

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 :522-NEW DELHI

SECTOR :005-ADVANCED TECH. PROD. & SERV  
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP ON PROPOSED MOU BETWEEN TRC/DOC RESEARCH AGREEMENT  
ESTABLISHMENT OF GOVT.-TO-GOVT. AND PVT-TO-PVT LINKAGES &

INDUSTRIAL

CONT SUPP TO SPAR IN TDMA & CANAC FOR RAILW.TELECOM PROJ.  
COLLABORATIONS IN COMMUNICATIONS SECTOR. 2. EXPORT SALES OF

GOODS & SERVICES VALUED AT CDN \$17 MILLION.

SUPP SYNTRONICS JV WITH C-DOT(DOE)FOR DEV OF ADV COMPUTING  
EXPORT SALES OF GOODS & TOT FEE VALUED AT CDN \$10-15 MILLION

OVER NEXT COUPLE OF YEARS

DET & ACT FOLLOW-UP ON SPACE COMM & REMOTE SENS MISS TO IND.  
IMPROVE BUSINESS PROSPECTS FOR CDN COS IN THIS SECT,IN PAR-

TICULAR,SPAR,DIPIX,INTERA,MICROTEL,BRISTOL AEROSPACE,MDA ETC

INTENSIFIED EVALUATION OF NEW AGENTS IN SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Detailed and active follow up on Space Communic-  
ation & Remote Sensing mission to India Identifi-  
ed evaluator of new agent

Efforts are continuing

QUARTER: 2 Detailed and active follow up on Space  
Communication and Remote Sensing Mission to  
India; Intensified evaluation of New Agent.

Efforts continue

QUARTER: 3 Detailed & active follow-up on space communica-  
tion & remote sensing mission to India.  
Cdn Info Booth & Tencon-89 trade fair and confe-  
rence over 4 days on telecoms, electronics, and  
instrumentation

Efforts continue.

Booth visited by hundreds of specialists with  
300 inquiry forms & 100 cards deposited for  
follow-up deposited by computer and catalogues  
display

QUARTER: 4 Canadian Information Booth at Wisitex-90 trade  
fair on electronics, telecoms, and instrumenta-  
tion over 10 days in January. - Program & brie-  
fing for Ont MITT Advanced Manufacturing Techn.  
Mission during Wisitex-90.

Info Booth was the only foreign nat'l exhibit at  
the show where we collected names/inquiry forms  
& met scores of buyers to which we distributed  
Cdn material. - Seminar & program resulted in 2-  
3 serious follow-ups by the 8 visiting Ont firms