REPORT 4 89/10/10 QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FISCAL YEAR 88 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 603-CLEVELAND

016-INDUSTRIAL MACHIN, PLANTS, SERV. UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SELECTION OF COMPANIES FOR AISE SHOW.

DEVELOP MARKET INFORMATION ON STEEL SECTOR CAPITAL EQUIPMENT REQUIREMENTS.

MARKETING STUDY ON THE BUYING PATTERNS OF SELECTED LOCAL COMPAN-IES FOR INDUSTRIAL MACHINERY.

WILL ALLOW POST TO RECOMMEND APPROPRIATE AC-TIONS & PROMOTION TO CANADIAN COMPANIES WI-SHING TO EXPAND INTO TERRITORY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 INFORMATION BOOTH AT TRI STATE INDUSTRIAL SHOW. RECRUITED EXHIBITORS FOR NATIONAL INDUSTRIAL FASTENER SHOW. SME TOOL & MFG. CONFERENCE & EXPO-INFO BOOTH

QUARTER: 2 Hazardous Technology Expo - HAZTECH

QUARTER: 3 A. Great lakes Industrial Show B. pittsburgh Industrial Show QUARTERLY RESULTS REPORTED:

QUEBEC GOVT. AND 1 COMPANY EXHIBITED AT POST'S BOOTH. FOUR CANADIAN EXHIBITORS RECRUITED. PROJECT CANCELLED.

Two Canadian companies exhibited at event

A. 1 Cdn coy exhibited at this show. Consulate had info booth-125 inquiries received.B. Consulate had info booth-50 inquiries recvd.

Austral 1 Heat vith Conndian companies in Mestern Congress following "Mestern Mf Ten" to discuss murbeling concernations in Oblig

An P AIT Insulations Accountation of Gamera Hissian to the Anomaptical Systems Division and the Wright Research Development Gamera of the Wright Fatterion Air Force Sees, Devton On March 24-31 45