

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 : 527-OSAKA

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

NOTIFICATION OF OPENING OF CONSULATE GENERAL AND OPPORTUNITIES ASSOCIATED WITH NEW KANSAI INTERNATIONAL AIRPORT CONSTRUCTION.

MEET WITH JAPANESE COMPANY EXPECTED TO WIN OVERALL CONTRACTS IN KIA PROJECT.

ENCOURAGE VISITS BY CANADIAN COMPANIES TO OSAKA FOR APPOINTMENTS AT KIA AND OTHER JAPANESE COMPANIES.

FIVE OR SIX COMPANIES REGISTERED WITH KIIAC UNDER DESIGNATED BIDDING SYSTEM.

INCREASE AWARENESS OF CANADIAN CAPABILITY IN THIS SECTOR BY JAPANESE PRIVATE COMPANIES.

ESTABLISH BUSINESS RELATIONSHIPS BETWEEN JAPANESE AND CANADIAN COMPANIES LEADING TO SALES OVER NEXT THREE YEARS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 AIRPORT CONSTRUCTION & AEROSPACE ENGINEERING SHOW. -PLANNING (3 MONTHS). RECRUITMENT FROM POST & IN CANADA ON CROSS-COUNTRY TOUR. EXECUTION, REPORTING, FOLLOW-UP.

18 CDNS CO'S PARTICIPATED BY PROVIDING PICTURES AND DISPLAY MATERIAL. ONE CDN REP PARTICIPATED ON BOOTH. 107 ENQUIRIES RECEIVED, REPORT PREPARED & FOLLOW-UP COMPLETED. INDIVIDUAL COMPANIES RESPONSIBLE FOR OWN FOLLOW-UP.

QUARTER: 1 AIRPORT CONTRACT BIDDING SEMINAR. POLITICAL PRESSURE TO KIIAC (8 MONTHS) RECRUITMENT - REPORTING

IN EFFORT TO RAISE PROFILE AS COUNTRY WITH TRANSPORTATION EXPERTISE, INDEPENDENTLY PUSHED TO HAVE BIDDING SEMINAR ORGANIZED BY AIRPORT CO. OFFICIALS. SIX CDN COS. REPS ATTEND RESULTING IN SEVERAL INDEPENDENT REPORTS GENERATED & DISTRIBUTED TO COMPANIES AND APPROPRIATE GOVERNMENT CONTACTS.

QUARTER: 2 KANSAI AIRPORT REPORT - REPORT ON PROCUREMENT POLICIES OF KANSAI INTERNATIONAL AIRPORT COMPANY

CONTINUE TO RAISE PROFILE OF CDA AS COUNTRY WITH HIGH-TECH CAPABILITY IN FIELD OF AIRPORT EQUIPMENT. INTEREST GENERATED AMONG ATTENDEES FOR SEVERAL PRODUCTS WHICH RESULTED IN SERIOUS BUSINESS DISCUSSION.

QUARTER: 3 ONTARIO AIRPORT EQUIPMENT DEMONSTRATION-ORGANIZATION IN ACCORDANCE WITH OBJECTIVES OF ONTARIO GOVERNMENT, SUPPORT ATTENDANCE.

QUARTER: 3 KANSAI AIRPORT PROJECT-REPORT ON NEW PROCUREMENT RULES PREPARED FOR CDN COMPANIES.

REPORT DISTRIBUTED TO 25 COYS IN CDA RESULTING IN RE-THINKING MARKETING STRATEGIES & PROMOTION ACTIVITIES WITH LOCAL AGENTS.

QUARTER: 4 KANSAI AIRPORT RE-REGISTRATION - PREPARATION OF MATERIAL AND DISTRIBUTION.

40 COMPANIES INCLUDING 8 ALREADY REGISTERED WITH KIIAC WERE CONTACTED TO ENCOURAGE REGISTRATION. TWO COMPANIES TO DATE HAVE REAPPLIED.