

## **Exporting tropical timber decking to Germany**

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Despite the economic recession and some years of decreasing imports and consumption, the German market for tropical timber decking now remains stable, providing great opportunities for exporters in developing countries. Tropical timber decking is popular among German consumers who appreciate its aesthetic and durability features. Certification is highly important in the Do-It-Yourself (DIY) sector, which is one of the most promising end markets for exporters. Therefore, value addition through certifications, as well as focus on design and finishing, will be critical in order to access the German market for tropical decking.