

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

005-ADVANCED TECH. PROD. & SERV  
UNITED STATES OF AMERICA

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

ALL SUB-SECTORS

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| ESTABLISH WORKING RELATIONS WITH MASSACHUSETTS HI-TECH COUNCIL.  | INCREASE KNOWLEDGE OF CDN CAPABILITIES.                                      |
| HIRE NEW COMMERCIAL OFFICER  | BRING MORE DYNAMISM TO EXPORT PROMOTION IN THIS SECTOR.                      |
| IDENTIFY KEY PUBLISHERS FOR CANADIAN SOFTWARE COMPANIES.   | GET 4 CDN COMPANIES LISTED   |
| IDENTIFY JOINT-VENTURE OPPORTUNITIES FOR SOFTWARE COMPANIES.   | CONCLUDE 2 JOINT-VENTURES.   |
| PROMOTE MORE ACTIVELY CDN EXPORTS OF COMPUTER/PERIPHERAL EQUIP., INCLUDING INCREASED ATTENDANCE BY CDN CO'S TO MAJOR SHOWS IN N.E. | CONCLUDE 5 REPS. AGREEMENTS FOR COMPUTER/PERIPHERAL EQUIPMENT MANUFACTURERS. |

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TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

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| QUARTER: 1 A)COORDINATE CDN PARTICIPATION AT ELECTRO 88 IN BOSTON.<br>B)PARTICIPATE AT NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE. | A)37 CDN COYS EXHIBITED PROD & SERV. PARTICIPATION FUNDED THROUGH PEMD(GI).FOLLOW-UP TO BE MADE ON CONTACTS ESTABLISHED. B)10 CDN COYS PARTICIPATED. EACH COY WAS CONTACTED AT SHOW BY POST CO & FOLLOW-UP WILL BE MADE FROM CANADA. |
| QUARTER: 2 -----  |  |
| QUARTER: 3 -----  |  |
| QUARTER: 4 -----  |  |