

REPORT 4  
89/10/10

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 :471-WARSAW

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
POLAND

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	MANUFACT & MATERIAL PLANT,EQP.	
	CONTACTING OIL SEED PROCESSING PLANT AND PRESENTING CANADIAN COMPANIES AND THEIR CAPABILITIES.	IDENTIFICATION OF MAJOR PROJECTS AND END USERS
	CONTACTING DAIRY PROCESSING PLANTS FOR PROMOTION OF CANADIAN COMPANIES.	IDENTIFICATION OF MAJOR PROJECTS AND END USERS.
	OBTAIN SPECIFICATIONS OF PROJECT AND EQUIPMENT SOUGHT BY POLISH PLANTS.	INTEREST ONE CANADIAN COMPANY IN BIDDING ON POLISH REQUIREMENTS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	IDENTIFY AND VISIT INVESTORS IN OIL SEED CRUSHING, GRAIN STORAGE AND OTHER INDUSTRIAL PROJECTS.	SIX CALLS MADE. GRAIN STORAGE PROJECT POSTPONED. SIMON DAY ALERTED. UNABLE TO IDENTIFY FINANCING FOR OIL SEED CRUSHING PLANTS.
QUARTER: 2	1)identify and visit investors in oil seed crushing, grain storage and other industrial projects.	1)three calls made. 2)Agricultural projects not of interest to Cdn firms because of lack of financing. 3)identified anode rejuvenation project.Advised Huron Technologies Inc. company.
QUARTER: 3	Contacting oil seed plants and dairy processing plants.	1)C.O. made visits during course of tour. Oil seed plants awarded to yugoslavia. Unable to locate interested Canadian companies. 2)Opportunities for eqpt discussed with Ontario during C.O. familiarization tour.
QUARTER: 4	Identify major projects and obtain specifications.	Post established important new contacts Post sends specifications on proposed Grain Terminal to Canada Post identified several opportunities in Polish private sector furniture industry.