

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

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POST : 431-HELSINKI

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 UPDATE POST'S COMPUTERIZED DATABASE ON AGENTS/
DISTRIBUTORS.

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.

QUARTER: 3 ATTEND TELECOM 87 IN GENEVA

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.

QUARTER: 4 -----