



CBI  
*Ministry of Foreign Affairs*

# **CBI Product Factsheet:**

## **Tropical timber doors and frames Germany**

## Introduction

Tropical timber doors and frames are a popular product group in Germany and can provide opportunities to exporters in developing countries. Despite the economic downturn, doors and frames that incorporate added value through sustainability certification, unique design and competitive pricing, will be a top consumer preference.

## Product definition

This Product Factsheet covers doors, door frames and thresholds made from tropical wood species. This includes products for exterior and interior use, including flush and sliding doors. Doors and frames can be either solid or composed of veneer and laminate.

### Classification of tropical timber doors and frames:

**Harmonised System (HS)** Within the EU / EFTA, the following HS code is used to indicate trade in doors and frames of tropical timber:

- 2010: Doors, their frames and thresholds

### Doors and their frames



Source: [sinaransejati.com](http://sinaransejati.com)

## Product specification

This section gives an overview of the main technical characteristics for doors and their frames in Germany:

### Dimensions:

Standard height dimensions for doors are 1985 mm (planed) or 2110 mm, common widths are 610 mm, 735 mm, 860 mm, 985 mm and 1110 mm while thickness is usually 38-42 mm for interior doors or 60-80 mm for outdoor doors. Some companies offer pre-hung doors in a frame ready for fitting, others offer them as flat packs. The most common tropical hardwoods used in Germany are mahogany, red meranti, sipo, utile, wenge.

### Product information:

Door characteristics must specify the product's size, species, function, and the way(s) the door can open. Also, there should be an indication of whether the door is glazed or non-glazed as well as its thermal efficiency.

### Finishing:

Doors and frames are sold both finished and unfinished. Finishes offered in Germany by wholesalers typically include: primed (cream colour), a standard basecoat stain (for softwoods) and a basecoat stain, or making the door suitable for site finishing. Doors for external use are often offered primed. For retail sale, doors are also offered unfinished, primed, stained, lacquered or painted.

### Weight and transport:

For their transportation, doors are stored in dry cargo containers of 20ft GP or 40ft GP. For high density wood 20ft GP containers are recommended, since a 40ft GP will be half empty due to weight restrictions. Storage of doors could also be combined with other dry goods to reduce costs. Transport costs are generally higher for solid doors, which may impact the final retail price.

### Packaging:

Minimum packaging standards are specified in, which aims to balance environmental and free trade within the EU market. International Standards for Phytosanitary Measures ([ISPM](#)) apply to wooden packing materials. Standard packaging for each door includes plastic wrapping with cardboard corner protective covers, foam board or cardboard wrapping, or wrapped and stacked in wooden crates for protection. Pre-hung doors are usually shipped knocked down and crated. Products are placed on heat treated pallets with protectors for the pallet wrapping strips and stacking strip to separate the doors. This packaging is generally for protection and not for marketing purposes.

For more product characteristics, see the [CBI Timber product sheets: Doors](#).

**Examples of door packaging**



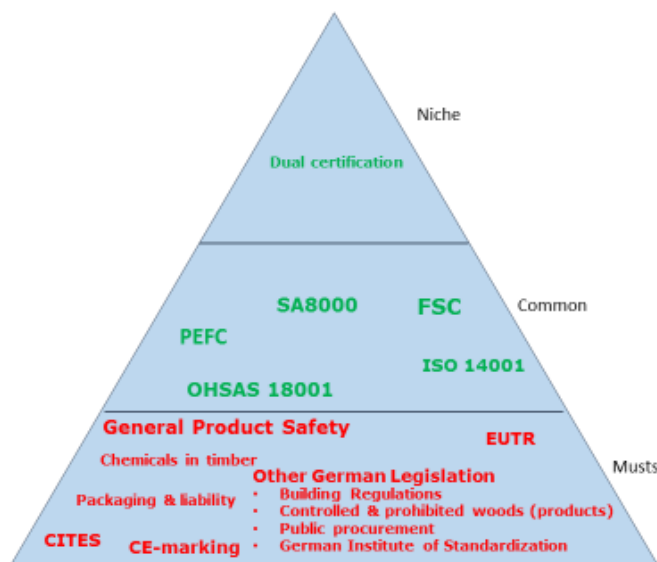
Source: [Forda.com](#)

**Buyer Requirements**

**EU legislation**

Most legislation concerning imports of tropical timber to European Union countries is harmonised as indicated below. Regulations which apply specifically to Germany are also mentioned in the sequence.

**Figure 1: Buyer requirements**



**Requirements you must meet**

**General Product Safety**

The [General Product Safety Directive](#) applies to all consumer products. The obligation to comply will be primarily the responsibility of the EU companies that place the finished product on the market. However, they will often ask their suppliers to comply with the given requirements.

**Tip:**

- To get a better understanding of reasons behind the confiscations of products by EU customs authorities, refer to the EU's [RAPEX database](#). Try and identify the most common forms of non-compliance by suppliers to the EU and evaluate your own risks. This strategy can serve as a basis for you to correct any supply inconsistencies before accessing the EU market, thus avoiding rejection at the border.

**CE marking for timber products used in construction**

Timber or timber products that are permanently incorporated into construction works (e.g. windows, doors, flooring) will have to be CE-marked. The CE marking demonstrates that the products comply with harmonised requirements regarding mechanical resistance, stability, safety in case of fire, hygiene and the environment. Since July 2013, manufacturers of finished construction products need to provide a [declaration of performance](#) (DoP). The CE requirement applies to you only if you are a DC supplier of finished doors and frames to the EU. As a supplier of parts, you will only have to provide information about the essential characteristics of your product to your buyer.

The CE Marking for Windows and Doors in Germany is Product Standard EN 14351-1. It sets product standards and performance characteristics. Instead of conducting their own tests, manufacturers can use [VBH](#) (the largest company in the hardware sector specialising in windows and doors in Germany) test certificates, which are issued in cooperation with [Rosenheim Institute for Window Technology](#). IFT Rosenheim is a recognised body in Europe, with registration number 0757, according to the EG Construction Product Regulation for testing, surveillance and certification of building products based on harmonised standards (EN) and European technical approvals (EAD).

**Tips:**

- The [CE fix Germany](#) and [TÜV SÜD](#) provide information and support for window and door manufacturers to obtain the CE marking.
- For an explanation of what the essential characteristics of construction products are, refer to Chapter 1.3 of the [Manufacturer's Guideline on the Construction Product Regulation and its Implementation](#).
- For an example of a declaration of performance, refer to the website of [Swedish timber supplier Wood Support](#).
- To read more about [CE marking of construction products](#), refer to the EU Export Helpdesk.

**EU Timber Regulation (EUTR)****Controlling the legal origin of timber:**

All timber imported into the EU must come from verifiable legal sources. EU buyers that place timber or timber products on the market must demonstrate [due diligence](#). In addition, the EUTR requires operators to trace their products back to the source. This means that when suppliers supply legal timber, but cannot provide well-documented guarantees of legality, they will not be able to access the EU market.

The EUTR is part of the Forest Law Enforcement, Governance and Trade (FLEGT) Action Plan. The plan also includes the Voluntary Partnership Agreements (VPAs). These are voluntary trade agreements between the EU and timber exporting countries. If a country implements a national licensing scheme, all timber exported from that country is considered legal. Other ways to prove compliance is through [voluntary legality verification systems](#) and sustainable forest management certification.

**Tips:**

- **CFA:** If you intend to sell / continue to sell to the EU market, keep in mind that legality assurance is an essential aspect of trade together with price and quality. For more information, refer to the [Guidance Document for the EUTR](#).
- Due to the recent introduction of the EUTR, there are still uncertainties about its impact and consequences. For more information on the possible scenarios of the implementation EUTR, refer to the CBI document [Impact of the EUTR for SME timber exporters from developing countries](#).
- For more information about VPAs and about your country's progress in achieving the VPA process or FLEGT, refer to the website of [FLEGT Voluntary Partnership Agreements](#).
- The EUTR only tackles the problem of timber legality, but it does not directly address the problem of sustainability. Refer to 'Common requirements' for more on sustainable forest management.
- Read more about [control on illegal timber and timber products](#) on the website of the EU Export Helpdesk.

**Current state of affairs**

The implementation of the EUTR is still in its infancy. In many EU Member States, the monitoring of trade in illegal timber is still insufficient. On the supply side there are already 6 countries in the final stage of implementing a VPA-agreement and 9 other countries that are still in the negotiation phase. None of the countries has finalised the VPA-process yet. Therefore, since the implementation of EUTR, no FLEGT-licensed timber has yet entered the EU market.

Regardless of these shortcomings, most large and professional buyers comply with the requirements of the EUTR and are asking their suppliers to demonstrate the legal origin of timber. Compliance is especially common in North and West EU countries, where there is a strong commitment to legality and sustainability. However (smaller) buyers in these regions can also be less pro-active and not fully compliant.

What has happened since the implementation of the EUTR is that the supply chain of timber has become more transparent. It has already resulted in major improvements in the legality controls and overall environmental and social performance of timber and forestry industries. The EU is gradually moving towards a stricter implementation of the EUTR, but it is not clear what the timescale for this will be.

**Tips:**

- The [European Timber Trade Federation](#) and [EU FLEGT](#) facility provide regular updates about the status of the implementation of the EUTR.
- With regard to establishing long-term business relations, suppliers are advised not to wait for the EUTR and FLEGT-system to be fully up and running, but to be pro-active and ensure full transparency and legal sourcing and take measures if necessary.

**CITES**

If you are supplying endangered timber species listed by CITES (International Convention on Trade in Endangered Species), you will have to obtain a CITES permit. With a CITES permit, you automatically comply with the requirements of the EU Timber Regulation (EUTR) and your timber will be considered legally harvested.

**Tip:**

- To check if your timber is included in the CITES-list, refer to Annex A, B and C of the [CITES-Regulation](#). As the list is regularly updated, make sure you refer to the most recent version of the Regulation (see under consolidated version).

**Chemicals in timber**

The preservatives arsenic, creosote and mercury are often used to prevent rot and improve the durability of timber, especially for products destined for outdoor applications. The EU does not allow the use of these preservatives, except for products such as wood used in industrial installations or as railway sleepers. There are also restrictions for wood (e.g. doors, window frames, and floor parts) treated with certain oils, glue, varnishes and lacquers that may contain harmful substances. For example, painted articles must not be placed on the market if the concentration of cadmium is equal to or greater than 0.1% by weight of the paint on the painted article.

There are also restrictions set by the EU for the use of chemicals in processing. The **EU REACH** (Registration, Evaluation and Authorisation of Chemicals) regulation sets requirements for the use of products such as oils, varnish and lacquer that may contain harmful substances. Doors and frames treated with certain substances may not be imported.

This legislation does not apply outside the EU, but buyers are increasingly implementing sustainable practices in their own company and in their supply chain. Therefore, they can ask you to also comply with these requirements regarding the use of chemicals during processing and production (e.g. volatile organic compounds [VOCs] used in coatings, formaldehyde and Pentachlorophenol).

**Tips:**

- For more information, refer to the guidance notes on [creosote](#) and [arsenic](#) published by the Timber Trade Federation.
- Ask buyers whether they have specific policies concerning chemicals and what their specific requirements towards suppliers are.
- Refer to the [EU website on reduction of emissions and substitution of solvents](#) to learn more about how to reduce VOCs.
- Check the [CBI document EU legislation: Chemicals REACH](#) to determine how REACH affects you.
- To find out more about restrictions on specific substances refer to Annex XVII of [Registration, Evaluation and Authorisation of Chemicals \(REACH\)](#). In addition, refer to the website of EU to read more about REACH.

**General requirements on packaging and liability:**

Note that there is also general legislation on [packaging](#) (including ISPM 15 measures for wooden packaging) and [liability](#) that apply to all goods marketed in the EU.

**Other German legislation**

**German Building Regulations:**

Products used in building projects must comply with the German building regulations, which determine how buildings may be designed and constructed in order to meet planning law requirements. This is organised per federal state, where each federal state of Germany issues its own building regulation (Bauordnungsrecht). However, most of the states have adopted a general framework of building regulations issued by the state ministries.

**Tip:**

- See [German Building Regulations](#) for links and standards applicable to each of the German states.

**German regulations on Pentachlorophenol and Formaldehyde:**

In Germany, the Chemicals Regulation of 13 October 1993 (original title: Chemikalien-Verbotsverordnung - ChemVerbotsV) states that the import and marketing of products is prohibited if they contain more than 5 ppm of the following substances: PCP, Pentachlorophenol sodium, and all other pentachlorophenol salts. In addition, Germany has banned the marketing of wooden panels, coated or uncoated, if the formaldehyde emission of the board exceeds 0.1 ml/m<sup>3</sup> (ppm) in a testing room. Please note you may not market furniture containing fibre-board that does not comply with the aforementioned limit either.

**Tip:**

- For more information, please refer to [PCP regulation-CBI website](#) and [Germany Formaldehyde - CBI website](#)

## Public procurement:

The German Federal Government issued a joint instruction on the procurement of wood products, which was newly issued in 2011. The Federal Government supports the certification of sustainably managed forests and will use only certified wood in its procurement measures. Wood products procured by the federal administration must demonstrably come from legal and sustainable forest management. The bidder must furnish proof of this by presenting an FSC or PEFC certificate, a comparable certificate or by producing individual specifications. Comparable certificates or individual specifications are accepted if the bidder can prove that the FSC or PEFC criteria that apply to the respective country of origin have been met



### Tip:

- The policy documents can be downloaded from the Federal Ministry of Food, Agriculture and Consumer Protection website: [Timber Procurement of the Fed. Min. of Food and Agriculture](#)



## German Institute for Standardisation – DIN & German Committee of Standards Users (ANP)

The [DIN](#) (German Institute for Standardisation) aims to organise and moderate standardisation in Germany. By agreement with the German Federal Government, DIN is the acknowledged national standards body that represents German interests within European and international standards organisations. DIN currently has 11 standards and specifications in relation to tropical timber, and some 60 in relation to timber doors and doorframes. The German Committee of Standards Users ([ANP](#)) falls under DIN and is a network of 12 regional groups and 3 national project/sector groups. Its members are made up of 400 active standardisation managers who collaborate to discuss current developments and solve specific problems. ANP facilitates the exchange of ideas between standardisation managers and experts from the world of standardisation.

### Tip:

- Make sure your product complies with the standardisation rules as specified by the German Institute for Standardisation. For more information, please refer to the DIN website.

## Common requirements

### Corporate responsibility

Companies are also addressing issues other than the origin of wood. EU buyers (especially those in western and northern EU countries) are increasingly paying attention to their corporate responsibilities regarding the social and environmental impact of their businesses. This also affects traders and processors. Important issues are respect for indigenous rights, owner's rights, environmental performance, respecting labour laws and healthy and safe working conditions. Many European companies in the timber sector have policies addressing these issues. For example, companies may ask their suppliers to address sustainability issues. Suppliers may be asked to abide by a code of conduct or to sign supplier declarations to ensure compliance with applicable local laws and regulations, industry minimum standards, the [International Labour Organisation \(ILO\)](#) and UN Conventions.

**Tips:**

- Train your workers in how to increase efficiency and to reduce the generation of waste and emissions. For more information on these aspects, read [Wood processing and furniture making: Cleaner production fact sheet and resource guide](#).
- Refer to the factsheet [health and safety management](#) in the woodworking industry by the Building and Woodworkers International Association (BWI).
- Refer to the [Less Dust Guide](#) from the European Federation of Building and Woodworkers to reduce wood dust in the workplace.
- Ask your EU buyer about their supplier policy with regard to labour standards. Do not forget to find out how these standards are monitored and/or evaluated.
- Investigate the possibilities for implementing sustainability certification for continuous process improvement: [ISO 14000](#) (environment), [OHSAS 18001](#) (health and safety) and [SA8000](#) (labour standards) are some specific examples of such certifications.

## Sustainable forest management

Sustainably-produced timber goes much further than legality aspects. Sustainability encompasses elements relating to ecological, economic, social, growing and harvesting qualities of the management.

Sustainable forest management has become commonplace in the market for non-tropical timber. Although the share of certified timber is growing, the market for tropical timber is advancing at a slower pace. At the same time, sustainable forest management is especially relevant for tropical timber due to concerns about deforestation and global warming.

There are two main certifications covering sustainable forest management: [FSC](#) and [PEFC](#). At the moment, FSC is the most widely used scheme for certification of tropical timber forests. The market share of timber and timber products from sustainable sources is high, especially in North and West EU markets. However, the share is lower for tropical timber than for non-tropical timber, as price premiums that are necessary to cover certification costs are not always paid.

**Tips:**

- To get a better understanding of what sustainable forest management is, refer to the principles and guiding criteria of [FSC](#) and [PEFC](#).
- Please be aware that, as a supplier of sustainably certified timber, you will need to acquire a Chain-of-Custody (CoC) certificate. As such, make sure to only target buyers that have a CoC certificate. Non-certified buyers are not allowed to sell certified timber.
- Find out what is necessary for CoC certification. The website of the Global Forest & trade Network (GFTN) provides a [roadmap](#) to certification.
- To find European or local buyers (e.g. importers, processors and retailers) and suppliers of certified timber and timber products, refer to the [FSC Global Marketplace](#) and [PEFC database](#).

## Standards Map of the ITC

Check the International Trade Centre's [Standards Map](#), an online tool that provides comprehensive information on over 130 voluntary sustainability standards and other similar initiatives covering issues such as codes of conduct relevant to your product, reviews the main features of the selected standards and codes and compares standards' requirements side-by-side. Furthermore, you can assess your company's performance against standard requirements in a self-assessment module and generate your own company's 'sustainability diagnostic report', which you can then share with the business community. Check the [standards map videos](#) to see how the Standards Map can help you to determine which initiatives may be useful for you.

## Niche requirements

### Dual certification (FSC and Fairtrade)

Smallholders and communities often face tough competition in the global timber market. FSC is looking to differentiate products from communities and smallholders in the marketplace. Dual certification of FSC and Fairtrade is therefore



currently being tested. In addition to sustainable forest management practices (FSC), extra attention is being given to the social conditions in the producing areas (Fair Trade). FSC/Fairtrade timber is sold with a Fairtrade premium that provides a 10% added value to wood bought from the certified smallholder communities.

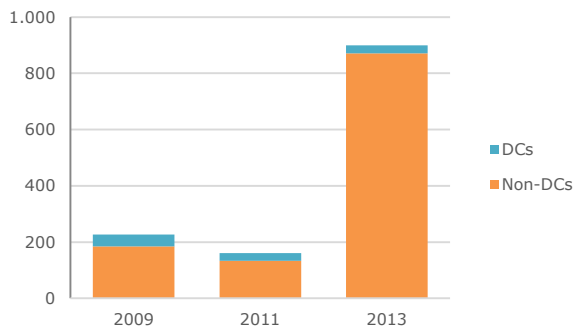
**Tip:**

- The [website](#) of FSC has more information about dual certification.

## Trade and Macro-Economic Statistics

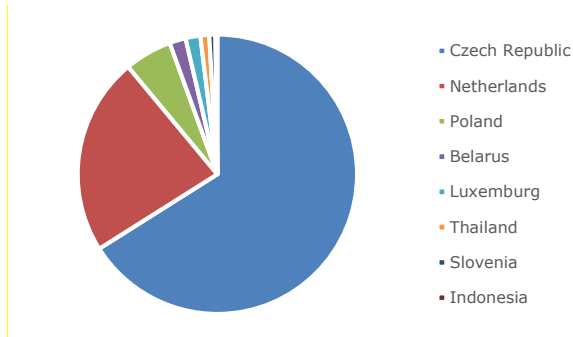
This section presents an analysis of the door and frame market in Germany. Trade data on imports of tropical timber doors and frames are extracted from Eurostat. Country-specific suppliers of tropical timber doors and frames to the German market are displayed only for 2013, due to confidentiality and non-availability of data

**Figure 2: German imports of tropical timber doors and frames, from DCs and non-DCs, in € 1,000**



Source: Eurostat (2014)

**Figure 3: Leading suppliers of tropical timber doors and frames to Germany in 2013, in € 1,000**



Source: Eurostat (2014)

### Significant increase in imports of tropical timber doors and frames

During the period between 2009 and 2013, German imports of tropical timber doors and frames increased rapidly, especially after 2011, amounting to € 872,000 in 2013. This development demonstrates that, even though the German market for tropical timber doors and frames is quite small, demand for these products has been rising significantly.

It is interesting to note that direct imports from developing countries represent only 3.3% of the total German imports of tropical timber doors and frames. This indicates that the majority of the German imports is supplied from other parts of Europe in the form of re-exports.

The largest exporter of tropical timber doors and frames to the German market in 2013 was the Czech Republic, followed by the Netherlands, Poland and Belarus. This development also demonstrates a shift of timber processing to East European countries, in addition to the constant role of the Netherlands as a trade hub.

#### Tips:

- In order to target the German market for timber doors and frames, you are recommended to access the German market through the Netherlands, which is an important trade hub.
- GDP & consumer confidence are expected to increase in 2014. The German market for doors and frames will also be affected positively by this development. Consequently, opportunities will arise for exporters in DCs.

### Market trends

#### Sustainability:

The introduction of the EU Timber Regulation as part of the EU FLEGT to prevent illegal timber from entering the EU market is likely to lead to an increasing market share of sustainable timber.

Germany is not a major market for sustainable timber doors from tropical origin (see the product sheet on the European market for certified tropical timber products). This is largely due to the large supply of locally produced sustainable timber. However, due to the increasing demand for certified timber, exporters of sustainable doors which are certified against relevant schemes will increase their prospects within the German market.

Private and public sector sustainable procurement policies have led to a quickly growing demand for certified timber in the German market. The two major certification standards common in Germany are the Forest Stewardship Council (FSC) and the Programme for Endorsement of Forest Certification (PEFC). Almost all the major DIY stores in Germany stock FSC certified items, committing to sustainable procurement commitments. Public and private sector commitments to sustainable procurement indicate that the market share of sustainable doors and frames will continue to grow in the near future.

**Tip:**

- Importers or buyers with a chain of custody (CoC) certificate. To find certified timber buyers, check out [FSC certificate database](#) and FSC global marketplace, [PEFC database](#) and [Fordaq](#).

**E-commerce:**

E-commerce is becoming increasingly popular among German consumers. Buyers appreciate a well-structured website with a clear indication of the products available, together with pictures and the technical specifications. Also, German buyers often appreciate promotional materials such as leaflets or brochures and business cards. Finally, online orders from retailers and wholesalers directly from developing countries are becoming more and more prevalent. A very successful example is Alibaba, an online market place both for retail and wholesale purchases.

**Tip:**

- The ability to show examples of previous high quality work (i.e. good quality video or photos on a website) and references can be an important selling point.

**Unique versus standard products:**

Solid (tropical) timber doors are used to make a design statement within companies, public institutions or private homes. For example, German companies offer timber doors individually designed to match the desired outcomes. In such cases, sustainability and design are often important, with the door ordered as a single item and in a specific, unique size and at a higher price than for standard sized and conventional designs.

**Tips:**

- Many retailers display their doors and frames online- verify whether your styles and price ranges match theirs. Be innovative in proposing new styles, but also flexible if required to adapt to traditional styles. When aiming for specialist doors e.g. fire or safety doors, technical specifications are critical.
- Online buying is increasing among household consumers and importers. Make sure to display at relevant trade shows and on the internet, including a direct sales page with appropriate direct delivery methods.
- Smaller, specialist suppliers, designers and architects are potential buyers and can be targeted by exporters of high quality, innovative and contemporary designer doors and frames. To find out more about German business culture visit the website of <http://www.worldbusinessculture.com/Business-in-Germany.html> Panel doors are generally sold at slightly lower prices than solid or engineered doors; this reflects perceptions of quality, the quantity of timber used and slightly lower transport costs due to their generally lower weight. Price and value can be added by offering higher quality doors. These often require technical specifications to allow them to provide guarantees for site finishing of primers, finishes and stains, and to offer customers long term (five or ten year) faulty materials defect or workmanship warranty or guarantees. Exporters that can provide technical specifications and offer guarantees may have a competitive advantage.
- Exporters of doors and frames can offer doors and frames both together and separately and offer innovative designs or the ability to meet standard German specifications at competitive prices. The wide range of doors means focusing on a price range is essential. Developing country exporters are advised to focus on a niche, for example solid timber exterior or fire doors, exotic veneers, and design doors or on larger volumes with possibly lower profit margins.
- An alternative marketing price strategy is to offer doors and frames meeting German standard sizes. These can be targeted at lower margin but (potentially) larger turnover buyers such as wholesalers, online retailers and DIY stores. These doors are often unpainted or lacquered, and depending on the buyer's strategy, may or may not require a sustainability certificate.

**Threats to tropical wood:**

Temperate timber species such as oak and walnut are very popular in the German market for timber doors. Naturally, timber produced in Germany is cheaper than imported tropical wood. Competing with cheaper doors, which are often mass produced in Eastern Europe, is often difficult.

**Tip:**

- Competitive pricing is essential in order to be successful in the German market for tropical timber doors and frames, where competition between temperate and tropical timber is fierce.

**E-commerce:**

Online orders directly from producers (in developing countries delivering direct with online delivery tracking) and directly from DIY retailers and wholesalers (e.g. [Rekord Online](#), [LEBO Germany](#), [Topdoors Germany](#)) are increasingly popular. Online market places such as [Alibaba](#) and [Ebay](#) are also increasingly popular options for retail and wholesale. Retail showrooms, DIY centres, warehouses and specialist joinery businesses continue to be traditional channels.

**Tip:**

- Online buying is increasing among household consumers and importers. Therefore, it is recommended that exporters connect with suppliers who own or have access to online shops.

## Market Channels and Segments

### Channels

Exporters of tropical timber doors and their frames in developing countries (DC) mostly sell their products to importers and wholesalers in Germany (the role of the agent as an intermediary is decreasing). Although less common, direct trade with end-use segments (i.e. construction companies, public procurement agents and retailers directed to the consumer market) is an option for some exporters. This option is gaining more importance, mostly due the increasing demand of timber legality.

Doors and their frames are distributed via retailers, namely processors, small contractors and DIY stores, either in a finished form or in a semi-finished form (e.g. without finishing).

Market channels and segments for tropical doors and their frames do not differ from the general market channels and segments of the timber sector. For more information, please refer to the Market Channels and Segment document, available on the CBI market intelligence platform.

### Segments

In the European market for tropical timber doors and frames, there are mainly two segments, namely the construction sector and the consumer market. Due to the economic recession and its impact on the construction sector, consumers moved away from constructing new houses towards renovation. Consumers in Europe are increasingly renovating their houses themselves, resulting in an increased popularity for finished and ready-to-apply products. Therefore, the consumer segment offers more opportunities for exporters of tropical doors in DCs.

### Prices

Retail prices for doors and their frames in the German market vary widely from around € 20 (hollow softwood doors) to over € 800, reflecting the designs and qualities offered, and depending on the function (interior door or exterior door).

Examples of retail prices are shown in Table 1. The value added tax (VAT) standard rate in 2014 for Germany is 19%. Doors with a cardboard baffle centre and a hardwood veneer or panel finish are generally of low quality with little sound proofing and low warmth insulating properties, suitable only for interior use and low people traffic areas. Higher-priced doors are often solid or engineered with higher quality design and craftsmanship. Exterior doors are generally made of solid wood.

As Figure 4 indicates, 35% (25% import plus 10% retail) of the final value of timber doors in the European market is added *after import*. If you see opportunities to add more value *before export*, it could attract higher profit margins. Opportunities to add value include providing both frame, door and/or sills; exporting sophisticated, higher end, well designed products; primed or stained doors to enhance durability for external use; painted or lacquered doors for indoor and outside use; and offering doors pre-assembled or as flat packs, or with fittings.

**Factors influencing prices of timber doors and frames include:**

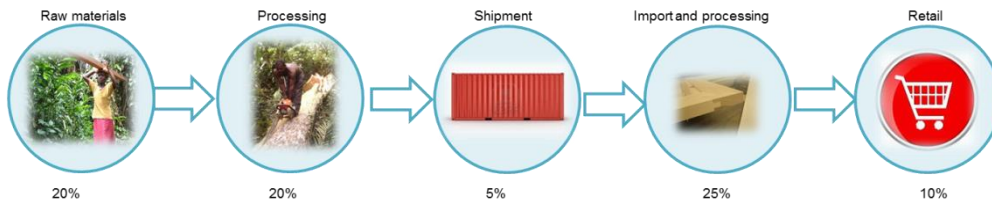
- Availability: If the species are readily available or there is limited availability.
- Function: Internal doors sold with thin panels and veneers are cheaper than external, fire-resistant doors with thicker veneers,
- Species: Many quality doors are sold by species – with meranti (mahogany) the most well-known.
- Sustainability: Certified products usually cost slightly more. Certified tropical timber doors are not currently a large or well-known market in Germany, whereas certified European timber doors, for example of oak or beech, are more common.
- Design: Different designs are ranging from traditional and classical solid and veneered (flat and moulded) panel doors, with or without glass insets, to contemporary and stylish.
- Volume: Prices terms may be favourable for larger orders

For a description of the timber quality for doors, see the [CBI Timber product sheets: doors](#)



**Tip:**

- The wide variety of doors means focusing on a price range is essential. Competing with the cheapest softwood doors, often mass produced in Eastern Europe, is difficult. Developing country exporters are advised to focus on a niche, such as solid timber exterior or fire doors, exotic veneers, design doors or on larger volumes with possibly lower profit margins.

**Figure 4: Price breakdown of tropical timber doors imported to Germany**



**Table 1: Examples of retail prices [consumer prices excluding 19% value added tax (VAT)]**

Price range	Door type	Dimensions
€ 250 - 400		<p><b>Function:</b> Exterior door</p> <p>Thickness: 42-43 mm.</p> <p>Cover plate: approx. 5.3 mm HDF.</p> <p><b>Dimensions:</b> 1985 mm x 985 mm and 2110 mm x 985 mm</p>
€ 370-700		<p><b>Function:</b> Exterior doors</p> <p>Thickness: 49-50 mm.</p> <p><b>Species available:</b> Mahogany, Limba, Tiama and Tineo.</p>

**Useful sources of information**

- EU Expanding Exports Helpdesk - <http://exporthelp.europa.eu> - go to 'trade statistics'.
- Eurostat - <http://epp.eurostat.ec.europa.eu/newxtweb> - statistical database of the EU.

- For trade, choose 'EU Trade Since 1988 by HS2, 4, 6 and CN8'.
- For instructions, see [Easy Comext user guide](#)
- Register for the International Trade Statistics site - <http://www.trademap.org>



**CBI Market Intelligence**

P.O. Box 93144  
2509 AC The Hague  
The Netherlands

[www.cbi.eu/market-information](http://www.cbi.eu/market-information)

[marketintel@cbi.eu](mailto:marketintel@cbi.eu)

This survey was compiled for CBI by ProFound  
in collaboration with CBI sector expert Marco Bijl

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