

604 - DALLAS

UNITED STATES OF AMERICA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-FOLLOW-UP ON MASS MAILING TO INDEPENDENT OIL & GAS PRODUCERS IN TEXAS AND OKLAHOMA.  
-CONTINUE GENERAL PROMOTION OF POSITIVE CDN INVESTMENT CLIMATE.  
-EXAMINE INVESTMENT POTENTIAL IN HIGH TECH AREAS LIKE SPACE AND MEDICAL.

-UNDERTOOK INITIAL SELECTED FOLLOW-UP. 1 PROBABLE INVESTOR UNCOVERED WHO IS NOW PROCEEDING WITH PLANS.  
-WORKED CLOSELY WITH STYROTECH INDUSTRIES OF HOUSTON; WILL BE UNDERTAKING CONSTRUCTION OF POLYETHELENE FOAM PLANT IN ONTARIO.  
-MADE CONTACT WITH OFFICIAL IN CLEAR LAKE CHAMBER OF COMMERCE (JSC), IS IDENTIFYING SPACE CENTER TECH THAT COULD HAVE A COMMERCIAL POTENTIAL WILLING TO COOPERATE WITH CDN COMPANIES.

QUARTER : 2

DIRECT MAIL CAMPAIGNS IN THE AREA OF ELECTRONIC AND MEDICAL EQUIPMENT.  
INVESTMENT SEMINARS.

DUE TO CONTINUED UNANTICIPATED PERSONNEL CONSTRAINTS, THESE INITIATIVES COULD NOT BE UNDERTAKEN IN THE 2ND QUARTER. IT IS OUR INTENT THAT THEY WILL BE UNDERTAKEN BEFORE THE END OF THE FISCAL YEAR.

QUARTER : 3

THE PURCHASE OF DATA LISTS FOR AN ELECTRONICS/ COMPUTER INDUSTRY MAILING; (02)A MEDICAL/BIO-TECHNOLOGY INVESTMENT MAILING; (03)INVESTMENT SEMINARS.

DISCUSSIONS ARE IN THEIR FINAL STAGES WITH D&B TO OBTAIN THE APPROPRIATE LISTS. INSERT LITERATURE NOW ON HAND. (12)LISTS WERE OBTAINED IN THIS QUARTER BUT BECAUSE OF HOLIDAY SEASON ACTUAL MAILING WILL OCCUR IN THE 4TH QUARTER. (13)PREPARATION IS UNDERWAY FOR SEMINARS IN MARCH IN ARKANSAS, MAY IN DALLAS & POSSIBLY APRIL IN LOUISIANA.

QUARTER : 4

PURCHASE OF ELECTRONIC INDUSTRY DATA BASE AND MASS MAILING. 2) PURCHASE OF MEDICAL DATA BASE AND MASS MAILING. 3) TRADE AND INVESTMENT SEMINARS.

DATA BASE WAS PURCHASED AND INSTALLED. MAILINGS WILL BE UNDERTAKEN NEXT QUARTER. FOCUS WAS ON RECRUITMENT FOR CAMBIOCAN BUT UNFORTUNATELY WITH NO SUCCESS. NEW THRUST WILL BE UNDERTAKEN THIS QUARTER. DOING BUSINESS WITH CANADA SEMINAR IN MARCH IN ARKANSAS DREW 187 ATTENDEES AND 25 SUBSTANTIAL GENERAL ENQUIRIES. THREE PROVINCES ALSO PARTICIPATED IN OUR PRESENTATION. FINAL PREPARATION FOR FTA SEMINAR MAY 24 COMPLETED. FOUR CANADIAN AND 6 U.S. SPEAKERS WERE CONFIRMED.