

REPORT 4  
88/03/16

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 :415-HAGUE, THE

005-COMM. & INFORM. EQP. & SERV  
NETHERLANDS

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

DISCUSS CANADIAN PARTICIPATION IN EUREKA PROJECTS WITH DUTCH  
EUREKA SECRETARIAT.

VISIT FLANDERS TECHNOLOGY TRANSFER FAIR AND OTHER PROMINENT TRADE  
FAIRS TO MATCH UP CANADIAN AND DUTCH COMPANIES.

ANTICIPATED RESULTS:

CANADIAN PRIVATE SECTOR PARTICIPATION IN 2 OR  
3 EUREKA PROJECTS WITH EUROPEAN PARTNERS.

3-4 LICENSING AGREEMENT JOINT VENTURES OR  
OTHER FORMS OF INDUSTRIAL COOPERATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 COMPUTER SOFTWARE MISSION/SEMINAR TO NETHERLANDS

QUARTER: 2 -FOLLOW UP WITH NETHS AND CDN COMPANIES WHICH  
PARTICIPATED IN MINISTER COTE EUREKA MISSION.  
-VISIT TRADE FAIRS & IDENTIFY IMPORTERS/AGENTS.

QUARTER: 3 ATTEND TELECOM 87 IN GENEVA TO ADVISE CDN PART.  
OF OPPORTUNITIES IN NETHERLANDS.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

NO SUPPORT RECEIVED FROM DRIE  
ATTENDED "EUROPE SOFTWARE" FAIR

-WROTE TO CDN PARTICIPANTS OF COTE MISSION OF-  
FERING FURTHER ASSISTANCE. -WROTE ARTICLE ON PTT  
DEREGULA'N. -SENT TRADE QUESTION. TO 150 TELECOM  
IMPRTRS. -ATTENDED SECURITY 87 & EUROPE SOFTWARE  
87. -ASS. TTS-FINANCED SURVEY RE IT R&D PROJECT.

COUNSELLOR(COMMERCIAL)MET WITH 30+ COMPANIES.  
USEFUL INFO GAINED ON THEIR INTEREST IN THE  
NETHERLANDS MARKET. FOLLOW UP REQUIRED FOR 8  
COMPANIES.