

REPORT 4
88/03/21

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

Page 40

POST : 603-CLEVELAND

010-MINE, METAL, MINERAL PROD & SRV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REPRESENTATIVE LOCATOR PROGRAM FOR MATERIALS
HANDLING EQUIPMENT.

ESTABLISH 10 NEW AGENCIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 POST TO PARTICIAPTE IN AMERICA CERAMIC SOCIETY
CONVERSION AND EXHIBITION.

20 CANADIAN FIRMS PARTICIPATED IN ACTIVITY, ONE
UTILIZING PEMD. POST MOUNTED CDN PRESENTATION &
HOSTED LUNCH FOR SELECTED VIP GUESTS.

QUARTER: 2 A) INFORMATION BOOTH AT FINISHING '87 CINCINNATI
B) RECRUIT EXHIBITORS FOR IRON & STEEL EXPO -
PITTSBURG.

A) SEVEN COMPANIES EXHIBITED AT THE SHOW.
B) SEVENTEEN COMPANIES EXHIBITED AT THE SHOW.

QUARTER: 3 A. INFORMATION BOOTH AT THE GREAT LAKES INDUS-
TRIAL SHOW IN CLEVELAND. B. CDN PAVILLION AT THE
INTERNATIONAL CAPITAL GOODS TRADE FAIR IN CLVND.

A. THREE COMPANIES EXHIBITED AT THE POST'S INFOR-
MATION BOOTH & ON-SITE SALES TOTALLED \$65,000.
B. FAIR CANCELLED.

QUARTER: 4 -----