

REPORT 4
89/02/06

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 :601-BOSTON

014-EDUCATION, MEDICAL, HEALTH PROD
UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP MARKETING ACTIVITIES RELATED TO DISTRIBUTION OF CMDD TO
250 AREA MEDICAL DEVICE PURCHASING AUTHORITIES COMPLETED IN 1987.

INCREASE CDN EXPORTS BY \$3 MILLION.

ASSESS EFFECTIVENESS OF BIO-TECHNOLOGY SEMINAR FOR QUEBEC COMPANIES
ORGANIZED IN BOSTON IN 1987.

DETERMINE IF FORMAT SUITABLE FOR BIO-TECHNOLOGY COMPANIES FROM OTHER PROVINCES.

ESTABLISH REPRESENTATION FOR CDN MEDICAL DEVICES COMPANIES.

CONCLUDE 5 REPS AGREEMENT

CONVINCE LARGE GROUP BUYING ORGANIZATION OF MEDICAL PRODUCTS/SERVICES
TO INCREASE NUMBER OF CDN COMPANIES LISTED.

GET 10 NEW CDN COMPANIES LISTED.

IDENTIFY BIO-TECHNOLOGY COMPANIES INTERESTED IN JOINT-VENTURES

CONCLUDE 2 JOINT-VENTURES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECRUIT NEW ENGLAND PARTICIPATION TO CANADIAN
BIOTECHNOLOGY CONFERENCE IN MONTREAL.

POST RECRUITED 3 SCIENTISTS WHO ATTENDED CONFERENCE.

QUARTER: 2 Organize seminar on bio-technology opportunities
in Montreal Urban Community.

27 New England companies attended one day seminar on bio-technology that was organized by Post.

QUARTER: 3 -----

QUARTER: 4 -----