

REPORT 4
88/10/21

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 : 424-DUSSELDORF

009-FOREST PRODUCTS, EQUIP, SERVICES
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

LOG HOME PACKAGE PROMOTION.

SAMPLE ORDER TEST MARKETING WITH LOCAL PARTNER.

CEDAR PRODUCT OPPORTUNITY IDENTIFICATION WITH FRG WOOD HOUSE BUILDERS.

DISPLAY OF CEDAR PRODUCTS IN MODEL HOMES AND SHOW ROOMS.

SOFTWOOD LUMBER PROMOTION AIMING AT ROOF TRUSS MANUFACTURERS.

SAMPLE ORDERS FOR CLS LUMBER

METRIC PLYWOOD PROMOTION FOR RENOVATION BUSINESS.

SAMPLE ORDERS

UPDATE OF DIY TRADE DIRECTORY

IMPROVE INQUIRY MATCHING RE MANUFACTURED WOOD PRODUCTS.

PULP AND PAPER PRODUCTS

INVESTIGATE WALL PAPER MARKET.

SAMPLE ORDERS TO MAJOR DISTRIBUTORS AND/OR RETAILERS.

SOURCING OF PAPER MFCRS WITH FREE CAPACITIES NOT BELONGING TO PULP AND PAPER ASSOCIATION.

INCREASE IN BUSINESS CONNECTIONS AND SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----