

China WOOD Markets

EXPORT & IMPORT CONFERENCE



OCTOBER 26–29, 2004

DALIAN, PEOPLE'S REPUBLIC OF CHINA
(Major northeastern China industry and port city)

3 RELATED EVENTS:

- **Two-Day Global/China Conference**
- **Two-Day Concurrent Exhibit of Chinese & International Producers**
- **Two-Day Field Trip**

CONFERENCE VENUE:
Shangri-la Dalian Hotel

ORGANIZED JOINTLY BY:

www.chinawood.org
CWI
CHINA WOOD INTERNATIONAL INC.
中国木业国际公司

R.E.Taylor & Associates Ltd.
FOREST INDUSTRY STRATEGIC SERVICES



**INTERNATIONAL WOOD
MARKETS RESEARCH INC.**

China WOOD Markets

China's growth in wood imports and wood products manufacturing and trade over the last decade has been astounding:

- China is now the second-largest supplier of wood products to the United States. Where will it go from here?
- China's own softwood wood products industry has expanded dramatically with the use of Russian and New Zealand log imports — how much of China's expanding production will stay in China or shift to high-priced markets in Japan and the U.S.?
- China's exports worldwide have grown — will its competitive advantage always be "value-added" products, or what's next?
- China has become the world's leading supplier of wooden furniture — is this sustainable, or will potential U.S. anti-dumping duties simply shift China's export markets?
- China has an expanding domestic wood products industry that includes lumber, plywood, MDF, wooden flooring and others — what sectors will see the greatest growth and how will this impact imports/exports?
- Due to its rising exports and surging domestic demand, China has become the world's leading destination for imported logs, hardwood lumber, and pulp and paper — how will this change in the next few years?
- What is the potential for wood houses and multi-family units in China's nine million annual residential starts?

Who Should Attend

Anyone involved in the international trade of solid wood products, especially those interested in market/industry opportunities in China and Asia in general.

EXPORT & IMPORT CONFERENCE



China WOOD Markets

EXPORT & IMPORT CONFERENCE

WHEN: OCTOBER 26–29, 2004

WHERE: Dalian City, China
(major northeastern China industry/port city; population: 5.4 million)

VENUE: Shangri-La Hotel Dalian
(www.shangri-la.com/eng/hotel/7/)

Conference Structure

1. CONFERENCE

Day 1: Global wood products supply/demand trends and China's current/future impact on global trade.

Day 2: Analysis of China's wood products exports and imports, and doing business in China.

2. INTERNATIONAL WOOD PRODUCTS EXHIBIT

Chinese and international companies will be able to both feature their products and meet face-to-face with potential new customers. The Exhibit Hall will be open from 15:00–18:00 on Tuesday, October 26 and Wednesday, October 27.

3. FIELD TRIP

A two-day field trip will be scheduled to visit a variety of wood products companies in and around the Dalian area on October 28 and 29.

CONFERENCE PROGRAM & SPEAKERS

TUESDAY, OCTOBER 26

8:30 am–15:00 pm

Presentation by domestic and international industry speakers

SESSION 1 — Global Economics & Supply/Demand Trends

SESSION 2 — Major Exporting Countries: Industry/Market Trends & Impact on China

SESSION 3 — Major Importing Countries: Market Dynamics & Import Trends

15:00 pm–18:00 pm

Exhibits for Chinese and international wood product firms

18:00 pm–20:00 pm

Welcome Reception

WEDNESDAY, OCTOBER 27

8:30 am – 15:00 pm

Presentations by domestic and international industry speakers

SESSION 4 — China: Wood Products Business, Investment & Outlook

SESSION 5 — China: Wood Products Market & Imports

SESSION 6 — China: Wood Products Industry & Exports

15:00 pm – 18:00 pm

Exhibits for wood products for export market and raw material suppliers

THURSDAY AND FRIDAY, OCTOBER 28–29

Field trips to major wood products manufacturers around the Dalian area

This strategic conference and exhibit will provide a unique opportunity to meet with qualified Chinese wood products manufacturers, suppliers and customers, as well as find potential raw material buyers.



Check our website for regular updates on all 3 events!

CONFIRMED SPEAKERS

Malaysian Timber Council (Shanghai office)

Mr. B.C. Chew, Director

Finnforest Corporation (China/Asia office)

Mr. Tapani Lahtinen, Marketing Director

B.C. Council of Forest Industries (Canada)

Mr. Paul Newman, Director

Dynea Oy (China office)

Mr. Robert Han Wei, VP, China Bus. Development

Jiangsu Shengyang Industrial JS Co.(China)

Mr. James Cheng, Vice GM

The Balloch Group (China)

Mr. Howard Balloch

China Wood International (China)

Mr. Hongtan Li

DANA Ltd. (New Zealand)

Mr. Dennis Neilson, Managing Director

International Wood Resources (USA)

Mr. Robert Flynn, President

National Forest Products Industry Association (China)

Mr. Zhang Senlin, Director

B.C. WOOD (Canada)

Mr. Mike Jahraus, Manager, Asia

International WOOD Markets (Canada)

Mr. Russell Taylor, President

International WOOD Markets (Canada)

Mr. Gerry Van Leeuwen, Vice President

Economic Development, State Forestry Administration (China)

Mr. Liu Cai

Others To Be Announced

Details at www.woodmarkets.com

FOR FURTHER INFORMATION, PLEASE CONTACT:

CHINA WOOD INTERNATIONAL INC.

(www.chinawood.org)

Mailing address: A-2009 Jinqiuzhichun, No. 6 Zhichun Rd, Haidian Dist, Beijing 100088, CHINA

Liaison: Jane Guo

Tel: 86-10-82357166

Fax: 86-10-82358779

E-mail: exporter@chinawood.org

R. E. TAYLOR & ASSOCIATES LTD. and INTERNATIONAL WOOD MARKETS RESEARCH INC. (www.woodmarkets.com)

Mailing address: Suite 501, 543 Granville Street Vancouver, British Columbia, CANADA V6C 1X8

Contact: Russell Taylor

Tel: 1-604-801-5996/5998

Fax: 1-604-801-5997

E-mail: retaylor@woodmarkets.com

CONFERENCE PRICING AND ORDER FORM

PRICING		SPONSORSHIPS	
Please circle your selection(s) below		Please note that sponsorships are available (contact us for details or visit our website): PLATINUM: US\$12,500 GOLD: US\$6,500 SILVER: US\$4,000 BRONZE: US\$2,000	
	EARLY BIRD (before Aug. 31/04)		REGULAR (after Sept. 1/04)
OPTION 1: Conference & Exhibit only	US\$725		US\$850
OPTION 2: Two-Day Field Trip only	\$475		\$575
OPTION 3: Conference, Exhibit & Field Trip	\$1,095		\$1,325
EXHIBITION TRADE SHOW BOOTH: Single	\$675	\$850	
Double	\$1,250	\$1,550	

Note: Canadian companies please add 7% GST to total; in the Maritimes, please add 15% HST.

***NOTE: NEW Conference Hotel**

HOTEL INFORMATION*

SHANGRI-LA HOTEL DALIAN (FIVE-STAR)

The luxurious Shangri-La Dalian is located in the heart of the city's booming commercial district near many restaurants and the largest shopping mall. All rooms offer **broadband Internet access** (wireless in public areas). There is a fully equipped **business centre** and an expansive **health club** (indoor pool, gym, tennis courts).
Note: There are daily flights to Dalian from Shanghai (8) & Beijing (12).

SPECIAL CONFERENCE HOTEL RATES

- Rooms starting at **US\$85/night** (including breakfast)
- **Please book directly:** see hotel website (below) for details or visit our website for a hotel order form

Shangri-La Dalian Hotel, 66 Renmin Road, Dalian, China 116001
 Tel: (86-411) 8252 5000 • Fax: (86-411) 8252 5050
 E-mail: lik@shangri-la.com • www.shangri-la.com/eng/hotel/7/

METHODS OF PAYMENT

- Cheque/money order payable to **International WOOD Markets Research Inc.** is enclosed for US\$ _____
- Please debit my credit card: VISA MasterCard for US\$ _____
 Name of Cardholder _____ Card # _____
 Expiry date _____ Signature of cardholder _____
- We will direct-credit IWMRI's bank account: Royal Bank of Canada, Vancouver, B.C. CANADA
Account name: International WOOD Markets Research Inc.
 U.S. Dollar Account #400-230-9 • Transit #6550 • Swift Code: ROYCCAT2 • Routing #021000021 • Institution #003
 Amount direct-credited (**add US\$40 to cover bank fees; Canadians add 7% GST**) = _____

ORDER INFORMATION • PLEASE PRINT

NAME _____ TITLE _____

COMPANY _____

ADDRESS _____

CITY _____ STATE/PROVINCE _____

TEL _____ FAX _____ EMAIL _____

SIGNATURE (ALL orders must be signed to be valid) _____ DATE _____

Need more information? Contact International WOOD Markets by **FAX** (1-604-801-5997), **E-MAIL** (retaylor@woodmarkets.com) or **MAIL** (501 – 543 Granville St., Vancouver, B.C. CANADA V6C 1X8) • **CALL** 1-604-801-5998 or **VISIT** www.woodmarkets.com