

603 - CLEVELAND

UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP. & SERV ROBOTICS & ARTIFICIAL INTELL.
CORPORATE LIAISON CALLS ARE ONE OF THE MOST USEFUL METHODS OF LEARNING
ABOUT CORPORATE PROPOSED MEDIUM AND LONG TERM PLANS FOR EXPANSION OF
OPERATIONS IN COMM. AND INFORM. EQPT. AND SERVICE (ROBOTICS)
INDUSTRIES.

MAKE DIRECT VISITS TO 25/50 MAJOR
INDUSTRIES IN TERRITORY.

COMM. & INFORM. EQP. & SERV COMPUTERS, SOFTWARE & SYSTEMS
OPENING OF PITTSBURGH OFFICE WILL PERMIT CONCENTRATING OUR EFFORTS IN
THE GROWING INFORMATICS SECTOR IN THAT AREA. JOINING THE ADVANCED
TECH. ASSOC. WILL PROVIDE A QUICK EXPOSURE.

PROVIDE AN ACCURATE PROFILE OF POTENTIAL
TARGET COMPANIES IN THE AREA.

PETROCHEM & CHEM PROD, EQP, SERV PLASTICS PRODUCTS, EQUIP, SERVIC
A STUDY OF THE POLYMER INDUSTRY PLANNED UNDER OUR NORMAL TRADE
ACTIVITIES WILL ASSIST US IN IDENTIFYING THOSE COMPANIES LOOKING TO
INVEST OR ENTER INTO A JOINT VENTURE PROGRAM.

IDENTIFYING PROSPECTS FOR FUTURE TARGET-
TING.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE
ATTEND A NUMBER OF LOCAL AUTOMOTIVE TRADE SHOWS WITH VIEW OF IDENTI-
FYING POTENTIAL PROSPECTS. SEEK OUT OPPORTUNITIES TO ADDRESS BUSINESS
GROUPS WHENEVER POSSIBLE.

DEEP IDEAS OF FUTURE EXPANSION PROSPECTS
IN MINDS OF INTERVIEWED COMPANIES.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated