

## International Forestry Export Markets: Where we're going and how we get there

Friday, March 11, 2022 | 10 a.m. – Noon | Virtual via Zoom

### Tentative Agenda

- 10-10:05      **Welcome and Logistics**
- 10:05-10:25    **Future Markets** presented by American Hardwood Export Council, Mike Snow
- Who are the rising markets
  - What are some of the hurdles/challenges of these markets
  - What is their potential
- 10:25-10:45    **Future Demand** presented by Dustin Jalbert
- What products will these new markets be looking for?
  - Economic outlook for Softwood markets
  - China/Japan/India outlook
  - Log market (presented by John North)
- 10:45-11:05    **Impact of Export Markets on Timber Sales** presented by Scott Bowe
- What does this mean for log buying?
- 11:05-11:35    **Nuts and Bolts of Exports**
- How to enter new markets *presented by Christopher Wojtowicz*
  - Phyto certificates, *presented by Greg Helmbrecht*
  - How to ship forestry products overseas *presented by Christopher Wojtowicz*
- 11:40-Noon     **Q&A Session**