

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 :606-LOS ANGELES

005-ADVANCED TECH. PROD. & SERV  
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	MARKET REPORT ON VERTICAL SOFTWARE.	
	REPORT ON OS/2 ADOPTION IN S. CALIFORNIA	INFORMATION ON OS/2 ADOPTION TO BETTER TARGET BUSINESS ACTIVITY.

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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
QUARTER: 2	-----	
QUARTER: 3	Participated in Wescon '88 Trade Show (Info booth & Canadian exhibitors).	Interest and leads created at show (120 leads) were impressive. Info booth activity is deemed to be important and should be continued. Sales by Canadian exhibitors were projected in excess of 10 million \$.
QUARTER: 4	1-San Diego Electronics Show. 2-SME/TMS Exhibit. 3-CANEXPO 89, commenced planning & promo activities, exhibition in Santa Clara and Long Beach.	1-Distributed brochures/data from 14 mftrs to 5100 attendees. Sales \$300,000. 2-Met with reps of 10 coys offering mining equpt & services. Attendance 7012. Sales \$ 700,000. 3-Coordinated recruiting, planned strategies.