

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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

- WESTINGHOUSE VENDOR DAY IN MONTREAL - PITTSBURG.
- MARKET IDENTIFICATION OF BUSINESS/INDUSTRIAL SOFTWARE USERS
- MARKETING STUDY ON THE BUYING PATTERNS OF SELECTED LOCAL COMPANIES FOR WORKPLACE AUTOMATION PRODUCTS
- REVIEW OF REQUIREMENTS OF MAJOR BUYERS IN AREA. (CINCINNATI BELL, AT & T, CABLE OPERATORS)

- SOURCING OF PCB REQUIREMENTS AND POWER SUPPLY BASE SOLO SHOW IN 89/90 ON FINDINGS.
- WILL ALLOW POST TO RECOMMEND APPROPRIATE ACTION AND PROMOTIONS TO CANADIAN COMPANIES WISHING TO EXPAND IN TERRITORY.
- 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.
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

- PROJECT CANCELLED.
- THREE FIRMS EXHIBITED AT POST'S BOOTH.

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