

REPORT 4
89/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 603-CLEVELAND

016-INDUSTRIAL MACHIN, PLANTS, SERV.
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

DEVELOP MARKET INFORMATION ON STEEL SECTOR CAPITAL EQUIPMENT REQUIREMENTS.

SELECTION OF COMPANIES FOR AISE SHOW.

MARKETING STUDY ON THE BUYING PATTERNS OF SELECTED LOCAL COMPANIES FOR INDUSTRIAL MACHINERY.

WILL ALLOW POST TO RECOMMEND APPROPRIATE ACTIONS & PROMOTION TO CANADIAN COMPANIES WISHING TO EXPAND INTO TERRITORY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INFORMATION BOOTH AT TRI STATE INDUSTRIAL SHOW. RECRUITED EXHIBITORS FOR NATIONAL INDUSTRIAL FASTENER SHOW. SME TOOL & MFG. CONFERENCE & EXPO-INFO BOOTH

QUEBEC GOVT. AND 1 COMPANY EXHIBITED AT POST'S BOOTH. FOUR CANADIAN EXHIBITORS RECRUITED. PROJECT CANCELLED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

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