

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

POST :603-CLEVELAND

005-COMM. & INFORM. EQP. & SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO DEVELOP CLOSER CONTACTS WITH DISTRIBUTION NETWORK IN
COMMUNICATIONS AND INFORMATICS.

IMPROVE ACCESS FOR CANADIAN PRODUCTS.

IMPLEMENT AGENT LOCATOR SERVICE FOR COMMUNICATIONS/INFORMATICS.

INCREASE NUMBER OF REPRESENTATIVES PROMOTING
CANADIAN PRODUCTS.

WORK WITH DEPT. OF COMMERCE & WORLD TRADE GROUPS TO DEVELOP
EFFECTIVE PROGRAMS INVOLVING CANADIAN HIGH TECHNOLOGY, TECHNOLOGY
TRANSFERS, AND JOINT VENTURES.

ENHANCE CANADIAN PRESENCE IN THIS IMPORTANT
AREA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INFORMATION BOOTH AND PRESENTATION AT THE
INVESTMENT SOCIETY OF AMERICA CONVENTION.

ACTIVITY NOT CARRIED FORWARD DUE TO REDEPLOYMENT
OF STAFF RESOURCES.

QUARTER: 3

ORGANIZED PRESENTATION GIVEN BY TDD TO THE SOFT-
WARE ENGINEERING INSTITUTE OF PITTSBURGH.