

REPT4D
90/06/26

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 :601-BOSTON

SECTOR :014-EDUCATION, MEDICAL, HEALTH PROD
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: PHARMACEUTICALS, BIOTECHNOLOGY

FOLLOW-UP W/NE PARTICIPANTS IN THE MTL URBAN COMMUNIBIOTECH. COMPANIES FROM OTHER PROVINCES.
DETERMINE IF PROGRAM FORMAT IS SUITABLE FOR BIOTECHNOLOGY

BASED ON 88-89 MISSIONS, MEET WITH INTERESTED NEW ENGLAND
ASSIST IN SUPPORTING ONE JOINT-VENTURE

DEVELOP GOOD WORKING RELATIONS WITH STAFF AT MASS. CENTRE
IMPROVE SOURCE OF INFORMATION ON BIOTECH ACTIVITIES IN MASS.

DETERMINE NEED FOR MKT STUDY OF BIOTECH PROD IN NEW ENGLAND
ASSIST TWO COMPANIES IN ESTABLISHING REPRESENTATION

CONTRACT FOR MEDICAL EQUIP MKT STUDY IN NEW ENGLAND UNDER
IDENTIFY AREA OF PRIORITY FOR MKT DEVELOPMENT

ESTABLISH REPRESENTATION FOR CDN MEDICAL DEVICE COMPANIES
CONCLUDE 2 REPRESENTATION AGREEMENTS

CONVINCE LGE GROUP BUY ORGANIZATION OF MEDICAL PROD/SERVICES
GET 4 NEW CDN COMPANIES LISTED

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Weeklong visit to Canada for new TDO to
familiarize with Canadian potential.

- Planning begun for medical devices initiative
later in the fiscal year.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----