

REPT4D
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :505-JAKARTA

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

PREPARE SUMMARY REPORT ON PULP AND PAPER EXPANSION
INCREASED AWARENESS OF MARKET BY CANADIAN FIRMS

KEEP IN CLOSER TOUCH WITH LOCAL ASSOCIATIONS (APKINDO ISA)
GET A BETTER UNDERSTANDING OF THE PRIVATE SECTOR

PROM THE ATTEND OF POT BUYERS/AGENTS TO 1989 FOREST IND EQPT TISE
EXPOSE KEY CONTACTS TO A LARGE SELECTION OF CANADIAN EXPER-

FOLLOW-UP REGUL.WITH CDN CONSUL.& INDO.BUYERS REG.APP.CPPF OF CANADIAN GOODS AND SERVICES
MORE RAPID IDENTIFICATION OF VIABLE PROJECTS AND PROMOTION

VISIT A NUMB.OF PRIV.CO.WHICH HAVE ANNOUNCED THEIR INT.TO GO CANADIAN EXPERTISE
OBTAIN THEIR PROCUREMENT LIST AND PROCEDURES AND PROMOTE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Visit a number of private companies which have
announced their intention to go ahead with large
capital investments.

Have been in touch with a number of contacts in
the forestry sector with special emphasis on
the Pulp and Paper sector.

QUARTER: 2 -LOCAL STUDY ON PULP AND PAPER SECTOR WAS
DISTRIBUTED TO CANADIAN COMPANIES

-THIS STUDY COMMISSIONED BY THE POST, WILL
PROVIDE GOOD BACKGROUND INFO FOR CANADIAN COS.

QUARTER: 3 Continued to assist Canadian consultants who are
pursuing private sector clients.
Followed down fall of Astra-Scott proj.in Irian
Jaya.
Suc'fully concluded CPPF funding for Kayu Lapis

Maintained watching brief on environmental
forces affecting forestry projects
Reported on large increase in export fees for
sawn timber.

QUARTER: 4 Visit a number of private companies which have
announced their intention to go ahead with
larger capital investments.

Have established contact with a number of
private COS having planned large investments in
the pulp & paper sector.