

REPORT 4
88/10/21

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 : 619-ATLANTA

002-FISHERIES, SEA PRODUCTS & SERV.
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

IDENTIFICATION AND CONTACT WITH ADDITIONAL BROKERS/DISTRIBUTORS
IN TERRITORY.

IDENTIFY REQUIREMENTS, ESTABLISH WORKING REL-
ATIONSHIP WITH INFLUENTIAL PLAYERS.

INPUT OF INDEPTH INFORMATION ON LOCAL CONTACTS INTO
COMPUTERS.

HAVE USEFUL INFORMATION ON CONTACTS, MARKETS,
TRADE SHOWS, ETC.

ORGANIZE AND IMPLEMENT TWO PROMOTIONAL EVENTS TO INTRODUCE NEW
CANADIAN COMPANIES TO MARKET AND ACHIEVE EXPORT SALES.

HAVE FIVE TO TEN NEW CANADIAN COMPANIES SELL-
ING TO MARKET RESULTING IN \$250,000 SALES.

DIRECT MAILING TO KNOWN DISTRIBUTORS AND BROKERS TO INFORM THEM
OF CANADIAN CAPABILITIES IN THE SECTOR.

ESTABLISH INTEREST IN CANADIAN COMPANIES WITH
VALUE ADDED PRODUCTS IN SOUTHEASTERN MARKET-
PLACE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

\$520,000 EXPORTS
3 NEW CAN. FIRMS

5) COMVACIS FIRM
1) SALES \$700,000

5) COMVACIS FIRM
\$300,000 IN EXPORTS
1) HIGH QUALITY REQUIREMENTS

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

UNITED STATES OF AMERICA
002-FISHERIES, SEA PRODUCTS & SERV.

REPORT OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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