

REPORT 4
89/02/06

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:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT,EQP.

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

SALES BY GOODYEAR.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----