

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 : 431-HELSINKI

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 3 UPDATE POST'S COMPUTERIZED DATABASE ON AGENTS/  
DISTRIBUTORS.
- QUARTER: 3 ATTEND TELECOM 87 IN GENEVA
- QUARTER: 4 REPORT DEVELOPMENTS IN CABLE CASTING AND CATV  
MARKETS TO DOC AND CDN FIRMS. ATTEND CEBIT 88 IN  
HANNOVER.
- QUARTER: 4 MASS MAILINGS OF DEPARTMENTAL PUBLICATIONS.

QUARTERLY RESULTS REPORTED:

DATABASE WAS EFFICIENTLY UTILIZED & LARGELY UP-  
DATED WHEN ORGANIZING INFORMATICS MISSION &  
WORKING ON REMOTE SENSING REPORT. DISTRIBUTED  
PUBLICATIONS ON REMOTE SENSING & COMPUTING PRO-  
DUCTS TO CONTACT MADE DURING ABOVE.

REC'D NUMEROUS ENQUIRIES RE OPPORTUNITIES IN  
FINLAND FROM CDN FIRMS AT THE SHOW SOME OF WHICH  
WILL LIKELY RESULT IN NEW AGENCY AGREEMENTS. MADE  
CONTACTS WITH A NUMBER OF FINNISH PARTICIPANTS.

COMPLETED REPORT ON CABLE-CASTING IN FINLAND.  
SENT IT TO DOC, TTT, DRIE AND CDN FIRMS. RESPON-  
DED TO EXPORT ENQUIRIES FROM CDN FIRMS RE MARKET  
OPPORTUNITIES IN COMPUTERS, SOFTWARE AND SYSTEMS  
IN FINLAND.

DISTRIBUTED OVER 100 COPIES OF CANADA REPORTS  
COMPUTER ISSUE AND SEVERAL IMPORTANT FINNISH  
IMPORTERS REQUESTED FURTHER INFORMATION.