REPORT 4
89/10/10

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 :527-OSAKA

005-ADVANCED TECH. PROD. & SERV
JAPAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	IDENTIFICATION OF AND NOTIFICATION TO CANADIAN FIRMS WHICH SHOULD BE MADE AWARE OF SPECIFIC MARKET OPPORTUNITIES IN TERRITORY.	FOCUSSING OF SECTORAL CAPABILITIES AND PREPARATION FOR SUPPORT OF NEW MARKETING ENDEAVOURS.
	WORK WITH EMBASSY IN TOKYO TO ASSIST IDENTIFICATION OF IMPORTANT TARGET PURCHASERS IN TERRITORY (AS REQUIRED).	IDENTIFICATION OF IMPORTANT CONTACTS FOR PROMOTION ACTIVITIES.
	CONVEY INFORMATION CONCERNING PROCUREMENT FOR THE KANSAI INTERNATIONAL AIRPORT TO COMPANIES WITH GOOD SALES POTENTIAL.	PROCUREMENT INFORMATION WILL BE SENT TO FORTY THREE COMPANIES PREVIOUSLY IDENTIFIED AS HAVING INTEREST AND CAPABILITY IN AIRPORT PROJECT.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	SOFTWARE MISSION TO JAPAN - PROGRAMME DEVELOPMENT.	MISSION CANCELLED FOR LACK OF INDUSTRY INTEREST IN CANADA.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	Telecom Mission: Develop individual programmes for mission participants designed to find new agents, direct sales and market intelligence.	Seven company reps expected to participate in two-day programme.