



EOS

THE EUROPEAN ORGANISATION
OF THE SAWMILL INDUSTRY

In recent years we have witnessed an important increase in European legislation. The EU powers have a strong impact on the national laws and policies directly and indirectly affecting business operations. That is why having a presence in Brussels is of growing importance in order to make sure that the voice of the sawmill industries is heard when drafting future legislations.

The European organisation of the Sawmill Industry (EOS) counts on a strong network in Brussels, with policymakers, legislators and industry partners.

EOS is expertly placed to set up the right connections and pave your way in the "EU bubble".

Do you want to influence EU legislation, establish a network of key policymakers, or stay informed about the latest developments affecting the sawmill business? The European organisation of the Sawmill Industry is your answer!



WHO WE ARE

Created in 1958, the European Organisation of the Sawmill Industry (EOS) is a Brussels-based non-profit association representing the interests of the European sawmilling sector on European and International level.

Through its member federations and associated members, EOS represents some 35,000 sawmills in 11 countries across Europe (Austria, Belgium, Denmark, Finland, France, Germany, Latvia, Norway, Romania, Sweden, Switzerland) manufacturing sawn boards, timber frames, glulam, decking, flooring, joinery, fencing and several other wood products. Together they represent around 77% of the total European sawn wood output in a sector that has a turnover of around 35 billion EUR and employs about 250,000 people in the EU.

EOS represents both sawn softwood and sawn hardwood producers. The two segments of the sawmill industry have sometimes different dynamics and while the sawn softwood producers dominate the output of the sawmill industry in Europe, we have established an active Hardwood

Working Group to ensure that the hardwood industry is well represented.

Unusually among Brussels-based associations, EOS needs the consent of all of its members to adopt any position. In this way our association makes sure that no member is left behind.

WHAT WE DO. LEGISLATIONS, BUT NOT ONLY....

Transposition or adaptation of EU legislation nowadays constitutes the vast majority of laws passed by national parliaments. The core business of EOS is ANALYSING THE EU LEGISLATION which affects the European sawmill industry and producing inputs of various types to show the point of view of the European sawmill industry to the EU institutions but also to other stakeholders affecting EU policies. There are three main institutions in Brussels – the European Commission, the European Parliament, and the Council of the EU – and we strive to have close cooperation with all of them.

EOS IS ACTIVELY ENGAGED with the European Commission through participation in various

ad hoc meetings and periodic working groups. We have a long list of established contacts at DG Grow, DG Agri, DG Envi, DG Trade to name just the most relevant Commission departments.

The European Parliament and the European Council analyse, amend, and have to find an agreement on the text proposal prepared by the Commission. EOS HAS A WEB OF CONTACTS AMONG THE **MEMBERS OF THE EUROPEAN PARLIAMENT** (MEPs). Likewise, **WE STRIVE TO INFLUENCE THE VARIOUS ATTACHÉS REPRESENTING THE MEMBER STATES** of the EU in Brussels, in particular the ones of the country holding the rotating presidency of the EU.

EOS does not just analyse legislations, though. We are **HELPING OUR MEMBERS TACKLE THEIR TRADE ISSUES WITH THIRD COUNTRIES**. If needed, we act as a bridge between them and the European Commission to flag any kind of unjustified trade barriers. Over the last five years, we have been actively involved in fighting ten trade barriers with the European Commission with nine Third Countries.

EOS is also a reference point for data on the woodworking industry in general and on the sawmill industry in particular. **WE COLLECT DATA FROM OUR MEMBERS** twice a year – in April/May for our Annual Report and in September for the International Softwood Conference (see below for more information). Our association, in full compliance with EU Competition Law, periodically exchanges market information and performs ad hoc data collections if necessary. We have given presentations on the sawn-wood markets across Europe and also in North America. Our members also receive bimonthly market newsletters.

ular. Analyses of raw materials, flow, construction markets as well as special chapters authored by guest writers complement the data and market statements collected from our members. The Report also includes an exhaustive advocacy section, detailing our activities in the preceding year.

Our association is also active in the **PROMOTION OF THE PRODUCT WOOD**. We have worked alone in the past, or alongside other associations – in particular the Confederation of European Woodworking Industries (CEI-Bois) of which we are also an important member – to showcase the benefits of using wood.

EOS also co-organizes, together with the European Timber Trade Federation (ETTF), the **INTERNATIONAL SOFTWOOD CONFERENCE (ISC)**. The high-level Conference, which gathers an audience of around 200-300 people per edition, is an unmissable get-together for stakeholders (national federations as well as companies) active in the wood-working industry, in particular in the softwood timber sector. Distinguished speakers hailing from all over the world give presentations on a plethora of topics relevant for the industry – exhaustive market reviews are the main focus of the conference, but issues such as construction, innovation, and many others are also covered. The Conference is also an unparalleled network opportunity for all stakeholders and it is often accompanied by interesting site visits and other events.



EOS publishes every year a comprehensive, **ANNUAL REPORT** about the European woodworking industry in general and the sawmill industry in partic-





EOS organizes two General Assemblies a year and through our quarterly Board

meetings we ensure that our members are always on top of our work and ready to provide us with their precious guidance. We are characterized by a positive and collaborative spirit, a 'can-do' approach which always seeks to have a constructive attitude to any challenge we are confronted with.

In short, by joining EOS you will:

Contribute to shaping the point of view of the European sawmill industry on EU legislation

Join a vast network of people active in the wood-working industry, not just in Europe

Participate in wood promotion activities

Exchange market and trade information

So, don't hesitate to join us!

Likewise, EOS co-organizes with ETTF the **INTERNATIONAL HARDWOOD CONFERENCE**. This high level event takes place every two years.

Our association has frank and constructive relationships with other trade associations representing various sub-sectors of the forest and woodworking industry here in Brussels. We often form coalitions with other sectors as well if interests are aligned.

EOS is also one of the MEMBERS OF THE UNITED NATIONS UNECE/FAO TEAM OF SPECIALISTS ON SUSTAINABLE FOREST PRODUCTS, where we have contacts not just with the UN team but also with officers representing the various ministries in the UNECE region. We have good contacts also with a number of associations based in North America.

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