Business Models

ILCF Dialogue, 8 February 2012
Dipantara Model

Communities → Dipantara → Industries

- Added value: higher price, facilitation, nursery, tree inventory
- Volume industry needed
- Good quality
- Continuity

International buyers

TFT
South Chile Model

Farmers

FSC umbrella - SLIMF
Fair Trade Certification

Sawmill Industry (Small scale – high tech)

• High quality products
• Good Story
• Trust

Big buyer in Sweden
Conditions: summary

- Link with the buyers/markets
- Good story
- Trust
- Premium
- Institutional arrangement in the whole actors involved in LCF supply chain