

REPORT 4
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :510-BEIJING

008-TRANSPORT SYS,EQUIP,COMP,SERV.
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON AIR TRAFFIC CONTROL INITIATIVES OF 1987:
A) MISSION TO CHINA (FEB 87) AND B) CHINESE MISSION TO CANADA
(AUGUST 87).

CONTINUE PRESSURE ON BEIJING SUBWAY CORPORATION TO IMPLEMENT
FINDINGS OF URBAN TRANSIT STUDY.

FOLLOW-UP ON PROSPECTS TO SELL COMMUTER AIRCRAFT TO REGIONAL
AIRLINES IN ZHEJIANG, JIANGSU, SICHUAN AND YUNNAN PROVINCES.

PREPARED REPORT "TRANSPORTATION IN CHINA: OPPORTUNITIES FOR
CANADA EXPORTERS".

COORDINATE ACTIVITIES WITH CHINA IN THE DEVELOPMENT OF
THEIR NEW TRANSPORTATION PROGRAM FOR CHINA.

SALES IN 1988 OF ATC EQUIPMENT.

DECISION TO BEGIN EXTENSION TO BEIJING SUBWAY
SUB-SYSTEM USING CANADIAN TECHNOLOGY.

FIRST CONFIRMED AIRCRAFT SALES TO CHINA 'S
REGIONAL AIRLINES.

PRODUCE DOCUMENTATION WHICH WILL ASSIST CANA-
DIAN BUSINESS IN IDENTIFYING COMMERCIAL OPP-
ORTUNITIES.

USE CIDA PROGRAMS TO CREATE NEW EXPORT OPPO-
RTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 IDENTIFY MARKETS FOR AIRCRAFT SALES-REGIONAL
AIRLINES.

QUARTER: 2 -----

QUARTER: 3 Assist Bombardier to hold technical seminar on
locomotives. - Follow-up on prospects of commu-
ter aircrafts. - Follow-up on World Bank Trans-
portation projects - Organize Forest Firefight-
ing Exhibition Beijing 4-10 Dec 88.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CANADAIR SOLD 2 CHALLENGER AIRCRAFT AND SPARES
TO POLYTECHNOLOGIES LTD. OF CHINA.

-carried out. - meet with several local contacts
and sent report to De Havilland aircraft. - sent
report to interested parties. alerted various
Canadian firms of prospects. - done, excellent
results. 5 Cdn firms participated.