

POST :606-LOS ANGELES

005-COMM. & INFORM. EQP. & SERV
UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

DEMONSTRATION OF WATERLOO PORT LAN TO POTENTIAL CUSTOMERS.

SPECIAL REPORT ON S. CALIFORNIA COMPUTER INDUSTRY.

ANTICIPATED RESULTS:

DIRECT MARKETING SUPPORT FOR HIGHLY EFFECTIVE
CANADIAN PRODUCT.

MORE PRECISE AND UP TO DATE INFORMATION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 INTERFACE '87
TO EXHIBIT AT THE INTERFACE TELECOMMUNICATIONS
SHOW.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ALTHOUGH CANADIAN FIRMS FARED RELATIVELY WELL,
THE SHOW ITSELF FELL SHORT OF EXPECTATIONS.