

REPORT 4B
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 608-NEW YORK, CONSULATE GENERAL

UNITED STATES OF AMERICA

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE
PREPARE AND ORGANIZE "WINE & CHEESE TASTING"
RECEPTION TO BE HELD IN CONJUNCTION WITH INT'L
FANCY FOOD & CONFECTION SHOW IN JULY. PREPARE
FOR THE ALBANY FOOD SHOW TO BE HELD IN SEPT. 87.

INVITED 500 FROM THE LOCAL TRADE TO ATTEND THIS
EVENT.
BUDGET HAS BEEN APPROVED AND ARRANGEMENTS ARE IN
PLACE FOR PARTICIPATION OF 28-36 CANADIAN
COMPANIES.

002-FISHERIES, SEA PRODUCTS & SERV.
CONTINUE TO SEEK NEW BUYERS FOR FISH AND SEAFOOD
PRODUCTS.
ARRANGE PROGRAM OF VISITS FOR MINISTER OF
FISHERIES (PROVINCE OF NOVA SCOTIA).

PROGRESS IS BEING MADE WITH SECURING REPRESENTA-
TION OF CANADIAN SUPPLIERS.
MINISTER WAS WELL RECEIVED AND FEEDBACK FROM OUR
CONTACTS INDICATE THAT THE VISIT WAS USEFUL.

004-DEFENCE PROGRAMS, PRODUCTS, SERV
ESTABL. DEFENCE DEV. SHARING AGREE. WORKING
GROUP AT CECOM, FT. MONMOUTH. GROUP WILL ASSIST
IN IDENT. PROJS SUITED TO JOINT DEV. SHARING
BETWEEN CDA/US UNDER DDSA. ORG. & OBTAIN PART.
OF 15 CDN COS IN CDA DAY AT FORT MONMOUTH.

INAUGURAL MEETING OF DDSA WORKING GROUP TOOK
PLACE ON MAY 21ST AT WHICH TIME BRIEFING WAS
GIVEN ON OBJECT. OF THE DDSA BETWEEN CDA/USA.
OBJECTIVE WAS MET AND 15 CDN COS. PARTICIPATED
IN CANADA DAY AT FORT MONMOUTH.

008-TRANSPORT SYS, EQUIP, COMP, SERV.
MONITORED DEVELOPMENTS OF NEW YORK CITY'S PRO-
POSED WEST SIDE TRANSPORTATION SYSTEM AND ITS
POTENTIAL FOR CDN. PARTICIPATION. EXPAND
CONTACTS IN THE "BUS TRANSIT" SECTOR.

SYSTEM APPEARS TO BE ON HOLD FOR THE MOMENT WITH
NO MAJOR EXPENDITURE PLANNED FOR THIS FISCAL
YEAR. BASED ON ADVICE FROM OTTAWA RE: STATE OF
FLUX CDN. BUS INDUSTRY, POST HAS PLACED SECTOR
ON HOLD.

005-COMM. & INFORM. EQP. & SERV
CONTINUE WITH PROJECT TO PLACE HIGH-TECH COMPA-
NIES ON IN-HOUSE DATA BASE AND EVENTUALLY WIN
SYSTEM. SUBMIT PROPOSAL FOR CDN. PARTICIPATION
IN PC EXPO SEPT. 1-4TH, NEW YORK CITY.

TO DATE HAVE APPROX. 150 LOCAL HIGH-TECH COS ON
FILE & ARE IN PROCESS OF CLASSIFYING THEM ACCDG.
TO CITC CODES. DEPT. HAS AGREED TO PAY FOR
SPACE FOR 8 CDN COMPUTER SOFTWARE COMPANIES.

013-CONSUMER PRODUCTS
RECRUIT BUYERS TO ATTEND MONTREAL FURNITURE SHOW
JUNE 14-16.
ORGANIZE AND PLAN EXHIBITION FOR KEILHAUER
CONTRACT SEATING AT CONSULATE APRIL 8-9.

SUCCESSFULLY RECRUITED 19 BUYERS TO ATTEND SHOW
ON SITE ORDERS AND SALES WERE IN RANGE OF
\$5 MILLION. EXHIBITION ATTRACTED 200 INTERIOR
DESIGNERS.