

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

POST : 506-SHANGHAI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSESSMENT BY POST OF PORT DEVELOPMENT. POTENTIAL IN YANGTZE
DELTA AREAS.

DEVELOP INFORMATION BASE ON OPPORTUNITIES
IDENTIFY CONTACTS.

DISSEMINATION OF INFORMATION ON PORT DEVELOPMENT TO CDN FIRMS.

INITIAL INROADS INTO MARKET POTENTIAL.

MAJOR THRUST TO PROMOTE CDN AIRPORT EQUIPMENT IN ZHEJIANG PROVIN-
CE.

EQUIPMENT FOR NEW PROVINCIAL AIRLINE TO BE
SOURCED IN CDA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -REPORT ON METRO PROJECT/SUPPORT OF CDN FIRMS;
-PURSUIT OF SHEJIANG AIRLINE PROJECT; -PURSUE
PORT DEVELOPMENT PROJECT/INVESTIGATE OPTIONS FOR
PROMOTION OF CDN CAPABILITY; -PURSUIT OF HUANGPU
BRIDGE PROJECT/SUPPORT CDN CO.

-CDN CO. FULLY BRIEFED BY CONGEN, HAS RESPONDED
TO REQUEST FOR TECH INFO FM SHNGI METRO CORP.;
-SHEJIANG AIRLINE DEL VISITED CDA WITH POST ASS.
-RECEIVED/BRIEFED CIDA PORT TECH DEL.; -CDN
GROUP BEING FORMED TO BID ON HUANGPU BRIDGE.

QUARTER: 2 SHANGHAI ECONOMIC LEADERS MISSION: INCLUDED
CALLS ON CDN COMPANIES PURSUING METRO, VTMS
AND HUANGPU BRIDGE PROJECTS.

VISIT BY HIGH-LEVEL ECONOMIC DECISION MAKERS
PROVIDED EXCEPTIONAL OPPORTUNITY TO PROMOTE CDN
INTERESTS IN 3 MAJOR TRANSPORTATION PROJECTS.
SHNGI LEADERS ALSO GOT THOROUGH BRIEFING ON EDC
SUPPORT POSSIBLE.

QUARTER: 3 CONTINUE REPRESENTATION TO ZHEJIANG AIRLINES
OFFICIALS FOR SALE OF 2 COMMUTER AIRCRAFT.
SUPPORT CDN PURSUIT OF METRO PROJECT DEVELOP
NEW CONTACTS.

CONTRACT AWARDED TO CDA FOR SUPPLY OF AIRCRAFT.
CDN INTEREST IN PROJECT GIVEN HEIGHTENED PROFILE
THROUGH CONTACTS MADE DURING MAYOR DORE VISIT.

QUARTER: 4 MOUNT/SUPPORT PROMOTION OF CANADIAN EXPERTISE IN
SECTORS OF PRIME LOCAL INTEREST (URBAN TRANSIT,
AIRCRAFT).

SUPPORTED CANADIAN SUBMISSION/PRESENTATION FOR
SHANGHAI METRO PROJECT.
ORGANIZED TWO SEMINARS IN AVIATION SECTOR.