

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

POST : 603-CLEVELAND

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REPRESENTATIVE LOCATOR PROGRAM FOR MATERIALS  
HANDLING EQUIPMENT.

ESTABLISH 10 NEW AGENCIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 POST TO PARTICIAPTE IN AMERICA CERAMIC SOCIETY  
CONVERSION AND EXHIBITION.

20 CANADIAN FIRMS PARTICIPATED IN ACTIVITY, ONE  
UTILIZING PEMD. POST MOUNTED CDN PRESENTATION &  
HOSTED LUNCH FOR SELECTED VIP GUESTS.

QUARTER: 2 A) INFORMATION BOOTH AT FINISHING '87 CINCINNATI  
B) RECRUIT EXHIBITORS FOR IRON & STEEL EXPO -  
PITTSBURG.

A) SEVEN COMPANIES EXHIBITED AT THE SHOW.  
B) SEVENTEEN COMPANIES EXHIBITED AT THE SHOW.

QUARTER: 3 A. INFORMATION BOOTH AT THE GREAT LAKES INDUS-  
TRIAL SHOW IN CLEVELAND. B. CDN PAVILLION AT THE  
INTERNATIONAL CAPITAL GOODS TRADE FAIR IN CLVND.

A. THREE COMPANIES EXHIBITED AT THE POST'S INFOR-  
MATION BOOTH & ON-SITE SALES TOTALLED \$65,000.  
B. FAIR CANCELLED.