

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :471-WARSAW

SECTOR :010-MINE,METAL,MINERAL PROD & SRV
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:EQUIPMENT AND MACHINERY

MARKETING SEMINAR SPONSORED BY COMPANY IN BERLIN
BROADEN AND DEEPEM CONTACTS WITH TECHNICAL PERSONNEL

ASSIST GOODYEAR ON COOP W/SKET CONC REQ FOR WIRE MAKING MACH
CONTACT BETWEEN SKET AND GOODYEAR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Develop further contacts in sector
2. Assist Goodyear

1. Post made calls on agency firms during progr-
am visit.
2. Two calls made in support of Goodyear

QUARTER: 2 1. Assist Goodyear in sales effort

Post contacted Transinter, the purchaser of
Goodyear conveyor beltings. Sales prospects
remain fair.

QUARTER: 3 Assist Goodyear in co-operation with SKET

Continuing discussions with Transinter

QUARTER: 4 1. Assist Goodyear in co-operation with SKET.

1. Continuing discussions.