External Affairs and International Trade Canada
Affaires extérieures et Commerce extérieur Canada

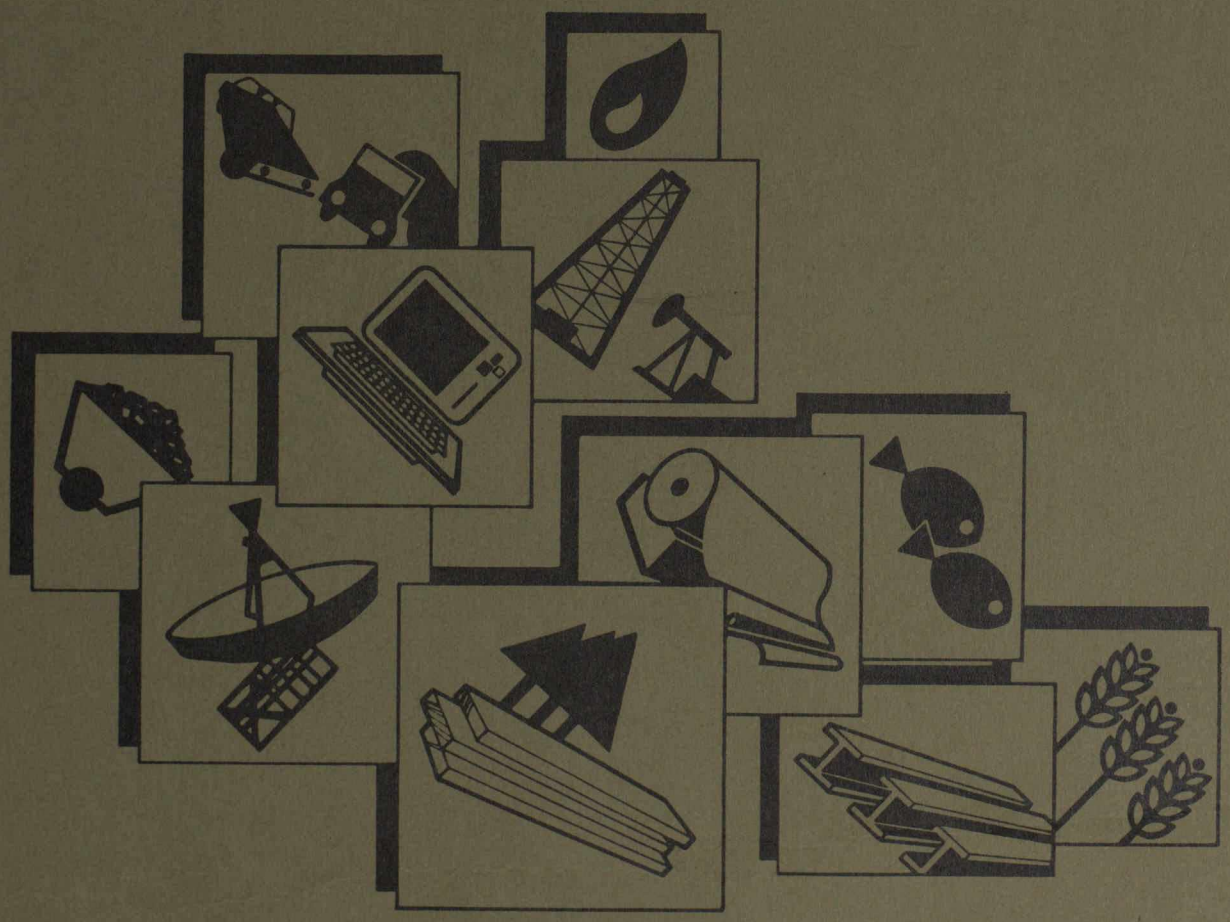
TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS

UNITED STATES
ÉTATS-UNIS

OCTOBER - DECEMBER 1989
(3rd QUARTER FY 1989-90)

OCTOBRE - DÉCEMBRE 1989
(3e TRIMESTRE, AF 1989-90)



APRIL 1990
AVRIL 1990

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report
October - December 1989

Following is the Activity Report for the quarter ending December 31, 1989. This report contains a synopsis of activities and results by sector and subsector reported by the missions in United States, matched against the proposed activities identified in their 1989/90 post plan. It also contains a report of special unplanned activities that took place during the report period.

The purpose of the report is to allow managers in Ottawa and abroad to monitor the progress of program implementation by comparing planned activities in priority sectors with reported quarterly activity highlights and results.

Readers will note that in some cases the section for post inputs for a particular quarter is blank. This occurs when the mission either has not yet undertaken any of the planned activities in that sector or has not reported activities in a sector identified as a priority in the post plan.

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités
Octobre - Décembre 1989

Voici le Rapport des activités du trimestre qui a pris fin le 31 décembre 1989. Le rapport contient un résumé des activités et des resultats déclarés par les missions aux États-Unis, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de missions de 1989/90. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

Ce rapport a pour but de permettre aux gestionnaires, à Ottawa et à l'extérieur, de surveiller les progrès accomplis relativement a la mise en oeuvre du programme, en comparant les activités planifiées dans les secteurs prioritaires avec les faits saillants et les résultats déclarées du trimestre.

Le lecture notera que, dans certains cas, les espaces prévus pour les renseignements provenant des missions ont été laissés en blanc. La raison en est soit que la mission n' a encore entrepris aucune des activités prévues pour ce secteur, soit qu'elle n'en a déclaré aucune dans un secteur indiqué comme prioritaire dans son plan annuel.

UNITED STATES
ETATS-UNIS

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :619-ATLANTA

004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	PREPARE DIRECTORY OF MARKETING REPRESENTATIVES IMPROVED ACCESS TO DEFENCE PRIMES	
	EST. WORKING GROUP FOR JOINT DEV'T OF TRAINING/SIMULATION INCREASED PARTICIPATION IN ARMY & NAVY TRAINING AND	SIMULATION PROJECTS
	CALLS TO MADE ON MILITARY COMMANDS IN TERRITORY UNCOVER NEW OPPORTUNITIES FOR PRODUCTION AND DEVELOPMENT	SHARING
	PREPARE BRIEF-US DEFENCE PRIME CONTRACTORS ON TRADE DOCUMENT RELIEVE IRRITANTS FOR MAJOR U.S.A. CONTRACTORS	(EG. E-SYSTEMS)
	WORKSHOP "HOW TO PREPARE PROF. DEFENCE CONTRACT PROPOSALS." REDUCE PRIME CONTRACTOR PROBLEMS IN DEALING WITH CDN	SUPPLIERS, THEREBY INCREASING CDN COMPONENT EXPORTS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	1. Meeting of Canada/U.S. Army Missile Command working Group. 2. Two officers attended Hitec '89	1. Established permanent Working Group to review projects for DDSA. 2. Interviewed approx 70 Cdn firms and working with 10 to develop manufacturers reps.
QUARTER: 2	1.Canadian Simulation and Training Devices Exhibition, Orlando. 2.Follow-up on MICOM Working Group meeting. \ conductivity with US Navy.	1.16 Cdn. companies demonstrated capabilities to USN and private sector. 2.Established program for 2nd MICOM WG meeting in Canada and for "Canada Day" at MICOM. 3.Project proposal being prepared.
QUARTER: 3	Post Officer accompanied CDN Marconi to Raytheon in Tn. and was successful in reversing refusal of Raytheon to let CDN Marconi on bidders list. Post officer took SCI Technology of Alabama on msn. to CDA and arranged meeting with CDN Marcon	CDN Mar. was second lowest bidder on contractfor USD$ 4.2 mil of printed circuit boards and will be in postion to bid on future buys.at Raytheon. AS result of meeting CDN Mar. has submitted bid to SCI on contract valued at USD$ 1.6.
QUARTER: 4	-----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :619-ATLANTA

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

APPAREL (CLOTH,FUR,SHOES) TEXT

FOLLOW-UP W/BUYERS WHO ATTENDED FEST OF CDN FASH.& MONT PRET
$20,000 EXPORT SALES

IDENTIFICATION OF AGENTS AND RETAILERS
$500,000 EXPORT SALES

IDENTIFICATION OF MAJOR RETAILERS
10% INCREASE IN SALES

IDENTIFICATION OF NEW AGENTS AND DISTRIBUTORS
10% INCREASE IN SALES

LETTER OF INVITATION TO VISIT CDN EXH AT SUPER SHOW ATLANTA

FURNITURE & APPLIANCES

FOLLOW-UP WITH MANUFACTURERS ASSISTED IN FINDING REPS 88-89
$1,000 EXPORT SALES

FOLLOW-UP W/BUYERS WHO ATTENDED TOR/MONT FURN MKTS IN 1988
$500,000 EXPORT SALES

CONTINUED CONTACT WITH CDN MANUFACTURERS AND REPS
ESTABLISH NEW BUYING CONTACTS

IDENT APPROP BUYERS IN THE MAJOR FURN RETAILERS IN TERRITORY
INCREASE MARKET FOR HOUSEHOLD 10%

RENEWAL OF CONTACTS W/STATE FURN SALESMEN'S ASS. TO IDENTIFY

SERIES OF CALLS ON SELECTED OFFICE FURNITURE DEALERS
INCREASE MARKET FOR OFFICE FURNITURE BY APPROXIMATELY 10%

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POST :619-ATLANTA

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 2	1.Sept 17-19/89 Montreal Pret 2.Sept 23-26/89 Atlanta Fall Gift Show	1.6 buyers from 2 co's attended show. Initial purchases $10K with non specific follow on 2. Two co's exhibited no bus reports to date
QUARTER: 3	1) Post Offcr recruited and accompanied 18 U.S. buyers to IIDEX'89 contract furn show in Toronto 2) Post Offcr visited exhibits of 40 Cnd coys at Intl Home Furnishings Marketing Assn show, High Point, NC. Reports submitted for both events.	1) U.S. buyers to IIDEX most impressed with show and report they will buy/specify US$ 12 million during 1990. 2) IHFM show exhibitors reported a flat market, but will sell over US$ 220 in 1990.
QUARTER: 4	-----	

REPT4D
90/04/05

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POST :619-ATLANTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Organized participation in CITEX 89.
2. Organized participation in TABES 89.

1. 20 exhibitors generated $110,000 in on-site sales, $4.1 million in estimated 12-month sales, 7 new reps and 302 sales leads.
2. 26 exhibitors recieved 391 sales leads and project sales of $3.029M over next 12 months.

QUARTER: 2 Recruited and organized two telecommunication trade shows-SETA in Nashville in Aug.89 and Land Mobile East Expo in Orlando in Sept. 89.
Recruited and Organized Incoming Telecom Buyers Mission to Toronto Telcomm Trade Show.

The business influenced from SETA was approx.Cdn $ 2.08 million and the BI form Landmobile was approximately the same.
The Incoming mission has resulted in approx. 46 new buying connections for Cdn. telcom firms.

QUARTER: 3 Recruited 8 CDN Coys for Caribecom 89 in San Juan, P.R. Oct. 89.Conducted extensive telephone and direct mail campaign for attendees.
Recruited 20 U.S. telecom buyers for incoming msn. to Toronto telecom show in Sept. 1989.

Caribecom89 resulted in C$7,920,000 in projected 12 month sales based on contacts at show. 3/3 distributor/Rep agreements concluded on site.
Tor. Telecom Buyers msn. resulted in projected 12 month sales of $20,837,000 plus C$105k onsite

QUARTER: 4 -----

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :619-ATLANTA

015-CONSTRUCTION INDUSTRY
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ORGANIZE & IMPLEMENT 3 PROMOTIONAL EVENTS TO EXPAND EX.SALES ACQUIRE SIXTY NEW CONTACTS (AGENTS, REPS, ETC.), ACHIEVE	DIRECT SALES OF $75,000 AND PROJECT I YR SALES $300,000.
IDENTIFY THE VARIOUS MARKETING/DISTRIBUTION CHANNELS IMPROVED COUNSELLING TO CDN BUILDING MATERIALS SUPPLIERS	SEEKING TO APPROPRIATELY MARKET THEIR PRODUCTS IN TERRITORY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 1.Prepared proposal for FLBMDA show, Sept.89, and commenced organization. 2.Commenced Canadian coy recruitment.	1.Proposal approved. 2.Contacted 30 coys: sent extensive info on Florida market, dealer and retailer contacts. 3.Recruited 2 coys, thus far.
QUARTER: 2 Participated in Florida Lumber and Building Material Dealers Assoc. Show, Orlando.	Six new companies introduced to market with projected 12-month sales of $1 million for 2 exhibitors (awaiting figures from other 4).
QUARTER: 3 1) No const.pdt. shows sponsored during OCT-DEC. 2) Post compiled list of possible buyers of Cdn products for post-Hurricane Hugo reconstruction. 3) Post Ofcr worked on seminar program & reception for Natl Assn Home Bldrs show, mid Jan'90.	1) Post Ofcr submitted proposal for Natl Rural Bldrs show in March 1990. 2) Cdn coys starting to contact potential US buyers of bldg materials 3) Excellent seminar program developed for presentation from 8:00 to 9:00 am 19,20,21 JAN 1990
QUARTER: 4 -----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :619-ATLANTA

001-AGRI & FOOD PRODUCTS & SERVICE
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
INTRODUCE IMPORTANT CO./PROV. GOV'T FROM MARITIMES INTO MKT	FL, GA MARKETS
ENHANCE EXPORTS OF SWINE, MEAT PRODUCTS AND PRODUCE TO PR,	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 ATTENDED/RECRUITED/ORGANIZED:	1-$1MILL.EST. SALES 6-SENDING 5 BUYERS
1-PULSE MISSION-P.R. 5-QUEBEC MIN. INTL	2-$2.8 MILL. EST. SALES, 10 CONTRACT AGREEMENTS.
2-FOOD/EQUIP.SHOW-P.R. AFFAIRS MISSION-P.R.	3-EXHIBITED PROD./LITERATURE FROM 5 CDN. COYS.
3-ATLANTA HOTEL/REST.SHOW 6-BUYERS WEST. CDA.	4-19 CDN. COYS., GOOD SALES EXPECTED.
4-FANCY FOOD SHOW-ATLANTA FARM PROG. SHOW	5-EXCELLENT RESULTS, WILL RETURN WITH A MISSION.
QUARTER: 2 1-AMER.MARINE TRADE EXPO	1-6 MILLION DLS. EST. SALES
2-FLORIDA RESTAURANT ASSOC.	2-14 COYS- EXCELLENT RESULTS
3-CDN. BIOTECH. CONF.(CANBIOCON) INCOMING MISSION	3-4 BUYERS, GOOD CONTACTS
QUARTER: 3 ASSISTED,ORGANIZED,RECRUITED AND/OR ATTENDED:	1-FORCAST 1.8 MILLION DLRS SALES/12 MONTHS
1-SEAFARE SE.	2-COOPERATED W/ORGANIZERS,PROVIDED 3 JUDGES,3 MEDALS AWARDED,ADVISED CDN WINERIES.
2-ATLANTA WINE FESTIVAL.	3-ENCOURAGED/SUPPORTED COYS IN FOOD/FISH SECTORS
3-MARKETPLACE 89	
QUARTER: 4 -----	

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :619-ATLANTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
CONTINUE TO BUILD "CONTACT" NETWORK BOTH CDN AND S.E. U.S.A. GET AN ADDITIONAL 200 CONTACTS AND ENTER INTO WIN, DIRECT	SALES $300,000
ORGANIZE & IMPLEMENT FIVE PROMOTIONAL EVENTS TO EXPAND SALES ACQUIRE 150 NEW CONTACTS (AGENTS, REPS, ETC.) ACHIEVE DIRECT	SALES $500,000 AND PROJECT ONE YEAR SALES OF $1 MILLION
UNDERTAKE BRIEFINGS (WORKSHOPS) AT POST BETWEEN US END USERS FIVE WORKSHOPS	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 1Recuited, Setup & developed Ontario Industrial Development Mission to Ga Tech.	1.5 Cdn Univs made contacts in Adv Materials & Adv Manufacturing & Environments For followup
2.Recuited, Setup & Developed P R Industrial Sho	2.10Cdn coys 3M Bus influn & 14 buying Connectin
3.Recuited, Setup & developed G T Mission to Cdn - Ottawa,Tnt,Hamilton,Downsview,Waterloo,Mtl,Hfx	3.10 GT Scientist met 17 Univs 40 agencies Gov.& 20 R&D contacts to build Alliances(262 cdns)
QUARTER: 2 1.AMERA CLIN CHEM SHOW JULY 89	1.IDP BOOTH,82 SE CONTACTS,5 CDN COYS-2.3M SALES
2.EASTERN CABLE TELEVISION SHOW AUGUST 89	2.8 CDN COYS-2.25M SALES,47 BUYING CONNECTIONS
3.BOBBIN EXHIB,WORKSHOPS,TOURS&INFO BOOTH SEPT89	3.28CDN COYS,80 CDN ATTEN,24 CDN-OVER 7M SALES
4.RECUIT FIBERTOUR SHOW OCT 89	4.HAVE 6 CDN COYS TODATE LOOKING FOR 2 MORE
5.RECUIT HUNTSVILLE MISSION NOV 89	5.EXPECT TO MATCH 12SE USA COY TO CDN COYS
QUARTER: 3 1.Participated in FIBER TOUR 89 Oct	1.7 Cdn coys develop 55 buy contacts-$2.8M sales
2.Led Huntsville Industry Mission to Ottawa Nov	2.8 HIM members met 52 Ottawa business contacts
3.Recuited & led HDTV Mission for Atlanta Conf	3.6 Cdn orgs. attended DARPA business market
4.Recuited & develop Environment Mission Glob 90	4.Recruited USA buyers to attend March Globe 90
5.Coordinated & develop Nexsus Mission NHB Show	5.37 Cdn Mfg coys will attend new market NHB Jan
QUARTER: 4 -----	

REPORT 4A
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :619-ATLANTA

Installation of Chancery Alarm Response System and officer familiarization with its operation.
Preparations for MINT visit in 4th quarter.

Preparations for HOM Meeting in WashDC in Jan 90.

Installation of COSICS equipment.

Five officers participated in Marketplace.

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :601-BOSTON

004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ELECTRICAL & ELECTRONIC	
NEW BULLETIN BROADER INFORMATION ON NEW ENGLAND MKT FOR CDA FIRMS.	
PROMOTE CDN ROLE IN ADI GAIN GREATER ACCESS TO USAF RAND D BUDGET	
COMPANY PROSPECTING IN WESTERN CANADA FIND 10 NEW FIRMS FOR MKT..	
FOLLOW-UP NB & ATL. DEF MISS W/INCOMING BUYERS MISSIONS ESTABLISH FIRM RELATIONSHIP FOR 10 COMPANIES IN MKT.	
AEROSPACE	
FOLLOW-UP TO SUB-CONTRACTORS II CONFERENCE BETWEEN $500,000 & $1 MILLION BUSINESS INFLUENCED.	
FOLLOW-UP TO NB DEFENCE MISSION INTRODUCE 3 NEW FIRMS TO MKT.	
START QUARTERLY DEFENCE REPORT PROVIDE MORE TIMELY INFORMATION TO CDN DEFENCE PRODUCT	EXPORTERS.
INCREASE FREQUENTLY OF VISITS TO PRIME DEFENCE CONTRACTORS PROVIDE MORE TIMELY INFORMATION TO CDN DEFENCE PRODUCT	EXPORTERS.
RECRUIT 10 NEW FIRMS FOR SUB-CONTRACTORS III CONFERENCE GENERATE 5 NEW BUSINESS RELATIONSHIPS.	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 - Commence Quarterly Defence Bulletin - Participate in ARMX/Hitech, RADC Industry Days - Followup with Natick (US Army) DDSA Working Group	- Reoriented Annual Defence Bulletin to more timely quarterly format. Produced & circulated bulletin to 500 Cdn firms. - Cochaired first Natick (US Army) DDSA working group meeting. Substantive contacts finally in process.
QUARTER: 2 1. Quarterly Defence Bulletin.	1. Produced and mailed to 500 Canadian suppliers.
QUARTER: 3 -----	
QUARTER: 4 -----	

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :601-BOSTON

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
PHARMACEUTICALS, BIOTECHNOLOGY		
	FOLLOW-UP W/NE PARTICIPANTS IN THE MTL URBAN COMMUNIBIOTECH. DETERMINE IF PROGRAM FORMAT IS SUITABLE FOR BIOTECHNOLOGY	COMPANIES FROM OTHER PROVINCES.
	BASED ON 88-89 MISSIONS, MEET WITH INTERESTED NEW ENGLAND ASSIST IN SUPPORTING ONE JOINT-VENTURE	
	DEVELOP GOOD WORKING RELATIONS WITH STAFF AT MASS. CENTRE IMPROVE SOURCE OF INFORMATION ON BIOTECH ACTIVITIES IN MASS.	
	DETERMINE NEED FOR MKT STUDY OF BIOTECH PROD IN NEW ENGLAND ASSIST TWO COMPANIES IN ESTABLISHING REPRESENTATION	
	CONTRACT FOR MEDICAL EQUIP MKT STUDY IN NEW ENGLAND UNDER IDENTIFY AREA OF PRIORITY FOR MKT DEVELOPMENT	
	ESTABLISH REPRESENTATION FOR CDN MEDICAL DEVICE COMPANIES CONCLUDE 2 REPRESENTATION AGREEMENTS	
	CONVINCE LGE GROUP BUY ORGANIZATION OF MEDICAL PROD/SERVICES GET 4 NEW CDN COMPANIES LISTED	

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	- Weeklong visit to Canada for new TDO to familiarize with Canadian potential.	- Planning begun for medical devices initiative later in the fiscal year.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :601-BOSTON

015-CONSTRUCTION INDUSTRY
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

BUILDING PRODUCTS

FOLLOW-UP N.S. NEBS MISSION TO BIG SHOW MAR/88 - 6 N.S. COMP MATERIALS.
ESTABLISH 5-6 NEW AGENTS OR DISTRIBUTORS OF N.S. CONST

FOLLOW-UP ATLA CNA NEBS MISS TO BUILD BOSTON EXPO IN NOV 88 MATERIALS
ESTABLISH 4-5 NEW AGENTS OR DISTRIBUTORS OF CDN CONST.

COMMISSION SURVEY OF NEW ENG. PRE-BUILT HOUSING MKT
INCREASE KNOWLEDGE OF MKT SIZE TO INCREASE CDN EXPORTS

PROMOTE PARTCIPATION OF NEBS MISSIONS TO NEW ENGLAND.
INCREASE BY 10-20 THE NUMBER OF CDN EXPORT COMPANIES.

EXPAND DISTRIB. OF INFORMATION ON TRADE SHOWS I.E. NORTHEAST
INCREASE VISIBILITY OF CDN COMPANIES & PRODUCTS.

ESTABLISH INFO BOOTH FOR NEW EXPORTERS, NORTHEAST CONST EXPO
INTRODUCE 6 NEW FIRMS TO NEW ENGLAND MKT & COLLECT MKT INFO.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1. NEBS Mission from Montreal to Burlington, Vt. 1. 17 companies introduced to market.
12 July

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :601-BOSTON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

COMPUTERS HARD/SOFTWARE & COMP

FOLLOW-UP W/11 CDN EXHIBITORS NORTHEAST COMPUTER FAIR OCT 88
ESTABLISH TWO DISTRIBUTION AGREEMENTS

IDENTIFY KEY PUBLISHERS FOR CDN SOFTWR COMPANIES
GET 4 CDN COMPANIES LISTED.

WORK W/BOSTON COMPUTER SOC TO HAVE CDN FIRMS DEMONSTRATE SOCIETY.
HAVE 3 CDN COMPANIES MAKE PRESENTATIONS AT BOSTON COMPUTER

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1. NEBS Mission in software sector from Montreal to Boston 12 September. 1. 17 companies introduced to market.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :601-BOSTON

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

APPAREL (CLOTH,FUR,SHOES) TEXT

FOLLOW-UP REPORTING ON 1988 CDN FESTIVAL OF FASHION
FOUR LOCAL STORES NEWLY BUYING CDN PRODUCTS

FOLLOW-UP REPORTING ON 1988 MONTREAL PRET
TWO LOCAL STORES NEWLY BUYING CDN PRODUCTS

PROM INCREASED PARTICIPATION BY INCOMING BUYERS IN CDN SHOWS
ADDITIONAL 20 FIRMS INTRODUCED TO CDN SUPPLIERS

JEWELERY & GIFTWARE

FOLLOW-UP 1988 NEBS COMPANIES
10 CDN COMPANIES BEGIN EXPORTING

FOLLOW-UP CDN CONPANIES IN TERRITORY 1988 TRADE SHOWS
5 CDN COMPANIES BEGIN EXPORTING

FOLLOW-UP ON TOUR OF N.S. CRAFTS
PROSPECT 5 COMPANIES FOR NEW ENGLAND MKT

CDN CRAFTS INCOMING SOLO MISSION JAN. 1990
EXPOSE 15 COMPANIES TO NEW ENGLAND MKT

FURNITURE & APPLIANCES

FOLLOW-UP US BUYERS TO IIDEX 1988
$3M SALES VOLUME

PROSPECT CDN FIRMS
INCREASE KNOWLEDGE OF CDN FIRMS

INCOMING SOLO CONTRACT FURNITURE SHOW - JAN. 1990
INTRODUCE 10 FIRMS TO MKT

EXPAND NUMBER OF US BUYERS TO IIDEX 1989
INCREASE SALES VOLUME FROM IIDEX

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90/04/05

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POST :601-BOSTON

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	- Organized 3 NEBS - one each from Halifax (24 firms), Quebec City (19 firms), and Charlottetown (15 firms), plus Quebec City mini mission (6 firms). - Sponsored 8 buyers to Montreal Furniture Show.	- Each NEBS multi sector with 80 p.c. of firms from consumer products, fish/food, or construct. - Mnctn reported that 65 NEBS firms to date have resulted in 24 firm's export sales of CDN $ 30,158,000.
QUARTER: 2	1. NEBS mission from Province of Quebec to Burlington, VT. 31 August.	1. 51 companies in foods introduced to market.
	2. NEBS Mission from Quebec City to Boston 24 September.	2. 6 companies introduced to market.
QUARTER: 3	-----	
QUARTER: 4	-----	

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :613-BUFFALO

001-AGRI & FOOD PRODUCTS & SERVICE
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

IN-STORE FOOD PROMOTION
INCREASED EXPOSURE FOR CANADIAN PRODUCTS AND INTRODUCTION OF NEW PRODUCTS.

NEW YORK STATE RESTAURANT SHOW
INCREASED EXPOSURE FOR CANADIAN PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1.Buffalo Solo Food Show, September 21, 1989.
2.Premier Food & Wine Promotion, July 1-5/89.
3.Hosted P.R.O.F.I.T. mission (Ontario) September 27-18, 1989.

1.45 companies participated in show, were new exhibitors.
2.Friendship Festival promotion resulting in Premier carrying six new wines, 14 new food prod
3.Educational/marketing-assistance, 16 companies

QUARTER: 3 1. New York State Restaurant Show - Rochester October 16-19, 1989

1. 17 Canadian companies exhibited, over 300 firm leads obtained. Estimated annual sales of $1.5 million.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :613-BUFFALO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

COMPUTERS HARD/SOFTWARE & COMP

ONGOING UPDATE OF MANUFACTURER'S REPS IN TERR FOR COMP SOFT LIST WILL GREATLY ASSIST PARTICIPANTS AT COMPUTER SHOW.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 Instrumentation Show, April 4, 1989, Buffalo.	Approximately 150 companies in attendance.
QUARTER: 2 Rochester Business and Computer Show, September 19-21, 1989.	12 companies participated in the Rochester Computer Show. A follow-up survey is presently being carried out. There were approximately 20,000 registrants.
QUARTER: 3 -----	
QUARTER: 4 -----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :613-BUFFALO

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Apparel NEBS, Quebec, June 14, 1989.
2. Montreal Furniture Market, June 18-21.

1.17 companies in attendance.Follow-up in 6 mos.
2.Sponsored 8 U.S. Furniture Dealers, $36,000.00 in sales.

QUARTER: 2 -----

QUARTER: 3 1. International Home Furnishings Market - High Point, North Carolina October 19-27, 1989
2. IIDEX'89 - Toronto November 9-12, 1989

1. U.S. Furniture Show featuring over 1600 exhibitors including some Canadian.
2. Show for Interior Decorators/Contract Design. 44 U.S. buyers attended under Consulate sponsorship. Show results are presently being assessed.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :613-BUFFALO

Planning Meeting w/ Niagara region Dvt. Corp. Re: Investment Seminar October 3, 1989.
Speech to Freight Forwarder Assn. of Southern Ontario -Welland, On October 5, 1989.
Buffalo World Trade Board Meeting to plan investment seminar October 12,1989.
Free Trade Seminar - Elmira, NY November 17, 1989

Polish Union Congress Meeting/Canadian Wine Promotion November 17, 1989
Presentation to Canadian Furniture Exporters November 28, 1989.
Printing Seminar - Toronto December 3-5, 1989.

International Aviation Show Symposium Meeting October 2, 1989.
Official Opening of Marine Midland Canada Banking Center October 15, 1989.
Panelist at CPA/CA Joint Canada/US Annual Meeting December 12, 1989.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :602-CHICAGO

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
APPAREL (CLOTH,FUR,SHOES) TEXT		
	FOLLOW UP TO PREV INITI, CONTINUE TO RESPOND TO TRADE INQUIR ACTION 30 CANADIAN/60 LOCAL INQUIRIES FOR MARKET	ASSISTANCE.
	ATTEND 10 APPAREL RELATED TRADE SHOWS TO ASSESS MKT TRENDS DEVELOP PROFILE OF BUYERS AND AGENTS AS NEEDED TO	DISTRIBUTE TO CANADIAN APPAREL MFG'S.
CULTURE INDUSTRIES		
	AS FOLLOW UP TO PREV INITI, CONTINUE TO RESPOND TO TRADE INQ ACTION 30 CANADIAN/15 LOCAL TRADE INQUIRIES.	
	IDENTIFY & RESEARCH ART GALLERIES LOCATED IN CHICAGO MINI GUIDE PROFILING CHICAGO GALLERIES (COMPANY CONTACTS	AND THEIR MERCHANDISING OPERATIONS).
	ATTEND CHICAGO INTERNATIONAL ART FAIR MAY 12-16, 1989 ENHANCED PROFILE OF CANADIAN CAPABILITIES.	
	ATTEND NEW ART FORMS EXPO, OCTOBER 1989. ENHANCED PROFILE OF CANADIAN CAPABILITIES.	
	CONSIDER MAKING PIPP PROPOSAL TO MOUNT NAT STAND AT AME LIB THREE DISTRIBUTORS APPOINTED.	
LEISURE PROD. TOOLS HARDWARE		
	HARDWARE MARKETING SEMINAR, TORONTO, FEBRUARY 1989 BETTER EXPORTER AWARENESS.	
	HOUSEWARES FREE TRADE SEMINAR FOR RETAILERS, JANUARY 1989 INCREASED RECEPTIVITY TO BUYING FROM CANADA.	
	INCOMING BUYERS TO CSGA, FEBRUARY 1989 INCREASED RECEPTIVITY TO BUYING FROM CANADA.	
	AD CAMPAIGN PHASE II - APRIL 1989, SPORTING GOODS 400 LEADS GENERATED FOR 6 COMPANIES.	
	MARKETING SEMINAR - SPORTING GOODS, MAY 1989 6 COMPANIES WILL MEET MAJOR US RETAILERS	
	HARDWARE MARKETING GUIDE IMPROVED EXPORTER AWARENESS.	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :602-CHICAGO

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

SPORTING GOODS MARKETING GUIDE
IMPROVED EXPORTER AWARENESS.

FURNITURE & APPLIANCES

FOLLOW UP TO PREV TRADE INITI, CONTINUE RESPOND TO TRADE INQ
ACTION 20 CANADIAN/10 LOCAL INQUIRIES.

REP. LOCATOR PROG TO MATCH CDN EXPORTERS W/AGENTS & DISTRIB.
7 NEW DISTRIBUTORS APPOINTED

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Montreal Furniture Fair - Mission
Identified new furniture buyers
Identified apparel buyers

Montreal Furniture - recruited 20 buyers.
Created company profiles on 49 furniture retail buyers, reps. and distributors.
Apparel - 12 new buyers/reps. registered w/post.

QUARTER: 2 -National stand, Hardware Show - 22 coys.
-National stand, Sporting Goods Show-18 coys.
-Wrote "Hardware Market in U.S." guide.
-Montreal Pret/CIWE Show/Incoming Buyers Mission
-IIDEX/Incoming Buyers Mission/Recruitment

-68 agents pending - Hardware,$1.5 M sales
-32 agents pending - Sporting Goods,$.12 M sales
-Distributed Hardware Guide.
-Recruited 5 buyers to attend.
-Identified 130+ buyers,architects,designers,etc

QUARTER: 3 1. Recruited companies for Intl.Housewares Expo.

1. 1400 sq.ft. exhibition space.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :602-CHICAGO

001-AGRI & FOOD PRODUCTS & SERVICE
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
MEATS & MEAT BY-PRODUCTS	
AS FOLLOW UP TO PREV INITI, WILL CONT TO RESPOND TO TRADE IN ACTION 10 CANADIAN/15 LOCAL INQUIRIES.	
SUPPORT LOCAL QUE OFFICE EXH AT AMER MEAT INSTIT SHOW, SEPT.	
SEMI & PROCESSED FOOD & DRINK	
INITIATE A SERIES OF ONE-ON-ONE MEETINGS W/INST FOOD DISTRIB DEVELOPMENT OF MINI-MARKET GUIDE; 10 OUT CALLS.	
FOLLOW UP TO PREV INITI, (FOOD PACIFIC 88 INTERVIEWS) ACTION 50 CANADIAN/100 LOCAL INQUIRIES.	
FOOD MKT INSTITUTE SHOW, 8 CO., NATIONAL STAND, MAY 1989 25 REP/BROKER AGREEMENTS NATIONALLY PROJECTED 12 MONTH	SALES 3 MILLION.
ASSESS LOCAL FOOD MKT TO DETER NECESS FORMAT FOR CREATING DEVELOPMENT OF IN-STORE RETAIL PROMOTION IN CHICAGO.	INCREASED PUBLICITY & VISIBILITY FOR CDN FOOD INDUSTRY.
IDENTIFY ALL TRADE SHOW OPPORTUNITIES HOSTED IN POST TERRIOT DEVELOPMENT OF COMPREHENSIVE REFERENCE MANUAL OF REGIONAL	AND NATIONAL ABOVE.
AGRICULTURE MACH,EQUIP,TOOLS	
AS FOLLOW UP TO PREV INITI, CONTINUE TO RESPOND TO TRADE INQ ACTION 12 CANADIAN/14 LOCAL INQUIRIES.	
REVISE FARM MACHINERY GUIDE OF 1985 PROVIDE CURRENT AND UPDATED INFORMATION RE INDUSTRY EVENTS	AND OPPORTUNITIES.
FOOD HANDLING,PROCESSING EQUIP	
AS FOLLOW UP TO PREV INITI, CONTINUE TO RESPOND TO TRADE INQ ACTION 30 CANADIAN/20 LOCAL INQUIRIES.	
SUPPORT QUE GOVT W/PROV EXHIBITS AT FOOD & DAIRY EXPO, 11/89 INCREASED PROFILE OF CANADIAN CAPABILITIES.	

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001-AGRI & FOOD PRODUCTS & SERVICE
UNITED STATES OF AMERICA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	Food Marketing Institute (FMI) - National Stand Nat'l. Restaurant Assn. (NRA) - National Stand Western Canada Farm Progress (WCFP) - Mission Identified institutional/retail fd. distributors	FMI - 6 Cdn exhibitors/on-site sales $90,000.00 Proj. sales $2 million/Serious inquiries 300. NRA - 11 Cdn exhibitors/on-site sales $4million Proj. sales $18 million/Serious inquiries 750. WCFP - Recruited 7 buyers. Registered 18 fd.cos.
QUARTER: 2	-Identify institutional food distributors. -Identify food brokers & food associations. -Update 1985 Farm Machinery Guide.	-Profiles available/20 foodservice distributors. -Profiles available/45 brokers-29 associations. -Farm Machinery Guide ready for publication.
QUARTER: 3	1. Identify additional and update existing institutional food distributors. 2. Identify food brokers,associations and events for Wisconsin and Missouri.	1. Profile 9 additional companies and provided year-end market intelligence for existing food distributors. 2. Profiled contacts for Wisconsin and Missouri. Increased overall territory contacts to 140.
QUARTER: 4	-----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :602-CHICAGO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
MANUFACT & MATERIAL PLANT,EQP.	
DETERMINE POTENTIAL FOR EQUIP & MACH & UNDERTAKE POST PRODUC IDENTIFICATION OF NEW MARKET OPPORTUNITIES AND 5 NEW	BUYER CONNECTIONS.
MAKE 12 OUTCALLS ON PUBLIC/PRIVATE SECTOR FIRMS-PROMOTE CDN 5 NEW BUYER CONNECTIONS	
DEVELOP LIST OF INTERESTED SALES AGENTS/DISTR FOR USE BY CDN INFORMATION FOR CDN EXPORTERS TO LEAD TO 6 NEW	REPRESENTATION APPOINTMENTS.
TOOLS & HARDWARE	
MODERATE RESPONSIVE WORKLOAD FROM TERRITORY FOUR BUYING CONNECTIONS.	
OTHER EQUIP,MACH NOT ELS SPE	
DEVELOP GUIDE TO MKT ENVIRON EQPT IN WI, ILLINOIS & MIS TERR INFORMATION FOR EXPORTERS TO USE FOR PLANNING & APPOINTING	REPRESENTATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -National stand at WasteExpo -National stand at PaintCon	-18 coys in natl.stand, sales $3.4M,projected 12.9M, 36 reps appointed. -10 coys in natl.stand, sales $600,000.,proj. $8M, 25 reps appointed.
QUARTER: 2 -Follow-up for Paint Con '89 trade show. -Follow-up for Waste Expo '89 show.	-Six Companies with newly appointed agents stemming from Consulate referrals. -Sales of $750,000 in addition to on-site sales reported as of 9/13/89.
QUARTER: 3 1.Graph Expo 89 - 7 coys exhibited 2.FABTECH 89 - 7 coys exhibited	1.$426,000 on site sales;1113 enquiries;4 agents 2.$16,500 on site sales; $9.8 projected sales; 680 enquiries
QUARTER: 4 -----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :602-CHICAGO

004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

PROD MKT OVERVIEW "DEFENCE PROC UPDATE" SUMMARY OF PROJ/EQPT
3 BUYING CONNECTIONS.

ELECTRICAL & ELECTRONIC

LIAISON CALLS ON MAJOR PURCHASERS
$3 MILLION INCREMENTAL SALES

COMPLETE UPDATE ON "HOW TO SELL TO US MILITARY AUTH IN MIDWE
10 AGENCIES/BUYING CONNECTIONS.

OTHER DEFENSE PROD & SERV.

CALLS ON IDENTIFIED BUYERS WITHIN GOVT & PRIVATE SECTOR
$ 500K IN INCREMENTAL SALES.

AEROSPACE

FOLLOW UP 1985 AIAC MISSION RESULTS
$3 MILLION INCREMENTAL SALES.

FOLLOW UP 1988 NTS MISSION
$2 MILLION INCREMENTAL SALES.

PARTICIPATE IN DEA/AVSCOM JOINT WORKING GROUP
$10 MILLION IN DDSA OVER 5 YEARS.

UPDATE SUBCONTRACTING LIST
3 BUYING CONNECTIONS.

INCOMING AVSCOM MISSION MAY 1989
3 NEW BUYING CONNECTIONS.

OUTGOING MISSION TO AVSCOM NOVEMBER 1989
2 NEW BUYING CONNECTIONS.

OUTGOING MISSION TO AVSCOM FEBRUARY 1990
2 NEW BUYING CONNECTIONS.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-AVSCOM Mission to HiTech, 1 company attended. -PRONAV Intl. presentation to AVSCOM re: cable warning system. -Diemaster presentation to AVSCOM on manufacturing technology.	-32 company interviews -Projected sales of $20 million. -Source approved for T53 engine shaft.
QUARTER: 2	-Participate in Canada/AVSCOM working group. -Report on prime contractors in St.Louis. -Update subcontracting list.	-$9 million in DDSP approved. -Report completed. -List updated.
QUARTER: 3	1. Follow-up 1985 AIAC Mission Results. 2. Follow-up 1988 NTS Mission to AVSCOM. 3. Outgoing Mission to AVSCOM in November 1989.	1. Litton received $2.4 million contract from McDonnell Douglas. 2. AVSCOM awaarded $2.5 million contract to Diemaster. McDonnell approved 2 Canadian bidders. 3. 24 coys participated. Interested in 32 items.
QUARTER: 4	-----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :602-CHICAGO

008-TRANSPORT SYS,EQUIP,COMP,SERV.
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AUTOMOTIVE		
	CONTINUE TO DEVELOP AGENTS, REPS & DISTRIBUTORS IN AFTERMKT IDENTIFY 15 NEW POTENTIAL AGENTS, REPS AND DISTRIBUTORS	FOR CDN COMPANIES.
	CONTINUE TO IDENTIFY KEY BUYERS IDENTIFY 12 NEW POTENTIAL BUYERS.	
	ONGOING DISTRIB OF POSTS "AUTO AFTERMARKET, MKTG GUIDE"	
URBAN TRANSIT		
	ST LOUIS LIGHT RAIL PROJ WILL GO TO BID ON CARS IN JUNE 1989 $ 36 M CAR ORDER.	
	CTA SUBWAY CAR PROCUREMENT $ 450 M ORDER.	
	CONTINUED REPORTING ON BIDDING PROCEDURES & FINANCING OF CTA	
MARINE INDUSTRIES		
	BUYERS TO TORONTO BOAT SHOW SALES OF OVER $ 500,000 FOR 3 CDN CO.	EXPANDED KNOWLEDGE OF CANADIAN POTENTIAL.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	Ongoing monitoring of RTA procurement of rail and subway cars.	Bids released June'89. Both UTDC and Bombardier will compete for both contracts. Projected sales $450M.
QUARTER: 2	-National stand, APAA show - 12 companies. -Ongoing monitoring of rail car purchases in Chicago and St. Louis. -Distributors for Canadian power boat exporters.	-21 agents pending appointment-APAA. -Bids released for CTA cars. $21 million buses sold to 2 cities in Wisconsin. -2 Cdn companies put in touch with potential distributors.
QUARTER: 3	1.Chcgo Transit Auth. rail car bid (232 cars). 2.St.Louis Light Rail project car bid (36 cars). 3.U.S. buyer to visit Hinterhueller Yachts, ONT	1.Bombardier was third after M-K and Matsui. 2.No Canadian supplier bid. Won by Siemens. 3.Orders placed value $70,000
QUARTER: 4	-----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :602-CHICAGO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
REVIEW CANADIAN SOURCING STRENGTHS UPDATED SOURCE MATERIAL.	
DETERMINE TERRITORY CO REQ. IN CONJ W/LOCAL HIGH TECH/ENVIR ABILITY TO MATCH LOCAL NEEDS WITH CDN SUPPLY FOR 5 CDN	COYS. NEW SALES OF $ 1M.
DISTRIBUTION OF NEW CDN CAPABILITY GUIDES TO US DISTRIBUTORS	
FOLLOW UP ON INTEREST GENERATED FROM ABOVE GUIDES OBTAIN DISTRIBUTORS FOR 10 CDN COYS WITH SALES OF $ 1.5	MILLION.
WORK WITH CHICAGO HIGH TECH GROUP TO IDENTIFY MARKET EXPORT OPPORTUNITIES FOR 6 CDN FIRMS.	
PROMOTE CDN SOURCING & JOINT VENTURE OPPORTUNITIES 3 NEW SOURCING CONNECTIONS 1 JOINT VENTURE.	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -National Stand at COMDEX	-35 companies in std. Sales $4.5M. Proj. $26.8M 9 dist. appointed, 180 potential dist. next yr.
-National Stand at Design Engineering Show (Computer hardware/software, instrumentation and flow process controls, CAD/CAM	-12 companies in std. Sales $110,000 Proj. $5.9M
QUARTER: 2 -Locate reps for Canadian exporters of PC components. -Distributors for Canadian hardware/software exporters.	-Three Canadian companies put in touch with local distributors/reps. -Two Canadian companies put in touch with distributors (software) in territory.
QUARTER: 3 1. Comdex Spring 89	2. Reported sales from followup - $100,000
QUARTER: 4 -----	

REPORT 4A
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :602-CHICAGO

Min.of State (Transport) Shirley Martin visit: 3 days of business calls, speeches and dinners.
Assisted Detroit in staffing trade info booth at Autofact (2 days).
Mailing promotion material for Canadian National Committee concerning Int'l. Dairy Congress, Montreal, 1990.
Reports on "U.S. Army's Manufacturing Technologies Program" and"Largest Defense Contractors in St.Louis". Sent to ITC's.
Attended Printing Industries Seminar, Toronto. Nov 3-5.

FTA Speeches:Radio Cntrl.Hobby/Toy Assn.;Am.Brush Mfrs.Assn; Am.Chain Wrhses,Inc.;Col.ofDuPage;US Dept.Comm;Il.Exp.Assn.
Reports on "Mining Industry in Missouri" and "High Tech Companies in Missouri". Sent to ITC's.
Report on "Prime Contractors in Illiois,Missouri,Wisconsin" Sent to ITC's.
Report on Fashion Industry/Key People in St.Louis. Will now initiate action.
National stand at NOPA featuring 6/6 Cdn. co's. On-site sales Cdn. $100,000. Projected sales Cdn. $2.3 million.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :603-CLEVELAND

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

GREAT LAKES INDUSTRIAL SHOW 11/89 (12 MONTHS).
THREE CANADIAN EXHIBITORS SALES $50,000 ON SITE $2MILLION

PRECISION CASTING AND MACHINERY 11/89

POLLUTION CONTROL EQUIPMENT
$15 M (12 MONTHS)

SME FINISHING SHOW
12 MONTHS PROJECTED SALES $3 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 A. Plastic Machinery Mission - Toronto
B. Great Lakes Industrial Show - Cleveland, OH
C. Casting Mission - PBURG, CLVND, DAYTN, CNATI
D. Finishing - '89

A. Rescheduled for January 1990.
B. Space for WIN demo booth allocated.
C. ISTC specialist has completed initial visit for cities which will be visited by mission in January 1990. D.

QUARTER: 2 Iron and Steel Exposition and Association of Iron and Steel Engineers(AISE) Annual Convention

Mission organized national stand. 21 companies exhibited at the stand and 10, independently. Event attracted 20,000 visitors. 4,000 visitors registered at the booth. Onsite sales totaled $5M & estimated sales over next 12 months $56M.

QUARTER: 3 A. SME Finishing Show

B. Pollution Control

C. Great Lakes Industrial Show

A. Organized national stand and hosted trade reception. Seven companies participated.
B. Organized Environment Technology Matchmaker. 12 Cdn and 12 US companies made up core of event
C. Information booth with 2 co-exhibitors.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :603-CLEVELAND

004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ABBOTSFORD AIRSHOW

USAF INDEPENDENT CONTRACTOR R & D REV.TEAMS VISIT TO CDN CO

DEFENCE MANUFACTURERS BUYERS MISSION

"HI-TECH 90" DEFENCE EXPORT CONFERENCE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 A. High Tech '89 - Ottawa
B. USAF ICR & D Onsite Review Team Visit - MONTL
C. Air Show Canada - Vancouver
D. USAF ICR & D Onsite Review Team Visit - Location TBA

A. Interviewed 44 companies, 5 of which have immediate potential in missions territory.
B. Team visited 3 coys. Opportunities for development contracts good. Coy invited to visit USAF
C. Mission is assisting in recruitment.

QUARTER: 2 Air Show Canada

Participated in event & recruited buyers for an incoming mission. Recruited two buyers for the show and established contact with a number of western Canadian manufacturers as well as officials of the B.C. Government.

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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001-AGRI & FOOD PRODUCTS & SERVICE
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SOLO FOOD SHOW - PITTSBURGH (1990)
$3 MILLION (12 MONTHS).

BRITISH COLUMBIA INCOMING WINE TOUR
$150,000 (12 MONTHS).

OHIO GROCER'S ASSOCIATION 10/89

FARM MACHINERY SHOW 2/90

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 A. Ohio Grocers Association Expo-Columbus, OH
B. National Farm Machinery Show-Louisville,KY
C. British Columbia Incoming Wine Mission-Pittsburgh, PA
D. Solo Food Show-Pittsburgh, PA

QUARTERLY RESULTS REPORTED:

A. Space confirmed & recruiting commenced by Pos t & OTT. B. Visited-will have natl stand in 1990 C. This was BC govt initiative but not followed thru. D. PBURG office worked w/Ontario govt at their recent solo show in Pittsburgh.

QUARTER: 2 A. Solo Food Show - Pittsburgh
B. British Columbia Incoming Wine Tour

Events A & B were held concurrently in two locations Kaufmann's Department Store and Joseph Horne's in conjunction with fashion shows featuring fur & leatherwear. Ten companies participated. See Special Activities #9.

QUARTER: 3 A. Ohio Grocer's Association

A. Organized Cdn Pavilion with 21 exhibitors & reception featuring exhibitors products. Twelve month sales projections total $1M.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :603-CLEVELAND

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

COLUMBUS COMPUTER SHOW 11/89

HI TECHNOLOGY MATCHING SEMINAR
$5MM (12 MONTH).

SOLO SOFTWARE FAIR
$6MM (12 MONTH).

INSTRUMENT SOCIETY REGIONAL SHOW
$2MM (12 MONTH).

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 A. Computer Show - Columbus, Oh
B. High Technology Matching Seminar, PBURG, PA
C. Solo Software Fair - Pittsburgh, PA
D. Instrument Society of America, Regional Show - Pittsburgh, PA

A. No participation.
B. Organized by PBURG office in conjunction w/ Ontario & Quebec Govt. Recruiting 10-12 coys in area of environ. tech eqpt. Date: October 2-3/89
C. Propose for next FY D. No participation.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :603-CLEVELAND

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	MONTREAL FURNITURE SHOW 6/89 10 GUESTS	
	TORONTO FUNITURE SHOW 1/90 10 GUESTS	
	SPORTSMAN SHOW 3/90 25 EXHIBITORS	
	IIDEX 11/89	

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	A. Montreal Furniture Show B. International Interior Design Exposition, (IIDEX) - Toronto C. Toronto Furniture Show D. Canadian American Sports Show - Cleveland, OH	A. Recruited 27 buyers. Onsite sales totalled $130,000. B. Recruited 14 agents & several rep agreements were made. C. Recruited 6 buyers, 2 of which added Cdn lines. D. Had a Cdn Pavillion & recruited 7 Cdn participants.
QUARTER: 3	International Interior Design Exposition-IIDEX	Participated in USA buyers mission to IIDEX. Recruited 10 buyers for mission.
QUARTER: 4	-----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :603-CLEVELAND

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

OHIO HOSPITAL ASSOCIATION SHOW
4 CANADIAN EXHIBITORS

SAFETY EQUIPMENT EXHIBIT

SOLO MEDICAL SHOW 04/89
15 EXHIBITORS. 12 MONTH SALES PROJECT $1 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 A. Greater Cleveland Hospital Association Expo.
B. Ohio Hospital Association Show - Columbus, OH
C. Safety Equipment Exhibit - CNATI, OH
D. Solo Medical Show - Pittsburgh, PA

A. Coordinating with ISTC for NEXUS-type mission
B. No participation.
C. No participation.
D. postponed until next FY

QUARTER: 2 Ohio Hospital Association

In lieu of the Ohio Hospital Association, the mission participated in the Greater Cleveland Association Health Care Expo with an information booth and literature display. Introduced the products of 48 manufacturers via the display.

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

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1. Participated in eastern and western tours of Marketplace.
2. Participated in the printing seminar held in Toronto.
3. Participated in the International Utilities Show, held in Louisville Kentucky.
4. Organized the Ambassador's visit to Columbus, Ohio.
5. Hosted a reception for 200 contacts to mark the Consulate's 25th anniversary.
6. Completed a special 2 year wine promotion. Inniskillin Winery has received permission to sell to the Pennsylvania Liquor Control Board, the largest wine purchaser in the U.S.
7. Participated in the Common Defence Conference, held in Washington. Counselled 25 firms on doing business with USAF
8. Participated in IEEE symposium, held in Dayton on future avionics requirements.
9. Participated in DESC industry day, held in Dayton.
10. Participated in TIP Orientation meetings held in Ottawa.
11. Participated in NRC industrial biotechnology conference in Montreal. Advised 10 firms on how to business with USAF.
12. Participated in annual Electronic Warfare conference, held in Washington. Met with 6 firms regarding USAF bidding

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :604-DALLAS

008-TRANSPORT SYS,EQUIP,COMP,SERV.
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	CALLS ON OFFSHORE DRILLING CONTRACTORS TO BE MORE OF THESE ACTIVITIES & ENCOURAGE THEM TO USE CDN PRODUCTS.	
	CALLS TO THIRD COUNTRY PROCUREMENT OFFICES TO ENCOURAGE CDN SOURCING.	

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	1.Offshore Technology Conference Houston, Texas May 1-4, 1989	1.The Honourable John Crosbie attended conf. and spoke at keynote session. There were 31 Cdn exhibitors and 5 provincial govts. in attendance Reception organized by the Consulate had approx 500 attendees.
QUARTER: 2	1.Began preparations for the Workboat Show, New Orleans, LA, Nov. 30-Dec. 2, 1989.	1.Began arranging hotel accommodations and badge registrations for the show.
QUARTER: 3	1)GSA/NEXUS Trade Mission (Fire Fighting Equip) 2)Recruited companies for and organized a national stand at the Work Boat Show in New Orleans.	1)Mission took place Nov. 8-10/89. 10 Cdn manuf. 4 distributors and 1 mfr. rep. appointed. 2)30 Cdn. coys participated $84,000 business booked at show with 1 yr. projection of $7.7M. 486 serious leads were received at the show.
QUARTER: 4	-----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :604-DALLAS

004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ELECTRICAL & ELECTRONIC		
	DEFENCE MARKET STUDY	
	COMMAND BRIEFINGS RAISE AWARENESS OF CDN DEFENCE INDUSTRIAL BASE AND CCC.	
	DEFENCE COMPONENTS SHOW - DALLAS GENERATE $10 MILLION IN DEFENCE ELECTRONIC SALES.	
	ARMAX/HITECH OTTAWA (INCOMING MISSION) GENERATE $10 MILLION IN CDN DEFENCE SALES TO THE U.S.	
	INFOMART - SATELLITE OFFICE NEW PROPOSAL	
OTHER DEFENSE PROD & SERV.		
	DEFENCE MARKET STUDY DEFINE MARKET PREPARATORY TO DEVELOPMENT OF A COMPREHENSIVE	PROGRAM.
	COMMAND BRIEFINGS RAISE UP DEFENCE PERSONNEL AWARENESS OF CDN DEFENCE	INDUSTRIAL BASE & CCC.
	DEFENCE COMPONENTS SHOW - DALLAS GENERATE $2 MILLION IN OTHER DEFENCE SALES.	
	ARMAX/ HITECH OTTAWA [INCOMING MISSION] GENERATE $1 MILLION IN CDN DEFENCE SALES TO SOUTHWEST	
	INFOMART - SATELLITE OFFICE NEW PROPOSAL	
AEROSPACE		
	DEFENCE MARKET STUDY RAISE AWARENESS OF POTENTIAL AEROSPACE MARKET IN THE U.S.	
	ABBOTSFORD AIRSHOW MISSION [INCOMING] RAISE US DEFENCE PERSONNEL AWARENESS OF CDN AEROSPACE	SUPPLIERS.
	DEFENCE COMPONENTS SHOW - DALLAS GENERATE $10 MILLION IN DEFENCE AEROSPACE COMPONENT SALES.	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :604-DALLAS

004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AEROSPACE

ARMAX/HITECH OTTAWA (INCOMING MISSION)
GENERATE $10 MILLION IN CDN DEFENCE SALES TO THE U.S.

COMMAND BRIEFINGS SUPPLIERS.
RAISE U.S. DEFENCE PERSONNEL AWARENESS OF CDN MILITARY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 1.Complete two defence missions in the Southwest.	1.3 missions were completed: Electronic; Electro-Optic; Ontario Electronic Component Suppliers. Combined RFQ's, direct sales and other contracts awarded exceed $5 million to date.
QUARTER: 2 1.Meetings with key personnel at Tinker AFB-OK Dir. of Comp. Advocacy, Procn & Engineering. 2.Meetings with GSA Director, Ft. Worth re future GSA Missions from Canada. 3.Airshow Cda, Vancouver, BC - August/89	1.Accomplished - Aug. 3/89. 2.Accomplished - Sept. 8/89. 3.Organized successful mission to show. Tinker & Kelly AFB's & 3 US primes represented. US partic reported good Cdn sourcing opport. & attendance.
QUARTER: 3 1)"Command Briefings" - Nov. 13-16/89 Tinker AFB, Oklahoma City & Kelly AFB, San Antonio, TX. 2)Assisted in preparation and follow-up in Cda's participation in AVSCOM CASL held in Corpus Christi, TX Nov. 28-29/89.	1)Briefings on Cda/US Def. Sharing Arrangement and role of CCC to Commanding Generals, Competition Advocacy, Procurement & Engr. 2)25 Cdn coys generated an est. $3 million in subcontracts for helicopter spare parts.
QUARTER: 4 -----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :604-DALLAS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ARMAX/HITECH OTTAWA [INCOMING MISSION] GENERATE $10 MILLION IN TELECOMMUNICATION SALES TO THE	SOUTHWEST.
COMMAND BRIEFINGS RAISE U.S. DEFENCE PERSONNEL AWARENESS OF CDN SUPPLIERS.	
INFOMART - SATELLITE OFFICE NEW INITIATIVE	
CDN COMPONENTS SHOW - DALLAS GENERATE $10 MILLION IN TELECOMMUNICATIONS SALES TO THE	SOUTHWEST.
SOFTWARE MISSION [OUTGOING] TO DALLAS GENERATE $5 MILLION IN CDN SOFTWARE SALES.	
DEFENCE COMPONENT SHOW-DALLAS. GENERATE $2 MILLION IN COMPUTER SOFTWARE SALES.	
ARMAX/HITECH OTTAWA [INCOMING MISSION] GENERATE $5 MILLION IN CDN COMPUTER/SOFTWARE SALES TO THE	U.S.
INFOMART - SATELLITE OFFICE NEW PROPOSAL	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 1.Prepare and submit a proposal to External Affairs to establish the CAN TECH showroom at Infomart and obtain all costs and activities associated with this project.	1.The first draft of the formal CAN TECH proposal was completed along with project costs and overall management objectives.
QUARTER: 2 1.Networld '89 Dallas, Texas September 12-14, 1989	1.Generated over 50 sales leads from participa tion at Networld '89, which will generate an estimated $5 million in sales of computer network systems and equipment.
QUARTER: 3 Staffed and assisted in the preparation and follow-up of Cda's participation in NATA/UNICOM national stand held Dec. 5-8/89 at Infomart in Dallas.	15 Cdn. telecommunication coys participated generating 869 sales leads, $129,000 in on-site sales with projected further sales of $7,460,000 and 21 distributor/representative arrangements.
QUARTER: 4 -----	

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AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :604-DALLAS

001-AGRI & FOOD PRODUCTS & SERVICE
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	DEVELOP A PROFILE/DATA BASE OF LOCAL DISTR REPS IN TERRITORY ENCOURAGE NEW DISTRIBUTION FOR CDN PRODUCT IN OTHER PARTS OF	TERRITORY.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	1.Organize PPP Exhibit for 3i Agricultural Mchy Show in Garden City, KS (April 89) 2.Recruit distributor/agents to attend West.CDA Farm Progress Show in Regina, Sask(June 89). 3 Organize PIPP Exhibit for TRGA Show (June 89).	1.11 CDN exhibitors in CDN Pavilion&12 others at 3i show. Reported 12 months sales >$500,000. 2.12 distributor/rep recruited for WCFP.10 new agency agreements pending. 3.13 cos. product displayed,sales pending
QUARTER: 2	1.Recruit distributor/agents to attend Western Canada Farm Progress Show in Regina, Sask.	1.11/11 buyers attended the Show and reported that several distributor agreements were made. Projected 12 month sales have been estimated at approx. 1.25 million (US).
QUARTER: 3	1)Prepared official program for Agribition Executives to visit Houston and Ft. Worth and meet with prospective invitees to the Western Cda Agribition, Sask (Nov. 25-30/89) & liaise with US industry associations.	1)10-15 buyers attended the show. Very positive comments received from attendees.
QUARTER: 4	-----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :604-DALLAS

1)Completed printing of a businesscard format listing of Cdn US Free Trade and Customs contacts for public distribution.
2)Completed four sector market studies as part of an internship program between SMU and the Dallas Consulate.
3)Attended National Energy Strategy Hearings in Houston and reported on proceedings.
4)Commenced organization of a defence "Build to Print" initiative with the AIAC.
5)With ISTC, organized a mtg in Ottawa for the Micro Computing Consortium(MCC) to meet potential Cdn participants
6)Assisted Alta Econ Dev/Mass Transit Consortium in marketing to Houston Metro Authority ($67M potential).
7)Completed consultant study of "Word Search" (Char string recognition) software to compliment the WIN local database.
8)Recruited 22 companies to attend IIDEX '89, Toronto. Hosted debriefing dinner with all attendees present.
9)Organized incoming mission from Baylor University to Ottawa University in follow-up to Canbiocon '89.
10)Participated in organizational meetings in preparation for Economic Summit, Houston.

REPT4D
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AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :605-DETROIT

008-TRANSPORT SYS,EQUIP,COMP,SERV.
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AUTOMOTIVE		
	PRODUCTION AND PUBLICATION OF QUARTERLY NEWSLETTER TO INFORM CANADIAN INDUSTRY OF MISSION ACTIVITIES & VIEW-	POINTS PERTAINING TO THE AUTOMOTIVE SECTOR
	CLOSE LIAISON WITH APMA OF CANADA PROMOTE THE MARKETING EFFORTS OF CDN PARTS PRODUCERS	
	ENHANCE RELATIONS BETW SR. GOV'T OFF & AUTO CO. IN TERRITORY BETTER UNDERSTANDING OF U.S. INDUSTRY CONCERNS.	
	ANNUAL APMA OF CANADA DIRECTORS' MEETING IN DETROIT PROMOTE IMPORTANCE OF U.S. MARKET TO APMA MEMBERS.	
	LIAISON WITH UNIVERSITY OF MICHIGAN, DEPT. OF TRANSPORT BUILD A WORKING RELATIONSHIP WITH THIS PRESTIGIOUS BODY AND	SHARE WITH THEM A CDN PERSPECTIVE OF THE AUTO INDUSTRY.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	Attended Annual Apma of Canada meeting in Toronto.	Met with many parts producers and manufacturers and promoted the aspect of being able to assist them with market intelligence and manufacturers representatives in our territory.
QUARTER: 2	Attended University of Michigan Automotive Management Seminar in Traverse City, Michigan.	Liaised with executives (both U.S. and Cdn) of auto industry who were in attendance at seminars. Promoted the capabilities of Canadian parts industry to U.S. automotive purchasing community (Extensive report submitted).
QUARTER: 3	a) Organized the APMA Regional Directors Meeting where Amb. Burney addressed group. b) Also organized U.S./Canada Customs seminar.	124 people attended the APMA function from the auto parts & assemblers community. There were 109 people in attendance at the Customs Seminar. Both functions afforded an excellent forum to network & discuss items of mutual concern.
QUARTER: 4	-----	

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :605-DETROIT

004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	CONTACTS AT COMPANIES INVOLVED IN U.S. MILITARY PRODUCTION INCREASED SUBCONTRACTING OPPORTUNITIES FOR CDN COMPANIES	
	I.D. & RECOMMEND POTENTIAL INT. DEV. PROJECTS ADDITIONAL OPPORTUNITIES FOR CDN PARTICIPATION IN U.S. R & D	PROJECTS & SUBSEQUENT PRODUCTION.
	INCREASE AWARENESS OF DDSA, OPSA AND CDN INDUSTRIAL CAPAB. ADDITIONAL SALES OPPORTUNITIES.	
	PROGRAM TO EXHIBIT CDN VEHICLES PRODUCT & TECHNOLOGY ENHANCED AWARENESS OF CDN PRODUCTS & CAPABILITIES. AD-	DITIONAL JOINT DEVELOPMENT POSSIBILITIES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2	General Dynamics Land Systems Division Bidders Conference, Troy, Michigan.	Discussions with Canadian company representatives in attendance. Introduction of company reps to GDLS personnel and to program office Abrams Tank System.
QUARTER: 3	a) Participation in AUSA Conf,WSHDC,16-18 Oct.; b) Visit to NAC, NWSC & defence industries in Indiana, Dec. 89.	a) Met with Cdn exhibitors & visitors, explored subcontracting opportunities with U.S. prime contractors; b) Toured facilities & explored opportunities for Cdn contractors & subcontractors.
QUARTER: 4 -----		

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POST :605-DETROIT

001-AGRI & FOOD PRODUCTS & SERVICE
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	SOLO FOOD SHOW - DETROIT INTRODUCE CDN SUPPLIERS TO DISTRIBUTORS, WHOLESALERS AND	BROKERS AND FOOD STORES IN TERRITORY.
	WINE PROMO AT ANNUAL ASSOC FOOD DEALERS ASSOC BROKERS,HOTEL 3 NEW WINE PRODUCTS INTRODUCED INTO TERRITORY.	
	7 INFORMAL PRES OF FOOD PROD TO AGENTS IN DETR W/SIMILAR PRO INCREASED PROFILE OF PROCESSED FOODS AND ENTRY OF 8 NEW	PRODUCTS.
	SOLO FOOD SHOW - INDIANAPOLIS INTRODUCE CDN SUPPLIERS TO ASSOCIATED DEALERS IN	INDIANAPOLIS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	Visited National Restaurant Association Show in Chicago and assisted with National Stand.	Made contact with 25 Canadian companies, recruiting for Great Lakes Michigan Show and had opportunity to gather market intelligence
QUARTER: 2	Wong Wing Foods of Montreal, Quebec held luncheon at Consulate General for selected buyers.	Introduction Wong Wing to Farmer Jack's, A & P Supermarkets Buyers. Potential distribution to 170 plus stores in state of Michigan.
QUARTER: 3	Recruited & organized national stand at the Michigan & Great Lakes Food Service Show, Lansing, Michigan, October 15-16, 1989.	-11 Cdn cos fielded 300 plus serious inquiries. -A possible six agents were appointed -Estimate on-site sales of $100,000 -National Stand won Best Booth competition.
QUARTER: 4	-----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :605-DETROIT

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
ADDRESS STATE CHAPTERS OF ELECTRONIC REPRESENTATIVES ASS. FIND ADDITIONAL QUALIFIED LINES OF DISTRIBUTION FOR CDN CO.	
SEMINAR IN ANN ARBOR ADDRESSING INVEST & JV OPPORT. IN CDA DRAW 2 TO 3 VIABLE INVESTMENT LEADS FROM THE HIGH-TECH	COMMUNITY SURROUNDING U. OF M.
FINALIZE AGREE TO COVER DATA SHARING & REPRES RIGHTS IN N.AM TECHNICAL DATA SHARING BETWEEN 2 NATIONAL TRADE ASSOCIATIONS	AND AN AGREEMENT OF JOINT REPRESENTATION.
FOLLOW-UP PLANT VISITS WITH U.S. FIRMS INV. WITH SUBCON. CON BETTER UNDERSTANDING OF SPECIFIC SOURCING REQUIREMENTS.	SOURCING ASSIS. PROV. BY CONGEN 6-7 BUYING CONTRACTS MADE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 Organization of major trade show Autofact including mailings to territory, mailings to Canada, solicitations to potential partners.	Located rep for Canadian company. Other rep requests on-going into 3rd quarter.
QUARTER: 3 -Sponsored two MTC breakfast briefings; -20x40 booth at Autofact (CIM related products) five Cdn companies cost-shared/participated. Autofact reception at Post 130 guests attended.	-Increased Post mandate at MTC events. -Autofact, two agency agreements signed.
QUARTER: 4 -----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :605-DETROIT

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANVASS OF AUTOMOTIVE PLANT PURCHASING SECTOR FOR QUOTATIONS PROJECT.
NOTICE OF NEW REQUESTS AND REQUIREMENTS FOR MAJOR EXPANSION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 SME International Expo info booth provided opportunity for WIN Export demo and sourcing services promotion.

Established contact with six firms very interested in sourcing components in Canada. On-going rep search for tool & die and manufacturing shops.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :605-DETROIT

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
PROMOTE & REVIEW CDN PRODUCTS AT NATIONAL SPORTING GOODS ASS NEW AGENCY AGREEMENTS - I.E. EXPANDED REPRESENTATION FOR CDN	PRODUCTS.
DEVELOP NEW PROGRAM FOR CDN PRODUCTS - INTRODUCTORY DAYS CREATE PROFITABLE OPPORTUNITY FOR CDN CONSUMER PRODUCTS TO	PENETRATE.
CONTINUE TO UPGRADE CONTACTS IN TERRITORY MAINTAIN CURRENT LEVELS OF CONTACTS FOR INCOMING MISSIONS &	MARKET INTELLIGENCE FOR NEW EXPORTERS.
DEVELOP MARKET STUDY ON RETAIL TRADE IN TERRITORY	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 -----	
QUARTER: 3 1) Hosted solo show for In-line Systems Furniture of Toronto at Congen. 2) Recruited 17 dealers & interior designers to attend IIDEX shows in Toronto.	1) 30 designers and specifiers attended to view products. 2) Resources were used to Charter Bus so Post could increase buyers quota.
QUARTER: 4 -----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :605-DETROIT

Hosted visitors from ISTC/GSTM on visitations to Rockwell
& Chrysler Corp.to discuss market opportunities in Cda/U.S.
Clark/UTD and Colfer/UTW Visit.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :606-LOS ANGELES

004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ELECTRICAL & ELECTRONIC		
	CONTINUATION OF LOCAL CO. INDUSTRY VISIT PGM. ADVISE INDUSTRY OF CANADIAN CAPABILITY & PROGRAMS.	
	SUB-CONTRACTOR CONFERENCE INTRO MAJOR PRIME CONTRACTORS.	
	INCREASE LOCAL REPRESENTATION	
	MAIL-OUT OF INDUSTRY VENDOR ACTIVITIES. INTRO MAJOR PRIME CONTRACTORS.	
OTHER DEFENSE PROD & SERV.		
	DDSP PROJECT WITH USAF SPACE DIVISION "FOCUS" $14M DEVELOPMENT CONTRACT AS CANADIAN SHARE. DOWNSTREAM	PRODUCTIONS ESTIMATE $200M PLUS.
	COMMAND BRIEFING TO NOSC/INDUSTRY VISITS AWARENESS OF DDPS OPPORT. BY U.S. DEFENCE AGENCIES LEADING	TO SHARED DEV. PROJ. & SUBSEQUENT PRODUCTION CONTRACTS.
	BRIEFING ON DDSP TO NAVAL WEAPONS CTR., CHINA LAKE	
	BRIEFING ON DDSP TO BALLISTIC MISSILE OFFICE(NORTON AFB)	
AEROSPACE		
	DIRECT MAIL PROGRAM TO MAJOR U.S. FIRMS INCREASED AWARENESS OF SUPPLIERS	
	UPDATE OVERVIEW REP OF US CONTACTS & MAIL TO CDN EXPORTERS INCREASE CANADIAN AWARENESS	
	IMPROVE P.C. USE & USEFULLNESS MORE INTELLIGENT USE OF EXISTING RESOURCES	
	REFINE CONTACT LIST & SOFTWARE ENHANCE UTILITY & ACCURACY	
	SECTOR/SUB-SECTOR MARKET STUDY CLEARER GUIDELINES FOR CANADIAN EXPORTERS	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :606-LOS ANGELES

004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AEROSPACE

UPDATE OVERVIEW OF CDN COMPANY ACTIVITIES
INCREASED POST & PRIME AWARENESS OF CDN ACTIVITIES

INCREASE LIAISON WITH LOCAL CHAMBERS
IMPROVE STATISTICS BANK

ENCOURAGE CANADIANS TO USE MORE LOCAL REPS
IMPROVE CAPTURE RATIO

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1-Attend S.A.E. Aerotech '89 in Anaheim, and evaluate for viewpoint of future attendance.

1-Show is still marginal to unsatisfactory. Next year's venue returns to Long Beach and perhaps a brighter future.

QUARTER: 3 1.Organization & attendance at Underseas Defence '89 San Diego
2.Visit to Air Force Space Technology Center to review potential DDSP projects

1.Show was of marginal value. Poor attendance. Recommend to delete from '90 program.
2.Project outline and priorities passed to Ottaw for action and DDSP funding.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :606-LOS ANGELES

001-AGRI & FOOD PRODUCTS & SERVICE
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
SOLO FOOD SHOW LOS ANGELES - 25 FIRMS	IN THE EVENT.
DEVELOP BROKER REPRESENTATION FOR THE 25 FIRMS PARTICIPATING	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 1.Natural Foods Expo West	1.8 Cdn coys exhibited, 3 possible agency reps.
2.Arizona Retail Grocers	2.6 Cdn coys exhibited, 3 appointed brokers.
3.Montreal Furniture Market	3.11 buyers invited, 3 agency agreements confirm
QUARTER: 2 1-Western Restaurant Convention & Exposition	1-12 Cdn firms participated,7 agency agreements
Info Booth with Cdn manufacturers	12 mos sales estimated US$ 1.3 mil.
QUARTER: 4 -----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :606-LOS ANGELES

008-TRANSPORT SYS,EQUIP,COMP,SERV.
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1
1-Meeting w/ local rep of UTDC Toronto in bringing bi-level car to S. CA for demonstration.
2-Continous liaison with local transit propertie re inclusion of Cdn suppliers in purchasing.

1-Will finalize details of visit next quarter.
2-UTDC is included in bid for rail car for Century line extension.

QUARTER: 2
1-Liaison w/ UTDC&TGI(Bombardier)re:support & participation in November Transit Seminar.
2-Participated Automotive Service Equipment Show Visit Japanese plants-source port/dealer program
3-Meet w/local reps-urban commuter rail projects

1-Orange Cty is dev.plans for commuter rail & & people movers. UTDC&Bombardier in seminar/Nov.
2-Strong interest by Honda,Mazda,Toyota,Nissan Mitsubishi to consider Cdn parts & accessories.
3-Met with local reps of Canadian exporters.

QUARTER: 3
1.SEMA/AI '89 with 14 Cdn exhibitors (automotive
2.Continued liaison with Japanese Transplant for port/dealer programs
3.Meeting with Orange County Transit officials re interest in ALRT and TGI

1.Exhibitors reported sales over 12 mos $4 M
2.Resulted in export sales agreements with Mazda/Honda/Toyota.
3.Firm plans for O.C. officials to inspect ALRT in Vancouver in March 1990

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :606-LOS ANGELES

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 1-Organize a software mission to CA & help arrange for distribution.
2-Federal Computer Conference Trade Show.
3-Society for Advanced Materials Trade Show.
4-CANEXPO '89 Trade Show.

1-CANEXPO '89 Software mission made up of 29 Cdn firms, visited Santa Clara and Long Beach.
2-10 Canadian companies participated.
3-5 Canadian companies participated.
4-5 aerospace companies participated.

QUARTER: 2 1-Assist Cdn participation in Desktop Presentation Graphics Conference(DPG),July 11-13, 1989.
2-Follow up with enquiries from CANEXPO'89. Provide lists of potential agents.
3-Recruit attendees for Cdn Biotec Mission Nov89

1-Three Canadian firms did very well in acquiring market intelligence & distrib channels
2-450 new buying connections/$270 M in on-site sales/2 regional & 1 national distr. agreement.
3-Met research org. & local Biotech companies.

QUARTER: 3 1.Assisted in devising marketing strategies for Canadian firms attending COMDEX '89

1.$200M in on-site sales

QUARTER: 4 -----

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POST :606-LOS ANGELES

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	IDENTIFICATION OF LOCAL AGENTS AND DISTRIBUTORS GENERATE QUALIFIED DATA BASE OF INTERESTED U.S. COMPANIES	
	MAGIC (MENS APPAREL) 89/90/91 CANADIAN EXHIBITORS	
	SOLO WOMEN'S APPAREL SHOW'89 CANADIAN EXHIBITORS	
	REP SEARCH RESIDENTIAL FURNITURE IDENTIFY 10-15 REPRESENTATIVES WHO HAVE AN INTEREST IN	CANADIAN LINES.
	REP SEARCH MENS AND BOYS APPAREL IDENTIFY 10-15 REPRESENTATIVES WHO HAVE AN INTEREST IN	CANADIAN LINES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2	1-Montreal Pret, Incoming Mission	1-7 buyers attended/initial orders of US$8,000. 12 months sales estimate of US$100,000.
QUARTER: 3	1.MAGIC Show,10 Cdn companies exhibited 2.IIDEX, 42 buyers attended 3.Furniture NEXUS Mission, 5 Cdn firms	1.$87,500 on-site, 1M over 12 month sales 2.3 mos.activities, 1.3M in sales, 10M over 12 months 3.$32,500 on-site, $700,000 over 12 month sales
QUARTER: 4 -----		

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :606-LOS ANGELES

009-FOREST PRODUCTS,EQUIP,SERVICES
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

IDENTIFY PROSPECTIVE BUSINESS

CONTACTS IN TERRITORY (SAN DIEGO, ARIZONA)

ASSIST WITH IMPLEMENTATION OF FEDERAL MKT PROG. FOR SHAKES

UPDATE 1981 STUDY ON OPPORT. IN TERRITORY FOR VALUE

ADDED WOOD PRODUCTS

SOUTHERN CALIFORNIA HOME & GARDEN SHOW (AUGUST)

SOUTHERN CALIFORNIA BLDG IND. ASSOC. TRADE SHOW (NOV.)

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 1-Assist w/ implementation of $21M Federal Market program for cedar shakes & shingles.
2-Promotion of Spruce-Pine-Fir lumber.
3-Identify scope for intro of wood products.
4-Building stone (granite, marble, slate).

1-On behalf of Fraser Valley Producers met with L.A. gov't officials to exempt "Certi-Guard".
2-Assisted COFI in supplying materials.
3-NEXUS mission for wood components for FY89/90.
4-CDN stone & tile considered for Walker&Zanger.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :618-MINNEAPOLIS

001-AGRI & FOOD PRODUCTS & SERVICE
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 WESTERN CANADA FARM PROGRESS SHOW, INCOMING BUYERS MISSION

RECRUITED 15 BUYERS

SOLO FOOD AND BEVERAGE SHOW, MAY 16, 1989

43 CDN FIRMS PARTICIPATED IN SOLO FOOD SHOW, 450 ATTENDEES, $2 MILLION SALES, ALTA. BEEF PROMO.: 3 FIRMS PARTICIPATED, 20 ATTENDEES, $200,00 SLS.

QUARTER: 2 National Stand at Husker Harvest Days, Sept. 12-14, 1989, Grand Island, NE. Follow-up: Solo Food and Beverage Show, Alberta Beef Promotion. Investigate new markets in territory.

20 Cdn. Ag. Equip. co's participated in Natl. Stand. Assisted AB beef packers in becoming well established in market with initial sales of $250,000. Participated in NE Retail Grocers Assoc. Show, Omaha, Sep. 11-12, 1989.

QUARTER: 3 Exhibited at Northern Farm Show with an info. booth November 28-30, 1989.

Provided information of Canadian manufacturers of agricultural equipment.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :618-MINNEAPOLIS

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP ON MN NURS./LANDSCAPE SHOW; CDN. GIFT SOLO SHOW. REPT. ON LOCAL GIFT MARKET MAILING TO LOCAL GIFT REPS.

CREATED CATALOG OF CDN NURSERY SUPPLIERS. HELD CDN GIFT SOLO SHOW-11 FIRMS. RPT. ON LOCAL GIFT INDUSTRY AND MAILING TO LOCAL REPS.

MONTREAL FURNITURE SHOW, JUNE 18-21, 1989.

RECRUITED 8 BUYERS FOR MONTL FURNITURE SHOW. ATTENDED FURNITURE WEST SHOW (VNCVR).

QUARTER: 2 Follow-up: Vancouver Furniture West Show exhibitor; Montreal Furniture Show attendee. Apparel NEBS Mission; semi-annual mailing to fashion retailers; Incoming Buyers Mission to C.I.W.S.

Assisted Furniture West with July market-3 Cdn. firms participated, on agent established. Sales of $50,000. Apparel NEBS Mission (11 partic.). Mailing to 50 fashion retailers; recruited 5 buyers to C.I.W.S.

QUARTER: 3 I.B.M. to Canadian Intl. Womenswear Show.

Sponsored 5 buyers to CIW Show (Montreal). Met with 12 new apparel retailers in Nebraska.

IIDEX Contract Furniture Show, Toronto, Ont.

Recruited 34 buyers for IIDEX trade show with estimated results of $5 million.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :618-MINNEAPOLIS

004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECRUIT TEN PERSONS TO ATTEND DEFENCE SUB-CONTRACTORS CONFERENCE III IN TORONTO, ONTARIO. CONFERENCE WAS RESCHEDULED TO 1990 DATE.

QUARTER: 2 -----

QUARTER: 3 Coordinate defence mission to Twin Cities of Cdn. companies from provinces of Manitoba and Alberta. Group visited FMC Corp., Unisys, Honeywell Underseas Sys. and Honeywell Armament Sys. Div. and DCASMA. Participants enthusiastic about future sales possibilities. Now in follow-up phase.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :618-MINNEAPOLIS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATE IN MIDWEST ELECTRONICS EXPO, COORDINATING CANADIAN PRESENCE.

SHOW BROKE ATTENDANCE RECORDS WITH CANADIAN EXHIBITORS INDICATING THEIR COMPANY OBJECTIVES WERE MET.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :618-MINNEAPOLIS

Resignation of Consul General, Oct. 27, 1989 resulted in
S.T.C. becoming Acting H.O.M.
Increased agitation by No. Dak. against Cdn exports of durum
wheat has increased post involvement in this trade issue.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :608-NEW YORK, CONSULATE GENERAL 004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ELECTRICAL & ELECTRONIC	
IDENTIFY,INTRODUCE & SUPPORT CDN COMP WITH CAPABILITY TO IF PROPER MATCH IS OBTAINED BUSINESS IN RANGE OF US $110 M	OVER 3-6 YR PERIOD WILL BE GENERATED.
CONT TO CALL ON SR. MILITARY & CIVILIAN OFFICIALS[IN PARTIC IMPROVED ACCESS OF CDN COMPANIES TO KEY DECISION MAKERS	
WORK WITH THE CDN COMM CORP&CECOM,FORT MONMOUTH TO ENSURE CDN COMP WITH APPROPIATE TECH WILL BE WELL PLACED TO RECEIVE	BID SETS,THUS BECOMING AWARE OF NEW OPPORTUNITIES.
UNDER AUSPICES OF NEW ESTAB WORK GROUP AT ARDEC,PICATINNY INCREASE PARTICIPATION OF CDN FIRMS IN R & D PROJ AT ARDEC	LEAD TO CONTRACT AWARDS IN RANGE OF $5M IN NEXT 5 YEARS
WORK WITH CECOM PROCUREMENT DIRECTORATE TO INDENTIFY 20 COMP BUDGET FOR SPARES IS QUITE SUBSTANTIAL & ONE CAN ANTCIPATE	BUS. IN THE RANGE OF US$3M CLD BE GENERATED OVER 3YR PERIOD.
AEROSPACE	
CONT LIAISON PROG WITH LOCAL DEFENCE CONTR TO PROM BENEFITS NEW BUSINESS OPPORTUNITIES WITH U.S. PRIMES	
PARTICIPATE IN HIGH TECH CONF TO PROVIDE GUIDE TO NE EXPRTRS NEW BUSINESS OPPORTUNITIES WITH U.S. PRIMES	
IDENT. & ACTIVATE A PROG OF LIAISON VIS.;AMONG 2ND TIER DEF. EXTEND MKT POTENTIAL FOR CDN DEFENCE PARTCIPANTS BEYOND TRAD	-ITIONAL PRIME CONTR LEVEL.
MONITOR AWARDS & ENCOURAGE RECIPIENTS OF MAJ NEW CONTR TO INCREASE PARTICIPATION BY CDN FIRMS IN NEW PROGRAMS	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -Coordinate U.S. Army Communications Electronics Command (CECOM)/Defence Development Working Group Meeting, May 31-June 2, Ottawa. -Met with reps. of TDP & Toronto regional office to plan Subcontractor Conference III.	
QUARTER: 2 A.F.C.E.A. Trade Show, Fort Monmouth (Defence Electronics Sub-Sector)	Introduced three new companies to C.E.C.O.M. buyers and engineers

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :608-NEW YORK, CONSULATE GENERAL 004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 3	a) Attended a CECOM Working Group Meeting for U.S./Canada defence product development. b) Started recruitment for Subcontractors Conference III.	a) Discussed projects; made follow-up plans for radar deception and night vision projects. b) Will fill quota of buyers from U.S. defence prime contractors.
QUARTER: 4	-----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :608-NEW YORK, CONSULATE GENERAL

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
APPAREL (CLOTH,FUR,SHOES) TEXT	
FOLLOW-UP & EVALUATE CDN PARTICIPATION IN THE INT KIDS FASH $100,000 ON SITE SALES WITH PROJECTION OF $750,000. TWO NEW	AGENT AGREEMENTS
FOLLOW-UP & EVALUATE CDN PART'N IN THE SOURCE AMERICA PRIVAT THREE BUYING CONNECTIONS	
FOLLOW-UP & EVALUATE CDN PARTICIP. IN THE PRIVATE LABEL EXPO FIVE NEW BUYING CONNECTIONS	
BUYER MISSION FROM N.Y. TO DESIGNER LEATHER APPAREL EVENT TWO NEW BUYING CONNECTIONS. HEIGHTEN AWARENESS OF HIGH	QUALITY FASH LEATHER APPAREL RESOURCES IN CDA TO US MARKET.
DISSEMINATE & INPUT ON POST DATABASE-A]200 NEW US CONTACTS BUILD UP LOCAL CONTACT BASE TO PROVIDE POTENTIAL LEADS &	CONTACTS TO CDN MFG INTEREST IN THE NY MKT.CONT TO ESTABLISH
FURNITURE & APPLIANCES	
CONT TO HELP NEW EXPRTRS FIND THE RIGHT REP. IN THIS MARKET. INCREASE SALES OF CDN RESIDENTIAL FURNITURE BY APPROX 10%	
MAINTAIN GOOD WORKING RELA'NS W/THE IMP BUY IN THE LARGE ABLE TO INTRODUCE NEW PRODUCTS IN THIS VERY COMPETIVE MKT	PLACE BECAUSE OF PERSONAL CONTACTS WITH BUYERS
ONGOING PROGRAM OF EXHIBIT FURNITURE IN CANADA ROOM TWO NEW EXPORTERS WILL INTRODUCE PRODUCTS IN THE CANADA ROOM	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 Cougar USA (wholly-owned subsidiary of Susan Shoe Industries, Ont.) reception/promotion at Congen celebrating 5 year anniversary of Cougar USA. Funded by company and organized by Post.	Event was very successful for company, drawing 130 business contacts (buyers, distributors and media) both new and established.
QUARTER: 3 a) Coordinated Canadian Pavilion and Fashion Shows at International Kids Show. b) Three day presentation at CON GEN for Ma Poupee Inc. c) Recruited 31 buyers and attended IIDEX `89.	a) Canadian exhibitors reported substantial sales and established buying connections. b) Successfully introduced company to NY market. c) This was the largest group from NY to attend annual event.
QUARTER: 4 -----	

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :608-NEW YORK, CONSULATE GENERAL 005-ADVANCED TECH. PROD. & SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
COMPUTERS HARD/SOFTWARE & COMP	
COMPL A MKT INTRO PACKAGE TO FACILITATE NEW CDN COMP ENTRY INCREASE CONFIDENCE LEVEL OF NEW CDN SOFTWR EXPRTRS & THERE-	FORE THEIR PROBABILITY OF SUCCESS.
COMP PROJ DELINEAT SALES REPS/DIBTRIB BY PROD/MKT THEY COVER FACILITATE QUICKER&CLOSER MATCH BETWEEN US REPS/DISTRIB& CDN	SUPPLIERS
COMP ADD TO OUR BASE OF CONTACTS WITH SALES REPS/DITRIB. INCREASE PROBABILITY OF SUCCESS THROUGH ENLARGED UNIVERSE	OF MEANS OF SALES COVERAGE
BETTER UTILIZED WIN/COSICS TO INDENTIFY MORE CDN SUPP OF BRODEN BASE OF CDN SOFTWR ENTREPRENEUR WISHING TO ENTER THE	NY CITY MARKETS
INVESTIGATE IDENTIFICATION OF HARDWR/SOFTWR USERS ALONG WITH PROVIDE INDENTIFICATION OF A POTENTIAL CUST BASE FOR CDN	SUPPLIERS
IDENT.&EVALUATE APPLICABLE TRADE SHOWS/SEMINARS, ETC. FOR INCREASE MKT OPPOTRUNITIES FOR CDN SUPP THROUGH GREATER	MARKET EXPOSURED OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 In support of Micron Security Products,Edmonton, Alberta, & 8 other Cdn participants, we attended the International Security Conference & Expo (ISC EXPO), Javits Convention Center, New York, August 29 - 31, 1989.	Very valuable international buyer/distributor contacts were made by MSP as well as all the other Cdn participants. This major int'l show is accelerating in participation and attendance. CNGNY should sponsor new Cdn exporters in 1990.
QUARTER: 3 a) National stand at INFO Management Show with 8 Canadian exhibitors. b) National stand at UNIX Expo followed by reception (8 Canadian exhibitors).	a) Canadian exhibitors had 400+ quality leads - projected 12 months sales $3.25 million. b) Excellent contacts made - projected 12 months sales - $1.2 million.
QUARTER: 4 -----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :608-NEW YORK, CONSULATE GENERAL 002-FISHERIES,SEA PRODUCTS & SERV.
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
FISH & SHELLFISH & OTHER PROD	
FISHERIES RECEPTION WILL BE SCHEDULED FOR 89 & BE FUND PROV. INTRODUCTION OF 8 NEW PRODUCERS TO WHOLESALERS/IMPORTERS	
CALLS WILL BE SCHEDULED REGULARLY ON POTENTIAL OUTLETS IN NY TO OBTAIN 3-5% MORE SALES VOLUME.	
SURVEY FOR UNDER-UTILIZED SPECIES OF FISH WILL BE UNDERTAKEN RESULTS WILL DEPEND ON SPECIES AVAILABLE & REACTION OF	BUYERS
SEPERATE SEAFOOD MKT SURVEY ON BEHALF OF N.S. DEPART OF FISH MORE BUSINESS CONTACTS & ADDITIONAL 5% INCREASE IN SALES	VOLUME FOR NOVA SCOTIA PRODUCERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 -----	
QUARTER: 3 a) Participation in the New York Seafood Show. b) Schedule outside calls on food brokers and others.	a) Although some useful contacts were made, the show was a reflection of the poor state of the seafood industry. b) Inquiries passed on to appropriate suppliers in Canada.
QUARTER: 4 -----	

REPORT 4A
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :608-NEW YORK, CONSULATE GENERAL

National Stand at Chem Show (4 days) 10 Canadian exhibitors.
Projected 12 months sales-$12.8 million.
Two trade visits to Bermuda, one to accompany Consul
General.(12 days total)
The Senior Trade Commissioner spent 3 weeks in Ottawa on a
CIDA promotion board.
Four post officers spent total of six weeks at Marketplace `

Princeton Officer attended TIP briefing in Ottawa (3 days).

Officer participated in "Trade Shows Made Profitable"
Workshop (Toronto).
National Stand at Design Engineering Show (10 Canadian
companies). Projected 12 months sales-$6 million.
National Stand at International Maritime Show (8 Canadian
companies). Projected 12 months sales $5.5 million.
Officer attended Printing Seminar in Toronto sponsored by
External and Canadian Printing Industry Assn.(3 days)
Mailed 1,500 brochures to retail buyers to support Canadian
exhibitors at THE EXCLUSIVE (menswear show).

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :610-SAN FRANCISCO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
COMPUTERS HARD/SOFTWARE & COMP	
CONTINUED QUALIFICATION OF CDN REPS TO ASSIST CDN FIRMS WITH MORE LOCAL REPS AWARE OF CDN FIRMS,THERE WILL BE MORE	LOCAL EXPOSURE FOR CDN PRODUCTS.
MEET W/PROC OFF OF MAJOR COMPUTER MFRS IN SILICON VALLEY SALES	
CANEXPO SOLO SHOW TO INTRO CDN FIRMS TO LOCAL PARTNERS SALES	
DISCUSS SOURCING OPP FOR CDN FIRMS W/SUBSID OF LARGE LOCAL SALES	
OTHER ELECTRONICS	
DEVELOP CONT & MANU ON HOW TO USE OEM,VAR,RETAIL DISTRB FOR MORE CDN SOFTWARE CARRIED BY U.S.A. VENDERS	
NEWSLETTER	
DISTRIBUTION AGREEMENTS SIGNED	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 -----	
QUARTER: 3 -----	
QUARTER: 4 -----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :610-SAN FRANCISCO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
COMPUTERS HARD/SOFTWARE & COMP	
CONTINUED QUALIFICATION OF CDN REPS TO ASSIST CDN FIRMS WITH MORE LOCAL REPS AWARE OF CDN FIRMS,THERE WILL BE MORE	LOCAL EXPOSURE FOR CDN PRODUCTS.
MEET W/PROC OFF OF MAJOR COMPUTER MFRS IN SILICON VALLEY	SALES
CANEXPO SOLO SHOW TO INTRO CDN FIRMS TO LOCAL PARTNERS	SALES
DISCUSS SOURCING OPP FOR CDN FIRMS W/SUBSID OF LARGE LOCAL	SALES
OTHER ELECTRONICS	
DEVELOP CONT & MANU ON HOW TO USE OEM,VAR,RETAIL DISTRB FOR MORE CDN SOFTWARE CARRIED BY U.S.A. VENDERS	
NEWSLETTER	
DISTRIBUTION AGREEMENTS SIGNED	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 -----	
QUARTER: 3 -----	
QUARTER: 4 -----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :610-SAN FRANCISCO

004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ELECTRICAL & ELECTRONIC	
DEVELOP BETTER CONTACTS W/BUYER IN THE VALLEY. U.S. DEFENCE WITH BETTER UNDERSTNDING OF LARGE BUYER NETWORK, POST CAN	BETTER ASSIST CDN EXPORTERS.
DEVELOP BETTER CONTCATS W/BUYERS IN CO & UT (TRW ELECTRONIC) AS ABOVE, & WORK W/CPYS TO MEET "INDUSTRIAL BENEFITS" OBLI-	GATIONS.
FURTHER EXPAND RELATIONSHIP W/FMC CORP IN SAN JOSE TO MEET SALES IN FABRICATED PRODUCTS	
DEVELOP BETTER CONTACTS W/MCCLELLAND & HILL AFB'S INCREASED SALES & EXPAND CDN DEFENCE PRODUCTS SOURCED	
UPDATE/EXPANSION OF CALIF BASED LOCAL REPS OF CDN DEF & ADV. EXPAND SCOPE OF EXCELLENT RESOURCE BOOK FOR US DEFENCE PRIME	CONTRACTORS.
DEV POST TERR NEWSLETTER TO IDENT NEW CDN DEF PROD & LOCAL TO EXPAND/EXPLORE MARKET OPPORTUNITIES THEREBY IDENTIFYING	NEW SALES
PURCHASE OF DATA QUEST MILITARY MARKET INFORMATION SERVICES GIVE UP-TO-DATE MARKET INFORMATION TO IDENTIFY NEW OPPORTU-	NITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 Hill AFB Mission Canada/Seminars & Facilities Tours 16-30 Sept 89	Met w/over 120 Cdn Defense products mfrs. Follow-up will be on 3/6/12 mo schedule w/onus on Cdn manufacturers to begin source approval process.
QUARTER: 3 -----	
QUARTER: 4 -----	

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :610-SAN FRANCISCO

008-TRANSPORT SYS,EQUIP,COMP,SERV.
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
URBAN TRANSIT	
RE-ACQUAINT HONOLULU RAPID TRANSIT OFF & OTHER INTER PARTIES HRT EXPECTS TO CALL TENDERS SEPT 89.PROP TO BE SUBMITTED ON	PERFORM NOT SPEC BASIS,W/CONSID.DISCRETION TO DECISION MAKER
POSITION CDN TRANSIT CONS TO BE SELECTED AS MUNIS CASTRO-EMB CDN SPECIFIER INCREASES LIKEHOOD SEL CDA BEING SELECTED	CONTROLS SUPPLIERS
MONIT PROGRESS ON HI-SPEED RAID CORRIDOR(LA TO SACREMENTO) RAIL CARS AND COMPONENTS COULD TOTAL C$150 M	
BOLSTER BART'S INTEREST IN SELTRAC SEL CANADA WILL REVIEW BART'S PRESENT SIGNALLING, & SHOULD	SUBMIT PROPOSAL.
MAKE PRESENT W/AND EDC OFF TO AS MANY HONOLULU RAPID TRANSIT HRT WILL CALL TENDERS IN SEPT88 ON PERFOM NOR SPEC.BASIS,	LEAVING CONSIDERABLE DISCRETION TO DECISION MAKERS.
FOLLOW-UP UTAH TRANSIT AUTH'S TOUR OF LIGHT RAIL PROPERTIES RELYING ON SOLID PERSONAL RELATIONSHIP ESTAB.W/MOST PARTIES,	HOPE TO INSURE CDN PARTICIPATION.
ATTEND MEETINGS IN THE BAY AREA REGARD.EXPAN.OF BART SERVICE DISTRB.INFO TO VEHICLE CONTROL MFRS. ATTEMPT TO REPLACE	FRENCH SUPPLIER OF BART CARS.VALUE:C$320M
SUPPORT CONTRA COSTA COUNTY'S INVESTIGATION OF TRANSIT ALTER FAMILIARITY W/CDN COYS WILL BE ESTABLISHED.	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 Contra Costa County Transportation authority (CCCTA)mission to Portland /Vancouver to review light rail.	CCCTA was impressed w/Cdn rolling stock. Testimonials by operators very convincing. CCCTA officials will use contacts from trip as sources in future.
QUARTER: 3 -----	
QUARTER: 4 -----	

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POST :610-SAN FRANCISCO

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
APPAREL (CLOTH,FUR,SHOES) TEXT	
MEET WITH TORONTO APPAREL MFRS - FOLLOW UP WITH LOCAL REPS ASSESSMENT OF PRODUCT FOR SPECIFIC MKT. MEETINGS ARE TO ASC-	ERTAIN INDIVIDUAL CO COMMITMENT TO EXPORT TO TERRITORY NOW.
APPAREL REP LOCATOR MISSION TO TERRITORY - 8-12 COMPANIES NEW AGENT APPOINTMENTS WITH PROSPECTS FOR .3M-.7M ANNUAL	SALES WITH 2 YEARS PER COMPANY
CULTURE INDUSTRIES	
WESTERN VISUAL MERCH SHOW,SFRAN,MAR 18-21/89 CDN PAVILLION INITIATE SALES FOR APPROX.8 MFRS IN FOLLOWING YR.(MOST SALES	AFTER SHOW)TO EQUAL 3 MILLION FIRST YR.
WESTREN VISUAL MERCH SHOW,SFRAN-MAR 25-28/90 FAIR PARTICIP. 50% OF COYS SUCCESSFUL INITIATING &/OR FURTHERING SALES INTO	WSTRN U.S.& INTRO TO EASTERN ACCOUNT WHO VISIT W.COAST SHOW
LEISURE PROD. TOOLS HARDWARE	
CONTINUE PUBLISHING SPORTING GOODS - REPSEARCH (IN-HOUSE) NOTIFY REPS, DISTRIBUTORS AND RETAILERS OF PRODUCTS FROM	CANADA
INT'L MARINE EXPO HELD IN CONJ W/GOLDEN GATE OPEN SAIL BOAT CDN MANUFACTURERS WILL HAVE OPPORTUNITY TO DISPLAY GOODS TO	BIGGER CROWD THAN TYPICAL BOAT SHOWS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 IIDEX- initiate recruitment of 20 designer specifiers to attend show. Develop factory/ showroom tour itinerary. Worked with 2 contract furniture mfrs to find sales representation.	Itinerary finalized- buyer recruitment excellent Best response over past year & will meet goal. Successful in both instances obtaining local representation for two new mfrs to N. Cal.
QUARTER: 3 -----	
QUARTER: 4 -----	

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POST :610-SAN FRANCISCO

001-AGRI & FOOD PRODUCTS & SERVICE
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

CONTINUE TO WORK WITH INDIVIDUAL COMPANIES
OBTAIN LOCAL SALES REPRESENTATION

CONTINUE TO WORK WITH PROVINCIAL GOVERNMENTS WITH LOCAL REPS
ASSIST COMPANIES UNDERSTAND LOCAL MARKET AND PLACE PRODUCTS

INT'L FANCY FOOD & CONFECTIONERY TRADE SHOW,SFRAN CDN PAVIL. ESTABLISH/INITIATE DIRECT SALES PROGRAM)AS CAN BE APPROP.FOR
50% COS SUCCESSFUL TO OBTAIN LOCAL SALES REPRESENTATION OR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Denver Solo Food Show 03 Oct
1a. Western Canada Farm Progress Show, Regina

QUARTER: 2 National stand participation at International Fancy Food & Confectionary Show w/12 booths, March 1990. Canadian cpys will receive exposure to 10,000+ specialty food buyers.

QUARTER: 3 -----

QUARTER: 4 -----

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POST :611-SEATTLE

008-TRANSPORT SYS,EQUIP,COMP,SERV.
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AUTOMOTIVE

PROPOSED SOLO AUTOMOTIVE TRADE SHOW MARCH 21, 1988
MINIMUM 30 COMPANIES WITH $100,000 U.S. SALES.

1989 FISH EXPO NATIONAL SECTION
$ 1-3 MILLION SALES.

AEROSPACE

ONTARIO AEROSPACE MISSION, JUNE 89
4 ONTARIO COMPANIES BCA QUALIFIED.

BOEING PERMANENT PROCUREMENT PROGRAM, FEB 90
NEW CONTRACTS WORTH $ 1 MILLION

WORKING INDIVIDUALLY WITH CANADIAN AEROSPACE COMPANIES
TO GET COMPANY BCA QUALIFIED AND WORK

SELECTIVE PROVINCIAL MISSIONS TO BOEING
EXPAND CANADA'S SUPPLIER BASE TO BOEING.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :611-SEATTLE

001-AGRI & FOOD PRODUCTS & SERVICE
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
SEMI & PROCESSED FOOD & DRINK		
SOLO FOOD SHOW - FEB '89 40 NEW COMPANIES	60 EXHIBITORS	20 NEW DISTRIBUTOR APP'TS.
SPECIALTY FOOD NEBS - DEC '88		
SOLO FOOD SHOW FEB - MAR '90 60 EXHIBITORS; 20 NEW DIST. APPOINTMENTS; 40 NEW CO'S		
FLORICULTURE NEBS - AUG '89 20 PARTICIPANTS; 5 NEW DISTRIBUTOR APPOINTMENTS.		
SPECIALTY FOOD NEBS - SEPT '89 30 PARTICIPANTS; 10 COMPANIES.		
CANADIAN WINE FAMILIARIZATION TASTING 100 INDUSTRY, MEDIA & ENOLOGICAL ASSOCIATION CONTACT	ATTENDEES.	

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2 -----		
QUARTER: 3 -----		
QUARTER: 4 -----		

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POST :611-SEATTLE

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

FACILITIES MANAGEMENT SHOW & CONVENTION, SEATTLE FALL '89
5 NEW CANADIAN COMPANIES TO PARTICIPATE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :611-SEATTLE

015-CONSTRUCTION INDUSTRY
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
MAJOR 1989 SOLO CDN BLDG MAT SHOW WILL BE PROP'D FOR 89/90 40 TO 50 CANADIAN COMPANIES TO INTRODUCE THEMSELVES TO THE	U.S. MARKET AND GENERATE $500 PLUS IN SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 -----	
QUARTER: 3 -----	
QUARTER: 4 -----	

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POST :611-SEATTLE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

WORKING INDIVIDUALLY WITH CDN ELECTRONIC COMPUTER & SOFTWARE TO OBTAIN FURTHER WORK FOR CANADIAN HIGH TECH COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 SECOND ANNUAL NORTHCON NEBS, PORTLAND 17-19TH, THE NORTHWEST'S PREMEIR ELECTRONICS TRADESHOW.

9 BC AND 3 ALBERTA COMPANIES FELT NEBS MET OBJECTIVE OF EDUCATING THEM ON HOW TO MARKET IN THE NORTHWEST AND GAVE THEM OPPORTUNITY TO MEET THEIR POTENTIEL BUYERS AND COMPETITORS. GAVE AN FTA PRESENTATION TO 60 ELECTRONIC BUYERS.

QUARTER: 4 -----

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POST :612-WASHINGTON

004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

MARINE SECTOR MARKETING IN CONJUNCTION WITH SPCC & CMIA
INCREASE CDN SHARE ON SPCC MARKET $2 MILLION

DEVELOPMENT OF PRIME CONTRACTOR REQUIREMENT DATA BASE.
PROVIDE 100 NEW OPPORTUNITIES TO QUOTE

DEVELOPMENT & UPDATING OF PRIME CONTRACTORS DATA BASE CONNECTIONS.
FOLLOW UP OF OPPORTUNITIES & ACHIEVE 20 NEW BUYING

ALL SUB-SECTORS

MONITOR,REPORT&LOBBY AGAINST PROT LEG&PROPOSED CHANGES IN

LOBBY SEN US OFF TO ASS IN THE MARK OF CDN DEF PROD IN USA

MONITOR&REPORT ON CHANGES IN US EXP CONT/TECH TRANS REGULAT

ASSIST CDN EXPORTERS TO MKT THEIR PROD TO DOD BY ARR.MKTG

INCR NUM OF SOLO CO MKTG PRESENT IN NEW EMBASSY.[SUBJ AVAIL]
INTRODUCTION OF 15 TO 20 NEW COMPANIES PRODUCTS TO MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Over 300 responses to Cdn industry and govt.
-Five industrial technical presentations to DoD
-Prime Contractors Database
-ASO & DISC Mission to HiTech '89
-SPCC Competion Forum '89

-Providing access assistance in a most sophisticated market.
-completion of Dbase and interviews commenced
-ASO/DISC mission completed;new contacts
-Trade fair participation;contracts resulted

QUARTER: 2 Of 284 queries,135 were from Cdn Industry;5 industrial presentation to DoD;mktg manual produced and prepared training course for TCs;participated in War Games&NADIBO;phase I Prime Contractors dbase completed;DGSC mission to Atlantic Cda

Queries split between access requests and contracting problems.
successfully introduced 15 firms to DGSC requirements;submission of SF-129 and cage code applications by 10 medical equip. firms

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004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 3	-Some 300 access/problem queries were responded to -33 persons from 25 companies visited -Six industrial presentations given	The main effort of the section was in countering an increasing protectionist mood in the US. Both legislative and regulatory changes were monitored, reported and acted upon.
QUARTER: 4	-----	

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
COMPUTERS HARD/SOFTWARE & COMP		
	POST TO UPDATE&DEVELOP ITS DATA BASE ON POTENTAL AGENTS, A BETTER REFERRAL SERVICE TO CDN MANUFACTURERS	
	ORGANIZE & SUPPORT BUYING/SELLING MISSIONS TO CDN & US. IMPROVE KNOWLEDGE OF CDN MFG CAPABILITIES/INCREASE MKT SHARE	
INSTRUMENT & PROCESS CONTROLS		
	CONSULTATIONS WITH INDIVIDUAL COMPANIES 5 NEW FIRMS COMMITTED TO MARKETING	
	EMB.-SPONSORED CO PRESENTA'NS TO US GOVT PROSPECTIVE BUYERS TOTAL $1 MILLION PROJECTED EXPORTS	
	MONITORING/LOBBYING US GOVT PROCUREMENT POLICIES&PROCEDURES CDN GOVT & INDUSTRY AWARE OF MARKET ENVIRONMENT & NOT	ADVERSELY AFFECTED BY PROTECTIONIST MEASURES.
	MARKET STUDY OF OPPORTUNITIES IN NASA, USGS, EPA ACCURATE DETAILED MARKET INFO TO CDN INDUSTRY	
	PUBLICA'N ADVIS.CDN FIRMS OF MKTG STRAT IN US FED GOVT MKT. 30 FIRMS TO CONSIDER MARKETING TO US FEDERAL GOVT	

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	12 companies asked for help in selling computer equipment to the U.S. government.	One company presentation to Federal govt held.
QUARTER: 2	Answered 50 enquiries from Canadian companies wanting to sell to U.S. Government; hosted 1 company presentation at Embassy.	Two companies report new contracts closed in fed govt market; three more want to set up Emb. presentations.
QUARTER: 3	Advised visitors from 20 coys re Fed Govt mkt Responded to 393 inquiries re Fed Govt mkting Hosted 2 trade receptions, one commercial pres'n	Strengthened contacts in USDA IRMS Monitored and responded to developments and chan ges in USA fed procurement policy
QUARTER: 4	-----	

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013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
APPAREL (CLOTH,FUR,SHOES) TEXT	
SURVEY OF TERR RETAIL/BUY TO DETERMINE MKT POTENTIAL FOR CDN ASSIST CDN MFRS TO PENETRATE MARKET THROUGH QUALIFIED	CONTACTS.
MAJOR PROMO'N (FASH.SHOW)& SHOWROOM FOR TERR. RETAIL/BUYERS PROMOTE & SHOWCASE CDN DESIGNERS TO INCREASE EXPORT SALES,	BUYER AWARENESS.
FURNITURE & APPLIANCES	
ESTABLISH DATABASE OF FURN REPS QUALIFIED TO HANDLE CDN LINE INCREASE NUMBER OF REPS IN TERRITORY ABLE TO PROMOTE	PRODUCT & GEN
INDUSTRY PRESENTATIONS/SEMINARS TO TERRITORY BUYERS INCREASED AWARENESS OF CDN PRODUCT, INCREASED DISTRIBUTION	AND SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 Reception hosted by Ambassador in support of Cdn natl stand at ABA, major natl trade show for publishers/booksellers. 12 buyers recruited for Mtl Furn. Market. Response to over 250 consumer products inquiries for supplier/buyer assistance	Raised profile of Cdn publishing industry, enhanced industry/fed.govt relations; est.sales in excess of $2.5M. On-site sales at Montreal Furniture Market $0.090M; est. sales $0.5M. Established buy.connections and resources.
QUARTER: 2 Over 250 sourcing inquiries and requests for marketing assistance actioned. Eight buyers recruited by post to CIWS in Montreal (IM). Washington Gift Show liaison. Cdn Intl Footwear Expo mailing to 50 buyers on behalf of ind.assn.	A number of buying connections established for Cdn industry and new resources identified for U.S. buyers. Over $40,000 in orders placed by post buyers to Cdn International Womenswear Show in Montreal.
QUARTER: 3 Exp. market/product sourcing assistance in response to over 350 inquiries. Assistance to 18 companies at Exp.Mktplace. Promotion and/ or buyer recruitment for IIDEX; Tor.FurnMkt; CIFE; Leathermark, Atlantic Crafts Show.	$450,000 est.sales,$3-5M projected from post buyers to IIDEX. Results from Tor.Furn.Mkt, Leathermark, ACTS next quarter.
QUARTER: 4 -----	

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POST :612-WASHINGTON

001-AGRI & FOOD PRODUCTS & SERVICE
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
EXPAND DIST/BROKER NETWORK& QUALIFY DIST INT IN CDN FOOD/BEV PROVIDING CDN COMP WITH INCREASINGLY RELIABLE CONTACT BASE	FOR DISTRIBUTION IN TERRITORY.
WINE TASTING FOR LOCAL DIST/IMPORTERS, RETAILERS. INCREASE POTENTIAL FOR DISTRIBUTION OF SALES IN LUCTRITIVE AGRICULTURE MACH,EQUIP,TOOLS	WASHINGTON MARKET PLACE.
DEVELOP & INCREASE DATA BASE FOR AGENTS/DISTRIBUTORS ENHANCED MARKET PENETRATION	
INCREASED TRADE SHOW ATTENDANCE TO GENERATE MORE EFFECTIVE BUYING CONNECTIONS	
VISIT PROGRAM TARGETTED AT DISTRIBUTORS	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 Assistance to 10 Canadian cos and 26 U.S. importers seeking buyer/supplier connections. Liaised with US For. Ag.Service and obtained ANUGA'89 U.S. exhib.list to aid B.C. Min. Ag. in promoting Food Pacific '90 thru on-site hosp.	Continued enlightenment for Cdn cos on market trends and distribution. Excellent contacts for B.C. provincial govt to promote B.C. food mfrs and major food show in province next summer.
QUARTER: 2 Liaison with Ont.Min. Ag&Food at Natl Candy Wholesalers Show-4 participating Ont. exhibitors Natural Foods industry guide purchased. Planning for Ont. Food Show at Embassy Jan 1990 and NS at East-South Rest/Hosp. Show March 1990.	26 sourcing inquiries actioned. Buying connections and marketing assistance to 11 Canadian food and ag. suppliers Market research provided to 2 provincial govt ag. depts.
QUARTER: 3 Visited Mid-Atlantic Foodservice Show; considerable assistance to UTE in support of natl stand at East-South Show. Supported Govt.Ontario trade mission to Washington by organizing trade rec. at Emb for 22 food & bev.companies.	Industry contacts expanded; 8 buying connections established. Study of wholesale food distr. patterns in region obtained and distributed to UTE, Agcan, ITCs. Results of Ont. mission and E-S Show next quarter.
QUARTER: 4 -----	

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POST :612-WASHINGTON

015-CONSTRUCTION INDUSTRY
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Assisted 7 companies with Buy American Act problems in U.S. federal contracts.

No new sales; most cases involved explaining rules to those unaware of procedures to use Canadian materials in U.S. public buildings.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :612-WASHINGTON

Hosted dinner for USDA procurement officials to promote oppo
rtunities to buy Canadian products
Co-hosted reception in honour of delegates to International
Postal Union Congress (opp'y) for Canada Post/USPS liaison)
MARKETPLACE '89 (10 working days/15 working days/5 wds for
Oak/Ellenbogen/Craig in Cda)