

## **Exporting tropical timber decking to the Netherlands**

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