

REPORT 4 QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
89/10/10 AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :603-CLEVELAND 005-ADVANCED TECH. PROD. & SERV
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	WESTINGHOUSE VENDOR DAY IN MONTREAL - PITTSBURG.	SOURCING OF PCB REQUIREMENTS AND POWER SUPPLY
	MARKET IDENTIFICATION OF BUSINESS/INDUSTRIAL SOFTWARE USERS	BASE SOLO SHOW IN 89/90 ON FINDINGS.
	MARKETING STUDY ON THE BUYING PATTERNS OF SELECTED LOCAL COMPANIES FOR WORKPLACE AUTOMATION PRODUCTS	WILL ALLOW POST TO RECOMMEND APPROPRIATE ACTION AND PROMOTIONS TO CANADIAN COMPANIES WISHING TO EXPAND IN TERRITORY.
	REVIEW OF REQUIREMENTS OF MAJOR BUYERS IN AREA.(CINCINNATI BELL, AT & T, CABLE OPERATORS)	INCREASE THE NUMBER OF CANADIANS BIDDING ON PROJECTS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	INFORMATION BOOTH AT ELECTRO'88. INFORMATION BOOTH AT INSTRUMENT SOCIETY OF AMERICA SHOW.	PROJECT CANCELLED. THREE FIRMS EXHIBITED AT POST'S BOOTH.
QUARTER: 3	Micro Electronics Mission	2 Canadian companies participated exhibiting products at Hewlett-Packard regional trade show.
QUARTER: 4	Instrument Society of America(ISA) Exhibition Pittsburgh, PA, March 28.	Visited show and met with the 5 companies representing Canadian manufacturers. Also met with eight other exhibitors regarding representation of Canadian products.