

REPORT 4
88/03/16

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 : 471-WARSAW

009-FOREST PRODUCTS, EQUIP, SERVICES
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CURRENT INFORMATION FLOW TO CANADIAN COMPANY BIDDING ON PROJECT
(THIS CO. HAS BEEN TRACKING THE PROJECT FOR 6 YEARS).

TO HELP THE COMPANY SUCCESSFULLY BID ON A
CONTRACT FOR MODERNIZATION OF WITTENBERGE
PULP AND PAPER MILL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 MAINTAIN CONTACT WITH EAST GERMAN DECISION
MAKERS.

POST DISTRIBUTED PROMOTIONAL MATERIAL AND
RECEIVED 6 ENQUIRIES. MAJOR NEW (\$20M - 30M)
PROJECT IDENTIFIED.

QUARTER: 3 1) MAINTAIN CONTACT WITH GDR DECISION-MAKERS;
2) REPORT TO H. A. SIMON ON WITTENBERGE PROJECT.

1) POST MADE CALLS DURING AREA VISIT; 2) POST
REPORTED ON WITTENBERGE PROJECT AND IS TRACKING
SCHWEDT PROJECT.

QUARTER: 4 -----