

610 - SAN FRANCISCO

UNITED STATES OF AMERICA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

MEETINGS WITH HEWLETT PACKARD, AMDAHL, TANDEM TO FOLLOW UP INVESTMENT INTEREST IN CANADA.
MEETING WITH RAYCHEM TO FOLLOW UP ITS INTEREST IN INVESTING IN BC AND/OR ONTARIO.
MEETING WITH SYNTEX TO KEEP INFORMED OF DEVELOPMENTS CONCERNING REVISED COMPULSORY LICENSING (PATENT) LEGISLATION.

DRIE HAS ANNOUNCED MAJOR INVESTMENT PLANS OF ABOUT \$300M IN CDA BY THESE 3 FIRMS (FEB 17 LETTER FROM DRIE TO EXTERNAL).
COMPANY IS NOW HIRING TELECOM MAAGER IN BC AND I IS COMPLETING ITS INVESTMENT STRATEGY FOR CDA IN NEXT SIX MONTHS.
CO MOST ENCOURAGED BY NEW LEGISLATION AND CONSIDERING PLANS TO EXPAND ITS R & D FACILITIES IN ONTARIO.

QUARTER : 2

MEETING WITH TANDEM, SUN MICROSYSTEMS;
SILICON GRAPHICS, EVEREX AND NEWELL RESEARCH.

POST MET WITH TANDEM IN RATIONALIZATION PROPOSAL BEING PREPARED AND WILL BE SUBMITTED AT THE END OF Q-3 OR BEGINNING OF Q-4. POST ALSO FOLLOWED UP WITH SUN MICROSYSTEMS, SILICON GRAPHICS, EVEREX COMPUTERS. AS WELL, POST INTRODUCED CDN JOINT VENTURE KADDIDAK TO LOCAL FIRM PRODUCING CARTRIDGES FOR COMPUTER TAPE BACK-UP.

QUARTER : 3

ELECTRO-OPTICS PRESENTATION
BIOTECHNOLOGY PRESENTATION
DIRECT MAIL ELECTRONICS CAMPAIGN
CONTACTS AS RESULT OF AD CAMPAIGN

EARLY INDICATIONS ARE THAT CDN FIRMS WILL INCREASE SALES IN CALIFORNIA AS RESULT OF VISIT. POST WILL FOLLOW-UP WITH COS AT END OF 4TH QUAR.
(12) SEV. CDN FIRMS SOLD APPROX. \$50,000 US IN PRODUCT AT SHOW. LONG TERM SALES APPROX. \$500,000
(13)SEE SPEC. ACTIVITIES #8.
(14)SEE SPEC. ACTIVITIES #9

QUARTER : 4
