

Dubai International Wood & Wood Machinery Show

April 21-23, 2009

Dubai, UAE

Register to participate in the USA Pavilion at the Dubai Wood Show '09 coordinated by the Hardwood States Export Group

In an effort to assist American hardwood suppliers with access to the growing market for American hardwood in the Middle East, Hardwood States Export Group has organized in cooperation with the American Hardwood Export Council (AHEC), a 216 square-meter USA Pavilion at Dubai Wood Show 2009 in Dubai, April 21-23, 2009. Qualifying American companies may choose a 9 square meter booth at the discounted cost of \$800.00. This price includes USA booth design; lighting; fascia; carpeting; electricity; exhibitor passes; directory listings; coordination of interpreter; and basic furniture package. Additional costs paid by participants include airfare, shipping, lodging at discounted rates, interpreter service and ground transportation.

If you are interested in participating in the Dubai Wood Show 2009, or desire more information, please complete the participation form and fax it back to: Indiana State Department of Agriculture at 812-634-9269. Questions call: 812-634-9140

What is the Hardwood States Export Group?

The Hardwood States Export Group is a coalition of trade specialists from Indiana, Kentucky, Mississippi, New York, North Carolina, Ohio, Pennsylvania, Tennessee, Virginia, and West Virginia who have responsibility for international marketing for hardwood products in their respective states. The purpose of this group is to collaborate on multi-state projects that increase sales for US wood product companies through the development of international markets and opportunities.

How to register:

Fax the participation agreement to the state hardwood specialist listed above. Details regarding payment of the booth space will be forwarded to you upon confirmation of your participation. Payments are due February 9th, 2009.

Hardwood States



Export Group

*Indiana, Kentucky, Mississippi,
New York, North Carolina, Ohio,
Pennsylvania, Tennessee,
Virginia, West Virginia*

More on the Dubai Wood Show 2009

Following the success of the American Pavilion at the 2008 Dubai Wood Show – AHEC is planning to organize another pavilion in 2009, April 21-23, offering you an opportunity as a U.S. hardwood exporter to participate. This show since its inception in 2006, has drawn committed wood traders and manufactures from throughout the Middle-East and surrounding regions, including India, and has proved to be an excellent and effective forum buyers and sellers within the regions wood markets. The growing construction markets and emerging export-oriented manufacturing sectors throughout the Middle-East have created new opportunities for American hardwoods. American hardwood species, including red oak are well-established in the region. The HSEG invites the U.S. hardwood industry to capitalize upon the opportunities created by these emerging markets.

The 2008 show was completely sold out so book your space now as the exhibition space is expected to fill quickly.

How is this Event Funded?

The trade specialists from the ten participating states receive funding through the USDA Foreign Agriculture Service in cooperation with the American Hardwood Export Council (AHEC). Under the marketing program of AHEC, the ten states are offering the option to participate in this trade show at a considerable savings.

Companies will pay the discounted early bird registration price of \$800.00 for a 9-square meter fully outfitted booth in the American pavilion.

Registration is open to any American hardwood company on a first-come, first serve basis while space is available.

**Participation Agreement
Dubai International Wood &
Wood Machinery Show 2009**

Sponsored by the Hardwood States Export Group and AHEC

Hardwood States Export Group agrees to:

- Provide and coordinate arrangements for USA pavilion booth at Dubai Wood Show 2009 for individual company booths: walls, carpeting, lighting, decoration, electrical outlet, header, exhibitor passes and basic furniture package.
- Provide timely information for group discounts on lodging in Dubai.
- Coordinate interpreter services options.
- Provide referral information for shipping through the designated show shipping company.

Participating companies agree to:

- Submit a completed and signed participation agreement, 100 word or less company profile and logo by January 16th, 2009.
- Pay for booth space directly to AHEC.
- Arrange for travel, hotel and shipping expenses directly to vendors.
- Prepare shipping documentation and abide by all shipping regulations, deadlines, and phytosanitary regulations.
- Pay compensation costs for interpreter service if option is used.
- Provide an appropriate display of product and marketing materials including company profiles, brochures for display and sampling. (Sales of samples is strictly prohibited)
- Promote only those products manufactured in the U.S. with a minimum of 50 % origin agriculture content by weight.
- Indemnify the Hardwood States Export Group, AHEC, USDA and individual state offices participating in this event from any loss or other claims resulting from participating in this activity.
- Upon completion of this activity complete an immediate and six-month evaluation and information regarding increased export sales in this target market resulting from this activity.

I _____ have read, understand and agree to the conditions stated above.

Company: _____

Contact Person: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Email: _____

Website: _____

Please return this signed document and your company profile to:

Indiana State Department of Agriculture
c/o Mike Seidl
Fax: 812-634-9269
Deadline: January 16, 2009
Questions call: 812-634-9140