

REPT4D
89/12/12

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 :404-MILAN

009-FOREST PRODUCTS,EQUIP,SERVICES
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

UPDATE FIVE YR "STRATEGIC MARKETING APPROACH" SUBMITTED - 87
UPDATE AND AGREEMENTS ON ACTION PLAN/OBJECTIVES

ELABORATION & DEF'N OF INFORMAL SELLER/BUYER ADVISORY COMM.
MORE COORDINATED MARKETING APPROACH

HOLD TWO/THREE CONFERENCES/WORKSHOPS IN MAJOR CITIES
DISSEMINATION OF TECHNICAL INFO AND INCREASED AWARENESS OF

OUR SUPPLY POTENTIAL

I.D. NEW/RENEW PERSONAL CONTACTS AMONG MAJOR LUMBER DISTRIB.
ESTABLISH NEW DISTRIBUTORSHIPS AND EXPAND SALES OF LUMBER &

PLYWOOD

INVESTIGATE ITALIAN IMPORT MARKET - CDN SUPPLY CAPABILITIES
I.D. 2/3 SPECIFIC NICHES AND CDN SUPPLIERS FOR PAPER

PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 a) Support and assist organizing a construction
lumber mission to Italy.
- b) Forest products Eqpt/Services reports outlin-
ing potential tech acquisitions for Cda.
- c) Visit Triveneto and SAIE 2 trade fairs.

- a) Prom.local Lumber trade & Cdn sources.Favour-
able support for Mission in Nov-Dec 89.
- c) Data collection effected on woodwork in m/cs
and advanced Mtl. reports to be released on time
- c) Made 20 new contacts.Reports on show released

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----