

604 - DALLAS  
PLANNING:

UNITED STATES OF AMERICA

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ACTIVITIES PROPOSED IN POST PLAN

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ANTICIPATED RESULTS

OIL & GAS EQUIPMENT, SERVICES                      MACHINERY AND EQUIPMENT  
FOLLOWING MAILOUT TO 5500 ENERGY-RELATED COMPANIES IN 1985, 150 HAVE  
BEEN IDENTIFIED AS ACTIVELY INTERESTED IN CANADA, HOWEVER, DUE TO CUR-  
RENT CLIMATE, HAVE NOT PURSUED MATTER FURTHER. WITH RETURN TO STABLE  
PRICES, ONE-ON-ONE CONTACT WILL BE MADE WITH THESE COMPANIES.

GREATER AWARENESS OF CDN JOINT VENTURE AND  
INVESTMENT OPPORTUNITIES FOLLOWED BY MAT-  
CHING OF COMPANIES ON BOTH SIDES OF THE  
BORDER.

COMM. & INFORM. EQP. & SERV                      ROBOTICS & ARTIFICIAL INTELL.  
MANY SMALL/MED. SIZE U.S. FIRMS ARE UNAWARE OF LEVEL OF TECHL. DVLPMT.  
IN CDA. CDN FIRMS CAN MAKE MAJOR INROADS THROUGH ACQUISITION OF TECH.  
EFFORTS NEED TO BE EXPENDED TO BRING THE GROUPS TOGETHER TO EXPLORE  
MUTUALLY BENEF'L OPPORTS IN THE COMM. & INFORM. EQPT. SERV. IND. (ROBOTICS)

CONTACTS MADE AT GENERAL INVESTMENT PROMO-  
TION MEETINGS CAN BE REFERRED BACK TO OGDS  
OR PROVINCES FOR SPECIFIC FOLLOW-UP.

ELECTRONICS EQUIP. & SERV                      PRODUCTS & COMPONENTS  
MANY MEDIUM/LARGE SIZE U.S. FIRMS NEED TO BE CONVINCED TO LOOK TO CDA  
FOR EITHER NEW OR EXPANDED INVESTMENT PLANS.

CONTACTS MADE AT GENERAL INVESTMENT PROMO-  
TION MEETINGS CAN BE REFERRED BACK TO OGDS  
OR PROVINCES FOR SPECIFIC FOLLOW-UP.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated