

REPORT 4
88/10/21

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 : 436-DUBLIN

006-ELECTRONICS EQUIP. & SERV
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LIAISE WITH BUYERS OF IRISH SUBSIDIARIES OF CANADIAN COMPANIES.

INCREASED SALES OF CANADIAN PRODUCTS - \$2M.

LIAISE WITH THE IRISH FEDERATION OF ELECTRONIC AND INFORMATIC INDUSTRIES.

BETER KNOWLEDGE OF CANADIAN AND IRISH CAPABILITIES.

LIAISE WITH KEY INDUSTRIAL DEVELOPMENT AUTHORITIES.

ONE JOINT VENTURE IN CANADA OR IRELAND.

EXPLORE POSSIBILITIES OF A CANADA-IRELAND AGREEMENT OR MOU TO FACILITATE R&D EXCHANGES IN PUBLIC AND PRIVATE SECTORS.

AGREEMENT/MOU REACHED.

PROMOTE LICENSING ARRANGEMENTS BETWEEN CANADIAN AND IRISH COMPANIES.

TWO LICENSING AGREEMENTS.

ORGANIZE MISSIONS FROM IRELAND TO CANADA AND FROM CANADA TO IRELAND, RELATING TO ABOVE.

TWO AGREEMENTS COVERING JOINT MARKETING.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONGOING CONTACT WITH KEY COMPONENT AND INSTRUMENTATION IMPORTERS.

SEVERAL IMPORTERS NOW IN DIRECT CONTACT WITH CANADIAN SUPPLIERS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----