

REPORT 4
89/10/10

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 :506-SHANGHAI

005-ADVANCED TECH. PROD. & SERV
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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| <p>FOLLOW-UP ON DISCUSSIONS HELD DURING SHANGHAI ECONOMIC LEADERS MISSION IN CDA ON TV TOWER PROJECT.</p> <p>FOLLOW-UP TO SHANGHAI ECONOMIC LEADERS MISSION TO CDA RE TELEPHONE NETWORK EXPANSION.</p> <p>SUPPORT CDN SUPPLIER OF TELEX EXCHANGE EQUIPMENT IN CONCLUDING SALE CONTRACT CURRENTLY IN LAST PHASE OF NEGOTIATIONS.</p> <p>DEVELOP FOCUS ON RURAL TELECOM SECTOR.</p> | <p>FIRMING UP STRUCTURE OF CDN APPROACH TO BLD ON PROJECT WITHIN FY 87/88.</p> <p>ESTABLISH CDN MFTRS AS COMPETITIVE POTENTIAL SUPPLIERS FOR EXPANSION PROJECTS.</p> <p>SALE CONTRACT.</p> <p>PROVIDE MKT INTELLIGENCE ON EMERGING SECTOR.</p> |
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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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| <p>QUARTER: 1 -----</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 To monitor Development of Shanghai Policy on acquisition of satellite ground station.</p> <p>QUARTER: 4 To monitor development in post telecom administration on acquisition of new technologies.</p> | <p>Spar successes in North China & Shandong Peninsula provided opportunity to arrange for Spar experts to come to Shanghai & meet PTA decision makers to sensitize them to advantages of Spar System. Spar is now frontrunner in Shanghai comp</p> <p>Used opportunity of visit of Quebec Minister of International Affairs to present Memotec technology to gathering of senior decision-makers. Also introduced Gandalf Equipment to PTA</p> |
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