

REPORT 4B
87/10/28

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 603-CLEVELAND

UNITED STATES OF AMERICA

QUARTER: 1

004-DEFENCE PROGRAMS, PRODUCTS, SERV
POST TO PARTICIPATE IN FOUR BUYER PROCUREMENT
SEMINARS: A) WESTINGHOUSE VENDOR DAYS, B) CANADA/
US SUBCONTRACTORS CONFERENCE, C) US/CANADA
WORKING GROUP (WPAFB), D) ON-SITE REVIEW (WP)

A) 30 FIRMS MET WITH WESTINGHOUSE-7 PLANT TOURS
ARRANGED. B) 75 FIRMS MET WITH 25 U.S. FIRMS. ON-
SITE SALES \$102,000. C) NEUTRON DIFFRACTION COST-
SHARED AGREEMENT SIGNED. D) 12 WRIGHT AERONAUTI-
CAL LAB OFFICIALS VISITED CMC & CAE.

005-COMM. & INFORM. EQP. & SERV
INFORMATION BOOTH AND PRESENTATION AT THE
INVESTMENT SOCIETY OF AMERICA CONVENTION.

ACTIVITY NOT CARRIED FORWARD DUE TO REDEPLOYMENT
OF STAFF RESOURCES.

008-TRANSPORT SYS, EQUIP, COMP, SERV.
POST TO PARTICIPATE IN THE OHIO AUTOMOTIVE
WHOLESALE SHOW WITH INFORMATION BOOTH.

ONE CANADIAN FIRM EXHIBITED THEIR PRODUCTS AT
THE CONSULATE'S BOOTH.

010-MINE, METAL, MINERAL PROD & SRV
POST TO PARTICIPATE IN AMERICAN CERAMIC SOCIETY
CONVENTION AND EXHIBITION.

20 CANADIAN FIRMS PARTICIPATED IN ACTIVITY, ONE
UTILIZING PEMD. POST MOUNTED CANADIAN PRESENT-
ATION AND HOSTED LUNCH FOR SELECTED VIP GUESTS.

013-CONSUMER PRODUCTS
A. INCOMING BUYERS MISSION TO INTERNATIONAL FUR
FAIR. INCOMING BUYERS MISSION TO RESIDENTIAL
FURNITURE SHOW. POST TO PARTICIPATE IN PITTS-
BURG & CLYND BUSINESS AFTER HOUSE WITH INFO
BOOTH.

A. RECRUITMENT NIL DUE LAST MINUTE WITHDRAWAL OF
INVITEE. B. ONE BUYER RECRUITED. ON-SITE SALES
TOTALLED \$10,000. C. ACTIVITY CANCELLED DUE TO
STAFF REDEPLOYMENT.

011-OIL & GAS EQUIPMENT, SERVICES
POST TO PARTICIPATE IN EASTERN OIL & GAS EQUIP-
MENT SHOW WITH INFORMATION BOOTH.

PARTICIPATION CANCELLED DUE TO REDEPLOYMENT
OF STAFF RESOURCES.