

Join the South Carolina Forestry Commission May 23-24, 2011, Newberry SC

Seeing the Forest for the Trees: A Seminar on Growing Wood Exports

Monday, May 23, 2011

8 p.m. - 10 p.m.: *Hands Across Waters*

Tickets \$25

Newberry Opera House

1201 McKibben St., Newberry, SC 29108

An evening of networking and entertainment at the Newberry Opera House with a performance by Heart 'N Soul, an 11-piece band known for its beach and pop music. Net proceeds from the show will go to the relief efforts in South Carolina's sister state of Queensland, Australia, and through sister-city relations in Japan. All seminar registrants will automatically receive a ticket to the Heart 'N Soul performance. Please [click here](#) to register.

Tuesday, May 24, 2011

8:30 a.m. - 5 p.m.: *Seminar on Growing Wood Exports*

Registration \$85

Newberry Firehouse Conference Center

1227 McKibben St., Newberry, SC 29108

The seminar will focus on fundamental issues of exporting along with presentations in key export areas: wood chips, logs, poles, and lumber. There will be discussions on top export markets for forest products from the Southeast as well as discussions on logistics, financing and resources available to exporters. Registration includes lunch and handout materials. Please [click here](#) to register.

Interested in becoming an Exhibitor? Contact Anita Patel at apatel@findnewmarkets.com for more information. Exhibitor space is \$300 for companies which would include 2 tickets to the seminar and 2 tickets to the Heart 'N Soul performance. A Non-Profit exhibitor booth is \$125 which will include 1 ticket to the seminar and 1 ticket for the Heart 'N Soul performance. *Exhibitor space is limited*

Local accommodations can be made with the Hampton Inn at 1201 Nance Street, Newberry, South Carolina, 29108. There is a special rate for attendees of \$89 plus tax for May 23. For reservations, call 803-276-6666 and ask for the S.C. Forestry Group rate.

Need more information?

If you need more information about this event, please contact Anita Patel at apatel@findnewmarkets.com or (803) 777-1177.

Brought to you by the South Carolina Forestry Commission



AGENDA

Seeing the Forest for the Trees: A Seminar on Growing Wood Exports

May 24, 2011

Presented by the South Carolina Forestry Commission

- 7:00 a.m.** **Exhibitor Set-up**
- 8:00 a.m.** **Registration**
Exhibitor Space Opens
- 8:30 a.m.** **Welcome**
Gene Kodama, *State Forester*, S.C. Forestry Commission
Vernita Dore, *State Director*, U.S. Department of Agriculture Rural
Development
- 8:45 a.m.** **Keynote Address**
Dr. Urs Buehlmann, *Associate Professor, Department of Wood Science and
Forest Products*, Virginia Tech
- 9:30 a.m.** **Export Trends for Wood Product Sectors in South Carolina**
Tim Adams, *Director, Resource Development Division*, S.C. Forestry
Commission
Anita Patel, *Director of Research*, ECI-Find New Markets
- 10:00 a.m.** **Break**
- 10:15 a.m.** **Panel on Key Export Markets**
China: Eric Wolff, *Former Senior Commercial Service Officer*, U.S. Commercial
Service, Chengdu, China
Caribbean: W. Bratton Riley, *Business Development*, Maybank Industries
Europe: Sergio Fedelini, *Vice President*, Mediterranean Shipping Co. (USA)
Inc. and Honorary Consul of Italy, South Carolina,
- 11:15a.m.** **State and Federal Resources**
Dorette Coetsee, *State Director*, U.S. Commercial Service
Clarke Thompson, *International Trade Specialist*, S.C. Department of
Commerce
- 11:45 a.m.** **Luncheon Address – Exporting Paper Products: A South Carolina
Success Story**
Bruce Hoffman, *Vice President and General Manager*, KapStone, Charleston
Kraft LLC.

- 1:00 p.m.** **Logistics – Getting Your Products to their Destination**
Bob Gierszal, *Director of Sales*, Expeditors International
Bradford Stroble, *Sales & Marketing Manager*, Bulk, Breakbulk and Project
Cargo, S.C. State Ports Authority
- 1:45 p.m.** **Export Financing & Foreign Currency Risks**
Export Financing - Dan Holt, *Regional Manager*, U.S. Export Assistance Center
International Financing - Aaron A. Zynczak, CTP, *Senior Vice President*,
Director of International Banking, Carolina First Bank/Mercantile Bank
Foreign Currency Risks - Jake Kettenhofen, *Vice President*, Foreign Exchange,
Carolina First Bank/Mercantile Bank
- 2:30 p.m.** **Break**
- 2:45 p.m.** **Export Certification**
Susan P. Kostelecky, *Export Certification Specialist*, U.S. Department of
Agriculture, APHIS
- 3:15 p.m.** **Wood Product Markets – Real Experiences**
Wood Poles – Will Coker, *Operations/Sales*, S.C. Pole & Piling
Treated Lumber – Mikee Johnson, *CEO*, Cox Industries Inc.
Wood Chips – Robert Mantrop, *Principal*, Cogent Fibre
- 4:45 p.m.** **Closing Remarks**
Gene Kodama, *State Forester*, S.C. Forestry Commission