

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 : 611-SEATTLE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTION OF DEFENCE/AEROSPACE OPPORTUNITIES

20 NEW COMPANIES IN AREA.

PEMD OR DISCRETIONARY PARTICIPATION AT NORTHCON '87.

6 COMPANIES TO INCREASE THEIR PRESENCE IN
LOCAL MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUATION OF SOFTWARE PROMOTION PROGRAM.

TWO FIRMS TOOK ADVANTAGE OF OUR SUPPORT TO MEET
WITH LOCAL SOFTWARE BUYERS.

QUARTER: 2 PEMD OR DISCRETIONARY PARTICIPATION AT NORTHCON.

SHOW EMPHASIS HAS SHIFTED AND WILL BE USED FOR
DIFFERENT PURPOSES IN FUTURE. ONE CDN CO.
PARTICIPATED, REC'D 100 ENQUIRIES OF WHICH TEN
WERE GOOD LEADS, ANTICIPATING \$25,000 IN SALES
OVER NEXT 12 MONTHS.

QUARTER: 3 -----

QUARTER: 4 -----