CBI
Ministry of Foreign Affairs

CBI Product Factsheet:

Tropical timber doors and frames in Spain

Introduction

The Spanish market for tropical doors and frames is showing signs of recovery, after a hard hit during the economic recession. Traditionally, Spain has been a large market for tropical timber doors, thus the economic upsurge will quickly create opportunities for exporters in developing countries (DCs). Nevertheless, the impact of the recession is still visible. Therefore, exporters who can combine competitive prices with a high aesthetic value, will more easily access the Spanish market for tropical doors.

Product definition

This Product Factsheet covers doors and door frames 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 sheets.

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:

- 4418.2010: Doors, their frames and thresholds

Product specification

A wide range of solid, engineered, panel and veneered doors are sold in Spain. 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 costs of transport because of the lower weight of the panel doors. Below an overview is given of the main technical characteristics for doors and their frames in the Spanish market.

Doors and their frames

Source: decoracionpuertasmiansa.es

Dimensions available:

Standard dimensions for doors include: 203 mm x 82.5 mm, 203 mm x 72.5 mm, 203 mm x 62.5 mm and 203 mm x 42.5. Corresponding frame sizes are 220 mm x 70 mm and 220 mm x 90 mm. Finally, frame thickness can vary between 70 mm and 150 mm.

Species:

Tropical timber species common in the Spanish market for timber doors and frames include:

- Niagon (from Ivory Cost)
- Iroko, Afromosia and Doussie (from West Africa)
- Sapucaia (from South America)
- Asian Teak (from South East Asia) and
- Anigre (from East Africa).

Colours:

A variety of colours are available in the Spanish door market. From dark red to light pink timbers, and regular brown colours, the diversity in the door market is wide-ranging. Some of the colours include: honey wheat, mocha, Havana, Laurel, cranberry, peppercorn and black onyx.

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. Typical finishes offered in the Spanish retail market include varnished, lacquered or painted doors.

Weight and transport:

For their transportation, doors are stored in dry cargo containers of 20ft GP or 40ft GP. For high density of wood and low volume of the order, it is recommended that 20'GP **containers** are used. If the volume is large, it is recommended you use 40'GP containers. Transport costs are generally higher for solid doors, which may impact on the final retail price.

Packaging:

Minimum packaging standards are specified in EU Directive 94/62/EC, which aims to balance environmental issues and free trade within the EU market. International Standards for Phytosanitary Measures (ISPM 15) 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 information regarding packaging, refer to the CBI document: EU legislation: Packaging and packaging waste.

Examples of door packaging

Source: Fordaq.com

Labelling:

Labels for tropical timber doors should include the following information:

- Dimensions of the doors and their frames
- Country of origin
- Species (common trade name)
- Quantity (given in units)
- Details of the supplier (name of company, supplier's name)

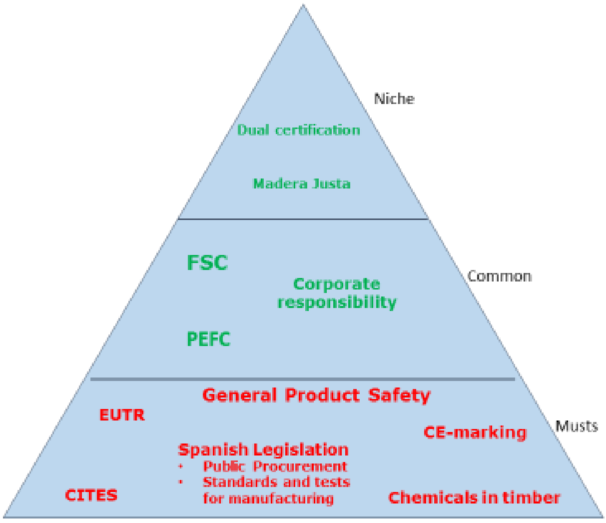
For more product characteristics, see the CBI Timber product sheets: Doors.

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 Spain 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

CE marking demonstrates that 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 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.

Tips:

- For more information on the essential characteristics of construction products, refer to Chapter 1.3 of the Manufacturer's Guideline on the Construction Product Regulation and its Implementation.
- 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.

Tip:

- If you intend to sell / continue to sell to the EU market, keep in mind that legality assurances are an essential aspect of trade, together with price and quality. For more information, refer to the Guidance Document for the EUTR.

The implementation of the EUTR in many European countries, including Spain, has made them less accessible for exports from non-certified sources. Consequently, European imports are increasingly being substituted with non-tropical timber. At the same time, exporters in DCs are focusing on emerging markets with less strict requirements. Finally, legality of timber will be adequate in order to enter the market, without being necessary to demonstrate sustainability certifications.

Tips:

- 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 information on sustainable forest management.
- Read more about control on illegal timber and timber products in the EU Export Helpdesk.

Current state of affairs

The implementation of the EUTR is still in its infancy. In many EU member states such as Spain, the monitoring of trade in illegal timber is still in development. Spain is lagging behind in the implementation of the EU Timber regulation. The signs of economic recovery are expected to lead to better implementation of stricter regulations.

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 increasingly important in Spain. 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 toward 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 provides regular updates about the status of the implementation of the EUTR.
- In order to establish 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.

CITES

If you are supplying endangered timber species listed by CITES (International Convention on Trade in Endangered Species), you will have to acquire 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 to 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 which 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.
- To find 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 Spanish legislation:

Public procurement:

Public procurement accounts for between 15% and 25% of all timber products purchased in most EU Member States. Several Member States have developed public procurement policies for timber and timber products. Spain is in the process of developing a public procurement policy. This policy will require that all timber and wood-derived products must be from independently verifiable legal sources; this can include a licensed Forest Law Enforcement, Governance and Trade (FLEGT) partner. Documentation will be required to prove this. Certification schemes such as PEFC and FSC are acceptable as providing proof. Timber that only meets the legality criteria will be accepted in very special cases only. The policy is mandatory for all central government departments, executive agencies and non-departmental public bodies. Local authorities, other public bodies and the private sector have been encouraged to adopt sustainable timber procurement policies too. For example, the Spanish Timber trade Federation has become part of the 'Forest Legality Alliance', a global network dedicated to promote forest law and compliance with EUTR.

Tip:

- For more information, refer to the case study 'Sustainable procurement of wood products in Barcelona'

Especificaciones Tecnicas o Procedimientos Constructivos de Obra Civil (Technical Specifications and Construction Procedures for Civil Engineering):

Technical specifications have been harmonised across the Spanish manufacturing industry. These standards relate to manufacturing specifications, supply, transportation and placement of doors and their frames.

Tip:

- To make sure you comply with the technical standards, refer to here.

Common requirements

Corporate responsibility

Companies are also addressing issues other than the origin of wood. Spanish buyers 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 and suppliers may have to verify that certain policies are in place (certifications and standards). They can ask them to abide to a code of conduct or 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 whether they have in place a supplier policy with regard to labour standards. Make sure you 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 doors in the Spanish market. The market share of timber and timber products from sustainable sources is increasing in the Spanish market. However, the share is lower for tropical timber than for non-tropical timber.

Tips:

- To get a better understanding of what sustainable forest management is, refer to the principles and guiding criteria of FSC and PEFC.
- **P**lease be aware that, as a supplier of sustainably certified timber, you will need to obtain a Chain-of-Custody (CoC) certificate. As such, make sure to only target buyers that have a CoC certificate.
- 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 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 (Fairtrade). FSC/Fairtrade timber is sold with a Fairtrade premium that provides a 10% added value to wood bought from the certified smallholder communities.

Tip:

- For more information on dual certification, refer to the website of FSC.

Madera Justa is a Fairtrade certification concerning forest management and wooden products worldwide. The NGO COPADE similarly promotes dual certification, primarily intended for the Spanish timber market. The purpose of the Madera Justa certificate is to contribute to poverty reduction and sustainable development through the creation of opportunities for economic and social development. It is relevant for small forest producers and companies that are in financial difficulties or disadvantaged situations. Through improved market access and by receiving a fair return for their products, Madera Justa is aiming to promote responsible tropical timber consumption.

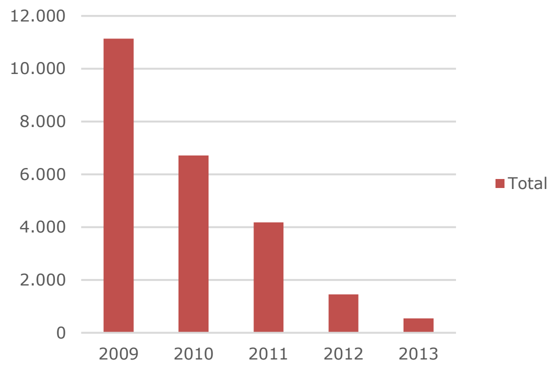
Tip:

- To get an understanding of the principles of Madera Justa and the requirements for certification, contact with the organisation.

CFA: Trade and Macro-Economic Statistics

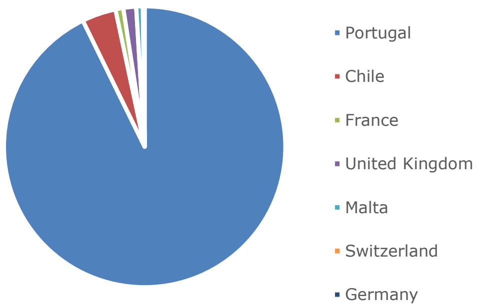
This section presents an analysis of the tropical door and frame market in Spain. Trade data on imports of tropical timber doors and frames are extracted from Eurostat. Data for 2014 are not available for the whole year, so only quantitative data are provided.

Figure 2: Total Spanish imports of tropical timber doors and frames, 2009-2013, value in € 1,000



Source: Eurostat (2014)

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



Source: Eurostat (2014)

Slow recovery signs after recession years:

In the years up to 2007, Spain was one of Europe's largest markets for tropical hardwood products. However, Spain's hardwood consumption has dropped since then, following the very sharp decline in construction activity and the weak domestic and export demand for tropical timber products.

The substantial downturn in the construction industry resulted in a sharp decrease in tropical timber consumption (71% decrease between 2008 and 2011). Current construction activities are only a fraction of what they were before 2008 (CBI, 2013).

More specifically, imports of doors and frames declined substantially, amounting to € 548,000in 2013, indicating a sharp growth compared to previous years. The majority of the timber doors were imported from Portugal (97%). mports from developing countries decreased as well, indicating a Spanish shift from tropical wood towards temperate timber products and wood alternatives. In fact, only 2% of tropical timber doors are directly imported into Spain from DCs. Chile has been the main country exporting its doors to Spain, while before 2013 there was no trade in this specific product between the two countries.

Currently, the Spanish economy is showing signs of a potential recovery. Spain recorded a positive GDP after six years of recession. This development is positively affecting the construction sector, which in turn impacts the market for tropical timber doors. Indeed, imports of tropical wood increased for the first time in the first months of 2014 by 30% (ITTO, 2014). Spain has traditionally been a large market for tropical timber products and the economic recovery will create opportunities for DC exporters. However, being one of the countries most affected by the economic recession, recovery will be slow and market developments uncertain.

Tip:

- Make sure you monitor the market developments in the Spanish timber industry. Quarterly reports on the price developments for tropical timber are available on ITTO's website. However, prices for timber change frequently, so being in contact with your buyers will provide you with more up-to-date information.

Market Trends

Sustainability:

Demand for sustainably sourced tropical timber is growing in general among the EU Member States. Implementation of EU Timber Regulation is moving towards this direction, ensuring that tropical timber imported in the EU has been sourced legally. Despite the fact that Spanish consumers are increasingly aware of the sustainability issues around tropical timber, the governmental and regulatory organisations have been taking little action. Indeed, the Spanish government has been avoiding its obligations as an EU Member State which is already being translated in sanctions. And while the Spanish government has committed to start implementing the EUTR obligations, consumers as well as NGOs are demanding for the Spanish government to be held accountable for its non-compliance and to be sanctioned.

Tip:

- Despite the delays of the government, the timber industry has been more responsive towards demand for legal and sustainably sourced timber, mostly due to the increased consumer awareness. Therefore, if you are selling certified timber doors and frames, target importers or buyers with a chain of custody (CoC) certification. For more information you can refer to PEFC's database.

Threats to tropical wood:

One of the consequences of stricter requirements for the use of tropical timber is innovation, and particularly innovation in timber alternatives. Use of temperate timber species as well as heat-treated woods with ash are increasingly becoming popular in the Spanish market, threatening to substitute demand for tropical timber species. Also, alternatives to tropical timber are being adopted for both technical and environmental reasons.

Tip:

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

Social media and E-commerce:

E-commerce is becoming increasingly popular among Spanish consumers. Buyers appreciate a well-structured website with a clear indication of the products available, together with pictures and the technical specifications. Also, Spanish buyers often appreciate promotional materials such as leaflets or brochures and business cards. Finally, due to the economic recession that is still having a significant impact, consumers are increasingly attracted by promotions. Indeed, most of the large DIY stores in Spain, such as Leroy Merlin and Aki, have web shops where the company's promotions are available.

Tip:

- Displaying your products on a web page using photos and good quality videos, can be an important selling point. At the same time, communication via Linkedin and other social media can help you network with potential buyers of your doors and frames.

Unique versus standardisation:

The fashion trend for doors and frames in the Spanish market, especially in the higher segments of the market, is moving towards personalisation and custom-made products. Considering standardised products to be of lower quality, consumers increasingly request tropical doors specially made for them, in order to turn their house or office into a unique space. More specifically, several Spanish shops are advertising their doors by promoting their unique design that can be decided by the consumer. The store is providing a wide variety of designs, species as well as colours, in order to fulfil a large range of consumer preferences.

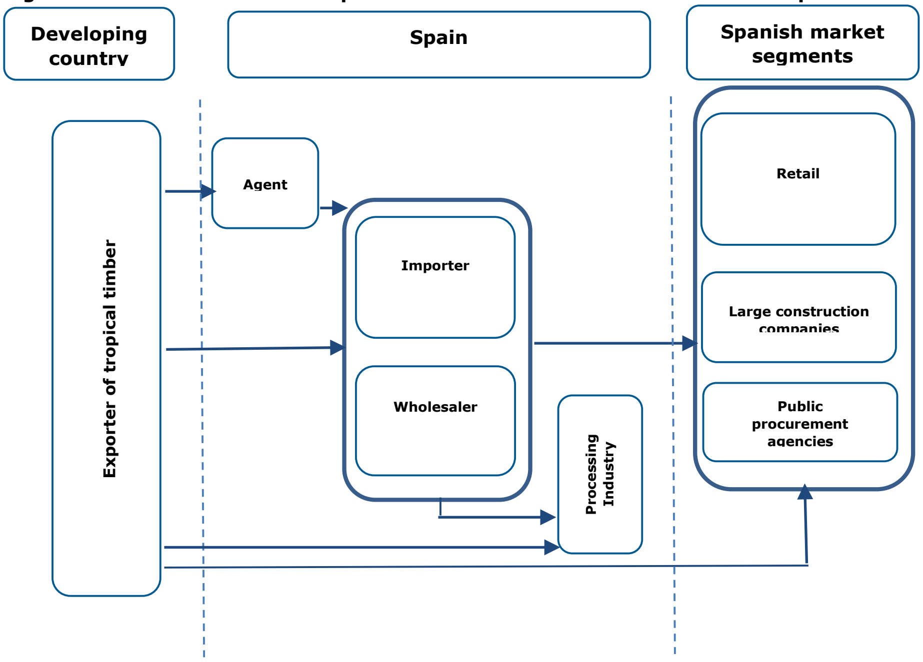
Tip:

- Make sure you provide a variety of designs of doors and frames in order to attract diverse consumer groups. Offering a possibility of custom designed doors and frames, where the consumer determines some features of the design, could prove very popular in the Spanish market.

Market Channels and Segments

Exporters of tropical timber doors and their frames in developing countries (DC) mostly sell their products to importers and wholesalers in Spain (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.

Figure 4: Trade structure for tropical timber doors and their frames in the Spain



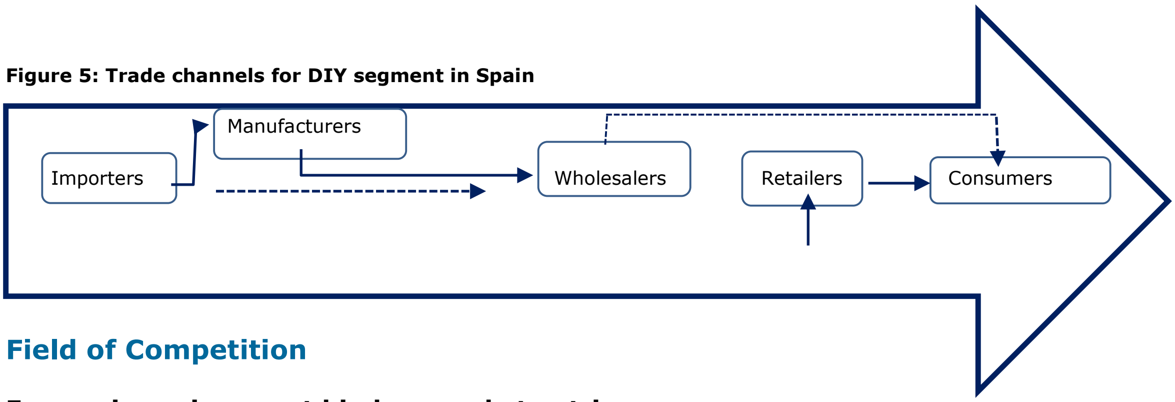
Market channels and segments for tropical doors and their frames do not differ from the general market channels and segments of the timber sector. For more information, please refer to the Market Channel and Segment document available on the CBI market intelligence platform.

Segments

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

The construction segment in Spain is still feeling the effect of the economic recession and is not expected to fully recover soon. At the same time, future developments in the renovation segment depend on the legislation regarding energy efficiency-oriented refurbishment (Caresana, 2014). The retail market for timber and especially the DIY sector in Spain has shown considerable growth, with its turnover increasing by 2.8% in 2013 (Europa Press, 2014). Therefore, the DIY sector can provide valuable opportunities for exporters in developing countries.

Figure 5: Trade channels for DIY segment in Spain



Field of Competition

Economic environment hinders market entries:

The harsh economic conditions have resulted in a significant decrease in consumption of construction/renovating products. Therefore, it will be harder to access the Spanish market due to the decreased demand for timber doors. Nevertheless, value -added products can provide an interesting opportunity, especially since there are signs of recovery in the Spanish economy. At the same time, legality and traceability issues have not yet substantially affected the Spanish timber market. However, Spain is committed to establish strict regulations in its timber imports and so, market requirements are expected to increase in the future.

Tip:
- Keep up to date about market access requirements, following developments provided by CBI.

Availability of timber alternatives threatens tropical timber:

Alternatives for several tropical timber products are widely available in the European market. The Spanish market offers several alternatives that resemble tropical timber. Wood Plastic Composites are commonly used in door manufacturing together with thermally and chemically treated timber that resembles tropical timber. Nevertheless, technical characteristics and environmental qualities of sustainable timber are hard to surpass.

Tip:
- The threat of substitution can be a driver for innovation. For example, due to restricted supplies, buyers are increasingly interested in Lesser Known Species (LKS). This can be an opportunity for exporters in developing countries.

Vertical consolidation puts pressure on supplier power:

Due to decreased availability of tropical timber and increased buyer requirements in the European market, European buyers are working towards vertical consolidation of their supply chain. Spanish buyers are also working towards consolidating their supply chains, which also reduces their logistics costs. Supplier power is further hindered for products for which there are many alternatives available, such as decking, since buyers have more negotiating power.

Tip:
- The current conditions of the Spanish market create the need for long-term cooperation. At the same time, working together with other processors and traders will make you a more attractive supplier, while reducing the costs and supplying higher volumes.

Price

Retail prices for doors vary widely from € 90 to over € 400, reflecting the numerous designs and different quality variations offered, examples of which are indicated in Table 1. The cheapest interior doors are often hollow core or softwood with a cardboard baffle centre and a hardwood veneer or panel finish. They are generally of lower quality with little sound-proofing and low warmth insulating properties, suitable only for interior use. Higher price doors are often solid or engineered with higher quality design and craftsmanship. Exterior doors are generally made of solid wood.

There are several factors that influence the price of tropical doors and their frames.The most important include:

- Availability: If the species are readily available or there is limited availability.
- Function: Internal doors are cheaper than external doors
- Sustainability: Certified products are more expensive
- Volume: Price terms may be favourable for larger orders.

Tips:

- The wide range of doors suggests that it is essential to focus on a price range. Since competing with the mass produced cheaper doors from Eastern Europe is often difficult, DC exporters are advised to focus on the higher segments of the market. This could refer to solid timber, exotic veneers, and design doors.
- Opportunities to add more value before export could suggest higher profit margins. Opportunities to add value include providing both frame, door and/ or sills; exporting sophisticated, higher end, well designed products; priming or staining doors to enhance durability for external use; painting or lacquering doors for indoor and outdoor use; and offering pre-assembled or flat pack doors, or with fittings.

Figure 6: Price breakdown of tropical timber doors and frames imported to Spain

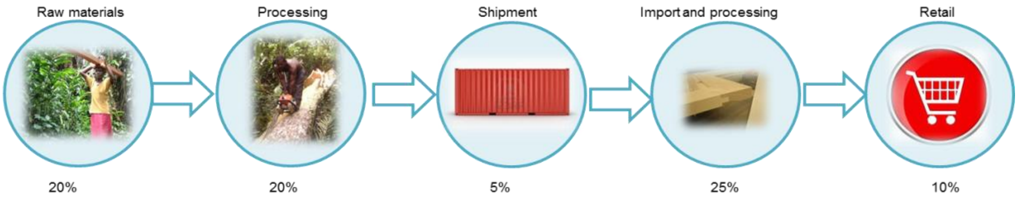


Table 1: Examples of retail prices (consumer prices excluding 21% VAT)

Price range	Door type	Dimensions
€ 100		Function: Interior door Species: Chilean pine Dimensions: - Certification: -
€ 119		Function: Interior door Material: Timbo timber Dimensions: 62.5 x 203 x 4 Certification: -
€ 139		Function: Interior door Material: Sapelli Available widths: 62.5, 72.5 and 82.5 mm Certification:-
€ 429		Function: Exterior door Species: Sapelli Dimensions: 203 x 82.5 mm Certification:-
€ 340		Function: Exterior door Material: Solid wood Dimensions: Standard Certification: PEFC

Useful sources

- The Spanish Timber Trade Federation (see *European Business Landscape*) has a member section where possible buyers can be identified
- 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

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This survey was compiled for CBI by ProFound
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