

REPORT 4A  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
FORECAST OF KEY INVESTMENT

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

ROAD FOR FY 88  
SIGN & ACTUAL PLAN

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES  
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST : 605-DETROIT

WORKED WITH & ASSISTED DRIE/TRNTO (N. BACCHUS) IN R&D PROGR.  
UNDERTAKEN BY DIFFRACTO (TIM PRYOR), WINDSOR, IN COOP'N WITH  
G. M. WARREN TECH CENTER.  
POST PARTICIPATED IN 2-DAY U. S. S. B. A. SPONSORED INT'L TRADE  
SEM. DURING U. S. EXPORT TRADE WEEK. POST MAINTAINED BOOTH TO  
DISSEMINATE INFO ON F. T. A. IN ADD'N, HOM PARTICIPATED AS KEY-  
NOTE SPEAKER WITH U. S. TRADE AMBASSADOR PETER MURPHY & OUT-  
LINED MERITS OF F. T. A. S. T. C. WAS KEYNOTE LUNCHEON SPEAK-  
ER AT INTL BUS. FORUM SPONSORED BY ST. CLAIR COMMUNITY, PORT  
HURON, MI. S. T. C. ALSO CHAIRED PANEL DISCUSSION REGARDING  
MECHANICS OF DOING BUS. W/CDA UTILIZING LOCAL BUS. PEOPLE  
W/EXPERTISE IN CDA/U. S. TRADE. SUCCESSFULLY RECRUITED TWO  
FIRST TIME ATTENDEES TO WESTERN CDA FARM PROGRESS SHOW.  
ATTENDED AIA SHOW (AFTERMARKET) IN MTL & HOSTED 2 BUYERS TO  
SHOW. PARTICIPATED IN HOSTING FREE TRADE SEM. (MAY 9) &  
FIELDING MANY QUESTIONS RE AUTO SECTOR.  
ASSISTED GOVT OF ONT. IN 2 INVSTMT SEM. (1) GRAND RAPIDS  
(2) SAGINAW.  
PARTICIPATED IN CROSS-CDA FREE TRADE CONFERENCES WITH PRE-  
SENTATIONS GIVEN IN LDN, KITCHENER AND ST. CATHARINES.

INDUSTRIAL MACHIN. PLANTS, SERV.  
EXPOSURE TO AUTOMOTIVE SECT.  
DETROIT, INDIA  
TRANSPORT OVS. EQUIP.  
CONDUCT INTERV.  
MANUFACTURERS &  
POLICIES, POTENTIAL  
COOP. & INFORM. EXP.  
ENCOURAGE POTENTIAL  
FOR ACQUISITION  
LES FOR USA MARKET  
COOP. & INFORM. EXP.  
PARTICIPATE IN  
TION BOOTH IN C  
BOOTH

INVESTMENT ESTABLISHED IN CANADA  
(BUYER AND TIER SUPPLIER)  
IDENTIFY DIRECT INVESTMENT AND POTENTIAL  
JOINT VENTURE PARTNERS  
DEVELOPMENT OF AN INVESTMENT DEVELOPMENT  
PROGRAM SPECIFICALLY AIMED AT FINANCIAL  
INSTITUTIONS IN TERRITORY.  
DEVELOPMENT COMMISSIONERS  
GATHER NXT INTELLIGENCE WHICH WILL BE FOR-  
WARDED TO DTI & OTHERS AS USEFUL BACKGROUND  
INFO FOR CONSIDERING APPROPRIATE POLICY  
TO PROMOTE CDA INTEREST.

DEFENCE PROGRAMS, EMPLOYEES SERV.  
ARRANGEMENTS & VEHICLES  
GOVERNMENT CAMPAINS CONDUCTED AT THE COMPUTER AND ELECTRONICS INDUSTRY IN  
TERRITORY

NON SECTORAL ACTIVITIES

CONDUCT INTERVIEWS WITH HOW TO EXPAND INVESTMENT IN CANADA OF CROSS-  
BORDER INVESTMENT AND PLAN FROM FINANCIAL INSTITUTIONS IN TERRITORY.  
MAINTAIN REGULAR CONTACT WITH LAWYERS, ACCOUNTANTS, BROKERS, PORTFOLIO  
MANAGERS, INVESTMENT CONSULTANTS WHO DEAL WITH RELEVANT  
INVESTMENT BEHAVIOR IN INDUSTRY IS BEHOLDING

CONDUCT SERIES OF INTERVIEWS BETWEEN CDA SENIOR EXEC IN TERRITORY AND  
CORPORATE TO EXCH. VIEWS RELATING TO TRADE FROM INDUSTRIAL DEVELOP. / BUSI-  
NESS STRATEGY EXPERTS ON RELEVANT & OTHER PERTINENT ISSUES

DETROIT

UNITED STATES OF AMERICA  
INVESTMENT DEVELOPMENT PROGRAM VI MISSIONS ABROAD FOR FY 88