

REPORT 4  
89/02/06

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 :602-CHICAGO

005-COMM. & INFORM. EQP.& SERV  
UNITED STATES OF AMERICA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

REPORT ON NORTH AMERICAN TELECOMMUNICATIONS ASSOCIATION (NATA)  
CONFERENCE SCHEDULED FOR CHICAGO 1989. OPPORTUNITIES FOR CANADIAN  
EQUIPMENT MANUFACTURERS.

1 NEW BUYING CONNECTION

COMPUTERS, SOFTWARE & SYSTEMS

PREPARE SOFTWARE MARKETING GUIDE LISTING MAJOR TRADE SHOWS, LOCAL  
AGENTS AND DISTRIBUTORS.

INCREMENTAL SOFTWARE SALES IN 88/89 EXPECTED  
TO BE \$150,000 WITH 10 NEW CANADIAN COMPANIES  
MAKING SALES.

IMPLEMENT CDN PARTICIPATION IN,AND COMPLETE EVALUATION OF 3 TRA-  
DE SHOS IN 1988/89 INCLUDING(A)WORLD COMPUTER CONF.,(B)PC EXPO,  
(C)INTERFACE,AND FOLLOW-UP OF INITIATIVES RAISED BY CANADIAN IN-  
DUSTRY.

30 NEW BUYING ARRANGEMENTS TO BE ACHIEVED.

REPORT ON DESIGN ENGINEERING SHOW(DES)89 REGARDING OPPORTUNITIES  
FOR SUB-CONTACT CIRCUIT BOARD MANUFACTURING IN CANADA. REPORT TO  
BE DISTRIBUTED TO DRIE AND DRIE REGIONAL OFFICES.

2 NEW BUYING CONNECTIONS

ROBOTICS & ARTIFICIAL INTELL.

DISTRIBUTE RECENTLY COMPLETED MARKET ANALYSIS OF ROBOTICS INDUS-  
TRY. ANALYSIS COMPLETED BY FEDERAL RESERVE BANK OF CHICAGO,NOV.  
1987.

2 NEW BUYING CONNECTIONS

WISCONSIN-BASED ASEA,A SUBSIDIARY OF ASEA OF SWEDEN,REPORTEDLY  
ADDS SIGNIFICANT VALUE TO ITS PROD.IN N.AMERICA. CONTACT ASEA FOR  
SOURCING REQUIREMENTS,INTEREST IN JOINT VENTURES & LICENSING AR-  
RANGEMENTS(SEE INVEST. SECT.FOR OTHER ACTIV.RELATED TO ROBOTICS)

2 CANADIAN COMPANIES TO MAKE \$1 MILLION SALES  
IN 2 YEARS. ALSO 1 NEW TECHNOLOGY INFLOW  
AGREEMENT.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED FOLLOW-UP ON PC EXPO. DEC 87.

1 COY RESPONDED.  
\$4,000 IN SALES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----