

REPORT #5
88/10/21

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

611 - SEATTLE

UNITED STATES OF AMERICA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

CORPORATE LIAISON CALL ON TEKTRONIK.

TEKTRONIX IS THE LARGEST ELECTRONICS MANUFACTURING COMPANY IN THE PACIFIC NORTHWEST. CURRENTLY ENCOURAGING COMPANY TO OPEN FACILITY IN CANADA.

QUARTER : 2

QUARTER : 3

QUARTER : 4

INCREASED EXPORT SALES, \$25 MILLION.

CONTINUED ACCESS TO US DEFENCE MARKET

R&D CONTRACTS AND INCREASED SALES VALUE \$14 MILLION

INCREASED R&D CONTRACTS AND SALES VALUE \$70 MILLION

INCREASED DBSA PROJECTS LEADING TO INCREASED SALES VALUE \$70 MILLION

INCREASED SALES, \$300 MILLION

INCREASED SALES OF MISSILE COMPONENTS, \$220 MILLION

INCREASED SALES, \$65 MILLION

SIGNIFICANT EXPORT SALES, \$45 MILLION

INCREASE IN DBSA PROJECTS LEADING TO INCREASED SALES, \$12 MILLION

TO INTRODUCE CANADIAN COMPANIES TO KEY CONTACTS IN DOD.

INCREASED SALES \$14 MILLION

WHICH COMBINED THROUGH NEGOTIATIONS DURING THE REPORTING PERIOD. LISTED BELOW ARE THE SPECIFIC MAJOR COMPLETED ACTIVITIES

SEATTLE
RECORD #

AND LISTING SHOULD FOR LISTING LEAD BY COMPANY'S PROGRESS REPORT OF TRADE PROMOTION PROGRAM