

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 JPNS CO.
(PURCHASE OF EXISTING FISH PROCES. FACILITY).