

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 :326-ALGIERS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

WORKING VISIT BY GM REPRESENTATIVES IN NOVEMBER 86.
VIDEO-CASSETTE DEMONSTRATION OF WORK ON SIMULATOR IN SEPTEMBER 1986.
VISIT IN OCTOBER 1986.
OFFER TO TRAIN.
TECHNOLOGY EXCHANGES.

ENGINE SALES PROJECT AND TECHNOLOGY EXCHANGE.
BRING CANADIAN CAPABILITIES IN THIS AREA TO THE ATTENTION OF ALGERIANS - SELL A SIMULATOR
GENERAL LIASON OF SEPTEMBER AND NOVEMBER 1986 RESULTS.
GAIN BETTER POSITION IN THIS SECTOR.
GAIN BETTER POSITION IN THIS SECTOR.

AEROSPACE

VISIT TO ALGERIA BY DOT OTTAWA MISSION TO EXPLORE POSSIBILITIES IN ALGERIA.
VISIT TO CANADA BY DIRECTOR GENERAL OF CIVIL AVIATION IN ALGERIA, MR. BELEILI.
VISIT BY DIRECTOR GENERAL OF ENESA TO CANADA. CONTACTS WITH CANADIAN BUSINESS AND TECHNIQUES.
TECHNICAL VISITS PROGRAMMED FOR MARCH 1987.
DASH 8 DEMONSTRATION FLIGHT.

REALISTIC ASSESSMENT OF POSSIBILITIES IN ALGERIA.
VISIT AND MAKE CONTACTS WITH CANADIAN CAPABILITIES IN THE ASSISTANCE CONTRACT SECTOR.
CANADIAN TENDER FOR AIRPORT SECURITY EQUIPMENT.
PURSUE CONTACTS ALREADY ESTABLISHED. MORE PRECISE RESULTS IN TERM OF TRADE.
INTRODUCE THIS MACHINE INTO ALGERIA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 AVIATION CIVILE: VISITE BELLEILI, DO.
FERROVIAIRE: DOSSIER GM LOCOS.

VISITE BELLEILI (ACCOMPAGNE PAR NOTRE M. DESJARDINS) A PERMIS DE FAIRE LE POINT & D'AVANCER LES DOSSIERS. FINALISATION DES NEGOCIATIONS LOCOS POUR 1ER CONTRAT DE \$36M. PREPARATION MISSION FERROVIAIRE CDNNE.

QUARTER: 4 -----