

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 :011-OIL & GAS EQUIPMENT,SERVICES
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:MACHINERY AND EQUIPMENT

ASSIST CDN COMPANY TO SIGN COOP AGREE WITH POLISH OIL/GAS
POSITION COMPANY FOR EXPORT SALES AND PARTICIPATION IN IBRD

FIRST ENERGY PROJECT

FOLLOW-UP TO DEPARTMENTAL NATURAL GAS MISSION
ENCOURAGE PARTICIPANTS TO QUOTE ON POLISH REQUIREMENTS

OBTAIN SPEC ON VAR GAS EQUIP SOUGHT BY POLISH OIL & GAS CO
BRING TWO ADDITIONAL CANADIAN SUPPLIERS INTO POLISH MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1.Assist Canadian Fracmaster to sign cooperation
Agreement
2. Obtain specification on various other requir-
ements.

1. Post has maintained continuing contact with
POGC.
2. General Director of POGC invited to Intercan
3. Cherco signed \$ 3 million contract with Post
assistance

QUARTER: 2 1. Assist Canadian Fracmaster to sign co-opera-
tion agreement.
2. Obtain specifications on other import requir-
ements.

1. Sales agreement signed between Polish Oil and
Gas Co. and Cherco Compressors of Calgary for
delivery of 5 compressors to Poland. Contract
worth US \$ 2.5 million.

QUARTER: 3 Bring additional companies to market

Consulgas signed co-operation agreement with
Polish Oil and Gas Company

QUARTER: 4 1. Bring additional companies to market.

1. Preparations made for Cherco Compressors and
Fracmaster visit as part of DPM Mazankowski
Mission in April 1990.