REPORT 4
88/10/21

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- PEKING

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). | SALES IN 1988 OF ATC EQUIPMENT. |
| CONTINUE PRESSURE ON BEIJING SUBWAY CORPORATION TO IMPLEMENT FINDINGS OF URBAN TRANSIT STUDY. | DECISION TO BEGIN EXTENSION TO BEIJING SUBWAY SUB-SYSTEM USING CANADIAN TECHNOLOGY. |
| FOLLOW-UP ON PROSPECTS TO SELL COMMUTER AIRCRAFT TO REGIONAL AIRLINES IN ZHEJIANG, JIANGSU, SICHUAN AND YUNNAN PROVINCES. | FIRST CONFIRMED AIRCRAFT SALES TO CHINA 'S REGIONAL AIRLINES. |
| PREPARED REPORT "TRANSPORTATION IN CHINA: OPPORTUNITIES FOR CANADA EXPORTERS". | PRODUCE DOCUMENTATION WHCIH WILL ASSIST CANADIAN BUSINESS IN IDENTIFYING COMMERCIAL OPPORTUNITIES. |
| COORDINATE ACTIVITIES WITH CHINA IN THE DEVELOPMENT OF THEIR NEW TRANSPORTATION PROGRAM FOR CHINA. | USE CIDA PROGRAMS TO CREATE NEW EXPORT OPPORTUNITIES. |

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| TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: | QUARTERLY RESULTS REPORTED: |
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| QUARTER: 1 IDENTIFY MARKETS FOR AIRCRAFT SALES-REGIONAL AIRLINES. | CANADAIR SOLD 2 CHALLENGER AIRCRAFT AND SPARES TO POLYTECHNOLOGIES LTD. OF CHINA. |
| QUARTER: 2 ----- | |
| QUARTER: 3 ----- | |
| QUARTER: 4 ----- | |