

REPT4D
90/04/05

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

011-OIL & GAS EQUIPMENT,SERVICES
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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 requirements.

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

- QUARTER: 2 1. Assist Canadian Fracmaster to sign co-operation agreement.
- 2. Obtain specifications on other import requirements.

- 1. Sales agreement signed between Polish Oil and Gas Co. and Chenco 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 -----

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