

603 - CLEVELAND

UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP. & SERV                      ROBOTICS & ARTIFICIAL INTELL.  
CORPORATE LIAISON CALLS ARE ONE OF THE MOST USEFUL METHODS OF LEARNING  
ABOUT CORPORATE PROPOSED MEDIUM AND LONG TERM PLANS FOR EXPANSION OF  
OPERATIONS IN COMM. AND INFORM. EQPT. AND SERVICE (ROBOTICS)  
INDUSTRIES.

MAKE DIRECT VISITS TO 25/50 MAJOR  
INDUSTRIES IN TERRITORY.

COMM. & INFORM. EQP. & SERV                      COMPUTERS, SOFTWARE & SYSTEMS  
OPENING OF PITTSBURGH OFFICE WILL PERMIT CONCENTRATING OUR EFFORTS IN  
THE GROWING INFORMATICS SECTOR IN THAT AREA. JOINING THE ADVANCED  
TECH. ASSOC. WILL PROVIDE A QUICK EXPOSURE.

PROVIDE AN ACCURATE PROFILE OF POTENTIAL  
TARGET COMPANIES IN THE AREA.

PETROCHEM & CHEM PROD, EQP, SERV                      PLASTICS PRODUCTS, EQUIP, SERVIC  
A STUDY OF THE POLYMER INDUSTRY PLANNED UNDER OUR NORMAL TRADE  
ACTIVITIES WILL ASSIST US IN IDENTIFYING THOSE COMPANIES LOOKING TO  
INVEST OR ENTER INTO A JOINT VENTURE PROGRAM.

IDENTIFYING PROSPECTS FOR FUTURE TARGET-  
TING.

TRANSPORT SYS, EQUIP, COMP, SERV.                      AUTOMOTIVE  
ATTEND A NUMBER OF LOCAL AUTOMOTIVE TRADE SHOWS WITH VIEW OF IDENTI-  
FYING POTENTIAL PROSPECTS. SEEK OUT OPPORTUNITIES TO ADDRESS BUSINESS  
GROUPS WHENEVER POSSIBLE.

DEEP IDEAS OF FUTURE EXPANSION PROSPECTS  
IN MINDS OF INTERVIEWED COMPANIES.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated