To build acceptance and demand in North America for globally sourced wood products from sustainably managed forests.
Dear Members,

In spite of continued growth in key economic indicators for the imported wood products industry, the trade landscape continued to present challenges in 2019. As the U.S. trade war with China took hold and the Trump Administration used the policy tools at its disposal to rebalanced trade, the IWPA team worked to provide our members with the resources and information needed to successfully navigate the complex legal and regulatory environment.

In 2019, IWPA accomplished the following on your behalf:

• Hosted our industry-leading Wood Trade Compliance Training courses in High Point, North Carolina, and Tucson, Arizona, and launched an online E-Learning Portal to expand access to training resources.

• Served as official industry Observers at meetings of the International Tropical Timber Organization and CITES COP18.

• Represented our industry at events such as the U.S. Government Lacey Act Enforcement Workshop, the Martin Guitar 7th Bi-Annual Wood Summit, Forest Legality Week, and Lignum Latin America.

• Successfully advocated for workable outcomes on proposals affecting trade in wood products from the genera Cedrela and Dalbergia at CITES COP18.

• Partnered with allied industry groups as a member of the USMCA Coalition, the U.S. Global Value Chain Coalition, and Americans for Free Trade to educate policymakers and the public about how internationally-sourced goods support U.S. consumers and manufacturers.

• Facilitated over 25 meetings for IWPA members with Members of Congress, congressional staff, agency regulations and leaders of international organizations such as the CITES Secretary General.

• Hosted members-only webinars on the Foreign Corrupt Practices Act, emerging technological solutions and supply chain tools, and information about Canada’s proposed formaldehyde emissions from composite wood products regulations.

• Prepared detailed and substantive comments on Canada’s proposed formaldehyde emissions from composite wood products regulations.

• Provided brand exposure for members through the publication of International Wood Magazine and Buyers Guide.

The upcoming year will be critical as we work to reverse the current trend towards trade protectionism. Your voice will be critical as we educate policymakers about the important role you play in supporting responsible trade and jobs in your communities.

With your support, we will continue to find new and impactful ways to advocate for the global supply chains that members rely on to thrive.

Sincerely,

Cindy L. Squires, Esq.
Executive Director
Why We Exist.

The International Wood Products Association is the leading international trade association for the North American international wood products industry. We bring together every segment of the global supply chain, from producers and service providers to importers, distributors, manufacturers, and retailers. We create value for our members by uniting businesses, providing them with opportunities for improvement and growth, and representing them with a powerful voice.

Our Values.

• Visionary Leadership
• Social Responsibility and Environmental Sustainability
• High Ethical Standards
• Service to Members Lifelong Learning and Exchange of Ideas

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**ADVOCACY**

IWPA is the voice of the globally-sourced wood products industry with policy makers in national and international venues.

**Legislative Advocacy**

IWPA members traveled to Washington, D.C. to engage policymakers during the 2019 IWPA Fly-in. Attendees met with Members of Congress and staff to educate them about the importance of globally-sourced wood products to U.S. manufacturing, homebuilding, and consumers as well as the resources our industry has committed to legal and regulatory compliance.

**Global Advocacy**

IWPA actively advocated for workable outcomes on several proposals that affect trade in CITES-listed wood products at the 18th Meeting of the CITES Conference of the Parties in Geneva, Switzerland. IWPA testified and submitted written comments and worked with key U.S. Fish and Wildlife Service staff urging them to support key improvements that were adopted in Geneva, including a fix the flawed Annotation #15 for Rosewoods that exempts finished musical instruments, finished musical instrument parts, and finished musical instrument accessories. This will dramatically reduce the number of permits that CITES management authorities must process for finished musical instruments, thus easing the extensive wait times all exporters have faced. The Parties also adopted a proposal by Ecuador to list the entire genus Cedrela on CITES Appendix II. Importantly, the proponents agreed to make amendments to the proposal that IWPA was advocating to minimize its negative impact such as limiting it to exports from the neotropical range, adding Annotation #6, and delaying its implementation for twelve months.

**Regulatory Advocacy**

In response to Canada’s proposed Formaldehyde Emissions from Composite Wood Products Regulations, IWPA undertook a member-led drafting process that resulted in detailed comments to Health Canada. The comments focused in large part on the need to align Canada's proposals with U.S. EPA's TSCA Title VI and California's Airborne Toxic Control Measure on formaldehyde emissions from composite wood products. The American Home Furnishings Alliance joined IWPA in filing the comments.

**Administration Engagement**

IWPA plays a key role as a liaison between the Trump administration and our industry. IWPA educates key administration officials about the complex nature of supply chains for goods containing wood inputs as they consider changes to the U.S., Mexico, Canada Agreement and wood products trade with Peru. Executive Director Cindy Squires serves as Vice Chair of the U.S. Department of Commerce’s Industry Trade Advisory Committee for Forest Products, Building Materials, Construction, and Non-Ferrous Metals and as a member of the Office of the U.S. Trade Representative’s Trade and Environment Policy Advisory Committee.

Additionally, IWPA Executive Director Cindy Squires participated in the U.S. Government Lacey Act Enforcement Workshop to share industry views during a Lacey Act enforcement workshop attended by Lacey Act enforcement stakeholders from throughout the U.S. government.
The Due Diligence Training course continues to be highly beneficial to people who attend. IWPA is in the process of creating a new half day course focused around Formaldehyde. This new course will train and teach employees who are new to Formaldehyde compliance. Our 2020 Due Care Course Schedule is listed below. To learn more please visit IWPAWOOD.ORG.

Nashville, TN February 24-27, 2020
IWPA partnering NBMDA & NAFCD
2/24 Wood Trade Compliance Training and Due Diligence Tools
2/25 Advanced Wood Trade Compliance
2/26 Audits for the Wood Trade Professional
2/26 Wood Products Supply Chain Mapping Basics
2/27 Formaldehyde Emission Regulations for the Wood Trade NEW COURSE!

Atlanta, GA August 24-25, 2020
Prior IWF Show
8/24 Advanced Wood Trade Compliance
8/25 Wood Products Supply Chain Mapping Basics
8/25 Formaldehyde Emission Regulations for the Wood Trade NEW COURSE!

IWPA’s NEW E-Training portal brings professional development tools directly to your desktop. The E-Learning portal is set to launch in mid-November 2019.

Renewing IWPA members receive a complimentary coupon code unlocking FULL access to E-Training content in 2020.

**Hot Topics**
- Spotlight on high demand and trending issues

**Wood Trade Compliance**
- Courses tailored to employees by experience level

**Quick Hits**
- Easy access to essential terminology and priority procedures

**Features:**
- Full courses: Lacey Basics, CITES for the Wood Trade Professional, Unpacking Genus and Species
- Webinar Series: Presentations and conversations with key governmental representatives and industry leaders.
PARTNERSHIPS & OUTREACH

The International Wood Products Association values forming strategic partnerships with our members, government agencies, NGOs, and other industry groups to achieve our mission. Check out a selection of our other key partnerships & outreach that IWPA formed or continued in 2019.

Martin Guitar 7th Bi-Annual Wood Summit

IWPA Executive Director Cindy Squires and Director of Government and Public Affairs Joe O'Donnell participated in Martin Guitar's 7th Bi-Annual Wood Summit, where Squires discussed Lacey Act Enforcement on a panel with Dorothy Wayson and John Veremis of the U.S. Department of Agriculture's Animal and Plant Health Inspection Service (USDA-APHIS) and Sascha von Bismarck of the Environmental Investigation Agency. The program included a full day of informative discussions on items such as the state of the music industry and CITES COP18. Before an evening reception at Martin's factory, Squires was invited to join Ken Farr of the Canadian Forest Service in planting a tree on the factory grounds in remembrance of those who were killed in the tragic Easter bombings in Colombo, Sri Lanka.

Lignum Latin America/ Woodtrade Brazil

Cindy Squires participated in Lignum Latin America, where she spoke at Woodtrade Brazil about the U.S. Market and what exporters can expect in the near future. During her time in Curitiba, Squires was also able to meet with several IWPA members and key suppliers to discuss wood trade with Brazil.

Benchmark International/IWPA Wood Supply Chain Tour for U.S. Government Regulators

Cindy Squires worked with IWPA Associate Member Benchmark International to arrange for a factory tour for a group of federal regulators from the U.S. Department of Agriculture's Animal and Plant Health Inspection Service (USDA-APHIS). The group toured several wood products manufacturing facilities in and around Eugene, Oregon including an MDF mill, a plywood mill, a cabinet manufacturer, and a log mill so that participants could learn more about wood manufacturing processes in the U.S. and abroad, from buying and aggregating to production and downstream manufacturing. Benchmark also provided a tour of their facilities and explained foreign manufacturing, forest management and supply chain principals to the attendees.

USAID/IWPA Outreach to Peru Timber Sector

The U.S. Agency for International Development supported travel to Peru for Cindy Squires to exchange ideas with timber sector regulators and private sector representatives. Squires was able to meet with representatives from PROMPERU, ADEX and SERFOR. Squires' outreach focused on promoting legal trade in wood products from Peru and opening new markets in the United States for Peruvian wood products.
Join an IWPA committee today!

Are you interested in getting involved in one of IWPA’s policy committees? IWPA could not exist without the support of our members, volunteer leaders, event sponsors, and those who give up their time and expertise to serve our committees and task forces. Many IWPA members took an active role in promoting the association this year. Check out the committees & chairs below. Email Joe O'Donnell at joe@iwpawood.org to sign up.

Flooring
Elizabeth Baldwin
John Troendle

Lumber / CITES
Caroline McIlvain
Lisa von Gunten

Government Affairs/ PAC
Cindy Newman
Al Futscher

Convention
Paul Gosnall
David Weed

Membership
Craig Forester
Bronson Newburger

Formaldehyde Compliance
Travis Snapp
Michael Schultz

Due Care/ Education
Hugh Reitz
Michelle Meincke

Standards
Bryan Courtney
Chris Battin

Cargo Handling
Don MacMaster
Jason Loveland

Thank you to our 2019 PAC Contributors:
Bryan Courtney
Craig Forester
Al Futscher
Paul Gosnall
Caroline McIlvain
Cindy Newman
Hugh Reitz
Paul Senior
David Weed

Executive Committee

President
Kenny MacMaster
Argo Fine Imports

Vice President
Hugh Reitz
Argo Fine Imports

Treasurer
Micheal Schultz
Floor & Decor

Past President
Caroline McIlvain
J. Gibson McIlvain

At-Large Member Elizabeth Baldwin
Metropolitan Hardwood Floors

At-Large Member
Shawn Dougherty
Northwest Hardwoods
The IWPA Annual Convention is the must-attend networking hub for the globally sourced wood products industry. Come join over 300 importers, U.S. manufacturers, exporters, wholesalers, offshore suppliers and service providers to get critical market insights and business changing intelligence.

As an attendee, you will experience informative educational sessions, networking events and fun activities.

Our convention will give you new ideas for your business, provide important market intelligence and include opportunities to network with colleagues from around the globe.

Enhance your registration with a sponsorship or table top exhibit space.

Register by January 6, 2020 Online at www.iwpawood.org to receive the early bird rate.

Email mary@iwpawood.org for information on sponsorship and other business development opportunities at the 64th Annual World of Wood Convention.

This fall IWPA published the 16th edition of our annual International Wood Magazine and Buyers Guide. In addition to covering the many ways globally-sourced wood products renew everything around them, International Wood serves as THE wood sourcing tool for wood products from around the world. Readers are able to turn to our industry-standard Buyers Guide, which directly connects them with suppliers that can help them source all of the most beautiful and highest performance wood products from around the world.