

REPORT 4  
88/02/02

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

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POST : 471-WARSAW

005-COMM. & INFORM. EQP. & SERV  
EAST GERMANY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CORPORATE LIAISON CALLS TO RANGE OF FOREIGN TRADE ORGANIZATIONS  
RESPONSIBLE FOR EMERGING PROJECTS IN VARIOUS MANUFACTURING  
SECTORS.

TO DEFINE THE MARKET, INTRODUCE CANADIAN  
CAPABILITIES, AND GENERATE INTEREST BY  
CANADIAN COMPANIES TO FOLLOW UP LEADS AND  
SUBMIT BIDS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 POST CANVASSED MARKET.

QUARTER: 3 -----

QUARTER: 4 -----

RECEIVED TWO ENQUIRIES.