

# SERVICE CONTRACT

*For furniture,  
furnishing and  
fit-out items  
and components*

*Update: February 2020*

2020 EDITION

écomobilier



“ **LET'S GO  
ECO!** ”



## **IN 2020: WHAT'S NEW IN FURNITURE RECYCLING?**

For six years now, we have been striving to provide sustainable solutions and reduce the environmental impact of **furnishing and fit-out items and components**.

In 2020, we are updating our services and rates. To do so, we are offering you a new service contract designed to combine **innovation, new product development, and the use of new materials from recycling**.

Together, we are on the way for **ZERO furniture waste** by 2023. We can achieve this goal with you, thanks to this new contract and revised rates, with:

- **More collection points available to our customers,**
- **Greater use of the circular economy, and different rates according to material recyclability,**
- **Eco-fee credits to support your efforts in terms of prevention, incorporation of recycled materials or recovery of products from customers.**

Regarding the challenges we face, **let's work together** towards active eco-citizenship. Join us in the quest for **ZERO furniture waste!**

A stylized handwritten signature in black ink, appearing to read 'D. Tison'.

**DOMINIQUE TISON**


CEO OF ECO-MOBILIER

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***THE NEW 2020  
CONTRACT***





*The new service contract concerns all your relations with Eco-mobilier.*

*First, by signing the service contract, in order to bring you into regulatory compliance, with a modified scope and display of the National Register of Marketers enrolment number.*

*Furthermore, in order to access new services, and to highlight your environmental commitments.*

*Discover this contract, the product families and the new provisions.*



# WHY IS A NEW SERVICE NEEDED?

## **FOR MANUFACTURERS AND DISTRIBUTORS OF FURNISHINGS, DIY AND FIT-OUTS:**

- The scope of products concerned covers all furnishing and fit-out components, without exception\*.
- Since 1<sup>st</sup> January 2020, eco-fee rates will increase for all products, in support of the ZERO waste objective for furniture.  
**These new rates** differ according to recyclability of materials.
- **Display requirements** on sales materials are being reinforced, to provide better information to your partners and customers.
- The contract is changing and Eco-mobilier is offering you **new services** for your company and your customers.

*\*cf. Ministerial Decree of 31<sup>st</sup> March 2019*

# YOUR ACTIONS TO COME

## KEY POINTS



### ■ Implement the new rates

The rates have been applied since 1<sup>st</sup> January 2020.

The declaring marketer implements the updated rate and product code, then the eco-fee is applied identically at each stage of the product distribution chain, to the end customer.

*The new rates page 8*

### ■ Display the eco-fee

It is compulsory to display the eco-fee on sales materials. From now on you need to include **the National Register of Marketers enrolment number** in your General Terms of Sale and on your invoices, as proof of your compliance and your commitment to the furniture waste sector.

*All relevant information page 34*

### ■ Inform your customers of your commitments

With the tools provided by Eco-mobilier, you can communicate regarding **your commitment to ZERO furniture waste**: geolocation of collection points available to your customers, in-store recycling events, sales team training, etc.

*More details page 36*

### ■ Earn "eco-fee credits"

Your contribution to recycling is rewarded: by incorporating raw materials into your products or by taking part in the recovery program for your customers, **you can earn "eco-fee credits"** in the form of a financial allowance.

*Presentation of the services page 38*

# THE PRODUCTS CONCERNED

ALL FURNISHING AND FIT-OUT ITEMS AND COMPONENTS

## **Bathroom**

Bathroom furniture  
Hardware and other accessories, etc.



## **Technical & office furnishings**

Desks, chairs, drawer units on wheels  
Industrial compartment drawer units  
Visual or audio separation screens, etc.



## **Kitchen**

Upper and lower kitchen units  
Panels and doors, tabletops and worktops  
Bottle racks, cutlery trays, etc.



## **DIY, Decoration, Garden & Leisure**

Panels cut to size in all materials  
Panels, workbenches  
Garden tables and chairs  
Garden seats, sofas and chairs  
Camping tables and mattresses,  
swing chairs, etc.

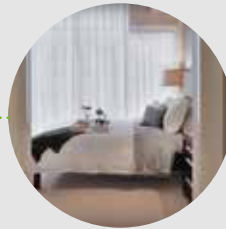






## **Storage & Fit-out**

Cupboards, storage units and fit-out components (custom or standard), cabinets/dressing tables, wardrobes, dressing room components, doors (sliding or standard), accessories and coverings, storage boxes and units, furnishing panels, furnishing textiles



### **Bedding & Bedroom**

Bed bases, bed mattresses, headboards  
Duvets, pillows  
Bed legs, bed base slats  
Bedside tables, storage boxes, etc.



### **Childcare**

Cots  
Desks,  
Highchairs, etc.



### **Lounge & Living room**

Tables, chairs, sofa seating, cushions  
Bar furniture, nesting tables  
Buffets, sideboards, etc.




### **Hardware & Accessories**

Racks, brackets  
Door knobs, handles  
Wardrobe rods  
Rails, sliding drawers  
Hinges, shelves, etc.

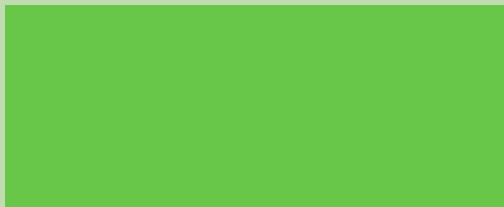
***THE NEW RATES  
APPLICABLE***





*The eco-fee funds the collection and recycling of used furniture all over France. With an expected increase of 700,000 tons collected in 2018 to almost one million tons in 2021, the rate needs to increase to support this growth in recycling.*

*Take a look at the new rates for each family of products and applied examples in pictures.*



# — RATES FOR —

## ***FURNITURE, FURNISHING AND FIT-OUT COMPONENTS***

The new rates take into account the **materials** used in products.

- *Products mainly made from wood and wood derivatives (fibreboard, cellular or other wood/plant mix panels) and products made from metal or wood/metal mix, are concerned by the "Standard wood, wood derivatives and metal" rate. Among these products, those composed of **more than 75% particle board, solid wood AND/OR metal, without elements disruptive to recycling\*** may benefit from a reduced eco-fee.*
- *The products which are not easy to recycle, mainly composed of plastic, glass, ceramics, composite, resin, stone, textiles or other mixed materials, have the "Standard all materials" rate applied at the highest eco-fee level.*

**The current coding system** can be maintained for many products. In order to obtain a reduction on the environmental surcharge (the "eco-fee"), products in the "Standard wood, wood derivatives and metal" category need to be recoded.



## YOUR TOOLS

### **Product code and eco-fee generator**

This file allows you to generate product codes, find the corresponding eco-fee and the new rate.

WOOD, WOOD DERIVATIVES & METAL MATERIALS

**MORE THAN 75%  
CERTIFIED SOLID WOOD  
AND/OR METAL\***



**MORE THAN 75%  
PARTICLE BOARD\***



**FIBREBOARD AND  
CELLULAR PANELS,  
PLANT, WOOD AND  
MIXED PANELS**

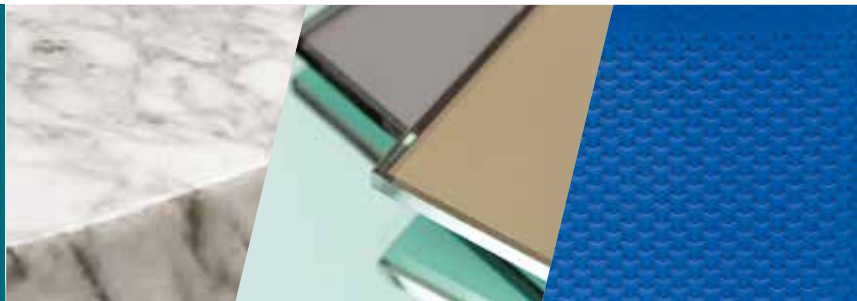
STANDARD



ALL MATERIALS

**PLASTIC, TEXTILES,  
MINERAL, COMPOSITE,  
MIXED MATERIALS,  
PADDED**

STANDARD



MATERIALS RECYCLABILITY



\* More than 75% of total weight, without materials disruptive to recycling (any combined inert mineral material or PVC).

## RATES INCL. VAT, BY WEIGHT BRACKET

	STANDARD ALL MATERIALS	STANDARD WOOD, WOOD DERIVATIVES AND METAL	MORE THAN 75% PARTICLE BOARD*	MORE THAN 75% CERTIFIED SOLID WOOD AND/OR METAL*
< 0.5kg	€0.04	€0.04	€0.02	€0.02
≥ 0.5 kg and < 1 kg	€0.12	€0.10	€0.07	€0.06
≥ 1 kg and < 2 kg	€0.20	€0.17	€0.12	€0.11
≥ 2 kg and < 5 kg	€0.40	€0.32	€0.22	€0.19
≥ 5 kg and < 10 kg	€1.00	€0.82	€0.56	€0.48
≥ 10 kg and < 20 kg	€2.20	€1.80	€1.30	€1.15
≥ 20 kg and < 30 kg	€3.50	€2.80	€2.00	€1.75
≥ 30 kg and < 40 kg	€4.70	€3.90	€2.80	€2.30
≥ 40 kg and < 60 kg	€6.70	€5.30	€3.70	€3.20
≥ 60 kg and < 100 kg	€10.60	€8.50	€6.20	€5.30
≥ 100 kg and < 150 kg	€18.00	€15.00	€11.00	€9.50
≥ 150 kg and < 200 kg	€24.00	€19.50	€14.00	€12.00
≥ 200 kg and < 250 kg	€30.00	€25.00	€18.00	€15.00
≥ 250 kg and < 300 kg	€38.00	€33.00	€24.00	€21.00
≥ 300 kg and < 400 kg	€47.00	€41.00	€30.00	€26.00
Per increment of 100 kg	+ €13.50	+ €10.50	+ €7.50	+ €6.30

\* More than 75% of total weight, without materials disruptive to recycling (any associated inert mineral material or PVC).

N.B. The rates incl. VAT are given by way of reference at the standard VAT rate of 20%.  
The contractual rates ex. VAT are available on the Extranet and on [eco-mobilier.fr](http://eco-mobilier.fr)



YOUR TOOLS

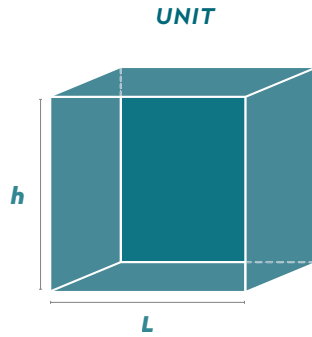
### Recodifier

This tool enables you to update the new product codes applicable since 1<sup>st</sup> January 2020, based on your product code file used in 2019.



## RATES INCL. VAT, DIMENSION-BASED (CONVERSION TABLES)

Conversion tables are designed primarily to enable craftsmen (or any other seller who does not necessarily have the actual weight of the furniture or furnishings detailed below) to convert the product's dimensions into the correct weight bracket of the scale, taking the materials into account. (cf. page 12).



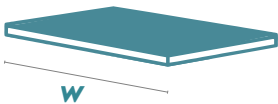
<b>L</b>	ALL MATERIALS		WOOD AND DERIVATIVE MATERIALS	
	<b>H &lt; 1 m</b>	<b>H ≥ 1 m</b>	<b>H &lt; 1 m</b>	<b>H ≥ 1 m</b>
0 to 60 cm	10-20 kg	20-30 kg	5-10 kg	10-20 kg
61 to 120 cm	20-30 kg	30-40 kg	10-20 kg	20-30 kg
121 to 180 cm	30-40 kg	40-60 kg	20-30 kg	30-40 kg
181 to 240 cm	40-60 kg	60-100 kg	30-40 kg	40-60 kg
> 240 cm	60-100 kg		40-60 kg	60-100 kg

**DOOR**  
(leaf)



<b>W</b>	WITH GLASS	WITHOUT GLASS, INERT MATERIALS
	0 to 60 cm	20-30 kg
61 to 120 cm	30-40 kg	20-30 kg
121 to 180 cm	40-60 kg	30-40 kg
181 to 240 cm	60-100 kg	40-60 kg
> 240 cm		60-100 kg

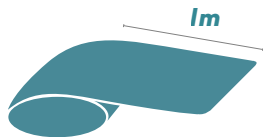


		ALL MATERIALS	WOOD AND DERIVATIVE MATERIALS
<b>STORAGE TOP</b> 	<b>W</b>		
	0 to 60 cm	20-30 kg	10-20 kg
	61 to 120 cm	30-40 kg	20-30 kg
	121 to 180 cm	40-60 kg	30-40 kg
	181 to 240 cm	60-100 kg	40-60 kg
> 240 cm	60-100 kg		

**RATES INCL. VAT, FOR FURNISHING FABRICS SOLD CUT TO SIZE**

The furnishing fabric prices (synthetic, natural or leather) for furniture and seating apply to fabrics sold cut to size based on the dimensions ordered (in linear metres).

**FURNISHING FABRICS**



€0.02 / 1m

N.B. The rates incl. VAT are given by way of reference at the standard VAT rate of 20%.  
The contractual rates ex. VAT are available on the Extranet and on [eco-mobilier.fr](http://eco-mobilier.fr)

## RATES INCL. VAT FOR WOOD AND WOOD-DERIVATIVE PANELS AND SHELVES, WHOLE AND CUT TO SIZE

A distinction is to be made between:

- **Shelves:** wood and/or wood-derivative panels with decorative additions (melamine, veneer, etc.).
- **Untreated panels:** wood and/or wood-derivative panels with no decorative additions (melamine, veneer, etc.). This category includes 3 types:
  - **Untreated precut panels:** product already cut, available off-the-shelf (like shelves);
  - **Untreated whole panels:** whole product (minimum standard dimensions: 250 × 120 or 125 cm), available off-the-shelf or via order-and-collect;
  - **Untreated panels cut to size, custom:** product cut to customer's specifications in the store cutting workshop.

### PRECUT SOLID WOOD SHELVES AND PANELS, PARTICLE BOARD, OSB\*

		< 25 cm	≥ 25 cm
SOLID WOOD, PARTICLE BOARD, OSB*	0 to 60 cm	€0.06	€0.11
	61 to 120 cm	€0.11	€0.29
	> 120 cm	€0.29	€0.29
MDF**, OTHER WOOD- DERIVATIVE PANELS	0 to 60 cm	€0.08	€0.17
	61 to 120 cm	€0.17	€0.41
	> 120 cm	€0.41	€0.41

\* Oriented strand board (OSB) \*\* Medium density fibreboard (MDF)

## WHOLE UNTREATED PANELS

Price per whole panel

PARTICLE BOARD, PLYWOOD, OSB*	€1.00
CERTIFIED SOLID WOOD	
NON-CERTIFIED SOLID WOOD	
-----	
MDF**, OTHER WOOD- DERIVATIVE PANELS	€1.5€

## UNTREATED PANELS CUT TO SIZE, CUSTOM:

Rate per cut section

PARTICLE BOARD, PLYWOOD, OSB*	€0.10
CERTIFIED SOLID WOOD	
NON-CERTIFIED SOLID WOOD	
-----	
MDF**, OTHER WOOD- DERIVATIVE PANELS	€0.14

The eco-fee (incl. vat) is applied to each whole panel. **These prices do not apply to worktops and units (see p. 15).**

### RATES INCL. VAT FOR SHELVES MADE OF OTHER MATERIALS

	< 25 cm	≥ 25 cm
0 to 60 cm	€0.40	€1.00
61 to 120 cm	€1.00	€2.20
121 to 240 cm	€2.20	€3.50
> 240 cm	€3.50	€4.70

N.B. The rates incl. VAT are given by way of reference at the standard VAT rate of 20%.  
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## — RATES FOR —

# SEATING

The new rates are now applied according to the **weight of the seat**, and no longer to the number of places. The rate depends on **whether or not the products include padding**.

- **Seats without padding**, are concerned by the "Seats without padding" rate, regardless of the materials and structure of these seats. Among these, seats **made from MORE than 75% certified solid wood AND/OR metal** may benefit from a reduced eco-fee.
- **Seats with PADDING and inflatable seats**, are concerned by the "Seats with padding" rate for all types of materials, with or without structure.

**Please note:** it is compulsory to carry out recoding of products to apply the 2020 rate.



### YOUR TOOLS

#### **Product code and eco-fee generator**

This file allows you to generate product codes, find the corresponding eco-fee and the new rate.

**SEATS WITHOUT PADDING**  
**MORE THAN 75%  
CERTIFIED SOLID WOOD  
AND/OR METAL\***



**SEATS WITHOUT PADDING,  
ALL MATERIALS**



**SEATS WITH PADDING  
AND INFLATABLE SEATS**



**MATERIALS RECYCLABILITY**



\* More than 75% of total weight

**RATES INCL. VAT, BY WEIGHT BRACKET**

	WITH PADDING OR INFLATABLE	WITHOUT PADDING	MORE THAN 75% CERTIFIED SOLID WOOD AND/OR METAL*
< 0.5kg	€0.06	€0.02	€0.02
≥ 0.5 kg and < 1kg	€0.18	€0.07	€0.05
≥ 1kg and < 2kg	€0.37	€0.16	€0.10
≥ 2 kg and < 3 kg	€0.61	€0.24	€0.17
≥ 3 kg and < 5 kg	€0.97	€0.40	€0.25
≥ 5 kg and < 7 kg	€1.45	€0.59	€0.40
≥ 7 kg and < 10 kg	€2.05	€0.83	€0.55
≥ 10 kg and < 15 kg	€3.00	€1.20	€0.80
≥ 15 kg and < 20 kg	€4.30	€1.70	€1.20
≥ 20 kg and < 25 kg	€5.50	€2.20	€1.50
≥ 25 kg and < 30 kg	€6.50	€2.70	€1.80
≥ 30 kg and < 40kg	€8.50	€3.30	€ 2.40
≥ 40 kg and < 50kg	€11.00	€4.40	€3.00
≥ 50 kg and < 60kg	€13.50	€5.40	€3.70
≥ 60 kg and < 70 kg	€16.00	€6.40	€4.40
≥ 70 kg and < 80 kg	€18.50	€7.30	€5.00
≥ 80 kg and < 90 kg	€20.50	€8.30	€5.70
≥ 90 kg and < 100 kg	€23.00	€9.50	€6.40
≥ 100 kg and < 120 kg	€27.00	€11.00	€7.50
≥ 120 kg and < 150 kg	€33.00	€13.00	€9.00
≥ 150 kg and < 200 kg	€42.50	€17.00	€12.00
Per increment of 50 kg	€12.00	€5.00	€3.00

\* More than 75% of total weight

N.B. The rates incl. VAT are given by way of reference at the standard VAT rate of 20%.  
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## YOUR TOOLS

### **Recodifier**

This tool enables you to update the new product codes applicable since 1<sup>st</sup> January 2020, based on your product code file used in 2019.

## RATES FOR **BEDDING**

### ■ **MATTRESS**

The new rates are now applied according to the **width and thickness** of the mattress.

### ■ **BED BASES**

The rates are applied according to the **width** of the bed base and depending on the materials.

- **Slatted frames**
- **Bed bases without padding**
- **Bed bases with padding**

Among the slatted frames and bed bases without padding, bed bases with **structures made from more than 75% certified solid wood and/or metal** may benefit from a reduced eco-fee.

**Please note:** it is compulsory to carry out recoding of mattresses and bed bases for application of the 2020 rate.

### ■ **DUVETS, PILLOWS, CUSHIONS, ETC.**

The coding and prices will not be changing in 2020.



## YOUR TOOLS

### **Product code and eco-fee generator**

This file allows you to generate product codes, find the corresponding eco-fee and the new rate.



**MATTRESSES**



**SLATTED FRAMES AND BED  
BASES WITHOUT PADDING  
MORE THAN 75%**

**CERTIFIED SOLID WOOD  
AND/OR METAL\***



**SLATTED FRAMES AND BED  
BASES WITHOUT PADDING**

**ALL MATERIALS**



**BED BASES  
WITH PADDING**



*\* More than 75% of total weight*

**RATES INCL. VAT FOR MATTRESSES**

	≤ 120 cm	120 / 140 cm	> 140 cm
≤ 10 cm	€1.50	€4.00	€6.00
> 10 cm	€4.00	€10.00	€13.00
INFLATABLE, ANY THICKNESS	€0.40	€1.10	€1.60

**RATES INCL. VAT FOR DUVETS AND PILLOWS**

	≤ 205 cm	> 205 cm
SLEEPING BAGS	€0.18	
DUVETS, NON-BEDDING MATTRESS OVERLAYS, QUILTS	€0.12	€0.18
PILLOWS, BOLSTERS, ALL TYPES OF CUSHIONS AND OTHER PADDED SEATING AND BEDDING PRODUCTS	€0.06	



**YOUR TOOLS**

**Recodifier**

This tool enables you to update the new product codes applicable since 1<sup>st</sup> January 2020, based on your product code file used in 2019.

**RATES INCL. VAT FOR BED BASES AND BED LEGS**

		≤ 120 cm	120 / 140 cm	> 140 cm
BED BASES	PADDED	€3.50	€5.80	€7.00
	NON-PADDED	€2.80	€4.50	€5.60
	MORE THAN 75% SOLID WOOD AND/OR METAL*	€2.50	€4.00	€4.50
SLATTED FRAMES	ALL MATERIALS	€1.80	€3.00	€4.00
	MORE THAN 75% SOLID WOOD AND/OR METAL*	€1.80	€2.50	€3.50
MECHANICAL BED BASES, STORAGE BEDS	PADDED	€8.50	€10.50	€12.50
	NON-PADDED	€7.00	€8.50	€10.00
	MORE THAN 75% SOLID WOOD AND/OR METAL*	€5.50	€7.00	€8.00

\* More than 75% of total weight

	EACH	BATCH OF 2	BATCH OF 4
BED LEGS	€0.15	€0.30	€0.60

N.B. The rates incl. VAT are given by way of reference at the standard VAT rate of 20%.  
The contractual rates ex. VAT are available on the Extranet and on [eco-mobilier.fr](http://eco-mobilier.fr)



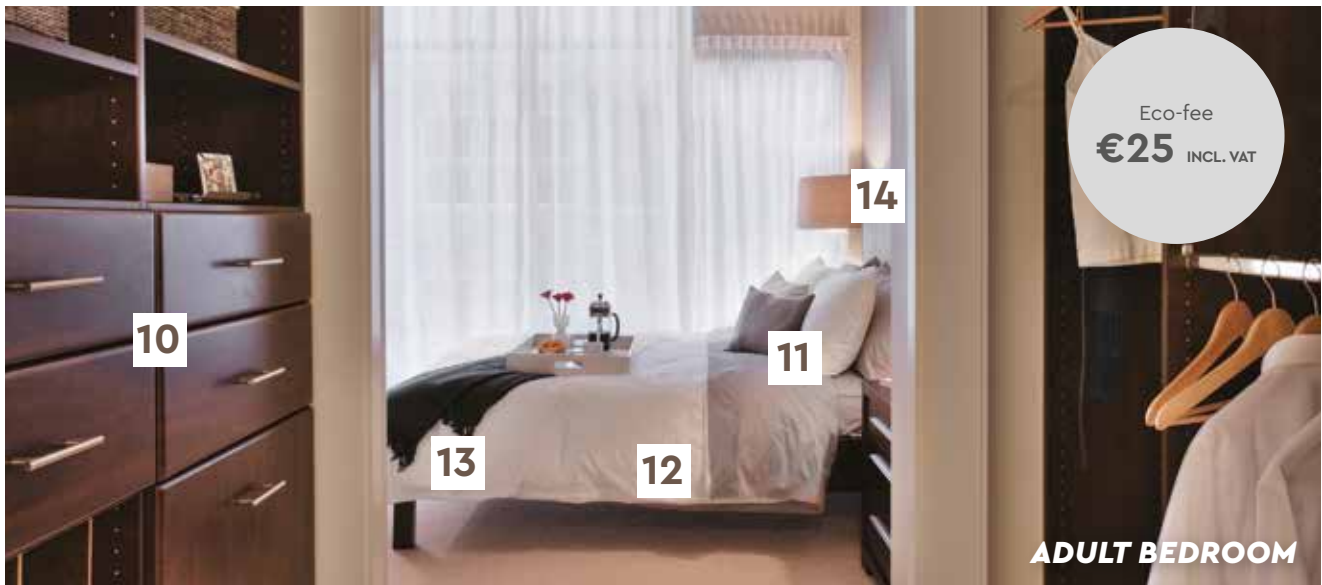
# RATES IN PICTURES



1. Bed – Standard wood – 10 to 20 kg – eco-fee €1.80 INCL. VAT – 2. Chest of drawers – Standard wood – 10 to 20 kg – eco-fee €1.80 INCL. VAT – 3. Cushion – eco-fee €0.06 INCL. VAT – 4. Armchair – Padded – 10 to 15 kg – eco-fee €3.00 INCL. VAT – 5. Bookcase – Particle boards – 5 to 10 kg – eco-fee €0.56 INCL. VAT – 6. Cradle – Solid wood – 5 to 10 kg – eco-fee €0.48 INCL. VAT



7. Low cupboard – Standard wood – 20 to 30 kg – **eco-fee €2.80 INCL. VAT** – 8. Basket – Wicker – 0.5 to 1 kg – **eco-fee. €0.10 incl. VAT** – 9. Upper unit – Glass – 20 to 30 kg – **eco-fee €3.50 INCL. VAT**



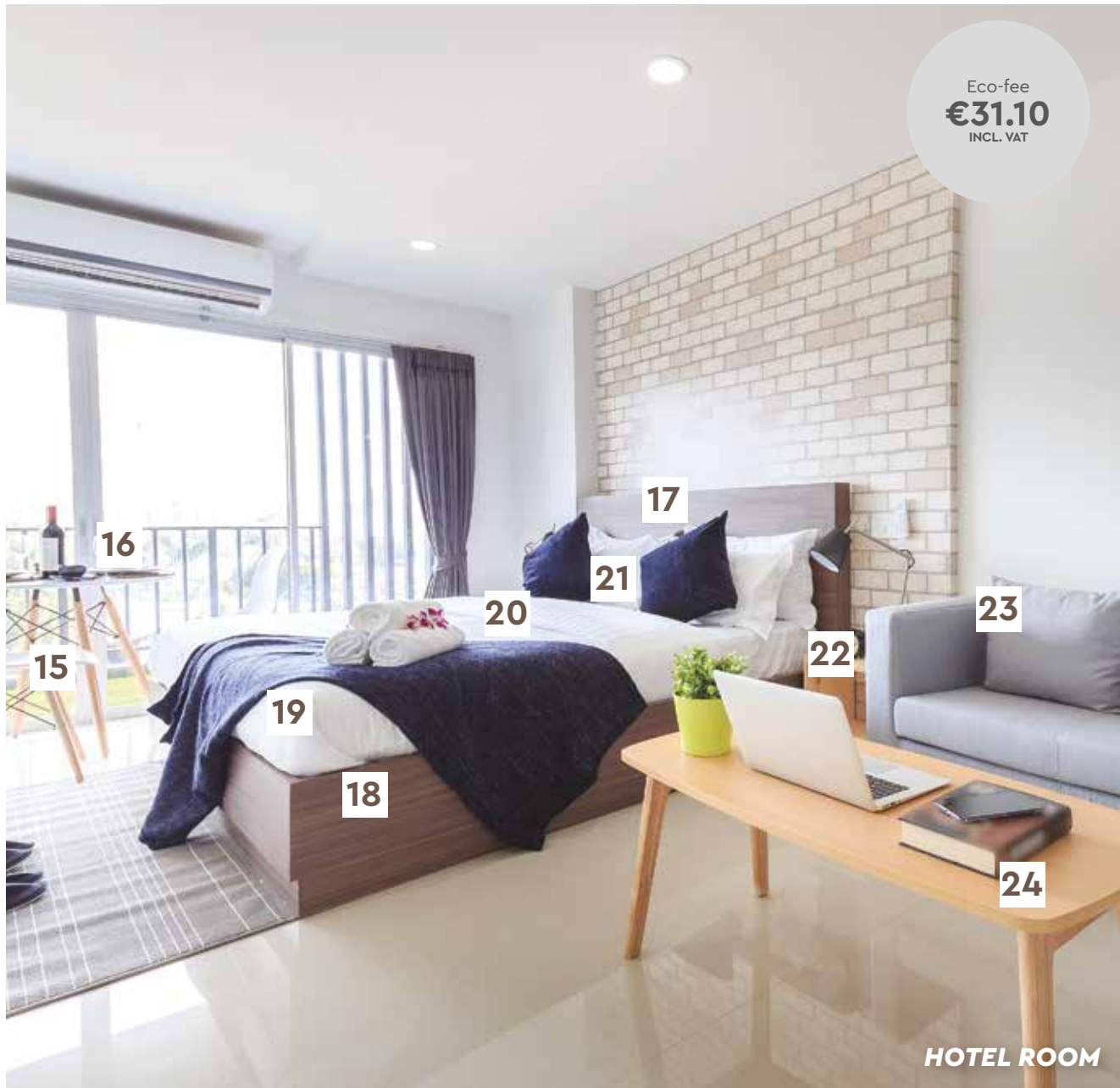
10. Dressing unit – Particle boards – 40 to 60 kg – **eco-fee €3.70 INCL. VAT** – 11. Duvet with 2 pillows – Natural padding – >205 cm – **eco-fee €0.30 INCL. VAT** – 12. Bed base – Padded – 160 cm – **eco-fee €7.00 INCL. VAT** – 13. Mattress – Spring 22 cm – 160 cm – **eco-fee €13.00 INCL. VAT** – 14. Headboard – Padded – 5 to 10 kg – **eco-fee €1.00 INCL. VAT**



1. Chair - Plastic - 5 to 7 kg - **eco-fee €0.59 INCL. VAT** - 2. Chair - Certified solid wood - 7 to 10 kg - **eco-fee €0.55 INCL. VAT** - 3. Trestles - Non-certified solid wood - 2 to 5 kg - **eco-fee €0.22 INCL. VAT** - 4. Tabletop - Certified solid wood - 10 to 20 kg - **eco-fee €1.15 INCL. VAT** - 5. Cushion - set of 2 - **eco-fee €0.12 INCL. VAT** - 6. Low unit - Metal - 10 to 20 kg - **eco-fee €1.15 INCL. VAT** - 7. Shelves - Metal - 30 to 40 kg - **eco-fee €2.30 INCL. VAT**



8. Armchair - Padded - 5 to 7 kg - **eco-fee €1.45 INCL. VAT** - 9. Pouffe - Padded - 1 to 2 kg - **eco-fee €0.37 INCL. VAT** - 10. Side table - Non-certified solid wood - 5 to 10 kg - **eco-fee €0.56 INCL. VAT** - 11. Sofa - Padded - 30 to 40 kg - **eco-fee €8.50 INCL. VAT** - 12. Cushion - Padded - set of 5 - **eco-fee €0.30 INCL. VAT** - 13. Low table - Standard wood - 5 to 10 kg - **eco-fee €0.82 INCL. VAT** - 14. Buffet - Particle boards - 20 to 30 kg - **eco-fee €2.00 INCL. VAT**



15. Chair - Not padded - 5 to 7 kg - **eco-fee €0.59 INCL. VAT** - 16. Table - Particle board wood metal - 10 to 20 kg - **eco-fee €1.30 INCL. VAT** - 17. Frame and headboard - Certified solid wood - 20 to 30 kg - **eco-fee €1.75 INCL. VAT** - 18. Slatted bed base - Wood and metal - 160 cm - **eco-fee €5.60 INCL. VAT** - 19. Mattress - 21 cm thick - 160 cm - **eco-fee €13 INCL. VAT** - 20. Duvet - Natural filling - 205 cm - **eco-fee €0.18 INCL. VAT** - 21. Pillow, cushion - Natural stuffing - set of 2 - **eco-fee €0.12 INCL. VAT** - 22. Bedside table - Standard wood - 2 to 5 kg - **eco-fee €0.32 INCL. VAT** - 23. Sofa - Padded - 25 to 30 kg - **eco-fee €6.50 INCL. VAT** - 24. Low table - Certified solid wood - 10 to 20 kg - **eco-fee €1.15 INCL. VAT**



Eco-fee  
**€36.50**  
INCL. VAT

6

7

4

5

2

3

1

**KITCHEN**

**1.** High stool - Solid wood - 5 to 7 kg - **eco-fee €0.40 INCL. VAT** - **2.** Central island worktop - Marble - 60 to 100 kg - **eco-fee €10.60 INCL. VAT** - **3.** Central island unit - Particle board panels 20 to 30 kg - **eco-fee €2.00 INCL. VAT** - **4.** Worktop - Composite - 20 to 30 kg - **eco-fee €3.50 INCL. VAT** - **5.** Lower unit - Particle boards - 20 to 30 kg - **eco-fee €2.00 INCL. VAT** - **6.** Upper unit - Particle boards - 10 to 20 kg - **eco-fee €1.30 INCL. VAT** - **7.** Column - Particle boards - 20 to 30 kg - **eco-fee €2.00 INCL. VAT**






**8.** Table - Standard wood - 10 to 20 kg - **eco-fee €1.80 INCL. VAT** - **9.** Chair - Metal - 3 to 5 kg - **eco-fee €0.25 INCL. VAT** - **10.** Table - Metal - 20 to 30 kg - **eco-fee €1.75 INCL. VAT** - **11.** Storage box - Plastic - 0.5 to 1 kg **eco-fee €0.12 incl. VAT** - **12.** Armchair - Padded - 7 to 10 kg - **eco-fee €2.05 INCL. VAT** - **13.** Table - Plastic - 2 to 5 kg - **eco-fee €0.40 INCL. VAT**



**14.** Storage box - Plastic - 1 to 2 kg - **eco-fee €0.20 INCL. VAT** - **15.** Cut to size storage top - Fibreboard panels - 2 to 5 kg - **eco-fee €0.32 INCL. VAT** - **16.** Chest - low storage unit - Plastic - 5 to 10 kg - **eco-fee €1.00 INCL. VAT** - **17.** Folding chairs - Plastic - 2 to 3 kg - **eco-fee €0.24 INCL. VAT** - **18.** Wardrobe - Plastic - 10 to 20 kg - **eco-fee €2.20 INCL. VAT** - **19.** Shoe cabinet - Particle boards - 10 to 20 kg - **eco-fee €1.30 INCL. VAT** - **20.** Compartment unit - Particle boards - 5 to 10 kg - **eco-fee €0.56 INCL. VAT** - **21.** Unit on wheels - Metal - 10 to 20 kg - **eco-fee €1.15 INCL. VAT**

***DISPLAY  
RULES***







*The National Register of Marketers enrolment number is a further requirement for compulsory display of the eco-fee between professionals and in relation to the consumer.*

*These compulsory indications ensure regulatory compliance.*

*Learn how to present this information to your customers.*



# REQUIRED MENTIONS AND CONTROLS

It is compulsory to display the **TRIMAN** symbol in order to inform the consumer that the product has sorting instructions: the Triman symbol can be shown in different ways on the product, the manual or the packaging, or in any other form including digital (website).

## **New:**

**Enrolment of the declaring marketer in the National Register of Marketers by the French Environment & Energy Management Agency (ADEME) is compulsory.** This makes it possible to obtain an **enrolment number**, as well as a **compliance** certificate. This enrolment number, given by Eco-mobilier, must be stated in the product's general terms of sale and on the first invoice.

The regulatory compliance of declaring marketers is regularly checked by scheduled or unscheduled audits.

**NB.** In the event of non-compliance with regulatory requirements, Article L541-10-11 of the Environmental Code provides for an administrative fine, per unit and per ton of product concerned, of up to €1500 for a natural person and €7500 for a legal person.

Eco-mobilier will help provide you with compulsory statement templates to attach to your documents: website, product datasheets, manuals, etc.

## ■ **IN THE GENERAL TERMS OF SALE**

"[company name] is enrolled in the National Register of Marketers of Furnishing Components under number FR 000000.

This number certifies that [company name], by adhering to Eco-mobilier, is in compliance with its regulatory requirements under Article L541-10-6 of the Environmental Code."

## ■ **ON INVOICES**

"Regulatory compliance with the National Register of Marketers of Furnishing Components under number: FR 000000."

## ■ SIMPLE TEMPLATES

écomobilier | IDENTIFICATION NO. FR000000

écomobilier | IDENTIFICATION NO. FR000000

écomobilier | IDENTIFICATION NO. FR000000

écomobilier  
IDENTIFICATION NO. FR000000

écomobilier  
IDENTIFICATION NO. FR000000

écomobilier  
IDENTIFICATION NO. FR000000

## ■ TEMPLATES WITH TEXT

écomobilier | IDENTIFICATION NO. FR000000

*Give your furniture a second life. When you want to get rid of your furniture, if it is in good condition you can donate it to a charitable organisation. You can also take it to a waste collection centre or have it taken away when you purchase new furniture. Items of furniture collected in Eco-mobilier skips are sent to sorting centres where materials are separated in streams (wood, mattresses, scrap metal, plastic, etc.) to be sent for recycling and used in the manufacture of other products.*

**To find out more: [eco-mobilier.fr](http://eco-mobilier.fr)**

For more information about recycling paper and packaging: [citeo.com](http://citeo.com)

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# ECO-FEE DISPLAY REQUIREMENTS

Companies which sell furnishing or fit-out components must display the eco-fee on their sales documents:

- For sales between professionals, the eco-fee, in the form of rates with the appropriate explanations and/or the unit amount allocated to each product, **must be shown in catalogues and on invoices.**
- For sales to individuals and professionals, display is also compulsory **next to** the total sale price of the product, whether in the sales outlet or on **websites.**

Since the term **Eco-fee** is now part of everyday language, it is advisable to use it to identify it separately from the sales price on the price

**N.B.** Article R543-256-1 of the Environmental Code provides for an administrative fine (3<sup>rd</sup> class offence, for an amount of €450) for any failure to display the eco-fee.

label, in catalogues and on invoices. It is also advisable to offer your customers explanations to enable them to understand the purpose it serves.



## SEVERAL ECO-FEE DISPLAY METHODS

✓

**€179.00**  
incl. €2.20  
eco-fee charge

✓

**€179.00**  
incl. €2.20  
eco-fee

✓

**€ 176.80**  
Eco-fee of €2.20  
**€179.00**

## TEXTS AVAILABLE FOR EXPLAINING THE ECO-FEE

**€179**

incl.  
Eco-fee €2.20 ✓

The price of the selected options.

The delivery charges are shown in your basket.

**Eco-fee** ✕

The eco-fee is a compulsory contribution applied to the price of all new items of furniture, mattresses and bed bases, duvets and pillows. It is used to fund the collection, sorting, recycling and/or energy recovery of these used products by eco-mobillier.


Excl. eco-fee	€176.80
Eco-fee	€2.20
<b>Total price</b>	<b>€179</b>

[More info on the eco-fee](#)

***NEW  
SERVICES***

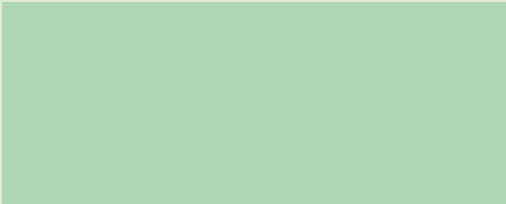


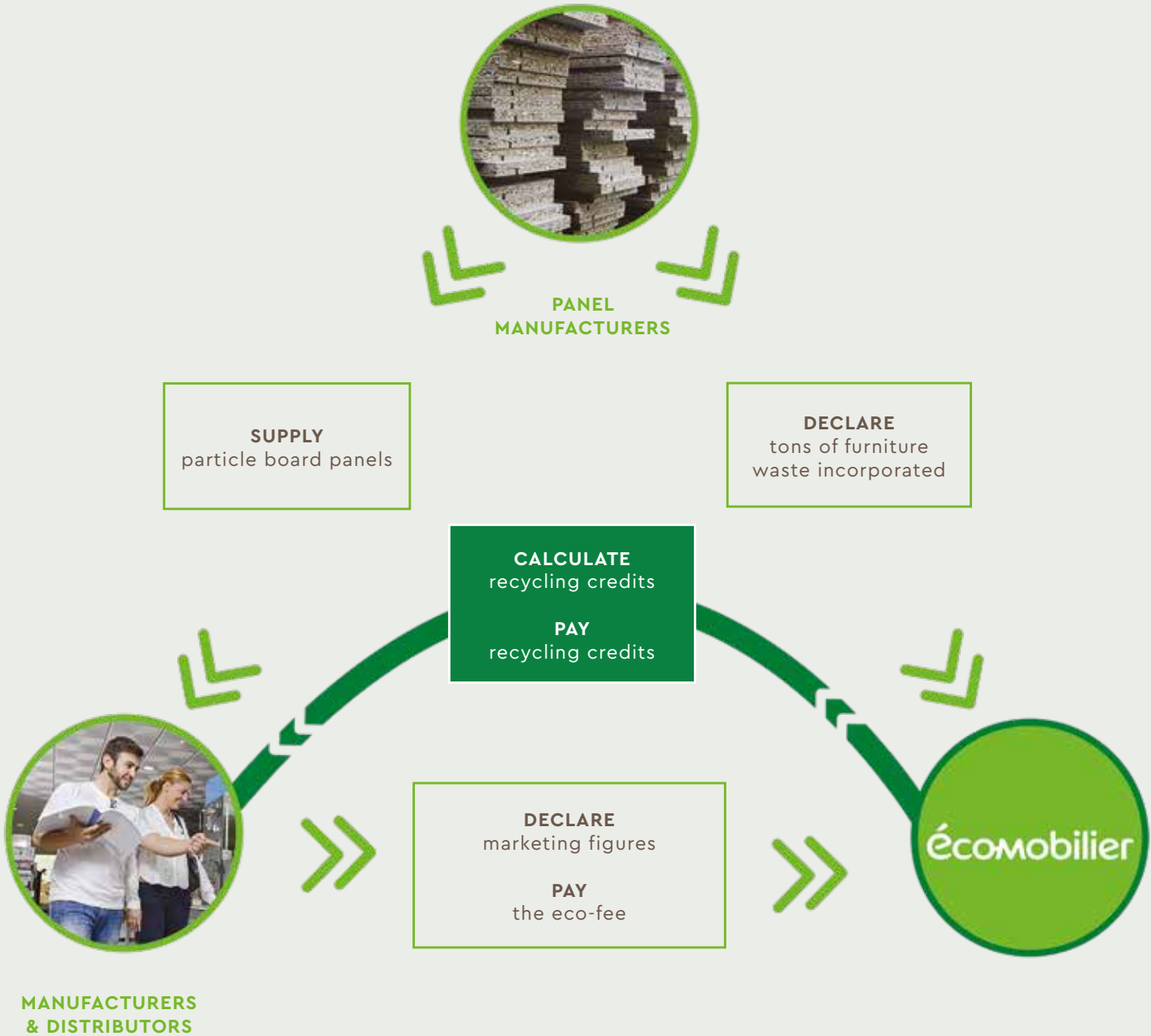




*With this new contract you can benefit from services to develop eco-design, set up recovery procedures, form partnerships with associations, etc. and obtain access to "eco-fee credits" which reward your environmental commitments.*

*Find out more about these services and contact our teams to implement them.*





# RECYCLING CREDITS

Earn eco-fee credits for the incorporation into products of raw materials recycled from used furniture.

## **Who does this concern?**

**French manufacturers or ordering parties** for the manufacture of furnishing or fit-out components.

## **What does Eco-mobilier offer?**

A **financial allowance** for your company, in the form of "**eco-fee credits**", calculated on the basis of raw materials recycled from furniture waste incorporated into products sold in France.

## **How does it work?**

In the first quarter, you send an annual statement of the suppliers and tons of raw materials consumed the previous year. Eco-mobilier calculates "recycling credits" for payment of the financial allowance. The statements will be checked, in cooperation with the suppliers, before payment of the allowance.

## **What do you need to do now?**

- Sign up to the option "incorporation of recycled raw materials in furnishing products"
- Implement the traceability system offered by Eco-mobilier for the annual statement.





CARTE  
PRO

DÉPÔT GRATUIT  
DU MOBILIER USAGÉ



## YOUR TOOLS

**Prototype tools to download:** [eco-mobilier.fr/ressources](http://eco-mobilier.fr/ressources)

**Print and web tools to order:** [outils-com.eco-mobilier.fr](http://outils-com.eco-mobilier.fr)

# COLLECTION AND RECOVERY OF USED FURNITURE

Offer recovery and collection methods for the disposal of used furniture,  
for you and your customers.

## **Who does this concern?**

**Distribution chains, independent stores,** networks, franchises, concessions selling furnishing or fit-out components, distance sellers.

## **What does Eco-mobilier offer?**

- An online service showing a **geolocation map** of the 5,000 Eco-mobilier collection points, all across France.
- Free provision of **collection containers** for used furniture, duvets and pillows (subject to space and safety considerations).
- **Communication tools** to inform your customers
- An **"eco-fee credit"** to implement a recovery system for bedding, small padded items and support for collection.

## **How does it work?**

You can choose the services which suit you best: the pro card and geolocation of collection points, installation of a dedicated container, or the "bedding recovery" pack.

## **What do you need to do now?**

Subscribe to the "collection and recovery" option when signing the contract.

# ***THE REUSE PARTNERSHIP***

To get rid of unsold or discontinued products, partnerships are organised for you with reuse associations rather than throwing them away.

## ***Who does this concern?***

**Chain stores, manufacturers, distance sellers, etc.** who have unsold items or stocks of furniture to give to associations or employment integration organisations.

## ***What does Eco-mobilier offer?***

- Establishment of the partnership between the company and the association partner, with creation of accounts on the donation platform.
- An "eco-fee" credit for establishment of the partnership based on tons collected.

## ***How does it work?***

You provide the furniture you wish to get rid of so that the association can collect it, and you inform customers of the partnership with Éco-mobilier. Eco-mobilier calculates your "eco-credits" to pay you a financial allowance annually.

## ***What do you need to do now?***

With the "collection and returns" option, you can sign up to the reuse partnership.





# ECO-DESIGN

Reduce the environmental impact of furniture, and adopt an eco-design approach.

## **Who does this concern?**

**All marketer adherents** who design, manufacture or buy furnishing and fit-out components.

## **What does Eco-mobilier offer?**

- An online eco-design self-assessment method, to evaluate your company's maturity in this area.
- A regularly updated guide to help you choose materials and design products.
- A workshop event with your teams to boost eco-design with all of the company's departments (purchasing, marketing, sales, communication, CSR).
- Custom advice on your purchasing guides, specifications, etc.

## **How does it work?**

You implement an approach within the company and Eco-mobilier helps you to boost eco-design.

## **What do you need to do now?**

- Sign up to the "eco-design support" option.
- Fill in the eco-design self-assessment survey to evaluate your maturity.







# **FAST FIGURES**

## MARKET DATA IN ONE CLICK.

All year round, Fast Figures tool gives you access to the complete history of furniture brought to market since 2014. The "Studies" section collects reports, studies and detailed documentation on the furniture market, provided by Eco-mobilier.

### **Who does this concern?**

All companies which have signed the contract.

### **What does Eco-mobilier offer?**

The provision of aggregated market data based on declarations from marketers.

### **How does it work?**

You have a username and password to log in, and you can then browse the site.

### **What do you need to do now?**

If you are already registered on the Extranet, you can log in. If not, you can register on the site. Go to <https://extranet-mm.eco-mobilier.fr/adhesion>, request a username and create your password.

## Bienvenue dans La Boîte à Chiffres

Les données et les études pour tout connaître des mises sur le marché du meuble.

[Données](#)[Études](#)[La Boîte à Chiffres](#) > [Données](#)

Famille

Tendance

Années

Tendance

Tendance

États

- Sièges
- Mobilier technique
- Meubles
- Utensils
- Équipement de lit
- Combinaison / forfait

Sous-famille

Type de produit

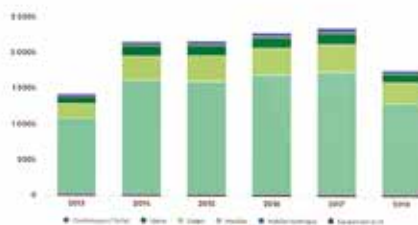
Produit détaillé

Matériaux

Année

[Télécharger les listes](#)

### Évolution détaillée des mises sur le marché

[Télécharger le graphique](#)

# THE CALENDAR

Here are a few indications of key dates for implementation of the provisions in the new contract.

**April  
2019**

Discover the new contract and new Eco-mobilier rates applicable from 1<sup>st</sup> January 2020

Prepare recoding for application of the new rates on 1<sup>st</sup> January 2020

**April to  
December  
2019**

**MANUFACTURERS**

You must prepare for the recoding of your products and send all relevant information to your distributor customers, who will be required to display them in their stores and charge the new rates since 1<sup>st</sup> January 2020

**From  
November  
2019**

Sign the new service contract and change your General Terms of Sale by including your registration number

Implement the display and application of the new eco-fee rates

**1<sup>st</sup> January  
2020**

**1<sup>st</sup> to 30<sup>th</sup>  
April  
2020**

Declare items brought to market in the first quarter of 2020 for the first time with the new codes and rates

# TOOLS AT YOUR DISPOSAL

## ***Product code and eco-fee generator***

This file allows you to generate product codes, find the corresponding eco-fee and the new rate.



## ***Dimension/weight conversion tool***

This tool enables you to work out the weight according to the dimensions of the furnishing and fit-out component.

## ***Recodifier***

This tool enables you to update the new product codes applicable since 1<sup>st</sup> January 2020, based on your product code file used in 2019.



***ANSWERS TO ALL  
YOUR QUESTIONS***



# FAQ

## AM I A MARKETER?

You are a marketer: 1/ if you are a **manufacturer in France** OR 2/ if you **import furnishing and fit-out components in France** OR 3/ if you **distribute products under your own brand** OR 4/ as a **wholesaler, distributor or website based abroad** and selling directly to individuals in France.

## HOW DO I KNOW IF A PRODUCT IS WITHIN THE SCOPE?

All furniture and all furnishing and fit-out components, without exclusion, are concerned as long as they form part of the fit-out of a residential area, commercial premises or a public reception space, for the purposes of seating, sleeping or storage, or a display surface or worktop. This is true regardless of the material, whether the product is finished, semi-finished or simply a component, for all types of location: kitchen & bathroom, bedding & bedroom, DIY, decorating and gardening, lounge & living room, childcare, sports & leisure, hardware & accessories, technical & office furnishings. See all ranges on page 7.

## IF MY MARKETING TOTAL IS LESS THAN €500,000 EX VAT PER YEAR, ARE THERE SIMPLIFIED DECLARATION PROCEDURES?

YES: you join, you declare your turnover and you benefit from simplified procedures for stating your marketed total, once a year, either on an actual basis, or as a fixed sum equal to **1.6% ex VAT of your marketed total**.

## HOW DO I ASSIGN THE CORRECT CODES TO MY PRODUCTS?

00 000 00 000 0  
1 2 3 4

**1 - CATEGORY**  
e.g. *beds/bedding*  
2 figures

**3 - MAIN MATERIAL**  
e.g. *latex*  
2 figures

**2 - PRODUCT TYPE**  
e.g. *mattress*  
3 figures

**4 - SPECIFICATIONS**  
(dimensions, weight)  
e.g. *< 120 cm*  
3 figures

The current structure of the 11-digit product code will not change:

For furniture and furnishing and fit-out components, it is not necessary to recode products, other than to benefit from the reduced eco-fee amounts, if the declared product is made from more than 75% particle board, certified solid wood or metal.

For seating, the system is changing from a calculation based on dimensions to a calculation based on material and weight. You can use the Recodifier to make it easier to match the old and new codes, as long as you have weight information for the products.

For mattresses, the concept of thickness is added to the system. You can use the Recodifier to make it easier to match the old and new codes, as long as you have thickness information for the mattresses.

For bed bases, you must recode the "product type" and you can use the Recodifier.

For duvets and pillows, there is no change to the codes or amounts.

**Comments:** we recommend that you check all products within the scope, as set out on page 7, are actually subject to application of the eco-fee.

## WHAT WILL HAPPEN IF MY PRODUCTS ARE NOT RECODED ON 1<sup>ST</sup> JANUARY 2020?

For furniture and furnishing and fit-out components, it is not essential to recode the products. However, with the old codes, the eco-fee applied will be the highest in the system and you will not be able to benefit from the reduced eco-fee for more easily recyclable products.

With regard to seating, since the schedule now concerns weight rather than number of places, it is compulsory to recode the products. For bedding, it is also necessary to recode the products.

All the tools to help you proceed are detailed on page 50 and available on Eco-mobilier website and Extranet.



### **WHICH ECO-FEE AMOUNT SHOULD BE INCLUDED IN CATALOGUES VALID FOR 2019 AND 2020?**

In your catalogues valid for 2019 and 2020, you must indicate the current eco-fee. We also advise you to specify with the rate that: "The eco-fee is changing on 1<sup>st</sup> January 2020, according to the national Eco-mobilier rate, and sales prices may change to take this into account.

To consult the new eco-fee amounts applicable since 1<sup>st</sup> January 2020, please see the website [eco-mobilier.fr](http://eco-mobilier.fr)."

### **IF I AM A DISTRIBUTOR, WHAT ECO-FEE AMOUNT SHOULD I APPLY SINCE 1<sup>ST</sup> JANUARY 2020 TO A FURNISHING COMPONENT I PAID FOR AT THE 2019 ECO-FEE RATE?**

Product eco-fees are changing on 1<sup>st</sup> January 2020. If you have bought a product from a supplier with the 2019 eco-fee, but you sell it in 2020, you must apply the new system to it. You maintain the eco-fee difference, which is not repayable to Eco-mobilier.

### **WHAT PROVISION SHOULD BE SPECIFIED IN THE GENERAL TERMS OF SALE FOR APPLICATION OF THE NEW "ECO-FEE" SINCE 1<sup>ST</sup> JANUARY 2020?**

About the increase in the ecofee amounts since 1st January 2020, you can add the following statement to your General Terms of Sale:

"Our prices are given including VAT at the applicable rate and according to the national eco-fee rate in force on the date of sale. For further information: [eco-mobilier.fr](http://eco-mobilier.fr)."

### **ARE THE SERVICES COMPULSORY? HOW DO I SUBSCRIBE TO THEM?**

The services offered are optional. They are intended to enable you to highlight your environmental commitment. You can subscribe to the services you want, either when signing the new contract, or by subsequently logging into the Eco-mobilier Extranet site and selecting the desired service options.



*Please do not hesitate  
to get in touch with  
any questions:*

**+33 1 75 44 60 00**

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***eco-mobilier.fr/nous-contacter***

*Find our latest news and events  
on [eco-mobilier.fr](http://eco-mobilier.fr), our Twitter account  
and our LinkedIn business page.*



# SERVICE CONTRACT COMMITMENTS

## **GUARANTEED REGULATORY COMPLIANCE**

By signing the new service contract, and with your National Register of Marketers enrolment number, your company will be compliant with regulations in relation to its furnishing and fit-out components for living spaces.

## **CONCRETE, PRACTICAL SOLUTIONS FOR YOU AND YOUR CUSTOMERS**

With this new contract, you have access to a wider range of services: over 5,000 used furniture collection points right across France, access to market information, a set of communication tools to highlight your environmental commitments, and more...

## **ENVIRONMENTAL PERFORMANCE AT OPTIMAL COST**

With eco-fees calculated in close relation to product recyclability, Eco-mobilier offers you an environmental performance of 100% recovery and recycling, at a controlled price.

## **ECO-FEE CREDITS TO REWARD YOUR COMMITMENTS**

When you actively participate in the recovery of used furniture or the incorporation of recycled raw materials prepared by Eco-mobilier, you will receive "eco-fee credits", financially supported by Eco-mobilier.

écomobilier

[eco-mobilier.fr](http://eco-mobilier.fr)

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75012 Paris



+33 1 75 44 60 00

