

437 - LONDON

UNITED KINGDOM

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-SERVICING OF CO'S POSITIVELY RESPONDING TO 9
MAR MAILOUT TO 170 OF \$400M+ TURNOVER.
-ELECTRONICS SEMINAR FOLLOW UP. -ADDITIONAL
CORPORATE MAILOUT JUNE 19 TO CO'S OF BETWEEN
\$200 AND \$400M. -SERVICING DHS INVEST. PROSPECTS
-CONTINUING RESPONSIVE WORKLOAD.
-PREPARATION OF SECTOR PROFILES.
-NEWFOUDLAND ENGINEERING MISSION.

-OF 17 RESPONSES, 2 CO'S ACTIVELY ENGAGED IN
ACQUISITION SEARCHES, 1 STILL CONSIDER. ACQUI-
TION, REMAINDER BEING PROVIDED INFO. -ANTICIPA-
TED MAILOUT TO 1600 CO'S AWAITS PROVISION INFO
FR OTTAWA. -INITIAL RESPONSES. -7 ACQUISITION
POSSIBILITIES REFERRED TO MCLEOD YOUNG, 2 GREEN-
FIELD AND 1 J.-V. BEING SERVICED. -13 PROFILES
HAVE BEEN PREPARED, 5 FOREST PRODUCTS, 4 METALS
& MINERALS, 3 FOOD & 1 OIL AND GAS. -NUMBER OF
J.-V'S DISCUSSED.

QUARTER : 2

A) IMPLEMENTATION OF WINVEST TRACKING SYSTEM.
B) FOLLOW-UP TO JUNE BANKING SEMINARS.
C) ORIENTATION OF FALL COMMUNICATIONS CAMPAIGN.
D) ELECTRONICS SEMINAR FOLLOW-UP AND DIRECT
MAIL.

A) PARINVEST II BOOT-UP AND COMMENCEMENT OF
TOMBSTONE DATA ENTRY AND ACTIVE FILE CLASSIFI-
CATION; B) STRATEGIC CONTACT LIST DEVELOPMENT &
BEGINNING OF PROGRAMME OF REGULAR INFORMATION
FLOW ON CDN INVESTMENT ISSUES; C) SELECTION OF
PRINCIPAL VEHICLES (SUPPLEMENTS IN GUARDIAN AND
DAILY TELEGRAPH) AND COPY; LINK & MANAGEMENT 88
ADS; D) MAIL OUT OF 1100: WORKING WITH DRIE ON
KEY TARGETS AMONG 49 SEMINAR ATTENDEES.

QUARTER : 3

INFO BOOTH & INVESTMENT PROSPECTING AT CON-
FEDERATION OF BRITISH INDUSTRY ANNUAL CONFERENCE
& EXHIB.; (02)ENTREPRENEURIAL IMMIGRATION PROS-
PECTING PROG.; (03)"CD: OPEN FOR BUSINESS" REG.
SEMINAR SERIES UNDERWAY; (04)INVESTMENT PROSPEC-
TING AT INTERPLAS 87 TRADE FAIR; (05)SPECIAL CDA
SUPPLEMENTS IN MAJOR UK DAILIES; (06)CORPORATE
LIAISON ACTIVITY IN CONJUNCTION WITH MIN WILSON
VISIT; (07)DEVELOP SUBSTANTIVE DATABASE OF UK
SUBSIDIARIES IN CDA; (08)ACTIVE LIAISON WITH PROV

10 INVESTMENT LEADS
20 POTENTIAL LEADS AT SEMINARS IN N. ENGLAND
40 SEMINAR ATTENDEES IN BOURNEMOUTH
7 INVESTMENT ENQUIRIES
DAILY TELEGRAPH, FINANCIAL TIMES, THE GUARDIAN
RECEP, ROUND TABLE WITH INTER., HOP DIN. WITH CEOS
DATA GATHERING UNDERWAY
EXCHANGE OF 88/9 PROGRAMME PLANS WITH PROVINCES
PLANNING FOR 88/9 BUDGET REQUIREMENTS
IN PROCESS

QUARTER : 4
