

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

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
GREECE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: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 nd lumber companies  
re incoming mission. Also in close contact with  
local lumber 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 Propose incoming lumber buyers' mission for  
May 1989 part self funded.

Mission will finally take place in May 1990.  
Most of the cost will be covered by Ottawa  
and a small part by BPIB and Greek importers.  
Expectations are for considerably increased  
sales.