

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

Page 87

POST : 506-SHANGHAI

006-ELECTRONICS EQUIP. & SERV  
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN ~~POST~~ PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

INSTRUMENTATION MARKET SURVEY

IMPLEMENTATION OF MARKET PLAN

COMPREHENSIVE MARKET PLAN

MARKET FOOHOLD

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -COMPLETE INSTRUMENTATION STUDY;  
-PURSUE SHNGI VTMS PROJECT/SUPPORT CDN CO.

-STUDY COMPLETED, FIRST COPIES DISTRIBUTED, WIDER SELECTION NOW BEING PRINTED; -CDN CONSULTANTS REDESIGNING CONSORTIUM APPROACH TO ENHANCE PROJECTS. EXCHANGE OF VISITS PLANNED.

QUARTER: 2 COMMENCED PLANNING/PREPARATION FOR OUTGOING INSTRUMENTATION MISSION. SUPPORTED EFFORTS OF CDN TEAM IN PURSUIT OF VTMS PROJECT.

SECURED ASSISTANCE OF SHNGI AND WUXI INSTRUMENTATION/ELECTRONICS BUREAUX. SETTLED ON LOGISTICS COMMENCED RECRUITMENT. ARRANGED INTRO OF KEY CHINESE & CDN PLAYERS IN SHNGI. SHNGI ECON LEADERS CALLED ON SEVERAL KEY PUBLIC/PRIVATE

QUARTER: 3 IMPLEMENT INSTRUMENTATION SEMINARS. SUPPORT CDN TEAM PURSUING VTMS PROJECT.

INSTRUMENTATION SEMINARS ATTRACTED SOME 150 REG. CONTACTS. FOLLOW-UP VISITS IN SHANGHAI & WUXI. PROPOSAL FOR JOINT STUDY OF VTMS SYSTEM NOW UNDER CONSTRUCTION.

QUARTER: 4 -----