

611 - SEATTLE

UNITED STATES OF AMERICA

Page 100

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP. & SERV ALL SUB-SECTORS
SERIES OF TARGETTED CORPORATE LIAISON CALLS COMBINED WITH ONE MODEST
PROMOTIONAL EVENT FOCUSING ON COMM. & INFORM. EQPT. & SERV. SECTOR.
THERE WILL ALSO BE SPILL OVER FROM GENERAL PROGRAM AND FOLLOW UP FROM
PREVIOUS EFFORTS.

TWENTY COMPANIES WILL BECOME MORE AWARE OF
OPPORTUNITIES IN CANADA. IDENTIFY FOUR
TARGETS FOR FOLLOW UP.

OIL & GAS EQUIPMENT, SERVICES EQUIPMENT & MACHINERY
SERIES OF TARGETTED CORPORATE LIAISON CALLS COMBINED WITH MODEST
PROMOTIONAL EVENTS FOCUSING ON OIL AND GAS EQPT. & SERV. SECTOR.

DOZEN COMPANIES WILL BECOME MORE AWARE OF
OPPORTUNITIES IN CANADA.

NON SECTORALLY ORIENTED ACTIVITIES

POST EXPECTS TO INTRODUCE INVESTMENT IN CANADA FOCUS IN 3 - 5 FORUMS
ORGANIZED BY THIRD PARTIES IN THIS TERRITORY.

APPROX. 120 COMPANIES WILL BE MADE AWARE
OF OPPORTUNITIES IN CANADA. TEN WILL LIKE-
LY WARRANT FOLLOW UP.

CORPORATE LIAISON CALLS ON 15 COMPANIES.

VIEWS OF 15 COMPANIES WILL BE REPORTED.
SEVERAL COULD CONSIDER EXPANSION, OR
ESTABLISHMENT OF, OPERATIONS IN CANADA.

LUNCHEONS IN TWO SECONDARY CENTRES WITH PRESENTATION ON CANADA.

30-40 COMPANIES IN MORE REMOTE AREAS OF
THE TERRITORY WILL BE MADE AWARE OF CONDI-
TIONS IN CANADA.