

REPORT 4
88/10/21

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 : 409-BERNE

016-INDUSTRIAL MACHIN, PLANTS, SERV.
SWITZERLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

USE STATISTICS AND APPROPRIATE DATA IN ORDER TO UNDERTAKE MARKETING STUDY AND IDENTIFY SPECIAL SECTORS WITH POTENTIAL FOR CDN EXPORTERS.
VISIT POTENTIAL NEW IMPORTERS OF SPECIAL MACHINERY IN ORDER TO IDENTIFY SPECIFIC NEEDS THAT CAN BE FILLED BY CANADIAN FIRMS.

ANTICIPATED RESULTS:

PROVIDE INFORMATION ON POTENTIAL NICHES TO APPROPRIATE CANADIAN FIRMS.
ESTABLISH 2 - 3 BUYING CONNECTIONS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 -----
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CLARIFY INVESTMENT PLANS & ANY ROADBLOCKS TO SIGNIFICANT INCREASES.
CREATE SHORT LIST FOR FURTHER ACTION
COMPLETE THE INVESTMENT INVENTORY RECORDED IN THIS SECTOR.
DISEN THE WORK
DETERMINE IF OTHER CANADIAN COMPANIES CAN
HELD A LUNCH MEETING WITH AT LEAST 3
POLYMER INDUSTRIES FOR THE PRESENTATION
ENCOURAGE CANADIAN COMPANIES WITH SWISS
WORK WITH COMPETITIVE OFFERS
DEVELOP INVESTMENT PLANS FOR THE SWISS
CORPORATIONS' INVESTMENT PLANS
VULNERABLE RESULTS

001-409-BERNE

004-LOWELL, MINNESOTA, FOOD SERVICES

INCREASE SWISS CONSIDERATION OF CANADIAN
OFFERS TO INVESTMENTS

88/10/21

MI MISSIONS ABROAD FOR FISCAL YEAR 88
MISSION'S ANNUAL PLAN