



**GLOBAL  
FOREST  
& TRADE  
NETWORK**

## 3<sup>rd</sup> ANNUAL BUYERS' MISSION GFTN - PERU AND BOLIVIA

June 4 - 16, 2012

Dear Buyer,

The Global Forest and Trade Network (GFTN) is WWF's initiative to engage with companies across the wood supply chain that are committed to responsible production and sourcing of forest products. Our goal at GFTN is to reduce illegal and unsustainable logging in priority forest conservation areas, like the Amazon in South America. GFTN promotes responsible forest management, Forest Stewardship Council (FSC) certification, and trade as standard practices in the forest products industry by providing technical assistance and fostering trade opportunities among companies committed to achieving and supporting responsible forestry. More than 280 companies in 34 countries participate in GFTN. These companies have \$69 billion in annual forest product sales or an average 18% of the total global forest products trade.

Latin America has become a global leader in forest management and certification. In Peru and Bolivia combined there are 2 million hectares of FSC-certified forests. The opportunities to secure responsibly sourced forest products in Latin America are numerous and increasing, and one of GFTN's primary roles is to facilitate market linkages for these products.

GFTN buyers' missions have proven particularly effective in enhancing market links. Over the last couple of years, GFTN organized buyers' missions for North American companies to meet with suppliers offering FSC-certified and other responsibly sourced wood in Peru and Bolivia. Given the success of those events, we're offering another buyers mission this year. We invite you to attend our third buyers' mission to Peru and Bolivia from June 4<sup>th</sup> - 16<sup>th</sup>, 2012.

This year, we're offering technical site visits to industries in the cities of Lima and Pucallpa in Peru, and Santa Cruz, Cochabamba, La Paz and Ixiamas in Bolivia. We will also be visiting FSC-certified forests in both Peru and Bolivia. Attendees will have the chance to learn firsthand about the FSC-certified and other responsibly sourced wood available from GFTN's participants in both countries.

We hope you'll be able to join us for this special opportunity to expand your business with like-minded companies that share a commitment to responsible forestry. Attached you will find more information on the supply available from GFTN participants that we will visit in Peru and Bolivia.

Below you'll find a trip itinerary and information on trip costs and logistics. To register, fill out the attached application and return it to me by e-mail at [amy.smith@wwfus.org](mailto:amy.smith@wwfus.org). If you have any questions, please let me know by e-mail or by phone at 202-495-4564.

Sincerely,

Amy Smith  
Senior Program Officer  
GFTN-North America

GFTN-PERU: PROGRAM IN LIMA AND PUCALLPA (AMAZON REGION)

Date	Time	Activity	Location
Sunday 6/3/12		Fly from US to Lima, Peru	Lima
	8:30pm-9:40pm	Fly from Lima to Pucallpa	Ucayali River Hotel
Monday 6/4/12	8:00am – 6:00pm	"Sawmill day"	Pucallpa
		<ul style="list-style-type: none"> <li>▪ Consorcio Forestal Amazónico</li> <li>▪ Triplay Amazónico</li> <li>▪ MAPESAC</li> </ul> <p>APROFU meeting (Forestry Producers Association of Ucayali)</p>	
Tuesday 6/5/12	6:00am – 11:30am	Visit the 25,000 ha. forest concession of: Von Humboldt and Forestal Nieto facilities	Aguaytia
	1:00pm – 6:30pm	Return to Pucallpa City – Overnight in Ucayali River Hotel	
Wednesday 6/6/12	10:00pm	Return from Pucallpa to Lima	Lima Hotel TBD
Thursday, 06/07/12	10:30am – 12:30pm	Visit the factory of EBALECO S.A.C.	Lima
	3:00pm – 5:00pm	Visit the factory of Universal Flooring S.A. (Nature Group)	
Friday 6/8/12	9:00am 1:00pm	Business Roundtable in Lima Free afternoon/evening	Lima
Saturday 6/9/12	8:30am – 10:00am	Visit the production plant of Transforestal CCC	
Sunday 6/10/12	10:20am	Departure from Lima to Santa Cruz, Bolivia	

GFTN-BOLIVIA: PROGRAM IN SANTA CRUZ, COCHABAMBA, LA PAZ AND IXIAMAS

Date	Time	Activity	Location
Sunday 6/10/12	3:20pm	Arrival in Santa Cruz de la Sierra.	Santa Cruz Los Tajibos Hotel
Monday 6/11/12	9:30am - 1:00pm	Visit forestry companies in Santa Cruz: Industria Maderera San Luis, Exotic Woods, Miles Aserradero	Santa Cruz
	3:00pm - 5:00pm	Visit forestry company in Santa Cruz: Southern Lumber and Veneer – Bolivia (SLV)	
	8:55pm - 9:30pm	Fly from La Paz to Cochabamba	Cochabamba Diplomat Hotel

Tuesday 6/12/12	9:00am - 12:30pm	Visit companies in Cochabamba: Multiagro, Ecowoods, Madersec	Cochabamba
	2:30pm - 5:00pm	Visit companies in Cochabamba: Ecolegno	
	7:20pm - 7:55pm	Fly from Cochabamba to La Paz	La Paz Ritz Hotel
Wednesday 6/13/12	9:00am - 12:00pm	Visit companies in La Paz: Soex, Dekma and Mabet	La Paz
	2:30pm - 7:00pm	Business Round Table / Show Room with brand new suppliers and potential participants of GFTN Bolivia	La Paz
	8:00pm - 9:30pm	Farewell working dinner with GFTN Bolivia participants and local institutions (CAMEX)	La Paz
Thursday 6/14/12	6:00 am - 10:00am	Fly to Rurrenabaque Trip to Ixiamas by car (4x4 pickup trucks)	Ixiamas Hotel TBD
Friday 6/15/12	8:30am - 6:00pm	Field Trip Visit forest operation under group certification system of Ecolegno and 2 communities (ASL)	Ixiamas
	8:00pm	Dinner with companies and leaders of communities (ASL)	Ixiamas
Saturday 6/16/12	6:00am-10:00am	Return flight to La Paz, followed by return trip to US or other destination	La Paz

\*\* We have a full itinerary, but we made sure to leave blocks of time open for rest and any additional meetings you may wish to have while in Peru and Bolivia.

#### LOGISTICS AND COSTS:

1. Visiting companies must pay their travel expenses, meals, and lodging.
2. You are responsible to book your international airfare from the US to Lima, Peru to arrive no later than Sunday 06/03/12 and returning to the US from La Paz, Bolivia on or after 06/16/12.
3. GFTN will handle your flight and hotel reservations Bolivia and Peru, and will invoice your company. You can expect to pay US\$1050 (approx.) for airfare in Bolivia and Peru (airfare from Lima-Pucallpa, Pucallpa-Lima is US\$350, domestic flights within Bolivia are US\$350, and the flight from Lima to La Paz is US\$450). Hotel expenses will run somewhere between US\$960 and US\$1440.
4. We will provide coffee breaks and some of your lunches and dinners, but you should budget an additional \$300 for food expenses during the trip.
5. GFTN will cover ground transportation costs for technical site visits in Lima, Pucallpa, Santa Cruz, Cochabamba, La Paz and Ixiamas.