

REPORT 4A
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88

FORECAST OF KEY ACTIVITIES IN MISSION'S ANNUAL PLAN

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST : 608-NEW YORK, CONSULATE GENERAL

QUARTER 1

PARTICIPATION OF TWO TRADE OFFICERS IN MIN. CROSBY'S
"EXPLORE OPPORTUNITIES FOR FTA" CONFERENCES, IN ONTARIO AND
QUEBEC.

COMPLETION OF 33 CON HIGH TECH COS TO BILT-
CON VALLEY 13 JUNE 1988. IN LAST PLANNED COM-
FUTURE GRAPHICS SOFTWARE PRESENTATION IN CO-OP-
NATION INVITED AMBASSADOR IN CONGRESS.

QUARTER 1 WEST COAST COMPUTER FAIR - APRIL 2-4 1988

DISCOVER POLYMER FOLLOW UP VISITS FOR CANADIAN FIRM WITH CANADIAN
IN REGIONAL AREA
WENT WITH EMPLOYMENT OFFICERS OF WYOM COMPUTER MANUFACTURERS

QUARTER 2

QUARTER CONTINUED IMPLEMENTATION OF COSG VISA TO VISIT CANADIAN FIRMS

COMPLETION OF 33 FIRMS

RE COMMITTEE IN REVIEWING POLYMER VISITS AND DISTRIBUTION NETWORKS
DELEGATE WORKING ARRANGEMENTS WITH COSG FIRMS TO VISIT CANADI-

CHIPS AND INTEGRATED SERVICES DIVISION NETWORKS (ISDN)
PROMOTE RECENT CANADIAN DELEGATIONS IN THE VIEW OF DIGITAL COMMU-

COMMITTED FOR CONSIDERATION AS ALTERNATIVE SOURCE FOR COMMERCIAL
PROMOTE CANADIAN SPECIALITIES WITH LARGE COSG TELECOMMUNICATIONS

REPRESENTATION OF ACTIVITIES EXTEND IN COMMERCIAL VARIETY THE MARKET
FOR COSG FIRMS WHICH ATTENDED MICROVALENTINE

TELECOMMUNICATIONS (THE BRUCE)

ACTIVITIES ENGAGED IN POST PLAN

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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

ANTICIPATED RESULTS

QUARTERLY RESULTS REPORTED

FROM POST-SHOW QUESTIONNAIRE COMPANIES EXPECT
TOTAL OF OVER \$4.0 MILLION IN SALES IN NEXT 4
MONTHS

QUARTERLY RESULTS REPORTED

3 COS ATTENDED SHOW. FUTURE RECOMMENDATION IS
THAT CON COS PARTICIPATE IN SHOWS LIKE NATIONAL
COMPUTER & SEMICON WHERE THEY CAN CONTACT
COMPUTER/SEMICON FIRMS COMMERCE/TELECOMMUNICATIONS
INDUSTRY DELEGATIONS OF BILTMORE AND OTHER
INDUSTRY DELEGATIONS BELIEVE CANADIAN SIDE AND
ALTHOUGH SEVERAL CON COMPANIES PARTICIPATED ON
THEIR OWN, CONSIDER ABILITY TO MONITOR SHOW AND
IDENTIFY OPPORTUNITIES FOR FUTURE PROMOTION

PRODUCTS
THERE WILL BE MORE COSG EXPOSURE FOR CON
WITH MORE COSG VISA VISITS OF CANADIAN FIRMS

COMPLETION OF COSG VISITS
WENT BA BROADENING VISITATION ACTIVITIES WITH
REDUCE THE COST OF CLOSING BUSINESS IN CATH-

LIES
WHICH WILL PROVIDE NUMEROUS MARKET OPPORTUNITIES
IS INDIAN TECHNOLOGICAL DELEGATION

TELECOM INDUSTRY
INCREASE AWARENESS OF CANADIAN BUSINESS IN

WENT
FIND POSSIBLE CONTACTS FOR CANADIAN COSG

ANTICIPATED RESULTS