

REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :604-DALLAS

008-TRANSPORT SYS,EQUIP,COMP,SERV.  
UNITED STATES OF AMERICA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

CALLS ON OFFSHORE DRILLING CONTRACTORS                   PRODUCTS.  
TO BE MORE OF THESE ACTIVITIES & ENCOURAGE THEM TO USE CDN

CALLS TO THIRD COUNTRY PROCUREMENT OFFICES  
TO ENCOURAGE CDN SOURCING.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 1.Offshore Technology Conference  
Houston, Texas  
May 1-4, 1989

1.The Honourable John Crosbie attended conf. and spoke at keynote session. There were 31 Cdn exhibitors and 5 provincial govts. in attendance Reception organized by the Consulate had approx 500 attendees.

QUARTER: 2 1.Began preparations for the Workboat Show,  
New Orleans, LA, Nov. 30-Dec. 2, 1989.

1.Began arranging hotel accommodations and badge registrations for the show.

QUARTER: 3 1)GSA/NEXUS Trade Mission (Fire Fighting Equip)  
2)Recruited companies for and organized a national stand at the Work Boat Show in New Orleans.

1)Mission took place Nov. 8-10/89. 10 Cdn manuf. 4 distributors and 1 mfr. rep. appointed.  
2)30 Cdn. coys participated \$84,000 business booked at show with 1 yr. projection of \$7.7M.  
486 serious leads were received at the show.

QUARTER: 4 -----