REPT4D
90/04/05

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

005-ADVANCED TECH. PROD. & SERV
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

REMOTE SENSING INC. SPACE SAT

CONT.POLISH INST OF METEOR.& INST.INV.IN POLL.FIGHTING REG.
DELIVERY OF EQUIPMENT BY BARRINGER RESEARCH INC.

PROM.OF NEW TYPES OF EQUIP MADE BY BARRINGER RESEARCH INC.
INCREASE CANADIAN INTEREST IN THE POLISH MARKET

IDENT.SPEC.TYPE OF EQUIP INTENDED FOR USE IN NEW POLL.FIGHT.
OBTAIN ONE CONTRACT FOR CANADIAN COMPANY

OTHER ELECTRONICS

PRESENT.OF CDN CO CAPAB.TO LOCAL PROD'RS OF ELECTRONIC EQUIP
TO INITIATE CANADIAN INTEREST IN POLISH MARKET OPPORTUNITIES

CONTACTING PROD'RS OF ELECTR.EQUIP TO GET SPECIF OF THEIR IM — CANADIAN FIRM ON MARKET
TO ELICIT OFFERS BY CANADIAN PRODUCERS & ESTABLISH ONE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1
1. Contact with Polish Institute of Meteorology and other institutes re pollution control equipment.
2. Identify further opportunities

1. 6 calls were made during quarter but lack of hard currency financing has so far presented problems
2. Extensive program of calls arranged for visit by Combustion Engineering

QUARTER: 2
1. Promotion of Barringer Research Inc.
2. Identify pollution control equipment needs.
3. Assist Recom Engineering Ltd. in marketing and sales.

1. Continuous promotion of Barringer's interest.
2. Pollution control needs still surveyed with changing Polish political situation. 3. Recom Eng had several meet w/Polish cos reps sales agree on comp hard del to Poland exp bef end 89

QUARTER: 3
1. Assist Recom Engineering Ltd. in sales
2. Identify pollution control equipment needs

1. Recom Engineering Ltd. signed $ 100,000 contract
2. Contacts maitained through visit by Ministry of Environment

QUARTER: 4 -----