

REPORT 4
88/03/16

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

Page 180

POST : 471-WARSAW

005-COMM. & INFORM. EQP. & SERV
EAST GERMANY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CORPORATE LIAISON CALLS TO RANGE OF FOREIGN TRADE ORGANIZATIONS
RESPONSIBLE FOR EMERGING PROJECTS IN VARIOUS MANUFACTURING
SECTORS.

ANTICIPATED RESULTS:

TO DEFINE THE MARKET, INTRODUCE CANADIAN
CAPABILITIES, AND GENERATE INTEREST BY
CANADIAN COMPANIES TO FOLLOW UP LEADS AND
SUBMIT BIDS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 POST CANVASSED MARKET.

QUARTER: 3 1) MARKET IDENTIFICATION CALLS.

QUARTER: 4 -----

RECEIVED TWO ENQUIRIES.

1) POST CONTINUED PROGRAM OF CALLS BUT QDR SHOWS
LITTLE INTEREST IN CANADIAN PRODUCTS.