



Federal Ministry  
of Food  
and Agriculture

# **INTERNATIONAL TROPICAL TIMBER ORGANIZATION**

## **AGREEMENT No. (F) F19/10**

*DEVELOPMENT OF TRAINING MODULES  
ON LEGAL AND SUSTAINABLE SUPPLY CHAINS (LSSC)*

# **TRAINING MODULE 4**

## **MARKETS AND MARKET ACCESS**

**Final Report**

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## INTRODUCTION

In accordance with the ITTO Biennial Program Activity 5 document on Legal and Sustainable Timber Supply Chains (LSSC) provided on September 23, 2019, the Network of Forestry and Environmental Training Institutions of Central Africa (RIFFEAC) received financial support for the development of the content of module 4 titled "Markets and market access". Module 4 will contribute to building the capacities of professionals and technicians in the strategic as well as operational areas of LSSCs, and enable them to understand and successfully comply with the related requirements. Specifically and as indicated in the profile document, the module will contribute to:

- Improving existing training programs with training modules that promote compliance with LSSC requirements in Central African countries, and possibly in the Congo Basin.
  - o The main outcome indicator of this activity is as follows: additional numbers of trained human resources capable of understanding and complying with LSSC related requirements are available to relevant stakeholders by 2020-2021.

**The operational and agreement objectives for the development of Module 4 are as follows:**

1. Design the module based on identified needs and existing training courses;
2. Develop the model for Module 4;
3. Finalize Module 4 curriculum and simplified guide;
4. Facilitate the validation of Module 4 and simplified guide.

**The main tasks and activities planned to achieve these objectives are as follows:**

1. Review all available literature on the various components of Module 4 content;
2. Carry out an assessment of training needs among target beneficiaries in terms of knowledge, know-how and interpersonal skills based on the various components of Module 4 content;
3. Define Module 4 overall objective and specific objectives (learning outcomes);
4. Describe in detail the content of courses (chapters and respective contents);
5. Describe the teaching approach to be used for each part, chapter, practical work (PW) and tutorial and TD of Module 4;
6. Determine the number of hours assigned to each chapter/part, and PW and Ts of Module 4;
7. Describe the knowledge assessment methods;
8. Develop a simplified guide associated with Module 4 aimed at informing the general public;
9. Facilitate as resource persons for activity inception and module validation workshops.

### Surveys and interviews

Surveys and interviews were conducted for the socio-professional segments with a potential interest in the training courses to be developed.

The surveys and interviews objectives were as follows:

- Assess current and future needs in terms of skills to be strengthened;
- Raise awareness among stakeholders on the relevance of the module under development based on LSSC-related requirements;
- Identify potential learning opportunities or other forms of support for LSSC learners.

Over one hundred structures in the sub-region (Republic of Cameroon, the Democratic Republic of Congo, Central African Republic, Republic of Gabon, Republic of Congo) were targeted for surveys and interviews, as follows:

- Government institutions (Ministries, public and para public organizations);
- National and international civil society organizations;
- Forest private sector;
- Forestry training institutions.

These institutions were approached electronically, by telephone or in person. Some institutions represented at the inception workshop were also approached. Survey briefs and interview notes were filled and analyzed confidentially.

#### Capitalizing on inception workshop

##### Objectives

The development objective of the regional inception workshop on the Activity “Legal and Sustainable Supply Chains (LSSC) training curriculum development” was to inform stakeholders about the activity and implementation start. The aim was also to raise awareness on LSSCs as a means of strengthening forest governance in Central African countries.

Specifically, the workshop aimed to:

- a) Provide information on project outputs and activities, and on project implementation;
- b) Identify stakeholders concerned by the Legal and Sustainable Supply Chains (LSSC) training course and assess their needs in capacity building in order to improve understanding of LSSC requirements;
- c) Inform identified stakeholders about the LSSC-related requirements that have implications for timber products international trade in Central African countries;
- d) Generate interest and commitment among identified stakeholders to strengthen their capacity to understand LSSC requirements and prepare them for compliance.

##### Outcomes

The following outcomes were achieved by the end of the inception workshop:

- a) Participants were effectively informed about project outputs and activities, as well as project implementation
- b) Identified stakeholders were briefed on LSSC requirements that impact timber products international trade in Central African countries
- c) Relevant stakeholders expressed interest and committed to building their capacity to understand and comply with LSSC requirements.

##### Participants

Participants from the following institutions participated in the work:

- a) COMIFAC’s Executive Secretary;
- b) Forest administrations in Cameroon, Gabon, the Central African Republic, the Republic of Congo and the Democratic Republic of the Congo ;
- c) Unions of private operators in the forestry sector in the five Congo Basin ITTO member countries;
- d) Relevant teachers from training institutions in Central African ITTO member countries and members of RIFFEAC.

- e) Representatives from the civil society operating in the forestry sector to be identified in the five ITTO Central African member countries.

#### Focus points

Work took place in plenary sessions and small groups.

In plenary sessions work was focused on the following presentations:

- Activity for developing training programs on legal and sustainable supply chains (LSSC): outputs, activities and implementation, delivered by Professor Claude KACHAKA SUDI;
- Results of study for identifying stakeholders concerned by the activity and capacity building needs, delivered by Doctor François HIOL HIOL and Ms. Désirée NKWINKWA;
- Presentation of summary notes by Mr. Rubens NAMBAI, Central African Republic, and by Mr. André KONDJIO SHOKO, the Democratic Republic of Congo.
- Presentation on draft plans for training modules, based on LLSC requirements which have an impact on timber products international trade in the Congo Basin countries, by four consultants, namely: Doctor Bonaventure LELE NYAMI for Module 1, Professor Félix KOUBOUANA for Module 2, Doctor François HIOL HIOL for Module 3, and Doctor Jean Marcial BELL for Module 4.

Group work was reported in plenary sessions and addressed four main themes, as follows:

- Understanding the zero-deforestation concept;
- Assessing legality and achieving accountability;
- From legality to sustainability;
- Markets and market access.
- Four groups were formed to reflect on the identification of actors targeted by training courses and the assessment of their capacity building needs with a view to understanding LSSC-related requirements, as well as the actions developed and to be developed in Central African to achieve compliance.
- The various presentations resulting from group work gave rise to discussions and a number of resolutions were taken, including:
- Categorization of actors in the legal and sustainable timber supply chain;
- Structuring of survey questionnaires by sections;
- Drafting of terms of reference for each type of action;
- Production of training materials by targets.

#### Post-inception workshop activities

The main outcomes expected from these activities were as follows:

- Review all available literature on the various elements of Module 4 content in the world, the tropics and the Congo Basin, as introduced above;
- Make an assessment of training needs among target beneficiaries in terms of knowledge, know-how and interpersonal skills, and in relation to trade statistics and market information;
- Define overall objectives and specific objectives (learning outcomes) on trade statistics and market information of Module 4;
- Make a detailed description of the course content (chapters and respective content) on trade statistics and market information;
- Describe the teaching approach to be used for each part, chapter, practical work and tutorial of Module 4;
- Determine the number of hours for each chapter/part of Module 4, as well as that of practical work and tutorials;

- Describe the knowledge assessment methods;
- Develop a simplified guide associated with this training module aimed at informing the general public;
- Prepare a presentation and serve as a resource person for the project launch and module validation workshops.

## BACKGROUND

The Activity titled “Development of training modules on legal and sustainable supply chains (LSSC)” will contribute to strengthening the capacity for compliance with the main requirements of LSSCs, with the international trade of timber products from Central African ITTO member countries, namely: Cameroon, the Central African Republic (CAR), the Democratic Republic of Congo (DRC), Gabon and the Republic of Congo. Together, these five countries cover three quarters of the total area of the Congo Basin countries, and account for about 97 percent of the total forest area in the Congo Basin. These forests are a natural resource of global importance, due to their multiple environmental impacts, including in terms of climate change.

In addition, the activity aims to promote the extended implementation of current SFM guidelines and regulations among the Congo Basin countries with a view to their integration into the legal and sustainable supply chain processes and ensuring compliance with the aforementioned international trade regulations, in connection with the most widely used relevant traceability systems

Funding for the Activity “Development of training modules on legal and sustainable supply chains (LSSC)” is provided by the Government of Germany. The Government of Germany is providing start-up funds for an expanded training and capacity-building program for the management of sustainable supply chains in Central African countries under the supervision of the Central African Forest Commission (COMIFAC) and the Network of Forestry and Environmental Training Institutions of Central Africa (RIFFEAC), which are currently the administrative bodies responsible for the financing mechanism linked to the Seventh Tokyo International Conference on African Development (TICAD-7).

The training modules resulting from this Activity target strategic and operational professionals and technicians, to enable them to understand and wisely manage tropical timber products legal and sustainable supply chains within the framework of sustainable forest management (SFM) practices.

# OVERVIEW OF THE FOUR MODULES AND CONTENT

## Module 1: Understanding the zero-deforestation concept

- ☞ International developments in forests and climate change; and timber products for achieving climate change goals (Intergovernmental Panel on Climate Change, CoP24, substitution, etc.)
- ☞ International regulations and laws for ensuring trade from legal and sustainable sources
- ☞ Role of domestic markets in Central African countries and of intra-African trade for achieving Sustainable Development Goals (SDGs) and Nationally Determined Contributions (NDCs), etc.
- ☞ Forest landscape restoration (FLR): An initiative for achieving zero-deforestation and sustainable forest management (SFM)

## Module 2: Assessing legality and achieving accountability

- ☞ Monitoring and tracking of forest product flows from trees in forests to end users in markets
- ☞ Trade regulations under the Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES)
- ☞ Use of innovative technologies for chain of custody certification (hand-held equipment, GPS, satellite technology, Star Dust, genotypes, etc.)
- ☞ Role of new technology in modern information systems: from planning to accounting
- ☞ Importance of coding for trade and market transparency.

## Module 3: From legality to sustainability

- ☞ Tools and technologies for forest management and planning
- ☞ Role of SFM Criteria and Indicators—ITTO Guidelines and others
- ☞ Guidelines for the sustainable management of forest concessions, reduced impact logging (RIL)
- ☞ Certification systems and related requirements
- ☞ International policies for timber and timber products (European Union Timber Regulation (EUTR), Revised Lacey Act, Clean Wood Act, etc.).

## Module 4: Markets and market access

- ☞ Trade statistics and market information
- ☞ Global Green Supply Chain Platform
- ☞ Innovative marketing mechanisms
- ☞ Understanding customs, tariff and non-tariff measures in international and intra-African trade of timber and timber products.

## RATIONALE FOR MODULE 4

The timber industry has changed drastically over the past 30 years, both in the major importing/exporting countries and for the values associated with timber. Environmental and social issues related to logging and timber production gained prominence in the late 80s. It rapidly resulted in growing pressure on the global timber industry to effectively change the way forests were managed, timber harvested and timber sources selected. Over the past 20 years, significant segments of the timber market have changed and incorporated much stronger and more transparent environmental and social management systems, which have significantly

influenced forest governance. However, these changes in forest management have not been universal, and important sectors of the global timber trade have not changed in line with this change in governance.

The development objective of Module 4 is to promote legal and sustainable timber and forest product trade while facilitating access to markets sensitive to environmental and climate change issues. After the three previous modules<sup>1</sup> each addressed particular topics, Module 4 specifically explores those concerns by focusing on two interrelated questions, namely: How improved sustainable forest management could influence the timber trade? and How could timber trade influence improved sustainable forest management?

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<sup>1</sup> The three previous modules are: M1 Understanding the zero-deforestation concept; M2 Assessing legality and achieving accountability; and M3 From legality to sustainability.

## LITERATURE REVIEW

The literature review focused on various Module 4 components, as set out below.

### Trade statistics and market information

Statistical data appears in the literature as an important component of the information needed to analyze market behavior in the past, and develop projections for the future. Data is divided into information on consumed timber product volumes; processing level and markets; commercial species; volumes according to the different markets; trade flows; price trends; secondary processed timber products (SPTBs); and other trends in the tropical timber sector. The key challenge in trade statistics pertaining to the timber and timber product market in Central Africa lies with the existence or lack of databases in the relevant countries. In addition, other challenges include database availability, accessibility, reliability and understanding which are being addressed in several countries such as Cameroon, Gabon and the DRC in order to be able to use them for decision-making purposes. Also in terms of statistics, the ability to develop projections to understand the link between population growth and growing demand for timber per capita is another issue strongly visible in the literature. Addressing this issue would help to guide the scope and type of incentives to be provided by each country.

Markets are meeting points between supply (timber exports) and demand (timber imports). The types of markets for timber and timber products can be distinguished between legal and illegal markets; national markets and international markets; intra-African and extra-African markets; European markets; Asian markets etc. However, it is important to clearly understand the gap between supply and demand on the world markets for tropical timber and timber products, and to be familiar with the use of tools and mechanisms for collecting data on volumes, species and timber flows in different markets.

Information on the different markets makes it possible to determine their importance, trends and influence on supply in terms of timber and timber product volumes. It is also important with regard to the literature, to be familiar with requirements on timber quality, as well as specific policy and legal requirements and agreements governing each market. A key issue is then to determine how to use policies and tools to promote intra-African timber trade while strengthening legality in the timber industry in different countries based on national circumstances. It is clear that this issue should take into account real challenges such as establishing strategies to reduce corruption in the timber industry, and appropriating existing ones. The same is true for due diligence assurance required by relevant countries, through the assessment of risks associated with illegal timber transactions.

Finally, the literature review showed the importance of information on key actors operating in each market, their roles, their strategies and their communication channels. It is clear that these actors have the ability to strongly influence the market through their actions and competitiveness. Negotiations/traders are one aspect to which special consideration should be given here. Central African countries should establish trading strategies to increase market access for their timber and timber products. It would also be necessary to anticipate the present and above all future needs of existing and potential purchasers of Central African timber. The analysis of the current and future demand for timber and timber products from Central Africa became essential and required the establishment of a solid platform.

### Global Green Supply Chain platform

In the literature, the objective of a supply chain platform is perceived both as trade facilitation and collaboration between various stakeholders. Stakeholders include timber and timber

product producers, consumers, the timber industry and the market. However, significant challenges are also identified regarding the conceptual understanding of the platform by stakeholders, its implementation and its operation in the African context.

To address these challenges, the literature shows that the strategic issues of collaboration between tropical timber and timber product importers and exporters should first be understood and mastered. Previous initiatives taken to establish and energize such platforms encountered many obstacles, due to the lack of knowledge of such issues. This was the case with the African Timber Organization (ATO)<sup>2</sup> and the Organization for the Conservation of Wild Fauna in Africa (OCFSA)<sup>3</sup>, which represent practical cases worth studying to collect information to be used as lessons for new attempts. New initiatives were nevertheless taken and their mode of operation and capitalization could serve as examples. For instance, the Conference on Dense and Humid Forest Ecosystems in Central Africa (CEFDHAC)<sup>4</sup> and the OBSTER Reporting Platform were established in February 2020 by the Center for Environment and Development (CED) to collect information on the illegal degradation of the forest cover<sup>5</sup>. Other regional programs and networks that would form the basis for establishing an innovative platform include the Central African Forest Ecology Program (ECOFAC) founded by the European Union in 1978; the Network of Forestry and Environmental Training Institutions in Central Africa (RIFFEAC), founded by the CEFDHAC in 2001; and the Regional Environmental Information Project (REIMP) which was originally established by the World Bank and promotes cooperation in the generation, exchange, dissemination and use of information on the environment and forests in six countries of the Congo Basin.

The literature also highlights the importance of upstream analysis on the impacts of supply chain platforms on the markets. For example, they could significantly influence the legal and environmental nature of supply in response to that of demand, as targeted by this program.

The components necessary for establishing supply chain platforms, whether actors or activities, should be systematically identified and characterized. The strategic role of producers, processors and purchasers as well as of other actors in green supply chain platforms on timber trade should be clearly understood and articulated. It would also be necessary to identify the key drivers for motivating these actors, particularly traders for large companies in consumer countries, whose proactive presence in such platforms is both essential and necessary. It would be useful to identify the concrete benefits businesses could derive from being part of

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<sup>2</sup> The ATO was established in 1976 and includes 13 countries, including Central Africa countries. The ATO aims to harmonize national policies on forest conservation, reforestation, forest management and other related areas. In the past years, the ATO worked more specifically on defining of criteria and indicators for sustainable forest management of forests and achieving certification in Africa (source: <http://www.fao.org/3/y5841f/y5841f08.htm#TopOfPage>).

<sup>3</sup> The OCFSA is a subregional institution for cooperation and consultation in the field of wildlife conservation and is responsible for efficiently combating transborder poaching and wildlife product trafficking in the Congo Basin countries. Its aim is to enable member countries to review and coordinate ways and resources for achieving the optimal conservation of their wildlife heritage. (source: <file:///C:/Users/USER/Downloads/OCFSA-Note%20conceptuelle%20OCFSA.pdf>)

<sup>4</sup> The CEFDHAC, also called the Brazzaville Process, was established in the Congo in May 1996. It convenes every two years and serves as a body for experience coordination and exchange between all forest sector stakeholders (governments, private sector, NGOs, etc.) in connection with issues such as sustainable management of forest ecosystems in Central Africa. The CEFDHAC has ten members (Burundi, Cameroon, Chad, Congo, Equatorial Guinea, Gabon, the Democratic Republic of Congo, the Republic of Centrafrica, Rwanda and São Tomé and Príncipe) (source: <http://www.fao.org/3/y5841f/y5841f08.htm>).

<sup>5</sup> Source: <http://signalement.bd-obster.org/>

supply chain platforms for timber and timber products from Central Africa. Nonetheless, challenges will persist as long as we do not have control over the activation, operation and above all financing mechanisms for such platforms.

A textbook case, namely the "Global Green Supply Chain - GGSC" is introduced in the literature. The GGSC is a supply chain platform established by a coalition of forest companies and timber industries, which are committed to working towards developing a legal and sustainable timber supply chain. The GGSC currently includes significant participants worth some US\$15 billion in tropical timber imports. Therefore, analyzing the circumstances which led to the GGSC establishment, its challenges, its future and its future impact on markets would generate significant information that could help in expanding/replicating such an initiative in Central Africa. Indeed, considering how to expand the GGSC into an international supply chain platform would provide an opportunity for restructuring a significant part of the international tropical timber trade and related requirements in terms of responsibly produced timber. The platform would also promote innovative creativity in terms of marketing systems.

#### Innovative marketing mechanisms

The "poverty" of Central African countries in terms of innovation in timber and timber product trade appears clearly in the literature review. However, innovative marketing mechanisms are essential in such a key industry for Central African countries, in order to be able to face regional and especially global economic changes. The fact is that the key element for innovation is the availability of information on timber products, which again shows the importance of platforms. However, the desktop review showed that four elements, namely: products, marketing, communication and organizational and structural framework, are necessary to develop innovative systems for improved marketing of timber and timber products.

For the Central African producer countries, it would be essential to diversify timber products to be marketed. It has now been clearly demonstrated that timber is able to create value in several commercial segments, in order to overcome the multitude of disadvantages of an economy exclusively based on logs. It is worth analyzing the case of Gabon, which no longer exports timber as logs since 2010, to assess the stakes in terms of revenue. The literature clearly indicates that it is essential for Cameroon, Congo and CAR to follow the example of Gabon. In Cameroon, 20 species are already prohibited from export as logs and the measure plans to generalize the ban to all other species. Countries are therefore able to identify market niches for solid wood, wood fibers, wood and chemicals, as well as wood energy. It inevitably requires processing and, most important, knowledge of the necessary techniques. It also becomes essential to identify those new products that will be in growing and specific demand on markets. The criteria for identifying new products are economic/financial, technological, societal and regulatory. So how is it possible to diversify timber species and products in an innovative way? What are the species and timber products that can or will be the subject of a potential demand? What technologies are known and accessible to countries for processing less-known species? These are all questions that should feed discussions on innovation.

Innovation in timber and timber product marketing essentially involves the availability of reliable information for market actors. However before discussing new trends and practices in timber and timber product marketing, it would be interesting to first know and capitalize on existing systems. It is therefore wise to list existing online marketing mechanisms in the sub-region and elsewhere, such as the value chain platforms and observatories mentioned previously. Then, being familiar with and capitalizing existing online marketing devices are pre-requisites today. Finally, what are the needs and conditions necessary to develop new market-

ing networks based on the New Information and Communication Technologies? This question highlights the need for two fundamental prerequisites, namely: the development of a database and the establishment of a legal and regulatory framework.

Structural challenges include mobilizing all stakeholders in the value chain and developing timber plantations in order to improve the readability and visibility of the industry. It is also necessary to modernize primary processing and to develop initial and continuous training in the countries with a view to generate a critical mass of skills in the timber industry. Due to increased international competition, products are undergoing strong structural changes, requiring more added value, standardization and innovation.

In recent years, structural innovation included the development of Industrial Clusters and Special Economic Zones (SEZs). A cluster, also called a cluster or competitiveness cluster, is a concentration of businesses and institutions linked by their activities in a given geographical area for the purpose of competitiveness. Businesses derive a comparative benefit by sharing their know-how and their technologies in a given technical-commercial field. Clusters integrate distribution channels, manufacturers of complementary products, various research and training organizations, etc.

A Special Economic Zone is a region or geographic location where economic law is more advantageous for businesses than that implemented in the rest of the country. This system offers a combination of tax incentives, favorable customs duties, simplified and limited administrative, customs and regulatory procedures. Such measures allow businesses to reduce investment, financing and operating costs compared to a normal economic environment. These incentive measures are often temporary tax reductions or exemptions and may include direct aid such as the installation subsidy, the investment premium, and land and premises at reduced prices. ZES, taking the form of a grouping of timber processing industries, make it possible to generate a set of industrial synergies and mutualisations: massification of supply; circularity or total valorization of incoming raw material; scale economies or reduced investment and operating costs for several major items (supply, logistics, buildings, consumables, water, energy); access to finance because SEZs structured as a cluster of industries are reassuring for financial institutions. Logistics, energy, tax and administrative facilities to attract investors and industrial operators; marketing in the form of strong communication for the promotion of legal products.

This approach requires a triple reflection in terms of resource, infrastructure and processing to identify the types and locations suitable for several SEZs in Central Africa based on several criteria. It is possible to structure ways of attracting existing/new industrial operators in Central Africa by drawing upon existing SEZs, in particular that of Nkok in Gabon, and the principles of free zones in Europe and Africa. Seven types of SEZ have been identified and several would be suitable for Central African countries. It should be recalled that the aim is to increase processed timber volumes by establishing industrial areas for timber processing (primary processing) close to the resource, thus making it possible to limit the transport of logs and increase the supply base of central ZESs, which would be dedicated to secondary and tertiary processing. As already mentioned previously, these SEZx would provide enormous benefits in the management of customs and taxes.

Customs, tariff and non-tariff-related measures in international and intra-African timber and timber product trade

Customs is an important element in international timber and timber product trade, in particular considering the increase in trade volume between countries. There are, however, major challenges such as understanding tariff and non-tariff measures in timber and timber product trade, and the application and impacts of customs duties. First of all, it is necessary to understand the issues at stake in the implementation of traditional customs measures compared to innovative measures in order to be able to initiate, reforms in the industry, if necessary. It would also be interesting to analyze the effectiveness and impacts of various types of incentives on trade, namely: tax, non-tax and others, in the context of national economies of timber and timber products.

Several reforms are underway in countries following the new finance law and other laws. Analyzing these reforms and understanding their goals as well as their impacts on intra-Central African timber and timber product trade deserves particular attention. It is also worth analyzing the African Free Trade and Trade Area (ZLECA) of the African Union within the framework of the promotion of intra-African forest product trade. The literature reviewed the major changes required on the supplier side (Central African countries) to be able to operate according to the stricter forest management standards required by national legislation, and also to meet other supply chain requirements. Reforms in Central African timber consumer countries merit further attention. This is the case with a new forestry law recently adopted by the National People's Congress of China, which prohibits the purchase, processing or transport of timber whose illegal origin has been clearly established. This instrument will undoubtedly have consequences on timber purchases at the international level and it would be interesting to identify the challenges for Central Africa in this regard.

Customs are the key tool in international trade and its use requires expertise for promoting legal timber trade, for example through the reduction in the market value of less-known species. In the same vein, as trade agreements between governments in connection with timber and timber product trade may impact national policies, it would be necessary to assess them and this is the case for the African Continental Free Trade Area (AfCFTA).

## CORE ISSUE

A fundamental question emerges from the desktop review. What is the ability of Central African timber producer countries to become familiar with market requirements and foresee market changes in order to be able to foster innovation in the supply chain and influence and meet the current and future demand?

Specifically, the following key questions may arise for Central African countries:

- 1- How to find and use trade statistics and market information for timber and timber products?
- 2- What are the challenges in establishing and operating a global green supply chain platform?
- 3- What innovative marketing mechanisms could be used to increase access to markets for Central African timber?
- 4- What are the keys for understanding customs, tariff and non-tariff measures in international and intra-African trade in timber and timber products?

Each specific question above gave rise to several sub-questions, as shown in the distributed questionnaires and the interviews carried out, and the desktop review.

## ISSUES LINKED TO SPECIFIC QUESTIONS

How to locate and use trade statistics and market information for timber and timber products?

Trade statistics

*Trade statistics and sustainable forest management*

- 1- Are databases on timber and timber products available in Central Africa?
- 2- Where to find these statistics, and how to understand, analyze and use them?
- 3- How to develop projections to understand the link between population growth and growing demand for timber per capita?
- 4- How to use the tools and mechanisms for collecting data on timber flows in various markets?
- 5- How to appropriate strategies for reducing corruption in the timber sector?

*Impacts of species and volumes on market*

- 1- How to understand information relating to species and volumes of timber and timber products?
- 2- What are the risks and uncertainties for the markets in connection with information on species and volumes of timber and timber products?
- 3- What is the importance of species in various markets in terms of volumes, transport means/timber export and their challenges in terms of sustainability and corruption?
- 4- What are the timber and timber product species products consumed on markets, in what quantity and at what levels of processing?

Information on timber and timber product market

*Market challenges and changes*

- 1- How to understand the gap between supply and demand in the world markets for tropical timber and timber products?
- 2- What statistical data is available on the past situation of and change in markets for timber and timber products in Central Africa?
- 3- Who are the actors in the timber market and what are their communication channels?
- 4- What is the structure of various markets?
- 5- What are the importance, trends and influence of various markets on the timber and timber product supply?
- 6- How to use policies and tools to promote intra-African timber trade while strengthening the legality of the timber sector in various countries?
- 7- Who are the key actors in the market, and how will these different actors and their competitiveness influence the markets?

*Legality aspects of timber and timber product trade*

- 1- What are the policy and legal requirements for timber trade in Central African countries?
- 2- How do these policy and legal requirements influence the markets?
- 3- What are the trade agreements between Central African countries and their influence on the timber and timber product market?
- 4- What are the criteria for verifying the legality of Central African timber on markets?

## 5- How to verify due diligence in consumer countries?

### *Marketing approach for timber and timber products*

1. What are the market requirements in terms of quality of timber and timber products?
2. What is the extent of marketing for Central African timber and timber products in various markets?
3. How to expand market access for Central African timber and timber products?
4. What are the challenges of increasing access of Central African timber to various markets?
5. What are the different trading strategies for increasing market access for Central African timber?
6. What are the potential needs of Central African timber purchasers?
7. How to find and implement solutions that meet customer expectations and generate profit?

What are the challenges for establishing and operating a global green supply chain platform?

### Supply chain platforms-related issues

1. What are the strategic issues for collaboration between importers and exporters of timber and timber products from Central Africa?
2. What are the impacts of supply chain platforms on markets, and in terms of influence on legal supply in response to demand requirements in particular?
3. What is the strategic role of producers, processors and consumers as well as of other actors on timber trade in green supply chain platforms?
4. What are the potential impacts of platforms on environmental challenges, for example climate change?

### Strategy for establishing supply chain platforms

1. What are the components required for establishing supply chain platforms?
2. How to engage key actors in becoming involved in such platforms, in particular large corporate traders in consumer countries?
3. How to become familiar with the activation, operation and above all the financing mechanisms of supply chain platforms?
4. How to infuse the “green” aspect into supply chain platforms?
5. What are the potential concrete benefits for businesses of becoming part of supply chain platforms?

### Practical case—Example of supply chain and impacts: the Global and Sustainable Supply Chain (GSSC)

1. How was the GSSC established?
2. What are the GSSC challenges/impacts in terms of participants and influence on the timber trade?
3. What are the potential future and future impacts of the GSSC on markets?
4. How to expand the GGSC into an international supply chain platform?

What innovative marketing mechanisms could be used to increase market access for Central African timber?

#### Timber E-Trade

1. How to become familiar with and capitalize on existing online marketing systems in the sub-region and elsewhere?
2. What are the needs and conditions required for developing new marketing networks based on new information and communication technologies (NICT)? (database development, and legal and regulatory aspects)
3. What are the new trends in terms of timber and timber product marketing?

#### Diversification of harvested timber species

1. How to diversify timber species and products in an innovative way?
2. What timber species and products could become in potential demand?

#### Processing technologies for secondary species

1. What technologies are known and accessible to countries for processing secondary species?
2. Case study of the operation of an innovative timber marketing system (production/processing/transport/product information)

#### Case studies:

1. Gabon: Ban on log export and establishment of Special Economic Zones (SEZs);
2. Rwanda: Establishment of a timber information platform.

What are the keys to understanding customs, tariff and non-tariff measures in international and intra-African trade in timber and timber products?

#### Tariffs and trade in timber and timber products

1. How to understand the application and impacts of tariffs on timber trade?
2. What are the challenges of applying traditional tariff-related measures compared to innovative measures?

#### Tariff and non-tariff measures and trade in timber and timber products

1. How to understand the application and impacts of tariff and non-tariff measures on timber trade?
2. What are the effectiveness and impacts of various types of fiscal, non-fiscal and other incentives on trade in the context of national timber economies?

#### Customs reforms and trade in timber and timber products

1. What are the reforms underway in Central African countries, and what are their objectives and impacts on timber and timber product trade?
2. What major changes are required on the supplier side to operate according to the higher forest management standards required by national laws and satisfy other supply chain requirements?
3. How to use customs to promote legal timber trade?

#### Trade agreements and national policies

1. What are the impacts of trade agreements on national policies on timber and timber product trade?

## MODULE 4: MARKETS AND MARKET ACCESS

### MODULE 4 OVERVIEW

The timber mass supply and the reduction of unit cost prices has had impacts on growing markets across the globe in combination with a range of species and industrial timber products satisfying required specifications should enable Central African Countries to gain new markets. Market access refers to the extent to which products and services can be freely traded in export markets. Expanding market access is generally considered as a way to increase mutual benefits between trading partners. However, this is often a controversial exercise, and many governments continue to implement measures such as tariffs, non-tariff trade barriers and other market impediments. Training module 4 constitutes a learning process (mainly capacity building), which will enable learners to acquire the knowledge and know-how necessary for filling their respective functions in the marketing value chain for timber and timber products from Central Africa. Training module 4 will therefore address the accessibility and use of market statistics and information; the challenges of green supply chain platforms, the relevance of innovative marketing mechanisms; and issues related to the application of customs duties, and tariff and non-tariff measure.

### MODULE 4 SCHEDULE

ID number	Course title	Credits	Number of hours			
			Theory (Th)	Practical work/ tutorials (PW/T)	Individual (IW)	Total
4.A	Trade statistics and market information	2	20	25	15	60
4.B	Global Green Supply Chain Platform	2	20	25	15	60
4.C	Innovative marketing mechanisms	2	20	20	20	60
4.D	Customs, tariff/non-tariff measures in international and intra-African trade in timber and timber products	2	25	25	10	60

### MODULE 4 TEACHING OBJECTIVES

Upon Module 4 completion, learners will be able to:

- ☞ Search for and use trade statistics and information on timber product markets;
- ☞ Understand the trade challenges of green supply chain platforms;
- ☞ Understand the importance of establishing and capitalizing on innovative marketing mechanisms for timber and timber products;
- ☞ Understand the implementation of customs duties, tariff and non-tariff measures in the international and intra-African trade for timber and timber products.

### PREREQUISITES

Learners should have at least one-year experience in forestry-related administration/field operations deemed sufficient by the officer in charge of course.

### TEACHING APPROACH

Each course includes 60 hours of teaching divided into two components, theoretical component and practical component.

The theoretical component will include lectures as well as interactive and participatory elements, including brainstorming, to introduce basic aspects, summaries and practical examples. They will also serve to guide learners in their individual work. Videograms may also be used.

The practical component will engage learners in practical work, tutorials and individual work. Learners will be systematically required to report on their work during plenary sessions in order to become familiar with the principle of contradictory debate and to develop critical thinking.

## TARGET GROUPS

Module 4 continuous will essentially target groups such as strategic actors (decision-making chain) from the public and private sectors as well as operational actors (practitioners) from the public and private sectors. Actors and their training needs are shown in the table below.

<b>Production chain</b>	<b>Roles/Training needs</b>
- <b>Producers</b>	<ul style="list-style-type: none"> <li>- Alternative markets</li> <li>- Recognition and promotion of new species (for ex.: Okan)</li> <li>- Relationship with Mining Ministries</li> <li>- Awareness raising and implementation of ANOR's 47 standards by BTPs</li> </ul>
- <b>Operators</b>	- Outreach
- <b>Transport operators</b>	- Innovative methods for transport and tracking
- <b>Processing operators</b>	- Improvement of finished products
- <b>Transit/Trade</b>	- Innovative techniques for marketing
<b>CONTROL (AUTHORITIES)</b>	
- <b>Forest Ministries (Directorate of Forests, Directorate of Forest Product Promotion and Processing, Directorate of Programs and Cooperation)</b>	- Monitoring and marketing strategies, and assistance with decision-making (strategic planning)
- <b>Unions of Small-scale and medium-scale companies (small-scale businesses, carpenters/cabinetmakers)</b>	- Training in efficient use of timber resource by small-scale operators
	- Demand in FSC-certified timber in the Northern area (compliance with minimum standards)
- <b>Ministères des Forêts (Brigade nationale de contrôle, direction des forêts, direction de la promotion et de la transformation des produits forestiers)</b>	- Strategies for monitoring and marketing, and assistance with decision-making (strategic planning)
- <b>Finance Ministry (customs and taxation)</b>	- Establishment of tariffs and tax schedule
- <b>Ministry of Agriculture (phyto-sanitary policing)</b>	- Product efficient monitoring

- <b>Port services/Customs</b>	- Customs officers (control of volumes)
- <b>Civil society organizations (CSO)</b>	- Supply chain monitoring
- <b>Communities (municipal forests and community forests (Chinese))</b>	- Outreach
<b>POLICIES (IMPACTS)</b>	
- <b>Forest Ministries (minister cabinet)</b>	<ul style="list-style-type: none"> <li>- Economic analysis (comprehension and orientation of informed decisions on timber trade (C/B analysis))</li> <li>- Formulation of academic recommendations for policy advocacy (forest contribution to national economies)</li> <li>- Opportunity costs (losses)</li> <li>- Moderation/Effective implementation of recommendations</li> <li>- Negotiating techniques (economic information)</li> </ul>
- <b>Parlementaires</b>	<ul style="list-style-type: none"> <li>- Access to critical information volumes (law orientation)</li> <li>- Advocacy and implementation of government audits</li> <li>- Ability to interpret concepts (sustainability, cycle economy, green economy, etc.)</li> </ul>
- <b>International diplomacy and negotiators</b>	- See Forest Ministries
○ <b>CEEAC</b>	<ul style="list-style-type: none"> <li>○ Timber competitiveness and sustainability in Africa (information)</li> <li>○ Production of regional guidelines</li> <li>○ Information on LSSC-China roadmaps (China Global Environment Institute)</li> </ul>
○ <b>COMIFAC</b>	
○ <b>Embassy representatives (China, Asia, other)</b>	
- <b>Trade Ministry (Chamber of Agriculture, Chamber of Commerce/forests)</b>	- Dissemination and promotion of good practices (LSSC Standards)/Mainstreaming of best practices
<b>OTHER</b>	
- <b>Consultancy firms</b>	- Conduct of case studies
- <b>Training and research Institutions</b>	<ul style="list-style-type: none"> <li>- Teaching training units for initiating demonstration activities</li> <li>- Training in efficient use of timber resource</li> </ul>
<b>Additional (future actors): Business manager</b>	<ul style="list-style-type: none"> <li>- Program managers beyond technical experts</li> <li>- Pool of negotiators</li> </ul>

## DETAILED COURSE CONTENT

Module 4 is divided into four Courses and four Chapters as shown in the Table below. Courses will be delivered according to well-defined content and specific educational goals and a proven methodology with a view to achieving expected outcomes.

<b>Course</b>  <b>Chapters</b>	<b>4.A</b>  <b>Trade statistics and market information</b>	<b>4.B</b>  <b>Global Green Supply Chain Platform</b>	<b>4.C</b>  <b>Innovative marketing mechanisms</b>	<b>4.D</b>  <b>Customs, tariff/non-tariff measures in international and intra-African trade in timber and timber products</b>
<b>1</b>	Market-related challenges and change	Issues and challenges for supply chain platforms	Timber and forest products e-commerce	Tariffs and timber trade
<b>2</b>	Trade statistics and sustainable forest management	Strategy for establishing supply chain platforms	Processing technologies for secondary species	Tariff and non-tariff measures, and timber and timber product trade
<b>3</b>	Demand in timber species and market volumes	Strategic analysis of actors' roles and duties	Diversification of timber species and processing of timber products for markets	Customs reforms and timber and timber product trade
<b>4</b>	Trade control system for timber and timber products from Central Africa	Knowledge and capitalization of information networks	Marketing approach for timber and timber products	Trade agreements and national policies

## **COURSE 4A: TRADE STATISTICS AND TIMBER MARKET INFORMATION**

**Trainer:** (name and title)

**Contact:** (trainer's phone number/e-mail)

**Credits:** 2 credits

**Number of hours:** 60 hours

### **Course overview**

Course 4A will give an overview of various existing timber markets, their developments over the past years as well as the challenges resulting from these developments. It will also teach the use of trade statistics for decision-making purposes. The influence of species and their volumes on markets will also be analyzed with a view to becoming familiar with the elements of legality assurance. Finally, strategies for adopting an effective marketing approach in terms of sustainable and legal marketing of tropical timber and timber products will be developed.

**Prerequisite:** Have analytical skills and a disciplined researcher's mind.

### **Overall objective**

Provide learners with the ability to understand market issues using statistics and information.

### **Specific objectives**

Upon course completion learners will be able to:

- Explain challenges in market change;
- Search for and use timber trade statistics;
- Understand the demand in species and volumes available in markets;
- Use market information following a market-based approach for the legal and sustainable marketing of tropical timber and timber products.

### **Content**

#### **Chapter 1: Market-related challenges and change**

- Market types and characterization
- Importance, trends and influence in various supply markets (volumes)
- Capitalizing policies and tools for promoting inter-African timber trade while enhancing legality specific to timber trade
- Market boosting and actor competitiveness

#### **Chapter 2: Trade statistics and forest governance**

- Importance of statistic data
- Data sources (indexes)
- Statistics databases (trade species, volumes based on various markets, trade flows, price trends, secondary processed timber products (SPTPs), other trends in tropical timber trade)

- Projections for parameters impacting timber demand per capita (population growth, purchasing power, etc.) (assist in determining incentive types and scope to be proposed according to country)
- Econometric analysis (prospective analysis of value) of supply and demand gap in tropical timber/timber product world market
- Data collection mechanisms for timber flows in national markets and subregion;
- Statistics data as decision-making tools.

### ☞ **Chapter 3: Demand in species and market volumes**

- Information (volumes, species, processing methods and extent) of timber and timber products, and relevant risks/uncertainties
- Managing market risks and uncertainties based on timber and timber product information
- Importance of species, in terms of volumes, timber transport/export and challenges in terms of sustainability/corruption
- Uses of species, timber product types, processing methods and extent of timber and timber products in consumer countries

### ☞ **Chapter 4: Marketing approach for timber and timber products**

- Market requirements for timber and timber products in terms of quality
- Level of marketing for timber and timber products from Central Africa in various markets
- Strategy and challenges of increased volumes and improved quality of timber and timber products from Central Africa in markets
- Strategies for trade and markets.

## **Teaching approach**

Course 4A will be delivered as lectures to introduce various statistics and information sources on the timber market in various Central African countries. Challenges in connection with their use for decision-making and planning needs will also be discussed.

## **Practical work and tutorials**

Learners in groups of four will first be requested to introduce themselves and to share their experience of availability and access to statistics databases and other information in their respective countries. Learners will then be requested to perform Internet searches to find as much information as possible on timber trade in their respective countries.

## **Individual work**

Reading of documents suggested by trainer in connection with statistics and information on tropical timber trade. An analysis of information relevance and credibility will also be conducted.

## Course schedule

### Course 4A: Trade statistics and timber market information

Number of hours				Chapters	Teaching activities
TC	T/PW	IW	Total		
4	4	3	11	Market-related challenges and change	Lecture and interactive lecture, reading, discussions
6	10	4	20	Trade statistics and forest governance	Lecture and interactive lecture, reading, discussions
6	6	4	16	Demand in timber species and market volumes	Lecture and interactive lecture, reading, discussions
4	5	4	13	Trade control system for timber and timber products from Central Africa	Lecture and interactive lecture, reading, discussions

TC = Theory classes

### Assessment method

Knowledge assessment will be conducted on a continuous basis throughout the session. However, capitalizing on practical work/tutorials and individual work in addition to the final assessment/test is recommended.

## **COURSE 4B: Global Green Supply Chain Platform**

**Trainer:** (name and title)

**Contact:** (trainer's phone number/e-mail)

**Credits:** 2 credits

**Number of hours:** 60 hours

### **Course overview**

The Course will explore the challenges of timber supply chain platforms in Central Africa. Emphasis will be placed on the strategy for establishing this type of platform at the level of companies or governments. A practical case of the implementation of a supply chain platform will be reviewed, with an in-depth analysis of its consequences and impacts on legal and sustainable timber supply chains.

**Prerequisite:** Have analytical skills and a disciplined researcher's mind.

### **Overall objective**

Enable learners to understand the benefits and impacts of timber supply chain platforms.

### **Specific objectives**

Upon course completion, learners will be able to:

- Explain the challenges of supply chain platforms
- Develop a strategy for establishing supply chain platforms
- Analyze the impacts of supply chain platforms using practical cases

### **Content**

#### **Chapter 1: Issues and challenges for supply chain platforms**

- Identification of actors
- Analyze collaboration challenges between import and export operators of tropical timber and forest products
- Impact of sustainable supply chain platforms on efficiency and transparency for each link of the supply chain (forests, log trucks, sawmills, ships, sales outlets)
- Socio-environmental impacts of green supply chain platforms

#### **Chapter 2: Strategy for establishing supply chain platforms**

- Methodology for establishing and operating platforms
- Components of supply chains (actors, **activities, etc.**)
- Roles and expectations of actors (including traders in large-scale businesses and consumer countries)
- Strategy for platform implementation
- Fundraising mechanisms
- Responsible management of timber processing and marketing units
- Potential benefits from being part of a supply chain platform for businesses
- Case study

### **Teaching approach**

The course will be delivered in the form of lectures to introduce the challenges of establishing and operationalizing timber supply chains, and their impacts on timber trade. Several case studies from previous experiences will be reviewed.

### **Practical work and tutorials**

Learners in groups of four will first be requested to introduce themselves and to share their knowledge of timber supply chains. Exchanges will be all the more interesting if the participants have professional backgrounds from all walks of life, from the administration to the private sector, both operationally and strategically. Learners will then be requested to analyze the challenges of operating an existing platform through a case study.

### **Individual work**

Reading of publications suggested by trainer and in connection with green supply chains.

### **Course schedule**

#### **Course 4B: Global Green Supply Chain Platform**

Number of hours				Chapters	Teaching activities
TC	T/PW	IW	Total		
4	4	3	11	Issues and challenges for supply chain platforms	Lecture and interactive lecture, reading, discussions
6	8	4	18	Strategy for establishing supply chain platforms	Lecture and interactive lecture, reading, discussions
6	8	4	18	Strategic analysis of actors' roles and duties	Lecture and interactive lecture, reading, discussions
4	5	4	13	Knowledge and capitalization of information networks	Lecture and interactive lecture, reading, discussions

TC = Theory classes

### **Course assessment method**

Knowledge assessment will be conducted on a continuous basis throughout the session. However, capitalizing on practical work/tutorials and individual work in addition to the final assessment/test is recommended.

## **COURSE 4C: INNOVATIVE MARKETING MECHANISMS**

**Trainer:** (name and title)

**Contact:** (trainer's phone number/e-mail)

**Credits:** 2 credits

**Number of hours:** 60 hours

### **Course overview**

Course 4C will introduce innovative devices for marketing timber, including through e-commerce, and its challenges. It will also explore the technologies required for processing secondary species as well as diversifying harvestable species. Finally, the decline in forest species market prices will also be reviewed.

**Prerequisite:** Have analytical skills and a disciplined researcher's mind.

### **Overall objective**

- Introduce and analyze innovative mechanisms for timber marketing;
- Analysis of opportunities for capitalizing on these mechanisms in the context of Central Africa.

### **Specific objectives**

Upon course completion, learners will be able to:

- ☞ Understand the concept of e-commerce for timber and forest products
- ☞ Understand processing technologies for secondary species (laser and/or infrared)
- ☞ Understand the diversification of harvestable species
- ☞ Monitor changes in forest species market values

### **Content**

- ☞ **Chapter 1: Timber and forest products e-commerce**
  - Existing marketing mechanisms in the sub-region and elsewhere
  - Needs and conditions required for developing new marketing networks using NTIC
  - New trends in timber and timber product marketing
- ☞ **Chapter 2: Processing technologies for secondary species**
  - Available and accessible technologies in countries for processing secondary species
- ☞ **Chapter 3: Diversification of timber species and processing of timber products for markets**
  - Innovative diversification processes for timber species and timber products
  - Timber species and timber products with market potential
  - Case study

### **Teaching approach**

The course will be delivered through lectures to introduce existing innovating mechanisms for marketing timber and related challenges. It will also explore the technologies required for

processing secondary species and diversifying harvestable timber species. The decline in the market value of timber species in Central Africa will also be reviewed.

### **Practical work and tutorials**

Learners in groups of four will first be requested to describe innovating mechanisms for marketing timber they are aware of. They will then be requested to assess innovating ways to adapt such mechanisms for African circumstances.

### **Individual work**

Videos and reading suggested by trainer in connection with innovative mechanisms for timber marketing.

### **Course schedule**

#### **Course 4C: Innovative marketing mechanisms**

Number of hours				Chapters	Teaching activities
TC	T/ PW	IW	Total		
4	5	5	14	Timber and forest products e-commerce	Interactive lecture, reading, discussions
6	4	5	15	Processing technologies for secondary species	Interactive lecture, reading, discussions
6	6	5	17	Diversification of timber species and processing of timber products for markets	Interactive lecture, reading, discussions
4	5	5	14	Marketing approach for timber and timber products	Interactive lecture, reading, discussions

TC = Theory classes

### **Assessment methodology**

Knowledge assessment will be conducted on a continuous basis throughout the session. However, capitalizing on practical work/tutorials and individual work in addition to the final assessment/test is recommended.

## **COURSE 4D: Customs, tariff/non-tariff measures in international and intra-African trade in timber and timber products**

**Trainer:** (name and title)

**Contact:** (trainer's phone number/e-mail)

**Credits:** 2 credits

**Number of hours:** 60 hours

### **Overview**

Course 4D will describe the application of customs duties and tariff and non-tariff measures in timber trade. The impacts of harmonizing and implementing current regulations in countries will be analyzed. Trade reforms underway in countries as well as their impacts on markets will also be analyzed made as well as the link between trade agreements and national policies.

**Prerequisite:** Have analytical skills and a disciplined researcher's mind.

### **Overall objective**

- Provide learners with tools to understand the implementation of customs duties and tariff and non-tariff measures in timber trade.
- Facilitate the analysis of the impacts of reforms and agreements on timber trade in various markets

### **Specific objectives**

Upon course completion, learners will be able to:

- Understand timber-related tariffs and trade in the sub-region countries
- Assess the impacts of tariff and non-tariff measures in timber and timber product trade in the sub-region countries
- Analyze customs and trade reforms for timber and timber products
- Analyze the link between trade agreements and national policies

### **Content**

#### **☞ Chapter 1: Tariffs and timber trade**

- Evaluation criteria for timber and timber products in customs
- Price schedule and taxation for timber and timber products in customs
- Conventional measures and innovative measures
- Efficiency and impacts of various tax, non-tax and other incentives in the context of national timber economies

#### **☞ Chapter 2: Tariff and non-tariff measures, and timber and timber product trade**

- Implementation and impacts of tariff and non-tariff measures in timber trade
- Efficiency and impacts of various tax, non-tax measures and others in timber trade in the context of national economies

#### **☞ Chapter 3: Customs reforms and timber and timber product trade**

- Ongoing reforms in Central African countries, and their goals and impacts on timber and timber product trade

- Major changes required among suppliers (to operate in line with stricter sustainable forest management standards required by national laws to satisfy other supply chain-related requirements)
- Customs as a tool for promoting legal timber trade

#### ☞ **Chapter 4: Trade agreements and national policies**

- Impacts of trade agreements on national policies

### **Teaching approach**

The course will be delivered in the form of lectures to describe the implementation of tariffs and tariff-related measures in timber trade.

### **Practical work and tutorials**

Learners in groups of four will first be requested to explore the implementation of tariff and tariff-related measures in timber trade. They will then share their experience of challenges for timber trade in connection with ongoing reforms in their respective countries. They will then be requested to identify the various trade agreements they're aware of and to assess their impacts on national policies.

### **Individual work**

Reading of documents suggested by trainer in connection with topics on the implementation of customs duties and tariff and non-tariff-related measures in timber trade.

### **Course schedule**

#### **Course 4D: Customs, tariff/non-tariff measures in international and intra-African trade in timber and timber products**

Number of hours				Chapters	Teaching activities
TC	PW/ Ts	IW	Total		
5	4	5	14	Tariffs and timber trade	Interactive lecture, reading, discussions
7	8	5	20	Tariff and non-tariff measures, and timber and timber product trade	Interactive lecture, reading, discussions
6	8	5	19	Customs reforms and timber and timber product trade	Interactive lecture, reading, discussions
7	5	5	17	Trade agreements and national policies	Interactive lecture, reading, discussions

TC = Theory classes

### **Assessment methodology**

Knowledge assessment will be conducted on a continuous basis throughout the session. However, capitalizing on practical work/tutorials and individual work in addition to the final assessment/test is recommended.

## TRAINING NEEDS AMONG TARGET BENEFICIARIES AND TRAINING OUTCOMES IN TERMS OF LEARNING

Beneficiary groups	Training needs	Skills			Content/Training outcomes
		Knowledge	Know-how	Soft skills	
<b>Strategic actors</b>  <b>Private sector</b>  <b>Public sector</b>	<b>Statistics and market information</b>		<b>Be able to:</b> Produce market Nomenclature (Markets (legal/illegal, national/international, intra-/extra-African (European, Asian) others and potential markets)  Analyze importance, trends and impacts of various markets on timber and timber product supply (volumes)  Use policies and tools for promoting intra-African trade and enhancing legality of national sectors in various countries based on local circumstances.  Carry out market simulations based on actor competitiveness	<b>Synthesis skills</b>  <b>Analysis skills</b>  <b>Proactive</b>	Market Nomenclature (markets (legal/illegal, national/international, intra-/extra-African (European, Asian) others and potential markets)  Importance, trends and impacts of various markets on supply (volumes)  Capitalization on policies and tools for promoting intra-African trade and enhancing legality of national sectors in various countries based on local circumstances  Market boosting and actor competitiveness
		<b>Trade statistics and sustainable forest management</b>	<b>Be able to:</b> Identify reliable statistics and appropriate their content for objective decision-making  Produce population growth projections	<b>Research skills</b>  <b>Focused/steady Synthesis skills</b>	Statistics databases (commercial timber species, volumes based on various markets, trade flows, price trends, secondary processing timber products (SPTPs), other trends in tropical timber industry

			<p>and related impacts on growing timber demand per capita</p> <p>Carry out an econometrics analysis of supply gap in tropical timber/timber products world market</p> <p>Use tools and mechanisms for collecting data on timber flows in various markets</p> <p>Appropriate strategies for reducing corruption in the timber sector</p>	<p><b>Analysis skills</b></p> <p><b>Proactive</b></p> <p><b>Leadership skills</b></p> <p><b>Rigorous</b></p> <p><b>Collaboration skills</b></p>	<p>Population growth projections and growing timber demand per capita (assistance for determining scope and type of incentives to be proposed in accordance with country circumstances/link with Chapter 4)</p> <p>Econometrics analysis of supply/demand gap in world markets of tropical timber and timber products (link with Chapter 4)</p> <p>Mechanisms for collecting data on timber flows in national and subregion markets</p> <p>Strategies for curbing corruption in timber industry</p>
		<b>Impact of timber species and volumes on market</b>	<p><b>Be able to:</b></p> <p>Understand information on timber species and timber and timber product volumes</p> <p>Identify and manage market-related risks and uncertainties in connection with timber and timber products</p> <p>Identify species importance in terms of volumes, transport/export means and their challenges in terms of sustainability/corruption</p>	<p><b>Synthesis skills</b></p> <p><b>Analysis skills</b></p> <p><b>Proactive</b></p> <p><b>Disciplined</b></p>	<p>Information on timber and timber products and related risks/uncertainties</p> <p>Management of market-related risks and uncertainties based on information on timber and timber products</p> <p>Importance of timber species, in terms of volumes, timber means of transport/export and related challenges for sustainability/corruption</p>

		<b>Legality and timber market aspects</b>	<p><b>Be able to:</b> Carry out a comparative analysis of legal requirements and market performance</p> <p>Be familiar with legality assurance criteria for timber legality in markets</p> <p>Verify due diligence in consumer countries</p>	<p><b>Analysis and synthesis skills</b></p> <p><b>Rigorous</b></p> <p><b>Honest</b></p> <p><b>Impartial</b></p>	<p>Comparing legal requirements between markets</p> <p>Timber legality assurance in market</p> <p>Due diligence verification in consumer countries</p>
		<b>Marketing approach for timber and timber products</b>	<p><b>Be able to:</b> Be familiar with the market in terms of timber and timber product quality</p> <p>Identify the marketing extent of timber and timber products from Central Africa in various markets</p> <p>Identify ways forward to increase market access for timber and timber products from Central Africa</p> <p>Be familiar with challenges in connection with increased access of Central African timber to various markets</p> <p>Be familiar with trade strategies for increased market access for timber from Central Africa</p> <p>Identify and analyze the needs of timber consumers in Central Africa</p>	<p><b>Analysis skills</b></p> <p><b>Negotiation skills</b></p> <p><b>Advocacy</b></p> <p><b>Tactfulness</b></p> <p><b>Good communication skills</b></p> <p><b>Strategic thinking</b></p> <p><b>Attentive to demand</b></p> <p><b>Rigorous</b></p> <p><b>Active attention</b></p> <p><b>Social skills</b></p>	<p>Market requirements in terms of quality of timber and timber products</p> <p>Extent of Central African timber and timber product marketing in various markets</p> <p>Strategy and challenges in connection with increased demand in Central African timber and timber products in terms of volumes and quality</p> <p>Strategies for trade and markets</p> <p>Analysis of current and future demand in Central African timber</p> <p>Identification and implementation of solutions generating profit and addressing demand</p>

			Identify and implement solutions addressing client expectations and generating profit		
	<b>Green supply chain platforms</b>	<b>Challenges of supply chain platforms</b>	<p><b>Be able to:</b> Carry out an analysis of challenges for collaboration between export and import operators of tropical timber and timber products</p> <p>Assess impacts on markets of supply chain platforms as a legal trade incentive</p> <p>Identify the strategic role of producers, processing operators and buyers as well as other actors involved in green supply chains for timber trade</p> <p>Analyze the socio-environmental impacts of green supply chain platforms</p>	<p><b>Synthesis skills</b></p> <p><b>Analysis skills</b></p>	<p>Analysis of challenges for collaboration between export and import operators of tropical timber and timber products</p> <p>Consumers serve as vehicles for sustainable forest management (SFM) and law and regulations compliance in timber producer countries (increased demand for legal and sustainable forest products)</p> <p>Impacts of sustainable supply chain platforms on efficiency and transparency of each chain « link » (forest, log truck, sawmill, ship, sales outlet)</p> <p>Socio-environmental impacts of green supply chain platforms</p>
		<b>Strategy for establishing supply chain platforms</b>	<p><b>Be able to:</b> Identify and be familiar with the components required for establishing supply chain platforms</p> <p>Identify potential roles and expectations of actors, including large-scale company traders, to ensure their active participation in supply chain platforms</p>	<p><b>Negotiation skills</b></p> <p><b>Persuasion skills</b></p> <p><b>Communication skills</b></p> <p><b>Sense of diplomacy</b></p>	<p>Establishment of supply chain (actors, activities, etc.)</p> <p>Role and expectations of actors (in particular traders for large-scale businesses, consumer countries)</p> <p>Platform operationalization strategy</p>

			<p>Identify strategies for establishing and operationalizing platforms</p> <p>Identify and mobilize funding sources for supply chain platforms</p> <p>Develop a strategy for uptaking green characteristics in platforms</p> <p>Identify benefits derived from both establishing a supply chain and participating in a platform for businesses</p>		<p>Mechanisms for mobilizing funding</p> <p>Management responsible for timber processing and marketing units</p> <p>Potential benefits of participating in supply chain platform for businesses</p>
		<p><b>Practical case</b></p> <p><b>Examples and impacts of supply chains (case of Global and sustainable supply chains—GSSC)</b></p>	<p><b>Be able to:</b></p> <p>Be familiar with the essence and background of the Global Green Supply Chain (GGSC)</p> <p>Carry out a strategic analysis of GSSCs in terms of participants and impacts on tropical timber trade</p> <p>Produce projections and simulations on the future of GGSCs and its impacts on timber international trade (include legality and environment <b>protection</b> aspects in the analysis)</p>	<p><b>Synthesis skills</b></p> <p><b>Analysis skills</b></p> <p><b>Proactive</b></p> <p><b>Disciplined</b></p>	<p>Government: influence with over US\$ 15 billion of tropical timber imports</p> <p>Prevision: expansion into international platform</p> <p>Consequence: continuous restructuring of significant part of international trade and related requirements for responsibly produced tropical timber</p>
		<b>Initiative for global green supply chains</b>	Carry out a strategic review with a view to GGSC expansion into an international platform for supply chains		
		<b>Timber E-Trade</b>	<b>Be able to:</b>		

			<p>Be familiar with existing online marketing systems in the sub-region and beyond</p> <p>Identify the needs and conditions required for developing new marketing networks via NTICs</p> <p>Identify new trends (modern) in terms of timber and timber product marketing</p>	<p><b>Negotiation skills</b></p> <p><b>Persuasion skills</b></p> <p><b>Communication skills</b></p> <p><b>Diplomacy skills</b></p>	<p>existing online marketing systems in the sub-region and beyond (platforms and monitoring mechanisms)</p> <p>needs and conditions required for developing new marketing networks via NTICs (development of databases, legal and regulation aspects)</p> <p>New trends in terms of timber and timber product marketing</p>
		<b>Processing technologies for secondary species</b>	<p><b>Be able to:</b></p> <p>Identify known and accessible technologies in Central African countries for processing secondary species</p>	<p><b>Analyzing skills</b></p> <p><b>Tactfulness</b></p> <p><b>Strategic thinking</b></p>	<p>Available and accessible technologies for secondary species processing</p>
	<b>Innovative mechanisms for timber trade</b>	<b>Diversification of logged species</b>	<p><b>Be able to:</b></p> <p>Identify ways and means for innovative diversification of timber species and timber products</p> <p>Identify other species (beyond currently traded species) and timber products with potential demand</p>	<p><b>Analyzing skills</b></p> <p><b>Strategic thinking</b></p> <p><b>Disciplined</b></p> <p><b>Rigorous</b></p>	<p>Process of innovative diversification of timber species and timber products</p> <p>Timber species and products with potential marketing</p>
		<b>Case study</b>	<p><b>Be able to:</b></p> <p>Carry out case studies on the operation of an innovative timber trade mechanism (production/processing/transport/product information)</p>		<p>Case study on the operation of innovative mechanism for timber marketing (production/processing/transport/product information)</p>

	<b>Customs, tariff and non-tariff measures in international and intra-African trade of timber and timber products</b>	<b>Tariffs and timber and timber product trade</b>	<p><b>Be able to:</b> Identify evaluation criteria used for timber and timber products by customs</p> <p>Understand the price and tax schedules for timber and timber products in customs</p> <p>Distinguish between conventional measures and innovative measures</p> <p>Analyze the efficiency and impacts of various incentive types, including tax non-tax and others in the context of timber national economies</p>	<p><b>Analyzing skills</b></p> <p><b>Negotiating skills</b></p> <p><b>Tactfulness</b></p> <p><b>Strategic thinking</b></p>	<p>Evaluation criteria used for timber and timber products by customs</p> <p>Price and tax schedules for timber and timber products in custom</p> <p>Conventional measures and innovative measures</p> <p>Efficiency and impacts of various incentive types, including tax non-tax and others in the context of timber national economies</p>
		<b>Tariff and non-tariff measures and timber and timber product trade</b>	<p><b>Be able to:</b> Be familiar with the relevance and opportunity for implementing tariff and non-tariff measures in timber and timber product trade</p> <p>Analyze the efficiency and impacts of various incentive types, including tax non-tax and others in the context of timber national economies</p>	<b>Rigorous</b>	<p>Implementation and impacts of tariff and non-tariff measures in timber trade</p> <p>Efficiency and impacts of various incentive types, including tax non-tax and others in the context of timber national economies</p>
		<b>Ongoing customs reforms in countries and timber and timber product trade</b>	<p><b>Be able to:</b> Analyze ongoing reforms in Central African countries, including their goals and impacts on timber and timber trade products</p> <p>Identify the main changes necessary</p>	<p><b>Analyzing skills</b></p> <p><b>Negotiating skills</b></p> <p><b>Rigorous</b></p>	<p>Ongoing reforms in Central African countries, including their goals and impacts on timber and timber trade products</p> <p>Changes necessary among suppliers to</p>

			<p>among suppliers to ensure business operation in line with stricter forest management standards required by national laws and thereby comply with other supply chain-related requirements</p> <p>Understand how customs may be used as a tool for promoting legal timber trade (reduction of secondary species market value?)</p>		<p>ensure business operation in line with stricter forest management standards required by national laws and thereby comply with other supply chain-related requirements</p> <p>Customs as a tool for promoting legal timber trade</p>
		<b>Trade agreements and national policies</b>	<p><b>Be able to:</b></p> <p>Understand the impacts of trade agreements on national policies in connection with timber and timber product trade</p>	<p><b>Negotiating skills</b></p> <p><b>Communicator</b></p>	<p>Impacts of trade agreements on national policies in connection with timber and timber product trade</p>

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