

REPORT 4  
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 611-SEATTLE

005-COMM. & INFORM. EQP. & SERV  
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTION OF DEFENCE/AEROSPACE OPPORTUNITIES

PEMD OR DISCRETIONARY PARTICIPATION AT NORTHCON '87.

20 NEW COMPANIES IN AREA.

6 COMPANIES TO INCREASE THEIR PRESENCE IN  
LOCAL MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUATION OF SOFTWARE PROMOTION PROGRAM.

TWO FIRMS TOOK ADVANTAGE OF OUR SUPPORT TO MEET  
WITH LOCAL SOFTWARE BUYERS.

QUARTER: 2 PEMD OR DISCRETIONARY PARTICIPATION AT NORTHCON.

SHOW EMPHASIS HAS SHIFTED AND WILL BE USED FOR  
DIFFERENT PURPOSES IN FUTURE. ONE CDN CO.  
PARTICIPATED, REC'D 100 ENQUIRIES OF WHICH TEN  
WERE GOOD LEADS, ANTICIPATING \$25,000 IN SALES  
OVER NEXT 12 MONTHS.

QUARTER: 3 -----

QUARTER: 4 -----