

604 - DALLAS

UNITED STATES OF AMERICA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-FOLLOW-UP ON MASS MAILING TO INDEPENDENT OIL &  
GAS PRODUCERS IN TEXAS AND OKLAHOMA.  
-CONTINUE GENERAL PROMOTION OF POSITIVE CDN  
INVESTMENT CLIMATE.  
-EXAMINE INVESTMENT POTENTIAL IN HIGH TECH AREAS  
LIKE SPACE AND MEDICAL.

-UNDERTOOK INITIAL SELECTED FOLLOW-UP. 1 PROBA-  
BLE INVESTOR UNCOVERED WHO IS NOW PROCEEDING  
WITH PLANS.  
-WORKED CLOSELY WITH STYROTECH INDUSTRIES OF  
HOUSTON; WILL BE UNDERTAKING CONSTRUCTION OF  
POLYETHELENE FOAM PLANT IN ONTARIO.  
-MADE CONTACT WITH OFFICIAL IN CLEAR LAKE CHAM-  
BER OF COMMERCE (JSC), IS IDENTIFYING SPACE CEN-  
TER TECH THAT COULD HAVE A COMMERCIAL POTENTIAL  
WILLING TO COOPERATE WITH CDN COMPANIES.

QUARTER : 2

DIRECT MAIL CAMPAIGNS IN THE AREA OF ELECTRONIC  
AND MEDICAL EQUIPMENT.  
INVESTMENT SEMINARS.

DUE TO CONTINUED UNANTICIPATED PERSONNEL  
CONSTRAINTS, THESE INITIATIVES COULD NOT BE  
UNDERTAKEN IN THE 2ND QUARTER. IT IS OUR  
INTENT THAT THEY WILL BE UNDERTAKEN BEFORE  
THE END OF THE FISCAL YEAR.

QUARTER : 3

THE PURCHASE OF DATA LISTS FOR AN ELECTRONICS/  
COMPUTER INDUSTRY MAILING; (02)A MEDICAL/BIO-  
TECHNOLOGY INVESTMENT MAILING; (03)INVESTMENT  
SEMINARS.

DISCUSSIONS ARE IN THEIR FINAL STAGES WITH D&B  
TO OBTAIN THE APPROPRIATE LISTS. INSERT LITERA-  
TURE NOW ON HAND. (12)LISTS WERE OBTAINED IN  
THIS QUARTER BUT BECAUSE OF HOLIDAY SEASON  
ACTUAL MAILING WILL OCCUR IN THE 4TH QUARTER.  
(13)PREPARATION IS UNDERWAY FOR SEMINARS IN  
MARCH IN ARKANSAS, MAY IN DALLAS & POSSIBLY  
APRI IN LOUISIANA.

QUARTER : 4

PURCHASE OF ELECTRONIC INDUSTRY DATA BASE AND  
MASS MAILING. 2) PURCHASE OF MEDICAL DATA BASE  
AND MASS MAILING. 3) TRADE AND INVESTMENT  
SEMINARS.

DATA BASE WAS PURCHASED AND INSTALLED. MAILINGS  
WILL BE UNDERTAKEN NEXT QUARTER. FOCUS WAS ON  
RECRUITMENT FOR CAMBIOCAN BUT UNFORTUNATELY WITH  
NO SUCCESS. NEW THRUST WILL BE UNDERTAKEN THIS  
QUARTER. DOING BUSINESS WITH CANADA SEMINAR IN  
MARCH IN ARKANSAS DREW 187 ATTENDEES AND 25 SUB-  
STANTIAL GENERAL ENQUIRIES. THREE PROVINCES ALSO  
PARTICIPATED IN OUR PRESENTATION. FINAL PREPAR-  
ATION FOR FTA SEMINAR MAY 24 COMPLETED. FOUR  
CANADIAN AND 6 U.S. SPEAKERS WERE CONFIRMED.