

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 :653-HAVANA

SECTOR :016-INDUSTRIAL MACHIN,PLANTS,SERV.
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TOOLS & HARDWARE

CONT.TO FOLLOW-UP ON VISIT OF CUBAN DEL.TO CDN HARD.SHOW
LACK OF FINANCING CONTINUES TO PLAY A NEGATIVE ROLE. IF ECO-

NOMY IMPROVES,UP TO \$5 MILLION IN SALES EXPECTED.

MOST INFORMAL LUNCHES & MEET WITH CUBAN OFF./EMP.PERIODICAL.
TO MAINTAIN & IMPROVE AS MUCH AS POSSIBLE OUR RELATIONSHIP

WITH OUR POTENTIAL CLIENTS.

PARTICIPATION OF CUBAN DELEGATION IN CDN HARDWARE SHOW/FEB89
TO MAINTAIN & IMPROVE AS MUCH AS POSSIBLE OUR RELASHIONSHIP

WITH OUR POTENTIAL CLIENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----