

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :653-HAVANA

SECTOR :007-POWER & ENERGY EQUIP. & SERV.
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:THERMAL

CONTINUE TO FOLLOW-UP ON ELECTRICAL AND SPORT MISSION TO
NUMBER OF MAJ. CONS. PROJ. PRESENT SALES OPP. [\$8-10MILL].HO

WEVER,LACK OF FINANCING REMAINS MAJOR IMPEDIMENT.

MOST INFORMAL LUNCHES & MEET W/CUBAN OFFICIALS PERIODICLY.
TO MAINTAIN AND IMPROVE AS MUCH AS POSSIBLE OUR RELATIONSHIP

WITH OUR POTENTIAL CLIENTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Pursued Cuba's requirements for second-hand
distribution eqpt., e.g. transformers, cut-outs,
wire/cables and lighting eqpt. required for
construction projects for Pan Am Games.

Energoimport buyers travelled to Canada week of
Sept. 24 to purchase approx \$ Cdn 3 million
worth of power and electrical equipment.

QUARTER: 3 Energoimport's Deputy Director visited Canada
to negotiate purchasing contracts.

Energoimport signed contracts valued at Cdn
\$3 million for power equipment for Pan Am Games.

QUARTER: 4 1. Promoted sales of equipment for Pan American
Games.

1. Sales totalling Cdn \$2.22 mn during recent
visit of Energoimport's Sub-Director to Canada.