REPT4D 90/01/23

## 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 :603-CLEVELAND

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

GREAT LAKES INDUSTRIAL SHOW 11/89 THREE CANADIAN EXHIBITORS SALES \$50,000 ON SITE \$2MILLION (12 MONTHS).

PRECISION CASTING AND MACHINERY 11/89

POLLUTION CONTROL EQUIPMENT \$15 M (12 MONTHS)

SME FINISHING SHOW 12 MONTHS PROJECTED SALES \$3 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 A. Plastic Machinery Mission - Toronto

- B. Great Lakes Industrial Show Cleveland, OH
- C. Casting Mission PBURG, CLVND, DAYTN, CNATI
- D. Finishing '89

QUARTER: 2 Iron and Steel Exposition and Association of Iron and Steel Engineers(AISE) Annual Convention

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

A. Rescheduled for January 1990.

B. Space for WIN demo booth allocated.

C. ISTC specialist has completed initial visit for cities which will be visited by mission in January 1990. D.

> Mission organized national stand. 21 companies exhibited at the stand and 10, independently. Event attracted 20,000 visitors. 4,000 visitors registered at the booth. Onsite sales totaled \$5M & estimated sales over next 12 months \$56M.