

# FOREST PRODUCTS EXPORT WORKSHOP



VIRGINIA DEPARTMENT  
OF AGRICULTURE AND  
CONSUMER SERVICES



## This workshop will help you understand:

- Market trends and opportunities for hardwoods and southern yellow pine
- Import requirements for major international markets – China, Vietnam, Europe, Mexico, etc.
- How to respond to international sales leads and how to get paid
- Upcoming sales and marketing opportunities and resources available to access them



## Wednesday, March 9th

8:30 a.m. – 1 p.m.

Hilton Downtown Richmond

501 East Broad Street, Richmond, VA 23219

## With presentations by...

- Mike Snow, American Hardwood Export Council
- Brian Smalley, Southeastern Lumber Manufacturers Association and Southern Pine Global
- Joy Crump and Deborah Stewart, Animal Plant and Health Inspection Service, USDA
- John Strayhorn, Global Insurance Services
- Joel Stopha, Virginia Economic Development Partnership



A networking lunch following the workshop will provide an opportunity to meet with Virginia Department of Agriculture and Consumer Services international trade representatives from China, Mexico and Central America, Europe and the United Kingdom, India, Hong Kong and Canada.

To RSVP or for more information, contact Caitlin Clark, International Marketing Specialist, at [caitlin.clark@vdacs.virginia.gov](mailto:caitlin.clark@vdacs.virginia.gov) or 540.461.1246.

