



Annie BONNOT
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Pour : abl@disacenter.com
cc : Jean-Francois POULLEAU/DirGen/Cattinair, Pierre-Louis GIRAUD/DirTec/Cattinair,

Objet : HOME MARKET POLAND

Dear Asger,

I had the pleasure yesterday to spend some time with Stig, and I took advantage of his presence in PdR to let him know about my concern : we have had many good cards on the Polish market since 1976, the year we installed 21 cyclofilters in 3 important plants. 10 years later, this allowed us to start again business relations with a country which was finally willing to work with western capitalist countries. We found an agent, an engineer very well knowed in the wood industry with a very good and useful address book.

HM Poland has certainly other aces and a stronger position : how, both, can we take benefit from the situation ? how to use our means and references on this market, with our human resources here and in Poland ?

Don't you think a meeting, in PdR or in Poland, wouldn't be unuseful, with all the people involved in this matter ? because you know like me it is important to keep our people as much motivated as possible and I feel a discouragement coming in a short future.

Thank you,
Best regards - Gabriel CATTIN