



## Virtual World of Wood Convention Schedule

*All times are EST*

### Wednesday, April 1<sup>st</sup>

#### 10:00 AM – 11:00 AM: IWPA Welcome and Annual Meeting

- IWPA President **Kenny MacMaster**, Vice President of Argo Fine Imports
- **Cindy Squires**, Executive Director of the International Wood Products Association

IWPA President Kenny MacMaster and Cindy Squires welcome attendees and provide an update on IWPA activities and the state of the association.

#### 11:00 AM – Noon: Economic, Financial & Global Wood Markets Outlook

- **Andy Johnson**, Assistant Editor of the Hardwood Market Report and HMR's Import Newsletter.

Andy Johnson will present the latest data on global trade in wood products and share his views on critical trends by region and product.

#### 2:00 PM – 3:00 PM: COVID-19 Update and Resources

- **Cindy Squires**, Executive Director of the International Wood Products Association
- **Joe O'Donnell**, Manager of Government and Public Affairs, IWPA
- **Dan Neumann**, Sorini, Samet & Associates

IWPA Executive Director Cindy Squires and our government relations team Joe O'Donnell of IWPA and Dan Neumann of Sorini, Samet & Associates will discuss the state of the U.S. response to COVID-19 and its effect on trade as well as steps the U.S. government has taken to stimulate the economy while businesses are following government guidance to slow the spread of the disease.

#### 3:00 PM – 4:00 PM: Trade Agreements, New Regulations, and State Initiatives That Can Change our Business

- **Lauren Stowe**, Director of Environmental and Natural Resources for the Office of the U.S. Trade Representative
- **Dorothy Wayson**, National Policy Manager for the U.S. Department of Agriculture
- **Chip Barber**, Director of the Forest Legality Initiative and Senior Biodiversity Advisor for the World Resources Institute

Companies involved in the international wood products supply chain must successfully navigate shifting agreements, laws, and regulations, and this has only been accelerated in the current era of trade reform. This panel will arm attendees with the latest information from key policymakers and thought leaders on critical developments as Lauren Stowe, Director of Environmental and Natural Resources for the Office of the U.S. Trade Representative discuss aspects of the U.S.-Mexico-Canada Agreement affecting trade in wood

products, Dorothy Wayson, National Policy Manager for the U.S. Department of Agriculture – Animal and Plant Inspection Service’s Lacey Act Program addresses proposals to reduce the regulatory burden of the Lacey Act, and Chip Barber, Director of the Forest Legality Initiative and Senior Biodiversity Advisor for the World Resources Institute offers his perspective on state, national, and international efforts to combat deforestation.

**5:00 PM – 5:45 PM: Virtual World of Wood Daily Wrap up and Happy Hour**

IWPA staff will host a Virtual World of Wood Daily Wrap up and Happy Hour. Grab your beverage of choice and join IWPA and your fellow attendees to network and discuss both the day’s presentations other issues that our industry is grappling with.

**Thursday, April 2<sup>nd</sup>**

**10:00 AM – 11:00 AM: Compliance, Compliance, Compliance**

- **Jeff Grimson**, Mowry & Grimson
- **Laurel Duvall**, National Import Specialist at the U.S. Customs and Border Protection

Attorney Jeff Grimson of the law firm Mowry & Grimson will arm attendees with all information about the ongoing trade cases on plywood, multilayered wood flooring, wooden cabinets, and moulding as well as enforcement of the Enforce and Protect Act as it impacts importation of wood products. As one of the country’s foremost experts on customs classification, Laurel Duvall, National Import Specialist at the U.S. Customs and Border Protection, will share her insights on common classification mistakes that many importers make.

**11:00 AM – Noon: Contract Tune Up**

- **Sam Witten**, Arnold & Porter
- **Neil Kelly**, Hunton Andrews Kurth

As the wood products trade gets more sophisticated, contracts must keep pace. **Sam Witten**, Counsel at IWPA Associate Member Arnold & Porter and **Neil Kelly**, Partner at Hunton Andrews Kurth, will share lessons learned and best practices to minimize risk when developing supplier and customer contracts.

**2:00 PM – 3:00 PM: Update on Port Operations and Inspections**

- **Rebecca Dye**, Federal Maritime Commission
- **Tyrone Jones**, U.S. Department of Agriculture – Animal and Plant Health Inspection Service
- **Marc Waetjen**, FMS Logistics

Moving products to and through ports of entry as quickly as possible helps wood products shippers avoid costly delays. Commissioner Rebecca Dye of the Federal Maritime Commission will discuss her proposal to reduce the proliferation of instances of cargo detention and demurrage while Tyrone Jones of the U.S. Department of Agriculture – Animal and Plant Health Inspection Service will discuss steps shippers can take to avoid unnecessary inspections and expedite them when they occur. Marc Waetjen of FMS Logistics will provide an overview of the effects of COVID-19 on the current shipping landscape.

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## Friday, April 3<sup>rd</sup>

### 10:00 AM – 11:00 AM: International Trends in Forestry, Traceability, and Sustainability

- **Ruth Nogueron**, World Resources Institute
- **Françoise Van de Ven**, Union des Forestiers Industriels du Gabon et Aménagiste
- **Alberto Lerin Mestas**, Imexfor – Mexico’s National Association of Importers & Exporters of Forest Products
- **Kenny David**, Guyana Forestry Commission

Industry leaders from Gabon, Ghana, and Mexico will share the latest developments that wood products producers in their countries and regions are implementing to meet their customers’ needs with respect to traceability and sustainability.

### 11:00 AM – Noon: Selling in the Time of COVID By Don Cooper—The Sales Heretic™

- **Don Cooper**—The Sales Heretic

The Coronavirus pandemic is wreaking havoc around the world. The disease—and the government responses to it—have affected every industry, with impacts ranging from mild to devastating.

Fortunately, there are steps you can take to help your business survive this turmoil. Join Don as he shares specific ideas you can implement RIGHT NOW to enable your business to generate revenue in the coming weeks and months.

### 12-12:15 PM: Virtual World of Wood Wrap Up

Join **Cindy Squires**, IWPA, **Kenny MacMaster**, Vice President of Argo Fine Imports and **Hugh Reitz**, UCS Forest Group while they wrap up our 1st Virtual World of Wood Convention.