year project begun in March 2005 that is co-funded the European Commission, the participating TTFs and their members. It was developed by TFT and European TTFs to assist their suppliers in delivering verified legal timber to the European Union. To make this happen, TTAP works with TTFs to ensure purchasing policies are consistent with government and FLEGT requirements, sending one clear message to producers around the world and facilitating responsible trade.

TTAP is managed by The Forest Trust (TFT), which provides technical expertise to timber suppliers in Africa, Asia and South America.



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European Timber
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French Timber
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Association Inter Africaine
des Industries Forestières



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