

REPORT 4
88/03/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 604-DALLAS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EXPAND CONTACTS WITH AGENTS AND DISTRIBUTORS ON BEHALF OF
CANADIAN FIRMS.

ENHANCED REPRESENTATION TO INITIATE NEW
SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 EXPAND CONTACTS WITH LOCAL AGENTS AND DISTRIBUTORS.

MET WITH CDN COMPANIES ATTENDING ELECTRO 87,
LAND MOBILE EXPO AND PASSED INFORMATION TO SEVERAL
POTENTIAL MANUFACTURING REPRESENTATIVES.

QUARTER: 2 -----

QUARTER: 3 PARTICIPATION IN THE FIRST SPACE TELECOM SHOW
NOVEMBER 17-20.

10 CO'S PROVIDED LITERATURE. 2 CO'S + DRIE SENT
REPS. GENERAL REACTION WAS SURPRISE THAT CDA HAD
SUCH AN EXTENSIVE SPACE PROGRAM & CORPORATE EX-
PERTISE. OBJECTIVE WAS TO MAKE A STATEMENT OF
OUR INTEREST IN SPACE AND THIS WAS ACHIEVED.

QUARTER: 4 -----