

REPORT 4A
88/10/21

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

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

POST : 613-BUFFALO

TORONTO DEFENCE CONTRACTORS CONFERENCE - MAY 17-18/88. (10
UPSTATE NEW YORK BUYERS RECRUITED TO ATTEND).
SPEECHES TO CEA IN OTTAWA AND CANADIAN GLASS MANUFACTURERS
IN MONTEBELLO.
PARTICIPATION IN QUEBEC SEGMENT OF CROSS CANADA TRADE
PROMOTION.

TO HAVE ASSOCIATIONS
STAFF AND 5 SALESPEOPLE
INCREASED EXPENSE OF CANADIAN PRODUCTS TO AN
RECRUIT 2 BUYERS
APPOINT 20 AGENTS AND 40 NEW SALES AGREEMENTS
50 NEW VISITS AND 30 NEW SALES CONNECTIONS
MAINTAINING OVERALL PROFILE

INFORMATION FOR CANADIAN INDUSTRY
QUARTERLY RESULTS REPORTED
6 COMPANIES BOUGHT AD SPACE IN INSERT. TOTAL
MEMBERSHIP
GOOD USE IDENTIFY 100 NEW VISITS
ESTABLISH ON-SITE SALES
ACTION 50 VISITS TO VISIT INDUSTRIES FOR MARKET

QUARTER: IN THE SPORTING GOODS DEALER, INCOMING
QUARTER: MARKET RESEARCH AND DETERMINE MARKET FROM DATA
QUARTER: INCOMING VISITS MISSION TO ESTABLISH OF BUSINESS TRADE SHOW
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ACTIVITIES PROVIDED IN FISCAL YEAR
UNITED STATES OF AMERICA
FISCAL YEAR 88
ACTIVITIES AND UNPLANNED RESULTS DURING MISSIONS ABROAD

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