

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 : 510-BEIJING

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	URBAN TRANSIT	
	CPPF STUDY OF BEIJING SUBWAY EXTENSION.	TO POSITION CANADIAN FIRM FOR FUTURE WORK ON THIS PROJECT.
	WILL CONDUCT SERIES OF MEETINGS WITH APPROPRIATE OFFICIALS TO CLARIFY MARKET POTENTIAL.	TO BE IN BETTER POSITION TO DEVELOP PLAN OF ACTION.
	PLAN TO INVESTIGATE VESSEL TRAFFIC MANAGEMENT ASPECTS OF CHINA'S PORT EXPANSION PROGRAM.	TO PREPARE INFORMATION FOR POSSIBLE MISSION IN LATE 1987.
	PREPARE REPORT ON RAILWAY SIGNALLING OPPORTUNITIES.	TO PUBLICIZE OPPORTUNITIES TO CANADIAN FIRMS.
	DEVELOP CLOSER RELATIONS WITH KEY OFFICIALS IN MINISTRY OF RAILWAYS.	TO OBTAIN MORE TIMELY AND APPROPRIATE INFORMATION.
	FOLLOW UP TO CIVIL AVIATION MISSION PLANNED FOR FEBRUARY 1987.	BREAK INTO AIR TRAFFIC CONTROL MARKET.
	PREPARE DETAILED REPORT ON AIR TRAFFIC OPPORTUNITIES IN CHINA.	PUBLICIZE OPPORTUNITIES TO CANADIAN FIRMS.

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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 -----	
	QUARTER: 2 TO POSITION CANADIAN FIRMS FOR KEY URBAN TRANSIT PROJECT.	SUBMISSION OF FINAL LAVALIN-BEIJING SUBWAY CORP. STUDY WHICH ENDORSES USE OF CDN TECHNOLOGY IN JULY 87. MATTER NOW UNDER REVIEW BY BEIJING MUNICIPAL GOVERNMENT.
	QUARTER: 3 CONDUCT SERIES OF MEETINGS WITH APPROPRIATE OFFICIALS TO CLARIFY MARKET POTENTIAL.	MET ON SEVERAL OCCASIONS WITH BEIJING SUBWAY CORPORATION & ASSISTED IN A MISSION TO CDA IN LATE NOVEMBER 87.
	QUARTER: 3 PLAN TO INVESTIGATE VESSEL TRAFFIC MANAGEMENT ASPECTS OF CHINA'S PORT EXPANSION PROGRAM.	MET IN DEC 87 WITH REPS OF SHANGHAI HARBOUR SUPERINTENDENCY DEPT & GATHERED INFORMATION ON THEIR REQUIREMENTS. PLANNING A MISSION TO VIEW CDN SYSTEM IN HONG KONG IN FEBRUARY 88.
	QUARTER: 4 IDENTIFY MARKETS FOR AIRCRAFT SALES-REGIONAL AIRLINES.	SALE OF DE HAVILLAND'S DASH 8 PLUS ON-GOING EFFORTS RE TWIN OTTERS AND CANADAIR'S CHALLENGER.