

REPORT 4  
87/09/25

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

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POST 253-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 CAPABILI-  
TIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. ORGANISER UN VOYAGE AU CDA EN FAVEUR DE  
L'ORGANISATION CUBAINE CONSUMIMPORT POUR  
L'ACHAT DE BIENS CANADIENS.  
2. TENIR DES DEJEUNER D'AFFAIRES AVEC CLIENTS  
CUBAINS.

1. ENERGOIMPORT EST ALLE AU CDA DU 7-21 JUIN ET  
A ACHETE PLUSIEURS BIENS CDNS. 2. LES DEJEUNERS  
N'ONT PAS ETRE TENU DU A L'ABSENCE DE COUVERTURE  
PAR LA SEE ET AUX COUPURES DU BUDGET D'HOSPI-  
TALITE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----