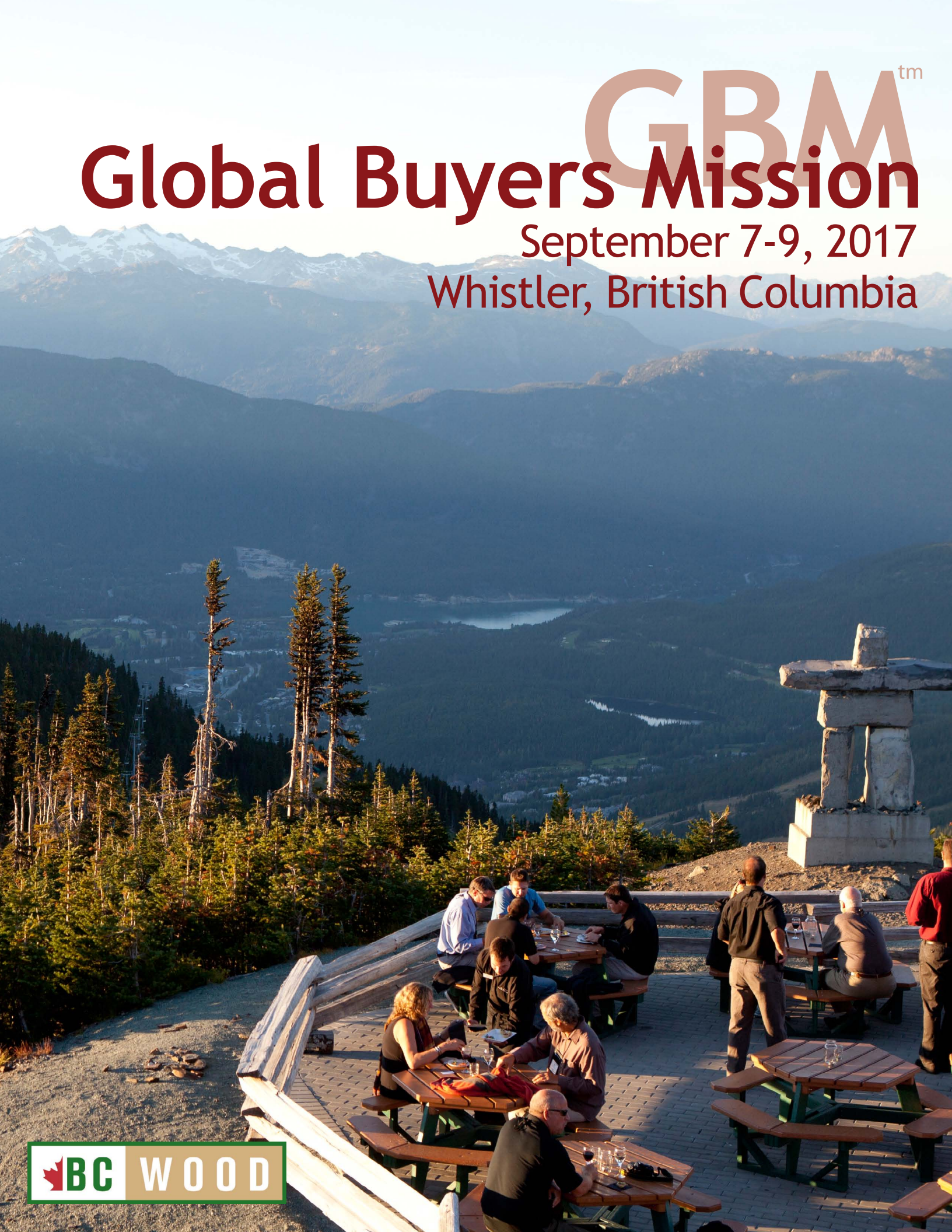


# Global Buyers Mission

September 7-9, 2017

Whistler, British Columbia

GBM<sup>tm</sup>





# GBM<sup>tm</sup>

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Welcome to the 14<sup>th</sup> annual Global Buyers Mission™ (GBM) - a three-day, invitation only networking/tradeshow event developed to bring together pre-qualified international buyers of wood products from around the world, with Canadian manufacturers of products that include finished materials, building supplies and remanufacturing products.

The GBM continues to be the best business building event in Canada for wood products manufacturers interested in growing their export market opportunities - and developing new business relationships with architects, designers, developers, builder & contractors - and other exhibiting wood products companies.

We are very pleased to draw the important architect / designer / contractor / builder decision makers with our popular WoodTALKS program, which will run through the whole event. Last year, pre-qualified wood products buyers came from Australia, Eastern Canada, Germany, China, India, Ireland, Japan, Korea, Malaysia, Mexico, Panama, Philippines, Russia, Taiwan, the United Arab Emirates, the United States, the United Kingdom and Vietnam.

We will be back at the beautiful Whistler Conference Centre and have negotiated unbeatable hotel rates for our delegates in Whistler Village.

In case you haven't seen them yet, here are some links to a few short videos :

2016 Global Buyers Mission Video: <https://youtu.be/XOnojBm3Dpk>

BC Wood YouTube Channel: <http://www.youtube.com/user/BCWoodAssociation>

# Exhibitors & Associations Program Schedule

## Wednesday, September 6<sup>th</sup>

5:00pm-10:00pm Exhibitors Set-Up at Whistler Conference Centre

## Thursday, September 7<sup>th</sup>

8:00am-5:30pm Exhibitors Set-Up & Registration Opens - Whistler Conference Centre

9:30am-10:00am BC Wood Annual General Meeting (Members Only)

6:30pm-9:30pm Welcome Reception - Roundhouse Lodge, Peak of Whistler Mountain

## Friday, September 8<sup>th</sup>

8:00am-9:00am Breakfast & Grand Opening Ceremony – Whistler Conference Centre Foyer

9:00am-12:00pm 14<sup>th</sup> Annual GBM & Networking Tradeshow

1:30pm-4:50pm WoodTALKS Mini Seminar Sessions - Whistler Conference Centre

Golf Tournament (incl lunch) 2017 GBM Golf Tournament sponsored by BMO Nesbitt Burns® – Whistler Golf Club - Registration 12:00pm-12:30pm, Golfers Address 1:00pm with Shotgun start 1:30pm (sign up in advance)

6:30pm-10:30pm Private Showing & GBM Evening Networking Dinner/Reception - Audain Museum

## Saturday, September 9<sup>th</sup>

8:00am-9:00am Breakfast – Whistler Conference Centre Foyer

9:00am-12:00pm 14<sup>th</sup> Annual GBM & Networking Tradeshow

12:30pm-7:30pm Lunch-to-Go and Exhibitors Teardown





# 2017 Exhibitor Fees

BC Wood, WRCLA, CSSB or other BC Based Wood Products Association Member

10 x 10 booth - \$1,629

Outside BC Canadian Wood Products Association Member

10 x 10 booth space - \$2199

Non-member

10 x 10 booth - \$2,729

Exhibitor Booth Staff:

Each exhibitor booth staff: \$425

Spousal Program: \$125 for each Evening event

Exhibit Registration Includes:

- Basic electrical, pipe & drape, covered table & 2 chairs, carpet & Wi-Fi
- All meals during the event including the Thursday night Welcome Event at the Roundhouse Lodge & Friday evening Networking Dinner Event
- Full access to Thursday Association Programs
- Complete multi-lingual company listing in the Mission Program Guide

Exhibit space is limited and will be available on a first-come / first-served basis. If you haven't already registered, **your online registration link is at <https://reg.conexsys.com/gbm17>** then select Booth Staff from the Category drop down box. Your access code is: **GBMEX17**. The link will include a floor plan showing the available space and showroom layout for exhibitors. Or **call 604-882-7100**.



# 2017 GBM Program Guide Advertising

BC Wood is offering participants, partners and sponsors of the 2017 Global Buyers Mission in Whistler, an opportunity to advertise in the GBM Program Guide. This is a very cost effective way to get your message in front of all GBM participants - every time they access the information in this detailed guide.

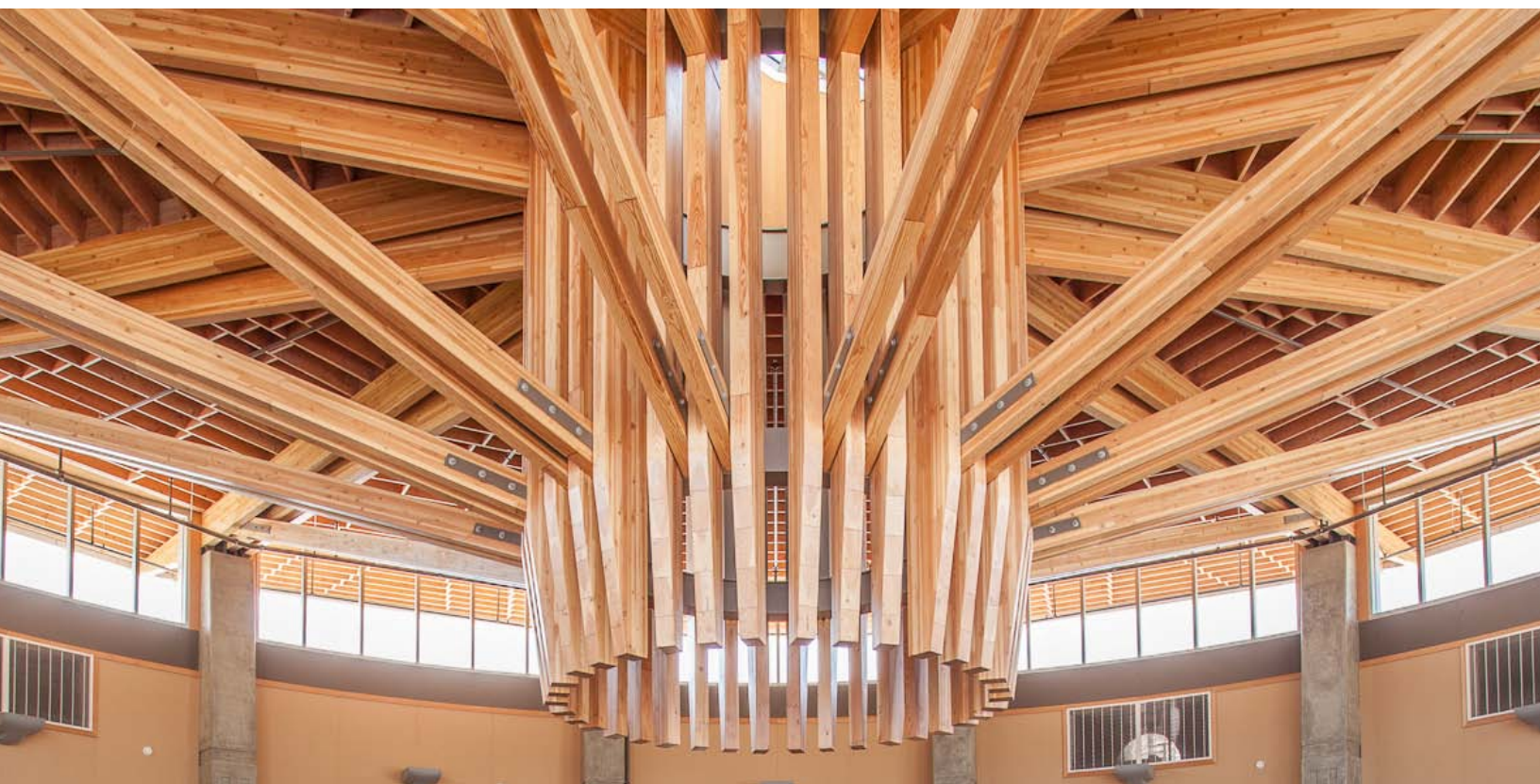
This is a significant publication (160+ pages) used by all incoming International Buyers, Architects, Designers & Developers, exhibiting members and Canadian manufacturers participating in the event, Associate Members and our Event Partners. It will be multi-lingual and used both during and after the event, as an excellent resource guide for the industry.

The Mission Program Guide includes:

- **Multi-lingual Introduction** - a welcome to the event in five languages
- **Schedule of Events** - this information will be accessed throughout the GBM
- **Exhibitor List and Floor Plan** - listings both by booth number and alphanumeric
- **Sector Descriptions** - a multi-lingual description of all the sectors
- **List of Buyers** - listings of all incoming buyers by country with their contact information, products of interest, and company profile
- **List of Architects** - listings of all Architects, Designers, and Developers with their contact information and company profile
- **List of Exhibitors** - listings of all the exhibitors with contact information, major product sector, and brief company profile translated into five languages
- **List of Event Partners** - listings with contact information and logo

This publication is designed to allow both buyers and exhibitors to take notes and collect additional company information. This will ensure that it will be used well past the event, as a valuable resource for all participants.

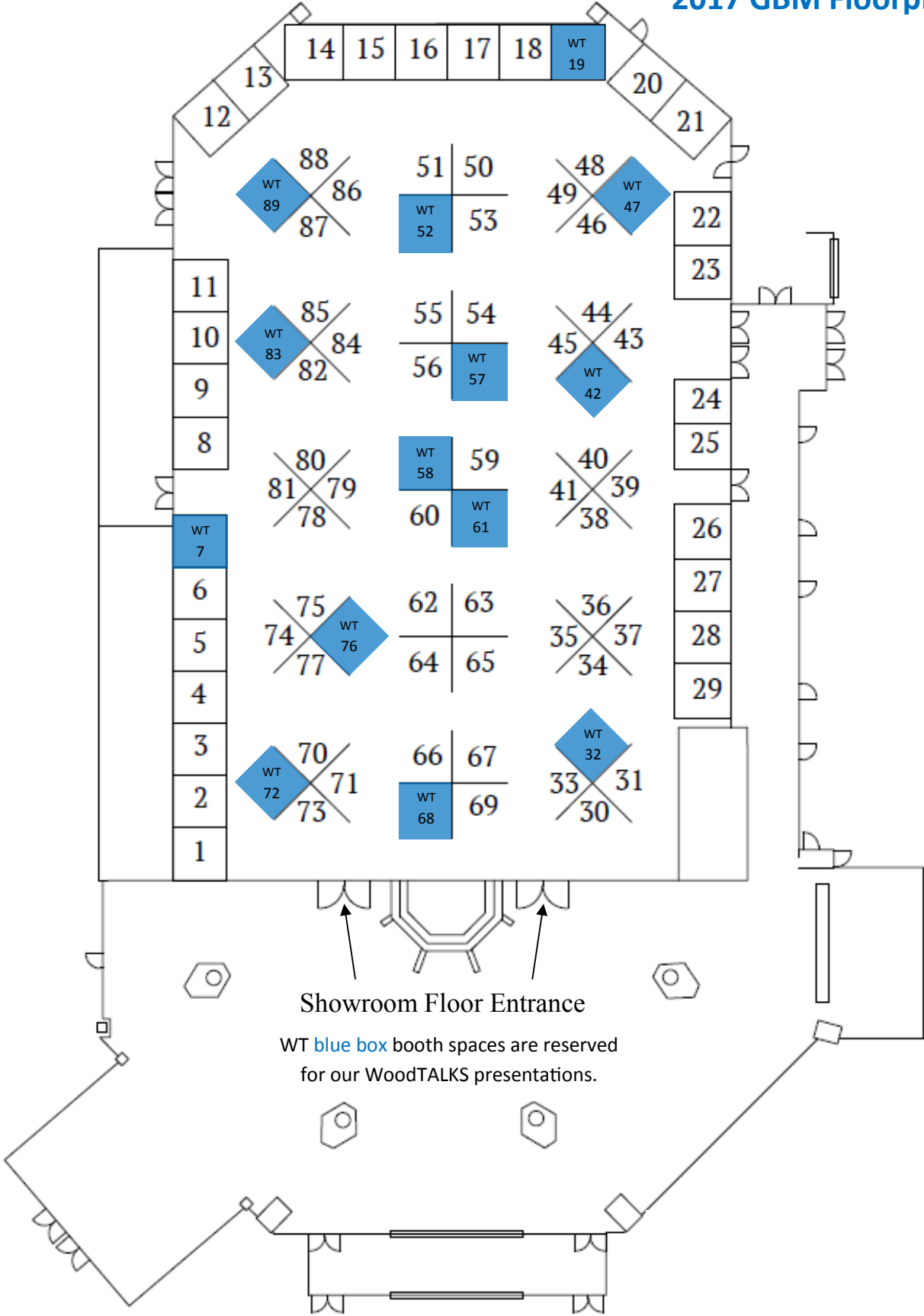
If you are interested in advertising, please contact Randi Walker at [gbm@bcwood.com](mailto:gbm@bcwood.com) or 604-882-7100 or toll-free at 1-877-422-9663.





# 2017 GBM Floor Plan

2017 GBM Floorplan



# GBM Hotel Options – Whistler

## Delta Whistler Village Suites

4308 Main Street, Whistler

A favourite of our industry participants, the newly renovated Delta Suites offers very comfortable accommodation; great service, and is a 3 minute walk to the Conference Centre.

### GBM Room Rates:

Delta Rooms - \$119

1 Bedroom Suites - \$149

2 Bedroom Suites - \$215

### Guest Suites Descriptions:

Delta Room: studio suites at 215 - 250 sq. ft.

These exceptionally well-priced suites feature a queen bed, the convenience of a fully equipped kitchenette and dinette, full bathroom amenities, coffee maker, flat screen television, On Command movies and high speed wireless Internet. Maximum occupancy in a Delta room is two people.

One Bedroom Suite: suites at 475 - 510 sq. ft.

This suite features a separate bedroom with a king, queen or two twin beds and TV. The separate living room offers a double pull out sofa bed, balcony, full kitchen with dishwasher, oven, refrigerator, microwave and coffee maker; dining area, fireplace, full bathroom, washer/dryer, TV, On Command movies and high speed wireless Internet. Rates are based up to two people per room. Maximum occupancy in a one-bedroom suite is four people.

Two Bedroom Suites: suites at 800 - 835 sq. ft.

This features a master bedroom with a king, queen or two twin beds in the master bedroom and TV. The second bedroom offers a queen bed or two twin beds and TV. The separate living room offers a double pull out sofa bed, balcony, full kitchen with dishwasher, oven, refrigerator, microwave and coffee maker; dining area, fireplace, 2 full bathrooms, washer/dryer, TV, OnCommand movies and high speed wireless Internet. Rates are based up to four people per room. Maximum occupancy in a two-bedroom suite is six people. For the convenience of guests we offer the following in each room: bathroom amenities, iron & ironing board, robes, complimentary tea & coffee, and telephone data-port.

### Other:

- Secure underground parking is available at a discounted \$30.00/ night and \$35.00/ night for valet parking.
- Maximum occupancy for a Delta Room is two people; One Bedroom Suite is four people; Two Bedroom Suite is six people
- Outside of base occupancy, additional person charge is \$30.00 per night, per person.
- Children 17 and under are complimentary
- Rates are subject to applicable taxes.
- Rates are based on availability until August 7th, 2017
- Rates may be extended based on availability

### Reservation Procedure:

Reservations will be made directly with the Delta Whistler Village Suites:

- 1) FAX individual reservations referencing the group name to (604) 938-6335.
- 2) Call our reservations department at 1-888-299-3987. Mention group name
- 3) Click on the following reservation link: [register here](#)

**Group name: BC Wood Global Buyers Mission**

### Cancellation & Deposit Policies (Individual Reservations)

**GUARANTEE** – A valid credit card must be provided at time of reservation.

**DEPOSIT** – Full room & tax is processed with the credit card on file 7 days prior to arrival & is non-refundable.

**CANCELLATION** – If cancelled or modified inside 7 days prior to arrival, the full room & tax is non-refundable. Cancellations made more than 7 days prior to arrival will not incur a penalty.

### No Shows & Early Departures

No-shows & early departures will be charged full room & tax for full stay.



**\*\*Please verify all current policies upon reservation**

# GBM Hotel Options – Whistler

## Westin Resort & Spa

4090 Whistler Way, Whistler

### GBM Room Rates

One Bedroom Suite - \$229

A block of rooms have been reserved for September 6, 2017 - September 10, 2017. The special room rate will be available until August 7th, 2017 or until the group block is soldout, whichever comes first.

Group rates offered are based on single or double occupancy. An additional \$30 per person is applicable for the 3rd and 4th person in these suites. The rate will be extended up to three (3) days prior.

### Hotel Reservations

All guests can make reservations by contacting the hotel directly at 1-866-412-2864, or through email at [reservations@westinwhistler.com](mailto:reservations@westinwhistler.com) on an individual basis. The in-house Hotel Reservations office is open Monday to Saturday, 8:00 am to 5:00 pm Pacific Standard Time. Group Room Block – must mention - **BC WOOD EXHIBITOR BLOCK 2017**.



OR

Guests can make reservations by using the online StarGroup website set up for the GBM:

<https://www.starwoodmeeting.com/events/start.action?id=1706298226&key=1D291DA1>

### Cancellation Policy

A valid credit card must be provided at the time of booking to guarantee a reservation. Our Deposit and Cancellation Policies for individual reservations will apply and are as follows:

- Full pre-payment is due seven (7) days prior to arrival and is non-refundable.
- Cancellations made seven (7) days or less prior to arrival are non-refundable. This will also apply to any No Shows and early departures.

### Check In/Out Times

The standard check-in time at the Hotel is 4:00 PM. Check out time is 11.00 AM

\*\*Please verify all current policies upon reservation



# 2017 GBM Golf Tournament

The 2017 GBM Golf Tournament sponsored by BMO Nesbitt Burns®  
September 8, 2017

Location: The Whistler Golf Club  
Address: 4001 Whistler Way, Whistler BC  
Shotgun Time: 1:30 PM  
Hole Assignment: Provided upon check-in  
Check-in Time: Between 12:00 PM – 12:30 PM  
\*Check-in promptly ends at 12:30 PM  
Registration Deadline: Tuesday August 11th, 2015



**All Inclusive Price: \$175/person**

Your Registration Includes:

- Golf cart
- Boxed lunch
- Bottled water
- One alcoholic drink ticket
- One sleeve of golf balls

All prices include applicable taxes

Register yourself, your twosome or your foursome online at:

<https://whistlerevents.golfems2.com/event/2017-global-buyers-mission-golf-tournament>



# Whistler Conference Centre Parking

## Whistler Conference Centre Parking

The Whistler Conference Centre is located on Whistler Way and offers parking both above ground and underground.

**Rates for the Whistler Conference Centre underground lot** provide value for short-term parking, while encouraging turnover. Long-term and evening rates are also available in this covered lot.

First Hour: \$1	Fourth hour: \$1
Second hour: \$1	Daily flat rate: \$10 (third level only)
Third hour: \$1	Evening rate: \$5 (5pm to 10am the next day on levels 1, 2, and 3)

**Rates for the Whistler Conference Centre above ground lot** provide value for short-term parking, while encouraging turnover.

First hour: \$1	Third hour: \$5
Second hour: \$3	Fourth hour: \$9

*Smart Park meters can be used in the Whistler Conference Centre lots.*

## Be aware that you will be ticketed if you have not paid for parking!

## The Resort Municipality of Whistler Parking

The Resort Municipality of Whistler offers user pay parking in the following locations:

Day Lots 1, 2 and 3 (pay parking) Free from 5:00pm-3:00am	Day Lot 5 free parking available until 9:00am on Saturday; cars must be moved after 9:00am to a pay parking lot)
Whistler Conference Centre	On-street – Whistler Village
Whistler Public Library	Overheight vehicles can park overnight underground at the Town Plaza

*Night time rates at these lots run from 5 p.m. to 10 a.m.*

### Whistler Public Library

The Whistler Public Library is located on Main Street and offers underground parking. Rates for the covered Whistler Public Library lot provide value for short-term parking, while encouraging turnover.

First Hour: \$1	Fourth hour: \$1
Second hour: \$1	Evening rate: \$5 (5 p.m. to 10 a.m. the next day)
Third hour: \$1	Daily Flat Rate: \$10

*Smart Park meters can be used in the Whistler Public Library lot.*

### Municipal Hall

The Whistler Municipal Hall parking lot is located on Blackcomb Way across from the Village Day Lots. The Whistler detachment of the Royal Canadian Mounted Police and Whistler Fire Department offices are located next to the Municipal Hall. Rates for this location provide value for short-term parking, while encouraging turnover.

First hour: \$1	Third hour: \$5
Second hour: \$3	Fourth hour: \$9

*Exclusions will be made at tax time. Smart Park meters can be used in the Municipal Hall parking lot.*



# Whistler Village Map

