

611 - SEATTLE

UNITED STATES OF AMERICA

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PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP. & SERV                      ALL SUB-SECTORS  
SERIES OF TARGETTED CORPORATE LIAISON CALLS COMBINED WITH ONE MODEST  
PROMOTIONAL EVENT FOCUSING ON COMM. & INFORM. EQPT. & SERV. SECTOR.  
THERE WILL ALSO BE SPILL OVER FROM GENERAL PROGRAM AND FOLLOW UP FROM  
PREVIOUS EFFORTS.

TWENTY COMPANIES WILL BECOME MORE AWARE OF  
OPPORTUNITIES IN CANADA. IDENTIFY FOUR  
TARGETS FOR FOLLOW UP.

OIL & GAS EQUIPMENT, SERVICES                      EQUIPMENT & MACHINERY  
SERIES OF TARGETTED CORPORATE LIAISON CALLS COMBINED WITH MODEST  
PROMOTIONAL EVENTS FOCUSING ON OIL AND GAS EQPT. & SERV. SECTOR.

DOZEN COMPANIES WILL BECOME MORE AWARE OF  
OPPORTUNITIES IN CANADA.

NON SECTORALLY ORIENTED ACTIVITIES

POST EXPECTS TO INTRODUCE INVESTMENT IN CANADA FOCUS IN 3 - 5 FORUMS  
ORGANIZED BY THIRD PARTIES IN THIS TERRITORY.

APPROX. 120 COMPANIES WILL BE MADE AWARE  
OF OPPORTUNITIES IN CANADA. TEN WILL LIKE-  
LY WARRANT FOLLOW UP.

CORPORATE LIAISON CALLS ON 15 COMPANIES.

VIEWS OF 15 COMPANIES WILL BE REPORTED.  
SEVERAL COULD CONSIDER EXPANSION, OR  
ESTABLISHMENT OF, OPERATIONS IN CANADA.

LUNCHEONS IN TWO SECONDARY CENTRES WITH PRESENTATION ON CANADA.

30-40 COMPANIES IN MORE REMOTE AREAS OF  
THE TERRITORY WILL BE MADE AWARE OF CONDI-  
TIONS IN CANADA.