

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 :533-SYDNEY

005-ADVANCED TECH. PROD.& SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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PC, OFFICE AUTOMATION/DATA COMMUNICATION MISSION FOLLOW UP.

ESTABLISH SALES/NEW AGENTS.

REVISION TO 10 MARKET STUDIES IN AREA.

BETTER INFORMATION SUPPLIED TO CANADIAN FIRMS
THAT WILL ENHANCE THEIR SALES POTENTIAL. POS-
SIBLE 10% SALES INCREASE.

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FOLLOW UP TO COMPUTER/COMMUNICATIONS MISSION.

TO FINALIZE SALES OPPORTUNITIES DISCOVERED
DURING MISSION AND TO IDENTIFY NEW AREAS
OF INTEREST.

MARKET STUDY BY POST

VISIT BY FIRMS.

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VISIT TO AUTO FACTORIES.

IDENTIFY SALES OPPORTUNITIES.

POST MARKET STUDY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----