

POST : 471-WARSAW

005-COMM. & INFORM. EQP. & SERV
EAST GERMANY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CORPORATE LIAISON CALLS TO RANGE OF FOREIGN TRADE ORGANIZATIONS
RESPONSIBLE FOR EMERGING PROJECTS IN VARIOUS MANUFACTURING
SECTORS.

ANTICIPATED RESULTS:

TO DEFINE THE MARKET, INTRODUCE CANADIAN
CAPABILITIES, AND GENERATE INTEREST BY
CANADIAN COMPANIES TO FOLLOW UP LEADS AND
SUBMIT BIDS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 POST CANVASSED MARKET.

QUARTER: 3 1) MARKET IDENTIFICATION CALLS.

QUARTER: 4 MARKET IDENTIFICATION CALLS.

QUARTERLY RESULTS REPORTED:

RECEIVED TWO ENQUIRIES.

1) POST CONTINUED PROGRAM OF CALLS BUT GDR SHOWS
LITTLE INTEREST IN CANADIAN PRODUCTS.

POST USED LEIPZIG FAIR TO PURSUE OPPORTUNITIES
GDR SHOWS LITTLE INTEREST IN CDN CAPABILITIES.
CALLS CONFIRMED SECTOR IS BEING DROPPED FROM
NEXT YEAR'S PRIORITY SECTORS.