

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

014-EDUCATION,MEDICAL,HEALTH PROD
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HOSP. & MEDICAL EQUIP, INSTRUM.

CALLS ON GDR AGENCY FIRMS & FOREIGN TRADE ENTERPRISES
DEVELOP PROFILE OF GDR REQUIREMENTS

ALERT CANADIAN FIRMS TO GDR REQUIREMENTS
FAMILIARIZE GDR CONTACTS WITH CANADIAN CAPABILITIES

WORK W/ALBERTA & QUEBEC GOVTS TO IDENTIFY INTERESTED FIRMS
INTRODUCE TWO CANADIAN COMPANIES ON GDR MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Calls on GDR agency firms & foreign Trade
Enterprises
2. Alert Canadian companies

1. Two calls made
2. Items publicized in Canadexport but no inter-
est to date.

QUARTER: 2 1. Maintain calls on GDR companies and officials
2. Assist companies at Leipzig Fair

Several GDR companies and officials contacted
at Leipzig Fall Fair 1989.

QUARTER: 3 Hospital modernization

No highlights.

QUARTER: 4 -----