

SUMMARY OF INFORMATION ON BRAZILIAN MAHOGANY TRADE AND BRITISH AGENTS AND COMPANIES. June 1995.

This report has been written and compiled by Angie Zelter and is for sharing amongst NGOs freely and in the spirit of increased co-operation. However, I would appreciate if it is only used amongst the NGO community and not passed onto the industry or the TTF. I hope it is of use and if anyone has any comments or any further information then please contact me at Reforest the Earth, 48 Bethel St, Norwich, Norfolk, NR2 1NR, UK. Tel:- 01603-631007.

Fax:- 01603-666879.

Home tel:- 01263-512049.

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TRADE IN 1994.

According to Brazilian Government figures (Table 1) the total trade in sawn mahogany for 1994 was 70,360 m³. Of this 18,994 m³ or **27% came to the UK** (and 5,240 m³ to Ireland, which is 7.5% making 34.5% for the UK and Ireland combined). The other major customer was the USA which took 31,875 m³ or 45%.

(In 1992 37,866 m³ came to the UK and in 1993 26,935 m³ came to the UK. Thus **mahogany imports have dropped around 30% for each of the last two years.**) There was a high of 112,000 m³ shipped to the UK in 1988.

According to NGO figures (Table 2) the total sawn mahogany coming to the UK in 1994 was 18,876 m³ which is only 118 m³ different from the official figures. However if you look at the breakdown of figures carefully you will see that this +1% difference in figures hides a variety of plus and minus differences between the various companies. To give just a few examples :- there is a -21% difference in figures for Maginco - it appears that Maginco exported more sawn mahogany into Britain than the official figures show; a -17% difference for Macasa; a -8% difference for Peracchi; a +99% difference for Cemex! - where did it disappear to?; a +47% difference for Parawood; and a +31% for Forestry. Why is there this difference?

If you consult the AIMEX signatory list (Table 3) you will see that of the 25 companies that supplied the UK market only 21 of them appear to be AIMEX signatories. The non AIMEX signatories supplied 1,386 m³ or just over 7% and are Mad Universal, Madestelo, C&C, and Fonte.

24% of the sawn mahogany that came into the UK in 1994 was supplied by Peracchi. 64.5% of the sawn mahogany came from 4 companies - Peracchi, Maginco, Semasa and Juary. (Table 4)

90% of the sawn mahogany trade is handled by just 4 agents - EAC, Tradelink, DBY and Nordisk. (Table 5) The main company connections are as follows :- **EAC gets 90% of its mahogany from Peracchi** (99% of Peracchi exports go to EAC); **Tradelink gets 69% from just 2 companies - 41% from Juary and 28% from Semasa; DBY gets 77% from Maginco** (also called Mad Araguaia) for whom they are sole agents. (Table 6).

The main ports of entry into the UK are Heysham (50%), Ellesmere and Greenwich with a very small quantity coming into Tilbury.

Since July 1994 direct actions combined with letter writing and a series of meetings with the main players in the mahogany trade in Britain has furthered our knowledge of the trade in the UK and is eliciting further discussion of ways toward a more sustainable trade, not only in mahogany but in all timbers.

It is worth putting mahogany into the context of the larger timber trade from the port of Belem. If you look at Table 11 you will see the quantities of all the different species of timbers exported from Belem in 1994. **Mahogany is only the 3rd most important in terms of quantity** with Tauari and Corupixa coming first and with Cedro 5th and Virola 7th. **The UK is the 5th most important destination for the Amazonian timbers.** In order of magnitude was: - 1st - Philippines, 77,181 m³ who imported 42 different species some of which were re-sold to other countries after re-grading; 2nd - USA, 67,205m³ with 36 species; 3rd - Mediterranean, 45,305m³ with 43 species; 4th - N.Spain, 44,599m³ with 29 species; 5th - UK, 37,047m³ with 24 species. The UK imported 18,994m³ of mahogany; 12,508m³ of cedro; 1,375m³ of virola; 1,374m³ of Tauari and 780m³ of Tatajuba.

AGENTS.

The agents have often been left out of the pressure that environmentalists have applied to importers and customers. In the line from producer to agent to importer to customer, the agent arranges the sourcing, shipping and documentation and takes between 4% and 10% of the FOB value. Although some importers are now dealing direct with Brazilian producers and many communicate and visit each other most still use an agent. They are an important link in the chain and having been fairly invisible to the public and NGOs are unused to direct pressure.

There are 19 exporter signatories to the AIMEX/NHA Accord (see Table 9) but only 11 are still trading in mahogany and one agent (Robinson Lumber) that supplies the UK market is not listed. Alan Thomas is linked with Charles Craig and DBY-L Ltd is linked with DBY-L Menzies Ltd.

All agents have received a legal letter (Ref.6) warning them that they may be in receipt of stolen property and that the letter is putting them 'on notice' of this. This was followed up by a series of letters and meetings urging them all to get precise sourcing information and to share this with CRISP-O (Ref.7). This process is still continuing.

EAC TIMBER (UK) LTD.

EAC House, 88 Main Rd, Sundridge, Sevenoaks, Kent, TN14 6ER.

Tel: 01959-561777. Fax: 01959-560399.

Chairman - H.C.JENSEN.
Man Dir - R.G.SPIERS. (Bob)
Sales Dir - L.SPRING-GAY. (Les)

Our sources say that EAC traded a total of 5,041m³ during 1994 with the following 7 companies :- Peracchi - 4,522; Juary - 219; Semasa - 151; Mogno Lumber - 58; Minuano - 51; Banach - 20; Parawood - 20.

Of its 7 producing companies it trades 90% with Peracchi.

EAC also trades mahogany with Ireland, Spain, Netherlands and the Caribbean.

EAC supply Meyer, Lathams and Timbmet.

John Illidge does the Brazilian procurement and attends the TTF meetings. Jensen is the Chairman and flits back between Antwerp and Copenhagen. Bob Spiers plays golf with David Judd from Nordisk and even though they are competitors, as they deal with different customers, they were happy to share a meeting with me. Spiers said that since the Tradelink occupation they had doubled their security guards! EAC deal mainly with Peracchi and Bob showed a promotional video from Peracchi. The video stated that only 50 % of their trade is now devoted to mahogany and that they own around 250,000 hectares. They would discuss issues I had raised with Peracchi during a planned visit later in the year.

Mentioned 400 m³ of illegal lumber that AIMEX members had refused to buy and which forced the producer into bankruptcy. They asked for examples from us of AIMEX members breaking their own code of practise since it was set up 2 1/2 years ago.

Bob read out a statement from Peracchi listing documents, dating back to 1987, authorising logging in an area Peracchi bought, now known as Apyterewa. In 1992 the area was listed as Indian Area. This was followed by a preliminary injunction brought by NDI. When the facts were made known the injunction was halted by the Federal Court, however, Peracchi ceased logging. In fact, we know from NDI that the court on October 7th 1993 confirmed the suspension of all logging activities in the indigenous region (Ref. 19).

Follow-up letter from EAC on 21/2/95 (Ref.1) stated that Peracchi 'is working and will work for the next two years' in the Serra do Fogo, West of Sao Felix - an area which has had FUNAI and IBAMA approval. Apparently the necessary documentation will come back with the Meyer people. I am at present pushing for this information. See Timbmet section for more details on this concession.

In a phone call on 28/3/95 he said he thought that probably the FSC is the way forward.

TRADELINK WOOD PRODUCTS LTD.

Tradelink House, 25 Beethoven St, London, W10 4LG.

Tel: 0181-960-0248. Fax: 0181-964-0267.

Chairman - C.B.G.SCHEY.
Man. Dir. - H.P.SCHEY. (Herman)
Dir's - J.A.LEW, Paul GATES, MRS.S SCHEY.

Our sources say that Tradelink traded a total of 4,468m³ during 1994 and dealt with the following 9 companies :- Juary - 1,842; Semasa - 1,234; Macasa - 379; Universal - 328; Minuano - 280; Madestelo - 197; CEC - 72; Impar - 23; Ipama - 13.

Of its 9 producing companies it trades 41% with Juary and 28% with Semasa.

Tradelink also trades mahogany with Ireland and the USA.

Tradelink supply Timbmet, Meyer and Lathams. They also communicate with Walker Woodstock (letter to P.Brow from John Lew); Loundes Lamberet; Hambros Bank PLC; Frank Rosslee, Nick Laurens Agency PLC, Johannesburg; Pat Brown Lumber Co. Ltd; Jardine Insurance Brokers; Ashby and Horner; DLS Aley; and TLFreight.

The Scheys were in Miami from December 12th 1994 for a budget meeting. Did an occupation of the offices on 31/1/95. There were about 12 workers. Tradelink share the offices with Stockland Dev. Ltd; Caretime Ltd; and CV Direct.

After the occupation we were in communication by fax and telephone. He is interested in working to UNCED Principles with Timbmet although we are pushing for FSC.

DBY-L MENZIES LTD & DBY-L (S.Am) Ltd.

Brooklands House, 8 Leighton Rd, Linslade, Leighton Buzzard, Beds, LU7 7LF. With another branch in Chester.

Tel: 01525-850-333. Fax:01525-851-311.

Chairman - D.B.YORKE LONG.

Directors - M.H.G.SHARP. (Michael); M.H.HATCH (Martin?); & D.J.TAYLOR.

Our sources say that DBY traded a total of 3,841m³ during 1994 with the following 8 companies :- Maginco - 2941; Semasa - 375; Blue Star - 159; Pau D'Arco - 156; Macasa - 130; Minuano - 35; Impar - 30; and Procex - 15.

DBY-L also trades mahogany with Ireland, Netherlands, Germany and Spain. They are the largest agent to Ireland and if the figures for Ireland and the UK are put together they are the largest agent dealing in mahogany to these two countries.

Of its 8 producing companies it trades 77% with Maginco.

DBY-L supplies Blumsum, Clarks Wood, and also supplies David Norman with Cedar from Brazil.

Michael Sharp said that DBY-L Menzies Ltd is not the largest agent as they only work in the UK. (If you combine the UK and Irish figures however, they are the largest). They are associated with DBY-L (S.AM) Ltd but they are separate companies. Michael Sharp is a Director of both companies and is the Chairman of DBY-L (S.AM) called SAM for short. Mr. Menzies has 'left' not 'retired'! SAM trades in mahogany but there are exceptions when Menzies does as well but the figures quoted are for both companies. The letter heads that we have received are from DBY-L Menzies.

50% of their trade is with Brazil. They are the sole agents for Maginco and would have to close down if they went out of mahogany. They are actually agents and so have no offices in Belem. They will ask for specific information about sources and Michael Sharp seemed to think there should be no problem with sharing it for NGOs to check out. He gave us the AIMEX figures.

Thought IMAZON might be a good 'independent' organisation for research and I left him Verissimo's report which he returned after reading.

He thought things were improving and that supplies were legal.

The letter he sent on 22/2/95 (Ref.2) gave the following figures for his trade and show a great discrepancy with ours. According to him DBY traded as follows in 1994 :- Maginco - 2,424; Impar - 12,084; Minuano - 48,301; Blue Star - 106,748. He is being asked to explain this.

Other information he gave in his letter was that Semasa/Marajoara are not financially connected with Impar - the daughter of a Principal of Semasa married a son from Impar. Impar have ceased trading. Blue Star are signatories of AIMEX.

The letter of 1/3/95 (Ref.3) states that Maginco are currently working their own property which is in the Porto Seguro area, Sao Felix, the size of the area being 42,000 hectares under the approval number 1202/92. The number ties in with Timbmet's information but the figures appear different. Also note the reforestation projects (Ref.4).

NORDISK TIMBER LTD.

75 High St, Chislehurst, Kent, BR7 5AG.

Tel: 0181-467-1115. Fax: 0181-467-2969.

Man.Dir. - David C. JUDD.

Our sources say that Nordisk traded a total of 3,597m³ during 1994 and dealt with the following 14 companies :- Ceu Azul - 661; Ipama - 534; Nordisk - 500; Florestry - 371; Parawood - 351; Minuano - 331; Macasa - 290; Impar - 152; Nugesa - 113; Fonte - 80; Mogno Lumber - 78; Imasa - 57; Peracchi - 48; C&C - 31.

Of its 14 producing companies it trades 19% with Ceu Azul, 15% with Ipama, 14% with Nordisk and 10% with Florestry.

Nordisk also trades mahogany with Ireland, Spain, Denmark, France, Netherlands, the Caribbean and the USA.

Nordisk supplies Lathams.

David Judd in a telephone conversation on 24/1/95 said that I would have to contact Nordisk's forestry expert Erick Albrechtsen for more detailed information as he did not deal with this side of things. He said that Semasa had not been financially linked to IMPAR for some time and that IMPAR were more or less out of business now. They rely on Brazilian documents, AIMEX Accord and their own people in Brazil to inform them of suspect sources and then they do not buy. But he is too busy and he relies on Erik to check the legality of the sources. David Judd was at the meeting at EAC with Bob Spiers and John Illidge on 9th Feb. Was not very informative, referring everything to Erik. Erik's letter was quite informative (Ref.5) saying that Nordisk owns 3,000 hectares in the mahogany zone near Maraba where research on natural regeneration is going on.

RICHARD ANDERS UK LTD.

99 St. Johns Hill, Sevenoaks, Kent, TN13 3PE.

Tel: 01732-740731. Fax: 01732-740729.

Man. Dir. Douglas C. JOHNSTON.

Our sources say that Richard Anders traded a total of 1,013m³ during 1994 and dealt with the following 4 companies :- Mogno lumber - 476; Banach - 455; Semasa - 42; Forestry - 40 .

Of its 4 producing companies 47% is traded with Mogno Lumber and 45% with Bannach. Bannach has now gone out of business.

Richard Anders also trades mahogany with Ireland.

Had a constructive meeting on 1/2/95 in Norwich and he will check back on exact sourcing of his mahogany and will send more general background mahogany trade information for us.

His information about Bannach and Arara was :- the land was Bannachs and was then redemarcated as Indian land; Bannach appealed, there was then a further appeal by the Indians and it was agreed that the logging mill should not operate nor any logging activities until there was a federal decision of whose land it was. Bannach continue to uphold that they have the land title. Richard Anders does not have a formal agreement with Bannach and are not sole agents and Bannach have not offered any timber for sale for 6 months which indicates that they have none to offer.

He thought that Impar and Semasa were run by two cousins who split up and that Impar has simply gone now.

Sawn wood coming out of Para last year increased by 47% of which only 25% was mahogany. He thought that the biggest importer of hardwood from Para was France and that the biggest exporter of hardwoods from Para does not deal in mahogany at all - it is El Dorado and is run by a French corporation.

He felt there should be three types of forest - tribal forests for Indians and conserved as natural forests; productive forests for sustainable management and conversion forest for converting to plantations, agriculture and settlement.

His letter of 3/2/95 (Ref.8) stated that he has been promised the full details of location of logging activities, IBAMA reference numbers etc.etc and would either send this or could meet and discuss them.

He confirmed the accuracy of our export information and said that possibly 15% of our mahogany might come from ports other than Belém

He went to Brazil in the company of Simon Fineman from Timbmet and on his return both shared with me ideas for sustainable and FSC certified projects for mahogany from Brazil. This is confidential information.

CHARLES CRAIG LTD & ALAN THOMAS LTD.

Charles Craig Ltd.

Lakeland House, 10 Boughton, Chester, CH3 5AG.

Tel: 01244-345777. Fax: 01244-317736, 344380.

Chmn. A.C.CRAIG.
Man. Dir. J.A.GODWIN.
Fin. Dir. B.J.PAKENHAM.

Alan Thomas Ltd.

10th Floor, Wellington Buildings, The Strand, Liverpool,
Merseyside, L2 0PP.

Tel: 0151-2272287, Fax: 0151-2362165.

Chmn. G.W.THOMAS.
Man. Dir. M.A.BELL.
Fin. Dir. G.THOMAS.

Charles Craig Snr. said that Alan Thomas is a subsidiary of Craig Holdings and that the Directors are the same so for the purposes of this section I will put the figures together though the various tables have shown the figures separately.

Our sources say that Charles Craig and Alan Thomas traded a total of 696m³ to the UK and dealt with the following companies :- Semasa - 681 and Parawood -15.

They traded a total of 845 to Ireland and only dealt with Semasa.

Of its 2 producing companies almost 100% is traded with Semasa.

Craig Snr. says he was a logger in Ghana and has travelled extensively. He now operates out of 20 different countries. Whereas 1.5% of the value of total business of Craig is from Amazonia and of that only about 5% is mahogany probably 50% of Alan Thomas's (approx. 1,000m³) business is mahogany. He said Tim Lincoln is the Director of Alan Thomas which is entirely separately run. Craig deals with the smaller to medium sized companies in the UK. He deals mainly with Semasa - one of the oldest family businesses - 2nd and 3rd generation - and which is well respected and has its own concessions going back many years. He suggested a league system to differentiate Brazilian companies consisting of League 1 - companies willing to be certified; 2 engaged in good practice and with nothing against them, 3 those with a bad reputation. He declined to deal with Bannach years ago because of 'bad experiences'. Suggested that he try and arrange a meeting with the top players in the mahogany trade to enable me to get access to more and better information and to enable more co-operation rather than demonstrations. Am awaiting this after a delay due to his illness. (Ref.9)

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CHURCHILL AND SIM LTD.

St. James's House, 150 London Rd, East Grinstead,
West Sussex, RH19 1YD. With branches in Hull and Liverpool.
Tel: 01342-327244. Fax: 01342-314986.

Man.Dir. - P.M.GIESEN & T.R.HULTZER
Dirs. - G.BULKELEY & P.F.HAMMERSLEY.

Our sources say that Churchill traded a total of 114m³ during 1994 and only dealt with Blue Star.

Churchill also trades mahogany with Ireland.

Have no further information on them at present although they are in communication.

A.F. & D MACKAY LTD.

Telegraph House, 29/35 Moor Lane, Crosby, Liverpool, L23 2SF.
Tel: 0151-9242224 & 0151-9312642. Fax: 0151-9314956.

Chairman - W. H. BOULTON.
Man.Dir - M.W.BOULTON.
Fin. Dir.- A.M.CHARNOCK.

Our sources say that Churchill traded a total of 25m³ during 1994 and only dealt with Semasa.

Mackay also trades mahogany with Ireland and was supplied by Juary and C&C.

Ron Craig is funded by Mackay's as a self-employed agent for a number of Brazilian Exporters of mahogany (Ref.10) - recently Macasa (Mad. Acara S/A) and Blue Star. He has received offers on behalf of Juary regarding whom he has heard no adverse comment. I am awaiting further information from him.

FLATAU DICK & CO. LTD.

Downsview House, 141/3 Station Rd East, Oxted, Surrey, RH 8 0QE.
Tel: 01883-730707 Fax: 01883-717100. And at Liverpool.

Chairman - Mr. N.J.Roberts.
Dirs. - BCB HATFIELD,P & J RASMUSEN,RKM FOWELLS, RC HARVEY, JA DREW.

Our sources say that Flatau Dick traded a total of 26m³ during 1994 and only dealt with Semasa.

Mr. Roberts says that he is only involved in a minor way with Brazilian mahogany and that since 1992 his contracts with Brazilian suppliers total about 950m³ which includes all Brazilian species not just mahogany. (Ref.11)

As for other agents I have received 3 letters (Ref.12,13, &15) from Scanply and Ronnow which state they do not deal in mahogany from Brazil and from UCM saying they have not been involved for 2 1/2 years and as they are not listed as being active traders in either our or the AIMEX data I have left it at that for now. The letter from Lignum (Ref. 14) give the impression that they are still involved in the trade but I can find no trace of them in the official stats for 1994. There also seemed little point at present in following up Chevron, Hunt Brothers, NHG Timber Ltd or J & W McCall for the same reasons even though they have not answered any letters to date.

COMPANIES.

The Importers and Merchants (Table 10) can be divided between the big companies and all others. Some of the largest users and distributors of mahogany are not AIMEX/NHA signatories but are being monitored - for instance Meyer International - and are thus included below. But we need more information on non-signatories like Everest who used to import around 14,000m³ of mahogany. Help please!

I have dealt with Timbmet and Meyers first as our dialogue has been most extensive with them and then Lathams as being important. I have then summarised the information from any other signatory company I have been in contact with.

The combined effect of writing and speaking with the Timber Trade Federation, Agents and Importers over an intensive period of 9 months has meant they are all aware of the issues and all asking the Brazilian companies for the same information. It seems to be making a difference. Combined with the judicious use of direct action and the ongoing campaigns of all the major NGOs change may be evolving.

TIMBMET LTD.

POBox 39, Chawley Works, Cumnor Hill, Oxford, OX2 9PP.

Tel:- 0865-862223. Fax:- 0865-864367.

Chairman:- Dan KEMP.

Dirs:- R.M.KEMP; A.J.JAMES (Tony); B.L.BOOTH & S. FINEMAN (Simon).

TIMBMET NORTHERN LTD.

The Klondike, Chichester St, Rochdale, OL16 2AU.

Tel:- 0706-49436; Fax:- 0706-59706.

Environ. Coord:- Simon Fineman.

Timbmet was the scene of some very large yard occupations in 1992 and 1993. After a Hiroshima to Nagasaki womens vigil was called off in 1994 (Ref.15) to allow talks to proceed we have had numerous meetings, and telephone conversations with Simon. The first meeting was on 25/7/94 at the WEN offices. After intense lobbying Timbmet did agree to support the CITES listing although this broke ranks with other TTF members. They have also been co-operative in the joint sharing of information. This has been due to our promise to lay off the demonstrations while progress is being made on structural changes. It is also due to Simon Fineman's (son in law of owner Dan Kemp and future owner) own concern about the environment and human rights issues. Basically Simon has been asking for more time to institute a sound environmental policy at all levels and seems to be serious about this - no quick fixes.

Simon (and Douglas of Richard Anders) went to Brazil from 4th to 15th March 1995 and saw some of our NGO contacts. He admitted that he was going to see what his suppliers could do to reassure him about the sources, he realized that in 2 weeks he would be unlikely to do better with information gathering than the NGOs have already done and passed on to him. He thought they have done a good job in getting the information through. On his return he had several projects for certification and also new sustainably managed projects which must remain confidential for the time being. He is also in the process of making a written agreement with me to provide various information for us to check on his sources in return for no more demonstrations - the agreement would only be for 6 month periods at a time. They have contacted WWF about joining the post 1995 Club. Information sent so far is about Maginco's concession in Porto Seguro. He also said Peracchi and Maginco were working it together. See Blumsum entry below for more information on this concession.

MEYER INTERNATIONAL PLC.

Aldwych House, 81 Aldwych, London, WC2B 4HQ.

Tel:- 0171-400-8888. Fax:- 0171-400-8700. Meyer own the Jewson chain of

stores which are all

round the country.

Managing Dir. :- John Dobby.

Buying Director:- Douglas Hillas.

Co.Sec:- Amanda Burton.

Manchester (hardwoods expert):- David Musgrove.

An occupation of the foyer of Meyer International at their previous location at Villiers House on 17/8/94 led to a brief meeting with Douglas and Amanda where we handed in a letter (Ref.16). Had a proper meeting on 9/9/94 at Villiers House. Meyer mentioned tagging in Cameroon but pleaded cost in the case of Brazil. They have given donations to mainly academic research on sustainable timber management. Meyer is now trading with Scandinavia, Latvia and Russia (Russia is becoming more and more important). Meyer committed themselves to following the chain of custody right through and are interested in the development of verification procedures. As part of the CRISP-O week of actions in November 1994 Jewson stores were targeted.

A meeting at the new offices on 15/12/95 included a brief outline of Angie's trip to Brazil, giving them a copy of her report and an agreement not to demonstrate until 31st March 1995. With our help Amanda and David visited various NGOs and an Indian Reserve on their trip to Brazil for 2 weeks in February. Our reports back from that meeting were quite different from their own report back and we are at present working on the outcome of the trip. They have insisted on getting some sourcing information which we hope to get copies of quite soon and they are also organising a meeting through the Brazilian Ambassador for a joint group of NGOs and Timber companies to talk to IBAMA shortly. They have contacted WWF about joining the post 1995 Club. They have also exerted some pressure on the TTF to tighten up the AIMEX Accord which is being re-drafted (Ref.21) at the moment and will include the rectification of some of the more obvious flaws. For instance NHA signatories will only trade with AIMEX signatories.

JAMES LATHAM PLC.

Leeside Wharf, Mount Pleasant Hill, Clapton, London E5 9NG.

Tel:- 0181-806-3333. Fax:- 0181-806-7249.

Grp. Ex. Chmn. C.G.A.LATHAM.

Grp. Mkt. Dir. David R. LATHAM.

Lathams describe themselves as a medium sized company and although the actual quantity of mahogany may be quantitatively lower than Meyers it is a much greater % turnover for Lathams. Their main competitors are Timbmet. They use most of the agents but he specifically mentioned EAC and Nordisk.

He felt it was a pity that AIMEX was not tougher. He said although he smiled a lot he had heard our concerns properly. He had been invited to go to Brazil with Simon and Douglas but was too busy but would meet with them and share their information. Several CRISP-O demonstrations have taken place at their Oxford branch.

C. BLUMSOM LTD. - Geoff Woodcock says he **uses DBY and Maginco**, was considering joining the WWF 1995+ Club and **stocked SCS Certified Californian Collins Pine**. He also said that Everest used to be the biggest buyers of mahogany. **They deal in around 200m3 of mahogany per year** and sell in very small amounts. A large sale would be around 35m3. If refused to deal in mahogany then they might lose 20% of their business and perhaps 3 people would lose jobs - because people buy in mixed species including mahogany and expect to get all the species from one supplier. He sells mahogany around £900 per cubic metre and reckons that the more valuable and better grades come to the UK.

JOHN BODDY TIMBER LTD. - F.S.Boddy felt that a joint TTF initiative was necessary and said that **Brazilian mahogany represented only 1.95% of their total volume in sales, with Brazilian cedar being 1.91%.**

CLARKS WOOD CO.LTD. & Y.GOLDBERG & SONS LTD - Geoff Osborne wrote saying that their sister company is Y.Goldberg and Sons Ltd and that together with them they import approx 40m³ of Brazilian mahogany per month in total. Although they have changed suppliers over the years their preference has been to **Maginco and Peracchi**. He accepted that mistakes have occurred in the past. The **volume of 480m³ was not exceeded in 1994 for their group and looks like a realistic target for 1995**. Talks of Maginco furnishing him with sufficient information to assist in obtaining third party verification through the use of actual map references

FITCHETT & WOOLACOTT LTD. - TJ Kehoe replied at length saying he visits logging operations and timber yards that supply him but I have not got any detailed information from him yet that can verify that his sources are truly sustainable.

JOSEPH GARDNER & SONS LTD. - Ron Taylor said that their total imports of mahogany in the **last 8 months (upto March 1995) had only been about 300m³** and had all come from AIMEX signatories, expressed concern about the situation, said he was in contact with Simon from Timbmet and asked to receive further information on this very concerning issue.

ROGER HAYDOCK & CO. LTD. - R.D.Haydock states that Brazilian mahogany is a relatively insignificant part of the business and is in decline.

ILLINGWORTH, INGHAM (MANCHESTER) LTD. - R. Graveley said they were **concerned that illegal logging takes place** and insist on their supplies conforming with the AIMEX Accord and Brazilian regulations. Is being pressed to get more precise sourcing information.

ROBERT KEYS & CO. LTD. - David Burke replied saying the company **had not imported mahogany from Brazil for over 20 years and had not traded in it for at least 5 years** and had no intention of doing either in the future.

ARNOLD LAVER & CO.LTD. - D.Johnson replied saying that Brazilian mahogany purchases are a **fraction of 1% of all their purchases**. He enclosed a copy of his firm's environmental purchasing policy for hardwoods (Ref.18).

VINCENT MURPHY & CO. LTD. - Neil Dixon says **that mahogany is about 3% of their imports**.

PATERSON TIMBER LTD. - Russell Paterson admitted that his firm does buy and stock mahogany

SYDNEY PRIDAY & SNEWIN LTD. - JC Priday answered saying all shipments were accompanied by the correct documentation and that mahogany was not a substantial part of their business.

GEORGE SYKES LTD. - Richard Sykes replied saying they would review their position if they were acting illegally, were concerned with the environment and wanted more information.

HENRY VENABLES HARDWOODS LTD. - Geoffrey L Venables replied saying that they **do not import Brazilian mahogany** as the company's business is in British and European Hardwoods.

JAMES WEBSTER AND BRO.LTD. - R.S.Webster is in communication and says that they have **no contracts on their books and have not purchased any for more than 6 months**. The very small quantity they still have in stock was imported from **Semasa**. When asked for more precise information they sent back copies of two certificates (Ref.17) - we are awaiting more details.

WILLIAMSON & KAY LTD. - R.J.Collins purchases only from AIMEX suppliers.

TIMBER TRADES FEDERATION.

NGOs have continuously written to the TTF to try to get them to control the trade in mahogany and ensure that illegal supplies do not enter the UK. Their response has been slow, evasive, defensive and not in the long-term interests of the trade.

Recent information from David Norman of M & N Norman shows that the TTF and its members were given access to information on the illegality of the trade by one of its own members as long ago as October 1992. At that time David Norman was still a member of the TTF and his report stated that one supplier "admitted to us that 50% of their mahogany was coming from B.... in Redencao who were logging in the Gorotire Reserves." He summed up by saying "I would estimate that at least 50% of all mahogany is currently coming out of Indian Reservations". Norman warned his Federation that the AIMEX Accord (Ref. 20) was flawed because it was not supported by FUNAI or IBAMA nor was it independently verified. On 6th September 1993 M & N Norman resigned from the Federation giving as the reason the Federation's decision to promote this scheme which he saw as detrimental to its members interests.

After several demonstrations and pressure on various major TTF members three women were allowed to talk to the NHA (National Hardwoods Association) of the TTF about their appalling record on the problems associated with the illegal and unsustainable trade in Brazilian mahogany. This was followed by several other meetings and the summary of the last one was printed in an Open Letter (Ref.21) that was sent to major members of the TTF and eventually to all signatories of the AIMEX Accord.

Continual pressure by NGOs is beginning to yield some results. The AIMEX Accord is being rewritten and there is a draft around which will hopefully be tightened up shortly. (Ref. 21) The TTF are at present engaged in another round of visits with the AIMEX signatories and messages are going out that independent chain of custody is required to keep the NGOs quiet and independent certification of sustainable management as soon as possible. A copy of their latest letter (Ref. 23) says they will meet with us on their return from Brazil.

INFORMATION AND ACTION NOW REQUIRED.

Given that information is power, we need to have more information on :-

1. The linkages between the Brazilian companies so that we can show how mahogany felled by a small company or individual logger ends up with specific companies supplying the UK market.
2. The full names and nicknames of the Directors and managers of the Brazilian companies supplying the UK market.
3. Any information (including press reports) of any illegal logging going on from the period January 1994 onwards.
4. The exact sourcing of the mahogany exported by the Brazilian companies supplying the UK market. The information they are supplying to the TTF and agents and companies here in the UK must be checked out by NGOs in Brazil. For instance the specific sourcing information contained in references 1, 3, 17 and 24.
5. Details of other timbers exported from Belem that are also illegally logged and unsustainably managed.

We should encourage and support Brazilian NGOs to engage in protracted and patient pressure and negotiation with the Brazilian companies trying to find a constructive way forward to legal and sustainable trade. To do this we need to know which NGOs are willing to work in this way. We also need more feedback from them on what they wish us to do here. and if they require any further information from us.

REFERENCES AND TABLES.

TABLE 1 - Relacio das Empresas que Exportam Mogno - Estado do Para, Janeiro/Dezembro 1994.

TABLE 2 - Annual Comparison of Figures from Aimex and NGO sources for 1994.

TABLE 3 - AIMEX members who have signed Declaration 10/1/95.

TABLES 4 - Exporting companies to UK market in 1994 in order of magnitude using NGO figures.

TABLE 5 - UK agents handling sawn mahogany in 1994.

TABLE 6 - Agents trading relationships to UK in 1994.

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TABLE 8 - Suppliers of mahogany to main companies in Para.

TABLE 9 - Agents/International Division Signatories of the NHA/AIMEX Accord in Alphabetical Order.

TABLE 10 - Importers/Merchants Signatories of the NHA/AIMEX Accord in Alphabetical Order.

TABLE 11 - Exports of the lumber in period 1/1/94 to 31/12/94 in cubic metres.

REF. 1 - Letter from EAC of 21/2/95.

REF. 2 - Letter from DBY of 22/2/95.

REF. 3 - Letter from DBY of 1/3/95.

REF. 4 - Projeto de Reflorestamento.

REF. 5 - Letter from Nordisk of 21/3/95.

REF. 6 - Legal letter from Bindmans sent out to firms between October '94 and January '95.

REF. 7 - TTJ article giving trade perspective on CRISP-O mahogany campaign.

REF. 8 - Letter from Richard Anders of 3/2/95.

REF. 9 - Letter from Charles Craig of 1/6/95.

REF. 10 - Letter from Mackay of 26/4/95.

REF. 11 - Letter from Flatau Dick of 31/3/95.

REF. 12 - Letter from Scanply of 26/4/95.

REF. 13 - Letter from Ronnow of 1/3/95.

REF. 14 - Letter from Lignum of 23/3/95.

REF. 15 - Letter to Timbmet of 20/7/94.

REF. 16 - Letter to Meyer of 17/8/94.

REF. 17 - Copies of 2 Semasa certificates from James Webster enclosed in letter of 7/4/95.

REF. 18 - Copy of Arnold Laver's environmental policy.

REF. 19 - Lawsuits proposed by the NDI against loggers.

REF. 20 - AIMEX Accord.

REF. 21 - Open Letter to the TTF of 24/1/95.

REF. 22 - Draft new AIMEX Accord.

REF. 23 - Letter from TTF of 13/6/95.

REF. 24 - IBAMA documents relating to Maginco's Faz. Porto Seguro and Simeao Madeiras Ltda's Faz. Potiguar.

RELACÃO DAS EMPRESAS QUE EXPORTAM MOGNO - ESTADO DO PABA

Serra Maragogem TABLET

JANEIRO/DEZEMBRO

1994

EMPRESAS	ECUSA	CARIB	GULF	N. EUR	U.K.	INELA	S. AFR	JAPAN	DANIS	MEXICO	I. CAN	NETIT	H. SPA	TOTAL M/3
1 - EXPORTADORA PERACHI LTDA	8.449	2.171	613	1.316	4.246	681	39	51	-	-	495	32	772	10.865
2 - SEMASA-SEBERRARIA MARAJÓARA	4.366	617	130	448	2.351	2.855	-	-	37	-	-	-	-	9.996
3 - MADEIREIRA JUARY S/A	4.481	556	25	772	2.388	34	-	-	86	-	153	-	-	8.495
4 - MADEIREIRA ARAGUAIA S/A	1.571	1.125	535	246	2.424	304	-	-	-	-	20	15	-	6.740
5 - C. & C. COMERCIO EXP. IMP.	2.453	-	-	-	172	55	-	-	-	-	-	-	178	2.858
6 - MADEIREIRA INB. COM. EXP. LTDA	1.913	146	-	-	321	30	-	-	-	-	-	-	90	2.500
7 - MACASA MADEIRAS ACARA	632	219	148	73	674	482	-	-	-	-	-	88	-	2.300
8 - MAD. UNIVERSAL INB. COM. EXP.	1.484	27	-	-	483	90	-	-	-	-	-	-	146	2.230
9 - CEB AZUL MAD. REFLORESTAM.	1.455	-	-	-	623	43	-	-	-	-	-	-	-	2.121
10 - INB. E COM. MINHAMO LTDA	709	25	-	266	724	88	-	-	13	-	-	-	-	1.817
11 - MOGNOLUMBER INB. COM.	986	273	45	16	497	-	-	-	-	-	-	-	-	1.796
12 - PARAWOOD COM. E MAD.	685	-	-	19	726	67	-	-	-	-	-	-	-	1.497
13 - FLORESTY MADEIRAS LTDA	538	-	-	-	618	148	-	-	-	-	-	-	-	1.304
14 - MADEIREIRA BANWACH LTDA	348	-	-	43	670	76	-	-	-	-	14	-	52	1.195
15 - NORBISK TIMBER LTDA	349	-	-	163	373	45	-	-	182	-	45	-	25	1.182
16 - IPANA INB. PARAENSE	211	-	-	-	519	129	-	-	-	-	-	-	-	859
17 - INB. MAD. PAU D'ARCO LTDA	167	-	-	98	156	259	-	-	-	-	-	-	331	680
18 - INASA INB. MADEIREIRA LTDA	274	-	-	-	56	-	-	-	-	-	33	61	-	661
19 - BLUE STAR EXP. LTDA	174	-	-	93	291	-	-	-	-	189	-	-	-	652
20 - CEMEX COMERCIAL MAD. EXP.	61	-	35	65	272	16	-	-	-	-	-	-	-	638
21 - IMPAR MAD. PARAENSE AGROP.	336	-	-	-	146	3	-	-	-	-	-	-	80	485
22 - WUGESA EXP. E IMP. LTDA	59	-	-	-	125	71	-	-	-	-	-	-	-	335
23 - EUBAM-MADEIRAS EXP. E IMP.	-	266	-	-	-	-	-	-	-	-	-	-	-	266
24 - FONTE MAT. CONST. LTDA	38	-	-	-	119	72	-	-	-	-	-	-	-	229
25 - PROCEX-INB. E COM. EXTERIOR	199	-	-	-	15	-	-	-	-	116	-	-	-	214
26 - UNIVERSAL COM. INB. & EXP.	-	-	-	-	-	-	-	-	-	-	-	-	-	116
27 - ROBINSON LUMBER COMPANY.	-	-	-	92	-	-	-	-	-	-	-	-	-	92
28 - ELBORADO EXPORTAÇÃO E SER.	-	60	-	-	-	-	-	-	-	-	-	-	50	60
29 - COMOBITY S/A INP. E EXP.	-	-	-	-	-	-	-	-	-	22	-	-	-	50
30 - G.B. CARAJAS INB. COM. E EXP.	25	-	-	-	-	-	-	-	-	-	-	-	-	47
31 - MADEPA - COM. EXP. DE MADEIR	-	-	-	35	-	-	-	-	-	-	-	-	-	35
32 - MARA TIMBERS DO BRASIL EXP	-	33	-	-	-	-	-	-	-	-	-	-	-	33
33 - MASUL INB. COM. E EXP.	-	-	-	7	5	-	-	-	-	-	-	-	-	12
TOTALS - M/3	31.875	5.518	1.623	3.652	18.994	5.240	39	51	318	327	768	188	1.783	78.365

Table 2
Annual Comparison of Figures from AIMEX and NGO Sources for 1994

Exporting Company	UK		Ireland		Total UK & Ireland		Difference		
	AIMEX	NGO	AIMEX	NGO	AIMEX	NGO	UK	Ireland	Total
Bannach	670	475	76	35	746	510	+195	+41	+236
Blue Star	291	298	-	-	291	298	-7	-	-7
C&C	172	103	55	55	227	158	+69	0	+69
Cemex	272	-	16	17	288	17	+272	-1	+271
Ceu Azul	623	661	43	37	666	698	-38	+6	-32
Fonte	119	120	72	-	191	120	-1	+72	+71
Forestry	618	426	148	67	766	493	+192	+81	+273
Imasa	56	57	-	-	56	57	-1	-	-1
Impar	146	205	3	-	149	205	-59	+3	-56
Ipama	519	547	129	49	648	596	-28	+80	+52
Juary	2,388	2,161	34	34	2,422	2,195	+227	0	+227
Macasa	674	799	482	398	1,156	1,197	-125	+84	-41
Maginco (Mad Araguaia)	2,424	2,941	804	1,388	3,228	4,329	-517	-584	-1,101
Madestelo	321	197	30	30	351	227	+124	0	+124
Masul	5	-	-	-	5	-	+5	-	+5
Minuano	724	697	80	157	804	854	+27	-77	-50
Mogno Lumber	497	612	-	-	497	612	-115	0	-115
Nordisk	373	500	45	60	418	560	-127	-15	-142
Nugesa	125	113	71	30	196	143	+12	+41	+53
Parawood	726	386	67	-	793	386	+340	+67	+407
Pau D' Arco	156	156	259	199	415	355	0	+60	+60
Peracchi	4,246	4,570	681	765	4,927	5,335	-324	-84	-408
Procex	15	15	-	-	15	15	0	-	0
Semasa	2,351	2,509	2,055	1,856	4,406	4,365	-158	+199	+41
Universal	483	328	90	-	573	328	+155	+90	+245
TOTALS	18,994	18,876	5,240	5,177	24,234	24,053	+118	+63	+181

Note : All figures in cubic metres.

TABLE 3

AIMEX MEMBERS WHO SIGNED THE DECLARATION AS AT 10/1/95 IN ALPHABETICAL ORDER.

BLUE STAR
 CEMEX-COMERCIAL MADEIRAS EXPORTADORA S/A
 CEU AZUL-MADEIRAS E REFLORESTAMENTO LTDA
 EXPORTADORA PERACCHI LTDA
 FORESTRY MADEIRAS LTDA
 G.D.CARAJAS IND.E COM.DE MADEIRAS LTDA
 IMASA-INDUSTRIA MADEIREIRA SANTANA LTDA
 IMPAR-IND.MAD.PARAENSE E AGROPECUARIA LTDA
 INDUSTRIAL E COMERCIAL MINUANO LTDA
 INDUSTRIA MADEIREIRA CUMARU LTDA
 INDUSTRIA MADEIREIRA PAU D'ARCO LTDA
 IPAMA-INDUSTRIA PARAENSE DE MADEIRAS LTDA
 MACASA-MADEIRAS ACARA S/A
 MADEIREIRA BANNACH LTDA
 MADEIREIRA CAMPOS ALTOS LTDA
 MADEIREIRA JUARY LTDA
 MAGINCO-MADEIREIRA ARAGUAIA S/A
 MASUL-IND.COM.E EXP.DE MADEIRAS LTDA
 MOGNOLUMBER IND.E COM. DE MADEIRAS LTDA
 NORDISK TIMBER LTDA
 NUGESA-EXPORTADORA E IMPORTADORA LTDA
 PAMPA MADEIREIRA LTDA
 PARAWOOD-COM.E IND.DE MADEIRAS LTDA
 PORTO DE MOZ LTDA
 PROCEX COMERCIO EXTERIOR LTDA
 ROBCO MADEIRAS LTDA
 SERRARIA MARAJOARA IND.COM.E EXP.LTDA (also known as SEMASA)

Table 4 Exporting Companies to UK Market in 1994 in Order of Magnitude Using NGO Figures

Rank	Exporting Company	Cubic Metres Exported to UK	Percentage of UK Market
1	Peracchi	4.570	24.2
2	Maginco (Mad Araguaia)	2.941	15.6
3	Semasa	2.509	13.3
4	Juary	2.161	11.4
5	Macasa	799	4.2
6	Minuano	697	3.7
7	Ceu Azul	661	3.5
8	Mogno Lumber	612	3.2
9	Ipama	547	2.9
10	Nordisk	500	2.7
11	Bannach	475	2.6
12	Forestry	426	2.3
13	Parawood	386	2
14	Universal	328	1.7
15	Blue Star	298	1.6
16	Impar	205	1.1
17	Madestelo	197	1
18	Pau D' Arco	156	0.8
19	Fonte	120	0.6
20	Nugesa	113	0.6
21	C&C	103	0.5
22	Imasa	57	0.3
23	Procex	15	0.1
24	Cemex	0	0
25	Masul	0	0

Notes .

1. 24% of UK Mahogany came from 1 company - Peracchi.
2. 64.5% of UK Mahogany came from 4 companies - Peracchi.
Maginco.
Semasa.
Juary.
3. Semasa is also known as Serraria Marajoara Ind Com. E. Exp. Ltda.

Table 5

UK Agents Handling Sawn Mahogany in 1994

Agent	Cubic Metres Imported to UK	Percentage of UK Market
EAC	5,041	27
Tradelink	4,468	24
DBY	3,841	20
Nordisk	3,597	19
Richard Anders	1,013	5
Thomas	681	4
Churchill	114	0.6
Robinson Lumber	55	0.3
Dick	26	0.1
Mackay	25	0.1
Craig	15	0.08
Total Imported	18,876	

Notes :

- 90% of the trade is handled by just 4 companies - EAC.
Tradelink.
DBY.
Nordisk.
- Alan Thomas is a subsidiary of Craig Holdings. The Directors are the same. Craig deals mainly with Ireland and Thomas with the UK.

Table 6
UK Agents Trading Relationships in 1994

Agent	Rank	Exporting Company	Cubic Metres Traded	Percentage of Trade
EAC Total Traded 5,041 <i>Also supplies Spain, Ireland, the Netherlands, and the Caribbean.</i>	1	Peracchi	4,522	90
	2	Juary	219	
	3	Semasa	151	
	4	Mogno Lumber	58	
	5	Minuano	51	
	6	Bannach	20	
	7	Parawood	20	
Tradelink Total Traded 4,468 <i>Also supplies Ireland and the USA</i>	1	Juary	1,842	41
	2	Semasa	1,234	28
	3	Macasa	379	
	4	Universal	328	
	5	Minuano	280	
	6	Madestelo	197	
	7	C&C	72	
	8	Impar	23	
	9	Ipama	13	
DBY Total Traded 3,841 <i>Also supplies Spain, Germany, Ireland and the Netherlands.</i>	1	Maginco	2,941	77
	2	Semasa	375	
	3	Blue Star	159	
	4	Pan D' Arco	156	
	5	Macasa	130	
	6	Minuano	35	
	7	Impar	30	
	8	Procex	15	
Nordisk Total Traded 3,597 <i>Also supplies USA, the Caribbean, Spain, Denmark, France, the Netherlands and Ireland.</i>	1	Ceu Azul	661	19
	2	Ipama	534	15
	3	Nordisk	500	14
	4	Forestry	371	10
	5	Parawood	351	
	6	Minuano	331	
	7	Macasa	290	
	8	Impar	152	
	9	Nugesas	113	
	10	Fonte	80	
	11	Mogno Lumber	78	
	12	Imasa	57	
	13	Peracchi	48	
	14	C&C	31	
Richard Anders Total Traded 1,013 <i>Also supplies Ireland</i>	1	Mogno Lumber	476	47
	2	Bannach	455	45
	3	Semasa	42	
	4	Forestry	40	

Table 7

Agents Trading Figures for 1994

Agent	Total UK & Ireland		UK		Ireland	
	Rank	Cubic Metres	Rank	Cubic Metres	Rank	Cubic Metres
DBY	1	6.382	3	3.841	1	2.541
EAC	2	5.896	1	5.041	2	855
Tradelink	3	4.888	2	4.468	4	420
Nordisk	4	3.983	4	3.597	5	386
Richard Anders	5	1.024	5	1.013	9	11
Craig	6	783	11	15	3	768
Thomas	7	758	6	681	7	77
Churchill	8	144	7	114	8	30
Mackay	9	114	10	25	6	89
Robinson Lumber	10	55	8	55	-	0
Dick	11	26	9	26	-	0
TOTALS		24.053		18.876		5.177

Note : Craig & Thomas have the same directors. Thomas is a subsidiary of Craig Holdings. The total trade for Craig/Thomas combined outranks Richard Anders in UK and Ireland.

TABLE 8

SUPPLIERS OF MAHOGANY TO MAIN COMPANIES IN PARA

C&C

Supplied by:-

C&C (Tucuma/PA)

Madeira Ferreira (Redencao/PA)

J.A.Quijada & Cia Ltda (Redencao/PA)

M.F.P. da Silva (Maraba/PA)

Eldorado Com.Ind.de Representacao Ltda (Redencao/PA)

DE DEA Ind.Com. & Pecuaria Ltda (Itupiranga/PA)

Madeira Leo Ltda (Redencao/PA)

IMPAR IND.MAD.PARAENSE E AGRO-PECUARIA LTDA

Supplied by:-

Impar (Altamira/PA)

Impar (Tucuma/PA)

Madeval ind. e Com. de Madeira Ltda (espigao do Oeste/RO)

Antonio Balbinot (Espigao do Oeste/RO)

K & S Ind. e Com. de Madeiras Ltda (Espigao do Oeste/RO)

JUARY

Supplied by:-

Madeira Santo Antonio - M. Gincalves Filho (Redencao/PA)

N.S.A. Ind.Com.N.S.Aparecida (Tucuma/PA)

J.A.Quijada & Cia Ltda (Tucuma/PA).

MACASA - MADEIRAS ACARA S/A

Supplied by:-

Madesul - Vaz & Gonzaga Ltda (Parauapebas/PA)

Madeira Sete Quedas Ltda (Tucuruí/PA)

Ind. e Com. de Madeiras Paese Ltda (Itupiranga/PA)

Rio Pacaja Ind. e Com. de Mad. Ltda (Altamira/PA)

Rubens Francisco Miranda da Silva (Curionopolis/PA)

MAGINCO

Supplied by:-

Maginco filial Sao Felix do Xingu (Sao Felix do Xingu/PA)

Maginco filial Rio Maria (Rio Maria/PA)

Maginco filial Belem (Belem/PA)

Madeira Ghidetti Ltda (Belem/PA)

Cimavan com.e ind. de Madeireiras (Maraba/PA)

Madeira Maraba - J M S ind. Com.(Maraba/PA)

Tozetti Ind. Com. e Exportacao Ltda (Pacaja/PA)

Serraria Agrinazi Ltda (Maraba/PA)

Madecil - Mad. da Amazonia Com. Ind. Ltda (Maraba/PA)

Avimal - Avancini Madeiras Ltda (Itupiranga/PA).

MINUANO

Supplied by:-

Minuano (Redencao/PA)

Eldorado Com.Ind.Mad. e Rep. Ltda (Redencao/PA)

TABLE 9

AGENTS/INTERNATIONAL DIVISION
SIGNATORIES OF NHA/AIMEX ACCORD IN ALPHABETICAL ORDER

*AF & D MACKAY LTD.
 *ALAN THOMAS LTD.
 CARL RONNOW (UK) LTD.
 *CHARLES CRAIG LTD.
 CHEVRON TIMBER.
 *CHURCHILL AND SIM LTD.
 *DBY-L LTD.
 *DBY-L MENZIES LTD.
 *EAST ASIATIC TIMBER LTD.
 *FLATAU DICK & CO. LTD.
 HUNT BROTHERS AND CO. LTD.
 J & W McCALL SUPPLIES (NI) LTD.
 LIGNUM INTERNATIONAL HARDWOODS LTD.
 NHG TIMBER LTD.
 *NORDISK LTD.
 *RICHARD ANDERS UK LTD.
 SCANPLY INTERNATIONAL WOOD PRODUCTS LTD.
 * TRADELINK WOOD PRODUCTS LTD.
 UCM TIMBER PLC.

There are 19 signatories only 11 of whom actually still have anything to do with the mahogany trade. These are asterisked. Robinson Lumber is the only agent who supplies the British market but does not appear as an AIMEX signatory.

TABLE 10

IMPORTERS/MERCHANTS
SIGNATORIES OF NHA/AIMEX ACCORD IN ALPHABETICAL ORDER.

ARNOLD LAVER & CO LTD
 BROOKS BROS (DANBURY) LTD
 BROOKS BROS (MALDON) LTD
 C BLUMSOM LTD
 CHETHAM TIMBER CO
 CLARK'S WOOD CO LTD
 D.KANTOR LTD
 D W BEATTIE & CO LTD
 EDMUND ROBSON & CO LTD
 E O BURTON & CO LTD
 GEORGE SYKES
 F H THOMPSON-BLAYDON
 FITCHETT & WOOLLACOTT LTD
 GILMOUR & AITKEN LTD
 HENRY VENABLES HARDWOODS LTD
 IJK TIMBER GROUP LTD - TA IRVINE SELLARS/JWJACOB TIMBER
 ILLINGWORTH INGHAM (MANCHESTER) LTD
 INTERNATIONAL TIMBER (formerly John Ashworth)
 J F GOODWILLIE LTD
 JAMES LATHAM PLC
 JOHN BODDY TIMBER LTD
 JOSEPH GARDNER & SONS LTD
 J P CORRY & CO LTD
 J & W McCALL SUPPLIES (N.I.) LTD
 JAMES WEBSTER LTD
 JOSEPH THOMPSON & CO LTD
 M & J REUBEN LTD
 MORGAN & CO (STROOD) LTD
 MOSS & CO (HAMMERSMITH) LTD
 RAAB KARCHER TIMBER
 ROBERT COX WATSON TODD LTD
 ROBERT KEYS & CO LTD
 ROBERT PATERSON & CO (TIMBER)
 ROGER HAYDOCK & CO LTD
 SMEE TIMBER LTD
 SYDNEY PRIDAY & SNEWIN LTD
 TIMBMET LTD
 VINCENT MURPHY & CO LTD
 WILLIAMSON & KAY LTD
 Y GOLDBERG & SONS

EXPORTS OF THE LUMBER IN THE PERIOD OF 01/01/94 TO 31/12/94 - IN CBMS

LUMBER	ICUSA	CARIB	N.AFR	MEDIT	CANAD	GULF	MEXIC	N.EUR	U.K.	IRELA	JAPAN	FAR E	N.SPA	PORTU	DANIS	S.AFR	I.CAN	LEBAN	CHINA	A.SAU	VENEZ	CALIF	TAINA	PHIL	THAIL	ARGEN	S.KOR	TOTAL	
TAUARI	22	65	0	16828	0	2	0	51495	1374	19	1737	0	60	148	0	0	36	2	0	0	0	0	0	0	0	0	0	0	0
CORUPIXA	64	63	0	10769	30	0	0	59709	125	212	414	0	50	56	0	0	81	0	0	0	0	0	0	876	0	0	0	72664	
MANOCANY	31875	5518	0	188	0	1623	327	3652	18994	5240	51	0	1783	0	318	39	760	0	0	0	0	0	0	176	0	0	0	71749	
JATIBA	2335	10609	99	1294	21	1218	4	3445	0	31	30	0	20816	9715	194	0	0	0	0	0	0	0	0	0	0	0	0	70368	
CEDRO	1734	4973	0	828	0	429	8485	1743	12508	1360	0	0	1412	0	20	0	225	18	0	47	130	20	67	987	0	0	0	51015	
QUARUBA	1029	99	0	591	0	64	106	3804	35	0	0	0	987	159	0	172	0	0	0	0	0	0	0	737	0	115	0	34634	
VIROLA	11768	0	0	741	66	3446	0	535	1375	64	2029	0	146	0	0	353	0	0	0	0	0	0	0	22873	572	0	0	30491	
TATAJUBA	138	39	461	4237	0	1449	0	7810	780	39	0	0	5253	2288	89	0	125	0	0	0	0	0	0	164	0	948	0	21635	
ANDIROBA	3810	276	0	755	0	313	2424	746	295	0	38	0	2076	2052	0	1088	0	0	0	0	0	0	0	15	0	0	0	20723	
QUARUBA CEDRO	241	523	361	1316	0	0	2204	1769	6	0	0	0	362	23	0	90	0	0	0	0	0	147	0	0	8152	25	0	341	19009
ANGELIM VERNELHO	497	7702	105	246	0	84	0	7377	0	0	25	0	0	157	0	0	0	0	0	0	0	0	0	642	748	0	0	17583	
MANDIOQUEIRA	153	1380	0	101	0	4	0	2262	252	0	0	0	20	35	0	0	0	0	0	0	0	0	0	9988	239	0	279	14713	
CEDRANA	1049	0	104	464	0	0	232	4775	516	0	0	0	0	0	0	1427	0	2	0	4553	0	0	0	400	0	0	0	13522	
PAN AMARELO	26	89	10	449	18	0	0	12288	0	0	0	0	0	25	0	0	6	0	0	0	0	0	0	0	0	0	0	12911	
MASSARANDUBA	98	15	0	10	0	19	0	9087	24	0	2	0	0	479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QUARUBARANA	229	0	0	8	0	34	0	941	0	0	0	0	791	28	0	0	0	0	0	0	0	0	0	1219	1790	0	0	12743	
PARA PARA	2917	0	0	14	1149	5268	0	2	47	0	0	0	0	0	0	201	0	0	0	0	0	0	0	10368	0	0	0	12399	
CUMARU	104	62	0	434	0	0	0	334	0	0	0	0	135	7400	280	0	0	0	0	0	0	0	0	118	108	0	125	9949	
LOURO VERNELHO	287	118	0	683	0	12	167	2294	0	0	0	0	951	1308	0	0	0	0	0	0	0	0	0	0	0	0	0	8749	
MARUPA	2787	0	0	1620	0	1755	0	484	6	0	0	0	13	0	0	0	0	2	0	0	0	0	0	973	0	0	0	6795	
IPE	3214	296	0	448	0	75	0	1301	0	0	396	0	313	143	1	0	0	0	0	0	0	0	0	0	0	0	0	6665	
ANGELIM PEDRA	117	146	0	12	0	0	0	3803	0	0	0	0	300	81	0	0	15	2	0	47	0	98	8	276	18	0	0	6634	
SUCUPIRA	106	89	0	171	0	0	0	60	49	0	0	0	584	1983	0	0	0	0	0	0	30	0	0	357	0	0	0	4863	
PIQUIA	0	0	0	380	0	397	0	838	9	0	0	0	0	0	0	0	0	0	0	0	0	0	0	448	0	0	123	3613	
CAMBARA	0	0	0	229	0	3	0	1399	83	0	0	0	1223	179	15	0	0	0	0	0	0	0	0	1283	659	0	0	3566	
CUPIUBA	0	0	0	45	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	3131	
MUNGUBA	845	0	0	0	0	0	0	74	22	0	0	0	0	0	0	1043	0	0	0	0	0	0	0	2441	409	0	0	2895	
FAYEIRA	0	0	0	724	0	0	0	236	0	0	79	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	750	2734	
IACBI	0	684	0	0	0	0	0	0	0	0	0	0	0	8	0	0	0	0	0	0	0	0	1347	67	0	0	0	2453	
JARANA	0	0	0	0	0	0	0	746	72	0	0	0	0	0	0	0	0	0	0	0	0	0	1018	0	0	0	0	1730	
CIANZEIRA	0	0	0	0	404	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	602	178	0	0	1598	
PAU-RODO	301	186	0	51	0	557	0	191	0	0	6	0	0	11	0	0	0	2	0	0	0	0	0	975	0	0	0	1379	
																												1305	

EXPORTS OF THE LUMBER IN THE PERIOD OF 01/01/94 TO 31/12/94 - IN CBMs

LUMBER	ECUSA	CARIB	N.AFR	MEDIT	CANAD	GULF	MEXIC	N.EUR	U.K.	IRELA	JAPAN	FAR E	N.SPA	PORTU	DANIS	S.AFR	I.CAN	LEBAN	CHINA	A.SAU	VENEZ	CALIF	TAINA	PHILI	TWAIL	ARGEN	S.KOR	TOTAL	
FREIJÓ	1	0	0	847	0	38	0	109	27	0	0	0	0	0	57	0	0	0	0	0	0	0	0	0	0	0	0	1079	
ATIURANA	0	0	0	0	0	0	0	9	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1049	0	0	0	1058	
VARIOUS ESPECIES	0	0	0	0	0	0	0	0	0	0	0	0	224	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1052	
GOIABAO	0	32	0	140	0	0	0	32	0	7	0	40	137	404	0	0	0	0	0	0	0	0	0	99	0	0	0	891	
LOURD TANAGUARE	0	0	0	87	0	0	0	0	101	0	0	0	75	1	0	0	0	0	0	0	0	0	0	0	0	0	0	883	
FAYA	507	0	0	1	0	0	0	172	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	880	
CEREJEIRA	0	52	0	77	0	0	0	0	0	0	0	0	714	0	0	0	0	0	0	0	0	0	0	0	0	0	0	843	
ASSACU	100	61	0	0	599	0	65	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	825	
MUIRACATIARA	19	165	0	0	0	0	0	132	5	0	6	0	0	181	0	0	0	0	0	0	0	0	0	0	149	155	0	812	
PRACUUBA	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	759	
BREU SUCURUBA	188	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	308	252	0	748
TIMBORANA	0	0	0	152	0	0	0	0	0	0	0	0	3	14	0	0	0	0	0	0	0	0	0	0	0	0	0	692	
SUMAUMA	149	0	0	0	0	0	0	0	0	0	0	0	366	0	0	0	0	0	0	0	0	0	0	0	20	135	0	670	
ANG. YERMELO/JATÓBA	0	658	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	658	
UNKNOWN	0	0	0	0	0	0	0	0	0	0	0	0	0	608	0	0	0	0	0	0	0	0	0	0	0	0	0	608	
SUNDRIES	0	0	0	0	0	0	0	442	0	0	105	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	563	
CAJU	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	524	
TANAGUARE	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	510	
JATÓBA/TATAJUBA	0	0	0	0	0	0	0	0	0	0	0	0	0	506	0	0	0	0	0	0	0	0	0	0	0	0	0	506	
MONGUBA	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	500	0	0	0	0	0	0	0	0	0	0	0	500	
AMAPA	144	24	0	15	0	0	0	0	0	0	0	0	40	0	0	185	0	0	0	0	0	0	0	0	0	0	86	0	494
CEDRO ROSA	0	135	0	0	0	0	0	0	340	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	475	
CARVALHO BRASILEIRO	0	0	0	0	0	414	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	414	
JATÓBA AND CUMARU	0	0	0	0	0	0	0	0	0	0	0	0	381	0	0	0	0	0	0	0	0	0	0	0	0	0	0	381	
JACAREUBA	0	0	0	0	0	0	0	44	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	344	
JACARANDA	0	0	0	0	0	0	0	140	0	0	0	0	0	115	0	0	0	0	0	0	0	0	0	0	0	0	0	255	
QUARUBATINGA	240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	240	
PAU MULATO	0	0	0	126	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	100	226	
MACARANDUBA	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	220	
P. AMARELO/P. ROXO/ANDIROBA	0	0	0	0	0	0	0	0	0	0	0	0	0	215	0	0	0	0	0	0	0	0	0	0	0	0	0	215	
AMESCLAQ	0	0	0	60	0	0	0	0	0	0	146	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	206	
TANIBUCA	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	170	0	0	0	170	

EXPORTS OF THE LUMBER IN THE PERIOD OF 01/01/94 TO 31/12/94 - IN CBMs

LUMBER	ECUSA	CARIB	N.AFR	MEDIT	CANAD	GULF	MEXIC	N.EUR	U.K.	IRELA	JAPAN	FAR E	N.SPA	PORTU	DANYS	S.AFR	I.CAN	LEBAN	CHINA	A.SAU	VENEZ	CALIF	TAIWA	PHILI	TWAIL	ARGEN	S.KOR	TOTAL
CARAPANAUBA	0	0	0	0	0	0	0	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CANJARANA	0	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
AQUARIQUARA	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COPAIBA	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
T O T A L	67205	34608	1140	45305	2287	17323	14014	37047	6972	5085	191	44599	21328	694	5098	1270	127	47	4600	405	28	442	77181	5430	1074	4691	58305	

3

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43

26

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3

EAC

Timber

EAC Timber (UK) Limited
EAC House
88 Main Road
Sundridge
Severcaaks
Kent TN14 6ER

Tel.:(Int.+44) 0959 561777
Fax.:(Int.+44) 0959 560399
Telex:(Int.+051) 957808
Answer back: asia

Registration no. 1265801

Att: Angie Zelter

21.02.1995

RGS/256

c.c.:

I enclose notes of our meeting on 12th February which, I hope you agree, cover all the points you raised.

Whilst I have all along been confident of Peracchi supplies I have, since our meeting, been in constant contact with Brazil and have had confirmation that the area Peracchi is working and will work for the next two years, known as Serra do Fogo, West of Sao Felix, only received the approval of Funai after 40 hours over flying the area by Funai and walking the area by Funai specialists, to assure no indigenous presence (even though it is not a reserve area), I learn approval of the "Nada Consta" took 18 months.

Ibama approval for the same area is based on their inventory and allows only a percentage (to ensure sustainability) of the inventory to be cut. The "Maego" also obliges Peracchi to extract all the volume approved. This is to afford light to the younger trees.

All logs will have a "Guia" plus "Nota Fiscal" to accompany the trucks to the mill and prove origin. I understand that copies of the necessary documentation will come back with the Meyer people and I am sure, as you requested, these can be checked by your people on the ground.

I will visit Brazil this year to see for myself the development of re-forestation but first I must visit the States, leaving Thursday.

Regards

R G Spiers

REF. 2

TELEPHONE 04525 850 333
TELEX 32141
FAX 04525 851 311

D B Y - L MENZIES Limited

TIMBER AGENTS & BROKERS

Company Registered in England No. 634121
VAT No. 33 196 4096 28

Brooklands House 3 Leighton Road Linslade Leighton Buzzard Beds LU7 2LF

MHGS LCH

22 February 1995

Miss A Zelter
CRISP-0
48 Bethel Street
Norwich
Norfolk
NR2 1NR

Dear Angie

I was pleased to have the opportunity of meeting you last week.

Thank you for lending me the publication of Imazon which I have read with interest and return herewith.

During our meeting last week I think we found basically that our ultimate objectives are similar. However if, as I suspect, your intended method is to stop the business in Mahogany, even for a limited period, I consider this is wrong. So many economic moves have results which are directly opposed to their objectives and changes must always be gradual. Any cessation of the business would:-

1. Increase unemployment, particularly in the producing areas. This would of necessity increase those turning to migrant farming or possibly trying to scrape a miserable existence as Gold Miners.

It should not be overlooked that many employed in the timber business in Para, and dependent on this business in other trades, are descended from the indigenous inhabitants.

2. Immediately discourage those currently engaged in re-forestation projects.
3. Place more pressure on alternative sources of supply. With increasing World population all materials, whether renewable such as timber or others, must be used as efficiently as possible.
4. Reduce the value of the forests accelerating their conversion to other land uses.
5. Remove our influence.

/Cont'd....2

Directors: D B Y - L Menzies (Chairman), M H G Sharp, D J Taylor, M H Hatch

NORTHWEST OFFICE: HANDELS COURT 134-138 NORTHGATE STREET CHESTER CH1 2HT
TELEPHONE: 01244 312002 FAX: 01244 312040 TELEEX: 61590

All offers are subject to confirmation



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I will revert when I get a reply from our main supplier with regard to your questions about their concessions. In general, and not in reply to your question, they did a short time back state that they consider that they cannot reply to every new N.G.O. who appears and that most matters should be referred to the Brazilian Authorities. They have recently advised that the export of Mahogany is controlled by several Government Departments, including Ibama, the State Secretary for the Treasury, the State Secretary for the Environment, the Ministry of Agriculture and the Brazilian Customs. To obtain a quota for export the Company must prove the origin of the logs before sawing and have their documentation inspected during the logging operations.

A comment made was that Imazon, who a few years back was very radical, is today working together with private companies making a study in the areas of those companies looking for a better way of applying forest management and that such studies are making good progress. It is expected to have a report during the course of this year.

Incidentally, your figures seem to have greatly exaggerated our position. Maybe some Plywood or other species were included in error for Maginco where you show 4,030 m³ as compared with their Mahogany export to U.K. at 2,424 m³ (excluding Ireland). For Impar on Bs/L dated during 1984 our records show a volume of 12.084 m³ whereas you state 30 m³. Minuano is 48.301 m³ against 60 m³ and Blue Star 106.748 m³ whereas you told Simon Fineman 359 m³ (their total export to U.K. through all Agents/Traders is shown as 291 m³). I have not checked the others. It would be interesting to know the source of the figures you have quoted.

I clarified the position of Semasa/Marajoara during our meeting (incidentally they are not financially connected with Impar - the daughter of a Principal of Semasa married a son from Impar which probably led to this assumption). As far as I am aware Impar have ceased trading, as have Pau d'Arco. Since our meeting I have clarified that Blue Star are indeed signatories of Aimex, although it appears that their name was omitted from some of the later summaries.

Cites

The recent activity clearly results from the fact that Swietenia Macrophylla was not added to Appendix II of Cites last November. This would mean recording of the Export Statistics which in the case of Brazil are recorded already and presumably precisely the same Government Department(s) would be relied on to keep the Statistics if the species had been added to Appendix II so what would be achieved? Under Appendix II Import Licences are required for the Countries of Destination but I can not see that this would be beneficial, simply creating more paperwork for its own sake. All depends on the supplying Countries, not the receiving Countries. Have I missed a salient point here? What benefit has resulted from Aformosia statistics being collected in the receiving Countries?

/Cont'd...3

Miss A Zelter
CRISP-0

23 February 1995

General

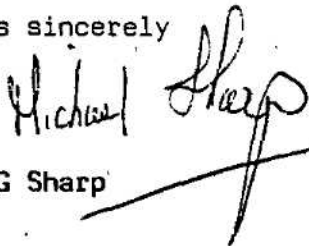
Really in essence the overall responsibilities lie with the Brazilian Authorities but no doubt you and we can apply pressure where it is thought to be needed. To do this it is essential to work through and with the leading established suppliers and not exclude them as you seem to wish. You did say on the 'phone that you had specifically chosen these because they are the largest, which does not seem to me to be a valid reason. Without them there would be no Aimex foundation on which to build.

When discussions started something over ten years back I think the Trade initially considered that it could not interfere in the internal affairs of the supplying countries, to which the environmental organisations replied that we could use our influence. This we have been doing and will continue to do but both you and we must still be careful that we try to influence and not dictate to the supplying countries.

I will be in touch with you again shortly.

With my best wishes.

Yours sincerely



M H G Sharp

P.S. I enclose for general information a short article from N. America about T. F.F.'s low impact logging models.

REF-3

TELEPHONE 01525 350 333
TELEX 90141
FAX 01525 351 311

D B Y - L MENZIES Limited

TIMBER AGENTS & BROKERS

Company Registered in England No 654121
VAT No. GB 196 4096 29

Brooklands House 13 Leighton Road : Linslade : Leighton Buzzard : Beds. LU7 7LF

MHGS/MW

1st March, 1995

Miss A. Zelter,
C/o Crisp-o,
48 Bethel Street,
Norwich,
Norfolk .. NR2 1NR.

Dear Angie,

Further to my letter of the 22nd February I have been advised by Madeireira Araguaia/Maginco that the area they are currently working is their own property which as I mentioned to you is in the Porto Seguro area and I understand comes under Sao Felix the size of the area being 42,000 hectares under approval number 1202/92.

The suppliers have added that their current policy is to rely on their own sources for their logs, and not to buy logs from other parties.

I hope that this information is of use to you.

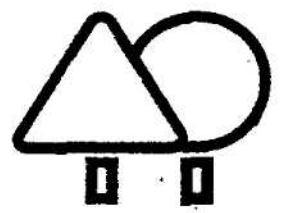
With my best wishes.

Yours sincerely,

Directors: D B Burke (Long, Chairman) ~~.....~~ M H G Sharp D J Taylor M P Hatch

NORTHWEST OFFICE - HANDELS COURT 134-138 NORTH-GATE STREET CHESTER CH1 2HT
TELEPHONE 01244 315000 FAX 01244 312010 TELEX 61530

All offers are subject to confirmation



29



August 1993

REF. 4

PROJETO DE REFLORESTAMENTO

Type of Project

Location

Official Approval No

Year started

Area

Area replanted to date

No. of Mahogany Trees
Total of Plant
Planted to date

PROJETO	LOCAL	OFICIO NO APROVAÇÃO	ANO	ÁREA TOTAL	ÁREA REFLORESTADA	NO DE ARVORES (NOGRO) TOTAL / PLANTADA	
Enrichment. Enriquecimento Florestal	N ^o Rio Maria Parã	000111	1984	1.330 Ha	1.064 Ha	860.000	700.000
Forest Management Manejo Florestal Rio Maria	N ^o Rio Maria Parã	000440	1987	3.500 Ha	1.750 Ha	700.000	330.000
Forest Management Manejo Florestal Morada do Sol	N ^o Tucumã Parã	000237	1991	11.000 Ha	1.100 Ha	2.200.000	200.000
Forest Management Manejo Florestal Porto Seguro	N ^o Sao Felix do Araguaia Tucumã Parã	Fase Final Final approval	1992	11.000 Ha	-	2.900.000	-
TOTAL				26.830 Ha	3.894 Ha	6.160.000	1.230.000



FORESTRY AND ENVIRONMENT DEPARTMENT
DALHOFF LARSEN & HORNEMAN A/S

Ref-5
DISE
NORDISK
DLH

Fax message to:

Angie Zelter
Reforest the Earth
Norwich

21/3 1995

Dear Angie Zelter,

I am sorry for the late reply, but I am quite busy at the moment and I travel a lot. As you will probably know, we deal with many kinds of wood and wood-based products and our trade with Mahogany is a only a limited part of the business we do. Tomorrow I will go to Ghana to look into forest management practices there and I was actually thinking that it could be interesting for you to visit some of the forest areas in that country. I will probably go to Ghana again later this year and if you are interested we could arrange to meet there. Please let me know if this could fit into your plans.

Further to my previous fax message of March 3, let me try to answer your questions (your fax message of 19/2/95).

1)

I regret that as a matter of policy we do not give out information about customers or suppliers. I hope that you will understand that this policy has nothing to do with the environment aspects of our business.

2)

The quota for 1994 was 50.000 M3 for first half of the year and 50.000 M3 for the second half. The 50.000 M3 for Jan.-June was apparently not fully used and unused quota cannot be transferred to second half. The total export was therefore less than the 100.000 M3 allocated, but I do not have figures. The quota is for sawn timber and for Brazil as a whole. I think nearly all Mahogany exported is from the state of Para.

For 1995 the quota is 80.000 M3 with the possibility of an additional 20.000 M3. Companies wanting to export apply for quota from Ibama. Recent information indicate that a new Ibama circular with effect from 1/7 is under preparation but we do not know yet which kind of changes we will see.

3)

A condition for export of Mahogany - and therefore also allocation of export quota - is that the exporting company can document the origin of the product and these documents have to be approved by Ibama. There are two sources of raw materials: a) extraction authorization (the company gets a Ibama permission to extract a certain volume in a specific area) or b) a forest management project approved by Ibama. Therefore documentation of origin is a must before exports can take place.

It is the responsibility of the exporter to provide this documentation. In cases where we are agents, we will require copies of this documentation and quite often we will ask for additional information. In the case of forest management projects we will sometimes request to see the entire project document which was approved by Ibama. These procedures will normally involve our Brazilian forester and he will also occasionally make random visits to forest projects.

4)

All exporters are connected to the export organization, AIMEX, and the question about certification is normally considered as a general trade matter. As you will probably know, Brazil has expressed a positive attitude towards certification and it is expected that the Brazilian authorities will take some kind of initiative. Most companies would therefore consider it premature to make individual initiatives on independent certification.

5)

All exports are based on wood from natural forests. Considerable areas have been reforested with Mahogany during the last 10 years, but it is still too early to think of extraction from these areas. In some areas growth has been hampered by attacks of shoot borers (*Hypsiphylia grandella*).

6)

NORDISK Timber owns 3,000 of forest land in the Mahogany zone near Maraba, 500 kms south of Belem. You may consider this a small area, but I am sure that you would be impressed by the ongoing activities if you have a chance to visit the area. A full-time forester is in charge of the project and about 20 workers are employed. For your information I enclose a Newsletter with some additional information. You may be interested to know more about the ongoing research on natural regeneration of Mahogany. If you want more details you could contact Dr. Tony Simons, Oxford Forestry Institute (phone: 0865 275000) or Dr. Milton Kanashiro, Embrapa, Belem (phone: 091 226-6622), but the best would be to go and see it for yourself. Please let me know if this is possible. We will arrange for our forester to accompany.

Summarizing, I would say that the situation is not yet ideal in Brazil with regard to sustainable forest management practices, but I have followed the situation for about 4 years and there is progress to be noted. As a company we have a role to play and as you will have noticed, we are putting considerable resources into the environments aspects of our trade.

I hope the above answered some of your questions.

Yours sincerely,


Erik Albrechtsen

11 Euston Road · King's Cross · London NW1 2SA
DX 37904 King's Cross · Telephone 071-278 8131 · Facsimile 071-278 8665

Your reference:
Our reference: 27665/NOM/MS
Date:

Dear Sir / Madam,

TRADE IN BRAZILIAN MAHOGANY

We act for CRISP-O ("the Citizen's Recovery of Indigenous people's Stolen Property Organisation"). It is a non-governmental organisation based in Britain which supports indigenous peoples in their attempts to secure their rights to, among other things, their natural resources and forests. CRISP-O has the full moral support of the NDI (the "Nucleo de Direitos Indigenas") an NGO with similar aims based in Brazil.

Our clients understand that you trade in Brazilian mahogany and they have instructed us to bring to your attention their views on the mahogany trade in Brazil and in the UK.

Our clients believe that the logging of much mahogany in Brazil breaches the Brazilian Constitution as well as Brazilian criminal and civil legislation. This has been borne out by successful legal proceedings brought by the NDI against loggers such as Perachi, Maginco and Bannach. The Brazilian governmental organisations responsible for enforcing the relevant legislation have, for various reasons, been unable to stem the trade in illegally logged mahogany.

As a result, our clients believe that the majority of Brazil's mahogany exports to the UK have been illegally logged. We understand, for example, that Perachi, Maginco and Bannach (above) are the principal suppliers of mahogany to the British market.

PARTNERS

*Geoffrey Bindman · Felicity Crowther · Stephen Grosz · Robin Lewis · Naomi Angell
Nic Madge · Claire Fazan · Katherine Gieve · Neil O'May*

ASSISTANT SOLICITORS

*Saimo Chahal · Adrian Clarke · Jon Nicholson · Desmond O'Donnell · Sharon Persaud
Clive Romain · Michael Schwarz · Alison Stanley*

Immigration Adviser: *Graham Smith* · Partnership Manager: *Madeline Russell*

2007 Acervo
ISA

Our clients believe that there is every chance that you are trading in mahogany unlawfully taken from the indigenous indian populations in Brazil. We understand that you have already been made aware of this danger by representations from various NGO's and through the Timber Trades Federation.

CRISP-O believe that it is only by thoroughly researching and vetting for yourselves the source and legality of your mahogany that you can avoid this risk. They therefore urge you to take immediate steps to do so now rather than rely on, for example the NHA / Aimex agreement. This agreement is an inadequate check: it is voluntary, not subject to independent verification and, above all, does not incorporate efficient or effective procedures.

Our clients' view is that, if you do not take responsibility for vetting the mahogany you buy and sell you open yourself up to the possibility of legal action (criminal and / or civil) in this country.

Yours faithfully,

BINDMAN & PARTNERS

If you're fed up with waiting for the 'feel good factor' to bring a little excitement into your life, you could always take up shoplifting.

The odd mahogany candlestick, perhaps? Or would you prefer a lampstand, or even a solid mahogany table?

Apparently, it's perfectly legal. All you have to do is walk into a shop, take something - then prove that you intended to return it to its rightful owner. The police cannot accuse you of theft if you prove you did not intend to keep the goods for yourself.

If you go one step further and claim that the items were stolen in the first place, and that all you were doing was handing them in to be returned to their rightful owner, the press may even depict you as something of a hero.

Ethical shoplifting is one of the latest environmental stunts to hit the mahogany trade. The Citizen's Recovery of Indigenous People's Stolen Property Organisation (CRISP-O) began its campaign in July 1993, concentrating on retailers selling mahogany furniture, and the occasional DIY store.

But the hardwood trade's cage didn't start rattling until last autumn, when CRISP-O announced



Right: Mahogany products are taken to the attorney general's office

PHOTOGRAPH COURTESY OF DYLAN GARCIA

THE PROS AND CONS OF SHOPLIFTING

Do radical green protesters deserve column inches in TITJ? Yes, according to UK hardwood traders, who say the brain behind the latest anti-mahogany campaign should be taken seriously. Wendy Price reports

plans to walk into branches of James Latham plc and Jewson Ltd and 'reclaim' mahogany items which members alleged had been stolen from Indian lands.

Targets have included House of Fraser (as in Harrods and Rackhams), the John Lewis Partnership, Great Mills, Texas Homecare, Ryland-Jameson (Timber & Plywood) Ltd, Lathams in Oxford, Jewson stores in Norwich, Cromer, Edinburgh, Harrogate, Bangor, Cardiff and Manchester, and Meyer International plc in London.

Last June, mahogany products 'lifted' in the Birmingham, Leicester, London, Manchester, Norwich and Oxford actions were presented to the attorney general in London - with the backing, according to *Time Out*, of Ken Livingstone. The London entertainments listings magazine dutifully reported that demonstrators asked the attorney general to prosecute stores dealing in mahogany items, claiming that 80% of mahogany entering Britain comes from Indian reserves.

It made the headlines - and not just in *Time Out*, either. A protest at Harrods made a 'splash' story in *The*

Guardian, while news editors at regionals including the *Eastern Daily Press* and *Birmingham Post* reserved page lead slots for reports on local CRISP-O actions.

Mahogany traders may be tempted to see CRISP-O members as a bunch of loony greens. But the woman who masterminded the ethical shoplifting strategy, Angie Zelter, commands a surprising amount of respect - and not just within the NGO community. Most of the timber traders contacted by TITJ admired her campaigning technique - which was generally seen as an intelligent way to attract publicity - and her ability to find common ground with the industry.

Take Timbmet Ltd's director and environmental co-ordinator Simon Fineman, for example. 'I don't think numbers are that important,' he said. 'Publicity is the important thing. A few people can effect a very successful protest if they get the right publicity. If they get national media cover-



Zelter: 'People think we are mad, rabid radicals'

age, that can be very effective.

'I suspect that when CRISP-O are ready they will manage that very effectively. They are a very imaginative, capable group. Angie is a thinker, and she is bound to come up with very effective ways of attracting the media's attention. In that sense, she is very powerful... At the last National Hardwood Association

meeting I went to they talked about virtually nothing else.'

Geoff Osborne, director at Clarks Wood, and the NHA's Bristol Channel representative took a similar view. 'I believe the trade takes Ms Zelter very seriously,' he said, 'although, whether they'd all come out and admit it is debatable. She has a pretty accurate list of mahogany importers and she certainly writes to us regularly. If you reply, you get another letter pretty quickly - usually asking more questions.'

CRISP-O's legal advice comes from Michael Schwarz of Bindman &

Partners. He claims that if timber is illegally felled it can be defined as stolen property if sold abroad, since it is illegal to export such timber. In criminal law, said Mr Schwarz, buying and selling products made from 'stolen' mahogany can be defined as conspiracy to handle stolen goods.

'I quite admire them,' said David Norman of Scottish importer M & N Norman (Timber) Ltd. 'As a gimmick to draw attention to themselves, I think it's a super ploy. It's very difficult to get the press to take anything these days.'

Most TTF members are familiar with Ms Zelter's views, through regular items in the *TTF Bulletin*. In January the *Bulletin* featured a report about Ms Zelter's discussions with Michael James, Rupert Oliver and TTF mahogany spokesman Graham Bruford. In what was described as a 'relatively friendly and polite' exchange, Ms Zelter said actions would continue unless the trade provided more detailed evidence on sourcing and Brazil's forest management policies.

CRISP-O is calling for a five-year moratorium on mahogany imports to the UK, claiming that a large proportion of the timber has been stolen from Indian reserves; this is

tude towards talking things through, and to trying, with great determination, to find some common ground that we can work to. That's why we take CRISP-O seriously.'

According to Ms Zelter, companies that are seen to be complying with CRISP-O's demands will not be targeted - nor will members of the WWF's 1995 Group or companies who import mahogany from a source verified by a third party.

'Meyer are unwilling to go down that route,' she said. 'We are not asking them to withdraw from the

'The timber industry is very vulnerable, in that it is dealing with large quantities of very flammable materials'

trade, only that they prove that their sources are legal. They are moving, but they are moving incredibly slowly. They are not willing to change their practices, they are just asking for more paperwork. They have to be more sophisticated than that. The

But is this empty rhetoric? How powerful is CRISP-O and exactly how is it funded? To join, you ring the offices of Reforest the Earth in Norwich, a community environmental centre funded by trusts and donations. Its campaigns coordinator, who calls himself 'Tigger', explained that CRISP-O, with several other small-scale campaigns, uses the centre to co-ordinate correspondence. Since this requires little more than pigeon holes, the group has no significant overheads; it ticks along on donations from network members, which funds campaign literature.

Angie Zelter is also involved with other NGOs including the Womens Environmental Network (WEN). 'These groups run on practically nothing', said Tigger, who added that the networking nature of such groups was their strength: they could not be pinned down to a particular location or accused of cynical financial or career-building motives.

The demonstrations tend to be fairly peaceful affairs. James Latham plc first fell victim to CRISP-O protests last year, and in February again faced a CRISP-O/Earth First joint demonstration. 'They walk into branches, and like to try and lock the

GETTING

designed to buy time to set up a credible third party forest management certification system.

Ms Zelter describes the AIMEX/NHA mahogany accord as 'well-meaning', but alleges that some AIMEX (Brazilian Exporters Association) members who have signed the accord are sourcing illegally.

'People think we are mad, rabid radicals,' said Ms Zelter. 'But no-one wants to demonstrate. The door is always open to constructive ways out, and in all our actions we try not to get into situations where we need to take an aggressive stance. We are all living on the same globe, and in the end we want the same thing as the timber industry: sustainable forestry.'

According to Timbmer's Mr Fine-man, Ms Zelter is prepared to listen to the views of the trade. 'Most environmentalists will define their job as pointing out problems where they exist, rather than solving the problems,' he said. 'There are two notable exceptions: the WWF [Worldwide Fund for Nature] and their promotion of the Forest Stewardship Council, and Angie Zelter. They have a very open-minded atti-

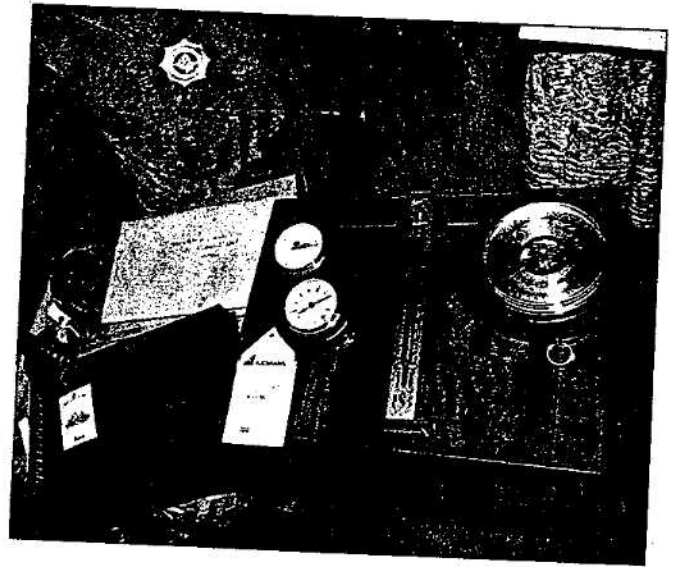
point is: where is the wood actually coming from?'

Timbmet was judged to be 'at least trying. I don't think I can, as quite a radical activist, continue to target a company that's at least trying.'

CRISP-O operates by sending out a 'DIY demonstration pack' which circulates within the NGO community. 'It's open to anyone,' said Ms Zelter, 'but it's not random; we know which groups are going to operate and when.'

'All companies that we know to be dealing in Brazilian mahogany will face some form of direct action,' she said, adding that she did not have difficulty reconciling her attempts to find common ground with the industry with the encouragement of demonstrations.

'We don't want to demonstrate against the trade and we certainly don't want people to be hurt,' she said. 'But the more frustrated you make people who feel they are acting for global concerns - or for people who can't fight for themselves - the more desperate they feel. The timber industry is very vulnerable, in that it is dealing with large quantities of very flammable materials.'



CRISP-O's cache of 'stolen' mahogany products

PHOTOGRAPH COURTESY OF DYLAN GARCIA

gates so you can't carry on working,' said marketing and managing director David Latham. 'Then they take a piece of wood and hand it in to the police. Last time they got it wrong and took a piece of meranti.'

Mr Latham and his company had taken CRISP-O's views seriously, but added: 'If someone pushes you too hard, there's likely to be some sort of adverse reaction.'

He continued: 'CRISP-O's agenda is somewhat different to ours. Ms Zelter would say that we can't be certain that the occasional illegally produced log does not enter the supply chain. But we have absolutely no intention of trading in anything that's illegally produced. We are

How the ride got bumpier

- May 1994: leading environmentalist George Monbiot calls for a 10-year moratorium on mahogany trading, saying the timber industry is replacing slash and burn in Brazil as the major cause of deforestation. But Terence Mallinson challenges the figures, saying only 2% is due to forestry, while 80% of all deforestation is due to agriculture.
- June 1994: 'Stolen' mahogany items delivered to attorney general's offices following CRISP-O actions in Birmingham, Leicester, London, Manchester, Norwich and Oxford.
- August 1994: Forests Forever chairman Dr Geoffrey Elliott says FUNAI and IBAMA are preparing to crack down on illegal logging in a report to the NHA.
- November 1994: TTF investigates Friends of the Earth's (FoE) claims that the UK-Brazil mahogany/cedar accord, signed in September 1993, failed to stop the trade in illegal mahogany; FoE claims it can prove that some AIMEX companies are extracting the timber illegally
- October 1994: CRISP-O announces plans to target timber merchants
- March 1995: Meyer returns from mission to Brazil in February and says it is impressed with the country's environmental performance. (Mahogany accounts for 0.2% of Meyer's turnover of £1.3bn)
- March 1995: Timber's environmental co-ordinator Simon Fineman returns from Brazil, and calls for NHA to send an independent expert to Brazil to review ongoing claims of illegal logging. The company also calls on AIMEX, the Brazilian Exporters Association, to send a representative to the UK. The company indicates that it is willing to review its Brazilian procedures.
- April 1995: The TTF and Brazil's London embassy refer the FoE anti-mahogany cinema commercial, showing a mahogany toilet seat dripping with blood, to the Advertising Standards Authority.
- April 1995: Representatives of AIMEX meet Meyer International plc.

it. But one shouldn't just bury one's head in the sand if there are issues to face.

She said one of the main benefits of the trip had been the gaining of a better understanding of the Brazilian government's regulations on sustainability and tracking logs: 'We now know what documentation is available and we weren't aware of that before,' she said. Spot checks are now carried out 'to see whether we are being hoodwinked'.

Ms Burton said she had found discussions with Ms Zelter very useful. 'We feel we have a good relationship with her and her colleagues and are very keen to continue that,' she said. 'I would be sorry if they targeted Jewson again, since we would prefer to have a positive dialogue with them. It's not a question of sitting back smugly and saying: we have been to Brazil. We are happy to explore other ideas.'

The CRISP-O briefing pack makes specific reference to M & N Norman's resignation from the TTF over its decision not to follow an independent certification scheme for Brazilian mahogany.

Mr Norman said his company had continued with its decision not to trade in Brazilian mahogany, taken in October 1992. 'We have made quite a big issue of it over the last few years,' he said. 'There is still not a credible system in operation where one can deal in it and know that it hasn't been illegally supplied.'

According to Mr Norman, the

Christopher Upton, general manager of SGS Forestry confirmed that the certification company has 22 offices in Brazil - including one in Belem, the main port for mahogany shipments. 'In terms of having an infrastructure in Brazil, that's already in place,' he said. SGS has set up a similar system in Cameroon. 'We wrote to the TTF 18 months ago suggesting that this was the way forward,' he said. 'Obviously there's a business opportunity in it for us as well.'

But NHA chairman Neil Dixon said it would be 'frightfully presumptive' if the UK 'started lording it over the Brazilians' by trying to impose a system of certification. 'We are, in all, in favour of the principal of labelling, but we are in terrible danger of appearing colonial, like an empire operator.'

Referring to allegations that AIMEX members who signed the TTF's accord were involved in illegal sourcing, he stressed that none of the allegations had been proven in court.

He suggested that negotiation with the Brazilian government was a better way to proceed, and added: 'I think CRISP-O are taking the law into their own hands. I don't think that's the right route at all, although we do listen to what they have to say.'

TTF mahogany spokesman Graham Bruford also doubted the effectiveness of certification without government backing. 'We believe the certification issue must be approached through government, and we feel we have made a great deal of progress in building up contacts with government agencies and AIMEX members,' he said. 'It's no good having a non-accountable system.'

Mr Bruford believed the existing mahogany accord had more chance of success. 'The TTF is always looking for ways to improve and strengthen the accord,' he said. 'We are in constant contact with AIMEX - we are not sitting back on our laurels.'

The TTF was engaged in a dialogue with Brazilian ambassador H E Rubens Antonio Barbosa, he added, and a briefing sheet on mahogany had been produced, designed for distribution to the trade and the general public. 'To my mind, things have moved on significantly,' he said.

AIMEX figures show a drop in mahogany exports from Para state. Mr Bruford claimed this was not due to environmentalist action, but the Brazilian government's decision to cut logging volumes from 150,000m³ in 1991 to 100,000m³ in 1995.

But CRISP-O will continue its 'ethical' actions. 'We believe timber is being stolen from Indian reserves,' insisted Ms Zelter. 'Therefore we have to do something about it for our own consciences as global citizens.' ■

Brazilian timber exports 1993-1994

1: Total sawn timber exports from Para		
1993	1994	
395,000 m ³	583,000 m ³	(increase of 47.5%)
2: Total mahogany exports from Para		
94,588 m ³	70,369 m ³	(down 25.61%)

Source: Official export figures for state of Para, drawn up by AIMEX

◀ anxious that agreements with shippers should be seen to be effective.

Jewson branches have also been targeted. Meyer International plc's company secretary Amanda Burton said the company's two-week visit to Brazil (TTF, March 18) had not been undertaken as a direct result of CRISP-O pressure, but 'was linked to it'. Ms Burton said that, although Meyer does not buy directly from Brazil, there had been some concern 'because of our discussions with Ms Zelter and her colleagues'.

She added: 'Because of the allegations they were making, we felt it was essential to see for ourselves. The thought crossed our mind: we are not dependent on mahogany, we don't want the hassle, let's just forget

AIMEX/NHA accord was meaningless because 'it had no independent input whatsoever. You can't self-verify and then expect people to take you seriously. Environmentalists won't buy it.'

And he insisted: 'We will resume trading once there is an official system in place. SGS Forestry already operates in Brazil, for example. It would be one of the simplest things to contract them to trace supply sources. We are not talking about forest management here, we are simply talking about a tracking operation. The trade out there is on the front line, dealing with demonstrations all the time. I am sure they would be only too happy to cooperate, but the TTF does not seem to be too keen on this idea.'



Richard Anders UK Ltd.

99 St John's Hill, Sevenoaks, Kent TN13 3PE · Telephone 0732 740731 · Telex 957624 Anders G · Fax 0732 740729

Our ref: DCJ/JS

1st February 1995

Ms Angie Zetter
CRISP-O
48 Bethel Street
Norwich
Norfolk
NR2 1NR

REF 8

COPY

Dear Angie

Our meeting on Tuesday I felt was constructive and thought provoking and two points come from our talks. Firstly, to clear up the point about Semasa. "Semasa" is their brand name but the company name and style is Serraria MaraJoara - Industria, Comercio e Exportacao Ltda and I can confirm that they are members of Aimex.

The second point is, as promised I have been in touch with Brazil and I am promised that we will have the full details of location of logging activities, Ibama reference numbers etc, etc. When these are to hand I will be in touch with you again and this information could either be sent to you or we could meet to discuss, whichever suits.

With kind regards

Yours sincerely

DOUGLAS JOHNSTON



Member of the
Timber Trade
Federation

CHARLES CRAIG LTD

FACSIMILE TRANSMISSION

YOUR REF.

OUR REF. ACC/EBW/6800

TO: Angie Zelter
01603 666879

FROM: Charles Craig Snr

DATE: 1 June, 1995

Registered Office:
• LAKELAND HOUSE,
• 10, BOUGHTON,
• CHESTER, CH3 5AG.
• Telephone: 01244 345777
• Fax: 01244 317736/344380
• Telex: 61101 WACRAIG

REF 9

TOTAL NO. OF PAGES INC. COVERING SHEET: 1

MESSAGE:

Dear Angie

I have received your letter which has been passed on to me by the office, because unfortunately I am not working just at the moment.

Shortly after seeing you, I went to America and sent a preliminary report of my meeting with you to Michael James, but a few days after that I did run into problems which they have diagnosed as atrial fibrillation, which as you possibly may know is a problem with the heartbeat being irregular. The specialist ordered me to take a month's rest, so I will be back in the office in about 10 days time.

I will try and get over to you a general outline of our meeting beforehand. Meanwhile, I would like you to know that I have gone back to 5 leading people in the trade saying that I have met you and enjoyed very much our meeting, and that I have suggested that if there was a cessation of disruptive activities at people's offices and yards, the leading companies should reciprocate together with the Federation by having a meeting with you to bring you more in to the picture on what is happening within our trade, to attain what I expressed to you was a common object of us all and that is to preserve the tropical rain forest.

I have not had any response to this probably because people know I am on sick leave so to speak, so if you could just bear with me, I will come back to you say in 14 days time, probably be talking to you on the telephone, and let you know what the latest position is in so far as my own efforts are concerned.

With kind regards

Charles Craig



Registered in England Registered No 194663

Telephones 0151 924 2224 & 0151-931 2642. Fax. 0151-931 4956.

REF. 10

26 04 95

48 Bethel Street
Norwich
Norfolk NR2 1NR

For the attention of Angie Zelter

Dear Ms Zelter

I am writing on behalf of our Chairman, Mr. W. Boulton who passed me your correspondence regarding the sourcing of Brazilian Manogany and firstly I have to apologise for the delay in my response.

Mackay's are not directly involved in the mahogany trade other than in connection with the funding of my operations as a self employed agent for a number of Brazilian Exporters of Mahogany and some secondary species.

They rely upon me to select suppliers and customers and to perform all aspects of trading negotiations.

I, in turn, rely upon the knowledge and judgement of a Belem based consultancy who take every precaution as regards the recommendation of suppliers based upon their experience and knowledge of the integrity and philosophy of the Exporters concerned.

I made it very clear a long time ago that I and my UK and Irish customers were only interested in dealing with exporters of good repute who adopt a conscientious attitude towards environmental issues in general and the conversion/processing of legally sourced logs in particular.

Up to now I have not been made aware of or witnessed any evidence of illegal or improper activities on the part of the Brazilian companies whose products I have sold.

These companies have, in recent times been limited to Madeiras Acara S/A and the Blue Star Mahogany Co., both of whom I understand take their responsibilities seriously.

Whilst I have not yet sold their products, I have received offers on behalf of Juary, Belem regarding whom I have heard no adverse comment.

Ref. 11

FLATAU DICK & CO. LIMITED

TIMBER AGENTS & BROKERS

DOWNSVIEW HOUSE
141/3 STATION ROAD EAST
OXTED
SURREY RH8 0QE

TELEPHONE 0863 730707
FACSIMILE 0863 717100
TELEX 957979 FLATAU G
AND AT LIVERPOOL

NJR/EG

31st March 1995

Ms A. Zelter
48 Bethel Street
Norwich
NORFOLK NR2 1NR

Dear Ms Zelter

Thank you for your letter of the 15th February, together with various enclosures which I have read with interest.

I would like to point out that we are Timber Trade Agents, and not Timber Importers and we do not therefore hold any stocks and merely arrange Contracts between Brazilian Suppliers and Hardwood Importers in the U.K. We are involved in the Brazilian Trade in a minor way. Our Contracts with Brazilian Suppliers since 1992 to date total about 950 m3, and that includes all Brazilian species and not just Mahogany.

I note your comments regarding your discussions with the TTF and I recommend that you continue with these discussions, as they represent the Trade on issues such as these.

In view of our small involvement in the Brazilian Mahogany business I do not think a meeting would be of great value to either of us, but would again recommend that you continue your discussions and meetings with the TTF.

Yours sincerely

N. J. Roberts
N. J. ROBERTS

ScanPly

International Wood Products Ltd.

26th April 1995

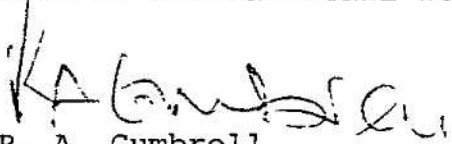
Angie Zelter
CRISP-O
48 Bethel St. Norwich,
Norfolk NR2 1NR
UNITED KINGDOM

Dear Miss Zelter,

I understand that you have been making enquiries in relation to our Company's position with regards to trading Brazilian Mahogany and we would like to clarify as follows :-

- a) We have not traded in Brazilian Mahogany now for the past 2½ years due to the various problems associated with this item.
- b) We do not intend in the future to trade Brazilian Mahogany.

Yours faithfully,
SCANPLY INTERNATIONAL WOOD PRODUCTS LTD


R. A. Gumbrell
Managing Director



54 High Street, Shoreham
West Sussex BN43 5DB
England

Phone 0273-461116
Telex: 877306 spig
Fax: 0273-453339

Director:
Roger A. Gumbrell
Reg. No. 1189216

Head Office: Hong Kong
Offices in Brazil, Germany, Indonesia,
Malaysia and Singapore

CARL RONNOW (U.K.) LIMITED

Ref. 13-



INTERNATIONAL TIMBER TRADERS

5 LINES COURT
HODDSDON
HERTFORDSHIRE
EN11 8EP

TEL 01992 460000
FAX 01992 460606
TLX 922024 CRUK

Our Ref: DPM/ca

1st March 1995

Ms Zelter
CRISP-O
48 Bethel St,
Norwich,
Norfolk,
NR2 1NR.

Dear Ms Zelter,

We acknowledge receipt and thank you for your letter received yesterday.

For your information we are not directly involved in any timber importing from Brazil but have signed the initiative put forward by the Timber Trade Federation and Forests Forever as we think it is very worthwhile supporting.

We understand you are in close touch with the TTF and Forests Forever, and we hope you have successful discussions with them to answer all your queries.

Yours sincerely,
For CARL RONNOW (U.K.) LTD.,

DAVID MCKEE

*Q placed on 9/3/95 asked
if they dealt "indirectly" in any way
handled by. reply - answer no.
Q asked if stocked in F.S.C.
accredited supplier - he said yes.*





28th February 1995

Hardwood Agents and Brokers

Ms. A. Zelter,
48 Bethel Street,
Norwich,
NORFOLK, NR2 1NR.



LIGNUM INTERNATIONAL HARDWOODS LTD
Suffolk House,
College Road,
Croydon,
Surrey CR9 1TH
Telephone: 081 680 9900
Fax: 081 681 8776
Telex: 299842 Ligwod G

Dear Ms. Zelter,

Many thanks for your informative letter and enclosures of 15th January 1995, which I have read with interest.

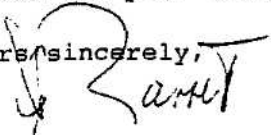
As you can see from our letter heading above, we are hardwood agents and brokers, not importers. Our role therefore is sourcing timber for importers, not holding stocks on the ground.

Our involvement in Brazilian Mahogany is next to nothing - less than 5% of our total business. The trade in Brazilian Mahogany has decreased, judging by the limited amount of enquiry we have received from possibly interested importers over the last few years.

I am sorry your dialogue with the T.T.F. has not been as useful as you would wish, and recommend you persevere, as to our knowledge the team there has always been helpful. They have certainly been in the forefront in presenting the case to give balance to some of the more extreme accusations levelled at the trade for a number of years.

With all due respect, Brazilian Mahogany features so low in our daily efforts to keep body and soul alive, thus a meeting would not be of great use to either of us.

Thanks for your interest.

Yours sincerely,

JOHN S. BARRET

REF 15

Angie Zelter,
Reforest the Earth,
48 Bethel St, Norwich,
Norfolk, NR2 1NR.

20/7/94.

Dear Mr. James,

It was very pleasant talking to you just now and to hear that you have now received the faxed copy of the letter I wrote to you on the 17th May of this year. I do hope to receive a reply before too long.

As I explained during our phone conversation there will be a small gathering of women fasting outside the grounds of Timbmet from Hiroshima to Nagasaki day and I have enclosed our briefing sheet on this event for your information. There is nothing secret or confrontational about our presence and we would like to extend a warm invitation to any women within Timbmet to join us for all or part of the fast. We would also like the opportunity of sharing some time with you, perhaps on the Monday evening, to discuss a way forward for all of us to engage in a more ethical and sustainable life style.

We are aware that it is very difficult to be completely consistent and for our actions always to be in line with our professed ideals and hopes. However, we would like the chance to discuss the apparant discrepancies of several of your published principles and statements with your actual activities. We will also be engaged in a similar examination of our own principles and actiivities and attempt to bring our own actions in line with our ethical philosophy.

I thought it might be useful to state some of the discrepancies that we have observed so that you are aware of our concerns and so our discussions can proceed more easily. So I have summarised some of the points below.

1. Timbmet Environmental Policy 1994.

"In all areas of activity, Timbmet will operate in full compliance with the laws of the UK and of the countries with which Timbmet trades Timbmet will operate with honesty, integrity and a policy of fair trading.....Timbmet will only source from suppliers who are operating in accordance with the laws of their country; specifically those laws concerning forest management and development, environmental and wildlife protection and native people's rights.....Timbmet will not source timber from any supplier convicted after full legal process in its sovereign court, of illegal activity; specifically illegal logging or infringing the legal rights of indigenous people.....Timbmet will cease to trade in any species if its' supply is in breach of the above principles.

2. Timbmet Statement on Brazilian Mahogany, 11th June 1993.

"Timbmet Ltd will not purchase Mahogany from a supplier in Brazil which is found guilty by the Brazilian Courts, after completion of full judicial process, of extracting logs illegally from Indian lands. Timbmet does not condone any activity or practice contrary to the laws of either Brazil or Britain".

3. Meeting of Timbmet with TTF and FOE and EarthArc on 30/3/94.

Timbmet did accept that they should act on what is a moral issue and is well documented even if the legal process is not yet complete within Brazil and did suggest a proposals to phase out the sale of mahogany by the end of 1996.

The evidence presented to us by Indian and Environmental groups in Brazil shows that the extraction of mahogany is mostly illegal. Several court cases have reached the highest Federal level and the 4 major exporting companies (that import into the UK market) have been found guilty. We feel that there is a clear case for immediate cessation of trade with these 4 companies - Maginco, Impar, Perachi and Bannach.

More generally there is a need to address the urgent global problem of sustainable lifestyles and trading patterns which have led to horrendous human rights abuses, poverty and environmental destruction across the planet. We hope to engage in a fruitful discussion of how firms such as your own can help re-structure our society into fairer and thus more sustainable trading/employment directions.

If you have any questions please don't hesitate to get in touch,

Best Wishes,



Angie Zelter.

REDF - Action
ISA

VIGIL AND FASTS FOR THE FORESTS - 6 - 9 AUGUST '94

Initiated by Nitya Rolfe (The Greenhouse), Ricarda Steinbrecher (Active Resistance against the Roots of War), Rowan Tilley (Women's Environmental Network) and Angie Zelter (Reforest the Earth) during the recent UK Forest Network Weekend.

We aim to draw attention to the ongoing destruction of all the forests of the Earth and to appeal to industry and consumers of forest products to do whatever they can to end this destruction. We hope to demonstrate our appeal by combining spirituality with nonviolent direct action in the form of a fast and vigil for 4 days. This will give us an opportunity to mourn and bear witness to the destruction of forests and to build spiritual strength for ourselves, the forests and their peoples. We will maintain our presence day and night throughout this period. We will be breaking the fast with a ritual celebration to transform our despair into a renewed commitment to saving and restoring the remaining forests. We would like everyone to feel free to interpret 'fasting' and 'spirituality' in ways which are comfortable and healthy for them.

The rationale for the focus on all forests is a recognition that the underlying causes of forest destruction (the global trading system; debt crisis; unsustainable 'development' projects; lack of respect for the human and land rights of people; disempowerment of local communities to name a few) are global and common to all forests.

The dates are significant: 6th August is Hiroshima Day and 9th August is Nagasaki Day. These days have become associated with a time of mourning for those who died and suffered when the first nuclear bombs were dropped on Hiroshima and Nagasaki. The root causes of war and injustice also seem to fuel the destruction of our global and local environments and the mass extinction of other species. The destruction and devastation on our planet continues - the logging of our primary forests is one example - and we wish to use this time of fasting and witness to explore the links between our concerns for peace, justice, equity and environmental integrity.

We welcome and invite any women who feel moved by our aims and means to join us at Cumnor in Oxfordshire as we would like the action to continue as a women-only action as a recognition of women's initiative. There will, however, be a Visiting Day for men on Sunday 7th August during daylight hours only.

The venue will be a camp outside Timbmet in the village of Cumnor in Oxfordshire. Timbmet is the UK's second largest timber wholesaler. They have previously traded in Chilean alerce which is an endangered temperate species listed in Appendix I of the Convention on Trade in Endangered Species. Samples of this timber were obtained during previous nonviolent occupations of the timber yard and resulted in 20 tonnes of the timber being confiscated by Customs and Excise. Negotiations have previously taken place with Timbmet regarding their mahogany trade and they have contravened pledges made to campaigners to stop trading with any companies found guilty in the courts of illegal logging. In the light of our concern with global forests we wish to raise our concern that the great majority of the timber they are selling is from unsustainable sources and is causing great suffering and devastation within local communities and environments. We will be inviting Timbmet officials to join a workshop with us to discuss their and our dilemma in a friendly and non-confrontational manner.

We will be communicating with representatives of the timber and paper industry to let them know about this action and to invite them to engage in constructive discussions. We will also contact the media who will no doubt be interested to learn that three of the initiators of this action were part of the women's camp at Greenham Common which continued for ten years!

Workshops and activities planned will include circles of sharing and learning on the following subjects :- Structural Violence in our own Society and the Global Community; Links; Deep Ecology; Art for Empowerment and Change; 1999 Year of Transformation; banner making; crafts, music; shadow painting.

Bring along tents, sleeping bags, musical instruments and materials for making and painting banners and objects of art, readings and thoughts to share and teach - as self-sufficient as possible. We will meet at 10a.m. outside the main entrance to the Timbmet Yard on the 6th August. See you there!

FOR FURTHER INFORMATION including maps and possible travelling companions please contact any of the following:-

Angie Zelter - 0603-631007 or 0263-512049; Rowan Tilley - 071-354-3823; Penny Wyrd - 0865-201706.

Save the Forests and Their Peoples Campaign,
c/o 48 Bethel St, Norwich,
Norfolk. NR2 1NR.
Tel: 0603-631007.
Wednesday , 17th August, 1994.

Dear Douglas Hillas,

We understand that you are the Director in charge of buying for Meyer International. As you are aware the majority of Brazilian mahogany that is being imported into Britain is actually stolen illegally from Indigenous and Biological Reserves. Meyer International is the largest importer of timber generally in the UK and thus has the responsibility that goes with such power of setting ethical and environmental standards that benefit the planet as a whole. We know that several environmental NGO's have contacted your company in the past about the Brazilian Mahogany issue and about more general environmental issues. We know that you have refused to even join the fairly low key WWF 1995 club.

We are therefore demonstrating outside your headquarters today to indicate our great unhappiness that your buying policies are affecting indigenous communities so destructively. We are not aware of what information you have about the real effects of the illegal logging and have therefore included for your information the CEDI report, Manifesto against Predatory Logging and a recent letter to the new Environment Minister in Brazil. The position of most environmental, human rights and land rights NGO's both here in the UK and in Brazil is that of requesting an immediate moratorium on exploitation and trade in Brazilian mahogany until such time as the industry can be properly regulated. The situation is so horrendous that we need to send clear signals to the loggers and agents in Brazil that the timber trade within the UK, at least, will not tolerate illegal logging.

We believe that the voluntary arrangement that the TTF had negotiated with AIMEX is objectively useless as there is so much documented proof of the corruption of many of the major timber companies (Maginco, Impar, Perachi and Bannach) and of government officials working for FUNAI, IBAMA and the Federal Union (recent succesful court cases have been brought against all of these). The TTF is aware of these court cases and has been sent copies of the judicial decisions brought by the Federal Courts of Brazil. If you have not seen copies of these documents from the TTF then we can provide you with them.

There is a meeting on Friday 19th August at the TTF offices to discuss a report written by Dr. Elliott (who recently made a trip to Brazil) that we believe to be quite misleading. We are therefore urging all members of the NHA to spend some time listening to the voices of people actually in the areas where the logging is taking place. There are many Brazilian NGO's who have done just this and who can provide you with testimonies of the destruction of the forests and indigenous ways of life, and of the diseases, miners and ranchers that crowd in after the logging has opened up the lands to outsiders.

We are hoping to encourage a constructive dialogue to initiate change within the Timber Industry and this will be backed up with a series of direct actions at selected timber importing sites around the country. Meyer International will obviously be a major target because of its position as the largest timber importer. The demonstration today is very low key to indicate our willingness to talk and negotiate as well as to apply continuing pressure on what we consider an urgent matter of life and death to indigenous peoples, forests and a multitude of threatened plants and animals.

Best Wishes,

Angie Zelter.

- Encis. 1. Green Gold on Indian Land - CEDI report/1993.
- 2. Manifesto to the Population - Predatory Logging threatens Amazonia.
- 3. Letter to the new Minister of the Environment, Brazil from Coalition - April 1994

ENVIRONMENTAL RETURN

PRODUCT ORIGIN AND FOREST MANAGEMENT DETAILS

SUPPLIER: SERRARIA MARAJOARA IND. COM. EXP. LTDA.

PRODUCTS / SPECIES: _____

COUNTRY OF ORIGIN: <u>BRASIL</u>		
FOREST LOCATION: <u>URUBARA PA</u>		
LEGAL OWNERSHIP: <u>SERRARIA MARAJOARA IND. COM. EXP. LTDA.</u>		
LEGAL BASIS FOR FOREST OPERATIONS. (E.G. LICENCE/CONCESSION/CONTRACT): <u>LICENCE FOR LOGGING UNDER SUSTAINABLE MANAGEMENT PROJECT</u>		
NAMES OF COMPANIES RESPONSIBLE FOR LOGGING: <u>SERRARIA MARAJOARA IND. COM. EXP. LTDA.</u>		
FOREST AREA IN HECTARES: <u>5,250 HEC.</u>	CUTTING CYCLE IN YEARS: <u>10</u>	VOLUME LIMITS IN M3: <u>136,887,20</u>
ESTIMATED ANNUAL CUT IN M3: <u>13.688,72</u>	ESTIMATED ANNUAL GROWTH IN M3: <u>2,5 M3/ HEC.</u>	
REPLANTING METHODS USED: <u>PARALLEL PATHS OPENED IN THE FOREST</u>		
IS THERE A FORMAL MANAGEMENT PLAN? <u>YES</u> YES / NO AUTHORITY AGREED WITH: <u>IBAMA (GOVERNMENT AGENCY FOR FOREST PROTECTION)</u>		
DATE MANAGEMENT PLAN WRITTEN: <u>25/07/94</u>		CONFIRMATION THAT IT IS FULLY IMPLEMENTED: <u>YES</u> YES / NO
DATE LAST REVISED: <u>05/10/94</u>		
PLEASE INDICATE PERCENTAGES WHICH REPRESENT YOUR LOG SOURCING:		
OWNERSHIP: %:		
<input type="checkbox"/> STATE FOREST	<input type="checkbox"/> FOREST IN OTHER COMPANY OWNERSHIP	
<input checked="" type="checkbox"/> OWN FOREST	<input type="checkbox"/> REGIONAL / LOCAL PUBLIC AUTHORITIES	
<input type="checkbox"/> PRIVATE LANDOWNERS	<input type="checkbox"/> OTHER SPECIFY: _____	
FOREST TYPE: %:		FELLING METHODS: %:
<input checked="" type="checkbox"/> SOURCED FROM MANAGED FORESTS	<input checked="" type="checkbox"/> MANAGED FELLING	
<input type="checkbox"/> SOURCED FROM PLANTATION FORESTS	<input type="checkbox"/> SELECTIVE FELLING	
<input type="checkbox"/> SOURCED FROM VIRGIN FORESTS	<input type="checkbox"/> CLEAR CUTTING	
<input type="checkbox"/> OTHER SPECIFY: _____	<input type="checkbox"/> OTHER SPECIFY: _____	
DO YOU HAVE A FORMAL CORPORATE ENVIRONMENTAL STATEMENT? <u>YES</u> / NO? IF YES, PLEASE ATTACH A COPY.		
PLEASE NAME INDIVIDUAL IN YOUR ORGANISATION RESPONSIBLE FOR ENVIRONMENTAL MATTERS: <u>JULIO AUGUSTO S. MAIA</u>		
SIGNED: <u>[Signature]</u>	NAME: <u>JULIO AUGUSTO S. MAIA</u>	
POSITION: <u>ENGA FLORESTAL</u>	DATE: <u>21/03/95</u>	

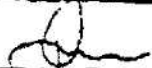
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ENVIRONMENTAL RETURN

PRODUCT ORIGIN AND FOREST MANAGEMENT DETAILS

SUPPLIES: SERRARIA MARAJOARA IND. COM. EXP. LTDA.

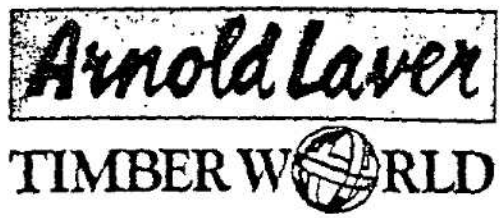
PRODUCTS / SPECIES: _____

COUNTRY OF ORIGIN: <u>BRASIL</u>		
FOREST LOCATION: <u>ALTAMIRA, PA</u>		
LEGAL OWNERSHIP: <u>JULIO GUIMARÃES NETO</u>		
LEGAL BASIS FOR FOREST OPERATIONS. (E.G. LICENCE/CONCESSION/CONTRACT): <u>CONTRACT FOR LOGGING UNDER SUSTAINABLE MANAGEMENT PROJECT</u>		
NAMES OF COMPANIES RESPONSIBLE FOR LOGGING: <u>SERRARIA MARAJOARA IND. COM. EXP. LTDA.</u>		
FOREST AREA IN HECTARES: <u>3,000 HEC.</u>	CUTTING CYCLE IN YEARS: <u>10</u>	VOLUME LIMITS IN M3: <u>60,888.40</u>
ESTIMATED ANNUAL CUT IN M3: <u>6,088</u>	ESTIMATED ANNUAL GROWTH IN M3: <u>25 M3 / HEC.</u>	
REPLANTING METHODS USED: <u>PARALLEL PAGES OPENED IN THE FOREST</u>		
IS THERE A FORMAL MANAGEMENT PLAN? YES / NO <u>YES / NO</u>		
AUTHORITY AGREED WITH: <u>IBAMA (GOVERNMENT AGENCY FOR FOREST PROTECTION)</u>		
DATE MANAGEMENT PLAN WRITTEN: <u>03/12/93</u>		CONFIRMATION THAT IT IS FULLY IMPLEMENTED: YES / NO
DATE LAST REVISED: <u>04/10/94</u>		
PLEASE INDICATE PERCENTAGES WHICH REPRESENT YOUR LOG SOURCING:		
OWNERSHIP: %:		
<input type="checkbox"/> STATE FOREST	<input type="checkbox"/> FOREST IN OTHER COMPANY OWNERSHIP	
<input type="checkbox"/> OWN FOREST	<input type="checkbox"/> REGIONAL / LOCAL PUBLIC AUTHORITIES	
<input checked="" type="checkbox"/> PRIVATE LANDOWNERS	<input type="checkbox"/> OTHER, SPECIFY: _____	
FOREST TYPE: %:		FELLING METHODS: %:
<input checked="" type="checkbox"/> SOURCED FROM MANAGED FORESTS		<input checked="" type="checkbox"/> MANAGED FELLING
<input type="checkbox"/> SOURCED FROM PLANTATION FORESTS		<input type="checkbox"/> SELECTIVE FELLING
<input type="checkbox"/> SOURCED FROM VIRGIN FORESTS		<input type="checkbox"/> CLEAR CUTTING
<input type="checkbox"/> OTHER, SPECIFY: _____		<input type="checkbox"/> OTHER, SPECIFY: _____
DO YOU HAVE A FORMAL CORPORATE ENVIRONMENTAL STATEMENT? YES / NO? <u>YES / NO?</u>		
IF YES, PLEASE ATTACH A COPY.		
PLEASE NAME INDIVIDUAL IN YOUR ORGANISATION RESPONSIBLE FOR ENVIRONMENTAL MATTERS: <u>JULIO AUGUSTO S. MAIA</u>		
SIGNED: 		NAME: <u>JULIO AUGUSTO S. MAIA</u>
POSITION: <u>ENV. FLORESTAL</u>		DATE: <u>21/03/95</u>

Attentive RW

Handwritten notes:
D. Ho m. a.
Mythold

REF. 18



ARNOLD LAVER & CO. LTD
427 SOUTHCOATES LANE, HEDON ROAD, HULL HU9 1TJ.
TEL. 0482 24525. FAX 0482 216478.
REGISTERED OFFICE: BRAMALL LANE, SHEFFIELD S2 4RJ.
REG. IN ENGLAND NO. 267843.

ARNOLD LAVER & Co. Ltd.
ENVIRONMENTAL PURCHASING POLICY FOR HARDWOODS.

This Company seeks to obtain clearest practicable information about products sources at least to the country of origin.

We give preference to suppliers of hardwoods from sources where information is provided on good silviculture and logging practices operating within the forestry laws of the country concerned.

This Company fully supports the implementation of Target 2000 and 'Guidelines for the sustainable Management of Natural Tropical Forests' of the International Tropical Timber Organisation.

We subscribe to the evolution of more efficient use of the commercial tree and the wood deriving from it. In this respect it supports concepts of using a wider variety of species when silviculturally and ecologically appropriate, and making greater economic and practical use of raw material including residues and waste.

This Company will promote incentives for continuous forest management and work towards systems which trace the courses, and authenticate and certify the flow of wood from sustainably managed forests. We will give preferences to overseas suppliers working within or towards such systems.

Yours sincerely,

ARNOLD LAVER & CO. LTD.

BRADFORD
TELEPHONE

CHESTERFIELD
TELEPHONE

HEAD OFFICE:
SHEFFIELD
TEL. 0742 556161
SALES OFFICE

LEEDS
TELEPHONE
0532 204086

D.I.Y CENTRES AT
BRADFORD 0274 73442
CHESTERFIELD 0246 23310
GUNESEY 0943 87950

REF-19



NÚCLEO DE DIREITOS INDÍGENAS

LAWSUITS PROPOSED BY NDI AGAINST LOGGERS

Type of lawsuit/ Defendants	Indig areas/ State	Indigenous community	Court decisions	Pending court appeals	Timing/ Perspectives
<p>1) "Ação Civil Pública" against Perachi, Maguico and Ungar.</p> <p>On this lawsuit, NDI requested not only an injunction determining the suspension of illegal logging but also, as a final and definitive request, that loggers be obliged to pay for all costs and expenses with the execution of an environmental recovery plan for the devastated Indigenous areas. This second request (recovery plan) has not been judged yet, but NDI hopes to have a judicial decision by the end of 94. It is very likely, however, that loggers will appeal from an unfavorable decision to the Federal Court of Appeals.</p>	<p>Araweté/Igarapé Ipixuna, Apyterewa e Trincheira Pacajá (altogether, these three Indigenous areas have 3 million and 520 thousand hectares - 36.200 km²). Their limits are contiguous, and they are located in one of the richest regions in mahogany of Pará and of the Amazon. The state of Pará is responsible for 64% of the mahogany exported by Brazil.</p>	<p>Araweté, Parakanã, Xikrin, Assuini, in the state of Pará</p>	<p>On January 15th, 93, judge Selene Maria de Almeida, of the 4th Federal Court in Brasília, issued an injunction determining the immediate interdiction of access to illegal roads opened by loggers inside Indigenous reserve and the suspension of all logging activities. Perachi appealed to the Federal Court of Appeals, and obtained a temporary suspension of the injunction. However, on October 7th, 93, this court confirmed the suspension of all logging activities in Indigenous areas.</p>	<p>After the decision of the Federal Court of Appeals, Perachi appealed again, to the Superior Court of Justice, claiming that the 4th Federal Court in Brasília does not have jurisdiction over the case, and that it should be decided by the local judge of São Félix do Xingu, in Pará. This second appeal has not been judged yet, but it does not affect the suspension of illegal activities. The court will only decide about Perachi's request to transfer the lawsuit to Pará.</p>	<p>It is very hard to evaluate how long it is going to take for the Superior Court of Justice to judge Perachi's request for the transfer of the lawsuit to São Félix do Xingu. NDI is totally against such transfer, because a local judge would be more vulnerable to political/economic pressure, and we would have to start the whole lawsuit all over again before the local judge. NDI is currently more interested in speeding up the judgement, by the 4th Federal Court, of its request for an environmental recovery plan (mentioned on "Type of Lawsuit/ Defendants")</p>

"Ação Civil Pública" is a type of lawsuit regulated by Law n.7347/85. It is something close - but not equal - to citizen suits. This type of lawsuit can be filed by public prosecutors or by non-profit public interest organizations (such as NDI) against individuals or companies that cause damage to the environment, to cultural or historical assets, to Indigenous or other minorities rights, or to consumer rights (the so-called "collective rights").



NÚCLEO DE DIREITOS INDÍGENAS

Type of lawsuit/ Defendants	Indig. areas/ State	Indigenous community	Court decisions	Pending court appeals	Timing/ Perspectives
2) "Ação Civil Pública" against Perachi and Bannach. In this case, NDI also intends that Bannachi and Perachi be condemned to pay for all expenses necessary to the environmental recovery of the Xikrim Area, which could result in a compensation of over 20 million dollars. This request has not been judge yet, and if we win, loggers will almost certainly appeal to the Federal Court of Appeals. ²	Xikrim from the Kateté River Indigenous reserve, in south Pará	Xikrim from the Kateté	On April 5th, 94, judge Maria de Fátima de Paula Pessoa Costa, of the 12th Federal Court in Brasília, granted an injunction prohibiting Bannach and Perachi, from illegally extracting hardwood, mainly mahogany, inside the area.		It is very likely that Perachi and Bannach will file an appeal in order to transfer the lawsuit to a local judge, with little chance of success.

² It is also worth mentioning that on April 12th, 94, NDI won another judicial victory over logging companies Bannach and Madeira Sudoeste (that belongs to Euripedes Prudêncio de Moura), before the Superior Court of Justice ("Superior Tribunal de Justiça"). The two logging companies had filed lawsuits aimed at nullifying the ministerial act that officially demarcated and recognized the Trinchouira Bacajá Indigenous reserve (south Pará, 1.655.000 hectares). Their purpose was to weaken our lawsuits related to their illegal logging activities, and make their invasions easier. Fortunately, we defeated them on both cases, (by 10 votes X 0).

SHIS QI 11 Bloco K Sobrelaja 65
Fonc: 248-2439 / 248-5412 Fax: 248-6420
CEP: 71625-500 Brasília DF



NÚCLEO DE DIREITOS INDÍGENAS

Type of lawsuit/ Defendants	Indig. areas/ State	Indigenous community	Court decisions	Pending court appeals	Timing/ Perspectives
3) "Ação Indenizatória" ³ against individual logger Marco Antônio Bogaski ⁴ .	Guaporé Valley Indigenous reserve, located in west Mato Grosso state.	Nambiquara sub- group called Hahaintesu	On August 9th, 93, judge Maria Divina Vitória, from the 1st. Federal Court of Mato Grosso, convicted Bogaski for illegally extracting mahogany from the reserve, and determined that he pays damage/environ. recovery plan, as requested by NDI.	Bogaski did not appeal from this judicial decision, and it has already become definitive and unchangeable.	Bogaski is not extracting mahogany from Indigenous reserves any more, but NDI is having difficulty finding his assets in order to execute them to compensate Indians, as determined by the judicial decision.
4) "Ação Indenizatória" against individual logger Anilton Antônio Pompermayer	Guaporé Valley Indigenous reserve, located in west Mato Grosso state.	Nambiquara sub- group called Hahaintesu	On September 6th, 93, judge Maria Divina Vitória, from the 1st Federal Court of Mato Grosso, convicted Pompermayer for illegally extracting mahogany from the reserve, and determined that he pays damage/environ. recovery plan, as requested by NDI.	Pompermayer <u>did</u> appeal from this decision, to the Federal Court of Appeals, which has not judged his appeal yet.	It is difficult to foresee when the Federal Court of Appeals will judge Pompermayer's appeal. It may take a year or so.

³ "Ação Indenizatória" is an ordinary lawsuit through which one asks for compensation for damages. On these lawsuits against loggers, we ask that they pay damages to Indigenous communities for their illegal activities and that the Court determine that they pay for all costs and expenses with the implementation of an environmental recovery plan for the area.

⁴ Marco Antônio Bogaski has already been found guilty of criminal charges of "theft of mahogany from Indigenous reserves" filed against him by Federal Prosecutor Roberto Cavalcanti, from Mato Grosso (MT). The 1st. Federal Court in Cuiabá (MT) has already issued a warrant for his arrest, but he is running away, and has not been found by the Federal Police yet.



NÚCLEO DE DIREITOS INDÍGENAS

Type of lawsuit/ Defendants	Indig. areas/ State	Indigenous community	Court decisions	Pending court appeals	Timing/ Perspectives
5) "Ação Indenizatória" against individual logger Sebastião Bronski Afonso ² .	Sararé Indigenous Reserve, in Mato Grosso State.	Nambiquara sub-group called Katitareu or Sararé.	This lawsuit does not have a decision from the 1st. Federal Court of Mato Grosso. Witnesses are being heard.		NDI hopes to have a judicial decision by the end of 1994.

NOTE:

The Federal Prosecutors Office has also obtained an injunction determining the immediate suspension of any logging activities carried out inside the Kayapó Indian reserves (including Menkragnoti), specially on the Gorotire, Kriketum, Kubencrankeln, Kubencocre and Pukanu influence areas. The judicial decision determines that FUNAI, with the help of the Armed Forces, take all loggers (Madeira Ferreira, N. S. Aparecida, Serralheria Sul do Pará, Madeira Multiméd) and gold-miners ("garimpeiros") out of the Indian territories. FUNAI is still working on a plan/schedule/budget to enforce this decision. (The Arara Indian Reserve, in Pará, is also subject to a judicial lawsuit filed by the Federal Prosecutors Office, against Barnach, but there is not a decision yet).

Criminal charges / Civil lawsuits against loggers have also been filed by the Federal Prosecutors' Office in Rondônia, where there is intense logging through illegal agreements with Indian leaders (Surui, Cinta-Larga, etc.). For more detailed information about legal initiatives taken by the Federal Prosecutors' Office, we suggest contact with Dr. Aurélio Rios, who coordinates the institution's Commission for Indigenous Affairs (Tel.: (061) 313-5277 / 313-5135, fax: (061) 313-5444, address: SGAS, Av. L/2 Sul, Quadra 603/4, sala 223, Brasília-DF, 70200-901 - Brasil).

² It is important to point out that in addition to the legal initiatives taken by NDI, Federal Prosecutor Roberto Cavalcanti, from Mato Grosso, has also filed two lawsuits ("ações civis públicas") against not only Bronski and Pompermayer (defendants in NDI's lawsuits), but also against Masutti, Simionato, Jacobsen, Madeira Rio Novo, and several other loggers that operate illegally in Sararé and Guapore Valley Indigenous reserves belonging to Nambiquara sub-groups. The Federal Prosecutor has also filed criminal charges (for "theft" of hardwood from Indigenous Reserves, that are Federal public lands) against Bronski, Pompermayer and other 14 individual loggers.

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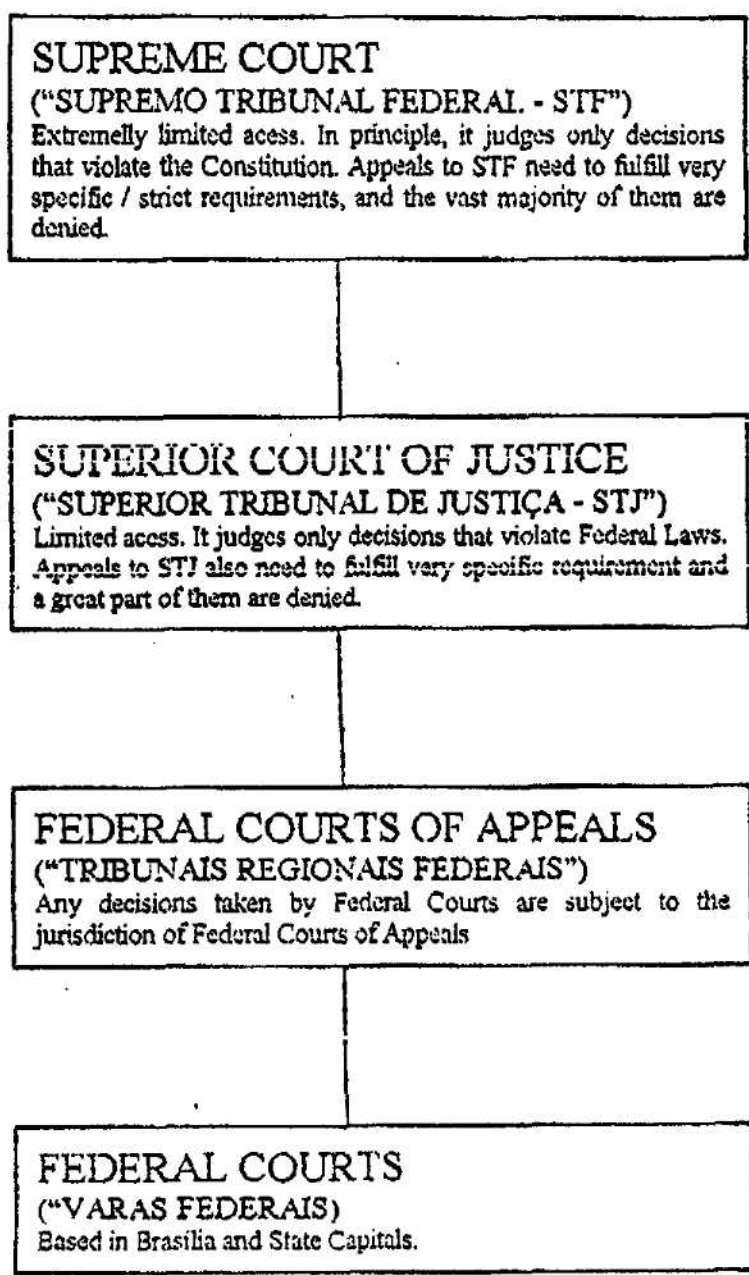
Fone: 248-2439 / 248-5412 Fax: 248-6420

CEP: 71625-500 Brasília DF



NÚCLEO DE DIREITOS INDÍGENAS

OVERALL PICTURE OF FEDERAL COURTS IN BRAZIL





Members should be also aware that the essence of a phytosanitary certificate is that the goods have been physically inspected and found to be free of infestation. We understand that presently some certificates are being issued on demand, without inspection taking place. The inevitability of the consequences is clear. Goods must be inspected and buyers should emphasise this point or risk the cost of fumigation or refusal of entry.

Furthermore, at the present time, these certificates are being produced in the language of the exporting country and, whilst accepted at present, it is only a matter of time before the Plant Health authorities insist that such paperwork is printed in English... CAVEAT EMPTOR.

HARDWOOD

NHA/AIMEX AGREEMENT ON BRAZILIAN MAHOGANY AND CEDAR

The above Agreement came into effect on 20 September and brief guidance notes and the text of the Declaration signed by Agents/International Division are set out below.

It is hoped that the notes are self explanatory but fuller details are available from Clareville House, including the text of the Merchants/Importers Declaration which does not differ in any important respect from that of the Agents/International Division Members.

Given the publicity surrounding this scheme (eg - see TTJ) and the inevitable criticism from environmental groups, it is worth stressing the following points to any member of your staff who needs to be aware of the scheme.

1. The scheme is designed to give assurance to British Importers/Purchasers that the mahogany/cedar sourced under this agreement does not come from Indian Lands and has not been logged illegally.

While members of AIMEX, with their own concessions will have forest management programmes, supervised by the Brazilian Government, this NHA/AIMEX agreement does not cover the issue of forest management/sustainability.

The issue of sustainability is being investigated under an ITTO project being carried out by FUNATURA (a Brazilian Technical Environmental Organisation) and the identification of supply sources by IBAMA (Brazilian Government Environmental Agency) under an FAO (Food and Agricultural Organisation) Directive. The ODA also have a project in the Tapajos National Forest dealing with the same subject. We await the results in due course.

2. The scheme will be criticised in some quarters for not having Brazilian Government direct involvement. The TTF/AIMEX always wanted to achieve this but the Brazilian Government is currently reviewing their whole policy on Indian rights/logging.

The results are expected by spring 1994.

In the interim, this initiative has the full support of the Brazilian Government and the British Embassy in Brasilia.

The NHA has made it clear this is an interim agreement until IBAMA (Government environmental agency) and FUNAI (Government Indian Affairs Agency) can be involved in the scheme.

3. As AIMEX members only operate in the states of Para, exporters from other regions of Brazil are not covered by this agreement officially. However, they are being encouraged by the relevant NHA agents/importers to sign a similar policy statement in their own right. The wording of this statement is now under review.

AGENTS/INTERNATIONAL DIVISION DECLARATION

STATEMENT OF THE EXPORT TRADE OF BRAZILIAN MAHOGANY/CEDAR TO THE UK.

AFFIRMATION OF COMMITMENT TO SOURCE SUPPLIES OF BRAZILIAN MAHOGANY/CEDAR FROM LEGAL SOURCES ONLY

1. The two leading organisations concerned in this trade, namely Associacao das Industrias Exportadora de Madeira do Para (AIMEX) and the National Hardwood Association (NHA) of the Timber Trade Federation (TTF) have in view of certain allegations discussed the situation very thoroughly.
2. Whilst they consider that it is beneficial that this trade must continue, it must be in a legal and environmentally friendly manner. They will therefore put in hand interim measures to control the situation.
3. These will consist of:
 - (i) A declaration signed by members of AIMEX that they will not purchase/produce mahogany/cedar from illegal sources. A clear list of AIMEX members agreeing to this Declaration will be supplied to the NHA.
 - (ii) Likewise, since the NHA believe it is vital to the continuation of the trade that such an action is reciprocated, a declaration signed by members of the NHA involved in the mahogany/cedar trade, agreeing to purchase mahogany/cedar only from the AIMEX members who have undertaken to act in the ethical manner laid down in the AIMEX declaration.
 - (iii) Notwithstanding item 3(ii) it is agreed that certain Brazilian shippers may not be members of AIMEX. Therefore the NHA will work with the Agents concerned to ensure similar Declarations to those detailed by AIMEX are obtained for supplies from such sources.
4. From contacts with officials from several parts of the federal Brazilian administration AIMEX and the NHA were pleased to learn that the Brazilian Government has under consideration the issues raised by the trade in mahogany/cedar between Brazil and the UK. They look forward to the outcome of this review.

5. The measures proposed by AIMEX and the NHA are only intended as interim measures until such time as the official policy is published. This is anticipated to be by 1st March 1994.

6. In confirmation of their actions shippers will supply with each shipment, attached to the Bill of Lading, a numbered declaration stating that the goods supplied had been produced in accordance with the AIMEX Declaration. This will be forwarded to the ultimate buyer.

7. Certificates will only be released to those buyers who have agreed to accept the Declaration and have contributed to a fund to cover the costs likely to be incurred by the Representative of the National Hardwood Association in monitoring the Declaration.

We accept this commitment.

SIGNED.....

COMPANY.....

DATE.....

The NHA believes this interim agreement is an important first step on the road to self-regulation of the timber trade by the trade. This is the route clearly preferred by the British Government but unless such schemes are given full and whole-hearted support by members, then we risk the scheme falling into disrepute and increase the threat of legislation. We would urge all members and their customers to ensure all purchases are covered by the relevant Declaration from Brazil.

I hope we can enjoy your full support on this issue.

Please do not hesitate to contact Clareville House if any member requires further clarification on any issue. Please also note that it is still open to Members to apply to join the Scheme through Clareville House.

OPEN LETTER TO THE TIMBER TRADE FEDERATION FROM THE WOMEN'S NEGOTIATING TEAM. 24/1/95.

Dear Michael James, Rupert Oliver and Graham Bruford,

We would like to thank you for the frank discussion you had with our women's negotiating team on Monday 16th January. At that meeting you suggested that we write to you with our concerns, so we have put in writing a summary of our perspective of the salient points that were made and the areas of our deepest concern. If you feel you have been misrepresented or that we have not heard your viewpoint accurately then please correct us. We end with a list of questions that we would very much like a response to as soon as possible.

1. The background to our work.

1.1. We explained to the TTF our deep concern at the ongoing abuse of human rights in Indian reserves in Brazil by mahogany loggers and of the illegal extraction of the Indian's timber resources. We consider that the human rights issue is of paramount importance which is why we are concentrating on Indian lands but we are also convinced that the environmental effects of mahogany logging needs to be looked at where ever such logging takes place.

1.2. Current position of companies and agents. We outlined the nature of our discussions with various timber companies and agents which has been combined all along with a clear commitment to non-violent direct action when deemed appropriate. Five of the major agents involved in the mahogany trade (DBY, EAC, Tradelink, Nordisk and Richard Anders) plus Timbmet, Meyers, Lathams and Hunters are the present focus of attention.

1.2.1. We have asked all companies and agents to stop trading in mahogany from Brazil by March 31st 1995 until they can ensure independently verifiable audits that their supplies are from sustainable sources based on the principles contained within the Forest Stewardship Council Principles and Criteria.

1.2.2. Mr. Bykhovsky of Hunters informed us on the phone that Hunters had decided to stop buying mahogany one and a half months ago and that stocks would take about three months to go through - so they will be free of our attention except for monitoring. Timbmet have been the focus of several demonstrations and continue to buy mahogany but have made some major steps and commitments in the general field of environmental auditing and no more pressure is being applied to them until we see what they decide on March 31st. Mr. Hillas and Ms. Burton of Meyers have been talking with us and 2 Meyer representatives will be visiting Brazil shortly to talk to their suppliers and some NGOs. Until their return and the March 31st deadline they are not being targeted. Richard Anders has agreed to face-to-face discussions as well. The remaining 4 agents and Lathams are being pressured to explain where exactly their supplies come from. Most of them had indicated that they preferred us to talk to their trade body, the TTF, and to raise our concerns with them. This was the purpose for our meeting with the TTF on 16/1/95.

1.3. We believe that the timber trade as a whole should work together in a responsible, humane, ethical and environmentally sound (in short - sustainable) manner. If all members of the TTF ceased to trade in mahogany until they had independent evidence that none was coming from illegal or unsustainable sources then no one company need feel vulnerable.

2. AIMEX/NHA Accord.

2.1. The AIMEX/NHA Accord only covers mahogany from Indian Reserves in South Para. We wanted to put on the record our concerns that the problem is much wider and we feel the following should also be considered:- i) illegal extraction from Indian Reserves in other states (so as to include the whole Brazilian mahogany belt - especially as mahogany from these other states is beginning to enter Britain); ii) illegal extraction in this whole belt from biological reserves and from private land (this is now increasingly common on the fringes of reserves); iii) environmental /sustainability issues on all extraction whether legal or illegal.

2.2. Michael James said that 'all the members of the TTF stand by this accord' and from the discussion it became clear that the TTF rely on this accord and the IBAMA export certificate that 'double banks' it, to ensure that only legally sourced supplies enter Britain. We had a major difference of opinion as to whether the AIMEX/NHA accord or the IBAMA certificates were adequate in the present Brazilian situation.

2.3. We wanted to know if at least the Accord meant we could be sure that British companies were only importing from AIMEX signatories. We had information that seemed to suggest that NHA signatories were dealing with Brazilian companies that had not signed the AIMEX Accord. Of what value was an agreement if trading was being conducted outside of that agreement? The third largest exporter to the UK market called SEMASA which trades with the 7 largest agents supplying the British market is not a signatory (see Question 1 below). The reply to this was that the Accord 'is a Gentleman's Agreement to accord with the law and take real care that the shipments are legal shipments. If you are not a member of the agreement is not so relevant as whether the shipments are legal'. Here we differ from the TTF. If the Accord is the main method of ensuring legal supplies, then to trade outside this Accord leaves unsolved the original problem the Accord was meant to address -namely, how to ensure legal supplies. The NHA

Agreement seems to be trying to have it both ways with clause 3(iii) saying that Brazilian shippers may not be members of AIMEX (see Question 1 below).

2.4. In Brazil the Indians and NGOs say the Accord is purely 'for the Englishman to see'. In Britain NGOs say the Accord is a paper agreement and has done little to stop illegal timber reaching Britain.

2.4.1. The TTF admit it is a 'Gentleman's Agreement' and works on trust. Gasparetto of AIMEX admit they have no structures within AIMEX to check up on their members nor is it their role to do so, in any case.

2.4.2. We think the Accord is meaningless because it works on trust. The TTF see it from the opposite point of view, as working because of trust. Because the Accord is admitted to stand or fall on trust it is easy to see that the crux of the matter is our different perceptions of the trustworthiness of the major Brazilian companies. On this point it is worth remembering that it was because of persistent reports and allegations of the misbehaviour of these major companies that the trade felt the need to establish the Accord in the first place!

2.5. Three of the largest suppliers (Maginco, Perachi and Banach) are the leading figures in AIMEX. They are also the companies which have had injunctions brought (by Brazilian NGOs working on behalf of Indians) against their activities within Indian Reserves. These injunctions have been upheld at Federal level. Banach still has a sawmill illegally operating within the Arara reserve (see Question 2 below). Reports from many reserves in Para say that small operators known as 'woodpeckers' are doing the logging and then selling on to many of the large logging companies which are signatories of AIMEX. Well known illegal loggers have close connections with AIMEX signatories (see Question 3 below). FUNAI and IBAMA reports also cite illegal activities by AIMEX signatories, such as road and bridge building within the reserves. In what we perceive to be the corrupt and highly lucrative context of logging in Amazonia, 'self-regulation' by the prime suspects cannot allay our fears. This is why we ask for independent verification or some kind of publicly accountable and verifiable structure (see Question 4 below).

2.5.1. The TTF stated at our meeting that they do not find the evidence conclusive. They did however, admit that they had not thoroughly read the supporting evidence given to the Federal courts in Brazil when the 1992 injunctions were upheld - documents that we had passed on to them many months ago. They also said that sending them large quantities of papers was not very practical. The TTF cannot look into the allegations here in Britain. They can only send them to Brazil (to AIMEX!) for the response from the companies themselves. The TTF accept that there is illegal logging in Brazil, but not that any of the illegally logged mahogany reaches Britain. We are not satisfied that the TTF can be sure that this is the case.

2.6. We and the TTF both rely for some of our information on government officials. But our perceptions of how the system works is quite distinct and we have contact with different officials who have different stories to tell.

2.6.1. The TTF rely upon the IBAMA certificates to verify that the sources entering Britain are 'legal'. It became very clear in our discussions that they rely on the Brazilian 'system' and the law working well enough to control logging and ensure that illegal timber does not leave the country. The TTF said that they recognise that many Brazilian institutions are not very efficient but that is the case in many countries. They have to abide by the law of the country and they claim that there have been considerable improvements in recent years.

2.6.2. However, we do not think this is a serious enough response to the current situation facing the Indians and environment.

3. The present situation in Brazil.

3.1. Our information is that the loggers are a law unto themselves in Para. In a large, poor and sparsely populated state they have the money, resources and power to bribe and threaten the local judiciary and government officials. We have heard directly from a few 'honest' officials (such as those instrumental in finding the huge abuses that do eventually come to light like the recent one in Mencragnoti), of the tremendous pressures brought to bear on them (most leave their families at home in other states for safety), the huge sums of money offered to them to keep quiet or to arrange false documentation (at the higher levels the bribes offered have reached astronomical sums in millions rather than thousands of Rials) and the lack of resources for them to control the timber theft going on. They have to argue for weeks in the capital, Brasilia, before they are given permission to take in Federal Police to impound illegally felled timber (by which time it has often disappeared). The Federal Police may only be there a short time and when they leave the timber gradually leaks away.

3.2. The FUNAI budget for 1995 corresponds to only 3.71% of the funding it requires to carry out all its functions - and it should be remembered that FUNAI is the government agency with legal access to the Indian Reserves. IBAMA should only need to be present where logging is legal. FUNAI often don't have the resources needed to even get to the reserves in time. We have reports from Indian groups who come across loggers and cut mahogany and by the time they get back with the relevant official the timber has gone and the loggers moved to another remote part of the reserve. A horrendous cat and mouse game leaves the Indians and FUNAI officials immensely frustrated and angry. If they do get to the area in time they often cannot get sufficient reports and witness statements and if they do, these end up on a shelf somewhere and are never followed up with the necessary court proceedings. The ways in which the system is corrupted and justice delayed are too numerous to recount. The government departments are divided

between officials who want to protect Indians rights and control the predatory logging and are brave enough to try, and those, who seem to be in the majority, collecting two salaries - one from the government and one from the loggers.

3.3. There are still regular reports coming in from many Indian reserves of timber being logged and of Indians being harrassed and in some tragic cases of being killed by loggers. We have all seen evidence of illegal activity on our visits to Brazil. The most recent visit that two of us made to Para state in late 1994 enabled us to verify press reports that there were approximately 40,000 cubic metres of mahogany logs piled in and beside the Xingu river right in the middle of the Mencragnoti reserve in October 1994. We interviewed the FUNAI officials involved and also took photos. Although impounded by Federal Police, IBAMA and FUNAI officials, only some of the logs have gone to auction (where this 'illegally felled' wood will be 'legally' sold) - the rest has 'disappeared'. Like other similar hauls that cannot be held by the scant federal resources allocated to law enforcement, the timber that disappears is reported by locals to end up in mill towns like Sao Felix do Xingu or Redencao. Locals report that false documentation can be bought and the timber easily enters the system. Legally and illegally logged timber thus gets mixed up and the best cuts of mahogany end up going to the export market and the likelihood of some of it ending up in Britain is very high (see Question 5 below). We suggested that the TTF could not be sure that illegally logged timber did not pass through the mill towns mentioned above and thence go for export to Britain. The TTF thought that the leap from illegally logged timber (which no one denies is still happening) to that timber ending up in Britain was a 'good jump' that they were not prepared to accept (see Question 5 below).

4. Sources of information and quality of evidence.

4.1. There is a serious difference of perception as to what constitutes evidence and what can be believed. Our conversation with the TTF made it quite clear that we each had our own different sources of information and did not believe those of the other side. This is important because only once one has accepted that certain malpractices and abuse take place can one begin to decide what to do about it.

4.1.1. We believe that timber is felled illegally in Indian Reserves and that a substantial part of it ends up in Britain. We base this on numerous reports, documentaries, testimonies, NGO reports, Brazilian press reports, and the evidence that we have drawn from personal visits to Indians and local people affected by mahogany logging, and to the workers in the mill towns. We do not believe the assurances of AIMEX that their members (the major mahogany logging companies) are only taking timber from legal sources. This is partly because we do not see how they can be sure the timber is legal in the current situation.

4.1.2. The TTF, on the other hand, accept the assurances of their counterparts in Brazil, and like them say that any outstanding injunctions or court cases against these major companies cannot be taken as evidence until they have been appealed at the highest level. It appears that a company is innocent until proven guilty in the courts even though they may be found again and again inside the reserves, even though they may still have their mills and be building roads inside reserves, even though we have seen abuses with our own eyes - they are innocent until the highest court in the land says they are guilty.

4.1.3. The TTF does not consider it necessary to read all the lengthy court documentation that was painstakingly gathered by a small NGO responding to the Indians plea that they take these logging companies to court in order to try and stop their activities, even though the injunctions were upheld after an appeal at the Federal level by the companies.

4.1.4. We can understand that the TTF may not wish to take our word for it, but do not understand why they do not pay attention to the Brazilian Indians themselves, the NGOs working with them, or the research bodies who actually map the logging roads inside the reserves and interview the local people working the saws and running the mill machinery.

4.1.5. The TTF prefers to rely upon its own members' assurances rather than going direct to where it is all happening so they can see with their own eyes. When Arthur Morrell and Geoff Elliott went to Brazil it would have been more valuable to have gone to the Reserves where the Indians are protesting about illegal logging and to seek discussions with the Indians and FUNAI officials who had been making the allegations against the loggers.

5. Responsibility.

5.1. The TTF is a trade organisation and works in response to the needs of its members. We were informed that there was not enough of a 'buzz' coming from their members for the TTF to consider the mahogany issue a priority (see Question 7 below). The TTF admitted, 'we rely a lot on what we hear from our agents - we have to - they are our members. We have to trust our members'. It was welcome to hear the TTF say that it was encouraging its members to make their own investigations. We hope they will pass on some of our concerns and questions and trust that this open letter will be seen as part of this process.

5.2. One of the reasons for our different stances might be a different view of our ability to effect change.

5.2.1. We feel that one of the motors of change is in fact moral awareness and public pressure and that few people, groups, companies or countries act in the interests of the global good unless encouraged by global citizen pressure. But each little change for the good does count, however small.

5.2.2. The Timber Trade, however, does not feel it has the capacity to effect real change in Brazil - they feel the trade will just shift to other countries (which it is already doing to some extent), the problem will remain in Brazil but others will reap the profits. They also fear that if they truly address the mahogany issue then the same principles will apply to all sorts of other timber. There is a fear that to concede anything at all will lead to the death of the timber trade.

5.2.3. Our perception is that the death of the timber trade is just around the corner anyway if companies don't get their act in order pretty quickly. Predatory logging without controls is in no-one's long term interests. Ultimately, we all need the same thing!. Those companies that spend the time and resources to change their business to take account of long-term sustainability issues (which includes meeting the social, economic, ecological, cultural and spiritual needs of present and future generations) will be well placed to continue trading for a long time to come and will have clear consciences as well.

5.3. This brings us to the issue of moral responsibility. Other countries may be willing to trade in stolen goods or trade in ways which destroy the livelihoods of indigenous groups and damage the environment, but this does not mean that Britain has to engage in such trade. These are issues that every single industry is having to look into. In an interdependent world the ethical standards that we apply at home must also apply to our dealings with other countries. We cannot just export our responsibilities and ignore in other countries the human rights and environmental standards that we believe should apply in Britain.

5.4. Ultimately, we cannot hide behind the law of other countries, 'Gentlemen's Agreements', accords, or false witnesses. We must be prepared to assume responsibility as moral beings for our own activities, regardless of the actions of others. This is how individuals are meant to act; companies should accept the same standards.

5.4.1. This leads to a last point. If changes in Brazil go back on the recognition of Indian rights and it suddenly becomes 'legal' again for loggers to take mahogany from inside Indian Reserves, the substantive question remains: in view of the effect mahogany logging has on communities and land, is it legitimate to trade in a commodity whose extraction has such an impact, whether or not it is legal? In order to make just and moral decisions and to trade responsibly we must insist that all traders should source their raw materials and demonstrate with proof the whole chain from forest and local community to end customer. It will then be easier to check whether the trade is being conducted in a sustainable manner (see Question 4 below).

Questions.

1. Our information is that Semasa, Blue Star, Universal, Madestelo, CEC and Fonte are not signatories of the AIMEX/NHA Accord and yet traded with DBY, EAC, Tradelink, Nordisk, Richard Anders, Charles Craig and Alan Thomas who are signatories.

Could you explain why the British companies decided to use non-signatory suppliers?

In relation to clause 3(iii) of the Interim Agreement we would like to know if any similar declarations have been obtained from suppliers who are not AIMEX signatories?

We would also like to know why, in view of the statements that this would only be an interim measure, nothing more solid has been achieved in the way of structures of control rather than just policy statements?

2. Our information is that the Banach Sawmill within the demarcated Arara Reserve is still operational and that the colonists settled within the Reserve are mainly making their living from illegal logging within the Reserve's boundaries. The social conflict engendered by so many outsiders having been settled in Banach's mill town has led to tremendous social conflict - so much so, that local politicians and interested parties are trying to force a re-drawing of the Reserve's boundaries. These proposals are being considered at the moment. Eventually this may mean that the land upon which the Banach Municipality is standing will be technically outside the Reserve (at the moment it is inside the Reserve). However, this will still not solve the problem of how the two thousand settlers that were brought in specifically to work as loggers and to run the mill will make their living legally. There are apparently only 10 families that are really farming colonists. The rest are involved in illegally logging within the Arara Reserve. What is the response of the NHA signatories to this information and why are NHA members still trading with Banach?

3. Our information is that Fernandez da Silva, connected to many recent scandals involving extensive logging inside Indian Reserves, and whose airstrips we witnessed inside Mencragnoti Reserve, sells his timber on to the larger AIMEX members. He has connections with Pau D'Arco (AIMEX signatory) whose commercial offices he used in Sao Felix do Xingu.

Please tell us if you plan to investigate this issue and if not, why you consider that investigation is unnecessary?

4. Considering that critics of the AIMEX/NHA Accord believe that the AIMEX signatories are engaged in trading in illegally acquired timber would it not be a good idea for the NHA to insist that AIMEX members supply the following

information with each of its shipments and that this information is made public so that Brazilians can check the veracity of the information given :-

the name and location of the exact source of timber so that the place can be found on a map and on the ground, the quantity of logs taken from that source over a specific time period, the mills through which it was processed, the transport routes and warehouses used for it, through to the agent and shipper? Most of this information after all has to be provided for IBAMA to do their checks so it should already be in the public domain. If the sources are legal (and we know that most Brazilian logging companies do have some legal sites) then this more complete information will enable it to be proved to everyone's satisfaction.

5. Is the TTF aware that the best cuts of all the mahogany trees logged goes to the export market leaving the bulk of poorer quality wood to go to the internal market? It is the very high prices that these high-quality centre cuts can secure that in fact keeps the mahogany trade viable now that the easily-reached and legal sources of mahogany are so depleted.

6. How can AIMEX be sure that none of the mahogany found inside the Mecragnoti Reserve and illegally logged, which is reported in the enclosed article (Encl.1) will find its way to Britain either via a legal auction or by 'slippage' into the mills?

7. We think that maybe a lot of the information that we see is not being seen by the Trade and that this is why there may be less of a 'buzz' than there should be. We would like to know how much of the information produced by Indian, human rights and environmental groups in Brazil is actually seen by the TTF and the Trade and also how much of the information that we have sent to the TTF has actually been passed on to the TTF's members?

8. May we please see the 'detailed response' that AIMEX sent you in response to the FOE IBAMA allegations?

9. In view of the seriousness of the allegations against Perachi, Impar, Maginco and Banach made in the 1992 injunctions we feel that trade should be suspended with these companies pending a full independent investigation. What are your views on this?

With Best Wishes,

Angie Zelter on behalf of the Women's Negotiating Team.

FIRST DRAFT FOR AN AMENDED NHA STATEMENT ON TRADE
IN MAHOGANY/CEDRO FROM THE PARA STATE OF BRAZIL

AFFIRMATION OF COMMITMENT
BY THE NATIONAL HARDWOOD ASSOCIATION (NHA)
OF THE TIMBER TRADE FEDERATION (TTF) OF THE UK

1. The two leading trade organisations concerned with the international trade between Brazil and the United Kingdom in Brazilian Mahogany (*Swietenia macrophylla*) and Cedro (*Cedrela spp*) are Associacao das Industrias Exportadora de Madeira do Para (AIMEX) and the National Hardwood Association (NHA) of the Timber Trade Federation (TTF). The two organisations have agreed, in the light of allegations made by third parties, that it is necessary to demonstrate that such trade is carried out in ways which confirm its legality.

2. In pursuance of this:

- a) AIMEX members have signed a Declaration (copy appended) that they are committed not to utilise or acquire logs or timber originating from ~~(Indian Reserves)~~ ^(Indian Reserves)
- b) NHA members engaged in the Brazilian Mahogany/Cedro trade declare that they will only purchase those species from those members of AIMEX who have undertaken to act in accordance with the AIMEX Declaration referred to above. NHA members show their compliance by signing this NHA Affirmation of Commitment.

3. The NHA supports the continuing efforts of AIMEX to further develop co-ordination and co-operation with both Federal Government and State Government departments in Para which have responsibilities for forests and forested Indian Reserves.

In this respect the NHA also notes and endorses actions by the Government of Brazil and the State Government of Para in initiatives designed to demonstrate the legality of harvesting of logs of Mahogany and Cedro, and in their wider efforts to improve the management of forests to ensure a perpetual flow of services and goods including timber.

NHA notes in particular the roles of IBAMA (Instituto Brasileiro do Meio Ambiente e dos Recursos Naturais Renovais) and FUNAI (Fundacao Nacional do Indio).

4. In technical support of these Declarations AIMEX has agreed with NHA the following actions:

- a) Shippers will supply with each shipment, and attached to the relevant Bill of Lading, a numbered declaration stating that the goods referred to have been produced in accordance with the AIMEX Declaration. Such certificates will only be released to buyers in the UK who have formally accepted the NHA Declaration and who have contributed to the Fund set up to cover the costs of administering and monitoring the workings of the NHA Declaration.

12...

- b) [Yct to be built in, based on Meyer visit]
The supplier will make available an IBAMA licence number coupled with an identification of the logging area and the 'Manego' forest management plan to which it refers, including a map reference, for those logging areas over which he has direct control.
- c) Maps should be available showing that logging is confined to areas outside Indian Reserves (as designated before 1988 and after 1988).
- d) The supplier will provide similar IBAMA documentation for Mahogany/ Cedro purchased from third parties operating their own logging areas.
- e) The supplier will endeavour to provide copies of documentation from those who have legal authority to clear forested lands for other use.
- f) The supplier will keep available copies of ATPF (Autorisao de Transporte de Produtos Florestal) transport documents and/or IBAMA log transport permits (GUIA) which may assist in tracking logs from source to sawmill, and sawmill to port.

5. It is noted that there may be a need for provision for Brazilian shippers who are not members of AIMEX. NHA will collaborate with UK Agents who are members of the TTF to encourage non AIMEX suppliers to provide Declarations similar to those supported by AIMEX members.

This Declaration to be signed:

EITHER

We, being Agents and/or members of the International Division, accept this commitment.

OR

We, being buyers of Brazilian Mahogany/Cedro, accept this commitment and further:-

- (i) we confirm that we will only purchase Mahogany and Cedro supplies from those Agents/International Division members who have signed the NHA Declaration
- (ii) we understand that certain costs will be involved in monitoring the situation and agree to contribute to a fund to cover the costs of the NHA in monitoring the Declaration. We agree to contribute per cubic metre to cover such costs
- (iii) we will accept invoices from those Agents who have signed the above Affirmation. It is understood that in the event of the system being wound up, any remaining funds will be distributed in proportion to the amount contributed.

SIGNED DATE



The Timber Trade Federation

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13th June 1995

Ms Angie Zelter,
48 Bethel Street,
Norwich,
Norfolk,
NR2 1NR

Dear Angie

Thank you for your letter of 24 May about Brazil.

Following a meeting of the NHA, I am now able to confirm that Geoffrey Pleydell, Tropical Timber Consultant, and I will be visiting Brazil in mid July to further the NHA/AIMEX Accord. We will be seeking among other things more precise evidence of sourcing and closer involvement of the Brazilian authorities, including checks by Ibama. We will be happy to meet you after our return. At this stage, however, we do not consider a prior meeting with all NGOs, especially FOE, is likely to be productive as we are complaining to ASA about FOE Brazil advertisements and literature. Furthermore the NGO viewpoint has been very ably and continually expressed and needs no reiteration to us.

Our visit is likely to be concentrated on Brasilia for meetings with various Brazilian Authorities and in Belem for discussions with AIMEX Members about the Accord, with a visit to some logging operations in the area. We expect to see some NGO representatives during our visit including WWF, ISA (NDI) and CIMI. Time will be limited but we would be happy also to consider any proposals here that you may have.

As regards your particular concerns about illegal logging and the social implications we would suggest that you contact the Brazilian Embassy direct, if you have not already done so. From our meetings with them these are issues which they clearly take most seriously.

As regards your suggestion about FSC, you may be interested to see our briefing note on Certification (attached). We would not ask the Brazilians to adopt the FSC route, although we would of course have no objection should they wish to consult reputable third parties for an objective view of their processes. But it is really for the Brazilians to decide what form of authentication they feel is necessary or possible.

We look forward to seeing you on our return. We agree that we do not want to see this debate repeated ad nauseam.

MICHAEL JAMES

Yours sincerely

SERVICO PUBLICO FEDERAL
INSTITUTO BRASILEIRO DO MEIO AMBIENTE E DOS RECURSOS NATURAIS
RENOVAVEIS SUPERINTENDENCIA ESTADUAL DO PARA

ANEXOS - II

COORDENADORIA TECNICA - COTEC

IZACAO PARA EXPLORACAO No 260 / 93 Validade: DEZ / 93 / a DEZ / 94

colo No. 1202 / 92

tor: MARINCO-MADEIREIRA ARAGUAIA S/A-IND.COM.AGROP.

nsalvel Tecnico: RUI DE NAZARE DE AQUZA LIMA

sa do Projeto : 11.342,48 Ha.

alidade : FAZ.PORTO SEGURO-S.FELIX DO XINGU

ta autorizada para exploracao: 1.100,00 ha.

ume autorizado (m3) : 62.435,58 M3/Tora

IBAMA - SUP. ESTADO DO PARA
Proj. de auto. n. 3 em 1 p. 100
12.94 - 12.95
<i>Rui de Nazare de Aquza Lima</i>
Director Técnico

AUTORIZACAO/EXPLORACAO/VOLUME (M3/ANO)

e: Angelim	Vol. 1.160,28	m3	Especie: Jarana	Vol. 2.585,00	m3
e: Axixá	Vol. 1.617,00	m3	Especie: Jacobá	Vol. 8.345,70	m3
e: Amesciã	Vol. 4.804,00	m3	Especie: Louro	Vol. 4.604,49	m3
e: Breu	Vol. 2.189,00	m3	Especie: Mogno	Vol. 8.250,00	m3
e: Cedrerana	Vol. 1.106,82	m3	Especie: Pau roxo	Vol. 274,23	m3
e: Copaiba	Vol. 2.615,58	m3	Especie: Pau santo	Vol. 920,00	m3
e: Cumarú	Vol. 6.286,50	m3	Especie: Quarubarana	Vol. 440,00	m3
e: Faveira	Vol. 4.400,00	m3	Especie: Sucupira	Vol. 1.245,42	m3
e: Ipã	Vol. 5.191,56	m3	Especie: Tauari	Vol. 2.300,00	m3

presente autorizacao não isenta o seu detentor do documento das disposi-
nfidas na Legislação Florestal vigente; não isentando o de outras penali-
revistas no Código Penal e demais instrumentos legais vigente na consta-
o uso irregular desta. Não contem emendas ou rasuras.

Cópia deste deverá ser mantida no local da exploração para exibição
lizacao quando solicitado.

Os dados técnicos existentes no Projeto são de inteira responsabi-
do Responsável Técnico.

Deverá ser enviado a este Orgão, um Relatório Detalhado das Ativi-
asenvolvidas na área, assinado pelo ENGO. responsável, após a exploração.

Projeto Aprovado em 12.94

Rui de Nazare de Aquza Lima
COORDENADOR TECNICO
Eng. Agrônomo - COTEC
Chefe Subst. do COTEC
IBAMA/PA

Rui de Nazare de Aquza Lima
SUPERINTENDENTE ESTADUAL
Eng. Agrônomo
Superintendente Estadual
IBAMA/PA

Ilmo. Senhor

SUPERINTENDENTE ESTADUAL DO INSTITUTO BRASILEIRO DO MEIO AMBIENTE E DOS RECURSOS NATURAIS RENOVÁVEIS - IBAMA.

BELEM - PARÁ

ASSUNTO : REVALIDAÇÃO DE AUTORIZAÇÃO PARA EXPLORAÇÃO.

MAGINCO - MADEIREIRA ARAGUALA S/A - IND. COM. E AGROPECUÁRIA, Firma Localizada a BR-316, Km- 12, Nº. 2184, Ananindeua, Estado do Pará com CCC/MF 04.956.322/0001-60, Insc. Estadual: 15.051.406-C, Titular do PROJETO DE MANEJO FLORESTAL SUSTENTADO denominado PORTO SEGURO I Protocolado nessa SUPES/PA, sob o Nº 1202/92, por seu representante infra assinado, vem mui respeitosamente, requerer a V. Sa. se digne determinar ao setor competente a REVALIDAR A AUTORIZAÇÃO PARA EXPLORAÇÃO Nº 260/93, em virtude do alto índice pluviométrico que caiu na Região e impossibilitou parte (40 %) da Exploração Florestal e conseqüentemente os trabalhos de tratos Silviculturais e etc.

Nestes Termos, pede e espera deferimentos.

BELEM-PA, 10 DE NOVEBRO DE 1994.
[Handwritten Signature]
MAGINCO MADEIREIRA ARAGUALA S/A
R. J. de ...
Eng. Florestal - S/Ass-0
Responsável Técnico

SECRETARIA
ESTADUAL DE RECURSOS NATURAIS/PA
130000000 00823219
PÁTRIO BOLSÃO
DO MEIO AMBIENTE E DOS

Ilmo. Senhor

SUPERINTENDENTE ESTADUAL DO INSTITUTO BRASILEIRO DO MEIO AMBIENTE E DOS RECURSOS NATURAIS RENOVÁVEIS - IBAMA.

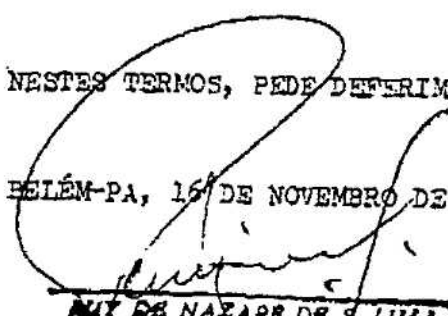
BELÉM - PARÁ

ASSUNTO : REVALIDAÇÃO DE AUTORIZAÇÃO PARA EXPLORAÇÃO Nº 094/93 COM VALIDADE JULHO/93 A JULHO/94.

IPANGUAÇU MADEIRAS LTDA, FIRMA LOCALIZADA A AV. BEIRA RIO S/N Município de São Félix do Xingú no Estado do Pará, com CCC/MF Nº 22.916.456/0001 - 39, Inso. Estadual Nº 15.133.463-3 Registrado nessa SUPES/PA 5.410/93 (REG. PROVISÓRIO) Titular do PROJETO DE MANEJO FLORESTAL SUSTENTADO Protocolado sob o Nº 3442/93 na Fazenda Denominada POTIGUAR por seu representante infra assinado, vem mui respeitosamente, requerer a V. Sa. se digne determinar ao Setor competente a REVALIDAÇÃO DA AUTORIZAÇÃO PARA EXPLORAÇÃO Nº 094/93 Válida para Julho/93 a Julho/94 e ao mesmo tempo Prorrogar o periodo de validade para Janeiro/94 a Janeiro/95, em virtude do auto índice Pluviométrico que é de praxe cair na Região Impossibilitando quase que totalmente os serviços de EXPLORAÇÃO FLORESTAL pois, trata-se de uma área com Topografia plana.

NESTES TERMOS, PEDE DEFERIMENTOS.

BELÉM-PA, 16 DE NOVEMBRO DE 1994.


NELY DE NAZARE DE S. LIMA
ENQ. FLORESTAL
CRRX-PA/AP-5488-0

REC. AVELA

SUPERINTENDENCIA ESTADUAL DO PARA
COORDENADORIA TÉCNICA - DETEC

AUTORIZAÇÃO PARA EXPLORAÇÃO No. 094 93

JUL 93 a JUL 94

Local No. 3442 93

Empresa: YPANGUACÓ MADEIRAS LTDA

Responsável Técnico: SIMEÃO MADEIRAS LTDA

Área do Projeto: 17.000,00 Ha

Localização: FAZ. POTIGUAR - SÃO FELIX DO XINGÓ

Área autorizada para exploração 5.100,00 Ha

Volume autorizado (m3): 144.126,00

IBAMA - SUP. ESTADO DO PARA
 Divisão Técnica - D.T.
 Prorrogação de autorização de exploração
 Período a prorrogar 10/95 a 11/96
João Roberto Santos
 Diretor Técnico

AUTORIZAÇÃO/EXPLORAÇÃO/VOLUME (m3/ano):

Especie: AMESCLÃO	Vol.: 16.524,00m3	Especie: CUMARÓ	Vol.: 11.475,00m3
Especie: ANGELIM	Vol.: 9.180,00m3	Especie: FAVEIRA	Vol.: 5.967,00m3
Especie: AROEIRA	Vol.: 1.377,00m3	Especie: IPÊ	Vol.: 14.688,00m3
Especie: BREU	Vol.: 4.590,00m3	Especie: JATOBÁ	Vol.: 17.442,00m3
Especie: MANGUE	Vol.: 7.803,00m3	Especie: ANGICO	Vol.: 2.754,00m3
Especie: MOGNO	Vol.: 15.606,00m3	Especie: AXIXÁ	Vol.: 4.590,00m3
Especie: CEDRORANA	Vol.: 3.672,00m3	Especie: CAJARANA	Vol.: 3.672,00m3
Especie: CEDRO	Vol.: 9.180,00m3	Especie: AMARELÃO	Vol.: 9.180,00m3
Especie: COPAIBA	Vol.: 6.426,00m3	Especie:	Vol.: m3

A presente autorização não isenta o seu deceptor do cumprimento das obrigações previstas na legislação florestal vigente, não isentando-o de outras penalidades previstas no Código Penal e demais instrumentos legais vigentes na constatação do uso irregular desta. Não contém emendas ou alterações.

Cópia deste deverá ser mantida no local da exploração para exigência da fiscalização quando solicitada.

Os dados técnicos existentes no Projeto são de inteira responsabilidade do Responsável Técnico.

Deverá ser enviado a este Órgão, em Relatório Detalhado das Atividades Desenvolvidas no local, assinado pelo Eng. Responsável, após a exploração.

PROJETO APROVADO EM

Paulo Vieira
 COORDENADOR TÉCNICO

De 10 de Junho de 1993
 Rua ... CIMA 197 - B L 23

João Roberto Santos
 SUPERINTENDENTE ESTADUAL

João M. dos Santos Gadêlha
 Eng. Agrônomo
 Superintendente Estadual
 IBAMA-PA