

REPORT 4
88/02/02

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

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POST : 606-LOS ANGELES

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

DEMONSTRATION OF WATERLOO PORT LAN TO POTENTIAL CUSTOMERS.

DIRECT MARKETING SUPPORT FOR HIGHLY EFFECTIVE
CANADIAN PRODUCT.

SPECIAL REPORT ON S. CALIFORNIA COMPUTER INDUSTRY.

MORE PRECISE AND UP TO DATE INFORMATION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTERFACE '87
TO EXHIBIT AT THE INTERFACE TELECOMMUNICATIONS
SHOW.

ALTHOUGH CANADIAN FIRMS FARED RELATIVELY WELL,
THE SHOW ITSELF FELL SHORT OF EXPECTATIONS.

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