

REPORT 4
88/10/21

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 : 601-BOSTON

014-EDUCATION, MEDICAL, HEALTH PROD
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP MARKETING ACTIVITIES RELATED TO DISTRIBUTION OF CMDD TO
250 AREA MEDICAL DEVICE PURCHASING AUTHORITIES COMPLETED IN 1987.

INCREASE CDN EXPORTS BY \$3 MILLION.

ASSESS EFFECTIVENESS OF BIO-TECHNOLOGY SEMINAR FOR QUEBEC COMPA-
NIES ORGANIZED IN BOSTON IN 1987.

DETERMINE IF FORMAT SUITABLE FOR BIO-TECHNO-
LOGY COMPANIES FROM OTHER PROVINCES.

ESTABLISH REPRESENTATION FOR CDN MEDICAL DEVICES COMPANIES.

CONCLUDE 5 REPS AGREEMENT

CONVINCE LARGE GROUP BUYING ORGANIZATION OF MEDICAL PRODUCTS/SER-
VICES TO INCREASE NUMBER OF CDN COMPANIES LISTED.

GET 10 NEW CDN COMPANIES LISTED.

IDENTIFY BIO-TECHNOLOGY COMPANIES INTERESTED IN JOINT-VENTURES

CONCLUDE 2 JOINT-VENTURES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECRUIT NEW ENGLAND PARTICIPATION TO CANADIAN
BIOTECHNOLOGY CONFERENCE IN MONTREAL.

POST RECRUITED 3 SCIENTISTS WHO ATTENDED CONFE-
RENCE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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