



EBPA Programs & Activities: 2013

Trade Shows

- **Japan Architecture and Construction Materials Show**, Tokyo – March 6-9
- **Japan Home Show**, Tokyo – November 17-19
- **Global Trade Shows** - Members have access to travel funding and can participate in over 30 international trade shows and trade events with EBPA and its cooperators, the Softwood Export Council, APA-The Engineered Wood Association, and the Southern Forest Products Association. A complete show schedule is available at: <http://www.softwood.org/eventcalendar.php>

Members also participated in the following trade shows through our partner relationships

- **Dubai Wood** - April 2013
- **Expo CAPAC Construction Trade Show** – Panama, September 2013
- **Japan Lumber Importers Association Meeting** - Tokyo, December 2013
- **Taipei Building & Construction Expo** – Taipei, Taiwan, December 2013

All members are promoted at the EBPA display at trade shows with signage and member catalogs on display.

Sales Missions

- **Japan**
 - **Spring Building Materials Sales Mission to Tsukuba, Utsunomiya, Niigata** – May 20-23
 - **Fall Building Materials Sales Mission to Tokyo, Yokohama, Hammamatsu, Kyoto** – December 2-6
Fall mission includes one day Embassy briefing and industry reception
- **China**
 - **2013 Spring Building Materials Sales Mission to Shanghai, Hangzhou and Shenzhen** – April 15-19
 - **2013 Fall Building Materials Sales Mission to Chongqing and Guangzhou with meeting days** – Nov 10-15

Association Cooperator Program

EBPA members who export US softwood products are eligible for EBPA's 75% travel reimbursement program to participate in select trade shows and trade missions. ACP covers the cost of airfare, hotel, and daily per diem.

Market Education & Networking Programs

Domestic - US	International
<ul style="list-style-type: none"> • Annual Meeting: Doing Business in Russia. Featuring Lindal Cedar Homes • Workshop: Supplying Emerging & Existing International Markets (Portland and Seattle) • Monthly International News Brief emails • Personal consultations, market research, and networking assistance: phytosanitary regulations, new market entry, market expansion, networking contacts, export regulations, etc. 	<ul style="list-style-type: none"> • Individual company market development tours • Bilingual English-Chinese uschinabuild.org website • Bilingual English-Japanese EBPA website with member profile pages. • Over 2,000 trade leads from trade shows around the world distributed to EBPA members • Research Report: Japan's Wood Points Program – a potential non-tariff barrier for US building materials.

Upcoming activities are available at: www.ep.org under "Programs"