REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :606-LOS ANGELES

005-ADVANCED TECH. PROD. & SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 1-Organize a software mission to CA & help arrange for distribution.
2-Federal Computer Conference Trade Show.
3-Society for Advanced Materials Trade Show.
4-CANEXPO '89 Trade Show.

1-CANEXPO '89 Software mission made up of 29 Cdn firms, visited Santa Clara and Long Beach.
2-10 Canadian companies participated.
3-5 Canadian companies participated.
4-5 aerospace companies participated.

QUARTER: 2 1-Assist Cdn participation in Desktop Presentation Graphics Conference(DPG),July 11-13, 1989.
2-Follow up with enquiries from CANEXPO'89. Provide lists of potential agents.
3-Recruit attendees for Cdn Biotec Mission Nov89

1-Three Canadian firms did very well in acquiring market intelligence & distrib channels
2-450 new buying connections/$270 M in on-site sales/2 regional & 1 national distr. agreement.
3-Met research org. & local Biotech companies.

QUARTER: 3 -----

QUARTER: 4 -----