

2018



Eco-fee
pricing scale with
eco-modulation

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ECO-MODULATION OF THE PRICING SCALE

FOREWORD

Eco-design involves taking account of all stages in a product’s life cycle, starting with its design. It concerns all players in the value chain, from the supply of raw materials to end-of-life recovery. At a time when more and more businesses are taking an interest in the benefits offered by development of the circular economy, the approaches of eco-design, focusing on the end of life of a product, can offer concrete solutions. Environmental organisations, that sit between traders and waste management stakeholders, are promoters of this type of approach.

ECO-MODULATION OF THE PRICING SCALE: HOW DOES IT WORK FOR BUSINESSES?

Eco-modulation of the eco-fee pricing scale is an incentive for furniture traders, designed to promote products which are easier to recycle and thus helping to minimise waste, while taking care not to create a situation where pollution is simply shifted to another stage in the product life cycle.

Its implementation by Éco-mobilier falls within the framework of a regulatory obligation, while its application by businesses remains on a voluntary basis. It represents an extra charge on top of the eco-fee.

In practice, the traders concerned must be able:

- **to identify the products which meet** the criteria set out by Éco-mobilier;
- **to declare them** according to the appropriate codification (code updated to 11 digits);
- **to retain the related supporting documentation** for at least three years in case of an audit by Éco-mobilier.

This document contains the eco-fee pricing scale with eco-modulation.

A coloured dot is shown beside each amount concerned to help you understand the criteria used for each product benefiting from eco-modulation:

- **eligible according to criteria 1 and 2**
- **eligible according to criterion 3**

Comments:

1. The criteria are not flexible.
2. In the eco-modulated pricing scale tables, only amounts for eligible products have been mentioned.

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PRESENTATION OF CRITERIA	CRITERION No. ①	CRITERION No. ②	CRITERION No. ③
	CERTIFIED SOLID WOOD PRODUCTS	METAL PRODUCTS	SCALABLE PRODUCTS
SUPPORTING DOCUMENTS	Technical documentation showing the proportion of solid wood contained in the end product (e.g. data sheet, purchase order, specifications, supplier catalogue, etc.) and the absence of padding in the product. Invoice proving the order (for distributors) or the sale (for manufacturers) of FSC® or PEFC® certified products. The manufacturer of the product, whether based in France or abroad, must have had their control chain certified* by the relevant certification system (a certificate valid for the trading period is to be forwarded).	Technical documentation showing the proportion of metal contained in the end product (e.g. data sheet, purchase order, specifications, supplier catalogue, etc.) and the absence of padding in the product.	Technical documentation showing the scalable nature of the product (such as assembly instructions).
EXAMPLES OF ELIGIBLE PRODUCTS ¹	<ul style="list-style-type: none"> • seat made 100% from certified solid wood without integrated chair cushion 	<ul style="list-style-type: none"> • 100% metal storage unit • metal chair with wooden seat (subject to the presence of at least 95% metal in terms of mass) 	<ul style="list-style-type: none"> • children's bed frame, extendable • extendable children's mattress • scalable children's chair with adjustable tripod
EXAMPLES OF NON-ELIGIBLE PRODUCTS	<ul style="list-style-type: none"> • chairs made from solid wood with rattan seat • furniture made from certified wood panels • furniture made from uncertified solid wood 	<ul style="list-style-type: none"> • metal chairs with foam seat 	<ul style="list-style-type: none"> • modular storage furniture • table with extension • foldaway bed • storage bed • slatted frame, foldable • slatted frame, width-adjustable • baby mattress with new-born side and next-stage side • stool with integrated storage • convertible seats • child booster seat • folding baby chair
WHY THIS CRITERION?	Strong capacity for recycling of products.	Strong capacity for recycling of products.	Products contributing to the reduction of furniture waste.
11 TH DIGIT OF THE ÉCO-MOBILIER DECLARATION CODE	CODE: 1	CODE: 1	CODE: 2
CRITERION REQUIREMENTS	Furnishing products composed, in terms of mass, of more than 95% solid wood parts of over 5mm, resulting from machining operations on wood coming directly and uniquely from sawn timber, subject to the products concerned being FSC® or PEFC® certified (certification systems for sustainable forest management).	Furnishing products composed, in terms of mass, of more than 95% metal materials .	Furnishing products whose duration of use can be extended by adapting their dimensions to the size of the user as they grow, subject to all parts of the product being sold in a single lot under a single reference number .
CRITERION EXCLUSIONS	Seats including padded or rattan components are not concerned, even if they are 95% composed of metal parts, since they require an additional stage of dismantling. Parts of furniture sold individually (items of hardware, panels, legs, drawers, etc.) are not concerned by this criterion because at the end of their life they are integrated into furniture waste and will therefore no longer be in "single-material" form. In the event that certain treatments are identified by Éco-mobilier as rendering the furnishing wood unsuitable for recycling, the products concerned will then be excluded from the eco-modulation scope.	Seats including padded or rattan components are not concerned, even if they are 95% composed of metal parts, since they require an additional stage of dismantling. Parts of furniture sold individually (items of hardware, panels, legs, drawers, etc.) are not concerned by this criterion because at the end of their life they are integrated into furniture waste and will therefore no longer be in "single-material" form.	Extendable products with extensions/flaps of worktop type are not concerned by this criterion (tables, desks, etc.). Products with height-adjustment capabilities (e.g. furniture with extendable legs) are not concerned.

¹ Subject to all conditions being met



BEDDING

PRICING SCALE EXCL. VAT

ECO-FEES EXCL. VAT PER FURNISHING ITEM



≤ 120 CM



> 120 CM

OTHER

	≤ 120 CM	> 120 CM	OTHER
SLATTED BED BASE	€2.08 ●●	€3.33 €●	€4.17 ●
BABY BED BASE/FUTON BASE/ ROLL-OUT SLATTED BED BASE/CAMP BED			€0.83 ●
ALL MATTRESSES, INCLUDING FOLDABLE MATTRESSES	€1.67 ●		

PRICING SCALE INCL. VAT

ECO-FEES INCL. VAT PER FURNISHING ITEM



≤ 120 CM



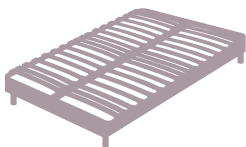
> 120 CM

OTHER

	≤ 120 CM	> 120 CM	OTHER
SLATTED BED BASE	€2.50 ●●	€4.00 ●	€5.00 ●
BABY BED BASE/FUTON BASE/ ROLL-OUT SLATTED BED BASE/CAMP BED			€1.00 ●
ALL MATTRESSES, INCLUDING FOLDABLE MATTRESSES	€2.00 ●		

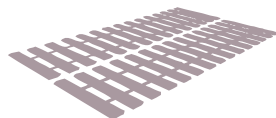
N.B. Tax-inclusive prices are given for information purposes, based on the standard 20% rate of VAT. Only the pre-tax price scales are contractually-binding.

Examples of items of furniture eligible for eco-modulation



SLATTED BED BASE

€4
incl. VAT



ROLL-OUT SLATTED BED BASE

€1
incl. VAT



110 CM MATTRESS

€2
incl. VAT



SEATS

PRICING SCALE EXCL. VAT

ECO-FEES EXCL. VAT PER FURNISHING ITEM



1 PERSON

2 PERSON OR MORE

OTHER

	1 PERSON	2 PERSON OR MORE	OTHER
CHAIR ¹	€0.17 ●●		
SEAT 2 PERSONS OR MORE, NON-PADDED ²		€0.83 ●	
CONVERTIBLE STRUCTURE WITH NO MATTRESS			€2.08 ●
HAMMOCK STAND			€0.83 ●

PRICING SCALE INCL. VAT

ECO-FEES INCL. VAT PER FURNISHING ITEM



1 PERSON

2 PERSON OR MORE

OTHER

	1 PERSON	2 PERSON OR MORE	OTHER
CHAIR ¹	€0.20 ●●		
SEAT 2 PERSONS OR MORE, NON-PADDED ²		€1.00 ●	
CONVERTIBLE STRUCTURE WITH NO MATTRESS			€2.50 ●
HAMMOCK STAND			€1.00 ●

1. All types of non-padded 1-person seat (excluding swivel seat below) should be considered as a chair only. 2. Including chaises longues.

N.B. Tax-inclusive prices are given for information purposes, based on the standard 20% rate of VAT. Only the pre-tax price scales are contractually-binding.

Examples of items of furniture eligible for eco-modulation



CHAIR

€0.20
incl. VAT



LOUNGER

€1
incl. VAT



HAMMOCK STAND

€1
incl. VAT



FURNITURE

PRICING SCALE EXCL. VAT

ECO-FEES EXCL. VAT PER FURNISHING ITEM

ANY FURNITURE TYPE	EXCL. TAXES
0 KG TO 0.5 KG excl.	€0.01 ●●
0,5 KG TO 1 KG excl.	€0.04 ●●
1 KG TO 2 KG excl.	€0.08 ●●
2 KG TO 5 KG excl.	€0.13 ●●
5 KG TO 10 KG excl.	€0.33 ●●
10 KG TO 20 KG excl.	€0.83 ●●
20 KG TO 30 KG excl.	€1.25 ●●
30 KG TO 40 KG excl.	€1.67 ●●
40 KG TO 60 KG excl.	€2.08 ●●
60 KG TO 100 KG excl.	€3.75 ●●
100 KG TO 150 KG excl.	€6.67 ●●
150 KG TO 200 KG excl.	€8.33 ●●
200 KG TO 250 KG excl.	€10.83 ●●
250 KG TO 300 KG excl.	€15.00 ●●
300 KG TO 400 KG excl.	€19.17 ●●
400 KG TO 500 KG excl.	€23.33 ●●
500 KG TO 600 KG excl.	€27.50 ●●
600 KG TO 700 KG excl.	€31.67 ●●
700 KG TO 800 KG excl.	€35.83 ●●
800 KG TO 900 KG excl.	€40.00 ●●
900 KG TO 1000 KG excl.	€44.17 ●●
1000 KG TO 1100 KG excl.	€48.33 ●●
1100 KG TO 1200 KG excl.	€52.50 ●●
1200 KG TO 1300 KG excl.	€56.67 ●●
1300 KG TO 1400 KG excl.	€60.83 ●●
1400 KG TO 1500 KG excl.	€65.00 ●●
1500 KG TO 1600 KG excl.	€69.17 ●●
1600 KG TO 1700 KG excl.	€73.33 ●●
1700 KG TO 1800 KG excl.	€77.50 ●●
1800 KG TO 1900 KG excl.	€81.67 ●●
1900 KG TO 2000 KG excl.	€85.83 ●●
OVER 2,000 KG	€90.00 ●●
ABOVE 2,000 KG, per 100kg bracket	+ €4.17 ●●

PRICING SCALE INCL. VAT

ECO-FEES INCL. VAT PER FURNISHING ITEM

ANY FURNITURE TYPE	INCL. VAT
0 KG TO 0.5 KG excl.	€0.01 ●●
0,5 KG TO 1 KG excl.	€0.05 ●●
1 KG TO 2 KG excl.	€0.10 ●●
2 KG TO 5 KG excl.	€0.16 ●●
5 KG TO 10 KG excl.	€0.40 ●●
10 KG TO 20 KG excl.	€1.00 ●●
20 KG TO 30 KG excl.	€1.50 ●●
30 KG TO 40 KG excl.	€2.00 ●●
40 KG TO 60 KG excl.	€2.50 ●●
60 KG TO 100 KG excl.	€4.50 ●●
100 KG TO 150 KG excl.	€8.00 ●●
150 KG TO 200 KG excl.	€10.00 ●●
200 KG TO 250 KG excl.	€13.00 ●●
250 KG TO 300 KG excl.	€18.00 ●●
300 KG TO 400 KG excl.	€23.00 ●●
400 KG TO 500 KG excl.	€28.00 ●●
500 KG TO 600 KG excl.	€33.00 ●●
600 KG TO 700 KG excl.	€38.00 ●●
700 KG TO 800 KG excl.	€43.00 ●●
800 KG TO 900 KG excl.	€48.00 ●●
900 KG TO 1000 KG excl.	€53.00 ●●
1000 KG TO 1100 KG excl.	€58.00 ●●
1100 KG TO 1200 KG excl.	€63.00 ●●
1200 KG TO 1300 KG excl.	€68.00 ●●
1300 KG TO 1400 KG excl.	€73.00 ●●
1400 KG TO 1500 KG excl.	€78.00 ●●
1500 KG TO 1600 KG excl.	€83.00 ●●
1600 KG TO 1700 KG excl.	€88.00 ●●
1700 KG TO 1800 KG excl.	€93.00 ●●
1800 KG TO 1900 KG excl.	€98.00 ●●
1900 KG TO 2000 KG excl.	€103.00 ●●
OVER 2,000 KG	€108.00 ●●
ABOVE 2,000 KG, per 100kg bracket	+ €5.00 ●●

Comments: For businesses which may not be able to determine the actual weight of the product on the market, or for which a precise calculation of the weight is not known before the item is put on the market (e.g.: custom fit-outs), Eco-mobilier will provide a table showing the correlation between the dimension and weight of each furnishing item.

N.B. Tax-inclusive prices are given for information purposes, based on the standard 20% rate of VAT. Only the pre-tax price scales are contractually-binding.



REQUENTLY ASKED QUESTIONS

1 HOW WERE THESE CRITERIA DECIDED UPON?

Éco-mobilier selects the criteria according to a number of considerations:

- The need for criteria which are objective, verifiable and discriminating;
- A simple process for businesses;
- Maintaining the economic balance of the pricing scale.

In order to identify the eco-modulation criteria, Éco-mobilier undertook an extensive consultation with the various stakeholders (members, professional associations, stakeholders in the social economy and charity sector, furniture item waste management operators, technical centres). All criteria selected were validated by the public authorities and accepted by consensus at the working group coordinated by Éco-mobilier since July 2013.

2 ARE THE ECO-MODULATION CRITERIA LIABLE TO CHANGE IN THE FUTURE?

Yes, the criteria will be periodically reviewed in order to promote continuous improvement in end-of-life focused eco-design practices.

3 HOW DOES ÉCO-MOBILIER CHECK SUPPORTING DOCUMENTATION?

Éco-mobilier may carry out supporting documentation checks at any time. These checks may be carried out:

- by the trader being asked to send the supporting documentation to Éco-mobilier ;
- as part of audits of sales declarations.

Marketing declarations may be audited within three calendar years of the products concerned having been brought to market. The supporting documentation related to eco-modulation must therefore be archived by traders. If supporting documentation is not available during an audit, contributions outstanding in respect of eco-modulation will be payable to Éco-mobilier.

4 AS OF 1ST JANUARY 2018, THE NF ENVIRONNEMENT® STANDARD AND EUROPEAN ECOLABEL® ARE NOT PART OF OUR CRITERIA.

These two ecolabels enable consumers to identify the most environmentally friendly products in terms of their environmental impact throughout their entire life cycle. Additional criteria also make it possible to ensure that these products are suitable for use.

Éco-mobilier is looking at the possibility of integrating these criteria in 2018 and as part of the 2018-2023 accreditation cycle. Discussions are underway to set out the terms of this change. Further information will be communicated to members at a later date.

5 WHY ARE PRODUCTS CONTAINING PADDING MATERIALS EXEMPT FROM CRITERIA 1 AND 2?

Products containing padding materials are excluded from Criteria 1 and 2 because they require an additional dismantling stage (regardless of the proportion of solid wood or metal they contain) and are therefore more difficult to recycle.

6 ARE PRODUCTS MADE FROM BOARD DERIVED FROM CERTIFIED TIMBER ALSO ELIGIBLE?

No, only products composed of over 95% solid wood parts are eligible. The grain size of particles of solid wood after grinding is larger than that of their equivalent from wood-derived board. Solid wood products are therefore more easily recyclable than equivalent wood-derived board products.

7 WHY DO I NEED TO PROVIDE FORESTRY CERTIFICATION NOW THAT FLEGT (FOREST LAW FOR ENFORCEMENT, GOVERNANCE AND TRADE) HAS COME INTO FORCE AT EU LEVEL?

The European Union Timber Regulation (EUTR) aims to gradually eliminate the importation and illegal exploitation of timber in the European market. For businesses, EUTR notably involves the obligation to adopt a system of reasonable vigilance intended to ensure the traceability and legality of timber across all their supply chains. For their part, the forest certification systems provide an additional guarantee related to sustainable and responsible forest exploitation. Unlike EUTR, which is compulsory for all businesses, forest certification is a voluntary system.

8 DO PRODUCTS CONTAINING SOLID WOOD SOURCED FROM FRENCH FORESTS ALSO NEED TO BE CERTIFIED?

Yes, because Éco-mobilier is unable to check the origin of supplies of solid wood from its members.

9 WHAT ARE THE PEFC® AND FSC® FOREST CERTIFICATIONS?



Promouvoir
la gestion durable
de la forêt

About PEFC France

A pioneer in forest certification in France, where it was created in 1999, PEFC® France currently represents some 8.1 million hectares of certified forests. Among its members, PEFC® France counts 63,000 forest owners and over 3,000 businesses in the forest/timber/paper industry (loggers, sawmills, processors, builders, traders, craftspeople, distributors, paper makers, printers, publishers, etc.). Together, they guarantee consumers that a product bearing the PEFC® mark has been produced in accordance with a sustainable forest management approach.

> For further information: www.pefc-france.org

About FSC France

The Forest Stewardship Council® (FSC®) is the leading international non-governmental, non-profit organisation, founded in 1993 to promote responsible management of the world's forests.

This independent certification guarantees that forests meet socially beneficial, economically viable and ecologically appropriate standards. FSC® specifications require, for example, compliance with national laws, respect for the rights of indigenous people and workers, preservation of biological diversity, water resources, etc. FSC® labelling guarantees consumers that forest products (wood and paper) have been sourced from forests managed according to strict sustainable management standards.

> For further information: www.fsc-france.fr



10 WHAT HAPPENS DURING AUDITS?

Eco-modulation is based on members' declarations, but bear in mind that you may be audited on the supporting documents associated with the eco-modulated products contained in your sales declarations.

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