

REPORT 4
89/10/10

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 :402-ATHENS

009-FOREST PRODUCTS,EQUIP,SERVICES
GREECE

| PLANNING: | ACTIVITIES PROPOSED IN POST PLAN: | ANTICIPATED RESULTS: |
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| | WOOD AND WOOD PRODUCTS | |
| | ORGANIZE TIMBER FRAME HOUSING SYMPOSIUM | GET ARCHITECTS TO SPECIFY CANADIAN TIMBER FRAME HOUSING DESIGNS AND MATERIAL \$100,000 PER ANNUM. |
| | ESTABLISH PLYWOOD STOCKS IN PIRAEUS | ESTABLISH INITIAL SALES.\$100,000 PER ANNUM |
| | INITIATE DISCUSSIONS WITH LEADING GREEK LUMBER/PLYWOOD IMPORTERS. | NEW BUYERS IDENTIFICATION START CANADIAN LUMBER/PLYWOOD SALES @\$100,000 PER YEAR |
| | DISTRIBUTION OF TIMBER FRAME CONSTRUCTION MANUAL TO ENGINEERS/ ARCHITECTS AND INSTITUTIONS. ALREADY STARTED. | GREATER AWARENESS OF CANADIAN TIMBER FRAME HOUSING METHODS \$ 1 MILLION SALES IN NEXT 3 YEARS. |

| TRACKING: | ACTIVITIES UNDERTAKEN IN QUARTER: | QUARTERLY RESULTS REPORTED: |
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| | <p>QUARTER: 1 PROPOSED INCOMING LUMBER MISSION POSTPONED FOR EARLY 1989 ACCORDING TO RECENT CORRESPONDENCE WITH COFI,PART OF THE COST WILL BE COVERED BY COFI & PART SELF-FUNDED BY PARTICIPANTS(RETURN AIR FARE)& TO ORGANIZE IFC SEMINAR,ESTABLISH</p> | <p>ARE IN CONTINUOUS CONTACT WITH PRE OF LUMBER IMPORTERS ASSOC REGARDING INCOMING MISSION. FOLLOWED UP FOR PLYWOOD SALES. ORGANIZED T.F.C. SEMINAR.</p> |
| | <p>QUARTER: 2 Propose incoming Greek lumber buyers mission for May 1988 part self-funded (return airfares) and preparation for TFC seminar in Athens</p> | <p>Greek lumber buyers mission will now take place in May 1989. TFC seminar was held in May 1988. Visited major lumber importers in view of C.O. tour to B.C.</p> |
| | <p>QUARTER: 3 Propose incoming lumber buyers mission for May 1988 part self funded (return air fares) and preparation for TFC seminar in Athens.</p> | <p>Greek lumber mission will now take place in May 1989. TFC seminar was held in May 1988. C.O. tour of lumber coys in B.C. proved very productive.</p> |
| | <p>QUARTER: 4 Propose incoming lumber buyers mission for May '88 part self funded (return air fares) and preparation for TFC seminar in Athens.</p> | <p>Greek lumber mission will likely now take place in May-June 1989. TFC seminar was held in May 1988.</p> |