

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

POST : 653-HAVANA

007-POWER & ENERGY EQUIP. & SERV.
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:
CONSUMIMPORT BUYING TRIP TO CANADA.
HOST INFORMAL LUNCHES WITH CUBAN BUYERS.
GIVE SUBSCRIPTIONS OF SPECIALIZED CANADIAN MAGAZINES TO CUBAN OFFICIALS.

ANTICIPATED RESULTS:
ESTABLISH CONTACTS AND MAKE SOME SALES (\$1 MILLION).
IMPROVE OUR RELATIONSHIP WITH CUBAN BUYERS.
IMPROVE CUBAN KNOWLEDGE OF CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:
QUARTER: 1 ORGANISER UN VOYAGE AU CDA EN FAVEUR DE L'ORGANISATION CUBAINE CONSUMIMPORT POUR L'ACHAT DE BIENS CANADIENS. TENIR DES DEJEUNER D'AFFAIRES AVEC CLIENTS CUBAINS.
QUARTER: 2 ORGANIZED AWARDDING CEREMONY OF PRIZE GIVEN BY CUBA TO FEDERAL PIONEER FOR ITS LONG STANDIG BUSINESS RELATIONS WITH CUBA.
QUARTER: 3 -----
QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:
ENERGOIMPORT EST ALLE AU CANADA DY 7 AU 21 JUIN ET A ACHETE PLUSIEURS BIENS CANADIENS. LES DEJEUNERS N'ONT PAS ETRE TENU DU A L'ABSENCE DE COUVERTURE PAR LA SEE ET AUX COUPURES DU BUDGET D'HOSPITALITE.
ENERGOIMPORT TRAVELLED TO CDA AGAIN TO SIGN ADDITIONAL CONTRACT FOR \$200,000 CDN. LIGHTOLIER RECEIVED L/G FOR CD 116,250 TO COVER PART OF CONTRACT FOR CDN 400,000 SIGNED NOV'86.