

REPT4D
89/12/12

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 :471-WARSAW

011-OIL & GAS EQUIPMENT,SERVICES
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

ASSIST CDN COMPANY TO SIGN COOP AGREE WITH POLISH OIL/GAS
POSITION COMPANY FOR EXPORT SALES AND PARTICIPATION IN IBRD

FIRST ENERGY PROJECT

FOLLOW-UP TO DEPARTMENTAL NATURAL GAS MISSION
ENCOURAGE PARTICIPANTS TO QUOTE ON POLISH REQUIREMENTS

OBTAIN SPEC ON VAR GAS EQUIP SOUGHT BY POLISH OIL & GAS CO
BRING TWO ADDITIONAL CANADIAN SUPPLIERS INTO POLISH MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 1.Assist Canadian Fracmaster to sign cooperation Agreement
- 2. Obtain specification on various other requirements.

- 1. Post has maintained continuing contact with POGC.
- 2. General Director of POGC invited to Intercon
- 3. Chercoc signed \$ 3 million contract with Post assistance

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----