

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :402-ATHENS

009-FOREST PRODUCTS,EQUIP,SERVICES
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

FOLLOW UP ON TIMBER FRAME CONSTR SEM & GET LOC DEV TO BUILD
PUBLISH IN GREEK OF TFC TECHNIQUES & DESIGN SPECS AS REQUES-

TED BY LOCAL ARCHITECTS & ADAPTED TO GREEK NEEDS.

CONT DISTRIB OF TIMBER FRAME CONSTR MANUAL TO ENG/ARCH/INSTI
GREATER AWARENESS OF CANADIAN TIMBER FRAME HOUSING METHODS

\$1 ML SALES IN NEXT 3 YEARS

ESTABLISH CONSIGNMENT PLYWOOD STOCKS IN PIRAEUS
ESTABLISH INITIAL SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Propose incoming lumber buyers mission for
September or October 89. Follow up on TFC
seminar regarding slaes of plywood and dimension
lumber. Follow up on newsprint and pulp sectors
where potential exists.

Post in contact with COFI and lumber cos re
mission. Also in close contact with local lumber
and pulp import cos re the increase of market
share.

QUARTER: 2 Propose incoming lumber buyers mission for
October or November 1989. Follow up on TFC
seminar regarding sales of plywood and dimension
lumber. Follow up on newsprint and pulp sectors
where potential exists.

Post in contact with COFI and lumber companies
re incoming mission. Also in close contact with
local lumbe re and pulp import companies re
attempts to increase our market share.

QUARTER: 3 Propose incoming lumber buyers mission for
May 1988 part self-funded (return air fares)
and preparation for TFC seminar in Athens.

After discussions with lumber importers and in
view of upcoming Quebec mission on January 90,
lumber mission postponed for mid 1990.

QUARTER: 4 -----