

Revised Addition of FFPD's Guide to Exporting Solid Wood Products is Now Available Online

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The Guide to Exporting Solid Wood Products which has been available on FFPD's web site since 1996, has recently been updated and revised enabling prospective exporters access to accurate information and assistance. In continuing its long tradition of assisting wood producers' export operations, the Forest and Fishery Products Division has compiled an extensive amount of information regarding export activities.

The guide is intended to help interested U.S. wood products producers begin the process of examining and preparing for export markets by providing them with a brief overview of the necessary steps in developing a successful export marketing strategy. It details how to obtain accurate and up-to-date export market information so that the production, scheduling, and shipping of U.S. wood products can be done profitably. The guide's major topics include: trade servicing, supply considerations, sources for information on U.S. exports and major wood product markets, United States Department of Agriculture (USDA) export programs, export financing, shipping and documentation, product pricing, and the business organization of an export-oriented company.

The Forest and Fishery Products Division understands that the main obstacles keeping U.S. firms from exporting is a lack of information, fear of bureaucratic red tape and excessive documentation. This guide's purpose is to centralize all the vital information needed for exporting in a helpful user-friendly location. We outline the specific steps to exporting and provide information and web links to other public and private organizations available to assist your firm in exporting. By so doing we at FFPD hope to assist potential exporters make the decision to look overseas for business opportunities

The web site has been meticulously revised so as to be easily navigated, with links to nearly every organization and information source listed. The online guide is now more easily accessible on FFPD's web site at www.fas.usda.gov/ffpd/fpd.html or go directly to the online guide at www.fas.usda.gov/ffpd/guidebook_wood.