**FLEG/EUTR Expert group**

**Implementation of the EUTR by importing operators in Germany**

Dr. Margret Köthke  
Thünen Institute of International Forestry and Forest Economics  
Thünen Centre of Competence on the Origin of Timber

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Content

- Survey design
- Achieving behaviour change of operators – causal chain
- Gaps along the causal chain:
  - status of awareness – knowledge – compliance
  - which operator types are affected?
- Summary – Conclusions
Survey on importing operators from Germany

Sample of 5,100 importing operators

Data from the German customs in the 1st half of 2017:

17,130 operators declared imports of EUTR-products from third countries

Random sample, stratified according to import quantities

Written survey June 2018
structured questionnaire

Response: \( N = 554 \)

540 questionnaires analysed
Response distribution according to **classes of enterprise size**
(employees and annual return \(^{(E G \ 2003)}\))

(N = 343)

![Response distribution chart](chart.png)
Achieving behaviour change of operators towards the EUTR’s target outcome

policy

causal chain for behaviour change

EUTR / HolzSiG

Operator feels addressed by the EUTR

Operator knows the EUTR and understands its requirements

Operator installs a DDS

Operator imports legal timber products with an appropriate DDS or waives the import

target outcome

Reduction of trade with timber products from illegal sources
Status of Awareness

“Have you imported timber (or timber or paper products) from countries outside the EU to Germany in 2017?” (N = 540)

64 % yes
36 % no

No characterization of the unaware operators possible

We assume that the unaware are mostly small operators which import only sporadically (confirmed in 40 telephone interviews)

Of the 343 aware operators further questions were asked
Status of Knowledge

„Do you know the EUTR?“ (N = 343)

- Yes, I know it well: 50%
- Yes, I have heard about it: 16%
- No: 33%
- Not specified: 1%
Who knows the EUTR?

Knowledge is significantly higher among (N = 343):

- Bigger enterprises
- Timber-related sector
- Op. with several suppliers
- Op. with high import values
- CoC certified operators
- Operators sourcing from risk countries
- Op. importing products of medium complex supply chains
Knowledge related to import quantities

<table>
<thead>
<tr>
<th></th>
<th>Knowledge YES</th>
<th>NO Knowledge</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aware operators (N=343)</td>
<td>66 %</td>
<td>33 %</td>
</tr>
<tr>
<td>All operators (N=540)</td>
<td>42 %</td>
<td>57 %</td>
</tr>
<tr>
<td>Import values of all 540</td>
<td>91 %</td>
<td>9 %</td>
</tr>
</tbody>
</table>
Status of Compliance

“Which of these measures have you conducted to comply with the EUTR?”
(N = 230, operators that knew the EUTR)

- 65% installed a DDS
- 79% made documentation
- 61% conducted risk assessments
- 46% conducted risk mitigation measures
Who complies with the EUTR?

(N = 230, operators that knew the EUTR)

DDS more often by:
- Big enterprises/operators
- CoC certified operators
- Operators sourcing from risk countries

![Chart showing compliance rates by enterprise size and whether they use DDS, have no DDS, or have unspecified DDS.]
## Compliance (DDS installed) related to import quantities

<table>
<thead>
<tr>
<th></th>
<th>DDS YES</th>
<th>NO DDS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Informed operators (N=230)</td>
<td>65 %</td>
<td>34 %</td>
</tr>
<tr>
<td>All operators (N=540)</td>
<td>28 %</td>
<td>72 %</td>
</tr>
<tr>
<td>Import values of all 540</td>
<td>76 %</td>
<td>24 %</td>
</tr>
</tbody>
</table>
Extent of behavior change (N=540)

causal chain for behaviour change

awareness → knowledge → compliance

Share of operators

Share of import values
## Branches: furniture and pulp and paper

### Knowledge

<table>
<thead>
<tr>
<th>Branch</th>
<th>N</th>
<th>Yes, I know it well</th>
<th>Yes, I have heard about it</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>furniture</td>
<td>51</td>
<td>57 %</td>
<td>14 %</td>
<td>28 %</td>
</tr>
<tr>
<td>paper</td>
<td>23</td>
<td>61 %</td>
<td>17 %</td>
<td>22 %</td>
</tr>
<tr>
<td>rest</td>
<td>269</td>
<td>48 %</td>
<td>16 %</td>
<td>35 %</td>
</tr>
</tbody>
</table>

### Compliance

<table>
<thead>
<tr>
<th>Branch</th>
<th>N</th>
<th>DDS</th>
<th>No DDS</th>
</tr>
</thead>
<tbody>
<tr>
<td>furniture</td>
<td>37</td>
<td>59.5 %</td>
<td>40.5 %</td>
</tr>
<tr>
<td>paper</td>
<td>18</td>
<td>72 %</td>
<td>28 %</td>
</tr>
<tr>
<td>rest</td>
<td>175</td>
<td>66 %</td>
<td>33 %</td>
</tr>
</tbody>
</table>

No significant differences!
Perception of Burdens (N = 226)

Significant more often perceived by:
- Trading branch
- Medium and complex supply chains
- Compliant operators
- Several suppliers
- Risk countries
- Medium and complex supply chains
- Compliant operators

No influence of enterprise size!
Summary - Conclusions

• Most importing operators import minor quantities of timber products and operate outside the timber-related sector
  • “non-obvious operators“

• Awareness and knowledge of the EUTR is a prerequisite for behaviour change but it is low
  • Uneven information availability! Timber-related media channels do not reach small operators outside the timber-related sector

➢ Change information strategy?

• Only 28 % of operators are compliant but cover 70-79 % of import quantities
  • Deterrence effect among small/ sporadic importers not effective

➢ Determine gaps along the causal chain of envisaged effects as well as risk factors concerning operator types
  – enables more targeted action such as information and control
Publication of the survey findings

Article submitted to Forest Policy and Economics

Summaries, policy brief

Analysis of compliance behavior (deterrence effect, perceptions (internal and external norms, costs & benefits)
Thank you for your attention!

Dr. Margret Köthke
Thünen Institute of International Forestry and Forest Economics
Thünen Centre of Competence on the Origin of Timber
https://www.thuenen.de/timber/
margret.koethke@thuenen.de