

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 : 427-MUNICH

005-COMM. & INFORM. EQP. & SERV
GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

INTENSIFY CORPORATE LIAISON ACTIVITY TO TAKE ADVANTAGE OF
EMERGING INTEREST IN TELECOMMUNICATIONS SECTOR.

WILL CANVASS MAJOR CORPORATIONS IN TERRITORY TO DETERMINE THEIR
FUTURE REQUIREMENTS FOR DATA COMMUNICATIONS EQUIPMENT/SERVICES
LOCAL AREA NETWORKS, APPLICATION SOFTWARE AND MODULAR OFFICE
EQUIPMENT.

BROADCASTING (INC CATV)

CONTINUE CORPORATE LIAISON ACTIVITIES TO KEEP ABREAST OF
EMERGING OPPORTUNITIES IN CATV SECTOR PARTICULARLY NOW THAT
PRIVATISATION OF BROADCASTING IS INCREASING .

ANTICIPATED RESULTS:

IDENTIFICATION OF OPPORTUNITIES FOR CANADIAN
SUPPLIERS INCLUDING POSSIBILITIES OF
JOINT VENTURES

UNCOVER EMERGING OPPORTUNITIES BY TAKING
ADVANTAGE OF OUR CLOSE LINKS WITH USA AND
DOMINANT SALES OF AMERICAN FIRMS IN INFORMATICS
IN FRG MARKET. N

EARLY INVOLVMENT OF CATV SUPPLIERS IN
PROCUREMENT PROGRAMS OF BAVARIAN
TV ORGANIZATIONS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED: