



## **PROCEEDINGS OF THE WORKSHOP**

# **Future markets for tropical timber: Turning market requirements into opportunities**



**Ho Chi Minh City, 31<sup>st</sup> March 2014**

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## List of abbreviations

CSOs	Civil Society Organisations
CoC	Chain of Custody
EU	The European Union
EUTR	European Union Timber Regulation
FLEGT	Action Plan on Forest Law Enforcement, Governance and Trade
FSC	Forest Stewardship Council
GTF	Global Timber Forum
PEFC	The Programme for the Endorsement of Forest Certification
SFMI	Institution for Sustainable Forest Management and Forest Certification
SMEs	Small and Medium Enterprises
TLAS	Timber Legality Assurance System
VIFORES	Vietnam Timber and Forest Products Association
VPAs	Voluntary Partnership Agreements

## EXECUTIVE SUMMARY

On 31<sup>st</sup> March 2014, Client Earth, in collaboration with the EU-funded project “Increasing capacity of CSOs and SMEs to implement FLEGT requirements” implemented by NEPCo and SFMI, held a one day workshop entitled “Future markets for tropical timber: Turning market requirements into opportunities”. The aim of the workshop was to help Vietnamese companies turn potentially burdensome international market requirements into an opportunity. The workshop reviewed current timber legality legislation and policy initiatives and included practical solutions for companies to demonstrate the exclusion of illegal timber from their supply chains.

The workshop included over 70 participants (Annex 1) from small and medium enterprises, national and international NGOs, Government, trade, and industry associations. The workshop was opened by H.E., the Ambassador, Head of EU Delegation in Vietnam, as well as the Director of Vietnam Academy of Forest Science who is the Head of VPA Commission of Vietnam.

Participants received presentations from international and national experts within the areas of FLEGT/VPA, market requirements, legislation such as the EU Timber Regulation, Due Diligence Systems. The participants had ample opportunities to ask questions and share experiences.

The following report provides a summary of the proceedings which centred around:

- a review of current trends in the international timber market;
- an update on the progress of the VPA negotiation between the EU and Vietnamese government; and
- identifying the major opportunities, successes, challenges and/or constraints for the timber industry, and a potential way forward.

These themes were extensively discussed by the participants who came up with questions and recommendations, including the need of raising awareness and building the capability of stakeholders, especially SMEs in response to VPA/FLEGT requirements.

This report also summarises the recommendations to implement the project ‘*Increasing capacity of CSOs and SMEs to implement FLEGT requirements*’ and is the kick-off meeting to start the project and ensure ownership by all stakeholders.

## I. INTRODUCTION - Ms. Duong Thi Lien

In 2003, the European Union (EU) adopted its Action Plan on Forest Law Enforcement, Governance and Trade (FLEGT) with the aim of combating illegal logging and promoting better governance. The main instrument for implementing the Action Plan is the negotiation and conclusion of Voluntary Partnership Agreements (VPAs) between the EU and a Partner Country.



In recent years, the EU has become a large importing market of Vietnamese and timber products, which accounts for approximately 30% of the country's export. The Regulation 995 introduced on 20<sup>th</sup> October 2010 by the EU requires that operators who first place timber or timber products on the EU market must ensure the legal origin of the timber, according to the laws of the country of harvest. Vietnam entered VPA negotiations with the EU at the end of 2010, in order to improve forest governance, ensure the legality of exported timber. Nowadays, the requirements of timber trade have been changing. Many stakeholders, especially SMEs are facing many challenges from the requirements, as well as their daily business activities.

Within the framework of FLEGT/VPA, the workshop brought stakeholders together to:

- review current trends in the international timber market;
- update on the progress of the VPA negotiation between the EU and Vietnamese government;
- identify the major opportunities, successes, challenges and/or constraints for the timber industry, and a potential way forward;
- share experiences and answer questions from all stakeholders; and
- Introduce the project '*Increasing capacity of CSOs and SMEs to implement FLEGT requirements*' and solicit initial feedback and longer-term engagement from the stakeholders in the project.

## II. SECTION 1 – FACILITATOR: Mr. Christian Schriver (NEPCon)

### WELCOME SPEECHES

#### 1. Dr. Franz Jessen, H.E., Ambassador, Head of EU Delegation in Vietnam

The Ambassador warmly welcomed all participants at this workshop organised by the EU-funded project “Increasing capacity of CSOs and SMEs to implement FLEGT requirements” in collaboration with Client Earth. The EU Timber Regulation which came into force on 3<sup>rd</sup> March 2013 and Voluntary Partnership Agreements (VPAs) are two parts of the EU Action Plan of Forest Law



Enforcement, Governance and Trade (FLEGT) – the European Union’s initiative to combat illegal logging and improve forest governance; and Vietnam is one of the EU’s pioneer FLEGT partners in Asia. Vietnam has been in the VPA negotiation process with the EU for more than three years. The Ambassador emphasised the fact that it should be a country owned process and the success of the VPA depends on the effective participations and consensus of different stakeholders: ministries, public agencies, industry, business association, Vietnamese NGOs, universities, forest communities, and SMEs.

The EU is committed to supporting Vietnam in this challenging process. This project together with the other two EU-funded projects was set up to support the VPA process in Vietnam, both at negotiation and implementation level. The main aim is to support the engagement of the CSOs and SMEs. There are examples of increasing engagement of stakeholders in the VPA negotiation process in Vietnam in recent years, however, there is still the need for dialogue and dissemination of information about FLEGT/VPA requirements to those that will be involved in implementing and enforcing the technical systems at local levels. This workshop is expected to provide a better understanding of the subject and the challenges lying ahead.

#### 2. Mr. Vo Dai Hai, Head of the VPA Commission of Vietnamese Government

The participation of many stakeholders in the workshop demonstrated the deep concern and strong determination towards supporting the SMEs and accelerating the VPA/FLEGT negotiation process between Vietnamese Government and the EU. The VPA/FLEGT negotiation process between Vietnamese Government and the EU is expected to end in October this year, and there have been many achievements gained.



The implementation of this agreement will create many difficulties for some businesses: adding further complication to administrative procedures, increasing production costs, and hence, increasing prices. However, with the requirements of the market, we have to reach an agreement on actions for adaptation.

He suggested the discussions to focus on the following:

- to provide businesses and stakeholders an insight on the international timber market, what the trend is and how the market is developing; and
- to learn about the impacts of the legislation and programmes of the EU, and how they can be used to an advantage.

He believes that with a strong will, together with trust and practical actions, enterprises, including SMEs will have a sustainable development.

### **3. Mr. Nguyen Huu Dung, Director of Forest Protection Department, Vietnam Administration of Forestry**

Mr. Dung provided an overview of the VPA/FLEGT negotiation process between Vietnamese Government and the EU. Specifically, he focused on the Timber Legality Assurance System (TLAS) as a part of the agreement.



The VPA negotiations are important for several reasons:

- the export of timber and timber products is important for the Vietnamese economy with a value of 5.7 billion USD in 2013;
- the EU is a major market for Vietnamese timber products: access to the EU market will facilitate access to other markets like USA, Canada and Japan;
- enhancing the competitiveness of the Vietnamese timber industry;
- FLEGT licensing will remove due diligence requirements imposed on VN operators; and
- promotion of international integration.

As of October 2013, 15 countries had signed the VPA with the EU.

Scope of negotiation:

1. Timber Legality Definition

2. Control of timber supply chain
3. Timber Legality Assurance System (TLAS)
4. FLEGT Licensing
5. Independent Monitoring

His presentation then focused on TLAS, which is the Annex 5 among 9 Annexes of the VPA between Vietnam and the EU. TLAS is a system of verifiers applicable to different types of organisations and households/individuals, with the aim to ensure the timber legality, from point of harvest to point of export.

Mr. Dung concluded with the next steps in the TLAS formulation process, including the development of a risk-based verification system through company classification and system of supply chain control, and consultation with stakeholders, etc...

#### 4. Mr. Nguyen Ton Quyên, VIFORES

Mr. Nguyen presented the opportunities and challenges of the Vietnam timber exportation to the EU market.

Vietnam's wood industry has achieved remarkable quantitative development in recent years.



However, the most important achievement is the shift from raw wood materials under code HS44 to more finished products under code HS94, which accounted for about 73% of the total export revenue. The four key markets of Vietnamese timber products are: US, EU, Japan and China.

In 2013, on average, revenue from timber products exported to EU was 20-25% of the total export revenue between the Vietnam and the EU. In the EU, the UK, France, Germany and Italy are the four key markets of Vietnamese timber exports. Mr. Nguyen provided the statistics of revenue from timber products to each market respectively. The trend was, again, more export of finished products and less of raw materials. The analysis of these markets showed that there are still many opportunities for Vietnamese timber to expand in EU. Moreover, with the application of the Generalised System of Preferences<sup>1</sup> rate of 0-4% for indoor furniture imported from Vietnam, and without any quotas imposed on imported furniture, the share of Vietnamese products will increase.

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<sup>1</sup> The Generalised System of Preferences (GSP) is a scheme that gives a range of products originating in certain countries preferential access to the EU market by reduced or zero rates of custom duties. It is designed to help certain countries integrate into the world economy.

Beside taxes, the EU has required producers to meet other non-tariff barrier regulations: including certification on forest management and/or production chain. With the introduction of Regulation 995, the so-called EUTR, FSC CoC cannot fully satisfy EUTR requirements, but FSC CoC is seen as an important prerequisite and creates good advance to overcome the test of EU markets.

The opportunities for Vietnamese wood enterprises include:

- To strengthen the capability of Vietnamese enterprises
- To improve livelihood of timber growers, forest management, environment protection and ensure better enterprise governance.
- To improve policy framework for the Vietnamese wood industry development.

There are also challenges that those enterprises need to face in compliance with EUTR:

- Proper assessment of possible impacts of VPA/FLEGT on targeted groups: plantation households, wood-processing villages, small and very small wood processing facilities
- Risks to Vietnamese timber importers when the countries of origin which do not pay due attention to timber legality
- Limited capacity of timber enterprises to do due diligence
- Certain fees will be imposed and production cost will be increased.

Vietnamese timber enterprises have been actively engaging in different activities to increase awareness and build capability in response to VPA/FLEGT. VIFORES concurs with the government in the VPA negotiation and implementation process and will seek potential adaptation measures. However, VIFORES recommends dialogue between different enterprises, in and outside Vietnam to reduce the risk of importing illegal timber. In addition, there is a need of raising the awareness of different stakeholders about VPA/FLEGT so that we will have the same understanding of the subject.

### III. SECTION 2 - FACILITATOR: Dr. Nguyen Ngoc Lung.

#### 1. International market requirements and their effect on Vietnamese industry: Focus on the EU Timber Regulation (*Emily Unwin, Client Earth*)

The presentation provided an overview of the international timber markets and their changing requirements as the result of new legislation introduced in key consumer market laws. The focus was on EU Timber Regulation (EUTR) and its implications for Vietnamese timber industry.



The consumer market laws (Lacey Act in the USA, EUTR and Australian Illegal Logging Prohibition Act) aim to restrict access to illegally harvested timber and encourage the purchase of sustainable timber. According to those laws, legality of timber is the key condition for market entry. Therefore, there are needs of having information about timber and timber products, and assessing the risk of illegality (due care/due diligence). Producers with relevant and credible information about legality of timber to provide to the buyers will have advantages in accessing the market.

The EUTR is a European law directly regulating industry in the EU, but may have indirect effects on non-EU stakeholders. According to the EUTR, operators are prohibited from placing illegal harvested timber on the EU market and they must exercise “due diligence” to assess the risk of illegality of the timber in their supply chain. The focus is the legality in the country of harvest; hence, assessment of illegality is based on the “applicable legislation” of the country of harvest. The most important part of the Due Diligence System is “information” in order to do risk assessment and mitigation. Vietnamese producers should be prepared to provide relevant and credible information to EU buyers.

In addition, FLEGT licenses issued by VPA countries are considered to be legal under EUTR, while other voluntary certifications are not, but it can be used as a tool for “due diligence”. The enforcement of the EUTR depends on the “competent authorities” of each State Member.

#### **Q&A session:**

**Q:** How can the legality of timber imported from other countries be assessed, for example: from Laos? Has this issue been discussed in the negotiation process between Vietnam and the EU? (ECCO)

**A:** *Ms. Unwin emphasised the importance of information: the sources of the information and how it can be requested. If there are no or little information to assess the risk, then purchasing from a different country is an option that might reduce the risks. One suggestion is for Vietnam to develop legislation similar to the EUTR to control the origin of timber imported.*

**Q:** One concern was that certified timber by FSC or PEFC is not considered by the EUTR to be legal to be imported to the EU. The reason for the concern was that for the timber/timber products to be certified by FSC/PEFC, the criteria used are similar to those of the EUTR. (Mr. Khanh)

**A:** *It is not true that certified timber cannot enter EU market. However, FSC/PEFC certification is not enough to prove compliance with the EUTR. We are talking about the timber/products imported to the EU market, hence, according to its legislation the EUTR, certification is only a part of information needed to assess the risk of illegality. The EUTR recognises the value of voluntary certification; hence it can be used as a tool to show the relevant information. Only FLEGT certification is the absolute compliance with the EUTR.*

**Q:** There is a recommendation from the Wood-processing association of Binh Duong Province to have exemption for some types of timber in the assessment of legality. The examples are mango, cashew, rubber and coconut tree. In Vietnam, these trees are grown not for timber, and only when they cannot be used for other purposes, they are cut for timber. Therefore, it is difficult to prove the legality of that timber acquired from individual households.

**A:** *That is the challenge of Vietnamese producers to get as much information as possible and explain the low risk of illegality to the buyers. However, it cannot be exempted.*

**Q:** SMEs at village level have not been approached in the consultation process. They have not had any connection between their business and EUTR/FLEGT as 95% of their products have been consumed in China, the remaining consumed in Vietnam. Also, there is a gap between the negotiation process and the reality in terms of supporting the business at household level in compliance with the EUTR. (Phuc – Forest Trend).

**A:** *In terms of the products exported to China, if they stayed in China for consumption, then there will be no effect. However, if they are processed to be exported to the EU, then Vietnamese producers should be prepared to provide the required information when asked. The NEPCon project will address the issue of supporting SMEs in raising awareness and building capability.*

## **2. Industry responses to the EU Timber Regulation (Rachel Butler, Global Timber Forum)**

The EU was the world's 2<sup>nd</sup> largest timber importer in 2011. The EU long term tropical hardwood import trend has been declining in recent years. There are a lot of drivers for this market decline, including alternative material substitutes.



This presentation focuses on the perspective of international trade to the changing timber legislation in different import market USA, EU and Australia. Those laws whilst have difference such as the border controls and the terms used (“due care” vs. “due diligence”), in effect they are the same when it comes to addressing these laws by the international trade. Whatever complication caused by these laws, the key thing is to know your supply chain and the balance between work/effort needed and the level of risk. There will be a lot of confusion in the implementation phase, but rewards are high in terms of market access and enforcement will happen. The assessment of risk is subjective, which can add to the confusion for buyers. Again, companies with certification still need to carry out due diligence to provide additional information.

It all boils down to the international trade to work together and come up with actions that are universally accepted particularly producer countries providing credible, easy to understand information on issues that could be easily deemed low risk such as fruit woods e.g. Mango. The key thing is “know your supply chain”!

### **3. Handling the EU Timber Regulation in practice - EU operator requirements and corresponding implications on Vietnamese industry (Ann Weddle, NEPCon).**

NEPCon is a non-profit organisation, working on forestry and related certification. It is an EC-approved Monitoring Organisation, which is responsible for developing toolkits, maintaining, verifying and monitoring the implementation of them.

NEPCon has developed the LegalSource Programme, which forms the platform for NEPCon to function as a Monitoring Organisation.



This toolkit can be applied globally, not only for EUTR. The details of the toolkit were introduced. The Due Diligence toolkit can be downloaded for free on NEPCon’s website.

A Due Diligence System can be described as a documented, tested, step-by-step method, including controls, aimed at producing a consistent desired outcome in a business process” (EU Guidance). There are 4 steps in the Due Diligence process: (1) Quality requirements, (2) Manage Supply Chain Information, (3) Risk assessment and (4) Risk Mitigation. The second step is where Vietnamese companies start to play a key role: providing customers with supply chain information. Operators will then assess and document the risks of the supply chain from 3 areas: forest origin, trade and transportation along the supply chain and risk of mixing illegal materials along the way. They will need to find ways to mitigate the risk if it cannot be concluded as negligible or low risk of illegal.

Therefore, Vietnamese suppliers to EU market should:

- Be prepared

- map your supply chains
  - collect information and documentation
  - record this information in an easily accessible format
- Conduct your own Due Diligence
- Implement a tracking system
- Be open to audits
- Purchase certified material
- Consider becoming certified

The suppliers can get a reputable independent party to evaluate the supply chain. A well-prepared and willing-to-learn company will result in more happy customers and hence, increase in trade and revenue.

#### IV. SECTION 3 – FACILITATOR: Mr Christian Schriver (NEPCon)

##### 1. Experiences of Vietnamese industry dealing with EU market requirements (*Mr. Ha Dang Chinh, Head of Plan Department, Woodland Joint Stock Company*)

Woodland JSC has been supplying timber products for IKEA, HABUFA and others. 90% of the products are exported to EU. Its main products are indoor and outdoor furniture. Its source of timber is from plantation forest, 100% acacia.



Although this is a big company with large and stable production scale, it still faces difficulties in compliance and controlling the origin of timber to meet the requirements of the EU market. In addition, the increase in production costs will affect the competitiveness of its products.

The company has been adhered to the IWAY Standard of IKEA in the last 4 years, which focuses on procedures to control the legality of timber, from purchasing to processing and production in plants. Since 2014, the company has gradually changed to use FSC-certified timber for production.

##### 2. What happens in the other end? (*Mr. Michael Kearney - UK Enforcement Unit - National Measurement Office in UK*)

However, there will be more demanding and stricter penalties for non-compliance from now on.

He mentioned that the level of risk of illegal logging is also a new subject for UK businesses and they have to rely on the information from their suppliers who have better understanding of the applicable laws. Therefore, they need the help of their suppliers to provide information to demonstrate the low risk of illegal logging.

### 3. Next steps - where to get advice and which tools are available at national level (*Ann Weddle, NEPCon*)

NEPCon in partnership with SFMI is implementing an EU-funded project with the objective “to encourage the participation of civil society organisations and the private sector in the FLEGT process by **strengthening the capacity** of intermediary organisations that work with hard to reach stakeholders (i.e., SMEs) in the Vietnamese timber industry”.



NEPCon in partnership with SFMI is implementing an EU-funded project with the objective “to encourage the participation of civil society organisations and the private sector in the FLEGT process by **strengthening the capacity** of intermediary organisations that work with hard to reach stakeholders (i.e., SMEs) in the Vietnamese timber industry”.

The planned activities of the project include:

- Engage key stakeholders: Intermediary organisations and SMEs
- Identify legality risks in the supply chain
- Develop a toolkit for legality risk mitigation
- Capacity Building
- Awareness raising campaign
- Dissemination

An important key to the success of the project will be the active participation of advisory committee, intermediary organisations and active SMEs.

As a result of the project, a toolkit for legality risk mitigation will be developed especially for Vietnamese SMEs and can be downloaded for free. This toolkit is guidance and background material on how to conduct due diligence and implement FLEGT legality requirements, including TLAS and EUTR. The toolkit may include such tools as: a checklist of useful documentation that needs to be asked for from suppliers, list of certification and verification systems indicating what additional information may be needed (beyond proof of certification), letters to provide customers with information, forms for registering information, etc...

The other aim of the project is to train intermediary organisations as experts on FLEGT, TLAS, EUTR and legality risk mitigation and how to pass the knowledge to SMEs and other relevant stakeholders to increase the awareness across the industry.

The project is set up to benefit wood processing and timber trading SMEs in Vietnam, therefore, an active and positive engagement process is expected from different stakeholders.

## V. FACILITATED DISCUSSION:



a. Many enterprises are not aware of the Due Diligence system. Who can help them on that? How to carry out Due Diligence?

➔ This EU-funded project will help to increase the awareness and capability for SMEs through intermediary organisations.

- b. It seems that even some buyers do not have proper understanding of the requirements. Each different buyer has different requirements or different formats for the same issue. It causes confusion for suppliers.
- ➔ It is the responsibility of the buyer to do the due diligence, and of the supplier to provide information to buyers to do that. Buyers will rely on suppliers for information; therefore, suppliers should also educate the buyers on the level of risk.
- c. Do EU and Vietnamese Government have enough information on the possible impacts on small producers, especially the poor farmers, as 80% of plantation forest belongs to small household producers? Is there any discussion on poverty alleviation in VPA negotiation?
- ➔ There will be impact assessments conducted in different projects related to the subject.
  - ➔ It is needed to separate between poverty alleviation and trade. Compliance with consumer market laws in trade can result in increase of trade volume, hence revenue. The poverty alleviation is the responsibility of our country, our government and the revenue of trade can later be used to help in achieving the mission.
- d. For companies that export to EU, which already had FSC certificate, should they stop to use that certificate or continue with it?
- ➔ With these voluntary certificates, companies have been recognised for their capability. However, FLEGT and the others are different systems of certification and they have different criteria. Companies just need to take a small step forward and it is not as challenging compared to other companies who do not have any.
- e. What are the specific activities to support farmers in VPA license process?
- ➔ This project will address this issue. There's need to have collaboration between enterprises and the project.
- f. Is there any FLEGT-license for groups of households/producers?
- ➔ FLEGT license is only for companies that engage in export of products to EU market. Farmers need to ensure the legality of timber and provide that information for the export companies.
- g. What is the duration of a FLEGT license?
- ➔ FLEGT license is per shipment/consignment. The verification process done by operators/export companies will form the basis for licensing process.
- h. What is the interval of periodic audit? ➔ Under negotiation
- i. The focus of FSC certification is on 3 aspects: Economics, Environmental and Social Impacts. But FLEGT only focuses on the legality of timber, how about other aspects?

- ➔ In order to be licensed by FLEGT, there are minimum requirements on environmental and social aspects to be adhered to. FSC and FLEGT license are two different systems; therefore they have different focuses and different criteria.
- j. There is a concern that some stakeholders will be left out in the consultation/impact assessment process: households without the Red book, minorities that depend on forest for livelihood and processing villages (have not yet become enterprises). The NGO network on FLEGT suggested collaboration in doing Livelihood Impact Assessment and Supply Chain Assessment.
- k. Enterprises asked for some guidance on how to obtain FLEGT licenses. However, the VPA negotiation process has not finished, hence there is no system in place yet. But the principle is to comply with Vietnamese legislation as the basis to assess the illegality of timber is the applicable legislation of the country of harvest.

## VI. CLOSING SESSION



The project team called for participants to sign the commitment form to engage with the project. The project will invest significant resources in training such Intermediary Organisations within the areas of risk assessment and mitigation and working with the tool kit that will be developed specifically for Vietnamese SMEs. In return, it is expected that the Intermediary Organisations signing up will use the capacity gained to train Vietnamese SMEs in using the tools. Ten Intermediary Organisations signed up immediately, their details are given in Appendix 2.

Mr. Christian Schriver gave a summary to wrap-up the one-day workshop. There are clearly many challenges that face the Vietnamese wood industry, not least of all knowing and controlling the origin of their timber. There is also a general lack of understanding of the FLEGT/VPA process and its likely impacts. The workshop was a conducive forum for discussing these issues and the feedback from the participants was highly valuable as input for developing tools and awareness raising campaigns for aiding the industry. Recommendations were also given by the speakers on how suppliers to the EU

market can assist their customers' due diligence to strengthen customer relationships and boost trade.

In conclusion, the workshop summarised the following issues as important:

1. There is a need for clear information on FLEGT, VPA, TLAS and EUTR, focusing on their impacts on the Vietnamese timber industry and aimed at SMEs;
2. Voluntary certification schemes are a good basis to ensure due diligence and clients in the EU will often appreciate such certification – yet additional information needs to be documented;
3. Intermediary Organisations are willing to engage in the project (10 signed up immediately)
4. A risk mitigation toolkit will be developed in close cooperation with the Intermediary Organisations and will be tested with SMEs; and
5. The project team will call for meetings and further dialogue to ensure participatory development, testing and training based on practical tools.

## Annex 1: List of participants

No	Name	Organisation/position	Phone - Email
<b>Associations</b>			
1	Vũ Quốc Vương	Dong Ky Wood fine arts Association <i>President</i>	0984940217 <a href="mailto:hoigomyngthedongky@gmail.com">hoigomyngthedongky@gmail.com</a>
2	Nguyễn Tôn Quyền	Vietnam timber and forest products association <i>Vice President, General secretary</i>	0912570330 <a href="mailto:info@vietfores.org">info@vietfores.org</a>
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**Appendix 2: List of Intermediary Organisations committed to the project 'Increasing the capacity of CSOs and SMEs to implement FLEGT requirements'**

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Bình Dương furniture association	Trần Thị Thảo Trang	<a href="http://www.bifa.vn/index.php">http://www.bifa.vn/index.php</a>
Forest product association of Bình Định	Trần le Huy	<a href="http://www.fpabinhdinh.com.vn/">http://www.fpabinhdinh.com.vn/</a>
Vietnam Chamber of Commerce and Industry -Danang	Nguyen Tien Quang	<a href="http://www.vccidanang.com.vn/">http://www.vccidanang.com.vn/</a>
Central for Sustainable Rural Development	Phạm thị Bích ngọc	<a href="http://www.srd.org.vn/">http://www.srd.org.vn/</a>
ICCO	Le Hien	<a href="http://iccokia.org/southeastasia">http://iccokia.org/southeastasia</a>
Dong ky wood fine Arts Association	Vũ Quốc Vương	<a href="http://dogodongky.com/">http://dogodongky.com/</a>
Tropenbos International Viet Nam	Hà thị tú Anh	<a href="http://www.tropenbos.org/country_programmes/viet+nam">http://www.tropenbos.org/country_programmes/viet+nam</a>
Center for Education and Development	Vũ anh Minh, nguyen thị Hương	<a href="http://ced.edu.vn/">http://ced.edu.vn/</a>
Shinec – Thinhloc Forest Product Joint Stock Company	Le Minh Tuan	<a href="http://www.shinec.com.vn">www.shinec.com.vn</a>
The Centre for Rural Development in Central Vietnam (CRD) Hue	phạm Minh Trí, Phạm nguyên Thành	<a href="http://en.huaf.edu.vn/modules.php?name=News&amp;op=viewst&amp;sid=60/">http://en.huaf.edu.vn/modules.php?name=News&amp;op=viewst&amp;sid=60/</a>