

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 :612-WASHINGTON

005-ADVANCED TECH. PROD. & SERV  
UNITED STATES OF AMERICA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 Continuing to advise Cdn firms on procedures and opportunities in selling to U.S. Federal Govt. Providing mkt info and sourcing assistance to Cdn industry (Mid-Atlantic private sector).

Hosted reception for 150 prospects of 17 Cdn exhibitors at Federal Computer Conf. Assisted in show logistics & promote Cdn capability at show info booth. Provided detailed info to 19 other coys(non-FCC)interested in selling to U.S.Fed.Gt

QUARTER: 4 Participated with an information booth at Comnet '89.

Distributed some 300 pcs.Gov.Sectorial Lit. as well literature from 40 cos.Made 25 contacts with equipment users interested in sourcing product from Canadian manufacturers.