

REPT4D  
89/12/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :519-SEOUL

005-ADVANCED TECH. PROD. & SERV  
KOREA

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

SUPPORT 3 CDN FIRMS IN THEIR CURRENT NEGOTIATIONS  
ACHIEVE \$250,000 SALES.

OUTGOING SOFTWARE MISSION  
INTRODUCE 4 CANADIAN FIRMS TO KOREAN BUYERS.

INCOMING REMOTE SENSING AND SPACE TECH MISSION  
INTRODUCE KOREAN END-USERS TO CANADIAN FIRMS.

INSTRUMENT & PROCESS CONTROLS

MONITOR CLOSELY KRN GOVT'S CONTINUED CAMPAIGN FOR IMPORT  
UPDATE LIST OF PRODUCTS OF REPLACEMENT OPPORTUNITY AND

INFORM CDN SUPPLIERS.

FOLLOW UP W/KRN COYS WHO PART'D IN THE INSTRUM'N SEM/MISS.87  
ENHANCE LOCAL INTEREST IN CDN PRODUCTS.

ORGANIZE AN INCOMING MISSION TO CANADA  
INTRODUCE MORE CANADIAN PRODUCTS AND INCREASE NUMBER OF

AGENTS.

IDENTIFY CANADIAN PRODUCTS HAVING GOOD PROSPECTS  
ESTABLISH LIST OF FIRMS WITH POTENTIAL

TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----