

REPT4D  
89/12/05

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

70

POST :610-SAN FRANCISCO

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

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

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

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

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TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----