

REPORT 4A
89/10/06

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

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

POST :437-LONDON

- Visit of Premier Bourassa of Quebec
- Visit of Ontario Treasurer, Nixon
- Visit of MINT, Deputy Minister Chauver, ADM Roy, ADM Dorsett
- West European Trade Commissioner Conference
- Visit of Min William Winegard/Ozone Conference
- Visit of PM Mulroney
- Manitoba/Minnesota Ministerial visit
- Seaway Joint Visit USA/Canada
- Several program related events relating to visit of Mr O'Neil and his candidacy for IMO Sec Gen
- Canada/UK Marketplace 89 with over 40 Canadian high tech companies participating.

ACTIVITIES UNDERTAKEN IN QUARTER	SUMMARY OF RESULTS ACHIEVED
<p>QUARTER 1 PARTICIPATED IN INFORMAL MEETINGS WITH INDUSTRY AGENTS TO ASSIST THEM TO APPROVE REPS MAKE SALES AND ARRIVE AT AN AGREEMENT.</p>	<p>WAS ONE PARTICIPATED BY INDUSTRY SALES AND AGENT AGREEMENTS. REVENUE APPROXIMATELY £100,000 AND 10% INTRODUCED TO POTENTIAL AGENTS, ONE INTRODUCED TO PTT AGENTS AND LIZLANE NEGOTIATING.</p>
<p>QUARTER 2 Assist Copras with plans to open office in Madrid. Arrange program for visit by UK and Air Exchange Systems. Arrange meeting for Copras with INTL regarding EUMETSAT Project 75 Data Base.</p>	<p>Copras achieved \$1.5 million sales in 1987 with agent and should improve sales when new office. Key Exchange established new agent and the new prospects. Copras and INTL very close JP.</p>
<p>QUARTER 3 Assist Copras in their marketing efforts.</p>	<p>As a result of their support over past 2 years INTL opened an office in Madrid to market their forecasting software. Following past recommendations by INTL the company appointed new agent.</p>