



# dubai WOOD SUMMIT 08'

Held in conjunction with



February 4 - 5  
Crowne Plaza Dubai

*“Profiting from Infrastructure & Construction Boom”*

International Tropical Timber Organisation (ITTO)  
UAE Contractors' Association  
Murray & Roberts Contractors Middle East  
China Wood International Inc.  
Indufor Oy  
HSBC Middle East

International Furniture Research Group (IFRG)  
Pacific Forest Products Ltd  
Coillte Panel Products  
Titan Wood  
Arch Timber Protection

promotion partners



“With over \$1 trillion worth of projects currently underway in the GCC States and another \$150bn in the pipeline, the regional construction sector is at an all time high.” ~ Ameinfo, November 1, 2007

“We have grown by 50 per cent in 2006 and so far from the beginning of 2007 till date the growth has been more than 50 per cent. We plan to touch the Dh1-billion mark in revenues very soon,” says Rizwan Sajan, chairman of Danube.

The Middle East construction sector has been experiencing unparalleled growth. UAE, Kuwait, Qatar, and Bahrain have announced several major infrastructure projects for the coming years while Iran and Iraq showed significant increase in their infrastructural expenditure too. The merits of high oil prices, attractive business opportunities, and liberal government policies have attracted substantial capital investment into the region.

This boom in the Middle East construction sector gives rise to a massive demand for construction materials and the wood industry has become a major beneficiary of the tremendous surge in construction activity. Imports of wood and wood products to the region are rising year after year and firms like the UAE-based Danube Building Materials, a major supplier of wood and wood products, have cashed in on the boom.

**Organised in conjunction with the prestigious Dubai Woodshow, CMT’s Dubai Wood Summit** aims to provide updates of the market dynamics of the Middle East’s wood and wood products sector.

## Key issues that will be discussed at **Dubai Wood Summit**

- Global wood markets trade outlook, emerging environmental & competing factors
- Forward looking trends of the construction boom and the drivers for increased wood demand
- Dubai rising as key trading hub for wood products
- Potential of international exports from China, US and the European region
- Freight market and logistical handling
- Specifics of the furniture and wood products markets and new technologies

A constructive platform for fruitful discussion, clinching business deals and networking, this is the summit for the international wood products industry. Register now to secure your seat!

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### YOU WILL NETWORK WITH:

- Wood & wood products producers/exporters
- Wood importers and construction materials purchasers
- Industry associations, TIMOs, governments and NGOs
- Those interested in making and/or expanding strategic investments in the Middle East
- Those looking to understand the next wave of opportunities at home and abroad

# Day 1

Monday, 4<sup>th</sup> February 2008

- 8:00 Registration & coffee
- 9:00 Chairman’s welcome and remarks
- 9:10 **ECONOMIC OUTLOOK FOR THE MIDDLE EAST REGION**  
Simon Williams, Chief Economist, Gulf Markets  
**HSBC Middle East, Dubai**
- 9:40 **GLOBAL WOOD MARKETS PRICING AND TRADE OUTLOOK**
  - Global demand/supply trends by region/type
  - Pricing trends
  - Environmental and competing factorsDr. Lauren Flejzor  
**International Tropical Timber Organisation, ITTO**
- 10:15 Discussion followed by coffee
- 10:45 **DRIVER FOR INCREASED WOOD DEMAND – BOOMING BUILDING & CONSTRUCTION SECTOR IN THE MIDDLE EAST**
  - Key projects and country’s construction / infrastructure sector outlook towards 2010 – What drives the boom?
  - Trends of building materials used, with focus on wood usage
  - Outlook & potential for further investmentsDr. Imad Al- Jamal, Vice-Chairman of the higher Technical Consultative Committee  
**UAE Contractors’ Association**
- 11:15 **RIDING THE CONSTRUCTION BOOM IN DUBAI**  
Nigel Harvey, General Manager  
**Murray & Roberts Contractors Middle East**

11:45 **DUBAI GROWING INTO KEY TRADING HUB FOR WOOD PRODUCTS**

12:15 Discussion followed by Lunch

1:30 **HARDWOOD MARKET DEVELOPMENTS, KEY APPLICATIONS & CHALLENGES**

2:00 **EUROPEAN WOOD-BASED INDUSTRY – POTENTIAL FOR SUPPLYING TO THE MIDDLE EAST MARKET**

- Industry trends in production, trade, exports & destinations
- Interest to supply the Middle East markets

Jukka Tissari, Head – Business Intelligence  
**Indufor Oy**

2:30 **SUPPLY POTENTIAL FROM THE EUROPEAN MDF AND OSB INDUSTRY**

- Scale of the industry
- Panel products of the future
- Production technologies
- Environmental challenges
- Applications for the Middle East market

Geoff Rhodes, Marketing & Business Development Director  
**Coillte Panel Products**

3:00 Discussion and followed by Tea

3:30 **CANADA/US - KEY PRODUCERS – PRODUCTION & EXPORT COUNTRIES**

4:00 **ACCOYA™, INTRODUCING A NEW WOOD SPECIES**

David Popejoy, Vice President  
Business Development  
**Titan Wood**

4:30 **GIVING YOU TIME IN A FIRE SITUATION**

- What is a good fire retardant wood treatment & what quality assurance is given
- Standards and compliance with the requirements of building regulations

Robert White, Export Sales Manager  
**Arch Timber Protection**

5:00 Discussion followed by End of Day 1

## Day 2

### Tuesday, 5<sup>th</sup> February 2008

9:00 Chairman's remarks

9:10 **DYNAMICS OF THE WOODEN FURNITURE MARKET IN THE MIDDLE EAST**

- Market size & preference
- Main players & suppliers
- Market dynamics, external forces affecting suppliers, etc.

Dr. Jegatheswaran Ratnasingam  
**International Furniture Research Group (IFRG)**

9:40 **WOODWORK MACHINERY TECHNOLOGY & DEMAND**

10:10 Discussion followed by Coffee

10:40 **CHINA WOOD PRODUCTS EXPORT & ITS FIT FOR THE MIDDLE EAST**

Li Hongfan, President  
**China Wood International Inc.**

11:10 **OUTLOOK OF SHIPPING/FREIGHT AND LOGISTICAL HANDLING OF TIMBER/WOOD PRODUCTS**

Keith Smith  
Marketing & Shipping Director  
**Pacific Forest Products Ltd**

11:40 **ENGINEERED WOOD PRODUCTS – DESIGNED TO ADD VALUE AND IMPROVE BUILDING**

12:15 Final Discussion followed by Closing Lunch

1:30 End of conference.  
Meet at hotel lobby for transport to **Dubai Wood Show**.

### About Dubai Wood Show

Dubai Woodshow is the showplace for the latest innovations & technologies and has become the platform of progress across the wood & woodworking sector for the region. Exhibiting at this event will connect you with the global wood industry as participants use the region's leading trade fair as an opportunity to strengthen ties with new customers, make valuable new contacts and catch up on the latest trends and technological developments.

The 2007 edition had surpassed expectations and we are positive that the next Woodshow will be even larger in scope, participation and impact. Please contact the organiser's office for more:

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**Fees:** The full Registration Fee includes cost of all sessions, luncheon, coffee/tea & documentation.

* Early Bird Fee (Register & Pay before 4 Jan 08')	Regular Fee
USD895	USD1,095

\* Terms and conditions apply.

**Cancellations, Refunds & Transfers:** A full refund will be promptly made for all written cancellations 3 weeks before the meeting. Thereafter, cancellations are not refundable. A substitute may be made at any time.

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This event is an excellent platform to promote your organisation to influential players and investors in the industry. Sponsorship opportunities available include Corporate, Exclusive Luncheon, Cocktail & Documentation sponsor. Exhibition / catalogue display can be arranged upon request. Contact [cynthia@cmtevents.com.sg](mailto:cynthia@cmtevents.com.sg) or (65) 6346 9132.

Photocopy Registration Form to Preserve Brochure Copy. Feb 2008

## 2nd MENA Polymers & Processing Markets

15 - 16 Jan, Dubai

*"Strategies to maximize value creation in the downstream plastics markets"*

*"Is the Gulf plastics industry ready to take on the world?"*

## 3rd Methanol Markets & Tech

22 - 23 Jan, Bahrain

*"Methanol Opportunities in a High Oil Price Future"*

## 2nd coatings MENA MARKETS

22 - 23 Jan, Dubai

*"Expanding into MENA's thriving markets - a colourful future!"*

## 2nd Stainless/Special Steel Trade Summit

22 - 23 Apr, Dubai

*"Regional market dynamics & impact on global trade"*