

REPORT 4A
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST : 610-SAN FRANCISCO

MEETINGS WITH -ALTA DEPT OF AGRIC MKT DEVEL'T: WILF WALKER & GAYLENE THOMPSON (NEW TRADE DIRECTOR) -INVESTMENT CDA, OTTAWA: PAUL SABBE, PRES. & KYLE MCROBIE. (2) MEETINGS/PROGRAMME FOR -MIN OF THE ENVIR: THE HON TOM MCMILLAN. -MIN OF STATE FOR FINANCE: THE HON TOM HOCKIN. (3) 5 DAY VISIT ORGANISED FOR D. G. DRIEOTT INFO TECHN BR TO DISCUSS INDUSTRIAL RATIONALIZATION. (4) RECRUITED 15 BUYERS FROM 9 PRIME U. S. CONTRACTORS TO ATTEND CDA-U. S. SUBCONTRACTING CONF, TRNTO, 17-18 MAY 1988. (5) FACILITATED MISS OF B. C. MINING EQUIP FIRMS TO SFRAN WHERE THEY MADE PRESENTATIONS TO APPROX 20 LOCAL CONSULTANTS & OPERATORS. ON 2ND DAY PRESENTATIONS WERE MADE TO BHP-UTAH OWNER OF CHILESN ESONDIDA MINE. BHP EXPECTS TO SEND US\$1.0BIL. (6) RECRUITED MFRS REP TO ATTEND NPS IN CLGRY RESULTING IN 35 N. CALIF MFRS REPS SERIOUSLY CONSIDERING REPRESENTING 50 CDN OIL & GAS MFRING CPYS. FOLLOW-UP ACTIVITY SCHEDULED FOR N. CAL MANUF REPS VISIT TO CDA IN EQUIP/HARDWARE SECTOR. (7) SPEECHES/INTERVIEWS ON FTA: 1. 23 MAY TO I. M. P. C., OAKLAND 2. 12 APR IN DENVER FTA SYMP. (3) 15 APR PACIFIC STRAT ROUND-TABLE. (4) 9 MAY CDN IMPERIAL BANK OF COMMERCE. (5) 13 JUNE SACRAMENTO BEE. (6) 15 JUNE SANTA ROSA ROTARY. (7) 15 JUNE SANTA

WORKPLACE AUTOMATION
INCREASE CONTACT WITH 20 LOCAL FIRMS INVOLVED IN WORKPLACE AUTOMATION.
CIRCULATE PROMOTIONAL INFORMATION GENERATED BY ELECTRONICS AD CAMPAIGN ON OPPORTUNITIES IN CANADA.

INSTRUMENTATION
DISCOVER WITH 14 LOCAL COMPANIES THE ADVANTAGES OF WORKING WITH CANADIAN UNIVERSITIES IN DEVELOPING NEW PRODUCTS AND R AND D INITIATIVES IN CANADIAN RESOURCE MARKETPLACE.

SECTORALLY ORIENTED ACTIVITIES

IMPLEMENTED BY INTERVENTION PROCESS...
COET DISTRIBUTED OVER 2000...
NATURE OF CANADIAN ELECTRONIC...
INCREASED CANADIAN R & D EXPENDITURES BY MAJOR LOCAL INSTRUMENTATION FIRMS AND DEVELOPMENT OF CERTAIN PRODUCTS WITH GLOBAL MANDATES

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