

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

POST : 619-ATLANTA

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UNITED STATES OF AMERICA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 IMPLEMENT CDN PARTICIPATION IN COMDEX SPRING '87.
- QUARTER: 2 A. ORGANIZE PARTICIPATION IN SATELLITE TELEVISION TECHNOLOGY INTERNATIONAL.
B. ORGANIZE PARTICIPATION IN LAND MOBILE EXPO.
- QUARTER: 3 A. ESTABLISH PROGRAM OF REGULAR VISITS TO MAJOR END USERS. B. PARTICIPATE IN CARIBECOM 87 SAN JUAN.
- QUARTER: 4 EXPAND WIN DATABASE INFORMATION ON CANADIAN AND U. S. INDUSTRY.

QUARTERLY RESULTS REPORTED:

- ON-SITE SALES \$143,000. 12 MONTHS PROJECTED SALES \$51.7 MILLION.
- A. ANTICIPATED 12 MO. SALES FOR STTI ARE \$1.05 MILLION.
B. 170 SERIOUS ENQUIRIES AND \$850,000 ANTICIPATED 12 MO. SALES.
- A. SIX VISITS TO MAJOR COMPANIES IN SECTOR.
B. ON-SITE SALES OF \$24,000; PROJECTED 12-MONTH SALES OF \$260,000.
- DEVELOPED MAILING LIST OF CANADIAN COMPANIES AND UNDERTOOK SELECTED VISITS TO U. S. COMPANIES.