

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST : 602-CHICAGO

18JUN87 TAX REFORM LETTER SENT IN JULY TO ALL AMERICAN COS
HDQURTRD IN POST TERRITORY WITH CDN MFTG SUBSIDIARIES.
18-20SEPT '87 MISS. TO TRNTO DOCKSIDE SHOW. CHCGO POST SENT 1
WRITER FM LAKELAND BOATING. 2 REPORTS COMPLETED-LIST OF
AMERICAN COS WITH CDN SUBSIDIARIES & CORP. LIAISON DATABASE
(FORTUNE 500 COS HDQURTRD IN POST TERRITORY). -PRINT AND
DISTRIBUTE "GUIDE TO WORKING WITH MFTRS AGENTS. -SPEECHES BY
D. WADDELL (URT) & D. CAMPBELL (UGB) TO N. AMERICAN WHOLE-
SALE LUMBER ASSOC. IN CHCGO & BOSTON COORDINATED BY CHCGO.
-SPECIFY & OVERSEE CONSTRUCT'N OF MODULAR BOOTH TO BE USED BY
CHCGO IN TRADE SHOWS. ATTENDED NAT'L INSTITUTE OF GOVT PRO-
CUREMENT SHOW TO ENCOURAGE LOCAL, STATE & FED. PURCHASING
AGENTS TO BUY N. AMERICAN. -DESIGNED & SELECTED PRINTER FOR
EXPORT & INVSTMT PROMO'N FOLDERS TO BE DISTRIBUTED TO ALL US
POSTS. -RESEARCHED & REPORTED ON EVENTS INVOLVING POTASH
ANTI-DUMPING LEGISL'N-CONTACTED/LIAISED WITH POST COYS IN-
VOLVED. -AIDED LOCAL ONT. OFFICE IN USE OF TRADE SHOW BOOTH
FOR NATL. PUBLIC WORKS SHOW 18-24 SEPT '87. -STATE-BYSTATE
TRADE STATISTICS COMPILED FOR USE BY PUBLIC AFFAIRS & HEAD
OF POST IN MAILING FOR TERRITORY. -"COST PER LEAD" ANALYSIS