REPORT 4 88/10/21

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.

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

TESTING OF ASBESTOS BY CUBAN TECHNICIANS

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

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

DISTRIBUTION OF COMPANY CATALOGUES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

CONTRACTOR OF CONTRACTOR IS CONTRACTOR TO FILENCE WHE ON TARACTER

QUARTER: 3 -----

QUARTER: 4 -----

TECHNICAL REPUISING OF TELECOM NANAPACTUREN.

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ACTIVITIES (STORAD TA HOLT PLAN)

POST : 653-WANNE :

ANTICIPATED RESULTS:

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

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

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

ENSURE KEY CUBAN OFFICIALS AWARE OF LATEST CON PRODUCTIONS.

QUARTERLY RESULTS REPORTED:

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APTICIPATED RESULTS

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