

REPORT 4  
88/03/16

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 : 471-WARSAW

005-COMM. & INFORM. EQP. & SERV  
EAST GERMANY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CORPORATE LIAISON CALLS TO RANGE OF FOREIGN TRADE ORGANIZATIONS  
RESPONSIBLE FOR EMERGING PROJECTS IN VARIOUS MANUFACTURING  
SECTORS.

ANTICIPATED RESULTS:

TO DEFINE THE MARKET, INTRODUCE CANADIAN  
CAPABILITIES, AND GENERATE INTEREST BY  
CANADIAN COMPANIES TO FOLLOW UP LEADS AND  
SUBMIT BIDS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 POST CANVASSED MARKET.

QUARTER: 3 1) MARKET IDENTIFICATION CALLS.

QUARTER: 4 -----

RECEIVED TWO ENQUIRIES.

1) POST CONTINUED PROGRAM OF CALLS BUT QDR SHOWS  
LITTLE INTEREST IN CANADIAN PRODUCTS.