

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 :653-HAVANA

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TESTING OF ASBESTOS BY CUBAN TECHNICIANS

CONVINCE CUBANS THAT ASBESTOS IS A SAFE PROD.  
AGREEMENT THAT CDN ASBESTOS IS SAFER THAN AS-  
BESTOS FM BRAZIL.- INCREASE SALES BY ONE-  
THIRD.

SEMINAR ON LIGHTING EQUIPMENT. FOLLOW UP SEMINAR ON ASBESTOS.  
SEMINAR ON SOLAR ENERGY.

EXPLAIN TECHNOLOGY INVOLVED AND GAIN ACCEP-  
TANCE OF CDN PRODUCTS. - MINIMIZE EFFECTS OF  
COMPETITION.

IDENTIFY AND CONTACT ENLARGED NUMBER OF END USERS WITH HELP OF  
MINBAS AND NATIONAL ENERGY COMMISSION.

DISSEMINATE INFORMATION ON CDN CAPABILITIES.  
IDENTIFY NEW PROJECTS. - INFLUENCE PURCHASE  
DECISIONS.

DISTRIBUTION OF COMPANY CATALOGUES.

ENSURE KEY CUBAN OFFICIALS AWARE OF LATEST  
CDN PRODUCTIONS.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----