

612 - WASHINGTON

UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

ELECTRONICS EQUIP. & SERV INSTRUMENTATION  
PLAN TO ACQUIRE A DATABASE ON TERRITORY MANUFACTURERS INCLUDING  
TECHNOLOGY AVAILABILITY & THROUGH A PROGRAM OF CALLS & VISITS FOCUS IN  
ON THOSE COMPANIES WITH SPECIFIC INTEREST IN CANADA.

HOPE TO IDENTIFY 10 - 20 COMPANIES WITH  
POTENTIAL AS INVESTORS/TECHNOLOGY SUPPLIES

DEFENCE PROGRAMS, PRODUCTS, SERV ELECTRICAL & ELECTRONIC  
COVER 12 TRADE SHOWS IN ELECTRONICS/INSTRUMENTATION TO IDENTIFY AND  
MEET MAJOR SUPPLIERS AND DEVELOP INFORMATION PLANS AND MARKET  
INTERESTS.

IDENTIFY GOOD PROSPECTS & FOLLOW-UP WITH  
INVESTMENT INFORMATION. INFORM HEAD-  
QUARTERS & ESTABLISH LIAISON LINES AS  
APPROPRIATE.

TRANSPORT SYS, EQUIP, COMP, SERV. MARINE INDUSTRIES  
THROUGH CORPORATE LIAISON CALLS IDENTIFY MARINE INDUSTRY FIRMS IN  
TERRITORY WITH EXPORT BUSINESS TO CANADA. FOLLOW-UP WITH LITERATURE  
AND CONTACTS TO ENCOURAGE ADDING CANADIAN CONTENT TO MARKETING EFFORTS  
IN CANADA.

ESTABLISH DIALOGUES WITH 10-12 MAJOR  
TERRITORY CORPORATIONS WITH EXPANSION  
POTENTIAL.

NON SECTORALLY ORIENTED ACTIVITIES

CONTINUE PROGRAM OF EDUCATION & INFORMATION DIRECTED AT INVESTMENT  
"INFLUENCES" SUCH AS INTERNATIONAL BANKERS, PORTFOLIO MANAGERS,  
INVESTMENT BROKERS AND ANALYSTS, INTERNATIONAL LAWYERS, ETC...

INFLUENCE INVESTORS THROUGH THEIR  
PRINCIPLE ADVISERS.