

REPORT 4
88/03/21

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

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POST : 601-BOSTON

016-INDUSTRIAL MACHIN, PLANTS, SERV.
UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONTACT LOCAL DISTRIBUTION OUTLETS/MANUFACTURERS REPS. WITH LISTINGS OF CANADIAN FIRMS INVOLVED WITH MATERIAL HANDLING PRODUCTS. REQUEST FEEDBACK ON WILLINGNESS TO FORM AN ASSOCIATION WITH A CAN. MANUFACTURER.

INCREASE CDN EXPOSURE TO THE N. E. MARKET-PLACE. INVITE CDN MFTRS TO N. E. TO MEET WITH THESE DISTRIBUTION OUTLETS.

PRIVATE CANADIAN EXPERTISE DIRECTLY TO THE LUMBER OUTLETS IN N. E. ALONG WITH THE SUPPLIERS OF THE LUMBER PRODUCTS.

HOPE TO INCREASE DIRECT PURCHASE TO THE CANADIAN MANUFACTURER OF FORK LIFT TRUCKS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 ORGANIZED PARTICIPATION BY PROVINCES AND COMPANIES TO N. E. CONSTRUCTION SHOW.

TWO PROVINCES AGREED TO PARTICIPATE WITHIN FEDERAL BOOTH SPACE ALREADY RESERVED.

QUARTER: 3 -----

QUARTER: 4 -----