

Appendix II

**MARKET DEVELOPMENT COOPERATORS**

Listed below are the non-profit, forest products associations, called cooperators, that participate in the Foreign Agricultural Service's market development programs.

**American Forest & Paper Association**

1111 19th Street, NW  
Suite 800  
Washington, D.C. 20036  
Phone: (202) 463-2700  
Fax: (202) 463-2787  
<http://www.afandpa.org>

Betsy Ward, Executive Director,  
Wood Products International

Overseas Offices: Mexico City, Mexico; Tokyo,  
Japan; Hong Kong; Seoul, South Korea; Beijing,  
China.

**American Hardwood Export Council**

1111 19th Street, NW  
Suite 800  
Washington, D.C. 20036  
Phone: (202) 463-2700  
Fax: (202) 463-2787  
<http://www.softwood.org>

Michael Snow, Executive Director

Overseas Offices: London, United Kingdom;  
Osaka, Japan; Tsimshatsui, Hong Kong; Mexico  
City, Mexico; Seoul, Korea.

**APA-The Engineered Wood Association**

7011 South 19th Street  
P.O. Box 11700  
Tacoma, WA 98466-5399  
Phone: (253) 565-6600  
Telex: 32 7430 AMPLY TAC  
Fax: (253) 565-7265  
<http://www.apawood.org>

Ed Elias, Director, International Marketing Division

Overseas Offices: London, United Kingdom;  
Antwerp, Belgium; Hamburg, Germany; Tokyo,  
Japan; Mexico City, Mexico.

**Southern Forest Products Association**

P.O. Box 641700  
Kenner, LA 70064-1700  
Phone: (504) 443-4464  
Fax: (504) 443-6612  
Telex: 756854 SFPA UD  
<http://sfpa.org/index.htm>

Jerry Hingle, Manager, International Marketing

Overseas Offices: London, United Kingdom;  
Madrid, Spain; Mexico City, Mexico; Tokyo, Japan.

**Softwood Export Council**

520 S.W. 6TH Avenue, Suite 810  
Portland, OR 97204-1514  
Phone: (503) 248-0406  
Fax: (503) 224-3934  
<http://www.softwood.org>

Craig Larsen, President

Overseas Offices: Tokyo, Japan; London, United  
Kingdom; Madrid, Spain; Canberra, Australia,  
Mexico City, Mexico.