

602 - CHICAGO

UNITED STATES OF AMERICA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

INVESTMENT DEVELOPMENT INFO BOOTH, THE ROBOTS XI SHOW, APRIL 28-30 '87. -INVESTMENT DEVELOPMENT INFO BOOTH, NATIONAL COMPUTER CONFERENCE, JUNE 15-18 '87. -'BUSINESS ACTIVITY FORMS' ON INVEST TRANSACTIONS. -SEMINAR 'COOPERATIVE TECH TRANSFER TO EXPAND MARKETING OPPORTUNITIES IN THE DAIRY PRODUCTS INDUSTRY' APRIL 8, 1987.

80 INVEST LEADS, 5 EXPORT SOURCING LEADS (RE SHOW REPORT, MAY 87). --APPROX. 30 INVEST LEADS, 5 EXPORT SOURCING LEADS (REPORT NOT YET FINISHED AND RESULTS STILL BEING ANALYZED). - SEE ATTACHED. - APPROX. 200 MEMBERS OF AMERICAN DAIRY PRODUCTS INSTITUTE INFORMED ON CDN TECH TRANSFER OPPORTUNITIES (RE SHOW REPORT, APR. '87).

QUARTER : 2

-IND'L DEV. INFO. BOOTH, AUTOMOTIVE PARTS AND ACCESSORIES ASSOC 'N (APAA) 24-27 AUG. '87
-IND'L DEV. INFO. BOOTH, FOOD & DAIRY EXPO, MCCORMICK PLAC, 26-30 SEPT. '87.
-SPEECH GIVEN IN CHCGO AT "FRANCHISING YOUR BUSINESS IN CDA" SEMINAR ORGANIZED BY LAVENTHOL & HORWATH, TORONTO. SEMINAR ATTRACTED APPROX. 20 POTENTIAL FRANCHISERS AND WAS ATTENDED BY REPS FROM DRIE/OTT & CANADIAN FRANCHISORS ASSOCIATION.

-SHOW GENERATED 22 INVESTMENT LEADS AND 27 EXPORT SOURCING LEADS.
-RESULTS NOT YET COMPILED. OUTSTANDING RESPONSE TO DATE IN TERMS OF INVESTMENT LEADS GENERATED.

QUARTER : 3

1) COOPERATIVE TECHNOLOGY TRANSFER SEMINAR, ROCKFORD, IL. NOV 19 '87. 2) AUTOMOTIVE INDUSTRY INVESTMENT SEMINAR, NOV 12/87. 3) 7TH ANNUAL MIDWEST ACCOUNTING AND BUSINESS MANAGEMENT TRADE SHOW.

1) REPORT PREPARED OUTLINING 38 INVESTMENT LEADS. 2) REPORT PREPARED OUTLINING 31 INVESTMENTS LEADS. 3) REPORT PREPARED OUTLINING 44 INVESTMENT LEADS.

QUARTER : 4

SUCCESSFUL IMPLEMENTATION OF INVESTMENT DEVELOPMENT INFO BOOTH AT DESIGN ENGINEERING SHOW (DES 88) 7-11 MAR 88 STAFFED BY CANADIAN ECONOMIC DEVELOPMENT SPECIALISTS.

DRIE OFFICIALS FROM QUEBEC, ONTARIO & NOVA SCOTIA AND ECONOMIC DEVELOPMENT COMMISSIONERS FROM ONT. AND MANITOBA STAFFED BOOTH. INVESTMENT LEADS APPROX. 60 WHICH WERE GENERATED ARE NOW BEING COMPILED IN A REPORT TO BE SENT TO THOSE WHO ASSISTED IN STAFFING.