

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

POST : 471-WARSAW

005-COMM. & INFORM. EQP. & SERV
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IDENTIFICATION OF PROJECTS AND PRODUCT NEEDS WHICH ARE NOT SUBJECT TO EXPORT CONTROL RESTRICTIONS.

OPPORTUNITIES WILL BE FOUND IN THE AREA OF PROCESS CONTROL EQUIPMENT.

CORPORATE LIAISON WITH FOREIGN TRADE ORGANIZATIONS AND MANUFACTURING PLANTS TO REESTABLISH CONTACTS AND IDENTIFY EMERGING MODERNIZATION PROJECTS.

UPDATED DEFINITION OF MARKET SEGMENTS AND IDENTIFICATIONS OF NEW OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 INDUSTRY CALLS.

QUARTER: 3 1)INDUSTRY CALLS.

QUARTER: 4 INDUSTRY CALLS.

COMMERCIAL OFFICER MADE EXTENSIVE AREA TOUR AND REPORTED ON OPPORTUNITIES TO CANADIAN INDUSTRY.

1)POST CONTINUED PROGRAM OF END USER CALLS;
2)POST IS NOW TRACKING POTENTIAL IBRD FUNDED PROJECT.

POST CONTINUED END USER CALLS. IDENTIFIED POSSIBLE IBRD FINANCED PROJECT AND IS IN CONTACT WITH POSSIBLE INTERESTED SUPPLIERS.