

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

PAGE : 15

POST : 613-BUFFALO

010-MINE, METAL, MINERAL PROD & SRV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

METALS, PRIMARY & FABRICATED

ARRANGING KODAK INTERVIEWS IN CANADA. REF: CDN SUPPLY CAPABILITIES

\$10 - 50 MILLION OF NEW EXPORTS.

HAD DEFENCE MISSION TO G.E. SYRACUSE 06/86.
NEXT, WE HOPE TO ASSIST G.E. TO INCREASE SIGNIFICANTLY ITS
SOURCING IN CANADA (NEW STRATEGY).

\$2 - 10 MILLION OF NEW BUSINESS.

VISIT ONE OR TWO OTHER MAJOR UPSTATE CORPORATIONS TO TRY TO GET
THEM TO SOURCE IN CANADA.

\$1 - 2 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----