

REPT4D
89/12/12

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

016-INDUSTRIAL MACHIN,PLANTS,SERV.
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TOOLS & HARDWARE

CONT.TO FOLLOW-UP ON VISIT OF CUBAN DEL.TO CDN HARD.SHOW NOMY IMPROVES,UP TO \$5 MILLION IN SALES EXPECTED.
LACK OF FINANCING CONTINUES TO PLAY A NEGATIVE ROLE. IF ECO-

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

- QUARTER: 1 -----
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----