

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

POST : 527-OSAKA

JAPAN

QUARTER: 1

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
AIRPORT CONSTRUCTION & AEROSPACE ENGINEERING  
SHOW-PLANNING (3 MONTHS) - RECRUITMENT FROM POST  
AND IN CANADA ON CROSS COUNTRY TOUR. -EXECUTION,  
REPORTING, FOLLOW-UP.

18 CDN CO. PARTICIPATED BY PROVIDING PICTURES AND  
DISPLAY MATERIAL. 1 CDN REP PARTICIPATED ON BOOTH  
. 107 ENQUIRES RECEIVED, REPORT PREPARED & FOLLOW-  
UP COMPLETED. INDIVIDUAL COMPANIES RESPONSIBLE  
FOR OWN FOLLOW-UP.

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
AIRPORT CONTRACT BIDDING SEMINAR - POLITICAL  
PRESSURE TO KIAC (8 MONTHS) - RECRUITMENT -  
REPORTING.

IN EFFORT TO RAISE PROFILE AS COUNTRY WITH TRAN-  
SPORTATION EXPERTISE, INDEPENDENTLY PUSHED TO HA-  
VE BIDDING SEMINAR ORGANIZED BY AIRPORT CO. OFFI-  
CIALS. 6 CDN CO. REPS ATTENDED, RESULTING IN SEVE-  
RAL INDEPENDENT REPORTS GENERATED & DIST. IN CDA

005-COMM. & INFORM. EQP. & SERV  
DEPT OF COMMUNICATIONS TELECOMMUNICATION SEMINAR  
ADVANCE TEAM. - PREPARE ITINERARY PROVIDING TEAM  
BEST EXPOSURE TO MARKET OPPORTUNITIES FOR TELE-  
COMMUNICATIONS EQUIPMENT AND SERVICES.

DETERMINED TIMING & NATURE OF SEMINARS NEEDED  
FOR TERRITORY IN COORDINATION WITH PROGRAMME IN  
TOKYO(SEPT. ). IDENTIFIED POTENTIAL BUYERS FOR TE-  
LECOM EQUIPMENT(OSAKA GAS, LOCAL NTT OFFICE).

005-COMM. & INFORM. EQP. & SERV  
SASKATCHEWAN HIGHTECH MISSION - PREPARATION OF  
PROMOTIONAL MATERIAL(IN JAPANESE) - IDENTIFICA-  
TION AND SELECTION OF TARGET COMPANIES - DISTRI-  
BUTION, CONTACT AND FOLLOW-UP.

SEVERAL COMPANY TO COMPANY CONNECTIONS ARRANGED  
LEADING TO SEVERAL SALE/JOINT COLLABORATION OR  
PRODUCT DEVELOPMENT IN JAPAN & OTHER EXPORT MAR-  
KETS. ONE TWO MAN-MISSION ARRANGED FOR KUBOTA RE  
REMOTE SENSING, IDENTIFICATION SYSTEMS.

001-AGRI & FOOD PRODUCTS & SERVICE  
ALBERTA BEEF PROMOTION ACTIVITIES - SUPPORT TO  
BEEF DEMO IN KOBE & KYOTO - FOODEX OSAKA.

ALBERTA BEEF PROMOTIONS ARE SUCCESSFULLY ENHAN-  
CING IMAGE OF CANADIAN BEEF IN TERRITORY AS LOW  
FAT HEALTHY FOOD PRODUCT.

002-FISHERIES, SEA PRODUCTS & SERV.  
NEW BRUNSWICK FISHERIES PRODUCTS PROMOTIONS  
- SUPPORT TO NB GOVERNMENT AND PRIVATE SECTOR  
INITIATIVES.

BUYING CONNECTION (LOBSTER) PREVIOUSLY ESTABL.  
IS LEADING TO EXPANSION OF ATLANTIC SALMON.  
SAMPLES SENT, EXAMINED & NEGOTIATIONS STARTED.  
IMPORTANT INVSTMT PROJ. CONSIDERED BY JPNSA CO.  
(PURCHASE OF EXISTING FISH PROCES. FACILITY).