

REPORT 4B
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 519-SEOUL

KOREA

QUARTER: 1

005-COMM. & INFORM. EQP. & SERV
NONE THIS QUARTER.

STARTED WORK FOR CDN PARTICIPATION AT AFCEA 87.
2. ASSISTED CDN MARCONI IN FINALIZING SALES OF
ANSP 503.

004-DEFENCE PROGRAMS, PRODUCTS, SERV
MISSION TO CDA BY 6 PERSON MINISTRY OF NATIONAL
DEFENCE TEAM HEADED BY M. GENERAL

EXPOSED KEY KOREAN MILITARY TO CDN CAPABILITIES.
AS A RESULT KOREA DEF. IND. ASS. WILL SEND FOLLOW
UP TEAM TO CDA. DEHAVILLAND/BOEING SEMINAR DE-
MONSTRATION FOR ASW EQUIP. TO BE INSTALLED ON
DASH 8 FOR ROK NAVY TOOK PLACE IN EMB. NEW T. CENT

008-TRANSPORT SYS, EQUIP, COMP, SERV.
SEMINAR & MISSION IN AUTOMOTIVE PARTS.

1. MISSION WILL 5 COMPANIES JUNE 22 TO 27. POTEN-
TIAL FOR TWO J. V. 'S & POSSIBLE DIRECT SALES TO
DAEWOO MOTOR. (2) DAEWOO/KNR MISSION TO CANADA.

009-FOREST PRODUCTS, EQUIP, SERVICES

1. HOUSING EXHIBIT FOR LOG HOMES.
2. COFI DELEGATION VISIT TO SEOUL AND MEETINGS
WITH LOCAL LUMBER IMPORTS.

003-GRAINS AND OILSEEDS
ACCESS FOR ALFALFA. FIRST TENDER ISSUED FOR PUR-
CHASE OF ALFALFA EXCLUDED CDA. AFTER STRONG REP-
RESENTATIONS BY EMBASSY, FIRST TENDER WAS CANCEL-
LED. IN SECOND TENDER, CDA RECEIVED ORDER FOR
2,000 TONS.

1. FIRST CDN EXPORTS OF DEHYDRATED ALFALFA.
2. FOLLOWED-UP ON WHEAT MILLING TEST CONDUCTED
IN MARCH 87. 3) FOLLOWED-UP ON INTRODUCTORY VI-
SITS TO CRUSHING MILLS AND USERS, AND FIRST CDN
SALE OF RAPESEED.