

REPT4D  
90/01/23

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 :424-DUSSELDORF

009-FOREST PRODUCTS,EQUIP,SERVICES  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

INVESTIGATE MKT OPP FOR CDN STAIRCASE COMPONENTS  
SAMPLE ORDERS FROM LARGE SCALE STAIRCASE SYSTEM MANUFACTU-

RERS

CONT EFFORTS W/GERMAN WOOD HOUSE BUILDERS TO INCR CDN CONT.  
SAMPLE ORDERS FRO FLOORING, PANELLING AND SIDING

PRODUCE FOLDER ON CDN CAPABILITIES IN THE WOOD PROD.SECTOR  
SAMPLE ORDERS FOR CANADIAN FINISHED PRODUCTS

ACTIVE SUPPORT OF UNIVERSITY SEMINARS ON WOOD BLDG MATERIALS  
INCREASE AWARENESS ON PROVEN CANADIAN BUILDING COMPONENTS

PULP AND PAPER PRODUCTS

CDN IND WELL ORG'D IN THIS SUB-SECTOR.  
WE EXPECT CANADIAN INDUSTRY TO HOLD ITS MARKET SHARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing support of Canadian forest products  
exports.

Positive sales dev.in hand-crafted log-homes.  
-Reviewed COMDP prog.w/Ott officers+COFI rep.  
-Jack Munro-led IWA mission useful in reassuring  
lumber clients of security of supply.  
-Reported on Wood Products Sales outlook.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----