

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-PEKING

005-COMM. & INFORM. EQP. & SERV  
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MASS MAILING OF MANDARIN TELECOM BROCHURES TO CONTACTS FROM  
EXPOCOM.

MAXIMIZE CHINESE FAMILIARITY WITH CANADIAN  
TELECOM CAPABILITIES.

VISITS TO REGIONAL TELECOM CENTRES, WHERE REQUIRED IN SUPPORT OF  
COMPANY INITIATIVES OR INDEPENDENTLY TO MEET RESEARCH INSTITUTE/  
MUNICIPAL AND PROVINCIAL AUTHORITIES.

FIRST HAND KNOWLEDGE OF NEGOT'G ENVIRONMENT.  
-INFLUENCE TELECOM AUTHORITIES TO CONSIDER  
CDN EQPT. & SRVCS. GATHER PLANNING INFO. TO  
MATCH WITH CDN CAPABILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----