

## 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 (AF&PA)**

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 (AHEC)**

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

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; Tokyo,  
Japan; Mexico City, Mexico.

### **Southern Forest Products Association (SFPA) and Southern Pine Council (SPC)**

P.O. Box 641700  
Kenner, LA 70064-1700  
Phone: (504) 443-4464  
Fax: (504) 443-6612  
Telex: 756854 SFPA UD

<http://www.sfpa.org>  
<http://www.southernpine.org>

Jerry Hingle, Manager, International Marketing

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

### **Softwood Export Council (SEC)**

520 S.W. 6TH Avenue, Suite 810  
Portland, OR 97204-1514  
Phone: (503) 248-0406  
Fax: (503) 224-0402  
<http://www.softwood.org>

Craig Larsen, President

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