

**THE GLOBAL SOFTWOOD LOG & LUMBER CONFERENCE 2016**  
Vancouver, BC • May 5-6, 2016 • Fairmont Hotel Vancouver**DAY 1: SESSION 1. GLOBAL/ EUROPE/ RUSSIA****TOPIC: Europe: Lumber Industry & Outlook**

*Anders Ek*  
**President,**  
**SCA Timber Supply, Sweden**

Anders Ek has been with SCA Timber since 1995 and has held the position of President since 2012. From 1995 – 2012 he was Market and Sales Director for SCA Timber. He has previously held similar positions at other Swedish forest industry groups. He is also the Chairman of CEI Bois from 2016-01-13 (Brussels-based lobby body representing European Wood and Panel Industry within the European Union – 7 sector federations and 22 country associations).

Anders will address some of the following topics:

- Sawnwood capacity and output of the major European countries
- Sawnwood consumption trends for major markets within Europe
- Key drivers for the European sawmill industry
- Comparison with, and export potential to, North America
- European lumber export opportunities to China and the USA
- Conclusions & Outlook

## DAY 1: SESSION 3. SPECIAL TOPICS & REGIONS

### TOPIC: India



***Pranesh Chhibber***  
**Country Director**  
**FII India Pvt. Ltd., India**

Pranesh has been the Country Director of FII-India since 2014. He brings over 36 years of corporate and multinational experience and has been closely associated with the wood working industry in India for over 12 years. He was the Vice President of a German Furniture Fittings & Hardware Co. prior to taking up assignment with FII-India. Pranesh is a post graduate in Economics and has done special management courses from prestigious institutes in India. He has also been actively involved in community service earlier as a Rotarian and has been President of his Rotary Club in Delhi.

Pranesh Chhibber will address some of the following topics:

- Indian economy and wood related industries
- Wood consumption trends and drivers
- Supply side – logs/lumber imports
- Opportunities for exporters to India
- The use of wood in India today
- Doing business in India

**DAY 1: SESSION 4. NORTH AMERICA**  
**TOPIC: NA: Timber Supply/Demand & Outlook**



***Tom Ringo***  
**President and CEO**  
**Pope Resources**  
**USA**

Mr. Ringo has been the President and CEO of Pope Resources since 2014. Pope Resources, together with its subsidiaries own or manage 204,000 acres of timberland in Washington, Oregon, and California and own another 3,000 of development property in and around Puget Sound.

Mr. Ringo has been a member of Pope Resources' management since 1989. From 2000 through May 2014 he served as CFO during which time he played a key role in the evolution of ORM's timberland management and investment strategy. Prior to starting with Pope Resources, Mr. Ringo worked for Westin Hotel Company, and previous to that for Price Waterhouse. Mr. Ringo holds a B.A. from Stanford University and an MBA from the University of Washington.

Tom Ringo will address some of the following topics:

- Changes to PNW mill infrastructure
- Export log market projections
- Canadian imports
- Projected forest growth versus resource utilization

**DAY 1: SESSION 3. SPECIAL TOPICS & REGIONS**  
**TOPIC: NA: Housing, Log & Lumber Trends**



***Paul Quinn***  
**Analyst**  
**RBC Dominion Securities Inc.**  
**Canada**

Paul has been a Paper & Forest Products analyst since 2003, with the last 8 years at RBC Capital Markets. Based in Vancouver, Paul has expanding his coverage with 13 U.S. forestry companies, from a Canadian-focused coverage base of 11. Paul brings with him an extensive background in the forestry industry, including positions with MacMillan Bloedel and Weyerhaeuser. Paul has consistently been highly rated in both Canadian and US investor surveys.

Paul Quinn will address the following topics:

- Trends in NA housing, lumber and logs
- Changing currencies and their effect on lumber and logs

## DAY 1: SESSION 4. NORTH AMERICA

### TOPIC: No. America: Lumber Situation/Outlook



***Bart Bender***  
**Senior VP, Sales & Marketing**  
**Interfor, Canada**

Bart joined Interfor Corporation as Senior Vice President, Sales & Marketing in 2015. He is responsible for building value for Interfor customers by delivering quality products “on spec, on time, every time”. Bart has more than 20 years of experience in the wood products business in both sales & marketing and operational capacities. He has worked for Ainsworth Engineered Canada, Talpx Inc, Interex Forest Products and Balfour Guthrie Forest Products.

Bart Bender will address some of the following topics:

- The influence the changing landscape of the global lumber market is having on the North American market.
- The supply shift in global lumber markets.
- Demand shifts for wood in North America including the multi family, single family, non-residential and industrial markets.
- What can be done to influence demand and review the collaborative efforts currently underway within the North American industry to grow the demand for wood products.

## DAY 2: SESSION 1. CHINA

### TOPIC: China: Demand, Supply Chain & Outlook



***Will Zhang***  
**President,**  
**WillWood China Supply Chain Service, China**

In 2012, Will Zhang set up Willwood Forest Products focusing on import housing materials such as OSB, MDF, particleboard and glue-lam/CLT, etc. It has more than 100 customers of builders and developers in wood structural house business in China. In 2004 he founded the trading company Qingdao Canlum Resources Industry, which has 6 main warehouses in main ports of China with a turnover 150,000m<sup>3</sup> of high grade, softwood lumber. Prior to that, he was the GM of a private company in real estate and interior decoration. He has also worked for CIMC China International Marine Container

Group, Forest Development, as Sales Manager for Hardwood Lumber and Logs from Surinam and Indonesia, and for the Bank of China in International Finance since 1996.

Will Zhang will be speaking on the following topics:

- China wood supply chain.
- Changes of the import lumber distributing network in 2015.
- Impact on suppliers, importers, distributors, retailers, & wood products manufacturers.
- Future trend of wood supply chain.

## DAY 1: SESSION 1. GLOBAL/ EUROPE/ RUSSIA

### TOPIC: Russia: Log & Lumber Outlook



*Martin Hermansson*

**President**

**RFI Consortium Ltd, Russia**

Martin Hermansson was born in Sweden and is now based in Russia. Martin has been in the industry since 2005. He is a co-owner and CEO of Novoeniseisk Woodworking Complex (Novo), two sawmills in the Krasnoyarsk region of Siberia along the Angara and Enisey rivers. Mr. Hermansson has held top executive positions in companies active in the Russian timber harvesting, sawmilling and wood processing industries. After serving as CEO of Nord Timber Group in the Arkhangelsk region, Mr. Hermansson became CEO of RusForest Holding in Krasnoyarsk and Irkutsk after the merger of Nord Timber Group with RusForest in 2010. He founded RFI Consortium in 2012 and currently serves as its CEO.

Martin Hermansson will address some of the following topics:

- Russia's competitiveness in the last 5 years. NW Russia compared to Siberia.
- Russian weaknesses in industry organization - what has to be done by government?
- Forestry legislation in Russia compared to Swedish legislation on forest care.
- Explaining cost structure and the increase in Russian share of the Chinese market.
- Impact of currency devaluation and weak oil on Russian economy and forestry.

## DAY 2: SESSION 1. CHINA

### TOPIC: China: Log & Lumber Imports & Outlook



*Jim Jia*

**General Manager,**

**Tangshan Caofeidian Wood Industry Co., Ltd. China**

Tangshan Caofeidian Wood Industry Co., Ltd., is a large-scale wood industry park at Caofeidian Port, about 200km south east of Beijing. Jim is also a director of Conifex Timber Inc. which is a Canadian sawmilling and bio-energy company. Prior to starting Caofeidian Wood Industry Park development in 2009, Jim worked at Canfor Wood Products Marketing for seven years where he pioneered SPF lumber marketing in China, along with the rest of Canfor's offshore team. Jim also has seven years of woodworking machinery sales and marketing experience in Japan before his career in Canadian lumber industry.

Jim Jia will be speaking on the following topics:

- China's log imports in the past 5 years, volumes and applications.
- China wood markets, challenges/changes caused by macro economy and supply/demand.
- Observation on theory that will support future years of wood business in China.
- Observation on new industry and business structures that will create new opportunities.

## DAY 1: SESSION 3. SPECIAL TOPICS & REGIONS

### TOPIC: No. America: Supply Chain Dynamics from a Dealer's Perspective



*Thomas Black*

**Director of Eastern Lumber & Panels, Treated Lumber, Boards, Building Materials and EWP**

**BMC Stock Holdings**

Thomas Black joined the Stock Building Supply Commodity Team in 2007 and he led the Commodity Trading team for the legacy Stock Building Supply starting in 2010. He also launched the company's successful risk management Futures Trading Platform in 2011 and helped lead the fully integrated supply chain team and drive commodity margin gains of 300 basis points in 4 years. Thomas is now a key member of the BMC Stock Holding Group that incorporates the brands of BMC and Stock Building.

Thomas Black will be speaking on the following topics:

- An overview of BMC Stock holdings.
- The slow road to recovery:
  - Housing recovery slope
  - Headwinds we have faced - the three "L's" (Logistic, Labor, Lots).
- North American supply chain from a dealer's perspective.
- Transformation – Inventory Planning & Risk Management.
- Thoughts on partnership and closing comments.

## DAY 2: SESSION 2. RUSSIA

### TOPIC: Russia: Timber Harvest & Log Exports



*Andrey Bessonov*

**Sawlog Product Manager**

**Ilim Group, Russia**

Andrey Bessonov currently holds the position of Sawlog Product Manager in Russia's largest pulp and paper company, Ilim Group. Ilim Group is a joint venture with International Paper. He started in the sales department of Ilim in 2000 and has held various positions in Exports and Domestic Sales. In first half of 2015 he held a position of Sales and Logistics Director with one the largest Russian log exporting companies – RFP Group. Now back at Ilim Group, he is responsible for coordinating all of their sawlog sales, including exports to China.

Andrey Bessonov will be speaking on the following topics:

- Ilim Group's profile and strategic initiatives in forestry to 2023: Implementation of intensive forestry, building new infrastructure to increase harvesting.
- Forest areas and harvesting technologies in Russia.
- Analysis of the supply chain for major Russian forest companies: Cost comparison for different regions of Russia.
- New projects for Pulp & Paper mills in Russia, the influence on the log exports from Russia in the mid and long-term perspectives.

Sawlog exports from Russia to China and analysis of the current trends and forecast.

## **DAY 1: SESSION 2. ASIA & NEW ZEALAND**

### **TOPIC: New Zealand: Industry & Export Outlook**



*Neil Woods*

**Portfolio Manager**

**New Zealand Superannuation Fund, New Zealand**

Mr. Neil Woods is Portfolio Manager at the New Zealand Superannuation Fund responsible for all of the Fund's Timber and Rural investments. He is a Director and Chairman of Kaingaroa Timberlands Ltd., one of NZ's largest plantation forestry businesses and the Fund's largest direct investment. Neil is a member of the NZ Venture Capital Association and NZ Institute of Directors and sits on the Fund's Investment Committee and Valuation Committee. He has over 30 years in the Forest Industry including a range of roles within Carter Holt Harvey and as a Senior Consultant with Jaakko Poyry. Neil holds a Bachelor of Forestry Science (Hons) from Canterbury

University (NZ) and a Post Graduate Diploma in Business Studies from Massey University (NZ).

Neil Woods will be presenting the following topics on New Zealand:

- The radiata pine plantation base and future harvest level scenarios.
- Issues with infrastructure to potentially expand the harvest and log exports.
- Developments in the NZ processing industry (3 new interesting capex projects).
- Log export volume potential to 2020.
- Log export trends in key Asian markets for NZ radiata pine.

## **DAY 1: SESSION 2. ASIA & NEW ZEALAND**

### **TOPIC: Japan: Lumber & Log Market Outlook**



*John Langley*

**General Manager, Export Sales and Marketing**

**Tolko Marketing and Sales Ltd., Canada**

John Langley is General Manager, Export Sales and Marketing for Tolko Marketing and Sales Ltd. He holds a Bachelor of Science (Forestry) from UBC and has an extensive background in wood products production, marketing, distribution and supply chain management. He has over 30 years of experience marketing lumber and panel products to global markets. Tolko is a leading marketer of Canadian softwood lumber to Asian markets and serves wood products customers in more than 30 countries worldwide. In 2013 Tolko shipped over 26,000 containers of lumber and panel products to overseas markets primarily in Asia.

John Langley will be speaking on the Japan Market – Current Situation and Outlook

- Trends in Japanese economy and housing market.
- Japan Timber harvest increase
- Softwood Log import trends
- Softwood Lumber imports and prices
- Product dynamics and shifts
- Outlook

## DAY 2: SESSION 2. RUSSIA

### TOPIC: Russia: Timber Harvest Logistics/Outlook



*Ken Munson*

**Former Wood Supply Director  
IP, Europe & Russia, Russia**

Ken Munson is currently an independent consultant and advisor. Prior to his retirement from International Paper in 2015, he served as Director of Forestry and Wood Supply for International Paper's business in Europe and Russia. Prior to this assignment he was Director of Forestry and Wood Supply for Ilim Group headquartered in St. Petersburg Russia. He has worked in the forest products industry for 32 years in positions of forest operations, research and technology in the U.S. South, Northeast and Pacific Northwest. He also has forestry project experience in Brazil, China, Canada, France, Poland, New Zealand and the Philippines. Ken has multiple degrees including B.S. and M.S. degrees in wildlife science and soil science (Oregon State University) and a Ph.D. in forest soil science (University of Florida).

Given Ken's extensive experience in Russia, he will cover some of the following topics:

- Russian Forestry:
  - Current AAC & Projected AAC
  - "Economic" timber harvest and growth potential
  - Impacts of proposed "intensive" silviculture
  - Forest Code - any new developments?
  
- Russian Timber Harvest:
  - Timber harvest trends
  - Trends in logging equipment and costs
  - Trends in log hauling & logistics costs for exported logs
  - Timber harvest outlook



## DAY 2: SESSION 1. CHINA

### TOPIC: China: Log Supply & Logistic Challenges



*Henry Lin*

**General Manager**

**SuperChain Logistics, China**

After graduating from New Zealand College, Henry worked in Christchurch, NZ for five years before returning to China. He is currently the Log Project Director of SuperChain Logistics, a division of the Xiangyu Group. Henry Lin directs, and provides insight, on log and wood supply distribution, production and market dynamics in China. During his many years in the wood products industry, Henry Lin has travelled to most of the major softwood log and lumber producing and consuming countries and regions of the world to investigate their industries. He is well known for his log market and

supply chain operations and analysis for radiata pine and Douglas-fir species.

Henry Lin will be speaking on ...

- Softwood log imports by selected supplying countries
- China Softwood log market and price trends:
  - What species sets the market price?
  - Outlook for 2016-17
- Supply Chain:
  - Changes in distribution of logs
  - Financing construction projects all the way to imports
  - Log Trading vs. Log Marketing
- Logistics:
  - Delivered transportation costs to China
  - Ocean freight rates - ships in storage + outlook

## DAY 1: SESSION 2. ASIA & NEW ZEALAND

### TOPIC: China: Log & Lumber Market Dynamics



*Wang Liwei*

**General Manager, Shanghai**

**China National Forest Products Corp., China**

Mr. Wang Liwei is currently the General Manager of Shanghai Shengwosheng Forestry Co., Ltd. and also the Executive Director of China Forestry Group New Zealand Co., Ltd. From 2003 to 2013, he had held various positions including Sales Representative within China National Forest Products Company, Vice General Manager at Beijing Construction Engineering Group Tanzania sub-company, and Manager of Enterprise Management Department in China National Forest Products Company. Mr. Liwei is a graduate of North East Forestry University.

Mr. Wang Liwei will be presenting the following topics:

- Construction Market:
  - Construction industry (office & residential) overview
  - Housing starts, sales, inventory, prices (Tier 1, 2 & 3),
  - Impact on key prices and key supplying countries
  
- Log Market Trends:
  - Softwood log inventories & imports by key supplying countries
  - China domestic timber supply outlook in next 5 years
  - Log price trends and outlook for 2016-17
  
- Lumber Market Trends:
  - Lumber Inventories at Ports
  - Profile and trend of Key Softwood Log Suppliers to China
  - Lumber price trends and outlook for 2016-17

## DAY 1: SESSION 1. GLOBAL/ EUROPE/ RUSSIA

### TOPIC: Global Overview & Competitive Dynamics



*Russell Taylor, RPF, MBA*

**President,**

**International WOOD MARKETS Group Inc.**

Russell Taylor has led the WOOD MARKETS team since the early 1990s. Mr. Taylor conducts wood products market analysis and business assessment/investment projects for numerous global industry clients and across North America. Mr. Taylor travels extensively and conducts research and analysis in many dynamic global regions, including Russia, China, Asia, and throughout the Southern Hemisphere and Europe. As well, Mr. Taylor manages numerous multi-client reports that WOOD MARKETS researches/produces and is a sought after for his strategic insights and outlooks for global markets.

Mr. Taylor has a forestry degree (BScF) and an MBA, both from the University of B.C., and is also a B.C. registered professional forester (RPF).

Russ will speak on the following

- Global timber supply (& demand) trends
- Global lumber supply (& demand) trends
- Global sawmill competitiveness:
  - Focus on countries with depreciating currencies, especially Russia
  - Who are the most competitive suppliers to: China, Japan, USA?
  - Other country trends from our most recent *Global Timber / Sawmill / Lumber Cost Benchmarking Report*
- Key Wild Cards and Outlook

## DAY 2: SESSION 2. RUSSIA

### TOPIC: Russia: Sawmilling Industry - Operator View



*Jukka Halonen*

**Project Manager**

**StepChange Consulting, Austria**

Jukka Halonen is a project manager at StepChange Consulting, a forest industry focused management consulting company based in Vienna, Austria. Previously Mr Halonen worked as a manager for Russian affairs and trade policy at the Finnish Forest Industries Federation, Helsinki, Finland. He has more than 10 years of industry experience. Mr Halonen started his career at Pöyry Management Consulting in Helsinki, Finland, where he conducted consulting in Moscow, Russia for five years. Mr Halonen has a Master of Science Degree in Forest Economics..

Mr. Jukka Halonen will be presenting the following topics:

#### Challenges and Opportunities in Russia Forests and Sawmills

- Into the woods! challenges in the wood procurement
  - There is statistically a lot of wood, is there? Low share of high quality logs, harvesting in sawmillers own hands, growing transportation distances, where are we going (future volumes)?
- Sawmilling in a Soviet cage?
  - Many old strong mills (low capital expenditure), a few new modern player. Difference between East and West. Labour cost low, inefficiencies, service level to improve.
- Outer world and export
  - Devalued rouble has given significant advantage, competitiveness improved for many sawmiller. Competition is hard, others not ready to give space for Russians.

## **DAY 2: SESSION 3. PANEL SESSIONS**

### **TOPIC: American in Siberia: Timber Harvesting**



*Sean Vann*  
**Forestry Consultant**  
**VannZa Group, USA**

Sean Vann is a founding director of VannZa Group and a member of the Westek Forest team for 13 years. His educational background centers on business administration from Flathead College, Kalispell Montana. He has built a career in forestry harvesting operations, management and consulting in challenging venues from North America to Siberia and the Far East of Russia for some of the largest multinational operations in the Russian Federation boreal forest systems. These projects have included sawmill, export and harvesting operations in native forests with a species range of spruce, pine, larch and hardwoods. Mr. Vann has been involved in a broad spectrum and scale of projects, including greenfield and brownfield development, infrastructure, logistics, harvesting and port operations. He specializes in operational efficiency change management, with a management background at executive level in large scale, integrated forestry development projects.

#### **20 YEARS IN RUSSIAN FORESTS:**

#### **A LOOK AT THE CONTRASTS AND SIMILARITIES OF RUSSIAN & NORTH AMERICAN TIMBER HARVESTING BUSINESSES**

Sean will discuss the following topics based on his experience in Russia:

- GFMG experience
- Harvesting equipment choices and ramifications
- Early observations regarding differences in operating procedures and norms.
- Challenges of operating and doing business in Russia
- Lessons learned

## **DAY 1: SESSION 4. NORTH AMERICA**

### **PANEL SESSION: Log & Lumber Supply Chain - Key Trends & Outlook**



***André Beaulieu***  
**Director of Sales**  
**J. D. Irving Sawmills, Canada**

André Beaulieu joined the Irving Sawmill Group in 1996 to manage the value added initiatives. He became the Marketing Manager for Irving Sawmills in 1998 and worked on product development and the promotion of the company, then took over SPF sales in 2001. He got promoted to Director of Retail Sales in 2004 where he became responsible for SPF sales, Transportation, Export Sales and Sales to Retail accounts for the Group (SPF, Pine, Hardwood and Cedar). Finally, in 2014, André Beaulieu became Director of Sales, and currently oversees all sales, marketing and transportation for the Sawmill Group. He is also the Co Chairman of the Lumber Properties Steering Committee (Sub Committee for the National Lumber Grading Association) since 2014.

## **DAY 1: SESSION 4. NORTH AMERICA**

### **PANEL SESSION: Log & Lumber Supply Chain - Key Trends & Outlook**



***Keith Balter***  
**Director of Economic Research**  
**Hancock Natural Resource Group, USA**

Keith is responsible for the market analysis supporting investment and operational planning and decision making for the Hancock Natural Resource Group (HNRG). Keith's team maintains informational databases and is responsible for a series of analytical publications that address trends in global timber markets and the role of timberlands in institutional investment. Before joining HNRG in 2012, Keith was Senior Economist with Forest Capital Partners LLC, a company investing and managing commercial timberland for institutional investors, where he was responsible for market analysis, business development and investor support. Prior to his time at Forest Capital Partners, Keith was a principal at RISI, the premier provider of information services and analysis to the global forest products sector. Keith holds a MFS in Forest Economics from Yale, as well as a MBA from the University of Chicago.

**DAY 1: SESSION 4. NORTH AMERICA PANEL SESSION:  
Log & Lumber Supply Chain - Key Trends & Outlook**



***Chris McIver***

**VP, Sales & Marketing, West Fraser, Canada**

Chris McIver was appointed Vice President, Lumber Sales and Corporate Development for West Fraser in January 2011 and is based in Quesnel, BC. Prior to his most recent position, he had been Vice President, Lumber Sales since 2006 responsible for West Fraser's Wood Product Sales and transportation. He joined West Fraser in 1991 and has held various sales and operations positions in West Fraser's solid wood, pulp and paper and MDF groups. Chris holds a Bachelor of Commerce degree from the UBC in Vancouver.

**DAY 1: SESSION 4. NORTH AMERICA PANEL SESSION:  
Log & Lumber Supply Chain - Key Trends & Outlook**



***Richard Robertson***

**President, KP Wood Ltd., Canada**

Richard joined KP Wood in its first year of operation (1987). Over the past 29 years Richard has been involved in multiple aspects of the lumber business including production, grading, quality control, logistics, product development, sales (North American and Export) and marketing. KP Wood works primarily as a Mill Sales Representative in North America, Asia and Europe for products sourced in both Europe and North America.

## DAY 2: SESSION 3. PANEL SESSIONS

### PANEL SESSION: Russia



*Pavel Korobov*

**Director of Logistics and Wood Products Department**

**Ilim Group, Beijing**

Since 2010 Pavel Korobov has held the position of Director of Logistics and Wood Products Department in Ilim (Beijing) Business Consulting Company. He is mainly responsible for Ilim's logs for the China market and Ilim's pulp/kraftliner/logs logistics to China. From 2004 to 2010, Pavel Korobov worked in the Beijing office of Ilim Group, a Joint Venture company with International Paper, which is the largest forest pulp and paper producer in Russia. He focused on sales and marketing of pulp and wood, wood-chemical products in the China market. In 2010 I graduated from Beijing University's International MBA program.



**DAY 2: SESSION 3. SPECIAL TOPICS**  
**PANEL SESSION: China Trends & Outlook**

***Cece Chen***

**General Manager, Suifenhe Friendship Group, China**

After graduating from University of Newcastle upon Tyne, Cece returned to China to run her family business in 2014. Cece is in charge of Friendship's business in both the Northern part of China (Suifenhe, Manzhouli, Erlihot and Dalian) and the Southern part (Lanshan, Ganyu, Dafeng, Taicang, Ningbo and Xiuyu), for both softwood and hardwood. Suifenhe Friendship Wood Group is a privately owned enterprise in the international wood industry than integrates logging, trading, processing and logistics, and also deals in the export of furniture products and international freight forwarding. Friendship Wood Group is well-known as an international timber importer and processing exporter.

**DAY 2: SESSION 3. SPECIAL TOPICS**  
**PANEL SESSION: China Trends & Outlook**



***George Deng***

**International Trader, Olympic Industries, Canada**

George Deng is an export trader with Olympic Industries with a focus on Asia. Olympic Industries is an international forest products trading company based in North Vancouver, BC and is a subsidiary of the Forest City Trading Group LLC. The company's four departments include: export, wholesale trading, distribution, and manufacturing of quality forest products. The company specializes in innovative supply chain solutions.

**DAY 2: SESSION 3. SPECIAL TOPICS**  
**PANEL SESSION: China Trends & Outlook**



***Pablo De Dominicis***

**Purchasing Manager, Cintac Timber, China**

Pablo De Dominicis is the Purchase Manager of Cintac Timber Limited and Supply Chain Manager of Cintac Timber Brazil, with over 10 years working in international logistics currently developing America's market for South East Asia timber markets. Having extensive experience in China and Vietnam markets on both hardwoods and softwood sourced from Australia and Central & South America.