

REPORT 4
89/10/10

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

208

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 1)Maintain key contacts in Transinter & IAI in connection with bid by Goodyear for conveyor belting.
2)Calls on various FTO's as follow-up to last MEC.

1)Calls made during prog.visit to Berlin during which presentation by Co in Berlin.Post followed up.Discussions continuing on future contract. 2) 25 calls made during last prog.visit enquiries forwarded to Ottawa & Prov.Over 100 Cdn cos resp

QUARTER: 4 -----