

REPT4D  
90/04/05

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

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

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

MARKETING SEMINAR SPONSORED BY COMPANY IN BERLIN  
BROADEN AND DEEPEN 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 program 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 -----