

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 653-HAVANA

016-INDUSTRIAL MACHIN, PLANTS, SERV.
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TESTING OF ASBESTOS BY CUBAN TECHNICIANS

CONVINCE CUBANS THAT ASBESTOS IS A SAFE PROD. AGREEMENT THAT CDN ASBESTOS IS SAFER THAN ASBESTOS FM BRAZIL. - INCREASE SALES BY ONE-THIRD.

SEMINAR ON LIGHTING EQUIPMENT. FOLLOW UP SEMINAR ON ASBESTOS. SEMINAR ON SOLAR ENERGY.

EXPLAIN TECHNOLOGY INVOLVED AND GAIN ACCEPTANCE OF CDN PRODUCTS. - MINIMIZE EFFECTS OF COMPETITION.

IDENTIFY AND CONTACT ENLARGED NUMBER OF END USERS WITH HELP OF MINBAS AND NATIONAL ENERGY COMMISSION.

DISSEMINATE INFORMATION ON CDN CAPABILITIES. IDENTIFY NEW PROJECTS. - INFLUENCE PURCHASE DECISIONS.

DISTRIBUTION OF COMPANY CATALOGUES.

ENSURE KEY CUBAN OFFICIALS AWARE OF LATEST CDN PRODUCTIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----