



# Raw material procurement and sales as well as sustainability reporting based on ISO 38200

HDH-Workshop ISO 38200 Chain of Custody

23.11.2021 online workshop

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**proNARO GmbH** ([www.proNARO.com](http://www.proNARO.com)):

- Essity ([www.essity.com](http://www.essity.com): hygiene paper/medical care) and SAPPI ([www.sappi.com](http://www.sappi.com): paper/packaging/pulp) joint venture
- Wood procurement company for 4 integrated pulp and paper mills in Germany ('internal customers')
- Countries of wood origin (Germany >80%, F, AT, CH, BE, ...)
- Average transport distance: approx. 90-140km
- Wood assortments: Pulp roundwood + sawmill chips (spruce and beech)
- ISO 9001 QM and FSC/PEFC CoC certified
- Since 2019 ISO 38200 CoC certified (by DIN Certco Reg.Nr. 10C0001\*) – auditing procedure integrated in the annual combined FSC/PEFC CoC audit procedure



\*pls. see [https://www.pronaro.com/fileadmin/templates/pdf/DIN\\_ISO\\_38200-2018\\_Zertifikat.pdf](https://www.pronaro.com/fileadmin/templates/pdf/DIN_ISO_38200-2018_Zertifikat.pdf)

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## proNARO's internal agenda for ISO 38200 certification (1/2):

- Covers requirements not included in FSC/PEFC CoC (in addition – no replacement planned)
- s-m-a-r-t claims: Especially provable, measurable, credible and auditable
- Third-party verification
- No ISO 38200 product labelling planned (until now)
- As simple as possible (efforts & costs)

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## proNARO's internal agenda for ISO 38200 certification (2/2):

- Clear focus on information needed by customers and customers' customers
  - > annual sustainability report
  - > balancing of CO<sub>2</sub> emissions <- Transport distance (average; max.; < 150km)
  - > traceability of supply chains <- wood origin (geographical coordinates load by load)
  - > legal requirements from national authorities and EU (e.g. EUTR)
  - > percentage of domestic supply; "negative list" for countrys ('no wood from xyz')
  - > Paper Profiles
  - > sales & marketing activities (e.g. 'paper from regionally sourced raw materials'; eco/sustainability claims of retailers' private label product lines)

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## Technical specifications of ISO 38200 certificate :

- Purchase and sale of softwood and hardwood from thinnings and sawmill residues

## Products & activities:

- Roundwood: Spruce; beech; ash
  - wood procurement without storage -
- Wood chips: Spruce; beech
  - wood procurement without storage -

## Material declarations / claims:

### 1) “verified“:

100% verified from legal logging according proNARO DDS

### 2) “specified“:

2.1) 100% specified from controlled, undisputed sources according to proNARO purchasing policy\*

2.2) 100% specified known wood origin

2.3) x% specified regional with shortest possible transport distance (<150km = regional)

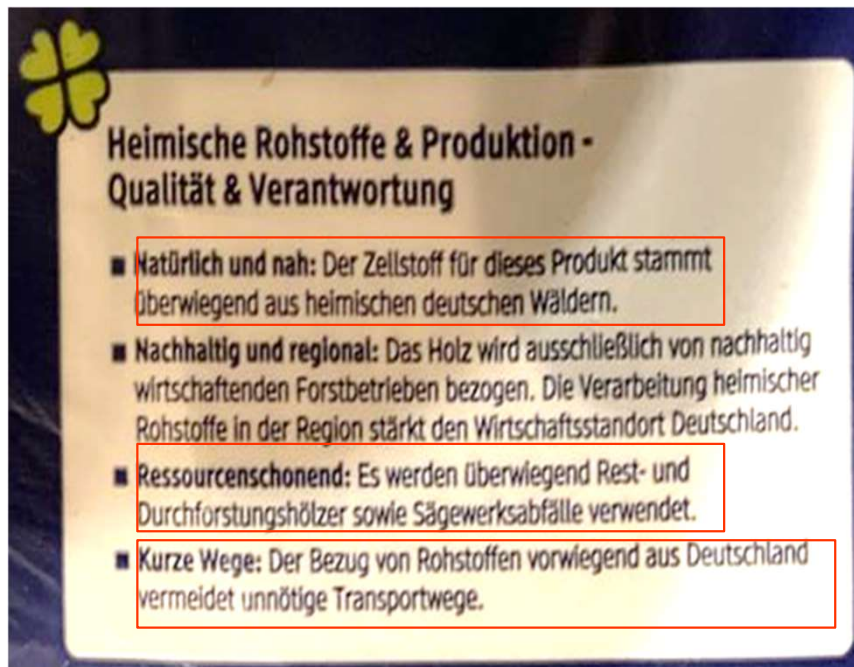
### 3) “certified“:

x% certified from sustainable, certified forest management units

\*pls. see <https://www.pronaro.com/nachhaltigkeit>

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Hygiene paper market: Just a few examples for advertising messages  
-> potential ISO 38200 specified claims  
**clear, provable, measurable, credible, auditable**



Total supply chain - what has been achieved?

**Forest owner -> proNARO -> pulp- & papermill -> retailer -> end user**

Many thanks  
for your attention!

**third-party verified  
by ISO 38200 CoC certification**

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Appendix:

**DIN CERTCO**  
Gesellschaft für Konformitätsbewertung mbH

## CERTIFICATE

**Certificate holder** proNARO GmbH  
Obernburger Strasse 1-9  
63811 Stockstadt  
GERMANY

**System** Supply chain of wood and wood-based products

**Test basis (s)** DIN ISO 38200: 2018  
Certification program for the supply chain of wood and wood-based products (2019 - 06)

**Surveillance system** Physical separation

**Material status** Certified / Specified / Verified

**Remarks** The supply chain control system includes:  
— records of the origin of the wood raw material  
— the internal implementation of the requirements according to DIN ISO 38200  
— the systematic documentation of the material flows for control

**Conformity mark**  


**Registration number** 10C0001

**Date of Expiry** 2024-11-04

2020-07-17  
Robert Zorn, M. Sc.  
Managing Director

DIN CERTCO Gesellschaft für Konformitätsbewertung mbH · Alboinstraße 56 · D-12103 Berlin · www.dincertco.de

**DIN CERTCO**  
Gesellschaft für Konformitätsbewertung mbH

## ANNEX


Site 1 of 1

**Certificate** 10C0001 from 2020-07-17

**Technical specifications** Purchase and sale of softwood and hardwood from thinnings and sawmill residues products/activities:  
1) Roundwood: Picea abies; Abies alba; Fagus sylvatica L.; Fraxinus excelsior / Trade without storage  
2) Wood chips / Trade without storage

**material declaration:**  
1) "verified"  
(1) 100% verified from legal logging  
2) "specified".  
(2.1) 100% specified from controlled, undisputed sources according to proNARO purchasing policy  
(2.2) 100% specified known wood origin  
(2.3) x% specified regional with shortest possible transport distances  
3) "certified".  
(3) x% certified from sustainable, certified forest management

**Locations** proNARO GmbH  
Obernburger Strasse 1-9  
63811 Stockstadt



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