

Specialization in

International Timber Trade

More on International Timber Trade

The worldwide trade in wood products is enormous – so big, in fact, that it's the world's second largest. Thanks to its sheer size and complexity, it provides excellent career prospects for the true professional. So if you're interested in becoming an expert in the long and complicated processes of transport, processing and manufacturing, you need hesitate no longer: Larenstein's the place to start.

The sector has a real demand for skilled young people – people with an excellent, hands-on understanding of the responsible management of forests, of just-in-time delivery, and of product development and stock management. Let Larenstein help you become one of them.

The Study

International Timber Trade is a Bachelor's degree programme that provides a practical preparation for technical and management positions in the timber and timber-based industries.

A unique collaboration between Arnhem Business School, the Swedish University of Agricultural Sciences in Skinnskatteberg and several international timber trade companies, it perfectly dovetails theory and practice.

Courses at SLU Skinnskatteberg (Sweden) Marketing of Softwood products in Sweden

SLU and Larenstein University of professional Education have strong co-operation concerning exchange of students and developing of the theme marketing of softwood products. During the 2nd year term 1 and 2 (September-November) of the specialisation the students follow a three month course in marketing of wood products at the forest school of Skinnskatteberg. During this three months programme, students are educated in Swedish forestry, Swedish sawmilling techniques, Swedish timber products and marketing, mainly focused on two species, red wood (*Pinus sylvestris*) and white wood (*Picea abies*). The students are not only from Larenstein but also from Sweden, Poland, Latvia and Finland. Facilities for students are good, they will live on a small campus.

Between the course in Skinnskatteberg and Larenstein exists several different. The programme in Skinnskatteberg is focused on the softwoods which are produced in Scandinavia, processing of the softwoods and marketing of these products. In general, the course is very production oriented. The courses at Larenstein are focused on drying, gradin of hardwoods (temperate species as well as tropical species), logistics, customer oriented, adding values within the chain and commerce.

Course Structure

General

International Timber Trade is a two-year final phase Bachelor's degree programme. To qualify for admission and should preferably have completed two years at Bachelor's level studying forestry, economics and marketing, or a comparable subject.

A different educational background or several years of relevant working experience may also be sufficient – if you're in that position, please contact Larenstein.

Brief course description

A short course description of the specialisation International Timber Trade is given below. Officially the specialisation International Timber Trade starts in the third term of the second year. Students will take courses in economics and marketing.

Information about the specialisation International Timber Trade can be downloaded.
For information about the first two years contact John Raggers.

Information specialisation year 3 and 4 [download here](#)

Specialisation year 3

Term 1,2 (September-November): Theme Marketing of Softwood Products

This theme is facilitated at the SLU (forestry school) at Skinnskatteberg. This theme gives basic practical and theoretical knowledge regarding the Swedish forestry sector, production of softwood products, marketing and selling of softwood products in different stages of trade, as well as regarding laws and agreements in softwood trade. Exercises in co-operation with enterprises are included. After the course the students shall have good knowledge about the relation between market demands and the different stages of production: forest -industry -market in Scandinavia and its markets.

Term 2 (November-December): Theme Timber Trade and Wood Science

The courses are facilitated at Larenstein location at Velp. After following the courses of this theme the student should be able to recognize important timber trade species, understanding of important timber flows, analyse the different actors (with their functions) within the forestry-, wood industry chain, and understand physical and mechanical characteristics of wood and its relation to end-uses. There are two different topics: introduction in international timber trade and wood science and technology.

Term 3 (February-March): Theme Timber and Timber Trade

The courses are facilitated by Larenstein location at Velp. The student should get a technical and commercial understanding of the chain of custody of the forest, processing and trade chain. Topics are focused on logistics, functions of timber drying, quality of timber, timber utilisation, engineered wood products and commercializing timber products. The main idea is to learn students to understand and to apply strategies of different types of timber trade companies within the chain of custody. During this term more or less 30 different types of companies within the chain of custody are visited.

Term 4 (April-June): Practical Period

The student will have a practical training in Dutch or foreign company. One of the practical trainings should be done in a foreign country.

Specialisation year 4

Term 1,2 (September-November): Second Practical Period

The student will have a second practical training in Dutch or foreign company. One of the trainings should be done in a foreign country.

Term 2 (December-January): Theme Policies

The courses are facilitated by Larenstein location at Velp. Illegal logging and certification systems. Many tropical hardwoods are not from well managed forest, illegal harvesting and illegal forest exploitation are common practice. Different sustainable forest management systems, reasons of illegal harvesting activities and forest certification systems in order to improve sustainable forest management will be discussed. Lectures are given by professionals for the field.

Term 3,4,5 (February-June)

Module description of thesis

The thesis should contain at least one of the following elements: matters pertaining business economics, matters concerning marketing and/or markets, matters concerning macro-economics, matters concerning wood technology.

The Work

When you graduate from Larenstein, you'll be qualified for a wide range of jobs in the timber and wood-products industry. For example, several graduates are now working as marketing managers at forestry companies throughout the world.

Type of Companies

Students who have successfully completed the programme International Timber Trade are working in a diverse number of companies in the chain of custody of the forestry sector. The type of companies can be characterised as:

- Producers of sawmill products in the tropics and temperate zones
- National timber and timber product trade companies
- Multinationals which trade world wide in timber products
- Certification organisations concerning sustainable forest management
- And of course some of the students will start as an entrepreneur their own company.

Type of Jobs

After graduation the students can start an assistant purchaser, quality controller, product developer, salesman, assistant sales manager or account manager. After a number of years graduates can develop in different ways to become for instance specialist or generalist on managing positions.