

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 : 422-VIENNA

016-INDUSTRIAL MACHIN, PLANTS, SERV.
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO CREATE COMPREHENSIVE LIST OF AUSTRIAN MANUFACTURERS AND DISTRIBUTORS OF CNC MACHINES; AFTER ITS COMPLETION TO COMMENCE WITH THE APPROACH TO CDN MANUFACTURERS AIMED AT ALL POSSIBLE FORMS OF COOPERATIVE EFFORTS.

WITH ACQUISITION OF DATA PROCESSOR, DEVELOP CONTACT SYSTEM LIST ON SECTORAL BASIS FOR CANADIAN COMPANIES.

- RECIPROCITY IN REPRESENTATION
- TECHNOLOGY TRANSFER
- MANUFACTURING UNDER LICENSE.

ESTABLISH COMPREHENSIVE SOURCING NETWORK FOR USE OF CANADIAN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 POST HAS BEEN VERY ACTIVE IN INCREASING AUSTRIAN AWARENESS IN CANADA'S TECHNOLOGY IN THIS SECTOR. OUR EFFORTS HAVE BEEN PRIMARELY ORIENTED IN THE TECHNOLOGY EXCHANGE AREAS.

POST EFFORTS RESULTED IN A VISIT TO POST TERRITORY OF CDN ENVIRONMENT CONTROL EQUIPMENT MISSION . OVER 121 CONTACTS WITH AUSTRIAN COUNTERPARTS WERE MADE SOME OF WHICH MAY RESULT IN JOINT-VENTURE OR MANUFACTURING UNDER LICENSE.

QUARTER: 2 POST CONTINUED, ALBEIT MODERATELY (DUE TO THE HOLIDAY SEASON) ITS ACTIVITIES IN THIS SECTOR. CONSIDERABLE FOLLOW-UP ENSUED IN THE TECHNOLOGY TRANSFER AREA.

RESULTS TO-DATE VERY POSITIVE, THOUGH NOT OVERLY CONCLUSIVE. IT IS ANTICIPATED THAT SOME MEANINGFUL RESULTS WILL BE HAD IN THE THIRD QUARTER.

QUARTER: 3 SEVERAL EXCELLENT OPPORTUNITIES DISCOVERED FOR THE J/V & TECHNOLOGY TRANSFER OPPORTUNITIES IN THIS SECTOR.

POST, TOGETHER WITH NRC FIELD REPS IN CDA & CDN INDUSTRY, IS ACTIVELY PURSUING THE DISCOVERED CONNECTIONS OPPORTUNITIES.

QUARTER: 4 -----