

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

POST : 653-HAVANA

007-POWER & ENERGY EQUIP. & SERV.  
CUBA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CONSUMIMPORT BUYING TRIP TO CANADA.

HOST INFORMAL LUNCHEES WITH CUBAN BUYERS.

GIVE SUBSCRIPTIONS OF SPECIALIZED CANADIAN MAGAZINES TO CUBAN OFFICIALS.

ANTICIPATED RESULTS:

ESTABLISH CONTACTS AND MAKE SOME SALES (\$1 MILLION).

IMPROVE OUR RELATIONSHIP WITH CUBAN BUYERS.

IMPROVE CUBAN KNOWLEDGE OF CANADIAN CAPABILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ORGANISER UN VOYAGE AU CDA EN FAVEUR DE L'ORGANISATION CUBAINE CONSUMIMPORT POUR L'ACHAT DE BIENS CANADIENS. TENIR DES DEJEUNER D'AFFAIRES AVEC CLIENTS CUBAINS.

QUARTER: 2 ORGANIZED AWARDING CEREMONY OF PRIZE GIVEN BY CUBA TO FEDERAL PIONEER FOR ITS LONG STANDING BUSINESS RELATIONS WITH CUBA.

QUARTER: 3 COORDINATION & ORGANIZATION OF A CUBAN HARDWARE/ELECTRICAL EQPT BUYERS' MISSION TO CDA. POST SUPPORTED DIFFERENT CDN COS IN THEIR PROMOTIONAL ACTIVITIES IN THIS SECTOR.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ENERGOIMPORT EST ALLE AU CANADA DU 7 AU 21 JUIN ET A ACHETE PLUSIEURS BIENS CANADIENS. LES DEJEUNERS N'ONT PAS ETRE TENU DU A L'ABSENCE DE COUVERTURE PAR LA SEE ET AUX COUPURES DU BUDGET D'HOSPITALITE.

ENERGOIMPORT TRAVELLED TO CDA AGAIN TO SIGN ADDITIONAL CONTRACT FOR \$200,000 CDN. LIGHTOLIER RECEIVED L/G FOR CD 116,250 TO COVER PART OF CONTRACT FOR CDN 400,000 SIGNED NOV '86.

A WHOLE GROUP OF 5 HIGH LEVEL PERSONS IS ALL PREPARED TO ATTEND THE T.O. HARDWARE SHOW & VISIT WITH ELECTRICAL EQPT MANUFACTURERS. DBA PROULX SIGNED A CONTRACT OF 300K FOR LIGHTING SYSTEM WITH CONSUMIMPORT.