

REPORT 4B
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST :611-SEATTLE

UNITED STATES OF AMERICA

QUARTER: 1

008-TRANSPORT SYS, EQUIP, COMP, SERV.
AD HOC GROUP VISITS TO BOEING.

CHANGES AT BOEING HAVE MADE GROUP VISITS IMPRACTICAL. REPORTS SUBMITTED ON CHANGES. WORKED WITH 23 COMPANIES AT BOEING ON INDIVIDUAL BASIS \$9.5 MILLION IN BUSINESS INFLUENCED RECORDED.

001-AGRI & FOOD PRODUCTS & SERVICE
PARTICIPATION IN NORTHWEST HOSPITALITY SHOW.

DESPITE OUR EFFORTS, IND. INTEREST WAS INADEQUATE TO SUPPORT PART. IN SHOW. ELEVEN MAILINGS WERE UNDERTAKEN IN SUPPORT OF BUYER CONNECTION PROGRAM. FOLLOW UP ON NEBS GENERATED FIVE BUSINESS INFLUENCED REPORTS.

013-CONSUMER PRODUCTS
PEMD PARTICIPATION IN SEATTLE GIFT SHOW.

DUE TO LACK OF INTEREST ONPART OF CDN IND., GIFT SHOW PARTICIPATION WAS REPLACED BY GIFTWARE NEBS ON BEHALF OF TWENTY COMPANIES. TWO BUYERS RECRUITED FOR FURNITURE SHOW IN MONTREAL.

015-CONSTRUCTION INDUSTRY
NONE AT THIS STAGE.

FOLLOW UP TO BUILDING MATERIAL NEBS IN PROGRAM.

005-COMM. & INFORM. EQP. & SERV
CONTINUATION OF SOFTWARE PROMOTION PROGRAM.

TWO FIRMS TOOK ADVANTAGE OF OUR SUPPORT TO MEET WITH LOCAL SOFTWARE BUYERS.