

REPORT 4
88/02/02

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

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POST : 527-OSAKA

008-TRANSPORT SYS, EQUIP, COMP, SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

NOTIFICATION OF OPENING OF CONSULATE GENERAL AND OPPORTUNITIES ASSOCIATED WITH NEW KANSAI INTERNATIONAL AIRPORT CONSTRUCTION.

MEET WITH JAPANESE COMPANY EXPECTED TO WIN OVERALL CONTRACTS IN KIA PROJECT.

ENCOURAGE VISITS BY CANADIAN COMPANIES TO OSAKA FOR APPOINTMENTS AT KIA AND OTHER JAPANESE COMPANIES.

FIVE OR SIX COMPANIES REGISTERED WITH KIAC UNDER DESIGNATED BIDDING SYSTEM.

INCREASE AWARENESS OF CANADIAN CAPABILITY IN THIS SECTOR BY JAPANESE PRIVATE COMPANIES.

ESTABLISH BUSINESS RELATIONSHIPS BETWEEN JAPANESE AND CANADIAN COMPANIES LEADING TO SALES OVER NEXT THREE YEARS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 AIRPORT CONSTRUCTION & AEROSPACE ENGINEERING SHOW. -PLANNING (3 MONTHS). RECRUITMENT FROM POST & IN CANADA ON CROSS-COUNTRY TOUR. EXECUTION, REPORTING, FOLLOW-UP.

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

QUARTER: 1 AIRPORT CONTRACT BIDDING SEMINAR. POLITICAL PRESSURE TO KIAC (8 MONTHS) RECRUITMENT - REPORTING

IN EFFORT TO RAISE PROFILE AS COUNTRY WITH TRANSPORTATION EXPERTISE, INDEPENDENTLY PUSHED TO HAVE BIDDING SEMINAR ORGANIZED BY AIRPORT CO. OFFICIALS. SIX CDN COS. REPS ATTEND RESULTING IN SEVERALS INDEPENDENT REPORTS GENERATED & DISTRIBUTED TO COMPANIES AND APPROPRIATE GOVERNMENT CONTACTS.

QUARTER: 2 KANSAI AIRPORT REPORT - REPORT ON PROCUREMENT POLICIES OF KANSAI INTERNATIONAL AIRPORT COMPANY

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