

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 :610-SAN FRANCISCO

SECTOR :005-ADVANCED TECH. PROD. & SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

CONTINUED QUALIFICATION OF CDN REPS TO ASSIST CDN FIRMS
WITH MORE LOCAL REPS AWARE OF CDN FIRMS, THERE WILL BE MORE

LOCAL EXPOSURE FOR CDN PRODUCTS.

MEET W/PROC OFF OF MAJOR COMPUTER MFRS IN SILICON VALLEY
SALES

CANEXPO SOLO SHOW TO INTRO CDN FIRMS TO LOCAL PARTNERS
SALES

DISCUSS SOURCING OPP FOR CDN FIRMS W/SUBSID OF LARGE LOCAL
SALES

SUB-SECTOR:OTHER ELECTRONICS

DEVELOP CONT & MANU ON HOW TO USE OEM,VAR,RETAIL DISTRB FOR
MORE CDN SOFTWARE CARRIED BY U.S.A. VENDERS

NEWSLETTER
DISTRIBUTION AGREEMENTS SIGNED

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Visited Wescon (13-16Nov) & met w/Canadian
eshibitors & w/Quebec, Ontario & Alta Prov that
had displays. Also participated in Electronics
Industry Assoc. Defencet Electronis Budget Synp.
in LA 3-5Oct & visited Comdex.

Follow-up w/Canadian companies on specific
market opportunities in Silicon Valley. Info
gained assisted at Application Specific
Integrated Circuits conf. sponsored by ASIC.
Resulted in 2 reports .

QUARTER: 4 HOSTED QUEBEC & MONTREAL GOVERNMENT VISITS TO
LOCAL SEMICONDUCTOR FIRMS AND PROVIDED MARKET
RESEARCH INFORMATION FOR PENDING SEMICONDUCTOR
VENTURES IN MONTREAL AREA.

PART OF ONGOING ANALYSIS OF THIS SECTOR AND
POTENTIAL BUSINESS OPPORTUNITIES.