

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :506-SHANGHAI

005-ADVANCED TECH. PROD.& SERV
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON DISCUSSIONS HELD DURING SHANGHAI ECONOMIC LEADERS MISSION IN CDA ON TV TOWER PROJECT.

FIRMING UP STRUCTURE OF CDN APPROACH TO BLD ON PROJECT WITHIN FY 87/88.

FOLLOW-UP TO SHANGHAI ECONOMIC LEADERS MISSION TO CDA RE TELEPHONE NETWORK EXPANSION.

ESTABLISH CDN MFTRS AS COMPETITIVE POTENTIAL SUPPLIERS FOR EXPANSION PROJECTS.

SUPPORT CDN SUPPLIER OF TELEX EXCHANGE EQUIPMENT IN CONCLUDING SALE CONTRACT CURRENTLY IN LAST PHASE OF NEGOTIATIONS.

SALE CONTRACT.

DEVELOP FOCUS ON RURAL TELECOM SECTOR.

PROVIDE MKT INTELLIGENCE ON EMERGING SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 To monitor Development of Shanghai Policy on acquisition of satellite ground station.

Spar successes in North China & Shandong Peninsula provided opportunity to arrange for Spar experts to come to Shanghai & meet PTA decision makers to sensitize them to advantages of Spar System. Spar is now frontrunner in Shanghai comp

QUARTER: 4 -----