

REPT4D
90/06/26

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
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:PULP AND PAPER PRODUCTS

MARKET SURVEY OF GDR REQUIREMENTS
ALERT CANADIAN INDUSTRY TO GDR REQUIREMENTS

IDENTIFY COMPANIES INTERESTED IN GDR MARKET
ESTABLISH ONE CDN FIRM AS LONG TERM SUPPLIER

WORK WITH ALBERTA & QUEBEC GOVTS TO IDENT INTERESTED FIRMS
ESTABLISH ONE CDN FIRM AS LONG TERM SUPPLIER

SUB-SECTOR:EQUIPMENT AND MACHINERY

CONTINUE CALLS ON KEY DECISION MAKERS
ALERTING CANADIAN COMPANIES ON INVESTMENT DECISION STATUS

SEMINAR ON KLOCKNER STADLER HURTER CAPABILITIES
DEEPENING KSH CONTACTS WITH KEY OFFICIALS AT ALL LEVELS RE

VISIT BY TECHNICAL TEAM TO H.A. SIMONS
SENSITIZE KEY WITTENBERGE DECISION MAKERS TO H.A. SIMONS

FLAGGING CANADIAN INTERESTS DURING NEXT GDR/CANADA MEC
TO EXERT PRESSURE ON GDR

SCHWEDT PROJECT

CAPABILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Market survey of GDR requirements
2. Calls on key decision makers
3. Assist KSH on Crossen bid
4. Assist KSH with Berlin Seminar
5. Flag KSH interest during GDR/CDA MEC in Ottawa

1. Calls made on major GDR agency firms
2. Ambassador & Commercial Counsellor called on MOFT re Crossen project
3. Seminar postponed
5. MEC flagged Cdn interest in supporting KSH bid

QUARTER: 2 1. Market surveys of requirements
2. Identify Albertan and Quebec firms for market
3. Promote KSH, H.A. Simons sales

Meetings with GDR officials and discussions on Canadian offer for Wittenberge and Crossen projects.

QUARTER: 3 1. Support for Kloeckner Stadler Hurter
2. Market survey of GDR requirements

1. KSH lost Crossen deal to Sweden on price basis

QUARTER: 4 -----