

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :603-CLEVELAND

SECTOR :016-INDUSTRIAL MACHIN,PLANTS,SERV.
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

GREAT LAKES INDUSTRIAL SHOW 11/89 (12 MONTHS).
THREE CANADIAN EXHIBITORS SALES \$50,000 ON SITE \$2MILLION

PRECISION CASTING AND MACHINERY 11/89

POLLUTION CONTROL EQUIPMENT
\$15 M (12 MONTHS)

SME FINISHING SHOW
12 MONTHS PROJECTED SALES \$3 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 A. Plastic Machinery Mission - Toronto
B. Great Lakes Industrial Show - Cleveland, OH
C. Casting Mission - PBURG, CLVND, DAYTN, CNATI
D. Finishing - '89

A. Rescheduled for January 1990.
B. Space for WIN demo booth allocated.
C. ISTC specialist has completed initial visit for cities which will be visited by mission in January 1990. D.

QUARTER: 2 Iron and Steel Exposition and Association of
Iron and Steel Engineers(AISE) Annual Convention

Mission organized national stand. 21 companies exhibited at the stand and 10, independently. Event attracted 20,000 visitors. 4,000 visitors registered at the booth. Onsite sales totaled \$5M & estimated sales over next 12 months \$56M.

QUARTER: 3 A. SME Finishing Show
B. Pollution Control
C. Great Lakes Industrial Show

A. Organized national stand and hosted trade reception. Seven companies participated.
B. Organized Environment Technology Matchmaker. 12 Cdn and 12 US companies made up core of event
C. Information booth with 2 co-exhibitors.

QUARTER: 4 Precision Casting and Machinery, Jan. 16-18.

Mission organized NEXUS mission of 10 companies. Mission visited Pittsburgh, Cincinnati and Cleveland. Technical seminars on the industrial uses of castings were organized in each city. 120 representatives from 60 companies attended.