

REPORT 4
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 527-OSAKA

008-TRANSPORT SYS, EQUIP, COMP, SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

NOTIFICATION OF OPENING OF CONSULATE GENERAL AND OPPORTUNITIES
ASSOCIATED WITH NEW KANSAI INTERNATIONAL AIRPORT CONSTRUCTION.

MEET WITH JAPANESE COMPANY EXPECTED TO WIN OVERALL CONTRACTS IN
KIA PROJECT.

ENCOURAGE VISITS BY CANADIAN COMPANIES TO OSAKA FOR APPOINTMENTS
AT KIA AND OTHER JAPANESE COMPANIES.

FIVE OR SIX COMPANIES REGISTERED WITH KIAK
UNDER DESIGNATED BIDDING SYSTEM.

INCREASE AWARENESS OF CANADIAN CAPABILITY IN
THIS SECTOR BY JAPANESE PRIVATE COMPANIES.

ESTABLISH BUSINESS RELATIONSHIPS BETWEEN
JAPANESE AND CANADIAN COMPANIES LEADING TO
SALES OVER NEXT THREE YEARS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 AIRPORT CONSTRUCTION & AEROSPACE ENGINEERING
SHOW. -PLANNING (3 MONTHS). RECRUITMENT FROM
POST & IN CANADA ON CROSS-COUNTRY TOUR. EXECU-
TION, REPORTING, FOLLOW-UP.

18 CDNS CO'S PARTICIPATED BY PROVIDING PICTURES
AND DISPLAY MATERIAL. ONE CDN REP PARTICIPATED
ON BOOTH. 107 ENQUIRIES RECEIVED, REPORT PREPARED
& FOLLOW-UP COMPLETED. INDIVIDUAL COMAPNIES RESP-
ONSIBLE FOR OWN FOLLOW-UP.

QUARTER: 1 AIRPORT CONTRACT BIDDING SEMINAR. POLITICAL PRE-
SSURE TO KIAK (8 MONTHS) RECRUITMENT - REPORTING

IN EFFORT TO RAISE PROFILE AS COUNTRY WITH TRAN-
SPORTATION EXPERTISE, INDEPENDENTLY PUSHED TO HA-
VE BIDDING SEMINAR ORGANIZED BY AIRPORT CO. OFF-
ICIALS. SIX CDN COS. REPS ATTEND RESULTING IN SE-
VERALS INDEPENDENT REPORTS GENERATED & DISTRIBU-

QUARTER: 2 KANSAI AIRPORT REPORT - REPORT ON PROCUREMENT
POLICIES OF KANSAI INTERNATIONAL AIRPORT COMPANY

DISTRIBUTED TO COMPANIES AND APPROPRIATE GOVERN-
MENT CONTACTS.

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QUARTER: 4 -----