

# US Lumber Trade Mission to China

November 12-16, 2018 (Monday-Friday)

Tianjin, Qingdao, Taicang



Evergreen Building Products Association  
"Promoting US Building Products to the World"



US lumber exporters are invited to join this results-oriented trade mission that connects US suppliers with Chinese buyers. Companies will participate in small group meetings, roundtable discussions with buyers, wholesale yard visits, and receptions with importers and manufacturers.

Participants will come away from this mission with pre-qualified business contacts and an improved understanding about the current market for US softwood lumber.

- Since 2009, the US-China Build Program activities have helped facilitate the sale of \$477 million in reported US exports.
- Companies consistently report a number of short term sales and long term customers as a result of contacts made during the mission.

**Tianjin, Qingdao, and Taicang/Shanghai** are the top three leading port districts for softwood lumber imports and home to a large number of importers, manufacturers, and wholesale centers.

## Reception with Importers & Wholesalers

Evening receptions in the three cities welcome Chinese attendees and provide a relaxed atmosphere for mission participants to meet with local importers.

**Mission Dues for EBPA Members: \$1400**

**Mission Dues for Non-EBPA members: \$1900**

**Mission includes one company representative. Dues for each additional traveler are \$200 to cover the additional cost of transportation and receptions**

**EBPA Members—One additional traveler included with registration.**

\*The dues fee includes hotel reservations, receptions, in-country travel arrangements, and transportation to/from meetings and tours.

**This trip is coordinated by the Evergreen Building Products with support from the Southern Forest Products Association, the Softwood Export Council, the USDA Foreign Agricultural Service, and the US Department of Commerce.**

**FOR MORE INFORMATION:** Rose Braden, Evergreen Building Products Association at 503-481-5862 or email [rbraden@ep.org](mailto:rbraden@ep.org)



The EBPA China program has been very beneficial for our company. It allows us to meet with a number of buyers and manufactures. It would be very difficult to have these meetings in one trip without the China Build mission.

**-Reese Blanton, Gulf South Forest Products**

EBPA's China inbound and outbound missions are well organized. The companies we met were either experienced buyers or they have the strong potential to become customers. We established business in both new and established markets because of our participation. Each day of the trip was filled with valuable meetings and opportunities.

**- Bing Yang, President**

**Registration Deadline:  
September 7, 2018**

## China Mission Results Since 2001:

- \$477 million + in reported sales
- Twenty eight trade missions to China
- Annual Chinese lumber buyer trade missions to the US precede the outbound missions to develop and identify qualified contacts.
- In country staff pre-qualify meetings.

## For more information:

Rose Braden  
Director  
EBPA  
T. 503-481-5862  
[rbraden@ep.org](mailto:rbraden@ep.org)  
[www.ep.org](http://www.ep.org)

**Not a member?  
Visit [www.ep.org](http://www.ep.org)  
for details.**

## Travel/Meeting Schedule

- Sunday, Nov 11 - Arrive in Beijing from US
- Mon, Nov 12  
**Tianjin** - AM—Drive to Tianjin via charter bus  
- Roundtable with Tianjin Wood Association members (wholesalers/importers)  
- Evening reception with manufacturers, importers and wholesalers
- Tues, Nov 13  
**Tianjin** - Meetings with softwood lumber importers/wholesalers  
- Travel to Qingdao by SC 4718, Depart at 14:20 and arrive at 15:30
- Wed, Nov 14  
**Qingdao** - Meetings with softwood lumber importer/wholesalers  
- Evening reception with manufacturers, importers and wholesalers
- Thurs, Nov 15  
**Taicang/  
Shanghai** - Travel by air from Qingdao to Taicang  
- Meetings with softwood lumber importers/wholesalers and yard visits  
- Evening reception with manufacturers, importers and wholesalers
- Friday, Nov 16 - Shanghai Roundtable with importers/wholesalers  
- Free afternoon for meetings/follow up

Itinerary subject to change. Travelers will be provided with a confirmed and detailed meeting schedule with Chinese company profiles.

### To register, email this page to EBPA at [evgreen@ep.org](mailto:evgreen@ep.org)

- |  |        |
|--|--------|
| <input type="checkbox"/> EBPA Member Dues  | \$1400 |
| <input type="checkbox"/> Non-EBPA Member Dues  | \$1900 |
| <input type="checkbox"/> Additional company participant  | \$200  |
| <input type="checkbox"/> EBPA Members: one additional traveler, no charge, each additional, \$200 each |        |

**Registration Deadline:**  
**Friday, September 7, 2018**

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Company: \_\_\_\_\_  
Tel. \_\_\_\_\_ Fax: \_\_\_\_\_ email: \_\_\_\_\_

### DUES PAYMENT, REFUND AND CANCELLATION POLICY

Payments are to be made in US dollars to the US office. In order to ensure that we have enough people to hold the mission, after registration has been received, refunds cannot be made.

### RELEASE OF LIABILITY AND ASSUMPTION OF RISK

By participating in this mission, participants agree to assume full legal and financial responsibility for their participation in the mission, to include obtaining their own accident and health insurance, as well as insurance for medical evacuation and repatriation that are applicable outside the United States if the traveler wishes to do so. Travelers understand that EBPA, nor its officers or agents serve as guarantors of travelers' safety and the EBPA does not provide traveler insurance. EBPA encourages travelers to have appropriate insurance coverage for the time they am abroad. By participating, travelers understand that there are certain risks inherent in traveling internationally, including accidents, illnesses, forces of nature, and any other harm, injury or damage that may befall travelers during travel to a foreign country. Travelers agree voluntarily hold harmless the EBPA and its officers, employees, and agents from all liability, loss, damages, costs, or expenses (including attorney's fees) that may arise in connection with their participation in this mission.



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