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 : 604-DALLAS

005-COMM. & INFORM. EQP. & SERV UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

SUPPORT CANADIAN COMPANIES IN THEIR EFFORTS TO BECOME QUALIFIED SUPPLIERS/SUBCONTRACTORS FOR THE SPACE STATION PROGRAM BY WORKING CLOSELY WITH SPAR AEROSPACE AND THE CANADIAN INDUSTRY.

ENCOURAGE ACTIVE PARTICIPATION (6-8 COMPANIES) IN THE POST INITIATED/PST ORGANIZED SPACE TELECOM SHOW AND THE INSTRUMENT SOCIETY OF AMERICA SHOW.

SUPPORT CANADIAN COMPANIES IN NEW EFFORTS TO OVERCOME ACCESS PROBLEMS.

A SYSTEMATIC PROGRAM OF MAILINGS AND FOLLOW UP CALLS ON MAJOR EL-ECTRONICS, COMPUTER AND OFFICE MACHINE MANUFACTURERS. ANTICIPATED RESULTS:

EXPAND THE NUMBER OF CANADIAN COMPANIES SUPP-LYING NASA SUBCONTRACTORS.

INCREASED NUMBER OF LOCAL REPRESNIATIVES FOR CANADIAN COMPANIES. INCREASED SALES.

INCREASED SALES.

INCREASED SALES OF CANADIAN COMPONENTS. IDENTIFICATION OF POTENTIAL INVESTORS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

QUARTERLY RESULTS REPORTED: