

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 : 471-WARSAW

016-INDUSTRIAL MACHIN, PLANTS, SERV.
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MANUFACT & MATERIAL PLANT, EQP.

MAINTAIN KEY CONTACTS IN TRANSINTER, IAI IN CONNECTION WITH BID
BY GOODYEAR FOR BELTING.

ON BASIS OF INTEREST EXPRESSED BY GDR DURING CANADA/GDR
MIXED COMMISSION CALL ON TRANSINTER AND FTO'S AND END USERS.

ANTICIPATED RESULTS:

SALES BY GOODYEAR.

DETAILS OF PRODUCT REQUIREMENTS; TO ENCOURAGE
AT LEAST ONE CANADIAN COMPANY TO PURSUE THE
MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ASSIST GOODYEAR WITH POSSIBLE SALE OF CONVEYOR
BELTING.
CALLS ON AGENCY FIRMS TO IDENTIFY AREAS OF
INTEREST.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CALLS IN TRANSINTER, CHEMIE, AND MINISTRY IN
SUPPORT OF GOODYEAR. \$230,000 TRIAL ORDER
RECEIVED.
10 CALLS MADE. REPORT TO BUREAU, ITEM IN
CANDEXPO, TELEXES TO COMPANIES AND PROVINCES.