REPT4D
90/01/23

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 :502-HONG KONG

004-DEFENCE PROGRAMS,PRODUCTS,SERV
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SECURITY PRODUCTS

FOLLOW UP MKT IDENT EFFORTS OF NEW SUPPLIERS INTRO AT HITEC
WORK WITH AT LEAST 5 NEW SUPPLIERS IN ATTEMPT TO SECURE CUS- TOMERS AND/OR DISTRIBUTORS

MKT STUDY FOCUSSING ON IDENT FULL EXTENT OF THE SECTOR,KEY
CONTRACT OUR STUDY & EVALUATE & REPORT RESULTS BY MID 1989

SECURE TDO ASSISTANCE IN INCLUDING HK IN ANY RELEVANT VISITS
AT LEAST 1 SUCH VISIT TO HELP PUBLICIZE CANADIAN TECHNOLOGY

PROTECT ASIA'90 (JAN)
OBTAIN OTTAWA APPROVAL FOR A CDN PAVILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Identify local market opportunites and Cdn co's with capability to supply (through HiTech 89). Market study to identify market opps.

Local opportunites identified and 3 Cdn supplier s making inroads into market.
Market study not yet undertaken in order not to overlap with building security products study just completed.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----