

REPT4D  
90/01/23

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

POST :603-CLEVELAND

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
UNITED STATES OF AMERICA

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

GREAT LAKES INDUSTRIAL SHOW    11/89                    (12 MONTHS).  
THREE CANADIAN EXHIBITORS SALES \$50,000 ON SITE \$2MILLION

PRECISION CASTING AND MACHINERY    11/89

POLLUTION CONTROL EQUIPMENT  
\$15 M (12 MONTHS)

SME FINISHING SHOW  
12 MONTHS PROJECTED SALES \$3 MILLION



TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

- QUARTER: 1 A. Plastic Machinery Mission - Toronto
- B. Great Lakes Industrial Show - Cleveland, OH
- C. Casting Mission - PBURG, CLVND, DAYTN, CNATI
- D. Finishing - '89

- A. Rescheduled for January 1990.
- B. Space for WIN demo booth allocated.
- C. ISTC specialist has completed initial visit for cities which will be visited by mission in January 1990. D.

QUARTER: 2 Iron and Steel Exposition and Association of  
Iron and Steel Engineers(AISE) Annual Convention

Mission organized national stand. 21 companies exhibited at the stand and 10, independently. Event attracted 20,000 visitors. 4,000 visitors registered at the booth. Onsite sales totaled \$5M & estimated sales over next 12 months \$56M.

QUARTER: 3 -----

QUARTER: 4 -----