

REPT4D  
90/01/23

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

46

POST :653-HAVANA

007-POWER & ENERGY EQUIP. & SERV.  
CUBA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

THERMAL

CONTINUE TO FOLLOW-UP ON ELECTRICAL AND SPORT MISSION TO  
NUMBER OF MAJ. CONS. PROJ. PRESENT SALES OPP. [\$8-10MILL].HO

WEVER, LACK OF FINANCING REMAINS MAJOR IMPEDIMENT.

HOLD INFORMAL LUNCHES & MEET W/CUBAN OFFICIALS PERIODICLY.  
TO MAINTAIN AND IMPROVE AS MUCH AS POSSIBLE OUR RELATIONSHIP

WITH OUR POTENTIAL CLIENTS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Pursued Cuba's requirements for second-hand  
distribution eqpt., e.g. transformers, cut-outs,  
wire/cables and lighting eqpt. required for  
construction projects for Pan Am Games.

Energimport buyers travelled to Canada week of  
Sept. 24 to purchase approx \$ Cdn 3 million  
worth of power and electrical equipment.

QUARTER: 3 -----

QUARTER: 4 -----