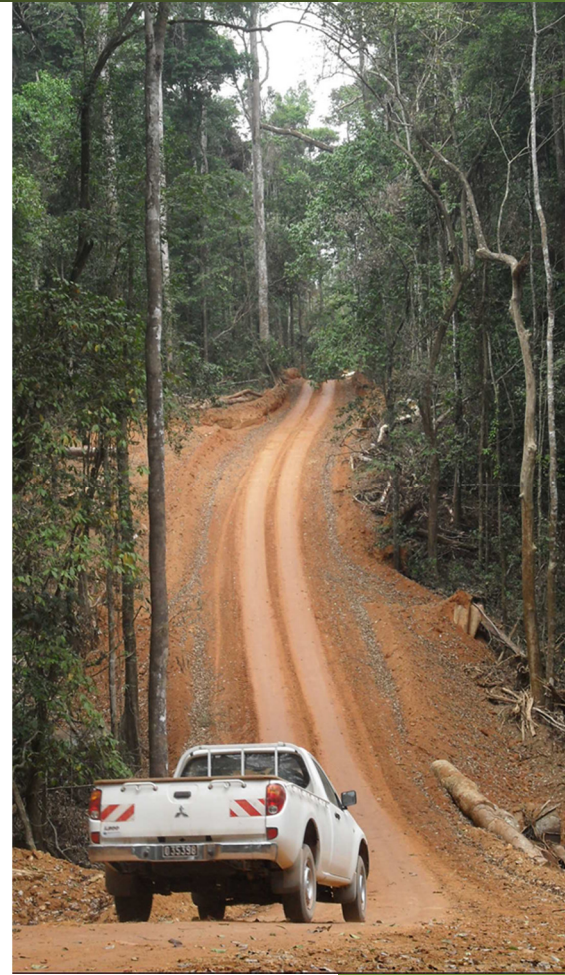


Introduction

To date, a limited number of front runner forestry companies in the tropics have achieved and maintained FSC certification. Consolidation and further uptake of sustainable forest management (SFM) and FSC certification very much depend on the strength of the business case of sustainable concession forestry and the role FSC certification plays in the financial aspects of the company's business.

IDH and Form international herewith present a SFM business case toolkit, developed by Form valuations for concession holders and forest owners managing natural forests throughout the tropics. The toolkit aims to motivate concession holders and forest owners to engage (further) with SFM and certification by providing best practice information and tools which show possibilities to run feasible and sustainable businesses in managed tropical forests. The toolkit therefore also aims to create awareness on key issues driving the business of forestry in the tropics.



Leaflets

The toolkit consists of a series of leaflets, each covering a specific subject, both covering forestry exploitation and wood processing. The subjects were selected based on the following criteria:

- They should provide added value;
- They should be relevant for most forestry business cases;
- They should have considerable importance for the business case in financial terms;
- They should be within the company's span of control (with or without support of others).

The content of the leaflets is based on:

- Interviews with tropical forestry business experts;
- Interviews with ten companies and analysis of their data and information;
- Expertise and knowledge available within Form international and IDH, as well as databases and records from Form valuations and Form international.

These information sources include experiences from the different tropical regions (Latin America, Africa, South East Asia) and are based on working examples of established forestry business experience. Most of the information was provided confidentially. All company examples provided in the leaflets are therefore anonymized, but they do refer to real cases.



Leaflet subjects

The following subjects are selected, which are further elaborated in the leaflets:

No.	Title	Subject
1	Business Case Toolkit	General introduction and background to the Toolkit
2	Know the forest	Monitoring and control in the forest
3	Promote lesser used species	Introduction and marketing of lesser used species
4	All weather roads	Road construction and maintenance
5	Communicate	Internal communication
6	Efficiency	Measuring efficiency to improve operational costs
7	Use the whole log	Timber utilization efficiency in forest operations
8	Track and trace	Monitoring and control related to logs and the sawmill
9	Sell the whole log	Efficiency and recovery in the sawmill in relation to the markets
10	Product specifications	Communication and cooperation with clients
11	Maximize recovery	Efficiency and recovery in the sawmill in relation to sawing processes
12	Keep the people	Human resources and capacity building

