

- Sewergo Pursuing JV opportunity to manufacture sewage pipes. Intends to apply for CIDA support. (April 21/98, TC1)
- BF Inc. Interested in a manufacturing plant in Canada. Provincial Minister travelling to Industria in August to promote project with potential Industria investor. (May 1/98, CO2)
- High Ltd. Residential housing project with Agrikol Industria Development Ltd. — first Canadian model home built — ribbon cutting with Ambassador on June 8/98. (June 15/98, TC2)

6. Success Stories

Important for confidentiality purposes to obtain previous agreement from the Canadian company regarding its projects and approximate value.

- AGH Ltd. Established JV in Agrikol for environmental services — previous CIDA Inc. support (January 5/98 TC1)
- Hot Stuff BBQ First sales of Canadian BBQs. Approx. value: US\$200 000 (Dec 1/97, CO1)

7. Trade Statistics

C\$ million	CANADIAN EXPORTS			CANADIAN IMPORTS		
	Jan-May 1998	Total 1997	Total 1996	Jan-May 1998	Total 1997	Total 1996
Industria	8.1	50.1	49.0	11.0	72.7	55.8
Agrikol	1.1	12.3	12.7	7.4	25.4	29.6

8. Trade Section — Calendar of Events

Include events that officers should know about even though the post is not involved.

- Aug 6-10, 1998 Airshow Canada, Abbotsford
- Sept 20-25, 1998 Industria Pharmaceutika
- November 1, 1999 Agrikol — National Day

9. Dates: Holidays / Courses / Travel

- Commercial Officer — Quattro Pro Course — September 5-6
- Commercial Assistant — Annual Leave — September 12-23

Whether you think that you can, or that you can't, you are usually right.
 — Henry Ford (1863-1947)