

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 424-DUSSELDORF

009-FOREST PRODUCTS, EQUIP, SERVICES  
GERMANY WEST

| PLANNING: | ACTIVITIES PROPOSED IN POST PLAN:   | ANTICIPATED RESULTS:                                     |
|-----------|---|--|
|           | <b>WOOD AND WOOD PRODUCTS</b>   |  |
|           | LOG HOME PACKAGE PROMOTION.   | SAMPLE ORDER TEST MARKETING WITH LOCAL PARTNER.          |
|           | CEDAR PRODUCT OPPORTUNITY IDENTIFICATION WITH FRG WOOD HOUSE BUILDERS.                    | DISPLAY OF CEDAR PRODUCTS IN MODEL HOMES AND SHOW ROOMS. |
|           | SOFTWOOD LUMBER PROMOTION AIMING AT ROOF TRUSS MANUFACTURERS.                             | SAMPLE ORDERS FOR CLS LUMBER                             |
|           | METRIC PLYWOOD PROMOTION FOR RENOVATION BUSINESS.   | SAMPLE ORDERS  |
|           | UPDATE OF DIY TRADE DIRECTORY   | IMPROVE INQUIRY MATCHING RE MANUFACTURED WOOD PRODUCTS.  |
|           | <b>PULP AND PAPER PRODUCTS</b>  |  |
|           | INVESTIGATE WALL PAPER MARKET.  | SAMPLE ORDERS TO MAJOR DISTRIBUTORS AND/OR RETAILERS.    |
|           | SOURCING OF PAPER MFCRS WITH FREE CAPACITIES NOT BELONGING TO PULP AND PAPER ASSOCIATION. | INCREASE IN BUSINESS CONNECTIONS AND SALES               |

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| TRACKING:  | ACTIVITIES UNDERTAKEN IN QUARTER:                                  | QUARTERLY RESULTS REPORTED:   |
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| QUARTER: 1 | -----  |   |
| QUARTER: 2 | -----  |   |
| QUARTER: 3 | -----  |   |
| QUARTER: 4 | Ongoing support of Cdn forest products exports (goods + services). | MacMillan Bloedel secured a \$2.0mln plywood order. Woodbridge Reed + Assoc. has consulting opportunities with Hamburg firm. Canfor was provided with research material for a laminated joinery project. Reported on German paper ind.. |