

605 - DETROIT

UNITED STATES OF AMERICA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

INVESTMENT SEMINAR IN INDIANAPOLIS PROMOTING
INVESTMENT OPPORTUNITIES AND RESULTING EFFECTS
OF FREE TRADE.

WE HAD 40 COMPANIES IN ATTENDANCE AT SEMINAR IN
INDIANAPOLIS. MANY EXCELLENT LEADS HAVE RESULTED
AND WE ARE CURRENTLY SECURING INFORMATION AND
DEVELOPING LEADS FOR REGIONAL INDUSTRIAL
DEVELOPMENT COMMISSIONERS

QUARTER : 2

QUARTER : 3

QUARTER : 4

1-three IDP funded seminars planned, four actua-
lly completed this quarter. Sectors targetted
included Industrial Machinery, Plant & Process
Equipment and Advance Technology Products and
Related Services Format was identical for all
four events--three hour total time involved; re-
source person panel and pertinent info available
for dispersion.

2.Investment Seminar "Doing Business in Canada"
Indianapolis, Indiana, March 13/89

1-Over 250 confirmed and attended the four func-
tions located in Ann Arbor, Southfield, Toledo
and Flint. Southfield Michigan was included in
quarter for no cost to Post as Michigan Techno-
logy Council decided to use format for their own
breakfast briefing event. Two investment leads
have developed at this earlier stage. We will
monitor and advise.

2-178 people in attendance.
3-142 people in attendance.