

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 : 610-SAN FRANCISCO

ORGANIZED BUSINESSMEN'S LUNCH FOR HON. J. HORSMAN, PROV. OF ALBERTA TO PROMOTE F. T. A.
(02) SPEECH TO CDN STUDIES PROGRAM-UC BERKELEY-TO PROMOTE FTA
(03) SPEECH TO COMMONWEALTH CLUB OF SANFRAN-PROMOTE FTA
(04) SPEECH TO WORLD TRADE CLUB-KEYNOTE ADDRESS ON CDA/US TRADE RELATIONS (05) VISIT BY EMR CALIFORNIA NATURAL GAS SPECIALIST: MET WITH KEY INDUSTRY REPS. & CALIF. REGULATORY AGENCIES (06) ECONOMIC REPORT ON STATE SUPPORT OF COAL INDUSTRY IN POST TERRITORY (07) SPEECH TO UCSF FACULTY ON CDA/US TRADE ISSUES & THE FTA (08) AS RESULT OF AD CAMPAIGN POST HAS COMPLETED, IN EARLY DEC. DIRECT MAIL CAMPAIGN TO 193 HIGH TECH GROWTH FIRMS (09) POST RECEIVED 18 LEADS AS RESULT OF AD CAMPAIGN; 10 OF NO VALUE, 8 ARE BEING PURSUED. OF 8, 4 ARE STRONG LEADS; 1 JV IS BEING NEGOTIATED; 1 CDN FIRM HAS GOOD OPPORTUNITY TO SELL IN EXCESS OF \$250,000 US THROUGH LOCAL DISTRIBUTOR (10) POST HAS BEEN INVOLVED IN REPORTING ON SEMICONDUCTOR CONSORTIUM CALLED SEMATECH. SEMATECH HAS BEEN ORGANIZED BY MAJOR US SEMICONDUCTOR FIRMS TO EXCLUDE JAPANESE. UNFORTUNATELY, THERE IS SPILL-OVER TO CDN FIRMS. POST HAS BEEN ASSISTING CDN FIRMS.