REPORT 4 88/02/02

## QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FISCAL YEAR 87 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 520-TOKYO

009-FOREST PRODUCTS, EQUIP, SERVICES JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

WOOD AND WOOD PRODUCTS

CONTINUED EFFORTS TO INFLUENCE REVISION OF BUILDING CODE IN DIRECTION TO BENEFIT CANADIAN TRADE INTERESTS.

HARDWOOD PROMOTION TO FOLLOW-UP ON CANADIAN MISSION.

ANALYSIS AND REPORTING ON EVOLUTION OF FOREST PRODUCT INDUSTRY.

RESEARCH AND DEVELOPMENT OF MARKET FOR BUILDING MATERIALS, E. G. KITCHEN CABINETS, DOORS, WINDOWS, STAIRCASES, ETC.

SEMINARS OR PRESENTATION FOLLOWING UP ON INITIATIVES AND MEETINGS DURING MINISTER CARNEY'S VISIT.

PURSUE THE URGENT REQUIREMENT FOR A REDUCTION IN THE SPF TARIFF FROM 10% TO 0.

PULP AND PAPER PRODUCTS

CONTINUED SURVEY OF PULP AND PAPER COMPANIES' OVERSEAS INVESTMENT AND EXPANSION PLANS.

MARKET SURVEY OF VALUE-ADDED COATED AND BUSINESS PAPERS.

ATTEND AND REPORT ON ANNUAL MEETING OF CANADA/JAPAN PULP AND PAPER ASSOCIATION.

NEWSPRINT SURVEY.

## ANTICIPATED RESULTS:

REVISION TO ALLOW GREATER USE OF WOOD IN CONSTRUCTION SPECIFICALLY 3 STOREY 2X4 MULTIPLE FAMILY URBAN USE.

STIMULATE AWARENESS AND INQUIRIES FROM JAPANESE IMPORTERS . INCREASED SALES.

IDENTIFICATION OF MARKET OPPORTUNITIES FOR VALUE-ADDED WOOD PRODUCTS.

INCREASED CONTACT WITH CANADIAN SUPPLIERS.

RELAX BUILDING CODE TO ALLOW INCREASE IN SALES OF CANADIAN LUMBER.

CANADIAN SPF WILL REGAIN MARKET SHARE FROM USA KILN DRIED HEMLOCK.

IDENTIFICATION OF INVESTMENT OPPORTUNITIES FOR CANADA.

IDENTIFICATION OF MARKET, INVESTMENT & TECHNO-LOGICAL COOP. OPPORTUNITIES, DEVELOPMENT OF EXPORTS STRATEGY, INCREASED BUSINESS CONTACTS.

IDENTIFY NEW EXPORT OPPORTUNITIES FOR CDN FIRMS INCLUDING POSSIBLE INVESTMENT OPPORTUNITIES.

IDENTIFY AREAS WHERE POST CAN SUPPORT SALES OF CANADIAN NEWSPRINT TO JAPAN.