



COMMITTEE ON FORESTS AND THE FOREST INDUSTRY
5-9 NOVEMBER 2018 | VANCOUVER | CANADA
BUILDING THE FUTURE WITH FORESTS

COFFI Market Discussion
Forest Products Trends & Developments

6 November 2018, 9:00 - 12:00, Plenary

Scope and objective of the panel discussion

The UNECE/FAO Forestry and Timber Section organizes annual market discussions to present and discuss trends of forest products in Europe, North America and the Commonwealth of Independent States (CIS). The main objective of these discussions is to share knowledge on market trends and policies and their potential impacts on forest products' production, trade, consumption and outlook in the region.

Being held in Vancouver, on the shore of the Pacific Ocean, the COFFI2018 Market Discussion will focus on economic links, challenges and opportunities in trading wood and wood products with countries in Asia Pacific, namely China and to some extent Japan, South Korea and Viet Nam. Countries and experts are invited to share information on the economic relationship in forest products between your country and countries located in the region.

Experts will provide an overview on recent market developments, current trends and possible developments of the markets in the coming year. They will also discuss how forest products markets in their respective subregions (Europe, North America and CIS) are influenced by developments in countries in the Asia Pacific region. The plenary is invited to discuss the items raised during the opening presentations by the panelists and delegates are invited to provide statements. Participants will include a wide range of stakeholders, including official delegations from UNECE member States, representatives of the private sector, forest stakeholders, academia and the media.

The UNECE/FAO Forestry and Timber Section provides a current dataset before the discussion, which includes: data on forest products production, trade and consumption for 2017 (collected in May/June 2018), the country forecast tables which provide an outlook until the end of 2019 (collected in October 2018), individual country reports, and the *Forest Products Annual Market Review 2017-2018*.

Programme

Shifting sourcing of North American Timber – resources, markets, regulations and strategies

9:00-12:00

North American Sawn Softwood market	Mr. Russ Taylor (Wood Markets/FEA)
North American forest products markets	Mr. Bruce Glass (Campbell Global)
Russian Federation's perspective	Mr. Aleksandr Sidorenko (Dalexportles)
European perspective Forest products / CLT / Export markets	Mr. Magnus Niklasson (Skogsindustrierna)
Future Drivers of Wood Use in Asia-Pacific	Mr. Paul Newman (Canada Wood Group/Cofi)
Asian market opportunities for North American lumber producers	Mr. Kevin Pankratz (Canfor)

Further Information:

www.unece.org/forests/coffi2018

Contact at the Joint UNECE/FAO Forestry and Timber Section

Mr. Florian Steierer

Email: florian.steierer@un.org; Tel: +41 22 91714 09



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Acknowledgements

The UNECE/FAO Forestry and Timber Section would like to thank the Finnish Ministry of Agriculture and Forestry for their financial support for compiling the *Forest Products Annual Market Review 2017-2018*. The UNECE/FAO Forestry and Timber Section would also like to express its gratitude to all entities and companies for their in-kind contributions by enabling their experts to attend, moderate or present during the session.

Biographies of speakers



Dr. Bruce Glass, Senior Forest Economist for Campbell Global, LLC. Dr. Glass is responsible for economic and forestry research, and price forecasting. He also chairs the Price Forecast Committee. Prior to joining Campbell Global, Dr. Glass was a member of Weyerhaeuser's Market and Economics Research group, focusing on price forecasting and finished products research. Before that, Dr. Glass served as Lead Economist for the Washington State Department of Natural Resources for eight years, and was a research scientist and economist at the New Zealand Forest Research Institute for sixteen years.



Mr. Paul Newman joined Canada Wood in 2003 and prior to that worked for the council of forest industries (COFI) for 12 years. He also has experience working for a forest products firm and with the Canadian banking sector. Paul is a graduate of the University of British Columbia in wood science and Simon Fraser University in Business Administration. Paul is responsible for Canada Wood's Asian programs.



Mr. Magnus Niklasson is a Master of Science in Forestry. Since 2000, he has worked at different positions analysing the markets of forest Industry products. Since 2008, he is in charge of wood products analysis at the Swedish Forest Industries Federation.



Mr. Kevin Pankratz began his career at Canfor in 2004 and was appointed to his current role in January 2018. His extensive experience at Canfor includes leadership roles in North American Markets, Supply Chain Optimization and Offshore Market Development. His experience, which includes 28 years in the forestry industry, has allowed Kevin to play a key role in executing Canfor's customer-focused strategy. Kevin obtained a Bachelor of Arts in International Relations from the University of British Columbia.



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Mr. Aleksandr Sidorenko is a General Director of Smena Trading Co., Ltd and a Chairman of the Association Dalexportles. Smena Trading is a reliable strategic partner for many timber companies of the Far East region of the Russian Federation and Siberia. During the years of his leadership, more than once Smena Trading has become one of the largest timber exporters of the Far East region of the Russian Federation. Association Dalexportles headed by Aleksandr Sidorenko is the leading non-commercial organization representing the timber industry complex of the Far East region of the Russian Federation. The main goal of the Association is the coordination on foreign markets. Dalexportles members are the leading forest exporters, transport organizations, banks etc. Mr. Sidorenko is engaged in studying the conjuncture of the forest market of the APR countries, the issues of pricing in the export of timber, actively cooperating with the Japan Association of Forest Importers. Being a chairman of the association Dalexportles, he has established himself as a highly qualified specialist in the forestry sector, a conscientious leader, initiative in matters aimed at improving the timber industry of the Russian Federation.



Mr. Russ Taylor led the WOOD MARKETS team starting in 1992 and, as of August 2017, manages the FEA-Canada's office, publications and business. Mr. Taylor conducts wood products marketing analysis/intelligence and business assessment/investment projects for many global industry clients and travels extensively. As well, Mr. Taylor manages numerous multi-client reports that involve strategic insights and outlooks for global markets.

COFFI Market Statement and the Drafting Committee

The COFFI Market Statement is an official document agreed by consensus about forest products market developments, and policies affecting forest products markets. The Drafting Committee will be invited to review the official draft document (ECE/TIM/2018/4). The Secretariat will amend the draft Market Statement based on information provided by member States prior to the meeting (country market statements / forecast information for the forthcoming year), as well as interventions and presentations during the Market Discussion on Tuesday morning. The Secretariat will circulate an amended version of the draft on the morning of 7 November 2018 (Wednesday). Delegates and participants to COFFI are then invited to attend the Drafting Committee Session to finalize the Market Statement. This will take place on Wednesday at 12:00 in the side event room 7. The meeting will be held in English, without interpretation. Delegates may submit their proposed revisions to the Secretariat before the beginning of the Drafting Committee. The final version of the Market Statement will be provided on Thursday morning and will be annexed to the meeting report.