



CHANGING INTERNATIONAL MARKETS FOR TIMBER WHAT AFRICAN PRODUCERS CAN DO

Trade Forum Programme

Day 1: Trade Forum

Objective(s): This trade forum aims to facilitate the exchange of information and sharing of lessons between producers in Africa and buyers within the EU markets. Constraints and incentives to continuing to trade with the European market will be explored and potential next steps or action plans will be developed.

Chair(s) – Andy Roby and Emily Fripp

09.00 – 09.20: *Mr Kojo Wireko-Brobby Forum Host – Ghana Forestry Commission (Board Member) - Welcome and Introduction*

09.20 – 09.40: *Emily Fripp, Consultant, UK TTF - Overview of changes in International Markets – market drivers, EU FLEGT Action Plan & VPAs, procurement policies, private sector initiatives, role of finance etc*

- This presentation will provide a brief overview of the major changes in the international timber and wood products markets in the EU and internationally. It will include: market drivers, EU FLEGT Action Plan & VPAs, bi-lateral MoUs, procurement policies – public and private sector, other private and NGO initiatives, and the role of the finance sector.

09.40 – 10.00: *Clare Brogan (for Bene Musillo EU Representative from Ghana Office) - EU FLEGT Voluntary Partnership Agreements – What are they, what do they mean for Ghana?*

- This will introduce Voluntary Partnership Agreements (VPAs) as part of the overall EU FLEGT Action Plan.

10.00 – 10.15: Questions and discussion on the first two presentations

10.15 – 11.00: Refreshment Break

11.00 – 11.20: *Andy Roby, UK TTF* - EU consumer markets – what buyers need now and in the future, why should producers care?

- This presentation will draw on the background buyer factsheets contained in the Briefing Pack and present an overview of the EU buyer market, how it is changing and what buyers need to meet market demands and requirements. This will lead on to the discussion of whether or not producers should care.

11.20 – 11.40: *Peter Latham, James Latham plc* - (EU buyer- member of the trade) – An EU Importer Case Study

- This will cover an example of how the buyer has had to alter the way that trade occurs to meet the EU market requirements – could be sourcing from alternative producers or countries that could meet their needs or how have worked with producers to change the way production and trade occurs.

11.40 – 12.00: *Gene Birikorang, Independent Consultant*– African/Ghanaian country overview

- Using the producer country factsheets in the Briefing Pack, the presentation will provide a brief overview of the forest sector, the trade patterns, industry sector, constraints and importantly the rationale or incentives to trade with the EU markets.

12.00 – 12.20: *Mr Eddie Prah, Samartex* (a representative from the producer country trade)- African Producer Case Study

- A practical example of how producers have or can respond to changing international markets, why it is potentially beneficial to respond to market demands, what is in it for the producer.

12.20 – 13.00: Questions and discussions on these presentations

- All presenters to remain on the panel for questions

13.00 – 14.30: Lunch for all participants

14.30 – 14.50: *Acquah Moses Ghana Timber Millers Organisation* - What African producers can do: introduction

- Introduce the afternoon session which focuses on what producers can do to respond to the changing market demands.

14.50 – 15.10: *Chris Beeko* – Ghana Log tracking & verification

- This will provide an overview of what is currently happening in Ghana on log tracking and verification initiatives. What the constraints are and how they are being overcome.

15.10 – 15.30: *Mark Parren, SGS (tbc)*- Auditing and verification systems, the role of certification

- An assessment of lessons, approaches, what can be done in practice, costs, implications – lessons from SGS, TFT/CIB

15.30 – 15.50: *Albert Katakua, Ghana Forest Watch* – Independent Monitoring and engaging with NGO's

- An overview of the positive role of NGOs (WWF, Greenpeace, Global Witness, Forest Monitor), why it is important to engage with them and work together.

15.50 - 16.10: *Mr Abraham Baffoe* - Working with buyers – the producer groups, GFTN, TFT approach

- An overview of the role of WWF buyer and producer groups, the GFTN, models such as the TFT, working directly with Trade Federations etc. Ways in which producers and buyers can work together, to better understand each others needs and constraints, to improve information exchange and awareness.

16.10 – 17.15: *Andy Roby & Emily Fripp* - Facilitated discussion

- Facilitated discussion on all of the days presentations, but focusing on what next – what can be learned, what next, what can the private sector do or should do. If feasible an action plan of key steps will be produced.

17.15 – 17.30: *Andy Roby* - What do you want to do tomorrow?

- The second day of the roadshow has been left blank, deliberately. This is to permit flexibility and to allow the participants to shape the best way to move forward. The days can include:
 - smaller one-on-one meetings;
 - facilitated discussions or working groups to brainstorm next steps and actions
 - an open trade network, where producers, buyers and players such as SGS, TFT, WWF, can have a stall and participants can move around the trade fair, asking questions, exchanging information.

There will be no field trip organised by the Roadshow.

17.30 – 19.30: Drinks reception – to be organised by the host organisation

Day 2: Networking day options

Buyers Panel

Trade discussions and networks.

End of Trade Forum

Accra:

Press Conference

Meetings with government and civil society

Evening: Drinks Reception organised by the British High Commission in Ghana