

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 :506-SHANGHAI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INCREASED REPRESENTATION TO REGIONAL AIRLINES
ADDITIONAL SALES OF AIRCRAFT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ACTIVITIES UNDERTAKEN IN QUARTER:

Quarter 1: Activities undertaken in Singapore, including visits to local telecommunications companies and government officials. Quarter 2: Continued efforts in Singapore, with a focus on product demonstration and market study. Quarter 3: Increased representation to regional airlines and additional sales of aircraft. Quarter 4: Summary of activities and results for the quarter.

Quarter 1: Singapore Telecom officials visited and held discussions with various local computer, telecommunications companies and government officials. Quarter 2: Work with local consultancy firm on information system study in Singapore, organized software exhibition in Singapore and conducted LAN computer in product seminars. Coordinated LAN efforts in Singapore. Quarter 3: Meet with Telecom Officials and Canadian committee to identify business. Organized Singapore Information '89 Update market studies in telecommunications and computer software.