

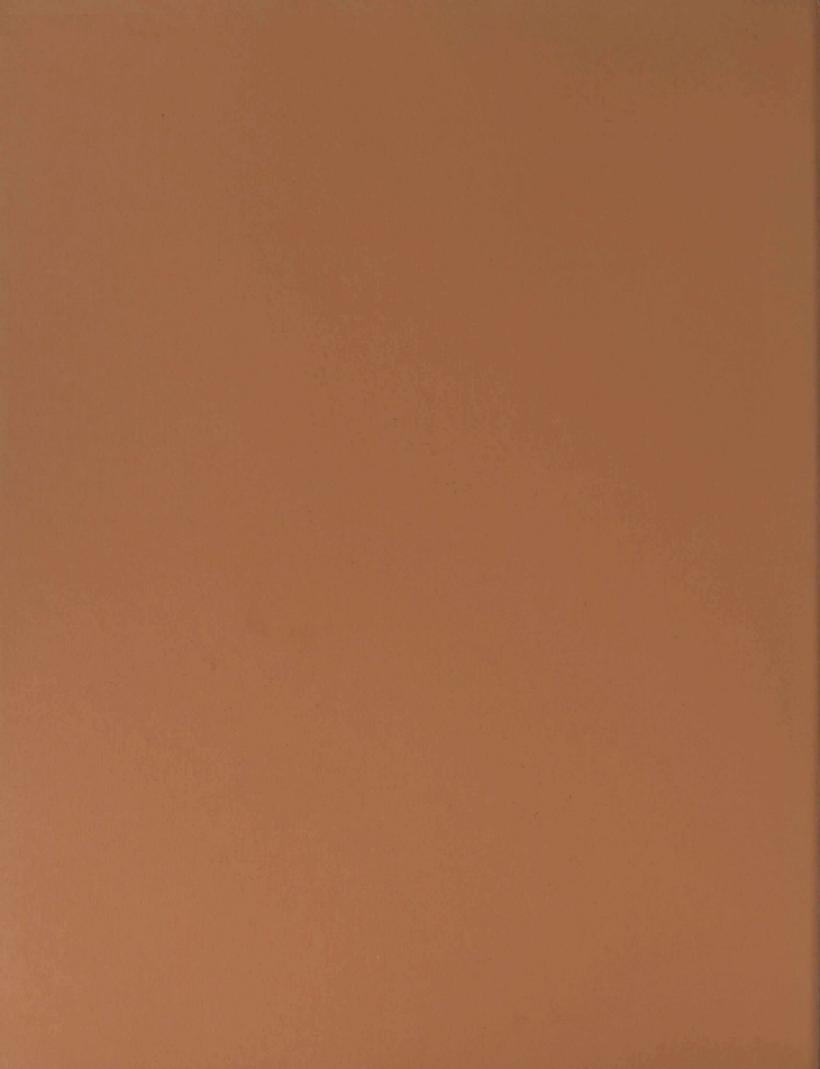
TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

QUARTERLY ACTIVITY REPORT RAPPORT TRIMESTRIEL DES ACTIVITÉS

UNITED STATES ÉTATS-UNIS

JULY - SEPTEMBER 1989 (2nd QUARTER FY 1989-90) JUILLET - SEPTEMBRE 1989 (2° TRIMESTRE, AF 1989-90) MON - CHECULATING I CONSULTER SUR PLACE





TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

<u>Ouarterly Activity Report</u> <u>July - September 1989</u>

Following is the Activity Report for the quarter ending September 30, 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 Julliet - Septembre 1989

Voici le Rapport des activités du trimestre qui a pris fin le 30 septembre 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.

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UNITED-STATES ETATS-UNIS

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ELAIS-UNES

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 CON

SUPPLIERS, THEREBY INCREASING CON COMPONENT EXPORTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 1. Meeting of Canada/U.S. Army Missile Command working Group.

2. Two officers attended Hitec '89

QUARTERLY RESULTS REPORTED:

- Established permanent Working Group to review projects for DDSA.
- Interviewed approx 70 Cdn firms and working with 10 to develop manufacturers reps.

QUARTER: 2 -----

QUARTER: 3 -----

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

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 CON 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%

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

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 2 -----

QUARTER: 3 ----

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

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 ----

QUARTER: 3 -----

PEPTAD 90/01/23

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

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

SEEKING TO APPROPRIATELY MARKET THEIR PRODUCTS IN TERRITORY.

IMPROVED COUNSELLING TO CON BUILDING MATERIALS SUPPLIERS

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 ----

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

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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:

1-\$1MILL.EST. SALES 6-SENDING 5 BUYERS

2-\$2.8 MILL. EST. SALES, 10 CONTRACT AGREEMENTS.

3-EXHIBITED PROD./LITERATURE FROM 5 CDN. COYS.

QUARTER: 1 ATTENDED/RECRUITED/ORGANIZED:

1-PULSE MISSION-P.R. 5-QUEBEC MIN. INTL 2-FOOD/EQUIP.SHOW-P.R. AFFAIRS MISSION-P.R. 3-ATLANTA HOTEL/REST. SHOW 6-BUYERS WEST. CDA. 4-FANCY FOOD SHOW-ATLANTA FARM PROG. SHOW

4-19 CDN. COYS., GOOD SALES EXPECTED. 5-EXCELLENT RESULTS, WILL RETURN WITH A MISSION.

QUARTER: 2 ----

QUARTER: 3 -----

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

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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 CON 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:

1.5 Cdn Univs made contacts in Adv Materials &

QUARTER: 1 1Recuited, Setup & developed Ontario Industrial Development Mission to Ga Tech. 2. Recuited, Setup & Developed P R Industrial Sho

3. Recuited, Setup & developed G T Mission to Cdn Ottawa, Tnt, Hamilton, Downsview, Waterloo, Mtl, Hfx 2.10Cdn coys 3M Bus influm & 14 buying Connectin 3.10 GT Scientist met 17 Univs 40 agencies Gov.&

Adv Manufacturing & Environments For followup

20 R&D contacts to build Alliances(262 cdns)

QUARTER: 2 ----

QUARTER: 3 -----

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 CON DEFENCE PRODUCT EXPORTERS.

INCREASE FREQUENTLY OF VISITS TO PRIME DEFENCE CONTRACTORS PROVIDE MORE TIMELY INFORMATION TO CON DEFENCE PRODUCT

EXPORTERS.

RECRUIT 10 NEW FIRMS FOR SUB-CONTRACTORS III CONFERENCE GENERATE 5 NEW BUSINESS RELATIONSHIPS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 - Commence Quarterly Defence Bulletin

- Participate in ARMX/Hitech, RADC Industry Days
- Followup with Natick (US Army) DDSA Working

Group

QUARTER: 2 1. Quarterly Defence Bulletin.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- 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.
- 1. Produced and mailed to 500 Canadian suppliers.

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

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 CON COMPANIES LISTED

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Weeklong visit to Canada for new TDO to

familiarize with Canadian potential.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

- Planning begun for medical devices initiative later in the fiscal year.

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

015-CONSTRUCTION INDUSTRY UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RUILDING PRODUCTS

FOLLOW-UP N.S. NEBS MISSION TO BIG SHOW MAR/88 - 6 N.S. COMP

MATERIALS. THE PERSON NAMED AND ADDRESS OF TAXABLE PARTY AND POST OF THE PERSON NAMED IN

ESTABLISH 5-6 NEW AGENTS OR DISTRIBUTORS OF N.S. CONST

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

MATERIALS DESCRIPTION OF REPORTS AND PARTY OF THE PERSON OF THE PARTY OF THE PAR

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

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

EXPAND DISTRIB. OF INFORMATION ON TRADE SHOWS I.E. NORTHEAST INCREASE VISIBILITY OF CON 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. 12 July

COME S NEW ADDRESS OF LAND SHAPE PER

QUARTER: 3 ----

QUARTER: 4 -----

1. 17 companies introduced to market.

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

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 HAVE 3 CDN COMPANIES MAKE PRESENTATIONS AT BOSTON COMPUTER

SOCIETY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1. NEBS Mission in software sector from Montreal

to Boston 12 September.

QUARTER: 3 -----

QUARTER: 4 -----

1. 17 companies introduced to market.

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

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 CON CONPANIES IN TERRITORY 1988 TRADE SHOWS 5 CON 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

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

013-CONSUMER PRODUCTS & SERVICES UNITED STATES OF AMERICA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 - Organized 3 NEBS - one each from Halifax (24 - Each NEBS multi sector with 80 p.c. of firms firms), Quebec City (19 firms), and Charlottetown (15 firms), plus Quebec City mini mission - Mnctn reported that 65 NEBS firms to date have (6 firms). - Sponsored 8 buyers to Montreal Furniture Show.

QUARTER: 2 1. NEBS mission from Province of Quebec to Burlington, VT. 31 August.

> 2. NEBS Mission from Quebec City to Boston 24 September.

QUARTER: 3 -----

QUARTER: 4 ----

QUARTERLY RESULTS REPORTED:

- resulted in 24 firm's export sales of CDN \$ 30.158.000.
- 1. 51 companies in foods introduced to market.
- 2. 6 companies introduced to market.

REPORT 4A 90/01/24

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 :601-BOSTON

- Visit by Minister of International Trade Crosbie 6-9 Sep;

 events organized included luncheon address to 200, mtgs

 with Fisheries Committee and Canadian businessmen and

 call on Governor.
 - 2. Extra NEBS Mission coordinated to MINT visit. 23 firms from all 4 Atlantic Provinces involved.
 - 3. Visit by Nova Scotia Schooner Bluenose. Plan 6 cruises,
 issue and monitor 1300 invitations, participate in all
 events.
 - 4. Visit by Amb. Burney. Events organized included New England Canada Business Council luncheon address.

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

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

NEW PRODUCTS.

Control to a commence of y armine to see a see a

INCREASED EXPOSURE FOR CANADIAN PRODUCTS AND INTRODUCTION OF

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) Septem-

ber 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 -----

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:

QUARTER: 1 Instrumentation Show, April 4, 1989, Buffalo.

QUARTER: 2 Rochester Business and Computer Show,

September 19-21, 1989.

QUARTER: 3 -----

QUARTER: 4 ----

QUARTERLY RESULTS REPORTED:

Approximately 150 companies in attendance.

12 companies participated in the Rochester
Computer Show. A follow-up survey is presently
being carried out. There were approximately
20,000 registrants.

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 -----

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

Friendship Festival Reception, July 4, USS Little Rock.

"War Along the Niagara 1812", September 8-9/89.

WIN Exports Program Seminar, Boston, August 15/89.

U.S.C.S. meeting re: National Guard.

U.S.C.S. Border Cargo Selectivity Program, September 18/89.

Mohawk Valley Trade Promotion Meeting, September/89.

SUNY/Buffalo Subsidy Seminar Meeting, September 21/89.

U.S.C.D. Surface Carrier Iniative Agreement, September/89.

Planning Meetings, Buffalo World Trade Association, August, September/89. Buffalo World Trade Association Meeting, September 7, 1989. PEPTAD 90/01/23

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

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. AND THEIR MERCHANDISING OPERATIONS).

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:

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

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Montreal Furniture - recruited 20 buyers.

Created company profiles on 49 furniture retail buyers, reps. and distributors.

Apparel - 12 new buyers/reps. registered w/post.

- -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

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

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.

IDENTIFY ALL TRADE SHOW OPPORTUNITIES HOSTED IN POST TERRIOT

INCREASED PUBLICITY & VISIBILITY FOR CON FOOD INDUSTRY.

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.

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 - Identify institutional food distributors.

-Identify food brokers & food associations.

-Update 1985 Farm Machinery Guide.

QUARTER: 3 -----

QUARTER: 4 ----

QUARTERLY RESULTS REPORTED:

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.

-Profiles available/20 foodservice distributors.

-Profiles available/45 brokers-29 associations.

-Farm Machinery Guide ready for publication.

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

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 CON 5 NEW BUYER CONNECTIONS

DEVELOP LIST OF INTERESTED SALES AGENTS/DISTR FOR USE BY CON 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

QUARTER: 2 -Follow-up for Paint Con '89 trade show.

-Follow-up for Waste Expo '89 show.

-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.

-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 -----

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

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.

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

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 manufactur-

ing technology.

QUARTER: 2 -Participate in Canada/AVSCOM working group.

-Report on prime contractors in St.Louis.

-Update subcontracting list.

-\$9 million in DDSP approved.

-Source approved for T53 engine shaft.

-Projected sales of \$20 million.

-Report completed.

-32 company interviews

-List updated.

QUARTER: 3 ----

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

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 AFTERMET IDENTIFY 15 NEW POTENTIAL AGENTS, REPS AND DISTRIBUTORS

FOR CON 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:

QUARTER: 1 Ongoing monitoring of RTA procurement of rail and subway cars.

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.

QUARTERLY RESULTS REPORTED:

Bids released June'89. Both UTDC and Bombardier will compete for both contracts. Projected sales \$450M.

- -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 -----

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

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 COYS. NEW SALES OF \$ 1M. ABILITY TO MATCH LOCAL NEEDS WITH CDN SUPPLY FOR 5 CDN

DISTRIBUTION OF NEW CON 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.

and discriptured or the post territorial and the second

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:

-National Stand at Design Engineering Show (Computer hardware/software, instrumentation and

flow process controls, CAD/CAM

QUARTER: 1 - National Stand at COMDEX

QUARTER: 2 -Locate reps for Canadian exporters of PC components.

> -Distributors for Canadian hardware/software exporters.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

-35 companies in std. Sales \$4.5M. Proj. \$26.8M 9 dist. appointed, 180 potential dist. next yr.

-12 companies in std. Sales \$110,000 Proj. \$5.9M

-Three Canadian companies put in touch with local distributors/reps.

-Two Canadian companies put in touch with distributors (software) in territory.

REPORT 4A 90/01/24

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 :602-CHICAGO

NEXUS Hardware Mission - 2 day seminar attended by 29 companies from across Canada. Advertising insert in Hardware Age magazine; 5 companies participated. Eight pages total. Three page advertising insert in the Sporting Goods Dealer magazine, August 1989 edition. Negotiations with show organizers-Cdn pavilion at IMTEC 90. Overcame reluctance to have national stand (ISTC involved). Speaker at U.S. Small Business Administration seminar on FTA - emphasis on investment. Panelist at Grant Thornton International AGM. Subject "Europe 1992" Concerns of Canada/Japan/US/EC. Co-ordinated with MITT Toronto Milwaukee County Executive luncheon guest list of Canadian businessmen. Attended 1-day Milw. conf. to promote trade/investment with Cda. Contacts w/Milw. Cty. Exec. Directors; businessmen. Profiled 120+ residential & contract furniture buyers, reps, dealers/jobbers, and distributors. Profiled service operations for general merchandise reps. and distribution warehouses in post territory.

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

(12 MONTHS).

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 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:

QUARTER: 1 A. Plastic Machinery Mission - Toronto

- B. Great Lakes Industrial Show Cleveland, OH
- C. Casting Mission PBURG, CLVND, DAYTN, CNATI
- D. Finishing '89

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- 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.

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.

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

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 CON CO

DEFENCE MANUFACTURERS BUYERS MISSION

"HI-TECH 90" DEFENCE EXPORT CONFERENCE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 Air Show Canada

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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.

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.

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

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

QUARTER: 2 A. Solo Food Show - Pittsburgh

B. British Columbia Incoming Wine Tour

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

A. Space confirmed & recruiting commenced by Post & 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.

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.

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:

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

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

QUARTERLY RESULTS REPORTED:

A. No participation.

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

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

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

11/89 IIDEX

- C. Toronto Furniture Show
- D. Canadian American Sports Show Cleveland, OH

QUARTER: 3 ----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

Committee on the second of the

QUARTER: 1 A. Montreal Furniture Show

A. Recruited 27 buyers. Onsite sales totalled B. International Interior Design Exposition, \$130,000. B. Recruited 14 agents & several rep (IIDEX) - Toronto agreements were made. C. Recruited 6 buyers, 2 of which added Cdn lines. D. Had a Cdn Pavillion & recruited 7 Cdn participants.

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

QUARTER: 2 Ohio Hospital Association

QUARTER: 3 -----

QUARTER: 4 -----

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

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.

REPORT 4A 90/01/24

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 :603-CLEVELAND

- 1. Recruited 6 buyers for the incoming mission to the Canadian International Womenswear Show.
 - Organized visit of Canadian Ambassador to Cleveland and Columbus.
 - Participated in auto strategy meeting and organized ISTC visit to auto parts suppliers for Toyota and Honda.
 - 4. Recruited two buyers for the incoming mission to the biotechnology conference, Cambiocon '89.
 - 5. Recruited exhibitors for the Lawn, Garden & Power Tool
 Expo. 4 companies exhibited. Estimated 12 month sales, \$3M.
 - 6. Made presentation of capabilities of WIN & electronics
 directory to NCR purchasing dept. Presentation well received
 - 7. Participated in Construction and Utilities Show with province of Ontario. Twelve companies exhibited at event.
 - 8. Completed reports on automotive parts & equine industries and exporter's manual for Pennsylvania and West Virginia.
 - 9. Organized 2 solo fashion shows featuring fur and leather garments. Onsite sales, \$110K & 12 month estimates, \$75K.
 - 10. Organized trunk show featuring leather designer, Lindzon of Toronto. Twelve month sales estimated at, \$20,000.

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

PRODUCTS.

TO BE MORE OF THESE ACTIVITIES & ENCOURAGE THEM TO USE CON

CALLS TO THIRD COUNTRY PROCUREMENT OFFICES TO ENCOURAGE CON SOURCING.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 1.Offshore Technology Conference

Houston, Texas May 1-4, 1989

QUARTER: 2 1. Began preparations for the Workboat Show, New Orleans, LA, Nov. 30-Dec. 2, 1989.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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.

> 1. Began arranging hotel accommodations and badge registrations for the show.

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.

INDUSTRIAL BASE & CCC.

COMMAND BRIEFINGS
RAISE UP DEFENCE PERSONNEL AWARENESS OF CDN DEFENCE

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.

PEPTAD 90/01/23

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:

AEROSPACE

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

COMMAND BRIEFINGS

SUPPLIERS.

RAISE U.S. DEFENCE PERSONNEL AWARENESS OF CON MILITARY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Complete two defence missions in the Southwest.

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

QUARTER: 3 -----

QUARTER: 4 -----

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.

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.

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 BRIFFINGS

RAISE U.S. DEFENCE PERSONNEL AWARENESS OF CON 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 CON SOFTWARE SALES.

DEFENCE COMPONENT SHOW-DALLAS. GENERATE \$2 MILLION IN COMPUTER SOFTWARE SALES.

ARMAX/HITECH OTTAWA [INCOMING MISSION] GENERATE \$5 MILLION IN CON 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.

QUARTER: 2 1.Networld '89 Dallas, Texas

September 12-14, 1989

QUARTER: 3 -----

QUARTER: 4 -----

1. The first draft of the formal CAN TECH proposal was completed along with project costs and overall management objectives.

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.

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

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 TERRITORY.

ENCOURAGE NEW DISTRIBUTION FOR CDN PRODUCT IN OTHER PARTS OF

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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).

QUARTER: 2 1.Recruit distributor/agents to attend Western Canada Farm Progress Show in Regina, Sask.

QUARTER: 3 ----

QUARTER: 4 ----

QUARTERLY RESULTS REPORTED:

- 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
- 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).

REPORT 4A 90/01/24

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

Negotiated and proposed a U.S. Gov't market initiative in co operation with the Montreal Board of Trade, QC Gov't and UTE Started 3 local market surveys on security systems, utilities & Tourism contacts. Started a software evaluation study on keyword search capability on downloaded WIN databases. Upgraded the High Tech database on US defence primes.

Prepared a business card with FTA and Customs telephone numbers for Cdn. and US importers/exporters. Houston Biotech Initiatives Research Exchange Forum.

Assisted in the negotiation and formulation of a Man-KS
agreement on cooperation in TID, TOUR, INVEST & Wildlife Mgmnt
Strategic Planning for Applied Research & Knowledge (SPARK)/
Science Council of B.C. Mission-Dallas-Austin-Houston.
ISTC Mission - Information Technology from Ottawa with
Compaq Computer Corporation.
Canadian Biotechnology Conference-Ottawa. Mission sent from
region.

PEPTAD 90/01/23

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 :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 SHARE WITH THEM A CDN PERSPECTIVE OF THE AUTO INDUSTRY. BUILD A WORKING RELATIONSHIP WITH THIS PRESTIGIOUS BODY AND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Attended Annual Apma of Canada meeting in Toronto.

QUARTER: 2 Attended University of Michigan Automotive Management Seminar in Traverse City, Michigan. 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.

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 -----

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 :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 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-

STREET CONTRACTOR OF SPECIFIC SECURITY PURPOSED ...

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 ----

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 :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

BROKERS AND FOOD STORES IN TERRITORY.

INTRODUCE CON SUPPLIERS TO DISTRIBUTORS, WHOLESALERS AND

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.

QUARTER: 2 Wong Wing Foods of Montreal, Quebec held luncheon at Consulate General for selected

buyers.

QUARTER: 3 -----

QUARTER: 4 -----

Made contact with 25 Canadian companies, recruiting for Great Lakes Michigan Show and had opportunity to gather market intelligence

> Introduction Wong Wing to Farmer Jack's, A & P Supermarkets Buyers. Potential distribution to 170 plus stores in state of Michigan.

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 :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 CON CO.

SEMINAR IN ANN ARBOR ADDRESSING INVEST & JV OPPORT. IN CDA

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 -----

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 :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 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.

SETTING ASSESSMENT OF THE CASE CHARGES SECURIORS.

QUARTER: 2 -----

QUARTER: 3 -----

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 :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 -----

REPORT 4A 90/01/24 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 :605-DETROIT

Border crossing problems ie. steel shipments being detained, National Guard at border, containers no longer duty free. Extensive report written re BCS (Corder Cargo Selectivity) written for the benefit of UET.

Addressed the Jackson Economic Club re opportunities under the FTA.

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:

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

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 & USEFULINESS
MORE INTELLIGENT USE OF EXISTING RESOURCES

REFINE CONTACT LIST & SOFTWARE ENHANCE UTILITY & ACCURACY

SECTOR/SUB-SECTOR MARKET STUDY
CLEARER GUIDELINES FOR CANADIAN EXPORTERS

TO SHARED DEV. PROJ. & SUBSEQUENT PRODUCTION CONTRACTS.

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.

QUARTER: 3 -----

QUARTER: 4 -----

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

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

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

2. Arizona Retail Grocers 3. Montreal Furniture Market

Info Booth with Cdn manufacturers

QUARTER: 2 1-Western Restaurant Convention & Exposition

QUARTER: 3 -----

QUARTER: 4 -----

1.8 Cdn coys exhibited, 3 possible agency reps. 2.6 Cdn coys exhibited, 3 appointed brokers. 3.11 buyers invited, 3 agency agreements confirm

1-12 Cdn firms participated, 7 agency agreements 12 mos sales estimated US\$ 1.3 mil.

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

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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.

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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.

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

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.

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

QUARTER: 3 -----

QUARTER: 4 ----

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.

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.

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

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 -----

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

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

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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:

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).

QUARTER: 2 ----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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.

REPORT 4A 90/01/24

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 :606-LOS ANGELES

Giftware Nexus briefing/reception, L.A. Gift Mart.
Visit to Nexus Furniture Mission, Anaheim.
Cocktails/Dinner Reception-Opening of Standard Chartered
PLC new offices.

Met with Herman Cothran, President of Opportunities Calif.
Seminar on "Acceleration Foreign Investment in the U.S."
Meeting w/ Fraser Valley Shakes & Shingles re: L.A ban on wood roofs.

Radio Interview with Financial Broadcasting Network.
Interview with Susan Murray, Canadian Broadcasting Corp.
Speech to Export Managers Association, Hyatt LAX Hotel.
1989 Business Outlook Conference, San Diego.
Coordination w/ Prime Minister's advance team on forthcoming visit to Los Angeles.

Met with different Economic Development Corporations with Bill Bennett of Pacific Forums, Inc. (Canada), September/89.

Meeting w/ Doug Russell, Director, Government Relations
Fluor Daniel Canada - with Wright Engineers, Vancouver.

American Economic Development Council's 1989 Western Region Conference, Portland, Oregon, September/89.

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

SOLO FOOD AND BEVERAGE SHOW, MAY 16, 1989

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.

QUARTER: 3 -----

QUARTER: 4 ----

RECRUITED 15 BUYERS

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

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.

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

003-GRAINS AND OILSEEDS UNITED STATES OF AMERICA

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 3 ----

QUARTER: 4 ----the state, trans raised, Mr. Follow-uni pole and raws, culturesess from passing in passors in because

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

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 FOLLOW-UP ON MN NURS./LANDSCAPE SHOW; CDN. GIFT CREATED CATALOG OF CDN NURSERY SUPPLIERS. HELD SOLO SHOW. REPT. ON LOCAL GIFT MARKET MAILING CDN GIFT SOLO SHOW-11 FIRMS. RPT. ON LOCAL

TO LOCAL GIFT REPS.

MONTREAL FURNITURE SHOW, JUNE 18-21, 1989.

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.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CREATED CATALOG OF CDN NURSERY SUPPLIERS. HELD
CDN GIFT SOLO SHOW-11 FIRMS. RPT. ON LOCAL
GIFT INDUSTRY AND MAILING TO LOCAL REPS.
RECRUITED 8 BUYERS FOR MONTL FURNITURE SHOW.
ATTENDED FURNITURE WEST SHOW (VNCVR).

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.

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

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 -----

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

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 -----

REPORT 4A 90/01/24

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

Visit by Premier Filmon of Manitoba to Minneapolis, September 19, 1989. Fed./Prov. T.I.D. Co-ordination Meeting in Mpls., Sept. 21, attracted 24 participants and was highly successful.

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 COM 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.

AFROSPACE

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 EXPRIRS 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

QUARTER: 3 -----

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

013-CONSUMER PRODUCTS & SERVICES
UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

APPAREL (CLOTH, FUR, SHOES) TEXT

FOLLOW-UP & EVALUATE CON 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 CON PARTICIP. IN THE PRIVATE LABEL EXPO

BUYER MISSION FROM N.Y. TO DESIGNER LEATHER APPAREL EVENT

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 EXPRIRS 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.

QUARTER: 3 -----

QUARTER: 4 ----

Event was very successful for company, drawing 130 business contacts (buyers, distributors and media) both new and established.

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 005-ADVANCED TECH. PROD. & SERV

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 EXPRIRS & 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

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

MARKET EXPOSURED OPPORTUNITIES.

INCREASE MKT OPPOTRUNITIES FOR CDN SUPP THROUGH GREATER

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 ----

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

Maria on come contact and an abstract department of the same at

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

AND REAL PROPERTY PROPERTY AND PROPERTY.

QUARTER: 1 -----

QUARTER: 2 ----

QUARTER: 3 ----

REPORT 4A 90/01/24

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

Negotiating a lease and setting up the satelite Princeton office

Annual vacation leave for several officers

Attendance (l officer) at Cambiocon in Ottawa and Montreal

Absence of Program Manager for CIDA Conversion Board

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 -----

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 CON 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 DEM, 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 -----

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 CON 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 CON 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 ----

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

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 CON TRANSIT CONS TO BE SELECTED AS MUNIS CASTRO-EMB CON 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 CON 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 -----

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

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

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.

QUARTER: 3 -----

QUARTER: 4 -----

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.

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

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

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

CONTINUE TO WORK WITH INDIVIDUAL COMPANIES
OBTAIN LOCAL SALES REPRESENTATION OBTAIN LOCAL SALES REPRESENTATION

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

INT'L FANCY FOOD & CONFECTIONERY TRADE SHOW, SFRAN CON 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.

QUARTER: 3 ----

QUARTER: 4 -----

Canadian cpys will receive exposure to 10,000+ specialty food buyers.

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 :610-SAN FRANCISCO

Set-up visits program for Ita Energy Minister; Reported on Natural Gas Daily Conference -June 1989 Newsprint-Recucled Fibre Issue report to Wshdc and Ottawa.

Report on Buy America clauses cases to Cdn Embassy.

Canadian wine consulation w/Cost Plus

Continue to review all state of CA bid requests & distribute to relevant Canadian suppliers
Wrote summary of 12 major transit systems in post territory.

Delivered speech at Pacific Coast Assoc of Port Authorities Redwood City on FTA Establishment of Denver Satellite Office

Visit of Ambassador Derek Burney to SFran

Trade Info Regional Workshop presented by TPP (w/Seattle & ngls posts joining)

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 :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 -----

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 :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 -----

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 :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 -----

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 :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 -----

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 :611-SEATTLE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

Consider the Brand the large of the 2 to 22 Will before the constraint to the constr

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 ----LATER LAT OF SERVICE PRINTING & ACRESSES TO NOW SERVICE

QUARTER: 3 -----

QUARTER: 4 -----ON THE RESOLUTION AND PART LICENSTIFICES, CORNERS IN

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 :611-SEATTLE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 ----

QUARTER: 3 -----

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 :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 FOLLOW UP OF OPPORTUNITIES & ACHIEVE 20 NEW BUYING

CONNECTIONS.

ALL SUB-SECTORS

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

LOBBY SEN US OFF TO ASS IN THE MARK OF CON 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:

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

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

QUARTER: 3 -----

QUARTER: 4 ----

QUARTERLY RESULTS REPORTED:

-Providing access assistance in a most sophisticated market.

VOTAGONO BOLLOVA BOUGHAN AND CONTRACTOR CONT

- -completion of Dbase and interviews commenced
- -ASO/DISC mission completed; new contacts
- -Trade fair participation; contracts resulted

Queries split between access requests and contra ting problems.

successfully introduced 15 firms to DGSC require ments; submission of SF-129 and cage code applica tions by 10 medical equip. firms

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 :612-WASHINGTON

OO5-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:

QUARTER: 1 12 companies asked for help in selling computer equipment to the U.S. government.

QUARTER: 2 Answered 50 enquiries from Canadian companies wanting to sell to U.S. Government; hosted 1 company presentation at Embassy.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

DECEMBER OF SOLUTION AND THE THEORY OF MARKET TRANSPORT

One company presentation to Federal govt held.

Two companies report new contracts closed in fed govt market; three more want to set up Emb. presentations.

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POST :612-WASHINGTON

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 CON ASSIST CON 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:

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.

Raised profile of Cdn publishing industry,

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

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 -----

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 :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 CON FOOD/BEV PROVIDING CON 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 WASHINGTON MARKET PLACE.

AGRICULTURE MACH, EQUIP, TOOLS

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.

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.

QUARTER: 3 ----

QUARTER: 4 -----

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.

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.

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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 -----

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

POST :612-WASHINGTON

Visit of Standards Council of Canada and Canadian General
Standards Board for presentations, meetings, hearings
Liaison, recruitment of Cdn companies for biotechnology
roundtable at regional Business Opportunities Seminar.
Two keynote presentations on FTA to regional business groups

Final promotional effort on behalf of Airshow Canada

Staffing action to replace 2 LES secretarial positions/TID

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