

613 - BUFFALO

UNITED STATES OF AMERICA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

JAMESTOWN INVESTMENT LUNCHEON.

POSTPONED DUE TO LACK OF TIME (COMMERCIAL DIVISION HAD A PERSONNEL CUT OF 20%, I.E. 1 OFFICER AND 1 SECRETARY).

RESULTS: TWO FIRMS WHO HAD ATTENDED OUR BUFFALO INVESTMENT SEMINAR ESTABLISHED OFFICES IN CDA & A ROCHESTER FIRM STARDED A SMALL METAL MANUFACTURING JOINT VENTURE IN FORT ERIE.

QUARTER : 2

QUARTER : 3

DOING BUSINESS WITH CANADA SEMINAR:ROM, NEW YORK
NOVEMBER 4, 1987

ATTENDANCE: 62; NO. OF FIRMS: 37; NO. OF SPEAKERS: 8; NET COST: C\$580. 21. FREE TRADE WAS A HIT. ONEIDA CUTLERY HAS ONTARIO PLAN AND MAY EXPAND BECAUSE OF FTA.

QUARTER : 4

FOLLOW-UP ON CURRENT INVESTMENT LEADS.

ONE SUCCESS STORY REPORTED: SONITROL SECURITY SYSTEMS (\$1 MILLION) WHICH ESTABLISHED THEIR FIRST CANADIAN FRANCHISE IN MISSISSAUGA.