

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

POST : 653-HAVANA

007-POWER & ENERGY EQUIP. & SERV.  
CUBA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	CONSUMIMPORT BUYING TRIP TO CANADA.	ESTABLISH CONTACTS AND MAKE SOME SALES (\$1 MILLION).
	HOST INFORMAL LUNCHES WITH CUBAN BUYERS.	IMPROVE OUR RELATIONSHIP WITH CUBAN BUYERS.
	GIVE SUBSCRIPTIONS OF SPECIALIZED CANADIAN MAGAZINES TO CUBAN OFFICIALS.	IMPROVE CUBAN KNOWLEDGE OF CANADIAN CAPABILITIES.

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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	ORGANISER UN VOYAGE AU CDA EN FAVEUR DE L'ORGANISATION CUBAINE CONSUMIMPORT POUR L'ACHAT DE BIENS CANADIENS. TENIR DES DEJEUNER D'AFFAIRES AVEC CLIENTS CUBAINS.	ENERGOIMPORT EST ALLE AU CANADA DY 7 AU 21 JUIN ET A ACHETE PLUSIEURS BIENS CANADIENS. LES DEJEUNERS N'ONT PAS ETRE TENU DU A L'ABSENCE DE COUVERTURE PAR LA SEE ET AUX COUPURES DU BUDGET D'HOSPITALITE.
QUARTER: 2	ORGANIZED AWARDING CEREMONY OF PRIZE GIVEN BY CUBA TO FEDERAL PIONEER FOR ITS LONG STANDIG BUSINESS RELATIONS WITH CUBA.	ENERGOIMPORT TRAVELLED TO CDA AGAIN TO SIGN ADDITIONAL CONTRACT FOR \$200,000 CDN. LIGHTOLIER RECEIVED L/G FOR CD 116,250 TO COVER PART OF CONTRACT FOR CDN 400,000 SIGNED NOV'86.
QUARTER: 3	COORDINATION & ORGANIZATION OF A CUBAN HARDWARE/ELECTRICAL EQPT BUYERS' MISSION TO CDA. POST SUPPORTED DIFFERENT CDN COS IN THEIR PROMOTIONAL ACTIVITIES IN THIS SECTOR.	A WHOLE GROUP OF 5 HIGH LEVEL PERSONS IS ALL PREPARED TO ATTEND THE T.O. HARDWARE SHOW & VISIT WITH ELECTRICAL EQPT MANUFACTURERS. BBA PROULX SIGNED A CONTRACT OF 300K FOR LIGHTING SYSTEM WITH CONSUMIMPORT.
QUARTER: 4	ELECTRICAL BUYERS MISSION TO CANADA ATTENDED TORONTO HARDWARE SHOW AND VISITED CANADIAN COMPANIES.	- 1 CONTRACT OF 170K WAS SIGNED AT THS. - 20 DIFFERENT COMPANIES WERE VISITED BY THE 5 KEY CUBAN GROUP; 10 OF THESE COMPANIES ARE TO SIGN A CONTRACT ON NEAR FUTURE. - IMPORTANT CONTACTS WERE DEV. REGARDING 1991 PANAM GAMES RE ELEC EQ.