

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :706-WASHINGTON, OAS

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

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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ENCOURAGING CAPABLE CDN FIRMS TO COMPETE IN THIS MARKET, THROUGH
INDIVIDUAL ADVICE AND ASSISTANCE, AND THROUGH GROUP SEMINARS.

FIVE NEW FIRMS COMMITTED TO MARKETING IN THIS
AREAS.

ASSISTING ESTABLISHED FIRMS TO MAKE SALES TO FEDERAL GOVERNMENT
AGENCIES, THROUGH COMPANY PRESENTATIONS AT THE EMBASSY TO
SELECTED SENIOR OFFICIALS.

TWO FIRMS TO MAKE TOTAL \$200,000 IN SALES.

MONITOR DEVELOPMENTS IN FEDERAL GOVERNMENT COMMUNICATIONS PROCURE
MENT POLICY & PROJECTS, ADVISE CDN INDUSTRY OF SIGNIFICANT
CHANGES, AND ENSURE U.S. OFFICIALS AWARE OF CDN INTERESTS.

CDN GOVERNMENT & INDUSTRY AWARE OF MARKET
ENVIRONMENT & ARE NOT ADVERSELY AFFECTED BY
PROTECTIONIST MEASURES.

INFORM USA FEDERAL GOVERNMENT OF EFFECT OF FREE TRADE AGREEMENT
ON PROCUREMENT AS IT RELATES TO THIS SECTOR.

CDN COMMUNICATIONS FIRMS WILL BE ENCOURAGED
TO BID ON CONTRACTS IN NEWLY OPENED RANGE OF
\$25,000 TO \$171,000 EXEMPT FROM BUY-AMERICA.

PRODUCE BROCHURE ADVISING CDN FIRMS OF OPPORTUNITIES RESULTING
FROM FTA IN AREA OF GOVT. PROCUREMENT.

50 CDN FIRMS PROVIDED WITH SPECIFIC
ADVICE ON HOW TO MAKE USE OF NEW
OPPORTUNITY.

PRODUCE ANALYSIS OF MARKET OPPORTUNITIES CREATED BY MAJOR PRO-
JECTS TO BE CONDUCTED BY NASA (SPACE STATION) & DEPT. OF COMMERCE
(SATELLITE-BASED WEATHER PROGRAM & REMOTE-SENSING FOR VARIOUS
USES).

CDN INDUSTRY PROVIDED WITH ACCURATE & IN-
DEPTH INFORMATION AS TO NEW MARKETS
AVAILABLE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----