

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

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:EQUIPMENT AND MACHINERY

MKT SURV OF PULP/PAPER PROD'RS,FURN.PROD'RS & FOREST MGT OFF
TO OBTAIN PROFILE OF POLISH REQUIREMENTS

OBTAIN SPECIFICATIONS OF PROJECTS AND EQUIPMENT
TO INTRODUCE ONE NEW CANADIAN SUPPLIER ON MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Market survey of sector
2. Introduce one new supplier on market

1. Post commenced series of calls on producers & forwarded specifications to industry
2. General veneers obtained contract with Post assistance

QUARTER: 2 1. Market survey of sector
2. Obtain specifications of other import needs.

1. Market survey still in progress to keep up with very quickly changing industrial relations in Poland.
2. Specifications sent to Canada.

QUARTER: 3 1. Market survey of sector.

1. Update obtained on Kwidzyn which was then sent to various companies including Abitibi Price.

QUARTER: 4 1. Market survey of sector.

1. Co-ordinated visit of Abitibi Price to Kwidzyn. Investment study underway.