

603 - CLEVELAND

UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

ADVANCED TECH. PROD. & SERV

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CORPORATE LIAISON CALLS ARE 1 OF THE MOST USEFUL METHODS OF LEARNING ABOUT CORPORATE PROPOSED MEDIUM & LONG TERM PLANS FOR EXPANSION OF OPERATIONS.

MAKE DIRECT VISITS TO 25 MAJOR INDUSTRIES IN TERRITORY.

ADVANCED TECH. PROD. & SERV

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USE PRESENCE AT TRADE SHOWS AS METHOD OF IDENTIFYING POTENTIAL PROSPECTS.

KEEP IDEA OF FUTURE EXPANSION PROSPECTS IN MINDS OF INTERVIEW COMPANIES.

TRANSPORT SYS, EQUIP, COMP, SERV.

AUTOMOTIVE

INCLUDE IN PRESENTATION TO BUSINESS COMMUNITY A DISCUSSION ON CDA'S INVESTMENT CLIMATE AND PROGRAM.

INFORM BUSINESS COMMUNITY OF CDA'S INTEREST IN INCREASED FOREIGN INVESTMENT.

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ALL SUB-SECTORS

FOLLOWUP THE SERIES OF INVESTMENT SEMINARS WHICH WERE HELD IN FY 86/87 AND 87/88 WITH INDIVIDUAL CALLS TO ATTENDEES.

DEVELOP A SHORT LIST OF POTENTIAL INVESTORS.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated