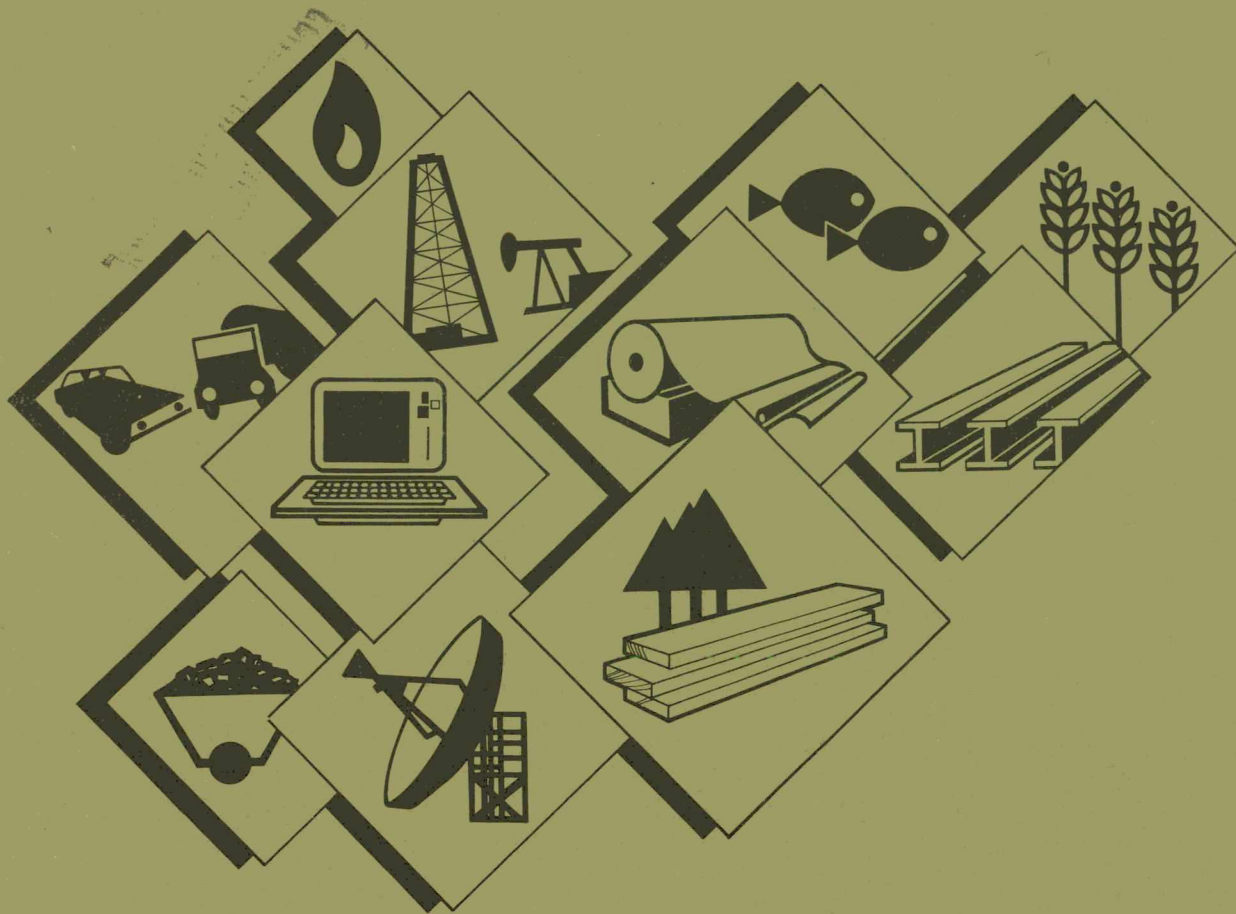


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**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE**

**QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**AFRICA AND MIDDLE EAST
AFRIQUE ET MOYEN-ORIENT**

**OCTOBER - DECEMBER 1987
(3rd QUARTER, FY 1987-88)**

**OCTOBRE - DÉCEMBRE 1987
(3^e TRIMESTRE, AF 1987-88)**



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report
October - December 1987

Following is the Quarterly Activity Report for the quarter ending December 31, 1987. This report contains a synopsis of activities and results by sector and subsector reported by posts, matched against the proposed activities identified in their 1987/88 post plan. It also contains a report of special unplanned activities that took place during the reporting period.

The purpose of the report is to allow managers in Ottawa and abroad to monitor the progress of program implementation by comparing planned activities in priority sectors with reported quarterly activity highlights and results.

Readers will note that in some cases the section for post inputs for a particular quarter is blank. This occurs when the mission either has not yet undertaken any of the planned activities in that sector or has not reported activities in a sector identified as a priority in the post plan.

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités
Octobre - Décembre 1987

Voici le Rapport trimestriel des activités du trimestre qui a pris fin le 31 décembre 1987. Le Rapport contient un résumé des activités et des résultats déclarés par les missions, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de mission de 1987-88. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

Ce rapport a pour but de permettre aux gestionnaires, à Ottawa et à l'extérieur, de surveiller les progrès accomplis relativement à la mise en oeuvre du programme, en comparant les activités planifiées dans les secteurs prioritaires avec les faits saillants et les résultats déclarés du trimestre.

Le lecteur notera que, dans certains cas, les espaces prévus pour les renseignements provenant des missions ont été laissés en blanc. La raison en est soit que la mission n'a encore entrepris aucune des activités prévues pour ce secteur, soit qu'elle n'en a déclaré aucune dans un secteur indiqué comme prioritaire dans son plan annuel.

Dept. of External Affairs
Min. des Affaires extérieures
OTTAWA

APR 5 1988

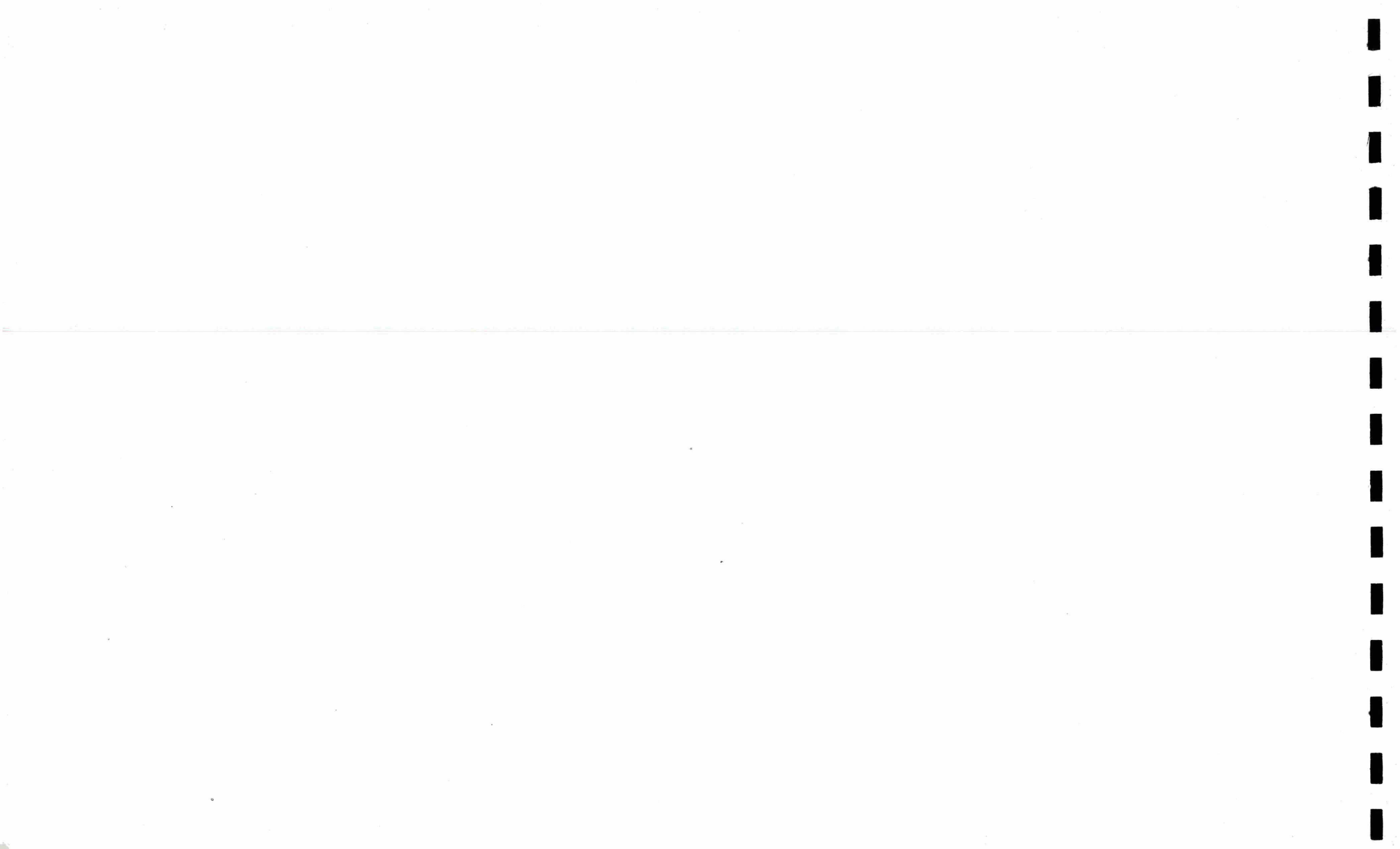
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AFRICA & MIDDLE EAST
AFRIQUE ET MOYEN-ORIENT

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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 :325-ABIDJAN

005-COMM. & INFORM. EQP. & SERV
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

FOLLOW-UP AND EVALUATION OF MEETINGS IN CANADA WITH DIRECTOR GENERAL OF ONT AND DIRECTOR OF THE ECOLE NATIONALE SUPERIEURE DES POSTES ET TELECOMMUNICATIONS(NATIONAL POSTAL AND TELECOMMUNICATIONS COLLEGE).

STUDY OF 1986/90 FIVE-YEAR PLAN APRIL 1987.

VISITS TO THE ONT AND WORK SITES AND TELEPHONE STATIONS/MAY-JUNE 1987.

COMPUTERS, SOFTWARE & SYSTEMS

STUDY OF NEW COMPUTER PLAN.

DETAILED STUDY OF THE COMPUTER MARKET JANUARY - MARCH 1987.

VISITS TO COMPUTER SECRETARIAT APRIL - JUNE 1987.

ESTABLISHMENT OF A LISTING OF KEY PERSONNEL AND COMPILATION OF STATISTICS ON CANADIAN SALES IN IC JUNE 1987 - APRIL 1988.

IDENTIFICATION OF EQUIPMENT NEEDS.

IDENTIFYING NEEDS AND PLANNING ACTIVITIES.

OBTAINING SPECIFIC DATA AND IDENTIFYING KEY PERSONNEL.

IDENTIFICATION OF DECISION-MAKERS WITHIN THE MINISTRY.

IDENTIFICATION OF MAJOR USERS AND ASSESSMENT OF POTENTIAL FOR CANADIAN SUPPLIERS, AND ANALYSIS OF THE COMPETITION.

IDENTIFICATION OF DECISION-MAKERS FOR PURCHASES.

PRODUCTION OF DOCUMENT FOR FEDERAL AND PROVINCIAL DEPARTMENTS FOR DISTRIBUTION TO CANADIAN FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RENCONTRES AVEC PROFESSIONNELS D'INFORMATIQUE PARTICIPATION IVOIRIENNE AU SIM, OBTENTION DU SCHEMA DIRECTEUR 1986-90

DOCUMENT DU MEQ SUR IMPLANTATION D'INFORMATIQUE EN MILIEU SCOLAIRE; 3 IVOIRIENS AU SIM A ETE - SOUMIS AU CIEG; 2 NOUVEAUX DISTRIBUTEURS DE LOGICIEL; 1 FIRME INTERESSEE A FAIRE ASSEMBLAGE D'ORDINATEUR AN J-V AVEC FIRME CANADIENNE A ETE RE/

QUARTER: 2 OBTENTION DU PLAN TELECOM 1984-2000. POURSUITE DE L'APPEL D'OFFRES POUR GESTION DE L'ONT POUR LEQUEL BELL CANADA INT ETAIT SUR LISTE COURTE. PROJET FORMATION DES GESTIONNAIRES DES P. V. D. EN TELECOM.

PLAN RESUME ET SERA ENVOYE A OTTAWA. DCOTX ET ONT SONT A FAIRE MISE A DATE DE CE PLAN ET ARRETER CALENDRIER DE TACHES A ENTREPRENDRE. -MARCHE REMPORTE PAR DETECOM (RFA), A CAUSE DE PRIX PLUS BAS. BCI NS A TRES MAL UTILISES. ONT A REPORTE

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88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 325-ABIDJAN

005-COMM. & INFORM. EQP. & SERV
IVORY COAST

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 VISITES AU SGI & PROMOTION DU CDA COMME EXPERT
EN INFORMATIQUE. ORGANISATION D'UN SEMINAIRE DE
DEMONSTRATION DE LOGICIELS. PLANIFICATION DE
PARTICIPATION AUX 4E JAI.

QUARTER: 3 OBTENTION DU DOCUMENT SUR PROJET D'INFORMATISA-
TION SCOLAIRE. SUIVI SUR MISE A JOUR DU PLAN
TELECOM. PROJET DE TELEPHONIE RURALE POUR LA
DEFENSE.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

PARTICIPATION DE DEUX CONFERENCIERS CANADIENS A
LA CONFERENCE DU GROUPE DE YAMOUSSOUKRO. TENUE
EN NOVEMBRE 87. PARTICIPATION CONFIRMEE EN DEC.

TRANSMIS A OTT & MONTREAL. L'ONT NOUS L'A PROMIS
POUR FIN JAN. 88. SR TELECOM A OBTENU CONTRAT &
EST A SOLUTIONNER PROBLEMES AVEC SON AGENT.

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 : 325-ABIDJAN

007-POWER & ENERGY EQUIP. & SERV.
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

PURSUER OUR EFFORTS WITH THE MINISTRIES OF INDUSTRY AND THE DCQTX
TO RETAIN CANADIAN FIRMS AS TECHNICAL EXPERTS. JANUARY -JUNE 1987

INCREASE OUR PRESENCE WITH THE EECI IN ORDER TO INFLUENCE IT
TO USE CANADIAN PRODUCTS. JANUARY 1987 - MARCH 1988.

- 1 FIRM FOR THE OVERALL ENERGY PLAN.
- 1 ADVISER WITH THE MINISTRY OF INDUSTRY.

IDENTIFICATION OF NEW PROJECTS INRELATION TO
THE EXTENSION OF EXISTING NETWORKS AND THE
USE OF ALTERNATIVE SOURCES OF ENERGY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISE EN PLACE D'UN CONSEILLER EN ENERGIE AUPRES
DU MINISTRE DE L'INDUSTRIE. PARTICIPATION AU PL-
AN NATIONAL DE L'ENERGIE DE LA D C Q T X. VENTE
D'EQUIPMENT A L'EECI (FINANCE PAR BM)

EST ARRIVE LE 3 JUIN. LAVALIN A ETE SELECTIONNE
ET TROIS EXPERTS ONT DEJA COMMENCE L'ANALYSE.
CONTRACT DE \$750,000. A ETE SIGNE.

QUARTER: 2 -RECHERCHE DONNEES SUR PROD'N ENERGETIQUE EECI.
-OBTEN'N DU NVL ORGANIGRAMME SUITE A REORGANI'N.
-SUIVI DU DOSSIER DES CANDIDATS AU COURS DE
FORMA'N EN GESTION PETROLIERE. -IDENTIFI'N DES
SERES IMPORTATRICES ET DISTRIBUTRICES D'EGPT

OBTENTION DES INFOS RECHERCHEES AUPRES EECI. SERA
DISSEMINÉ A OTTAWA PROCHAINEMENT -APRES PLU-
SIEURS RENCONTRES, MINISTERE DES MINES A DECIDE
DE NOMMER CANDIDATS CETTE ANNEE. -TACHE NON
COMPLETEE.

QUARTER: 3 SUIVI DE LA PROGRESSION DU PLAN NATIONAL
D'ENERGIE ENTREPRIS PAR LA DCQTX.

MISSION DE L'ACDI A FAIT LE POINT & PRODUIRA
RAPPORT AU DEBUT 88.

QUARTER: 4 -----

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 :325-ABIDJAN

010-MINE, METAL, MINERAL PROD & SRV
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINE DEVELOPEMENT SERVICES

DEVELOPMENT OF GUIDE WITH SODEMI/CIDA FINANCING.

BETTER DEFINITION OF MINING INDEXES.

PURSUIT OF EXPLOITATION CONCESSIONS FOR GOLD-BEARING INDEXES BY CANADIAN FIRMS.

MONITOR NIGERIAN GOLD-MINING PROJECT, PURSUANT TO MISSION OF VISITORS TO CANADA ORGANIZED BY CIDA.

PARTICIPATION BY A CANADIAN FIRM IN EXPLOITATION OF A CONCESSION AND SALE OF EQUIPMENT.

VISITS TO DEPARTMENTS OF GEOLOGY AND MINES IN IC.

IDENTIFICATION OF EQUIPMENT NEEDS AND RESOURCE PEOPLE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 DEUX RENCONTRES AVEC SODEMI SUR LES DEVELOPEMENTS MINIERES.

VISITE DE DEUX IVOIRIENS AU CDA. CHOIX DE LA SOC CANADIENNE POUR ASSISTANCE TECHNIQUE & FORMATION A TRAVERS LC DE L'ACDI PREVU POUR DEBUT 88. NOUVEL INTERET MANIFESTE PAR SOC. CAN POUR PROJET IY.

QUARTER: 4 -----

POST : 325-ABIDJAN

008-TRANSPORT SYS, EQUIP, COMP, SERV.
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

VISITS TO MINISTRY OF PUBLIC WORKS AND DCQTX (MAJOR WORKS BRANCH)

IDENTIFICATION OF CONSTRUCTION PROJECTS AND
SUBMISSION OF TENDERS BY CANADIAN COMPANIES.

PROMOTE ASSOCIATION BY CANADIAN CONSULTING FIRMS WITH IVORY COAST
PARTNERS. APRIL 87 - APRIL 88.

JOINT TENDERS TO OBTAIN CONTRACTS.

PROMOTE MEETINGS WITH CONSULTING FIRMS AND CONSTRUCTION FIRMS IN
IVORY COAST.

IDENTIFICATION OF POTENTIAL IVORY COAST
PARTNERS.

RAIL

TECHNICAL ASSISTANCE TO RAN (ABIDJAN-NIGER RAILWAY BOARD).

MAINTENANCE CONTRACT FOR ENGINES AND INTERIM
MANAGEMENT FOR MAINTENANCE AND SUPPLY OF
COMPUTER PROGRAM.

IMPLEMENTATION OF PROTOCOL OF AGREEMENT BETWEEN CIDA AND RAN.

EXTENSION OF CONTRACT FOR TECHNICAL ASSISTAN-
CE TO RAN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION DE VENTE DE "DASH" AUPRES D'AIR IVOIRE
PLUS AIR TRANSIVOIRE. POURSUITE DU PROJET DE
TRANSPORT URBAIN DE BOUAKE.

POSSIBILITE D'UN VOYAGE AU CANADA EN JUILLET DU
PRES. D'AIR TRANSIVOIRE. VISITE DU CANADA PAR
PROMOTEUR, MAIRE DE BOUAKE

QUARTER: 2 NVLE PROMOTION AUPRES D'AIR IVOIRE ET D'AIR
TRANSIVOIRE EN VUE DE LA VENTE DE DASH. RECHERCHE
D'UN PARTENAIRE POUR STE EPANDAGE AERIEN AGRIC-
AIR. ETUDE SUR POTENTIEL DU TRANSPORT EN COMMUN.

AIR TRANSIVOIRE A VISITE DE HABILAND AU CANADA.
A SUIVRE. AIR IVOIRE N'A DONNE AUCUN SIGNE
D'INTERET. -NEGOCIATIONS ENTAMEES AVEC AIR
TRANSIVOIRE. -PROJET MIS EN VEILLEUSE A CAUSE DE
PERIODE VACANCES.

QUARTER: 3 MISSION FERROVIAIRE. PROJET DE TRANSPORT URBAIN
DE BOUAKE. DEVELOPPEMENT DE ROUTES.

EN NOVEMBRE & A FAIT ANALYSE DE LA SITUATION A
LA RAN & DES BESOINS. RENCONTRE AVEC MAIRE DE
BOUAKE QUI A PROMIS D'OBTENIR L'ACREMENT PRIORI-
TAIRE D'ICI QUELQUES MOIS. POURSUITE DE L'ACHAT
DE NIVELEUSES CHAMPION A TRAVERS LC DE L'ACDI.

QUARTER: 4 -----

REPORT 4A
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST : 325-ABIDJAN

CONFERENCE DU GROUPE DE YAMOUSSOUKRO SUR L'INTRODUCTION DE
L'INFORMATIQUE EN AFRIQUE; (02) ENTREVUE DES CANDIDATS AU
COURS EN GESTION PETROLIERE; (03) DEJEUNER-SUIVI DU FORUM
FRANCOPHONE DES AFFAIRES; (04) MISSION INFORMATIQUE (25-30 NOV)
(05) VISITE DU DIRECTEUR ADJOINT DE GAT; (06) VISITE DE INSTI-
TUT INTERNATIONAL DE FORMATION EN AERONATIQUE CIVILE;
VISITE DE CENTRE QUEBECOIS DE FORMATION AERONATIQUE

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 : 301-ADDIS ABABA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

MONITOR DEVELOPMENT OF DJIBOUTI-ETHIOPIA RAIL LINK.

IDENTIFY ANY COMPONENTS FOR POSSIBLE CDN
COLLABORATION.

INCREASE NUMBER OF CONTACTS WITH MINISTRY OF TRANSPORTATION AND
GOVT PROCUREMENT AGENCIES TO OBTAIN SPECIFIC DETAILS OF DEVELOP-
MENT PROJECTS IN RAIL SECTOR.

BETTER PICTURE OF SPECIFIC REQUIREMENTS FOR
REHAB AND EXPANSION OF RAIL SYSTEM.

AEROSPACE

PROVIDE ASSISTANCE TO CDN CONSULTING COMPANY TO PROMOTE NEW
MAINTENANCE BASE FOR ETHIOPIAN AIRLINES.

CONCLUDE CONTRACT IN 1987 WITH ETHIOPIAN
AIRLINES.

INCREASE NUMBER OF CONTACTS WITH MINISTRY OF TRANSPORTATION, CIVIL
AVIATION AUTHORITY AND ETHIOPIAN AIRLINES AS WELL AS MINISTRY OF
DEFENCE TO PROMOTE CDN EXPERTISE.

BETTER AWARENESS OF CDN EXPERTISE LEADING TO
POSSIBLE INVITATIONS TO DEMONSTRATE EXPERTISE
PRODUCTS.

DETERMINE TRAINING REQUIREMENTS OF ETHIOPIAN AIRLINES AND CIVIL
AVIATION AUTHORITY.

IDENTIFY POTENTIAL T/A OPPORTUNITIES
PARTICULARLY TRAINING IN AVIONICS MAINTENANCE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MEET SENIOR GOV'T OFFICIALS TO EXPEDITE SIGNING
OF CONTRACT FOR STUDY OF ASSAB-ADDIS PIPELINE.
MONITOR DEVPT OF DJIBOUTI-ETHIOPIA RAIL LINK.
PROMOTE SALES TO ETHIOPIA AIRLINES.

AWAITING DECISION FROM SENIOR GOV'T OFFICIALS.
AWAITING SPECIFIC DETAILS AND PROJECT IDENTIFIC-
ATION. MORE SALES (EQPT/SERVICES)
TO EAL EFFECTED.

QUARTER: 2 EXPEDITE SINGING OF CONTRACT FOR ASSAB-ADDIS
PIPELINE STUDY. PROMOTE SALES OF PARTS AND
SERVICES TO ETHIOPIAN AIRLINES.

STILL AWAITING DECISIONS FROM SENIOR GOV'T
OFFICIALS. MORE SALES (EQUIPMENT/SERVICES) TO
EAL EXPECTED.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST :301-ADDIS ABABA

011-OIL & GAS EQUIPMENT, SERVICES
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE CONTRACT FOR CIDA-ASSISTED STUDY OF PETROLEUM PRODUCTS
TRANSPORTATION SYSTEM (PIPELINE PROJECT).

FINALIZE CONTRACT 1987.

INCREASE NUMBER OF CONTACTS WITH MINISTRIES AND CENTRAL PLANNING
COMMITTEE TO OBTAIN SPECIFIC DETAILS OF DEVELOPMENT PRIORITIES
IN OIL AND GAS SECTOR.

BETTER AWARENESS OF PROJECT BEING PLANNED AS
WELL AS INCREASED AWARENESS OF CDN EXPERTISE.

INVESTIGATE OPPORTUNITIES FOR POTENTIAL EQUIPMENT AND SERVICES
SALES RELATING TO OIL EXPLORATION PROGRAM IN UGADEN REGION.

IDENTIFY SPECIFIC EXPORT OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST :301-ADDIS ABABA

007-POWER & ENERGY EQUIP. & SERV.
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

ASSIST CDN CONSULTING COMPANY TO ARRANGE CONTRACT FOR POWER GENERATION STUDY FOR EELPA.

INCREASE NUMBER OF CONTACTS WITH EELPA, CENTRAL PLANNING COMMITTEE AND GOVT PROCUREMENT AGENCIES TO PROMOTE CDN EXPERTISE.

CONTRACT FINALIZED IN ITS QUARTER 1987 FOR AFDB-FINANCED STUDY.

BETTER AWARENESS OF CDN TECHNICAL EXPERTISE LEADING TO POSSIBLE INVITATIONS TO DEMONSTRATE CAPABILITY OR PREGUALITY ON PROJECTS FOR GOODS/SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST MORE CDN CONSULTING CO'S FOR POWER GENERATOR STUDY, MINING, EXPLORATION AND IMPLEMENTATION OF TRUN KEY PROJECTS.

A CDN FIRM AWAITING TO SIGN CONTRACT FOR GAS PIPELINE PROJECT. A CDN FIRM NEGOTIATING ON OIP DRAFT CONYTRACT WITH EELPA. A CDN FIRM SOLD SURVEYING EQPT TO GEOLOGY DEPT. OF MINES.

QUARTER: 2 ASSIST MORE CDN CONSULTING FIRMS FOR POWER GENERATORS STUDY, MINING, EXPLORATION AND IMPLEMENTATION OF TURN KEY PROJECTS.

-CDN FIRM SIGNED CONTRACT FOR OIP
-CDN FIRM NEGOTIATING ON SMALL HYDRO STUDY
-MORE CDN COS. INTERESTED IN MINING.
-CONTRACT SIGNED FOR KOKA-D. D. AND ETHIO-DJI POWER TRANSMISSION LINE STUDY.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

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

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POST :301-ADDIS ABABA

001-AGRI & FOOD PRODUCTS & SERVICE
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SERVICES INCLUDING CONSULTING

REPORTING ON 10-YEAR DEVELOPMENT PLAN.

REPORTING ON 3-YEAR DEVELOPMENT PLAN.

INCREASE CONTACTS WITH GOVT MINISTRIES AND PROCUREMENT AGENCIES
TO PROMOTE CDN EXPERTISE.

CONDUCT HIGH LEVEL CONSULTATIONS WITH CENTRAL PLANNING COMMITTEE
(ONCCP) AND MINISTRY OF AGRICULTURE RE DEVELOPMENT PRIORITIES FOR
5 YEAR INVESTMENT PLAN IBRD.

SPECIFIC KNOWLEDGE OF AGRICULTURE SECTOR
PLANS 1986-1996.

SPECIFIC KNOWLEDGE OF AGRICULTURE PROJECTS
PLANNED FOR 1986-1989.

BETTER AWARENESS OF CDN EXPERTISE LEADING TO
POSSIBLE INVITATIONS TO DEMONSTRATE EQUIPMENT
OR SERVICES.

OBTAIN SPECIFIC DETAILS OF PROJECT PLANS,
ESPECIALLY IBRD 500 MILLION DEVELOPMENT
PROGRAM FOR AGRICULTURE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE MORE CDN INVOLVEMENT IN AGRICULTURE
SECTOR.

A CDN FIRM AWAITING RESULTS OF BIDS SUBMITTED TO
AETSC FOR AGRI EQPT/STUDY. SAME FIRM EXTENDED
1ST SERVICES TO AGRI DEVT. BANK.

QUARTER: 2 PROMOTE MORE CDN INVOLVEMENT IN AGRICULTURAL
SECTOR.

-CDN FIRMS PREGUALIFIED FOR 4TH LIVESTOCK PRO-
JECT & SMALL SCALE IRRIGATION PROJECT.
-RESULTS OF PROPOSALS AWAITED. -CDN FIRM CONSI-
DERED FOR EXTENDED PERIOD OF CONSULTANCY
SERVICES.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :301-ADDIS ABABA

014-EDUCATION, MEDICAL, HEALTH PROD
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SERVICES INCLUDING CONSULTING

PROVIDE ASSISTANCE TO CDN CONSULTING COMPANY TO PROMOTE EXPERTISE
FOR PLANNING ASSISTANCE IN HIGHER EDUCATION SECTOR.

MONITOR DEVELOPMENT PLANS FOR HEALTH SYSTEM.

INCREASE NUMBER OF CONTACTS WITH MINISTER OF EDUCATION AND
COMMISSION OF HIGHER EDUCATION TO PROMOTE CDN EXPERTISE.

INCREASE CONTACTS WITH MINISTRY OF HEALTH TO PROMOTE
CDN EXPERTISE.

ASSIST CDN FIRM TO BE SHORT-LISTED ON IBRD
PROJECT IN 1987-88.

IDENTIFY POTENTIAL EXPORT OPPORTUNITIES IN
HEALTH SERVICES AND EQUIPMENT.

BETTER AWARENESS OF SPECIFIC PROJECTS BEING
PLANNED BY GOE AS WELL AS INCREASED AWARENESS
OF CDN EXPERTISE.

IDENTIFY SPECIFIC EXPORT OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MONITOR DEVPT PLANS FOR 7TH EDUCATIONAL PROJECT.

CONTACT MAINTAINED WITH MOE. PROJECT PROPOSAL
UNDERWAY.

QUARTER: 2 MONITOR DEV'T PLANS FOR 7TH EDUCATION PROJECT.

PROJECT IDENTIFIED AND NEGOCIATION UNDERWAY WITH
WORLD BANK.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 301-ADDIS ABABA

005-COMM. & INFORM. EQP. & SERV
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

MONITOR PLANS FOR DEVELOPMENT OF RURAL TELECOM.

ANALYSE NEEDS OF STATE FORMS FOR IMPROVED TELECOM SERVICES.

INCREASE LEVEL OF CONTACTS WITH GOVT MINISTRIES AND PROCUREMENT AGENCIES.

ASSIST CDN MANUFACTURERS TO OBTAIN LOCAL AGENTS.

SPECIFIC DETAILS OF PROJECT IN RURAL COMMUNICATIONS.

IDENTIFY PROJECT OPPORTUNITIES.

INCREASE AWARENESS OF CDN EXPERTISE LEADING TO POSSIBLE INVITATIONS TO DEMONSTRATE TECHNICAL CAPABILITY OR GOODS/SERVICES.

MORE EFFECTIVE PROMOTION OF TECHNICAL CAPABILITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAINTAIN CONTACT WITH LOCAL GOV'T OFFICIALS FOR RURAL TELECOM PROJECT.

INITIAL PREPARATION UNDERWAY FOR RURAL TELECOM.

QUARTER: 2 MAINTAIN CONTACT WITH LOCAL GOV'T OFFICIALS FOR RURAL TELECOM PROJECT.

INITIAL PREPARATION UNDERWAY FOR RURAL TELECOM. VISIT BY GOV'T OFFICIALS TO CANADIAN SUPPLIERS FACILITATED.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 326-ALGIERS

001-AGRI & FOOD PRODUCTS & SERVICE
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

SIGN A HEALTH AGREEMENT WITH ALGERIA.

BABA ALI POULTRY STOCK SELECTION PROJECT.

LAMTAR FARM (CATTLE)

TECHNICAL VISITS TO BE ORGANIZED WITH MAP AND ONAPSA - CATTLE AND POULTRY.

SEEDS & SPECIAL CROPS

CONTINUE CONSULTATIONS BETWEEN CANADIAN EXPORTER AND ALGERIAN AUTHORITIES.

DEVELOP A MARKETING STRATEGY FOR MARKETING LENTILS.

STIMULATE THE POTATO MARKET.

SEMI & PROCESSED FOOD & DRINK

CONTINUE CONSULTATIONS BETWEEN CANADIAN EXPORTERS AND ALGERIAN STATE AGENCIES.

OBTAIN A LONG-TERM CONTRACT IN DAIRY PRODUCT, TALLOW AND CANOLA OIL SECTORS.

INTRODUCE MATERIAL TO MAP.

FEED, FERTILIZER & VET PRODUCTS

WE WOULD HOPE TO SEE MANUFACTURERS OF VETERINARY PRODUCTS PARTICIPATE IN SPECIALIZED WEEKS IN ALGERIA AND DISTRIBUTE SAMPLES.

FINALIZE A FIRM CONTRACT BETWEEN CANADA AND ONAPSA.

OPENING THE ALGERIAN MARKET TO CATTLE.

MASSIVE INTRODUCTION OF POULTRY PRODUCTS INTO ALGERIAN MARKET.

INCREASED IMPORTS OF CANADIAN CATTLE.

INCREASE OUR MARKET SHARE.

MAINTAIN OUR MARKET SHARE.

OBTAIN NEW CONTRACTS.

OBTAIN A NEW CONTRACT.

MAINTAIN OUR MARKETS.

MAINTAIN AND INCREASE OUR MARKET SHARE.

GREATER FAMILIARITY WITH CANADIAN PRODUCTS AND RESPONSE TO ADI.

MAKE OUR PRODUCTS KNOWN.

GAIN A SHARE OF THE ALGERIAN MARKET.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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001-AGRI & FOOD PRODUCTS & SERVICE
ALGERIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 MISSION MINISTRE AGRICULTURE AU CANADA.
EBAUCHE RAPPORT DE FOND SUR SECTEUR.

QUARTER: 4 -----

VISITE (ACCOMPAGNEE PAR NOTRE M. KANE) A PU
DEVELOPPER DIALOGUE SECTEUR AGRICOLE & IDENTI-
FIER DES PROJETS COMMERCIAUX. COTE ALGERIE MAIN-
TENANT SENSIBILISE AU CDA.

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.

QUARTER: 4 -----

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.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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004-DEFENCE PROGRAMS, PRODUCTS, SERV
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

MEETINGS AND DISCUSSIONS BETWEEN OFFICIALS IN THE TRADE SECTION OF THE EMBASSY AND EXTERNAL RELATIONS OFFICIALS IN THE MINISTRY OF DEFENCE.

VISITS BY BUSINESS PEOPLE FROM CANADIAN COMPANIES.

IF POSSIBLE, ENCOURAGE COOPERATION BETWEEN THE CANADIAN MINISTRY OF DEFENCE AND THE ALGERIAN MINISTRY OF DEFENCE, WITH A CANADIAN MILITARY ATTACHE.

OFFER A TRAINING PROGRAM TO ALGERIANS.

OBTAIN MORE INFORMATION ON SPECIFIC NEEDS OF THE MINISTRY AND EXPLAIN THE EDC LINE OF CREDIT.

TO BECOME MORE FAMILIAR WITH SPECIFIC NEEDS.

MAINTAIN RELATIONS BETWEEN OUR TWO COUNTRIES AND WORK TOWARD COOPERATION IN THIS AREA.

GREATER FAMILIARITY ON THE PART OF ALGERIAN WITH CANADIAN TECHNOLOGY & PRODUCTS; DIRECT ALGERIAN CHOICE TOWARD CANADIAN PRODUCTS. ULTIMATELY INCREASE OUR MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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005-COMM. & INFORM. EQP. & SERV
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

UNDER THE AEGIS OF THE ARAB LEAGUE, WILL CREATE A NATIONAL TELEDETECTION CENTRE FOR RESEARCH AND EXPLOITATION OF NATURAL RESOURCES

FOLLOW UP ON VISIT BY ALGERIAN MISSION TO CANADA IN 1984, AND MORE SPECIFICALLY TO CANADIAN TELEDETECTION CENTRE.

CALL FOR OFFERS ANTICIPATED.

STIMULATE RELATIONS IN THIS SECTOR.

TELECOMMUNICATIONS (INC SPACE)

CONTINUE TO MAINTAIN CLOSE RELATIONSHIP WITH THE PTT MINISTRIES BY PURSUING A DIALOGUE, AND IMPROVING THE REPUTATION OF PRODUCTS FOR RELIABILITY.

ANALYSE THE IMPACT OF ALGERIAN-CANADIAN VISITS ON JOINTLY PRODUCED TELECOMMUNICATIONS TO ACHIEVE CLOSER RELATIONSHIP.

CONVINCE THE ALGERIANS TO OPT FOR NUMERIC TECHNOLOGY.

SUPPORT CIDA'S ACTIVITIES AS THEY NOW EXIST.

INCREASED WORKING VISITS TO BUILD THE NECESSARY RELATIONSHIPS.

SUPPORT MISSIONS IN THIS FIELD.

SUBMIT TENDERS FOR VARIOUS PROJECTS.

STRENGTHEN AID TO EFFORTS TO IMPLANT CANADIAN TECHNOLOGY.

COMPUTERS, SOFTWARE & SYSTEMS

AS IS KNOWN IN THIS SUB-SECTOR, COMPETITION IS EXTREMELY IMPORTANT. ALGERIA WILL DEAL WITH ANY ENGINEER WHO IS PREPARED.

PLAYING THE TECHNOLOGY TRANSFER GAME.

ENSI OFFICIALS WILL BE TRAVELLING TO THE INTERNATIONAL SOFTWARE EXHIBIT IN MONTREAL TO GAIN GRATER FAMILIARITY AND IMPROVE RELATIONS.

GENERATE A LARGE VOLUME OF BUSINESS CONNECTED WITH SOFTWARE.

ESTABLISHING ALGERIAN-CANADIAN JOINT VENTURES IN THIS SECTOR (MANUFACTURING EQUIPMENT AND DEVELOPING SOFTWARE).

INCREASE THE PRESENT NUMBER OF CANADIAN COMPANIES IN THE COMPUTER FIELD.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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005-COMM. & INFORM. EQP. & SERV
ALGERIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 COLLOQUE/EXPO NOUVELLES TECHNOLOGIES.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

PARTICIPATION SPAR & NORTHERN TELECOM ONT PERMIS
D'AVANCER LES DOSSIERS.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

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MISSION ALBERTA EN ALGERIE
MISSION SEE/GAT EN ALGERIE
COLLOQUE/EXPO NOUVELLES TECHNOLOGIES
MISSION - VISITE DU MIN. DE L'AGRICULTURE ALGERIEN AU CDA
MISSION-VISITE DU D.G. DE L'AVIATION CIVILE ALGERIEN AU CDA
CARREFOUR 87

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SEPT. '86 VISIT BY PETROCANADA INTL ASSISTANCE CORP. (PCIAC) TEAM
REPORT AND SUBMISSION OF TECHNICAL COOPERATION PROPOSAL.

FORMULATION OF BILATERAL TECH COOP. PROGRAMME
& PERSONNEL EXCHANGE WILL MAKE CDA INTEGRAL
PLAYER IN SECTORAL DEVELOPMENTS.

PENDING DECISION REGARDING POTENTIAL FINANCING OF LOCAL
DRILLING ACTIVITIES.

AWARD OF \$4 MILLION DRILLING CONTRACT TO ONE
OF TWO CDN FIRMS BIDDING ON RECENT TENDER.

AWARD OF CONTRACT BY AMOCO FOR GRAVITY GEOPHYSICAL SURVEY IN
JORDAN VALLEY.

AWARD TO CDN FIRM WHICH WILL PLACE IT AS
CREDIBLE SRVCE FIRM IN MARKET FOR FUTURE
MULTINATIONAL AND LOCAL SURVEY REQUIREMENTS.

POSSIBLE BURSARY POSITIONS FOR JORDANIAN TECHNICAL PERSONNEL AT
1987 ASIPIID PROGRAMME AT UNIVERSITY OF ALBERTA.

MIDDLE-LEVEL ENGINEERS & TECHNICIANS IN THE
NATURAL RESOURCES AUTHORITY WILL HAVE FIRST
HAND KNOWLEDGE & EXPERIENCE IN CDN OIL AND
GAS TECHNOLOGY AND CAPABILITY.

CONTINUED PROMOTION OF CDN EXPERTISE AND CAPABILITIES IN OIL &
GAS DEVELOPMENT TO OFFICIALS OF NATURAL RESOURCES AUTHORITY,
MINISTRY OF ENERGY AND JORDAN PETROLEUM CO.

INCREASE NUMBER OF CDN FIRMS VISITING TER-
RITORY IN RESPONSE TO SPECIFIC LOCAL REQUIRE-
MENTS.

PRODUCTION OF ANNUAL "OIL AND GAS UPDATE" FOR JORDAN AND DISTRI-
BUTE SAME TO HQ, PROVINCIAL GOVTS AND PRIVATE SECTOR FIRMS WHO
MAY HAVE INTEREST IN PURSUIT OF LOCAL OPPORTUNITIES.

BETTER AWARENESS BY CDN FIRMS OF MARKET POTEN-
TIAL FOR OIL AND GAS EQUIPMENT AND SERVICES
IN JORDAN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR THE EFFORTS OF WESTBURNE DRILLING I-
NTERNATIONAL OF CALGARY, ALBERTA IN NEGOTIATIONS
WITH THE NATURAL RESOURCES AUTHORITY (NRA) FOR
THE LEASE OF 1 DRILLING RIG.

SIGNATURE OF CONTRACT FOR CDN \$4.5 MILLION BETW-
EEN WESTBURNE & THE NRA ON 17 MAY.

QUARTER: 1 SUPPORT FOR ON-GOING EFFORTS OF PROPAK SYSTEMS
OF CANADA IN NEGOTIATIONS WITH SYRIAN PETROLEUM
CO. FOR THE THAYYEM GAS TREATMENT.

SYRIAN CLIENT ACCEPTED EDC CREDIT TERMS OF 2 MAY
FOR THE SUPPLY OF CDN 35M OF GOODS & SERVICES F-
OR THAYYEM PROJECT. FINAL NEGOTIATIONS WITH EDC
EXPORTER CONCLUDED IN DAMASCUS END JUNE. CONTRACT
LOAN AGREEMENT TO BE FINALIZED BY END-JULY.

QUARTER: 2 ON-GOING SUPPORT TO EFFORTS OF CANADIAN FIRMS
IN JORDANIAN OIL AND GAS EXPLORATION ACTIVITIES.

ARRIVAL OF WESTBURNE DRILL RIG IN JORDAN AND
COMMENCEMENT OF ACTIVITIES BY RIG AT RISHA
(NATURAL GAS WELLS). UNDER PCIAC PROG, INITIAL
RECON OF JORDAN BY CAPILANO GEOPHYSICAL OF CLORY
WHO WILL BEGIN TWO-YEAR SEISMIC ACQUI'N PROGRAM

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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005-COMM. & INFORM. EGP. & SERV
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PENDING DECISION FROM THE JORDAN TELECOMMUNICATIONS CORP.
REGARDING POTENTIAL PROCUREMENT OF A "THIRD FAMILY" OF SWITCHING
PRODUCTS.

INITIATION OF PRIVATIZATION ANALYSIS BY JORDANIAN AUTHORITIES
REGARDING TCC.

IMPROVED TECHNICAL AND SERVICE TRAINING TO LOCAL REPS BY CDN
FIRMS IN COMPUTER AND INFORMATICS FIELD.

PENDING SELECTION OF CANADA AS SUPPLIER FOR THE SYRIA-JORDAN KSA
FIBRE OPTICS PROJECT, UTILIZE THIS AWARD AS INCENTIVE FOR ADDITIO-
NAL CDN FIRMS TO EXPLORE MARKET, WITH FOCUS IN TRAINING AREAS.

SUPPORT FOR SEMINAR PROGRAMMES OF CDN FIRMS IN LOCAL MARKET TO
PROSPECTIVE CUSTOMERS.

SUBSTANTIVE CONSIDERATION OF CDN SOURCES OF
SUPPLY & POTENTIAL AWARD OF A CONTRACT TO
NORTHERN TELECOM OR SIMILAR SUPPLIER.

POTENTIAL ROLE FOR CDN CONSULTANTS IN "OPERA-
TIONAL" ASPECTS OF A PRIVATIZED TELECOM
AUTHORITY LOCALLY.

ADDITIONAL ORDERS FOR DATA NETWORKING & PERI-
PHERALS BASED UPON LOCAL CAPABILITY IN PROVI-
DING SUPPORT AND SERVICE ONCE PRODUCTS INS-
TALLED WITH LOCAL CUSTOMERS.

PRESENCE OF CDN INSTRUCTORS WITH TCC AND
PRIVATE SECTOR CLIENTS IN TELECOM AND
INFORMATICS SECTOR.

ADDITIONAL SALES BUILDING UPON MODEST RESULTS
ACHIEVED TO DATE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR THE EFFORTS OF NORTHERN TELECOM LTD.
IN NEGOTIATIONS WITH THE PUBLIC SECURITY DIREC-
TORATE FOR THE SUPPLY OF TELECOM PRODUCTS.

QUARTER: 2 -----

QUARTER: 3 PROMOTION OF CDN PRODUCTS & TECHNOLOGIES FOR
ANTICIPATED TCC PROCUREMENT ON 3RD FAMILY OF
SWITCHING PRODUCTS & OTHER SYSTEM REQUIREMENTS
IN JORDAN.

QUARTER: 4 -----

CONTRACT AGREEMENT BETWEEN NORTEL & PSD ACHIEVED
ON 13 JUNE. VALUE OF NORTEL PACKAGE FOR SWITCHING
& DATACOM PRODUCTS EST. AT CDN \$18 MILLION. FINAL
SIGNATURE EXPECTED BY END-JULY.

SUCCESSFUL PARTICIPATION BY TCC DIR. GEN. ISMAIL
IN TEMIC PROGRAM IN CDA. SECTOR UPDATE CONCLUDED
BY POST & SUBMITTED TO HQ ON BASIS OF PLANNED
PROCUREMENT PROGRAM OF TCC IN EARLY 1988.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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008-TRANSPORT SYS, EQUIP, COMP, SERV.
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETION OF TRANSPORTATION STUDY FOR MINISTRY OF PLANNING UNDER CIDA CPPF.

ACTIVE FOLLOW-UP BY PARTICIPANTS IN THE ONTARIO GOVERNMENT MOTC SEMINAR PROGRAMME TO THE JORDAN ROADS ASSOCS. AND MINISTRY OF TRANSPORT.

ON-GOING PURSUIT BY CDN FIRMS OF OPPORTUNITIES LOCALLY FOR COMMUTER AIRCRAFT, AIRCRAFT SIMULATORS, LANDING SYSTEMS AND JET-ENGINE OVERHAUL WITH ALIA AND/OR THE CIVIL AVIATION AUTHORITY.

BILATERAL AID PROGRAMME WITH POSSIBLE FOCUS ON PORT FACILITIES.

IMPLEMENTATION OF THE SHADIYA PHOSPHATE MINING PROJECT BY THE JORDANIAN PHOSPHATE MINING CO. (JPMC) IN 1987/88/89.

CONTINUING SUPPORT AND PROMOTION OF CDN CAPABILITY IN THE TRANSPORTATION SECTOR TO GOVERNMENT OFFICIALS AND PRIVATE SECTOR FIRMS IN THE LOCAL MARKET.

ESTABLISHMENT OF CDN CREDIBILITY AS CONSULTANTS IN SECTOR AND POTENTIAL SPINOFFS WITH PLANNING AND THE AGABA RAILROAD CORPORATION.

CANADIAN PARTICIPATION IN TRAFFIC MANAGEMENT PLANNING FOR MUNICIPALITIES OF AMMAN AND ZARGA.

SUCCESSFUL PURSUIT BY CDN AERONAUTICS FIRM OF BOTH SHORT AND LONGER TERM OPPORTUNITIES.

ESTABLISHMENT OF CANADA AS CLEAR ALTERNATIVE TO UK FOR CURRENT AND PLANNED PORT PROJECTS IN JORDAN.

CDN BIDDERS FOR RAIL EXTENSION, ROLLING STOCK AND TRANSPORTATION INFRASTRUCTURE ASSOCIATED WITH DEVELOPMENT OF SHADIYA SITE.

TIMELY ADVICE TO BOTH ESTABLISHED AND POTENTIALLY INTERESTED CDN SUPPLIERS OF LOCAL OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 TABLING OF CPCS PRODUCED NATIONAL TRANSPORTATION STUDY TO JORDANIAN MINISTRY OF PLANNING.

QUARTER: 3 ASSISTANCE TO PROMOTIONAL EFFORTS BY CDN FIRMS IN AVIATION SECTOR IN RESPECT OF AIRCRAFT SIMULATORS & COMMUTER AIRCRAFT.

REPORT SUBMITTED TO JORDANIAN GOV'T OCTOBER 87. CPCS IS HIGHLY DESIRED SOURCE OF POTENTIAL TRAINING PROGRAMS TO AGABA RAILWAYS CORP (ARC) IN 88-89 PERIOD.

VISIT TERR. BY DE HAVILLAND REP & COMMUNICATIONS WITH CAE ELECTRONICS HAVE INDICATED LIMITED PROSPECTS FOR PENETRATION OF MKT DUE TO EXTENSIVE RELATIONSHIP DEVELOPED BY ROYAL JORDANIAN AIRLINES WITH EUR. (AIRBUS) SUPPLIERS.

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OOB-TRANSPORT SYS, EQUIP, COMP, SERV.
JORDAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 ASSESSMENT OF IMPLEMENTATION ACTIVITIES & INT'L
TENDERS ISSUED IN RESPECT OF SHADIYA PHOSPHATE
PROJECT.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ON-FORWARDING OF 5 BID PACKAGES FOR HEAVY EQPT
REQUIREMENTS FOR SHADIYA TO CCC & OTHER IN-
TERESTED CDN BIDDERS. LIMITED SUPPLY CAPABILITY
EX-CDA CONFINED TO BORE HOLD DRILLS ET AL. AWARDS
OF CONTRACT PENDING.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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007-POWER & ENERGY EQUIP. & SERV.
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AWARD OF AGABA II THERMAL POWER PLANT CONTRACT, EXPECTED IN MID-1987.

POTENTIAL CDN SUPPLY PACKAGE FOR PLANT REQUIREMENTS (BOILERS, TURBINES AND SWITCHING EQUIPMENT.)

FORTHCOMING SEMINARS (DEC. 86) WITH JORDAN ELECTRICITY AUTHORITY JEA FOCUSING UPON CDN CAPABILITY IN TRANSMISSION LINE SERVICING AND MAINTENANCE.

SELECTION OF 1 OR 2 CDN SUPPLIERS BY JEA FOR ANTICIPATED REQUIREMENTS.

POSSIBLE INCLUSION OF ELECTRICAL TRANSMISSION SECTOR WITHIN CONTEXT OF CANADIAN BILATERAL AID PROGRAMME WITH JORDAN.

SIGNIFICANT EXPORT OPPORTUNITIES FOR CDN FIRMS FOR SUPPLY OF EQUIPMENT IN HV TESTING AND LINE MANAGEMENT FIELDS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR LUMMUS CANADA/COMBUSTION ENGINEERING CANADA EFFORTS WITH THE JORDAN ELECTRICITY AUTHORITY (JEA) IN RESPECT OF ENGINEERING STUDIES FOR THE APPLICATION OF CIRCULATING FLUIDIZED BED BOILER TECHNOLOGY IN THIS SECTOR.

LETTER OF INTENT OBTAINED BY LUMMUS/CE FROM JEA FOR THE IMPLEMENTATION OF A FULL FEASIBILITY STUDY FOR THE CFB PROJECT WHICH WILL UTILIZED JORDANIAN SHALE AS FEEDSTOCK. CIDA INC. CPPF APPLICATION SUBMITTED FOR STUDY REQUIREMENTS.

QUARTER: 2 PROVISION OF ON-GOING ASSISTANCE TO LUMMUS CDA IN MARKETING EFFORTS FOR CIRCULATING FLUIDIZED BED (CFB) BOILER TECHNOLOGY TO THE JORDAN ELECTRICITY AUTHORITY (JEA).

BLDG UPON SUCCESS OF JUNE 87 CFB SEMINAR AT AMMAN, LUMMUS SUCCESSFULLY APPLIED TO CIDA INC FOR CPPF GRANT FOR SULTANI SHALE PROJECT. NEGOTIATIONS WITH JEA IN FINAL STAGES WITH STUDY SLATED TO BEGIN OCTOBER 1987.

QUARTER: 3 PROMOTION OF CDN ELECTRICAL SECTOR EXPERTISE TO JEA & POSSIBLE INCLUSION OF SECTORAL ACTIVITIES WITHIN BILATERAL DEVELOPMENT ASSISTANCE PROGRAM.

DECISION TO INCLUDE PROCUREMENT OF HIGH-VOLTAGE LAB WITH CIDA COUNTRY PROG. FOR JORDAN FOR 88-89 EXPANSION OF RELATIONSHIP BETWEEN JEA & CDN UTILITIES AS EVIDENCED BY JOINT BID WITH ONT. HYDRO FOR MAJOR CONSULTING ENGINEERING PROJ. IN YEMEN.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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001-AGRI & FOOD PRODUCTS & SERVICE
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AL-MUDAWARA AGRICULTURAL PROJECT IN SOUTHERN JORDAN.

REPAIR OF RELATIONSHIP BETWEEN LOCAL IMPORTERS/GROWERS OF SEED POTATOES & CDN EXPORTERS. POSSIBLE AG CANADA ROLE IN DEVELOPMENT OF BILATERAL PHYTOSANITARY AGREEMENT.

ASSESSMENT OF TRIAL SHIPMENT OF CDN FOOD PRODUCTS AND SPECIALTY SPICES BY BARG SUPERMARKETS AND OTHER INTERESTED BUYERS IN JORDAN

CONTACT WITH MAJOR AGRICULTURAL EQUIPMENT DEALERS IN ANTICIPATION OF OUTGOING AGRICULTURAL MISSION TO SYRIA AND JORDAN PROPOSED FOR FY 88/89. MARKET SEGMENT REPORT TO BE DONE.

EXTENSIVE PROMOTION OF CDN SOURCES OF SUPPLY FOR OILSEED PRODUCTS (CORN OIL, SUNFLOWER AND CANOLA) TO LOCAL SUPERMARKET OPERATORS.

AWARD OF MANAGEMENT CONTRACT TO CDN FIRM CLIENT & POSSIBLE SALES OF CDN FARM EQUIP. FOR PROJECT REQUIREMENTS.

CONTINUED IMPORTATION OF CDN SEED BY LOCAL IMPORTERS UNDER THE AEGIS OF A LONG TERM MARKET DEVELOPMENT PROGRAMME.

ON GOING SUPPLY BY CDN EXPORTERS SUCH AS GOLDEN VALLEY, GRENADIER & DALTON TO JORDANIAN CUSTOMERS.

IDENTIFICATION OF LOCAL REQUIREMENTS FOR FARM EQUIPMENT AND AGRICULTURAL MACHINERY.

TRIAL ORDERS FOR CDN OILSEED PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR THE EFFORTS OF AGRODEV CANADA IN FINAL NEGOTIATIONS FOR THE DESIGN & MANAGEMENT OF A 300HA. AGRICULTURAL COMPLEX AT AL MUDAWARA IN SOUTHEASTERN JORDAN.

FINAL AGREEMENT REACHED BETWEEN AGRODEV & LOCAL CLIENT IN RESPECT OF DESIGN & MANAGEMENT SERVICE -S FOR THE FARM. EDC FINANCING & PARALLEL SWEDISH CREDIT IN LAST PHASES OF APPROVAL FOR WINTER 87 CORP.

QUARTER: 2 -----

QUARTER: 3 PROMOTION OF CDN PRODUCTS & EXPERTISE TO JORDANIAN BUYERS SUCH AS SEED POTATOES, LENTILS PRODUCTION & SPECIALTY GRAINS.

POTENTIAL SEED POTATO SALES LIMITED BY DUTCH PRICING & HIGH FREIGHT COSTS EX-CDA. ORDERS PENDING APPROVAL IN PRIN. BY CIDA FOR CDN SPONSORED PILOT PROJ. IN MECHANIZATION OF LENTILS PROD. IDENT. OF ADDITIONAL SALES PROSPECTS FOR CDN

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP TO PARTICIPATION BY SENIOR OFFICIALS OF SYRIAN PETROLEUM CORP (SPC) AT NPS'86 IN CALGARY AND PROPOSE SIMILAR EXERCISE FOR 1988.

RESEARCH & MONITORING OF NATURAL GAS FINDS & DEVELOPMENT PLANS BY SPC FOR FIELDS SUCH AS THAYEM & TRIASSIC IN NORTH & NORTHEASTERN SYRIA.

FOLLOW-UP TO PREVIOUS & FORTHCOMING VISITS BY CDN MANUFS. & SUPPLIERS OF OIL & GAS EQUIPMENT IN TERMS OF BUILDING RELATIONSHIPS WITH LOCAL AGENTS/REPS & AWARENESS OF CDN CAPABILITY IN GOVT PURCHASING CIRCLES.

ANALYSIS OF REQUIREMENTS OF HOMS REFINERY FOR ENVIRONMENTAL IMPACT ASSESSMENT & POTENTIAL EXPANSION PROGRAMME.

DEVELOPMENT OF CLOSER CONTACT WITH PRINCIPLES OF AL-FURAT DRILLING (PARTICULARLY PECTEN PERSONNEL) IN ORDER TO DETERMINE POSSIBLE SCOPE OF CDN SERVICES IN ONGOING LOCAL DRILLING PROGRAMMES.

MAJOR SECTORAL ANALYSIS OF SYRIAN OIL & GAS DEVELOPMENT WITHIN CONTEXT OF PLANNED ACTIVITIES IN THE 1987-1992 FIVE YEAR PLAN.

GREATER RECEPTIVENESS TO CDN SOURCES OF SUPPLY IN OIL & GAS SECTOR FROM MOST IMPORTANT STATE CONTRACTING AGENCY IN SAR.

TIMELY ADVICE TO CDN BIDDERS OF DOWNSTREAM TENDERS FOR EQUIP & SERVICE REQUIREMENTS FOR THESE AND OTHER PROJECTS.

AWARD OF CONTRACTS TO CDN BIDDERS IN PROJECTS RELATED TO PETROLEUM & NATURAL EXPLORATION THRU EFFECTIVE USE OF LOCAL PARTNERS AND/OR ASSOCIATES.

PARTICIPATION BY CDN CONSULTANTS & SUPPLIERS IN TENDERS FLOATED RELATING TO THIS PROJECT.

POTENTIAL CONTRACTING OF CDN FIRMS BY PECTEN ON DIRECT BASIS, FOR SPECIFIC TASKS REQUIRED BY THEM IN SYRIA.

PROVIDE BASIS FOR POST INITIATED PROMOTIONAL ACTIVITIES ON BEHALF OF CDN INDUSTRY AND OUTGOING VISITS TO TERRITORY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 PROMOTION OF CDN TECHNICAL EXPERTISE TO JORDANIAN MINISTRY OF ENERGY & NATURAL RESOURCES AUTHORITIES FOR DEVELOPMENT OF KINGDOM'S INDIGENOUS HYDRACARBON RESOURCES.

QUARTER: 4 -----

SIGNATURE OF CPPF BETWEEN LUMMUS CDA & JEA FOR ASSESSMENT OF JORDANIAN OIL SHALE DEPOSITS IN POWER GENERATION SECTOR. POSSIBLE INTRODUCTION OF NOVACORP STAFF EXPERTS TO MINISTRY FOR NATURAL GAS DEVELOPMENT.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST : 340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETE ASSESSMENT OF LOCAL FIRMS APPROVED BY GOVT FOR FORMATION OF "MIXED COMPANIES" THEREBY ABLE TO UNDERTAKE SEMIPRIVATE FARMING OPERATIONS LOCALLY.

FOLLOW-UP TO AGENCY RELATIONSHIPS ARISING FROM PARTICIPATION IN MAY 1986 FOOD FAIR. NUMBER OF LOCAL REPS. HAVE VISITED CANADA AND TRIAL ORDERS MADE.

POTENTIAL LOCAL AGENT FOR CANADIAN TRADING HOUSE SEEKING OUTLET FOR HEINZ CANADA PRODUCTS IN LOCAL MARKET, INCLUDING BABY FOOD PRODUCTS.

IDENTIFICATION OF CDN AGRICULTURAL EQUIPMENT & IMPLEMENTS WHICH COULD BE UTILIZED IN LOCAL PRODUCTION ACTIVITIES IN ORDER TO TABLE "PACKAGES" TO LOCAL FARM OPERATORS AND GOVT.

LIAISON & SUPPORT OF CANADIAN WHEAT BOARD & REGISTERED AGENTS EFFORTS IN HAVING CDN CEREAL GRAINS CONTRACTED FOR FUTURE REQUIREMENTS.

ANALYSIS OF AGRICULTURAL PROJECTS UNDER CONSIDERATION BY THE MINISTRIES OF PLANNING & AGRICULTURE IN ORDER TO INFORM INTERESTED CDN FIRMS OF POTENTIAL OPPORTUNITIES.

SELECTION OF LOCAL PARTNER FOR "FLASHING" AGRICULTURAL PROJECT ON MARKET, CONTINGENT ON CAPITAL AVAILABILITY FOR SAME.

REGULAR SUPPLY & SHIPMENT BY CDN EXPORTERS OF CANNED JUICES, JAMS AND HONEY PRODUCTS TO LOCAL MARKET.

HEINZ CANADA PARTICIPATING AT 87 FOOD FAIR & SHIPMENT COMMENCING BY LATE IN YEAR.

TO FORM BASIS FOR RECRUITMENT OF 1988 AGRICULTURAL EQUIP AND TECH MISSION TO SYRIA AND JORDAN.

CONTINGENT ON THE RESULT OF CURRENT SUBSIDY ISSUES BY COMPETITORS, A RETURN TO 1985 (\$25M) SUPPLY LEVELS FOR CDN WHEAT.

SELECTION OF POTENTIAL "DOWNSTREAM" AGRICULTURAL INTERESTS FOR CDN FIRMS ENGAGED IN INITIAL MARKET PENETRATION ACTIVITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 PROMOTION OF CDN AGRIC IMPLEMENTS & TECH TO SYRIAN PUBLIC SECTOR PURCHASERS (MIN AGRIC & GENL ORGANIZATION FOR AGRIC MECHANIZATION), AS WELL AS NEWLY ESTABLISHED MIXED AGRICULTURAL COYS.

QUARTER: 3 ASSESSMENT OF EXPANSION PROGRAMS PLANNED BY HOMS REFINERY & POTENTIAL APPLICATIONS FOR CDN TECHNOLOGIES.

QUARTER: 4 -----

FOLLOW-UP TO GOAM DG VISIT TO FARM PROGRESS SHOW IN REGINA. VISIT BY VP SCHULTE INDUS. AS FOLLOW-UP TO 86 SALES UNDER WORLD BANK FUNDING HOLDS PROSPECTS FOR REPEAT ORDERS. POST NOW HAS COMPLETE LIST OF MIXED COYS APPROVED BY GOV'T FOR

INTRODUCTION OF MOHAWK-MORROW PROCESS FOR RE-REFINING OF SPENT OILS TO HOMS MANAGEMENT. POSSIBLE SEMINAR PROGRAM I SYRIA BY MOHAWK PERSONNEL FOR VISIT TO CDA BY SYRIAN PRINCIPALS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 340-AMMAN

005-COMM. & INFORM. EQP. & SERV
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DECISION BY SYRIAN TELECOMMUNICATIONS ESTABLISHMENT IN RESPECT OF BIDDERS FOR SAR PORTION OF REGIONAL FIBRE OPTICS LINK.

AWARD OF CONTRACT TO CDN GROUP.

DECISION BY STE OF SUPPLIER FOR NEW GENERATION OF SWITCHING EQUIP (PABX'S) OF WHICH CDN, GERMAN AND JAPANESE SUPPLIERS REMAIN IN RUNNING.

AWARD OF CONTRACT TO CDN SUPPLIER.

ON-GOING ASSISTANCE TO CDN EXPORTERS IN SALES EFFORTS TO CLIENTS SUCH AS THE SYRIAN SCIENTIFIC RESEARCH COUNCIL (SSRC) FOR CDN-MADE COMPUTER PERIPHERAL AND DATA NETWORKING PRODUCTS.

ADDITIONAL SALES OF CDN HARDWARE TO SSRC FROM CURRENTLY MODEST LEVELS & UTILIZE SUCH SALES AS PROMOTIONAL TOOL FOR OTHER POTENTIAL CLIENTS.

SECTORAL ANALYSIS OF COMMUNICATIONS PLANNING & PROCUREMENT STRATEGIES EVISIONED BT SAR WITHIN THE CONTEXT OF THE FORTHCOMING FIVE YEAR PLAN.

TIMELY ADVICE TO LOCAL AGENTS OF CDN SUPPLIERS & POTENTIAL NEW EXPORTERS OF ANTICIPATED MARKET REQUIREMENTS.

UTILIZATION OF CDN PARTICIPATION AT DAMASCUS INT'L FAIR TO EXPOSE SYRIAN AGENCIES TO NEW TECHNOLOGIES & DEVELOPMENTS IN TELECOM FIELD FOR POTENTIAL LOCAL APPLICATION.

POTENTIAL INTRODUCTION OF CELLULAR RADIO DEVELOPED IN CDA FOR UTILIZATION BY STE FOR REMOTE COMMUNICATIONS REQUIREMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PARTICIPATION AT 34TH DAMASCUS INTERNATIONAL FAIR.

IDENTIFICATION OF AGENT FOR CDN FIRM (MARMAH MICRO-SYSTEMS OF OTTAWA) IN COMPUTER FIELD AND ASSISTANCE IN LOCAL MARKETING EFFORTS THRU PARTICIPATION AT CANADIAN PAVILLION.

QUARTER: 3 -----

QUARTER: 4 -----

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POST :340-AMMAN

014-EDUCATION, MEDICAL, HEALTH PROD
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

ASSISTANCE TO IBN-WALID SCIENTIFIC OFFICE IN EFFORTS TO INTRODUCE
CDN PHARMACEUTICAL PRODUCTS TO PHARMEX, THE SYRIAN STATE AGENCY
MANDATED TO IMPORT SUCH ITEMS.

ON-GOING CONTRACTUAL AGREEMENTS BETWEEN ACCC OF CANADA AND SYRIAN
SCIENTIFIC RESEARCH COUNCIL (SSRC) FOR TRAINING OF LOCAL PERSON-
NEL IN CANADA.

ASSESSMENT OF MARKET POTENTIAL FOR PRODUCTS MANUFACTURED BY CON-
NAUGHT LABORATORIES OF TORONTO (INSULIN TREATMENTS, INNOCULATIONS
AND BIOLOGICAL REAGENTS)

FOLLOW-UP BY ACCC OF CURRENT ACTIVITIES WITH SSCR IN HOPES OF
AWARD OF CONTRACT FOR PHASE II OF TRAINING PROGRAMME REQUIREMENTS

REGISTRATION & CERTIFICATION FOR CDN SUPPLI-
ERS IN ORDER TO FACILITATE PARTICIPATION IN
PHARMEX TENDERS.

4 OR 5 SYRIAN CANDIDATES TO BE TRAINED AT CDN
UNIVERSITIES IN 1987.

REFERAL TO CONNAUGHT OF LOCAL AGENTS IN ORDER
TO COMMENCE PRODUCT CERTIFICATION AND REGIS-
TRATION.

ACCC CONTRACT FOR WORK IN-SYRIA FOR ON-SITE
CURRICULUM DEVELOPMENT OF SSCR TECHNICAL
TRAINING PROGRAMMES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 ASSISTANCE TO ACC IN MARKETING OF CDN COMMUNITY
COLLEGE TRAINING PROGRAMS TO SYRIAN SCIENTIFIC
RESEARCH COUNCIL.

QUARTER: 4 -----

SELECTION BY SSRC OF COMMUNITY COLLEGE PROGRAMS
AT BCIT, MOHAWK, HUMBER & ALGONQUIN COLLEGES IN
CDA FOR TRAINING OF 5 SENIOR TECHNICIANS IN
COMPUTER SCIENCES.

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POST :340-AMMAN

009-FOREST PRODUCTS, EQUIP, SERVICES
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT FOR CDN CONSULTING ENGINEERING FIRMS EFFORTS IN DETERMINING POTENTIAL PROGRAMME TO ASSIST SYRIANS IN HANDLING OF WASTE PRODUCTS (PHENOL) FROM PULP AND PAPER PRODUCTION.

CONSULTANCY CONTRACT FOR ASSESSMENT AND DETERMINATION OF METHODOLOGY FOR SAME

ASSESSMENT OF SYRIAN REQUIREMENTS IN THE UPGRADING OF EXISTING PULP & PAPER FACILITIES FOR THE PRODUCTION OF LINT PULP AND ASSOCIATED PRODUCTS.

CDN PARTICIPATION IN TENDERS FLOATED BY GENERAL ESTABLISHMENT FOR CHEMICAL PRODUCTION RELATED TO LINT PULP MANUFACTURING FACILITIES

SECTORAL ANALYSIS OF CURRENT SYRIAN FORESTRY RESOURCES AND PULP AND PAPER PRODUCTION FACILITIES.

DETERMINATION OF ADDITIONAL OPPORTUNITIES FOR CDN INDUSTRY IN SECTOR OF GROWING IMPORTANCE TO SYRIA AND WHERE CDN EXPERTISE KNOWN AND RESPECTED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 SUPPORT TO MARKETING INITIATIVES OF CDN SUPPLIERS OF NEWSPRINT, PULP & FINE PAPER PRODUCTS TO SYRIAN & JORDANIAN BUYERS.

INITIAL SALES OF FINE PAPER TO QEZA IN SYRIA (PENDING RELEASE OF L/C) & PULP ORDER TO JORDANIAN PRIVATE SECTOR BUYER.

QUARTER: 4 -----



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JORDAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

SERVICE INDUSTRIES SERVICES NOT ELSEWHERE SPECIF.
IDENTIFICATION OF LOCAL INVESTORS IN ABOVE SECTORS AND ENCOURAGEMENT
OF MARKET RECONNAISSANCE VISITS TO CANADA.

IDENTIFICATION OF 6 TO 10 POTENTIAL JORD-
ANIAN INVESTORS AND ASSISTANCE IN ORGANI-
ZATION OF INITIAL VISITS TO CANADA.

CONSTRUCTION INDUSTRY EQUIPMENT & MACHINERY
PROVIDE INFO FOR OPPORTUNITIES CANADA DATA BASE REGARDING INVESTMENT
PROSPECTS IN ABOVE SECTORS AND ENCOURAGE PARTICIPATION OF CONF.

PARTICIPATION BY 5 TO 8 LOCAL INVESTORS
AT OPPORTUNITIES CANADA.

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.
VISIT LOCAL INDUSTRIALISTS/OWNERS OF LOCAL PRODUCTION UNITS IN SECTORS
IN ORDER TO GAUGE POTENTIAL INTEREST IN CANADA AS DESTINATION FOR
FOREIGN INVESTMENT.

IDENTIFICATION OF ADDITIONAL JORDANIAN
CANDIDATES FOR VISITS TO CANADA AND PRO-
VIDE CONTACTS FOR FURTHER INVESTIGATION OF
INVESTMENT OPPORTUNITIES.

CONSUMER PRODUCTS FURNITURE & APPLIANCES
No proposed activities indicated

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY
No proposed activities indicated

NON SECTORALLY ORIENTED ACTIVITIES

PROMOTION OF PRIVATELY ADMINISTERED INVESTMENT SYNDICATE PROGRAM TO
LOCAL INVESTORS INTERESTED IN POSSIBLE IMMIGRATION TO CANADA.

RECRUITMENT OF 2 OR 3 SYNDICATE MEMBERS
FOR FY 87/88.

VISITS TO MAJOR JORDANIAN BANKS TO INFORM THEM OF POTENTIAL INVESTMENT
OPPORTUNITIES IN CANADA FOR CORP. CLIENTS.

DISSEMINATION OF INVESTOR INFO TO BROADER
BASE OF LOCAL CONTACTS.

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88/03/17

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

340 - AMMAN

JORDAN

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-FOLLOW UP TO MARCH 87 OPPORTUNITIES CANADA
CONFERENCE IN TORONTO.
-RECRUITMENT OF POTENTIAL SYNDICATE MEMBERS FOR
CIBC PAIS PROGRAM.

-CONTACT WITH 10 JORDANIAN DELEGATES TO
CONFERENCE IN ORDER TO DETERMINE LEVEL OF
INVESTMENT ACTIVITY RESULTING FROM PARTICIPATION
FORMAL REPORT TO BE SUBMITTED TO HQ IN AUGUST/
SEPTEMBER.
-TWO JORDANIAN CANDIDATES REFERED TO CIBC
REGIONAL OFFICER IN BAHRAIN.

QUARTER : 2

-ON-GOING PROMOTION OF CANADA AS POTENTIAL
INVESTMENT DESTINATION TO JORDANIAN AND SYRIAN
BUSINESSMEN AND ENTREPRENEURS.

-SUCCESSFUL VISIT TO CANADA BY REP. OF HOSPITAL
AND HOTEL EQUIPMENT AND DEVELOPMENT TO ASSES
LOCATION FOR NORTH AMERICAN REGIONAL OFFICE.
VISIT TO TORONTO COORDINATED BY CANADIAN
MARKETING GROUP (OPPORTUNITIES CANADA).

QUARTER : 3

QUARTER : 4

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 346-BAGHDAD

005-COMM. & INFORM. EQP. & SERV
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

PURSUe MATTER OF SATELLITE GROUND RECEIVING STATION PROJECT WITH IRAQI OFFICIALS.

APPLY PRESSURE ON IRAQI AUTHORITIES CONCERNING OVERDUE LETTERS OF CREDIT PAYABLE BY ROFIDAIN BANK FOR PREVIOUS SALES TO IRAQI CLIENTS IN THIS SUB SECTOR.

THERE IS OUTSTANDING INVITATION FOR IRAQI MINISTER OF TRANSPORTATION & COMMUNICATIONS TO VISIT CANADA. VISIT EXPECTED TO TAKE PLACE IN FIRST HALF OF '87. IRAQIS PAYING OWN EXPENSES.

SUPPORT ACTIVITIES OF A MAJOR CDN SUPPLIER IN GREATER DEPTH FOLLOWING CLOSING OF THEIR BAGHDAD OFFICE.

HELP TO REVIVE PROJECT WORTH OVER CDN DOLLARS 20 MILLION WHICH IS ALSO BEING CONSIDERED FOR SUPPORT UNDER SECTION 31 GOVT FINANCING.

EXPEDITE PAYMENT OF OVER CDN 2 MILLION OWED AND/OR ENCOURAGE IRAQIS TO PRESENT PROPOSALS FOR RESCHEDULING/REPAYMENT TO CDN COMPANIES.

THERE IS HOPE THAT VISIT WILL HELP STIMULATE CONCLUSIVE CHOICE OF CANADIAN TECHNOLOGY AND TRAINING.

PROVIDE CONTINUITY OF LOGISTICAL SUPPORT FOR THIS FIRM WHICH WAS FORCED TO CLOSE OFFICE IN IRAQ FOR FINANCIAL REASONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT ACTIVITIES OF BELL CANADA INTERNATIONAL IN BAGHDAD IN REGARD TO MAJOR CONTRACT NEGOTIATIONS WITH IRAQI MINISTRY OF DEFENCE (MOD).

IN THE ABSENCE OF BCI PERSONNEL IN BAGHDAD, HELPED TO MAINTAIN NEGOTIATIONS WITH MOD AND CENTRAL BANK OF IRAQ. OUR ASSISTANCE HELPED KEEP PROSPECTS OF SUCCESSFULLY CONCLUDING NEGOTIATIONS ALIVE.

QUARTER: 2 SUPPORT ACTIVITIES OF BELL CANADA INTERNATIONAL IN REGARD TO MAJOR CONTRACT NEGOTIATIONS WITH IRAQI MINISTRY OF DEFENCE (MOD).

-MAINTAINED CONTACT WITH MOD IN PREPARATION FOR FURTHER ROUND OF NEGOTIATIONS IN BAGHDAD. -PARTICIPATED IN NEGOTIATIONS, THEREBY CONFIRMING CDN GOVT INTEREST IN THIS PROJECT. -HELPED RELAY CONTRACT MODIFICATIONS.

QUARTER: 3 CONTINUE SUPPORT FOR BELL CANADA INTERNATIONAL DURING FINAL STAGES OF ITS CONTRACT NEGOTIATIONS WITH IRAQI MINISTRY OF DEFENCE.

AS ACTIVE INTERMEDIARY, MISSION HELPED TO KEEP LINES OF COMMUNICATION BETWEEN BCI & MOD OPEN IN ORDER TO ENSURE THAT LONG-RUNNING NEGOTIATIONS CONTINUE TO THEIR SUCCESSFUL CONCLUSION.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 346-BAGHDAD

OOB-TRANSPORT SYS, EQUIP, COMP, SERV.
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

IN CONJUNCTION WITH COMPANIES INVOLVED, PURSUE OVERDUE LETTERS OF CREDIT WORTH IN EXCESS OF 3 MILLION AT RAFIDAIN BANK AND IRAQI STATE ORGANIZATION FOR IMPORTS.

REGULAR CONTACTS WITH VARIOUS IRAQI MINISTRIES REGARDING THEIR REQUIREMENT FOR VEHICLES AND SPARE PARTS.

INDURE PAYMENT OF OUTSTANDING DEBTS AND DRAW PROMPT ATTENTION TOWARDS NEW LETTERS OF CREDIT WHICH WILL COME DUE IN 1987.

ADVISE CDN CO. ABOUT OPPORTUNITIES FOR SUPPLY OF SPARE PARTS AND/OR NEW VEHICLES & HELP CONVINCE IRAQI ORGANIZATIONS TO SEND MORE TENDERS TO CDN FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROVIDE ASSISTANCE TO GENERAL MOTORS MARKET DEVELOPMENT OF CANADA LTD (GMMD) AND EXPORTATION QUEBEC IN THEIR WORK TO RECOVER OVERDUE PAYMENTS AND SECURE NEW CONTRACTS.

POST'S INTERVENTION & ASSISTANCE IN NEGOTIATING WITH FOREIGN ECONOMIC RELATIONS COMMITTEE RESULT-ED IN THE REPAYMENT OF ALMOST \$300,000 TO EXPORTATION QUEBEC AND SCHEDULING OF REPAYMENT NEGOTIATIONS WITH GMMD. OUR HELP LED INDIRECTLY TO/

QUARTER: 2 ASSIST GENERAL MOTORS MARKET DEVELOPMENT OF CDA IN PREPARING FOR MAJOR DISCUSSIONS ABOUT ADDITIONAL SALES/FINANCING AND OIL BARTER.

-MISSION PLAYED INTERMEDIARY ROLE IN HELPING TO SCHEDULE/RE-SCHEDULE MEETINGS WHICH HAVE FINALLY BEEN SET FOR WEEK OF 25 OCTOBER 1987.

QUARTER: 3 ASSIST GENERAL MOTORS MARKET DEVELOPMENT OF CDA IN PRESENTING MAJOR PROPOSAL FOR SALES OF CDN VEHICLES & PARTS TO IRAQI MINISTRY OF TRADE.

MIS. INVOLVEMENT ALLOWED GMMD TO GAIN ACCESS TO HIGHEST LEVELS OF IRAQI MIN. OF TRADE & TO PRESENT IMPORTANT OFFER OF SUBSTANTIAL AMTS OF CREDIT TO IRAQ, AS WELL AS PROPOSAL FOR AUTOMOTIVE ASSEMBLY PROJECT.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :346-BAGHDAD

014-EDUCATION, MEDICAL, HEALTH PROD
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EDUCATIONAL SERVICES, EQUIPMENT

WORK WITH ARAB FEDERATION FOR FOOD INDUSTRIES TOWARDS REVIVING THE PROJECT FOR DEVELOPMENT OF A FOOD SCIENCE & TECHNOLOGY INSTITUTE FOR THE ARAB WORLD TO BE BUILT IN BAGHDAD.

DEVELOP CONTACTS AT IRAQI MINISTRY OF PLANNING WHO NOW HAVE ROLE AS CLEARING HOUSE FOR EDUCATIONAL/VOCATIONAL TRAINING REQUIREMENTS FOR ALL IRAQI MINISTRIES.

LEND ASSISTANCE TO ASSOCIATION OF COMMUNITY COLLEGES OF CDA (ACCC) IN ESTABLISHMENT OF REGIONAL OFFICE IN AMMAN (MAR 87) WHICH ALSO COVER IRAQ. FACILITATE THEIR CONTACT WITH IRAQI ORGANIZATIONS AND OFFICIALS.

CDN CONSULTANT TO PREPARE FEASIBILITY STUDY. REVIVING PROJECT WILL LIKELY RESULT IN AWARD TO CAN. MAY ALSO LEAD TO ADDITIONAL CDN INVOLVEMENT.

INCREASE AWARENESS AMONG IRAQI ABOUT CAPABILITIES OF CDN EDUCATIONAL SERV./TRAINING CO. INDUCE IRAQIS TO SEND TENDERS FOR TRAINING REQUIREMENT TO CDN FIRMS.

DEVELOP SPECIFIC PLANS FOR TRAINING PROGRAMMES BY ACCC WHICH CAN BE MARKETED IN IRAQ AND INCREASE INTEREST AMONG IRAQIS FOR COOPERATION WITH CDA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAINTAIN LINKS ESTABLISHED BETWEEN CDN ORGANIZATIONS IN FIELD SUCH AS ASSOCIATION OF CDN COMMUNITY COLLEGES (ACCC), ONTARIO INT'L CORP., GIFFELS ASSOCIATES LTD., CDN BUREAU FOR INT'L EDUCATION (CBIE) & RELEVANT IRAQI OFFICIALS.

QUARTER: 2 MAINTAIN LINKS ESTABLISHED IN THIS SECTOR BETWEEN CANADIAN FIRMS AND IRAQI ORGANISATIONS.

QUARTER: 3 SUPPORT SOCIETE NATIONALE DES VEHICLES INDUSTRIELS (SNVI) DURING ITS CONCLUSION OF NEGOTIATION & IMPLEMENTATION OF CONTRACT TO SUPPLY 350 AMBULANCES TO IRAQI GOV'T.

QUARTER: 4 -----

PRESENTED PROPOSAL FOR COOPERATION FROM CBIE TO MINISTRY OF HIGHER EDUCATION & SCIENTIFIC RESEARCH, & HELPED CBIE DEVELOP OTHER CONTACTS IN MINISTRY OF LABOUR.

-CONVINCED GIFFELS (EDUCATIONAL SRVCS MKTG) TO PARTICIPATE IN CDN PAVILLION AT BAGHDAD INT'L FAIR. -ASSISTED SNVI IN THEIR SUBMISSIONS WHICH HELPED SECURE LARGE CONTRACT FOR SALE OF AMBULANCES.

MISSION PROVIDED STRONG JUSTIFICATION FOR SNVI'S REQUEST FOR GOV'T FINANCING & INTERVENED WITH IRAQI GOV'T ON SEVERAL OCCASIONS TO MAINTAIN GOOD RELATIONS. FACILITATED VISAS FOR TRAVEL OF IRAQI SPECIALISTS TO CDA (EXAMINE AMBULANCE PROTOTYPE)

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POST :346-BAGHDAD

003-GRAINS AND OILSEEDS
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PROVIDE FOLLOW-UP FOR CDN WHEAT BOARD IN THEIR DAILY DEALINGS WITH IRAQI CLIENTS, PARTICULARLY IN THE CASE OF DELAYED PAYMENTS

ASSIST CDN INTERNATIONAL GRAIN INSTITUTE ACTIVITIES IN IRAQ WHICH INCLUDE REGULAR TRAINING COURSES FOR IRAQI OFFICIALS IN CDA, AND PERIODIC SEMINARS DEVELOPPED BY CIGI IN IRAQ.

WORK WITH AGRICULTURAL RESEARCH ESTABLISHMENT IN IRAQ TO IMPROVE THEIR KNOWLEDGE OF BENEFITS OF CANOLA THROUGH FIELD TRIALS, FEEDING TRIALS AND TECHNICAL SEMINARS.

DEVELOP PROGRAMS JOINTLY WITH ARAB FEDERATION OF FOOD INDUSTRIES FOR TECHNICAL SEMINAR ON CULTIVATION AND USES OF CANOLA TO BE HELD AT UNSPECIFIED LOCATION IN MIDDLE EAST IN LATE 1987.

ANTICIPATED RESULTS:

EXPEDITE PAYMENTS WHERE REQUIRED AND SMOOTH PROBLEMS CAUSED BY POOR COMMUNICATIONS, ETC.

THROUGH ADDITIONAL TRAINING AND SUPPORT FOR IRAQ SPECIALISTS, CAN ENHANCE PROSPECTS OF CDN GRAIN SALES TO IRAQ.

IRAQIS WILL BEGIN TO APPRECIATE TECHNICAL AND NUTRITIONAL BENEFITS OF CANOLA WHICH COULD LED TO INITIAL IMPORTS OF MEAL AND OIL.

INTRODUCE CDN TECHNOLOGY VIS INFLUENTIAL ORGANIZATION TO MANY ARAB COUNTRIES; HELP TO INFLUENCE ARAB SPECIALIST/IMPORTERS IN FAVOUR OF CANOLA AS ALTERNATIVE TO TRAD'L OIL IMPORT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PROVIDE SUPPORT FOR CDN WHEAT BOARD & CDN INT'L GRAINS INSTITUTE FOR THE SERVICES WHICH THEY RENDER TO IRAQ IN FULFILLMENT OF LONG TERM GRAIN AGREEMENT.

QUARTER: 2 PROVIDE SUPPORT TO CANADIAN WHEAT BOARD AND CANADIAN INTERNATIONAL GRAINS INSTITUTE IN THEIR DEALINGS WITH IRAQ.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

HELPED TO ORGANIZED SUCCESSFUL 2 WEEK SEMINAR ON FLOUR MILLING & QUALITY CONTROL SPONSORED BY CIGI FROM 18-30 APRIL 1987.

-ENSURE IRAQI EXPERTS WILL APPLY EARLY FOR 1988 TRAINING COURSES WITH CIGI.
-ENSURED SMOOTH FLOW OF GRAIN SALES CONTRACTS BETWEEN CANADA - IRAQ.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :346-BAGHDAD

011-OIL & GAS EQUIPMENT, SERVICES
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

DEVELOP CONTACTS AT IRAQI MINISTRY OF OIL AND ITS AFFILIATED ENTERPRISES TO IMPROVE INTELLIGENCE OF BOTH PLANS FOR DEVELOPMENT OF OIL INDUSTRY EXPLORATION, PRODUCTION AND EXPORT FACILITIES.

USE RESULTS TO HELP CDN FEDERAL & PROVINCIAL GOVTS TO UNDERSTAND IRAQI PLANS FOR OIL IND. AND TO ADVISE CDN CO. OF EXPECTED REQUIREMENTS FOR EQUIPMENT, PARTS, ETC.

SUPPORT ACTIVITIES OF CANADIAN COMPANIES SUCH AS NOWSCO WELL SERVICE LTD., WHO ARE NEW TO THE MARKET.

SMALL INITIAL SALES TO STIMULATE IRAQI DEMAND WHICH WOULD THEN SERVE TO ENTICE ADDITIONAL CANADIAN FIRMS INTO MARKET.

COMPREHENSIVE REVIEW OF REQUIREMENTS OF IRAQI NATIONAL OIL COMPANY'S AND SISTER ORGANIZATIONS' REQUIREMENTS OF OIL AND GAS EQUIPMENT.

PRESENT FINDING TO CANADIAN COMPANIES FOR THEIR FOLLOW-UP.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 FACILITATE WORK OF CDN OIL AND GAS COMPANIES STILL ACTIVE IN IRAQI MARKET AND ENCOURAGE NEW COMPANIES TO CONSIDER LONG-RANGE POTENTIAL OF IRAQ.

ISSUED VISAS FOR IRAQI SPECIALISTS TO ATTEND TRAINING SESSIONS AT NOVACORP IN ALTA IN SUPPORT OF THEIR WORK ON STRATEGIC PIPELINE. -COUNSELLED UNIGLOBE TECHNOLOGIES/PROCOR ON HOW BEST TO APPROACH OIL SECTOR IN IRAQ.

QUARTER: 3 FACILITATE WORK OF CDN OIL & GAS COMPANIES STILL ACTIVE IN IRAQI MARKET & ENCOURAGE NEW COMPANIES TO CONSIDER LONG-RANGE POTENTIAL IRAQ.

COUNSELLED GLOBAL THERMOELECTRIC OF ALBERTA TO EXPLORE IRAQI MARKET & HELPED TO ARRANGE PROGRAM IN IRAQ SCHEDULED FOR 4TH QUARTER FY 87-88.

QUARTER: 4 -----

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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST : 346-BAGHDAD

PREPARED COMPREHENSIVE END-OF-THE-YEAR(87) ECONOMIC/COMMER-
CIAL REPORTING INCLUDING PROGNOSIS FOR 88. (02)OPEC MINIS-
TERIAL MEETING HELD IN DEC 87. MISSION REPORTED ON IRAQI
POSITION PRIOR TO MEETING & ALSO ON IRAQI REACTION TO DECI-
SIONS EMANATING FROM MEETING. (03)VISIT OF ECONOMIC ANALYST
FROM EXTOTT/INE REQUIRED PREPARATION OF PROGRAM (5 DAYS) &
PARTICIPATION OF TID PROGRAM MANAGER. (04)UNEXPECTED VISIT
BY MIDDLE EAST DIRECTOR OF ASBESTOS INSTITUTE REQUIRED DE-
VELOPMENT OF PROGRAM & OTHER ASSISTANCE RELATED TO ASBESTOS
INFORMATION SEMINAR TO BE HELD IN MARCH 88. (05)TID PROGRAM
MANAGER ACTED AS CHARGE D'AFFAIRES DURING ABSENCE OF HOM
21 DEC 87 TO 12 JAN 88.

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POST :341-CAIRO

011-OIL & GAS EQUIPMENT, SERVICES
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP WITH ENPPI REGARDING THE SENDING OF TWO PERSONNEL TO CANADA TO EVALUATE PETROLEUM RELATED TRAINING FACILITIES.

POSSIBLE CONTRACT FOR TRAINING IN CANADA OR ON SITE EGYPT.

GATHER MARKET INTELLIGENCE ON MAJOR AREAS OF EXPANSION PLANNED BY EGPC IN THE NEW 5 YEAR PLAN 1987/1990.

PROVIDE CANADIAN COMPANIES WITH RELATIVE INFO ON EGPC PLANNED ACTIVITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO GATHER MARKET INTELLIGENCE ON MAJOR AREAS OF EXPANSION PLANNED BY MINISTRY OF PETROLEUM IN NEW 5-YEAR PLAN 1987-1992.

GATHERED INFORMATION RELATING TO NEW-5-YEAR PLAN PARTICULARLY RELATING TO NEW GAS CLAUSE FOR DISTRIBUTION TO CDN COMPANIES. PUBLISHED SYNOPSIS ON NEW GAS CLAUSE IN ECBC NEWSLETTER.

QUARTER: 2 COMPLETE FIRST DRAFT OF PROFILE OF OPPORTUNITIES IN EGYPT FOR CANADIAN EQUIPMENT SUPPLIERS.

DONE.

QUARTER: 3 PROGRAM OF VISITS TO PUBLIC, PRIVATE & JV COMPANIES IN ALL PHASES OF PETROLEUM SECTOR TO GATHER DATA FOR EXPANDED EXPORT OPPORTUNITIES REPORT.

VISITS COMPLETED, DRAFT REPORT COMPLETED, ARTICLE PREPARED FOR ECBC NEWSLETTER.

QUARTER: 4 -----

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POST : 341-CAIRO

007-POWER & ENERGY EQUIP. & SERV.
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DEPENDING ON EGYPT'S ECONOMIC SITUATION, PUT IN PLACE
EDC/CIDA GENERAL DEVELOPMENT LINE OF CREDIT .

CONTINUE EFFORTS TO OBTAIN AND ANALYZE INFO ON NEW 5 YEAR PLAN
AND NEW FUNDING ALLOCATIONS UNDER IBRD/ADB.

CONTINUE SYSTEM OF REGULAR FOLLOW-UP WITH OFFICIALS TO ENSURE
SMOOTH CONTRACT/TENDER PROGRESS FOR ACTIVE CDN COMPANIES AND/OR
TO FIND NEW OPPORTUNITIES.

INCLUSION OF ENERGY TRANSMISSION/GENERATION PROFILE IN PROMOTIO-
NAL/INFORMATIONAL BROCHURES LIKE ECBC NEWSLETTER DOING BUSINESS
IN EGYPT, ETC.

GDLOC SIGNATURE COULD ENSURE ONE CDN CONTRACT
WORTH \$23M

OFFERS ADVANCE NOTICE OF OPPORTUNITIES TO CDN
COMPANIES & ALLOWS NEEDED TIME FOR EFFECTIVE
BIDDING.

ENSURES COMPETITOR INTERFERENCE IS CHECKED
THEREBY PROTECTING STATUS OF CDN BIDS.

INFORMS CDN COMPANIES/GOVERNMENT DEPARTMENTS
- ENCOURAGES INVESTIGATION OF THIS MARKET AND
OFFERS VALUABLE "HOW TO " INFORMATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO CONTINUE EFFORTS TO OBTAIN AND ANALYSE INFO
ON NEW 5-YEAR PLAN FOR EGYPT AND TO DETERMINE
IBDR/ABD FUNDING INTENTIONS.

QUARTER: 2 ASSIST IN CONFIRMING ALLOCATION IN CANADA OF
METRO-SEPTIA ELECTRIC POWER CONNECTION.

QUARTER: 3 A) IDENTIFY MAIN INVESTMENT PROJECTS OF NEW 5-YR
PLAN & PREPARE REPORT FOCUSING ON WORLD BANK
B) CHASE FINALIZATION OF DAMANHOOR, METRO SEPTIA
PROJECTS.

QUARTER: 4 -----

COMPLETED REPORT ON ELECTRICAL GENERATION & TRA-
NSMISSION SECTOR WHICH INFORMED CDN CO./GOVT.
SYNOPSIS ON SECTOR PUBLISHED IN ECBC NEWSLETTER.

DONE.

A) DRAFT REPORT COMPLETED. WORLD BANK REMAINS UN-
WILLING TO COMMIT FUND. B) FREQUENT FOLLOW-UP HAS
HELPED MOVE EGYPTIAN & EDC APPROVALS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :341-CAIRO

001-AGRI & FOOD PRODUCTS & SERVICE
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AGRICULTURE MACH, EQUIP, TOOLS

PAST POST ACTIVITIES HAVE MADE SOME IN-ROADS BUT WE WERE AHEAD OF THE MARKET AND THE EGYPTIAN PLAN IMPLEMENTATION.

ENCOURAGE CANADIAN MANUFACTURERS TO VISIT MARKET AND APPOINT AGENTS.

VISIT NEWLY ESTABLISHED AGRICULTURAL MACHINERY CENTRES BEING ESTABLISHED.

AS EGYPTIAN PLANS GO FORWARD, APPOINTMENT OF MORE AGENTS.

TO BE ON THE SCENE WHEN THE MARKET EXPANDS.

OPEN DOORS FOR CANADIAN COMPANIES AND GATHER INTELLIGENCE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO SEND VISITORS FROM EGYPT AND SUDAN TO WESTERN CANADA FARM PROGRESS SHOW, REGINA.

VISITORS UNABLE TO GO TO PRIOR COMMITMENTS.

QUARTER: 2 FOLLOW-UP ON APRIL 1987 TRADE MISSION TO DEFINE COMMERCIAL BENEFIT TO CANADA.

FOLLOW-UP SHOWED THAT EGYPTIAN MARKET IS CURRENTLY NOT PROMISING FOR THE TYPES OF EQUIPMENT REPRESENTED, ALTHOUGH A MAJOR CONTRACT RESULTED FOR BREEDING CATTLE AND SEMEN.

QUARTER: 3 FOLLOW-UP ON APRIL 87 TRADE MISSION TO DEFINE COMMERCIAL BENEFIT TO CDA.

FOLLOW-UP SHOWED THAT EGYPTIAN MKT IS CURRENTLY NOT PROMISING FOR THE TYPES OF EQUIPMENT REPRESENTED, ALTHOUGH A MAJOR CONTRACT RESULTED FOR BREEDING CATTLE & SEMEN.

QUARTER: 4 -----

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POST :341-CAIRO

004-DEFENCE PROGRAMS, PRODUCTS, SERV
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARKET IS GROWING AND U. S. FIRMS WILL NOT KEEP PACE.
ENCOURAGE CANADIAN FIRMS TO CONTINUE MARKETING EFFORTS.

MARKET TO OPEN TO OTHER THAN U. S. FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 341-CAIRO

003-GRAINS AND OILSEEDS
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OILSEEDS

POST BEGAN EFFORTS TO HAVE CANOLA APPROVED FOR IMPORTATION APPROXIMATELY 5 YEARS AGO. EFFORTS CONTINUE. CERTIFICATION BY HEALTH OFFICIALS FINAL APPROVAL STILL REQUIRED.

CANOLA TO BE APPROVED.

VISITS TO CANADA BY EGYPTIAN AUTHORITIES.

CANOLA TO BE PROVEN TO BE SAFE.

PRESSURE ON MINISTER OF HEALTH

CANOLA APPROVAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1. ENCOURAGE SIGNATURE OF FIRM CONTRACTS UNDER TWO WHEAT AGREEMENTS.
2. CONTINUE EFFORTS TO APPROVE CANOLA FOR HUMAN CONSUMPTION IN EGYPT.

1. PENDING RESOLUTION OF FINANCING.
2. AGRICULTURE CANADA AGREED TO SPONSOR MISSION TO CANADA OCTOBER 87 TO RESOLVE FINAL OBSTACLES.

QUARTER: 3 1)ENCOURAGE SIGNATURE OF FIRM CONTRACTS UNDER 2 WHEAT AGREEMENTS; 2)CONTINUE EFFORTS TO APPROVE CANOLA FOR HUMAN CONSUMPTION IN EGYPT.

1)STILL SEARCHING FOR SOLUTION TO FINANCING QUESTIONS; 2)AGRICULTURE CDA AGREED TO SPONSOR MISSION TO CDA TO RESOLVE FINAL OBSTACLES. EGYPTIANS HAVE 1ST REQUESTED FURTHER INFO ON REMAINING DOUBTS.

QUARTER: 4 -----

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005-COMM. & INFORM. EQP. & SERV
ARAB REPUBLIC OF EGYPT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

VISIT TO CANADA BY SENIOR EGYPTIAN OFFICIALS AS GUESTS OF
PROVINCES, GOVERNMENT, AND COMPANIES.

FAMILIARIZATION WITH CANADIAN PRODUCTS

ENCOURAGE MORE TRAINING FOR EGYPTIANS IN CANADA.

FAMILIARIZATION WITH CANADIAN PRODUCTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGE VISITS TO CANADA BY SENIOR EGYPTIAN
OFFICIALS AS GUESTS OF PROVINCES, GOVERNMENT AND
COMPANIES.

EXTEND INVITATION IN PERSON TO CHAIRMAN, A. R. E.
NATIONAL TELECOMMUNICATIONS AUTHORITY TO ATTEND
TELECOM CONFERENCE IN FALL 1987. HIGH RANKING
OFFICIALS IS CONFIRMED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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CONT. ANALYSIS OF BILATERAL DEBT RESC. PROCEDURES & AGENDA
COLLECTION & ANAL. OF INFO AVAIL. ON NEW 5-YR PLAN

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POST : 308-HARARE

011-OIL & GAS EQUIPMENT, SERVICES
ANGOLA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

DIRECT MAILING OF ANGOLA OIL SECTOR INFORMATION BY BUREAU TO
PROSPECTIVE SUPPLYING COMPANIES IN CANADA.

ALL RELEVANT COMPANIES HAVE BEEN ADVISED AND
APPROPRIATE CONTACTS IDENTIFIED.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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001-AGRI & FOOD PRODUCTS & SERVICE
BOTSWANA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 308-HARARE

005-COMM. & INFORM. EQP. & SERV
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CIDA FINANCING HAS OPENED OPPORTUNITIES IN ZIMBABWE FOR TELECOM-
MUNICATION EQUIPMENT - RURAL COMMUNICATION SERVICES A PRIORITY.

INCREASED SHARE OF MARKET.

MISSION CONTINUES TO KEEP CANADIAN EXPORTERS ADVISED OF OPPOTUNI-
TIES IN SECTOR TENDERS FOR HANDSETS, TELECOMMUNICATION SYSTEMS,
EXCHANGE.

INCREASED SALES TO MARKET.

CANADIAN ORGANIZATIONS HAVE TENDERED TO ZIMBABWE POSTS AND TELE-
COMMUNICATIONS DEPARTMENT FOR FEASIBILITY STUDY CONTRACTS ASSIS-
TED BY HICOM.

CANADIAN INVOLVEMENT IN SECTOR.

TO KEEP IMPETUS GOING IN COMMUNICATION SECTOR NOTIFYING CANADIAN
COMPANIES OF CONTINUED OPPORTUNITIES.

INCREASED INVOLVEMENT IN AREA.

EXCHANGE AND SUPPORT OF JOINT VENTURE (MANUFACTURING) ACTIVITIES
BEING PURSUED BY TWO CANADIAN COMPANIES.

ESTABLISHMENT OF A CDN-ZIMBABWE MFTG. FACILI-
TY FOR TELEPHONE HAND SETS AND/OR PABX
SERVICE FACILITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MODERNIZATION OF TELECOMMUNICATIONS SYSTEMS AND
EXTENSION OF DISTRIBUTION SYSTEMS TO RURAL AREAS

DETAILS OF TELECOMMUNICATION SYSTEMS EQPT REQUI-
REMENTS OVER 5 YEAR PLAN PERIOD OBTAINED FROM
POSTS & TELECOMMUNICATION CORP. (PTC) MEETING HELD
WITH TOP PTC EXECUTIVE & EDC IN HARARE TO DISC-
USS AVAILABILITY FINANCING.

QUARTER: 2 -----

QUARTER: 3 BOTSWANA RURAL TELECOMMUNICATIONS STUDY.

ADB FINANCED PROJECT. CDN PARTICIPATION IN TELE-
COMS STUDY WILL BE ASSISTED BY FINANCING UNDER
CDN FUND FOR TECHNICAL ASSISTANCE.

QUARTER: 4 -----

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007-POWER & ENERGY EQUIP. & SERV.
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUBMISSIONS MADE BY CANADIAN CONCERNS 3 FEASIBILITY STUDIES FOR
ZIMBABWE ELECTRICITY UTILITY.

CANADIAN INVOLVEMENT IN SECTOR IN ONE OR MORE
PROJECTS.

KEEPING CANADIAN ENTERPRISES FULLY INFORMED ON DEVELOPMENTS IN
SECTOR.

INCREASED CANADIAN INVOLVEMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CDN INVOLVEMENT IN REHABILITATION OF EXISTING
GENERATION CAPACITY AND PLANS TO INCREASE HYDRO
OR THERMAL GENERATING CAPACITY.

MANAGEMENT SYSTEMS TEAM FROM ONT HYDRO APPOINTED
IN TERMS OF WORLD BANK FINANCING TO WORK WITH
ZIMBABWE ELECTRICITY SUPPLY AUTHORITY - TWO YEAR
CONTRACT.

QUARTER: 2 POTENTIAL INVOLVEMENT IN ZIMBABWE POWER
EXPANSION AND REHABILITATION PROJECTS.

INFO ON TENDERS PASSED TO CANADIAN COMPANIES,
EDC AND DRIE GELA.

QUARTER: 3 POTENTIAL INVOLVEMENT IN ZIMBABWE POWER
EXPANSION & ENERGY PROJECTS.

INFORMATION ON 2 CONSULTANCY TENDERS-KARIBA
SOUTH POWER STN. EXPANSION STAGE 2 & ELECTRICITY
CONSULTANCY (TARIFFS) PASSED TO CDN COMPANIES
EDC & DRIE GELA.

QUARTER: 4 -----

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POST : 308-HARARE

017-SERVICE INDUSTRIES
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SERVICES NOT ELSEWHERE SPECIF.

THERE IS DEMAND FOR POST TO SECURE INFORMATION ON THE STATUS OF
PROJECTS, THEN ADVISE CDN COMPANIES. FREQUENTLY IT IS NECESSARY TO
INTERVENE ON BEHALF OF CANADIAN COMPANIES.

FACILITATE CANADIAN PARTICIPATION IN
DEVELOPMENT PROJECTS.

INSTITUTE SYSTEMATIC APPROACH TO KEEPING ABREAST OF VARIOUS
MULTILATERALLY FUNDED PROJECTS IN REGION.

IMPROVE QUALITY OF SERVICE TO CANADIAN
COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 308-HARARE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSISTANCE TO CANADIAN ENTERPRISES TENDERING FOR MULTI MILLION RAIL COMMUTER LINK PROJECT HARARE.

PROJECT TO BE AWARDED TO CANADIAN ENTERPRISE.

CIDA PRIVATE SECTOR LINE OF CREDIT HAS GIVEN OPPORTUNITY FOR CDN AUTOMOTIVE PARTS SALES TOTAL \$200,000 IN 1985/86. TO KEEP IMPETUS GOING.

INCREASED SHARE OF MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 EXTENSIVE LIAISON WITH ZIMBABWE AUTHORITIES RE SALE OF CANADAIR CHALLENGER & DE HAVILLAND DASH 8. CDN INVOLVEMENT IN PROPOSED HARARE INTEGRATED TRANSIT SYSTEM. TWO CDN COS. AMONGST 23 SHORTLISTED.

ZIMBABWE AUTHORITIES HAVE SIGNED AN AGREEMENT OF SALE SUBJECT TO AVAILABILITY OF FINANCE TO PURCHASE A CHALLENGER AIRCRAFT. CIDE FUNDING OF 500,000 \$ CANADIAN AGREED IN RESPECT OF BID BY DELCANDA INTL OF TORONTO TO CARRY OUT ENG. DESIGN.

QUARTER: 1 BOTSWANA RAILWAYS REQUIREMENT FOR 450 RAIL WAGONS. TWO CDN CO'S AMONGST TOTAL OF ELEVEN CO'S SUBMITTING BIDS. ADJUDICATION EXPECTED END JULY 87 SALE OF DASH 8 & CHALLENGER AIRCRAFT TO BOTSWANA

ASSISTANCE IN OBTAINING TENDER/SPECIFICATIONS & FORWARDING THESE TO CDA. CONTINUED LIAISON WITH BOTSWANA RAIL AUTHORITIES. COUNSELLOR COMMERCIAL & EDC OFFICIALS MODIN & MCLEAN MET WITH PERM SEC TO PRES. MASIRE IN BOTSWANA. DECISION RE CHALLENGE-

QUARTER: 2 MONITORING AND REPORTING ON EVOLVING SITUATION RE HARARE INTEGRATED TRANSIT SYSTEM.

EXTENSIVE REPORTING TO OTTAWA RE CANADIAN PROSPECTS FOLLOWING BID OPENINGS. TWO CANADIAN FIRMS INVOLVED. EXTENSIVE LIAISON WITH DRIE, EXTOTT AND EDC.

QUARTER: 2 POTENTIAL SALE OF CHALLENGER AIRCRAFT TO ZIMBABWE AND BOTSWANA.

EXTENSIVE LIAISON WITH EXTOTT AND EDC. KEEPING IN TOUCH WITH SITUATION AS DECISION WORKS ITS WAY THROUGH CABINET IN HARARE.

QUARTER: 3 CONTINUED CONTACT WITH RELEVANT MINISTRIES REGARDING HARARE INTEGRATED TRANSIT SYSTEM. POTENTIAL SALE OF CHALLENGER AIRCRAFT TO ZIMBABWE.

TRANSIT PROJECT IN DECISIVE STAGE-3 COS. SHORTLISTED-1 CDN. CONTINUED LIAISON WITH DRIE, EXTOTT & EDC. ZIMBABWE CABINET HAS AGREED TO PURCHASE CHALLENGER. SUITABLE FINANCING A CRITICAL MATTER & CONT'D LIAISON WITH MIN. & EDC MAINTAINED.

QUARTER: 3 CONTINUED CONTACT WITH NATIONAL RAILWAYS OF ZIMBABWE & MINISTRY TRANSPORT.

WORLD BANK IDENTIFIED REQUIREMENTS FOR NEW DIESEL LOCOS RE ENGINEING & REHABILITATION NRZ ROLLING STOCK. GM CDA'S INTERESTS MAINTAINED THROUGH CONTACTS.

QUARTER: 4 -----

REPORT 4A
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

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POST : 308-HARARE

RAIL TRANSPORTATION MISSION LED BY DRIE/FAMR. FIVE DAYS IN
TERRITORY. LITTLE ADVANCE NOTICE. COMPLETE ORGANIZATION OF
ITINERARY. ACCOMPANY MISSION TO BULAWAYO. ORGANIZE & HOST
RECEPTION; (02) VISIT BY SENIOR REPRESENTATIVE OF CDN EXPORTERS
ASSOCIATION. ORGANIZE HIGH LEVEL SCHEDULE OF MEETINGS.
ACCOMPANY REP ON MOST CALLS. REPORT EXTENSIVELY. ONE WEEKS
NOTICE. SIX WORKING DAYS AT MISSION; (03) HIGH LEVEL VISIT BY
NEW PRESIDENT OF ONTARIO INT'L CORPORATION. SHORT NOTICE.
ORGANIZE ITINERARY HARARE & MALAWI. ORGANIZE & HOST RECEPTION
ACCOMPANY TO MALAWI; (04) QUEBEC TRADE MISSION DEC 1-4. SHORT
NOTICE. ORGANIZE ITINERARIES FOR 7 MEMBER FIRMS. ACCOMPANY AN
OFFICIAL CALLS. ORGANIZE & HOST RECEPTION; (05) INTENSIVE
LOBBYING EFFORT IN SUPPORT OF CDN OVERSEAS AIRLINES BID TO
LEASE AIRCRAFT TO AIR ZIMBABWE. NUMEROUS COMMUNICATIONS.
AROUND THE CLOCK INVOLVEMENT. ULTIMATELY NOT SUCCESSFUL.

REPORT 4
BB/03/16

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

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POST : 322-KINSHASA

010-MINE, METAL, MINERAL PROD & SRV
ZAIRE

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	EQUIPMENT AND MACHINERY	
	IMPLEMENTATION OF SUPPLIER CREDIT WITH PRIVATE FINANCERS AND EDC FOR GECAMINES.	BETTER MARKET PENETRATION.
	MEETING IN CANADA TO RAISE AWARENESS AMONG CANADIAN EXPORTERS.	INCREASED CANADIAN EXPORTS.
	WITH THE MAJOR BUYERS IN ZAIRE, DRAW UP A LIST OF USUAL SUPPLIES.	ASSIST CANADIAN SUPPLIERS IN DEVELOPING LONG-TERM TRADE RELATIONSHIPS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 322-KINSHASA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

ESTABLISHMENT OF A NEW DISTRIBUTOR FOR ANOTHER BRAND OF TRUCKS
AND TRAILERS.

INCREASED MARKET PENETRATION. INCREASED
EXPORTS.

PROMOTING CANADIAN TRANSPORTATION PRODUCTS AND EQUIPMENT
IN ZAIRE.

INCREASED IMPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 322-KINSHASA

009-FOREST PRODUCTS, EQUIP, SERVICES
ZAIRE

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

ESTABLISHING CONTACTS WITH CANADIAN PURCHASING OFFICES.

BETTER KNOWLEDGE OF THE ZAIRE MARKET AND
INCREASED EXPORTS.

USE OF CIDA LINE OF CREDIT FOR PURCHASING PAPER.

MARKET PENETRATION.

COUNT OF PULP AND PAPER PRODUCT USERS.

INCREASED EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 322-KINSHASA

005-COMM. & INFORM. EQP. & SERV
ZAIRE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

PARTICIPATION IN PILOT OF A CELLULAR TELEPHONE PROJECT.

INTRODUCTION OF CANADIAN TECHNOLOGY.

PARTICIPATION BY CANADIAN COMPANIES IN CREATING A CELLULAR
TELEPHONE SYSTEM.

INCREASED EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 : 348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MEETINGS WITH KEY DECISION MAKERS A KUWAIT OIL COMPANY, KUWAIT NATIONAL PETROLEUM COMPANY, KUWAIT PETROLEUM COMPANY TO DETERMINE VALUE OF SIGNIFICANT O & M OPPORTUNITY.

ESTABLISH INVENTORY OF MAINTENANCE AND REPLACEMENT OPPORTUNITIES FOR CDN SUPPLIERS. WHILE MAJOR PROJECTS ARE FEW O & M POTENTIAL IS SIGNIFICANT.

ENCOURAGE VISITS BY CANADIAN EXPERTS IN NEW, EFFICIENT PRODUCTION EXPLORATION TECHNIQUES.

ENHANCE REPUTATION OF CANADIAN EXPERTISE, CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTERCAN '87, EDMONTON, ALBERTA.

RECRUITED HIGH LEVEL INVITIEES FROM ADNOC, ABU DHABI, MINISTRY OF PETROLEUM, OMAN & QATAR NATIONAL PETROLEUM CORP. KUWAIT INVITEES HAD TO CANCEL AT LAST MOMENT-REPORTS PREPARED ON OPPORTUNITIES IN BAHRAIN AND KUWAIT.

QUARTER: 1 CDN ENERGY RESEARCH INSTITUTE CONFERENCE.

MET WITH & RECRUITED MR HANI A. HUSSAIN, EXECUTIVE ASSISTANT MANAGING DIR, MARKETING, KUWAIT PETROLEUM CORP. TO SPEAK AT CDN ENERGY RESEARCH INSTITUTE CONFERENCE.

QUARTER: 2 KEYNOTE SPEAKER FROM KPC ADDRESSED CANADIAN ENERGY RESEARCH INSTITUTE CONFERENCE.

INCREASED PROFILE OF KUWAIT IN CANADA. INCREASED KNOWLEDGE OF CANADA TO INFLUENTIAL KUWAIT OIL EXECUTIVE.

QUARTER: 3 MISSION FROM ALBERTA TO EXPLORE OPPORTUNITIES IN OIL & GAS RELATED SECTORS/ACTIVITIES IN KUWAIT.

5 COMPANIES FROM ALTA MADE NUMEROUS CONTACTS IN KUWAIT. THE GROUP'S PRESENCE RE-AFFIRMED CDA'S CAPABILITIES IN OIL & GAS, & SALES ARE ANTICIPATED.

QUARTER: 4 -----

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 348-KUWAIT

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MINISTRY OF DEFENCE & MINISTRY OF INTERIOR OF KUWAIT RELUCTANT TO MEET WITH FOREIGN REPRESENTATIVES GOVERNMENT OR PRIVATE. MARCH 87 MISSION MAY OPEN DOORS.

CONTINUED ATTEMPTS TO MAKE CONTACTS.

CATALOGUE SHOW AT UNIVERSITY OF KUWAIT MEDICAL SCHOOL TO PROMOTE CANADIAN PRODUCTS.

TARGET AND MEET KEY EDUCATION DECISION MAKERS.

ESTABLISH INITIAL CONTACTS, REQUIREMENTS CAN BE ASCERTAINED.

MORE KNOWLEDGE OF SECTOR, INCREASE AWARENESS OF CANADIAN SUPPLIERS.

INCREASE AWARENESS AND DEMAND FOR CANADIAN PRODUCTS NOW FINDING INCREASED FAVOUR WITH KUWAIT AUTHORITIES.

ENCOURAGE VISITS TO CANADIAN EDUCATION/ GOVERNMENT INSTITUTIONS TO INCREASE KNOWLEDGE OF CANADIAN PRODUCTS AND SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

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 : 348-KUWAIT

014-EDUCATION, MEDICAL, HEALTH PROD
KUWAIT

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISIT OF MINISTER OF EDUCATION OF ONTARIO.

VISITS TO KEY PURCHASING PERSONNEL IN HOSPITALS, CLINICS. MINISTRY
TO PROMOTE CANADIAN MEDICAL & HEALTH CARE PRODUCTS.

CATALOGUE SHOW AT UNIVERSITY OF KUWAIT MEDICAL SCHOOL TO PROMOTE
CANADIAN PRODUCTS.

TARGET AND MEET KEY EDUCATION DECISION-MAKERS.

HIGHER PROFILE FOR CANADA.

ESTABLISH REQUIREMENTS AND INCREASE AWARENESS
OF CANADIAN EXPERTISE.

INCREASE AWARENESS AND DEMAND FOR CANADIAN
PRODUCTS NOW FINDING INCREASED FAVOUR WITH
KUWAIT AUTHORITIES.

ENCOURAGE VISITS TO CANADIAN EDUCATION/
GOVERNMENT INSTITUTIONS TO INCREASE KNOW-
LEDGE OF CANADIAN PRODUCTS AND SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MET WITH UNDERSECRETARY OF HEALTH, KUWAIT.

UNDERSECRETARY OF HEALTH TO VISIT CANADA IN OCT-
OBER TO SEE CAPABILITIES, SERVICES ETC AND MEET
GOVERNMENT OFFICIALS.

QUARTER: 2 UNDERSECRETARY OF HEALTH AND ASSISTANT UNDER-
SECRETARY OF PLANNING TO VISIT CANADA, NOVEMBER.

INVITATION TO VISIT CANADA GIVEN AND ACCEPTED.

QUARTER: 3 ARRANGE VISIT TO ONT/ALBERTA BY UNDERSECRETARY
OF HEALTH, KUWAIT & OFFICIALS OF MINISTRY OF
PLANNING.

VISIT UNDERTAKEN. INVITATIONS EXTENDED BY
KUWAITIS TO SOME CDN COMPANIES THEY MET TO
CONTINUE DISCUSSIONS ON KUWAITI HEALTH SYS-
TEMS' NEEDS & MUTUAL CO-OPERATION.

QUARTER: 4 -----



REPORT #5
88/03/17

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

348 - KUWAIT

KUWAIT

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PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

NON SECTORALLY ORIENTED ACTIVITIES

VISITS TO ALL MAJOR INVESTMENT AND INVESTING INSTITUTIONS.

CREATE MOMENTUM FOR CHOOSING CANADA AS
ALTERNATIVE TO TRADITIONAL U. S., U. K. FRO
INVESTMENTS.

REPORT #5
88/03/17

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

348 - KUWAIT

KUWAIT

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-MEETINGS WITH OFFICIALS OF QUASI-GOVERNMENT AND
PRIVATE INVESTMENT COMPANIES IN TERRITORY.
-PROMOTE INVESTMENT IN CANADA.

-PLANS UNDERWAY FOR HIGH LEVEL INVESTMENT DELEGA-
TION FROM KUWAIT TO VISIT CANADA IN OCTOBER.
-INCREASED GENERAL KNOWLEDGE OF CANADA THROUGH
PARTICIPATION WITH INFORMATION BOOTH AT OMAN
INTERNATIONAL FAIR.

QUARTER : 2

INVESTMENT MISSION TO CANADA (KUWAIT INVEST-
MENT AUTHORITY).

(CONTENTS OF RESULTS TO DATE AVAILABLE FROM
GMT).

QUARTER : 3

PROMOTE CANADA AS REWARDING PLACE IN WHICH TO
INVEST

NUMBER OF ENQUIRIES RE OPPORTUNITIES, TRAVEL &
VISA INFORMATION HAS GROWN APPRECIABLY; SIGNI-
FICANT INCREASE IN INTEREST SHOWN BY LOCAL
PAPERS TO PRINT INFORMATION ON CDN ECONOMIC/BUS-
INESS ITEMS; 15 HIGH LEVEL KUWAITI DECISION-
MAKERS ATTENDED A SEMINAR HELD BY THE EMBASSY &
WOOD GUNDY. INTEREST IN CDN ECONOMIC/BUSINESS
INFORMATION WAS HIGH; MKT CRASH RESULTED IN NUM-
EROUS ENQUIRIES BY LOCAL INVESTORS AS TO OVERALL
EFFECT ON CDA, ITS MKTS & ITS COMPANIES.

QUARTER : 4

REPORT 4A
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

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POST : 348-KUWAIT

OFFICER FROM POST PART. IN MARKETPLACE 87 IN QUEBEC PROV.
IN CO-OP WITH W. GUNDY POST ARRANGED & HELD SEMINAR ON
INVESTMENT IN CANADA; (03) SECTOR PROFILES WERE PREPARED ON
HEALTHCARE & AGRICULTURE IN THE GULF & NEW PROFILES ON COM-
PUTERS & TELECOMMUNICATIONS IN THE GULF WERE BEING UNDER-
TAKEN.

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 : 304-LAGOS

001-AGRI & FOOD PRODUCTS & SERVICE
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MILK: FINISHING OFF 1985 CONTRACT WITH GOVERNMENT AND PUTTING TOGETHER ONE WITH A NUMBER OF PRIVATE SECTOR INTERESTS.

AGRICULTURAL STORAGE CONSULTANT FINISHING OFF PROJECT FOR TWO DEMONSTRATION SITES FOR STORAGE FACILITIES.

WHEAT: TWO OR THREE MORE SHIPLOADS BY END OF 1986.

FARM EQUIPMENT: POST WILL ATTEMPT TO INTEREST THE AGRIC SECTOR IN NIGERIA IN THE PURCHASE OF FARM EQUIP. A FARM EQUIP. MISSION IN 1987 WILL ASSIST GREATLY WITH THE OBJECTIVE.

GIVEN AGRIC'S KEY ROLE IN NIGERIA'S ECONOMIC RECOVERY PLANS, MORE EMPHASIS WILL BE PLACED ON DOMESTIC PROCESSING OF BASIS AGRICULTURAL OUTPUT. POST WILL ATTEMPT TO IDENTIFY THE OPPORTUNITIES ARISING FROM THIS TREND.

WILL SHIP 500,000 CARTONS BY END OF 1986 FOR A TOTAL OF \$14 MILLION. NEXT YEAR TOTAL SALES SHOULD BE \$30 MILLION.

CONSTRUCTION OF DEMONSTRATION FACILITIES AND DISCUSSION OF OTHER FACILITIES ON A COMMERCIAL BASIS BY THE END OF 1987.

AS WHEAT HAS BEEN BANNED IN 1987 IN NIGERIA NO MORE SALES WILL RESULT. HOWEVER GOOD POTENTIAL IN TOGO & GHANA.

THE APPOINTMENT OF A NEW REPRESENTATIVE FOR CANADIAN SUPPLIERS AND THUS GREATER ACCESS TO THE MARKET.

RAISING THE PROFILE OF CANADA'S FOOD PROCESSING EQUIPMENT INDUSTRY IN NIGERIA. APPOINTMENT OF NEW REPS FOR CDN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION OF CANADIAN AGRICULTURE

ANOTHER SHIPMENT OF MILK WORTH APPROX \$3.2M TO BE LANDED JULY. (2) HOWE INTL NEGOTIATES CONTRACT TO BE CONSULTANT FOR MINISTRY OF AGRICULTURE. (3) ANOTHER VISIT BY AIDAC TO CROSS RIVERS TO PRESENT PROPOSAL. NFLD FISH MISSION VISIT WITH GOOD/

QUARTER: 2 PURSUIT OF IDENTIFIED OPPORTUNITIES IN AGRICULTURAL SECTOR, IN THE AREA OF THE STORAGE OF AGRICULTURAL PRODUCTS IN PARTICULAR, AND PROPOSAL FOR AGRICULTURAL EQUIPMENT MISSION DURING 1987.

PURSUIT OF CONTRACT ON BEHALF OF HOWE INTL FOR DESIGN OF NAT'L STRATEGIC GRAINS RESERVE SCHEME, WITH FUNDING OF CAD 1.5M. THROUGH CIDA ASSIST. TO CDN CONSORTIUM LED BY CONFEDCO & BALFOUR BEATTY CDA, IN PURSUIT OF CONTRACT FOR THE CONSTRUCTION

QUARTER: 3 PURSUIT OF IDENTIFIED OPPOR. IN AG. SECTOR, IN PARTICULAR AG. PRODUCTS STORAGE, DRYLAND FARMING TECHNIQUES & EQUIPMENT, TRAINING & TECHNICAL ASSISTANCE.

CONTINUED MONITORING OF STRATEGIC GRAINS RESERVE PROJECT, ASSISTANCE IN OBTAINING ACCEPTANCE OF CIDA ATTAF MOU.

QUARTER: 4 -----

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 304-LAGOS

007-POWER & ENERGY EQUIP. & SERV.
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CDN FIRM HAS STARTED NEGOTIATIONS ON DOING CIVIL WORKS PART OF
INSTALLING ITS GAS TURBINES AS A SIGN OF GOOD FAITH. CO. IS HOPING
THAT WHILE THE CIVIL WORKS ARE BEING COMPLETED THAT ECONOMIC
RECOVERY PLAN CURRENTLY BE IMPLEMENTED BY NIGERIAN GOVERNMENT.

GAS TURBINES WILL BE DELIVERED IN 1987.

CDN FIRM HAS SUBMITTED A TRAINING PROPOSAL TO NEPA WHICH INCLUDES
THE PROVISION OF SPRE PARTS. ALTHOUGH THIS HAS BEEN OUTSTANDING
FOR ALMOST A YEAR, THERE ARE SIGNS THAT NEPA MAY BE CLOSE TO CAL-
LING THE COMPANY IN FOR FURTHER STUDY.

THAT AND MOU BETWEEN CDN FIRM AND NEPA BE
SIGNED BY MID '87.

TO INCREASE LEVEL OF CONTACTS WITH GOVERNMENT PLANNING AND NEPA.

SPECIFIC DETAILS OF POWER ENERGY PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO PROMOTE CANADA'S ENERGY EXPERTISE.

ONTARIO HYDRO DEPENDING ON NEW WB POWER VII FOR
FINANCING FOR ITS TRAINING PROGRAMME WHICH IT
SUBMITTED TO NAPA. POST ARRANGED FOR LOCAL BANK
TO PROPOSE FINANCIAL PACKAGE TO NEPA TO HELP PAY
FOR WESTINGHOUSE CDA TURBINES.

QUARTER: 2 ASSISTANCE TO ENSURE SIGNING OF MOU BETWEEN
ONTARIO HYDRO AND NEPA BY MID 1987.

ASSISTANCE TO EDC IN DEBT RESCHEDULING NEGOTIA-
TIONS WITH THE GOVERNMENT OF NIGERIA, INCLUDING
COORDINATION OF VISIT TO LAGOS OF SENIOR CLAIMS
OFFICER.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 304-LAGOS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

NIGERIAN RAILWAYS CORPORATION STILL INTENDS TO REHABILITATE,
UPGRADE AND PURCHASE NEW ROLLING STOCK.

NIGERIAN AIRWAYS IS STILL SHOWING INTEREST IN A SIMULATOR AND
AIRCRAFT AS WELL AS A NEW MAINTENANCE BASE.

CDN FIRM HAS WON A CONTRACT TO DO A PROJECT DEFINITION FOR THE
WORLD BANK FUNDING TO REHABILITATE & UPGRADE THE RAILWAYS. POST
WILL MONITOR TO ENSURE CDN SUPPLIERS HAVE GOOD ACCESS TO THE
MONEY AVAILABLE.

NRC'S ABILITY TO FULFILL PROJECT DEPENDS ON
ITS ACCESS TO FINANCING.

A NEW CDN CONSORTIUM PUT TOGETHER 1986 SHOULD
SIGNIFICANTLY MOVE THE MAINTENANCE BASE ALONG
SIMULATOR HAS GOOD 1987 POTENTIAL.

THAT CDN SUPPLIERS WILL USE THE GREATER POR-
TION OF THE USD 17 MILLION AVAILABLE UNDER
THE WORLD BANK LOAN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION OF CANADIAN TRANSPORTATION SECTOR.

CANAC HAS COMPLETED ITS CONTRACTS WITH NRC. IS
NOW CONSIDERING TWO MORE PROJECTS AS WELL AS BI-
DDING TO BECOME PROJECT MANAGER FOR THE UN RAIL-
WAY REHABS PROJECT. NO WORD YET ON WETHER OR NOT
GOVT WILL FINANCILLAY SUPPORT BOMBARDIER LOCOMO/

QUARTER: 2 PURSUIT OF IDENTIFIED OPPORTUNITIES IN TRANS-
PORTATION SECTOR, PARTICULARLY IN RAILWAY AND
AEROSPACE SUBSECTORS.

ASSIST. PROVIDED TO BOMBARDIER INC IN SECURING
CONTRACT FOR PROVI'N OF 50 NEW LOCO. TO THE
NIGERIAN RLWYS CORP. CONTRACT AWARD IS CONDI'T'L
UPON FINANCING. ASSIST. TO BOMBARDIER & CANAC IN
THEIR SUBMISSION OF BID DOCUMENTS FOR WORLD BANK

QUARTER: 3 CONTINUED PURSUIT OF OPPORTUNITIES IN TRANSPOR-
TATION SECTOR, PARTICULARLY FOR ROLLING STOCK,
SPARES, MANAGEMENT & TRAINING.

BOMBARDIER SIGNED COM. CONTRACT FOR SUPPLY OF 50
LOCOMOTIVES TO NRC & FINANCING OFFER MADE
THROUGH SECTION 31. ASSIST. TO RAILWAY MISSION
ATTENDING UNION OF AFRICAN RAILWAYS SYMPOSIUM IN
ACCRA.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 304-LAGOS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

KAINJI AIR FORCE BASE/NAVAIDS-CDN COMPANY BEEN TIPPED FOR THE NAVAIDS PROJECT AT NAF'S NEW KAINJI AIR BASE. CONTRACT DISCUSSIONS ARE CURRENTLY BEING CARRIED OUT.

COMPANY WILL START TO SUPPLY EQUIPMENT DURING 1987/88.

CANADIAN COMPANY SUCCESSFULLY COMPLETED A LARGE SHIPMENT OF COMMUNICATIONS EQUIP. 5 YEARS AGO BUT LITTLE WAS OUT INTO USE. DISCUSSIONS ARE ONGOING TO DO SO AND TO REHABILITATE AND UPGRADE THE EQUIPMENT.

THAT CANADIAN COMPANY WILL BE SUCCESSFULL IN ITS DISCUSSIONS & SIGN A CONTRACT TO PUT THE COMMUNICATIONS EQUIP. BACK INTO OPERATION.

A SECOND SUCCESSFULLY DEMONSTRATION FLIGHT OF THE CHALLENGER WAS RECENTLY CONDUCTED THERE IS VERY POSITIVE INTEREST IN THE AIR-CRAFT, BUT THE AIR FORCE LACKS THE APPROPRIATE FINANCING FOR THE MOMENT.

CONTRACTUAL NEGOTIATIONS WILL BEGIN IN 1987/88 FOR AT LEAST ONE IF NOT TWO CHALLENGERS.

MOBILE PLATFORMS ARE REQUIRED FOR THE COMMUNICATIONS EQUIP. MENTIONED ABOVE. THE POST HAS INITIATED DISCUSSIONS WITH THE NIGERIAN ARMY REGARDING THESE PLATFORMS. AS WELL, THE NIGERIAN ARMY HAS IDENTIFIED A REQUIREMENT FOR A JEEP.

A FIRING UP OF THE NIGERIAN ARMY'S REQUIREMENT FOR TRANSPORT VEHICLES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 FOLLOW-UP ON ONGOING OPPORTUNITIES FOR CDN COMPANIES IN DEFENCE SECTOR.

MONITORING OF REQUIREMENTS OF NEPA FOR CONSULTING AND TECHNICAL SERVICES AND FOR EQUIPMENT PURCHASE AND REFURBISHMENT. ASSISTANCE PARTICULARLY TO FEDERAL PIONEER LTD. AND CANADIAN CONSULTING FIRMS.

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 304-LAGOS

005-COMM. & INFORM. EQP. & SERV
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SATELLITE: NIGERIAN GOVERNMENT HAS YET TO DECIDE ON THE PURCHASE OF A SATELLITE ALTHOUGH ITS CONTINUED PROMOTION CONSUMES A FAIR AMOUNT OF POST'S RESOURCES.

PRIVATE & PUBLIC EXCHANGES: POST IS ATTEMPTING TO INTEREST CDN MANUFACTURERS TO SUPPLY NIGERIA WITH EXCHANGES.

GOVERNMENT IS PUTTING GREATER EMPHASIS ON PUSHING COMMUNICATIONS CAPACITY INTO RURAL COMMUNITIES AS PART OF ITS CONCENTRATION ON AGRICULTURAL DEVELOPMENT. CDN FIRM IS LOOKING INTO THE OPPORTUNITY

EARTH STATIONS: NIGERIAN GOVERNMENT HAS DECIDED TO REHABILITATE AND UPGRADE ITS SIXTEEN EARTH STATIONS. TENDER DOCUMENTS ARE EXPECTED SOON. CDA HAS SHOWN AN INTEREST.

SHOULD NIGERIAN GOVERNMENT LOCATE FINANCING (SUCH AS THOSE FROM COUNTERTRADE) A CDN SYSTEM COULD BE CHOSEN.

IN THE LONG RUN IT IS EXPECTED THAT CDN FIRMS WILL ENTER THE NIGERIAN MARKET AS A MAJOR SUPPLIER PARTICULARLY WITH THE ASSISTANCE OF WORLD BANK FINANCING.

CDN FIRM WILL DEVELOP A PROJECT TO SUPPLY EQUIPMENT TO RURAL COMMUNITIES.

CDN FIRM WILL WIN A CONTRACT TO REHABILITATE AND UPGRADE SOME OF THE EARTH STATIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION OF CANADIAN COMMUNICATIONS EXPERTISE.

SATELLITE SALE GIVEN BOOST BY TRIP TO CDA COL. MARK OF N.A. SIGNALS. SPAR RANKS SECOND IN TENDER FOR REHAB OF HEART STATIONS. VISIT BY REP OF SR TELE IMPROVES PROSPECTS FOR SALES OF RURAL TELE-COMM EQUIPMENTS.

QUARTER: 2 EXPLORATION OF OPPORTUNITIES WITH NITEL, TELE-COMMUNICATIONS MONOPOLY FOR CANADIAN PRODUCTS AND SERVICES, AND WITH NIGERIAN DESIRE TO ACQUIRE SATELLITE TECHNOLOGY AND HARDWARE.

OFFICERS MADE LIAISON VISITS TO TOGO, BENIN AND GHANA TO ESTABLISH CONTACTS, A PROGRAMME FOR REGULAR FUTURE VISITS AND TO PURSUE MORE EFFECTIVE MEANS OF TRADE PROMOTION THROUGHOUT OUR TERRITORY.

QUARTER: 3 CONTINUED PURSUIT OF OPPORTUNITIES IN COMMUNICATIONS SECTOR PARTICULARLY SWITCHES, TELEPHONES, PABXS, & SATELLITE TECHNOLOGY.

ASSISTANCE TO SPAR AEROSPACE IN SUBMISSION OF EARTH STATION BID TO NITEL AND IN RESOLUTION OF OUTSTANDING COMMERCIAL DISPUTE IN GHANA.

QUARTER: 4 -----

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ASSIS. TO OTHER PROGRAMS IN PREPARATION FOR NDC VISIT
COM. PREP. VISIT TO CDA-RILWANU LUKMAN, PET. MIN. & OPEC CHAIR.

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POST :303-NAIROBI

017-SERVICE INDUSTRIES
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR LEA & ASSOC & DELCANDA IN WB HIGHWAY
VI PROJECT GRAVEL RD COMPONENT 1 & 2 RESPECTIVE-
LY & PATGROUP & STANLEY ASSOCIATES IN EQPT MAIN-
TENANCE COMPONENT.

BREIFING SESSIONS WITH LEA & ASSOC, STANLEY &
DELCANDA AND ENQUIRIES, LETTERS OF SUPPORT & VI-
SITS TO PROJ. COORDINATOR IN DAR ES SALAM.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 303-NAIROBI

005-COMM. & INFORM. EQP. & SERV
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

GIVEN SUCCESS OF AFRICA TELECOMS 86, POST IS ASSISTING CANADIAN COMPANIES IN SELECTION OF LOCAL AGENTS.

BELL CANADA INTL HAS BEEN ASKED TO PRE-QUALIFY IN CONNECTION WITH PROGRAM TO UPGRADE TRAINING FACILITIES.

AFRALTI-CANADIAN COMPANIES ADVISED ABOUT CONSULTANCY AND EQUIPMENT REQUIREMENTS FOR AFRICAN ADVANCED LEVEL. TRAINING INSTITUTE BEING FINANCED BY UNIDO - US\$3 MILLION.

GATHER MARKET, INTELLIGENCE ON MAJOR COMPETITORS.

GET AGENTS FOR SIX CANADIAN COMPANIES AND INCREASE FAMILIARITY WITH CANADIAN TELECOM CAPABILITIES.

HAVE BCI SHORTLISTED FOR PROJECT.

OBTAIN CONTRACT FOR AT LEAST ONE CANADIAN COMPANY.

INCREASE AWARENESS OF CANADIAN COMPANIES ABOUT COMPETITION THEY FACE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT CDN MARCONI & SR TELECOM IN SALES OF TELEX & RURAL TELECOMS EQPT REPECTIVELY TO K. P. & T.C. CONSULTANCY RE W.B. TELECOM III.

NUMEROUS MEETINGS HELD WITH KP&TC, CDN COYS THEIR AGENTS AND EDC. (KEY IS WHETHER OUR FINANCING IS COMPETITIVE). BCI NUMBRE 3 ON PRICE. CONTRACT NOT YET AWARDED.

QUARTER: 2 CONTINUED SUPPORT FOR PROMOTION SR TELECOM AND CANADIAN MARCONI FOR SALES OF RURAL TELECOMS EQPT AND TELEX EQPT RESPECTIVELY.

MEETING HELD WITH KP&TC OFFICIALS, EDC, CANADIAN COYS AND THEIR AGENTS. FINANCING IN CASE OF SWITCHING EQPT MIGHT NOT BE SUFFICIENTLY COMPETITIVE. HOWEVER AS RURAL TELECOMS DOEN NOT DEPEND ON EXT. FINANCING, CHANCES APPEAR REASONABLE

QUARTER: 3 PROMOTE SALE OF CDN MARCONI AUTO TLX SWITCHING EQPT TO KENYA POSTS & TELECOM CORP. PROMOTE SALE OF SR TELECOM RURAL AUTOMATION POINT TO MULTI-POINT ACCESS RADIO EQPT TO KPT&C.

CONT'D SUPPORT FOR CDN MARCONI & SR TELECOM AT MEETINGS WITH KPT&C OFFICIALS TOGETHER WITH EDC OFFICIALS. EDC HAS OFFERED FINANCING FOR CMC & SRT BIDS.

QUARTER: 4 -----

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POST : 303-NAIROBI

011-OIL & GAS EQUIPMENT, SERVICES
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SEVERAL COMPANIES RECOMMENDED TO NOCK IN CONNECTION WITH WORLD BANK FINANCED TECHNICAL ASSISTANCE CREDIT.

HAVE ONE CANADIAN COMPANY SELECTED TO PARTICIPATE IN PROJECT.

TENDERS ARE OUT - OR SOON WILL BE - FOR DRILLING OF EXPLORATORY WELLS IN BLOCKS 9 & 10 (AND ALSO FOR GEOTHERMAL DRILLING IN EBURRU AREA).

CDN COMPANY EXPECTED TO WIN AT LEAST ONE CONTRACT.

WHITE PRODUCTS FACILITY PIPELINE - MOMBASA.

TO ASSIST CDN COMPANY TO ACQUIRE CONTRACT.

KEEP AU FAIT WITH DEVELOPMENT IN EXPLORATION SECTOR AND PLANS FOR EXTENSION OF PETROLEUM PRODUCTS PIPELINE AND REHABILITATION OF MOMBASA, REFINERY.

ALERT CDN COMPANIES TO PROJECT OPPORTUNITIES AND PROVIDE MARKET ASSISTANCE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 NO NEW DEVELOPMENTS.

QUARTER: 3 1. WEST KENYA PIPELINE EXTENSION TO ELDORET.
2. WHITE PRODUCTS PIPELINE.

SUPPORTED LAVALIN IN BOTH CASES IN MTQS WITH KENYAN OFFICIALS. EDC FINANCING INTEREST INDICATED.

QUARTER: 4 -----

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POST : 303-NAIROBI

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AMMUNITION SALE TO DOD

PARACHUTES - REMAIN AU COURANT WITH DOD REQUIREMENTS.

AWAITING ANNOUNCEMENT OF TENDER.

ADVISE CDN MANUFACTURER WHEN REQUIREMENT
ARISES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CCC WITH ITS CONTRACT WITH B2AF
FILM EVENT HELD FOR B2AF WITH DEHAVILLAND

\$341,000 OF SPARES SOLD TO B2AF JAN TO MAR/87.
PROCESS FOR PAYMENTS ACCELERATED. INTEREST SHOWN
IN PURCHASE OF TWIN OTTERS - MILITARY CONFIGURA-
TION. PARACHUTES OBTAINED FROM U. S. UNDER FMS. AM-
MUNITION CONTRACT AWARDED TO SINGAPORE INDUSTRIE

QUARTER: 2 MEET WITH DEFENSE OFFICIALS TO INTEREST THEM IN
DASH 8M TO REPLACE BUFFALOE AIRCRAFT THAT
CRASHED.

DISCUSSIONS TOOK PLACE TO PRESENT DETAILS ON
DASH 8M. DOD ARE VERY INTERESTED AND HAVE
REQUESTED DEHAVILLAND REP. VISIT FOR DETAILED
DISCUSSIONS.

QUARTER: 3 PROMOTE SALE OF DASH-8 AIRCRAFT TO DEPARTMENT OF
DEFENCE.

REGULAR FOLLOW-UP WITH DEFENCE OFFICIALS & SUP-
PORT TO DEHAVILLAND SALES TEAM&EDC FINANCE TEAM
DURING MEETINGS WITH DEFENCE OFFI. WHO ARE KEEN-
LY INTERESTED IN PURCHASING BUT AWAIT DHC STUDY
ON DASH-8 OPER. ON KENYA RUNWAYS, & DEMO IN KENYA

QUARTER: 4 -----

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POST : 303-NAIROBI

SUPPORTED AD HOC DRIE RAILWAY SECTOR VISIT BY COMPANY REPRESENTATIVES IN OCT TO KENYA & UGANDA. (02)PREPARATION & SUPPORT OF QUEBEC PROVINCIAL GOV'T TRADE MISSION-DEC 87. (03)COORDINATION & SUPPORT OF EDC VISIT TO ASSESS & REVIEW DEBT SITUATION & EVALUATE PROJECT PROPOSALS. (04)PREPARATION & SUPPORT FOR ONTARIO INTERNATIONAL CORPORATION MISSION NOV 87 TO REVIEW & INVESTIGATE PROJECTS IN KENYA. (05)ASSISTED AIR CANADA IN OBTAINING ENTRY & WORK PERMIT FOR MANAGER OF ITS NEW OFFICE IN NAIROBI. (COMMERCIAL COUNSELLOR INVOLVED DUE TO COMMERCIAL FACTORS CONNECTED TO APPLICATIONS TO IMMIGRATION OFFICIALS.)

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POST : 327-RABAT

001-AGRI & FOOD PRODUCTS & SERVICE
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST INTRODUCED A FEW CANADIAN CATTLE EXPORTERS AND EMBRYO TRANS-PLANT EXPORTERS TO LARGE LOCAL DAIRY COMPANIES.

POST ORGANIZED A VISIT FOR POTATOES CANADA OFFICIALS TO DISCUSS THE PROBLEM OF ACCESS TO THIS MARKET.

POST WILL CONDUCT A SURVEY OF THE MOROCCAN MARKET FOR GRAIN STORAGE FACILITIES AND WE WILL DISTRIBUTE IT TO THE CANADIAN INDUSTRY.

STUDY THE NEW MOROCCAN PROGRAM AIMING AT ATTAINING FOOD SELF SUFFICIENCY.

UNDERTAKE JOINT ACTIVITIES WITH POTATOES CANADA TO HELP LIFT THE BAN ON CDN SEED POTATOES IN THE MEDITERRANEAN BASIN.

CDN FIRMS WILL BE INVITED TO BID ON REQUIREMENTS. POSSIBILITY OF BARTER ARRANGEMENTS.

ELABORATION OF A STRATEGY TO LIFT THE BAN ON IMPORTS OF NORTH AMERICAN SEED POTATOES INTO MOROCCO.

MOTIVATE A CANADIAN MANUFACTURER OF SMALL STEEL SILOS TO INVESTIGATE FURTHER MARKET PROSPECTS.

IDENTIFY AREAS OF GREATEST EXPORT POTENTIAL FOR CANADA.

CANADA COULD BECOME THE MAIN SUPPLIER OF SEED POTATOES IF THE BAN CAN BE LIFTED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NO PARTICULAR ACTIVITIES PLANNED FOR THIS SECTOR

PREPARATION WORK FOR DAIRY SEMINAR SPONSORED BY AGRICOTT. VISIT OF POTATOES CANADA REPRESENTATIVES.

QUARTER: 2 SEMINAIRE D'ELEVAGE LAITIER.

-LE SEM. D'ELEVAGE LAITIER A EU LIEU -DES REPRESENTANTS DE L'ONT. FLUE-CURED TOBACCO GROWERS ASS. ONT VISITE LE MAROC & DOIVENT ENVOYER ECHANTILLONS DE TABACS (PR TESTS). -VENTE DE BEURRE CDN CONCLUE. -LE C. I. I. D. (DRAINAGE) A EU

QUARTER: 3 UNDERTAKE VARIOUS ACTIVITIES AIMING AT LIFTING THE BAN ON CDN SEED POTATOES.

AN AG. CDA MISSIONN VISITED MOROCCO&DETERMINED THAT ACCESS PROBLEM FOR CDN SEED POTATOES IS NOT OF PHYTOSANITARY NATURE BUT IT IS STRICTLY A COMMERCIAL PROB. IE CDN INDUSTRY WOULD HAVE TO BE AS AGGRESSIVE AS EUROPEAN INDUSTRY.

QUARTER: 4 -----

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POST : 327-RABAT

003-GRAINS AND OILSEEDS
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

THE SIGNING OF A PROTOCOL AGREEMENT BETWEEN A CANADIAN COMPANY AND THE MINISTRY OF COMMERCE FOR THE SUPPLY OF VEGETABLE OIL.

ENSURE THAT THIS CANADIAN COMPANY IS IN A PRIVILEGED POSITION WHEN BIDDING ON UPCOMING TENDERS.

THE IMPLEMENTATION OF THE ACTIVITIES UNDER THE PROTOCOL.

INITIAL SALES OF SOME CDN \$20M IN THE FIRST YEAR WITH POSSIBILITIES OF SALES REACHING CDN \$100M IN SUBSEQUENT YEARS.

POST WILL PREPARE WHEAT MARKET REPORTS WITH THE HOPE THAT THE CWB WILL, WITH THE RECENTLY ANNOUNCED PRICE SUPPORT PROGRAM, BE ABLE TO TAKE A SHARE OF THIS MARKET.

PERHAPS CWB COULD BE ABLE TO INTRODUCE THE HY320 IN THE MOROCCAN MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSISTS AQDEVCO IN IMPLEMENTING ACTIVITIES UNDER THEIR PROTOCOL AGREEMENT BETWEEN THEM, O. C. P. AND THE MINISTRY OF COMMERCE.

AQDEVCO UNABLE TO FULFILL ITS OBLIGATIONS UNDER THE PROTOCOLE. WE PREPARED A DETAILED OIL & OILSEEDS REPORT BE DISTRIBUTED TO THE INDUSTRY NEXT QUARTER. ASSISTED QUEMONT-AGRA IN STUDY FOR SEED CRUSHING PLANT.

QUARTER: 2 AUCUNE ACTIVITE PLANIFIEE POUR CETTE PERIODE.

LE RAPPORT SUR LE BLE ET LES CEREALES A ETE COMPLETE.

QUARTER: 3 NO PARTICULAR ACTIVITIES PLANNED.

VISIT TO MOROCCO BY AQDEVCO'S PRESIDENT WHO UNDERTOOK TO PURSUE MARKET OPPORTUNITIES FOR VEGETABLE OIL. A CIDA FOOD AID AGREEMENT WAS SIGNED (WHEAT-\$5M).

QUARTER: 4 -----

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POST : 327-RABAT

009-FOREST PRODUCTS, EQUIP. SERVICES
MOROCCO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

A PRELIMINARY STUDY OF THE MOROCCAN MARKET FOR CDN SOFTWOOD LUMBER HAS BEEN PREPARED FOR THE BPIB.

PROVOKE A VISIT TO MOROCCO BY THE BPIB REPRESENTATIVE WHO COULD DRAW A MARKETING STRATEGY.

UNDERTAKE JOINT MARKET STUDIES AND MARKETING INITIATIVES WITH THE CONSULTANT SELECTED BY CIDA TO ACT AS INTERMEDIARY BETWEEN MOROCCAN IMPORTERS AND CANADIAN EXPORTERS OF SEMI-FINISHED PRODUCTS.

INTRODUCE NEW EXPORTERS TO THIS MARKET USING THE \$5M CIDA LINE OF CREDIT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 UNDERTAKE JOINT MARKET STUDIES AND MARKETING INITIATIVES WITH THE CONSULTANT SELECTED BY CIDA TO ACT AS PURCHASING AGENT FOR THE NEW \$5M CIDA LINE OF CREDIT FOR SEMI-FINISHED PRODUCTS.

CIDA LOAN AGREEMENT WAS SIGNED ONLY INMAY AND CONSULTANT WAS SELECTED IN JUNE. WE HAVE DONE ONLY GROUND WORK: ASSESSMENT OF MARKET POTENTIAL & LISTS OF MAIN EXPORTERS. O. C. P. REQUESTED QUOTATION FOR CDN WOOD.

QUARTER: 2 INTRODUIRE AUPRES DES IMPORTATEURS LOCAUX LE CONSULTANT SELECTIONNE PAR L'ACDI POUR LANCER LE PROJET DE LIGNE DE CREDIT POUR PRODUITS DE BASE.

PLUSIEURS INTRODUCTIONS ONT ETE FAITES DS CE CADRE & 2 VENTES SE SONT MATERIALISEES. DEUX SOCIETES CDNES ONT PU SE PLACER SUR LA LISTE COURTE D'EVENTUELS FOURNISSEURS DE BOIS DE MINE A L'OCP, UNE PREMIERE.

QUARTER: 3 ASSIST THE CIDA OFFICER & THE CIDA CONSULTANT IN PROMOTING THE USE OF THE CIDA LINE OF CREDIT FOR SEMI-FINISHED PRODUCTS.

WE WERE ABLE TO RAISE INTEREST OF LARGE PRIVATE SECTOR GROUP IN THIS LINE OF CREDIT. WE HAVE BEEN ABLE TO SHAKE UP TO MONOPOLY OF SCANDINAVIAN COUNTRIES. MAJOR SALES ARE UNDER NEGOTIATIONS.

QUARTER: 4 -----

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POST :327-RABAT

011-OIL & GAS EQUIPMENT, SERVICES
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST IDENTIFIES KEY DISTRIBUTORS OF OIL AND GAS EQUIPMENT AND INTRODUCES THEM TO CANADIAN INDUSTRY.

INCREASE REPRESENTATION OF CDN FIRMS IN MOROCCO AND BETTER POSITION OURSELVES FOR UPCOMING TENDERS.

POST CAPITALIZES ON THE SUBSTANTIAL PCIAC COOPERATION PROGRAM WITH ONAREP BY ORGANIZING PUBLICITY AROUND SIGNATURE OF AGREEMENT AND ARRIVAL OF SEISMIC VESSEL.

ENSURE THAT ONAREP CONSIDERS FAVOURABLY INCREASING ITS BUSINESS WITH CDN FIRMS.

POST WILL SYSTEMATICALLY PURSUE TENDER CALLS DIRECT WITH POTENTIAL SUPPLIERS AND WE WILL INTRODUCE THEM TO LOCAL AGENTS.

INCREASE OUR SHARE OF THIS STILL VERY SMALL BUT POTENTIALLY IMPORTANT OIL AND GAS EQUIPMENT AND SERVICES MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PURSUE ONAREP TENDERS.

WE ASSISTED GEOTERREX AND TECHNICA ENGINEERING WITH THEIR BID. PCIAC SIGNED AGREEMENT FOR SIX WELLS & A PETROLEUM ECONOMICS SEMINAR TOOK PLACE.

QUARTER: 2 AUCUNE ACTIVITE PLANIFIEE.

ARRIVEE DE 5 NOUVEAUX COOPERANTS PCIAC ET POURSUITE PREPARATIFS POUR FORAGE OFFSHORE.

QUARTER: 3 NO PARTICULAR ACTIVITIES PLANNED.

WE ASSISTED PCIAC IN REACHING AGREEMENT WITH MOROCCANS ON FINANCIAL ARRANGEMENTS FOR THE AGADIR OFFSHORE WELL. WE ALERTED CDN FIRMS TO A FEW ONAREP TENDERS.

QUARTER: 4 -----

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POST : 327-RABAT

005-COMM. & INFORM. EQP. & SERV
MOROCCO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REPORT ON ONPT INVESTMENT PROGRAM AND ASSIST CDN
FIRMS IN PURSUING ONPT TENDERS.

POST PREPARED NUMEROUS REPORTS ON ONPT INVESTMENT PROGRAM SENT DIRECT TO POTENTIAL EXPORTERS. AS A RESULT, CMC-DATACOM IS TO BID FOR TELEX SWITCHING EQPT. NORTHERN TELCOM SUBMITTED OFFER FOR TELEPHONE SWITCHING EQPT & CDN GOV CONFIRMED FINA-

QUARTER: 2 ALERTER L'INDUSTRIE AUX A. O. I. LANCES DANS LE
CADRE DE TELECOM I ET LES AIDER A SOUMISSIONNER.

ACTIVITES TRES INTENSES DANS CE DOMAINE AVEC LA REMISE DES OFFRES FINALES DE BCI/NT ET DE MARCONI. NOMBREUX RAPPORTS, SUIVI TRES SERRE DES DOSSIERS.

QUARTER: 3 REPORT ON THE ONPT INVESTMENT PROGRAM & ENSURE
THAT THE INDUSTRY IS AWARE OF MARKET OPPORTUNITIES. SUPPORT BCI'S EFFORTS TO PENETRATE THE MOROCCAN MARKET FOR TELEPHONE SWITCHING EQPT.

MAJOR BREAKTHROUGH: BELL CDA WON MAJOR TELECOM TENDER FOR SUPPLY OF PUBLIC TELEPHONE EXCHANGE EQPT (PROGRAM CALLS FOR 600,000 LINES OVER 5 YRS MARCONI IS ON SHORT LIST FOR TELEX EXCHANGE EQPT SR TELECOM HAS BEEN INVITED TO SUBMIT QUOTATION

QUARTER: 4 -----

REPORT 4
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POST : 327-RABAT

007-POWER & ENERGY EQUIP. & SERV.
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST COORDINATES WITH CDN FIRMS. THE CDN APPROACH TO THE VARIOUS LOTS OF THE MATMATA HYDRO-ELECTRIC PROJECT AND IT ASSISTS IN VARIOUS ASPECTS OF BID PREPARATION.

GATHER AND PROVIDE MARKET INTELLIGENCE TO CDN SUPPLIER INTERESTED IN FORMING A CONSORTIUM FOR THE JORF LASFAR POWER PLANT.

IDENTIFY KEY DISTRIBUTORS OF POWER AND ELECTRICAL EQUIPMENT AND BRIEF THEM ON THE CANADIAN INDUSTRY.

WE HOPE THAT CDN FIRMS WILL BID AND THAT THEY WILL WIN THESE CONTRACTS.

ENSURE THAT FEW CDN FIRMS ARE MEMBERS OF GOOD INT'L CONSORTIUM WHICH WOULD HAVE A CHANCE OF WINNING THIS CONTRACT.

GENERATE A FEW AGENCY AGREEMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CDN FIRM IN POSITIONING THEMSELVES FOR THE JORF LASFAR THERMAL POWER PLANT.

NUMEROUS ACTIVITIES: COMBUSTION ENGINEERING, HYDRO QUEBEC INTERNATIONAL & WESTINGHOUSE ALL VISITED TERRITORY & ARE PURSUING MAJOR PROJECTS IN THIS COUNTRY.

QUARTER: 2 ALERTER L'INDUSTRIE DES A. O. I. ET LA CONSEILLER SUR FACON ABORDER LE MARCHE.

WESTINGHOUSE A SOUMISSIONNE SUR LA RENOVATION D'ALTERNATEURS POUR L'O. N. E.

QUARTER: 3 PROVIDE MARKET INTELLIGENCE TO CDN SUPPLIERS INTERESTED IN FORMING A CONSORTIUM FOR THE JORF LASFAR POWER PLANT.

COMBUSTION ENGINEERING FORMED CONSORTIUM FOR JORF LASFAR POWER PLANT. WESTINGHOUSE & ALCAN ARE SHORT-LISTED FOR MAJOR CONTRACTS WITH ONE. WESTINGHOUSE HELD HIGHLY SUCCESSFUL SEMINAR ON CDN RURAL ELECT. TECH& HQI PURSUED MAJOR PROJECTS.

QUARTER: 4 -----

REPORT 4A
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST : 327-RABAT

QUEBEC MINISTERIAL TRADE MISSION
ALBERTA TRADE MISSION
VISIT OF W.G. MCLEAN, DIRECTOR GENERAL, EDC
VISIT OF E. GAUVREAU, DIRECTOR GENERAL, INDUS. COOP, CIDA
AGRICULTURE CANADA MISSION - SEED POTATOES
ASBESTOS INSTITUTE MISSION

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE & MARINE

CONTINUE TO PROD SAUDI FAL LTD TO LOBBY GOVERNMENT FOR FUNDING OF AIRCRAFTS REMOTE SENSING/BORDER PATROL.

FOLLOW-UP ON REQUEST FOR CDN MAINTENANCE COMPANNY TO BID ON C130 OVERHAUL, BY ENSURING THAT COMPANIES ARE WELL BRIEFED TO JT V

ATTEMPT TO DEVELOP DIALOGUE WITH RSAF.

INVESTIGATE WHETHER DND WOULD CONSIDER PLACING RSAF OFFICER IN ONE YEAR STAFF COLLEGE COURSE AND THEN APPROACH RSAF WITH EXPRESSED INTEREST IN POST

PROMOTE CAPABILITY OF CANADIAN AIRCRAFT PLATFORM FOR MARITIME SURVEILLANCE AND ASW OPERATIONS

ARMAMENTS & VEHICLES

FOLLOWING PROJECTED FOR \$1.7 B IN PIRANHA PURSUE JOINT VENTURE ARRANGEMENT BETWEEN CDN COY AND SAUDI FAL

FOLLOW-UP ENQUIRY OF SAUDI FAL FOR AIRBASE CRASH TRUCKS TO LINK UP BEST CANADIAN SUPPLIER.

UNDERTAKE COMPREHENSIVE SURVEY OF MILITARY & CIVILIAN MARKETS FOR RANGE OF CAN SECURITY EQUIPMENT.

EXPAND SUCCESSFUL AUTO PARTS MARKETING TO EMPHASIZE PARTS FOR MILITARY TRUCK AND JEEP FLEETS.

ELECTRICAL & ELECTRONIC

CONTINUE STRONG SUPPORT AND NEW LEADS FOR CDN COYS TO ENSURE THEIR INITIAL MARKETING PENETRATION PAYS OFF.

FOLLOW-UP ON PCA/IAP GENERAL AMIN'S VISIT TO CDA TO IMPROVE MKTG OF CDN COYS FOR RANGE OF AIRPORT NAV SYSTEMS AND O & M SERVICES.

INITIATE PROMOTION OF MICROWAVE LANDING SYSTEMS AS PART OF 7.7
iii.

INVITATION TO CDN COMPANIES TO DEMO SAR & SUBMIT QUOTE BY MAY 87

BID ON TENDER IN EARLY 87

BETTER IDENTIFY OPPORTUNITIES FRO CANADA

OBTAIN INVITATION TO MAKE FORMAL PROPOSAL

ESTABLISHMENT OF VEHICLE MAINTENANCE CAPABILITY SHOULD SUPPORT MODA CONTRACT

BID ON TENDER EXPECTED IN LATE 86.

MORE EFFECTIVE PROMOTION OF CANADIAN SECURITY EQUIPMENT

ESTABLISH SAUDI AGENTS FOR MILITARY PARTS EXPORTERS.

CONTRACTS WORTH \$20 - 100M.

EXCHANGE OF TRANSPORT CDA ADVISORS/PCA STUDENTS. INVITATION TO BID AIRPORT CONSULTIN AND O & M SERVICES.

ESTABLISHMENT OF SAUDI AGENTS AND SAUDI/PCA AWARENESS OF CAN TECHNOLOGY.

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POST : 347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SAUDI ARABIA

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

REQUEST TDE TO PROVIDE INFO ON CAN EW CAPABILITIES IN ORDER TO
LAUNCH MAJOR PROMOTION AT RSAF.

ESTABLISH CAN IMAGE IN FOREFRONT OF RSAF
PLANNING FOR FUTURE MAJOR PURCHASES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 FOLLOW UP ON CONTACTS REGARDING SALE OF LIGHT
ARMoured VEHICLE.

REPORT SENT TO GM CANADA AND EXTOTT.

QUARTER: 3 -----

QUARTER: 4 -----

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008-TRANSPORT SYS, EQUIP, COMP, SERV.
SAUDI ARABIA

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

REINFORCE THE CDN REPUTATION AS A LEADER IN THE AUTOMOTIVE IND BY INTENSIFYING THE PUBLICITY.

INCREASE THE CDN SHARE OF THE MARKET.

ENCOURAGE CDN PARTS COY TO ESTABLISH JT V PARTS DISTRIBUTION CENTRES.

INCREASED SALES

IDENTIFY & INTRODUCE CDN FIRMS TO THE MINISTRY OF INDS & PRIVATE FIRMS AS PROSPECTIVE PARTNERS FOR AUTO PARTS ASSEMBLY.

ESTABLISHMENT OF LONG TERM CDN SALES PRESENCE IN AN INCREASINGLY PROTECTIST MARKET.

INITIATE MARKETING OF TRUCK PARTS FOR MILITARY VEHICLES MARKET BY IDENTIFYING CLIENT REQUIREMENTS & PRINCIPAL SAUDI MAINTENANCE SUBCONTRACTORS.

PENETRATE MAJOR MILITARY MARKETS FOR FIRST TIME.

AEROSPACE

PROMOTION OF AVELEX/ARABASCO AGENCY AGREEMENT

0.5 MILLION SERVICES/PARTS WORK

PRESENTATION OF DASH 7/DASH 8 ROUTE STUDY TO SAUDI AIRLINES

LEASE OF DASH 7 - VALUE \$1 MILLION

CONVERT CURRENT LEASE OF VIP CHALLENGER 601 INTO PURCHASE AGREEMENT.

VALUE \$ 12 MILLION

DEMONSTRATION OF DASH 7 TO SAUDI

SALE OF TWO UNITS. PROBABILITY OF SUCCESS 30% - VALUE \$20 MILLION

PRESENTATION OF DASH 8 MONITORING SURVEILLANCE PACKAGE

SALE OF TWO UNITS - VALUE \$20 MILLION. PROBABILITY OF SUCCESS 40%.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGE CDN AUTO PARTS CO'S TO ESTABLISH SAUDI /CDN AUTO PARTS DISTRIBUTION CENTERS THROUGHOUT THE KINGDOM.

IDENTIFIED AND INTRODUCED SIYANAH OF RIYADH AS PROSPECTIVE PARTNER TO CDN TEAM. SAUDI PARTNERS WILL VISIT CANADA IN JULY TO FINALIZE THE DEAL.

QUARTER: 2 FOLLOW UP ON JOINT VENTURE TO IMPORT AUTOPARTS FROM CANADA.

VISITED NEW J-V PREMISES. MET CANADIAN ADVISOR.

QUARTER: 3 INCREASE AWARENESS OF CDN CAPABILITIES IN AUTO-PARTS SECTOR.

CONTACT ESTABLISHED WITH LOCAL COMPANY WITH PARTICULAR INTEREST IN NORTH AMERICA SPARE PARTS FOR PASSENGER VEHICLE.

QUARTER: 4 -----

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POST :347-RIYADH

005-COMM. & INFORM. EQP. & SERV
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

EXPAND DIALOGUE/SURVEY WITH SAUDI TELECOM CONTRACTORS AND AGENTS WITH WHOM CANADIAN COMPANIES MIGHT WORK

ENCOURAGE TDD TO FOCUS ON EARLY 87 DEFENCE AND SECURITY PRODUCTS MISSION ON MILITARY TELECOMMUNICATIONS

SURVEY OPPORTUNITIES TO JOINT VENTURE ASSEMBLE TELECOM EQUIPMENT IN KSA FOR REGIONAL MARKETS

FOLLOW-UP DEFENCE AND SECURITY PRODUCTS MISSION DIALOGUE WITH MILITARY TELECOM DEPARTMENTS TO IMPROVE CURRENTLY RESTRICTED ACCESS

PROMOTE CANADIAN CAPABILITIES IN PUBLIC NETWORK PAQUET SWITCHING AND TELETEX TRANSMISSION AS PTT INTRODUCES TELETEX SERVICES IN 1987

COMPUTERS, SOFTWARE & SYSTEMS

SUPPORT ALIS IN ESTABLISHING EFFECTIVE MARKETING NETWORK FOR THEIR ENGLISH/ARABIC SYSTEMS

GATHER MARKET INTELLIGENCE ON ENGLISH, FRENCH AND US COMPETITION IN ORDER TO OFFER SUPPLIES AND SERVICES TO ACTUAL USERS.

CREATE AN ELECTRONIC BULLETIN WHICH WILL OFFER TECHNICAL NEWS FROM CANADA TO LOCAL USERS AND BUYERS.

PROMOTE SALE OF COMPUTER BASED SYSTEMS FOR OVERHAUL AND MAINTENANCE OF INDUSTRIAL PLANTS

BETTER INFORMATION ON PROSPECTS FOR LIMITED NEW CAPITAL PURCHASING

TRY OPEN DOORS OF MILITARY TELECOM DEPT.

ENSURE CANADIAN EQUIPMENT NOT EXCLUDED FROM MARKET BY COMPETITION

IDENTIFICATION OF PRIORITY REQUIREMENT ESPECIALLY SOLE-SOURCING PROSPECTS

INCREASE AWARENESS OF CANADIAN DATA MANUFACTURERS.

APPOINTMENT OF AGENT AND DISTRIBUTORS.

INCREASE NUMBER OF CDN COMPUTER SYSTEMS FIRMS IN KSA.

INCREASE FAMILIARITY WITH CDN COMPUTER FIRMS.

SALE OF SYSTEM TO ONE OF MAJOR INDUSTRIAL USERS (PETROCHEMICAL) IN KINGDOM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 FOLLOW UP ON SPECTRUM MANAGEMENT PROPOSAL.
FOLLOW UP OF CANADIAN OBSERVATORY PROJECT.

QUARTER: 3 -----

QUARTER: 4 -----

MET ACTING DEPUTY MINISTER PTT.
MET PRESIDENT AND VICE PRESIDENT OF KACST.
REPORTED TO NRC.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :347-RIYADH

014-EDUCATION, MEDICAL, HEALTH PROD
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HOSP. & MEDICAL EQUIP, INSTRUM.

CONTINUE TO IDENTIFY AND INTRODUCE CANADIAN EQUIPMENT SUPPLIERS OF DISPOSABLES TO SAUDI BUYERS.

ENCOURAGE SAUDI SUPPLIERS TO ATTEND CANADIAN MEDICAL EQUIPMENT TRADE SHOWS.

EXAMINE CANADIAN SUPPLY CAPABILITIES IN THIS AREA AND PROVIDE SHORT REPORT.

EDUCATIONAL SERVICES, EQUIPMENT

COMPLETE DEVELOPMENT OF CCC PROPOSAL TO MODA FOR POST-GRAD TRAINING OF TECHNICIANS.

ARRANGE VISIT BY TORONTO INSTITUTE OF MEDICAL TECHNOLOGY TEAM TO INVESTIGATE DHARHAN ACADEMY PROPOSAL.

UNDERTAKE STUDY OF THIS MARKET TO DETERMINE REAL NEEDS OVER NEXT 2 YEARS.

IDENTIFY AND INTRODUCE CANADIAN MANAGEMENT AND EQUIPMENT SUPPLIERS TO SAUDI CONTRACTORS AND DISTRIBUTORS.

ESTABLISH 2-3 NEW AGENCY AGREEMENTS OVER THE F/Y

INCREASE THE NUMBER OF AGENCY AGREEMENTS BY TWO.

DETERMINE HOW BEST TO FIT CANADIAN CAPABILITIES TO SAUDI REQUIREMENTS.

TRAINING OF MEDICAL STAFF FROM SAUDI ARABIA IN CANADA

ESTABLISHMENT OF "MOTHER INSTITUTE" BETWEEN TIMT AND DHAHRAN ACADEMY.

IDENTIFY MORE FULLY CANADIAN CAPABILITIES AGAINST MKT DEMANDS.

ENABLE CANADIAN SUPPLIERS TO BID ON PROJECTS IN KSA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTRODUCE CDN EQUIPMENT SUPPLIERS OF DISPOSABLES TO SKA.

SIGNATURE OF AGENCY AGREEMENT CARDIO-MED/BASSAM TRADING. HAVE INTERESTED MAJOR TRADING CO'S IN TERRITORY TO CDN EXPERTISE FOR UPCOMING TENDERS.

QUARTER: 1 PROMOTE CDN TRAINING FACILITIES TO MODA/MINISTRY OF INTERIOR, CIVIL DEFENCE/GOTEVOT/ARAB CENTER FOR SECURITY STUDIES AND TRAINING (ACSST).

PROMISE THAT 2 MDICAL OFFICERS WOULD ATTEND ONE MEDEVAC COURSE THIS SUMMER. HAVE INTERESTED MIN. OF INT. CIVIL DEFENCE TO CODE GROUP PACKAGE TRAINING IN CDA. OBTAINED COMMITMENT FROM GOTEVOT TO SEND OFFICER ON TRAINING. ACSST TO BEGIN DISCUS/

QUARTER: 2 PREPARATION FOR MEDICARE MISSION.

MET MAJOR MEDICAL SUPPLIES FIRMS IN RIYADH. DEVELOPED CONTACT LIST FOR MEDICARE MISSION.

QUARTER: 3 -----

QUARTER: 4 -----

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POST :347-RIYADH

O11-OIL & GAS EQUIPMENT, SERVICES
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT & MACHINERY

URGE THE ALBERTA GOVERNMENT TO INVITE SENIOR TECHNICAL MANAGERS FROM PETROMIN AND SABIC TO ATTEND THE SUMMER LONG PETROLEUM TECHNOLOGY COURSES EVERY YEAR.

TO HAVE AT LEAST 3 STUDENTS PER YEAR.

CONTACT ALL PIPELINE, BULK STORAGE AND RECOVERY TECHNOLOGY COMPANIES TO ENSURE THEY KNOW HOW TO PREGUALIFY IN PARALLEL AS SUBCONTRACTORS TO SAUDI FOREIGN CONTRACTORS.

TO HAVE AT LEAST 5 NEW COMPANIES PREGUALIFIED

ENCOURAGE PRESENTATION OF TECHNICAL PAPERS FROM CANADA AT EACH OIL AND GAS CONFERENCE ORGANIZED BY UNIVERSITY OF PETROLEUM AND MINERALS.

ARRANGE 2 PRESENTATIONS PER YEAR.

ENCOURAGE SNC TO DETERMINE ITS INTEREST IN LICENSING ITS SINGLE CELL PROTEIN PLANT WITH A LOCAL PARTNER.

TO HAVE FEASIBILITY FINISHED BY 1987.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 REPORT ON ACTIVITIES OF ARAMCO.

OIL AND GAS REPORT SENT.

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 347-RIYADH

001-AGRI & FOOD PRODUCTS & SERVICE
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETE MARKET REPORT ON AGRICULTURE.

CONDUCT MARKET SURVEY FOR FOOD PRODUCTS IMPORTED BY SAUDI ARABIA.

ENCOURAGE CANADIAN FIRMS TO INVITE LARGE FARM OWNERS TO CANADA
FOR TRADE SHOWS AND OTHER EVENTS.

RAISE INTEREST OF CANADIAN SUPPLIERS AND
ENCOURAGE VISITS TO THE MARKET.

TO HAVE MORE CANADIAN PRODUCTS AVAILABLE IN
SAUDI MARKET.

ACQUAINT FARM OWNERS WITH CANADIAN EXPERTISE
AND CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 AGRICULTURAL MISSION

VISITED MAJOR FARMS IN KINGDOM, CO'S. NOW
HAVE DIRECT CONTACT WITH END CLIENTS.

QUARTER: 1 SAUDI AGRICULTURE 87

CDN CO'S MADE PERSENCE KNOWN IN MARKET, MAJOR
POTENTIAL FORESEEN IN AREAS PF PEAT MOSS, SEED
EQUIPMENT.

QUARTER: 2 -----

QUARTER: 3 TO INCREASE CDN PRESENCE IN AGRI-FOOD SECTOR
BY IDENTIFYING NEW POTENTIAL CUSTOMERS.

CONTACTS WERE MADE WITH TWO JEDDAH BASED COMPAN-
IES WHICH ARE IN THE PROCESS OF NEGOTIATING WITH
A NUMBER OF CDN COMPANIES IN FOOD SECTOR.

QUARTER: 3 TOUR OF HA'IL & GASSIM.

VISIT TO MAJOR AGRIC. AREAS TO INCREASE INTEREST
IN CDN TECHNOLOGY PRIOR TO AG. SHOW.

QUARTER: 4 -----

REPORT #5
88/03/17

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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SAUDI ARABIA

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PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

NON SECTORALLY ORIENTED ACTIVITIES

DEVELOP CONTACTS WITH SENIOR BANKING AND FINANCIAL OFFICIALS TO
PROMOTE INVESTMENT OPPORTUNITIES IN CANADA.

INFLUENCE PLACEMENT OF FUNDS IN
CANADA.

PROMOTE INVESTMENT ASPECT OF BUSINESS IMMIGRANTS PROGRAM AMONG WEALTHY
EXPATRIATE COMMUNITY.

INCREASE INTEREST IN INVESTING IN CANADA
AS A PRELUDE TO EMIGRATING.

REPORT #5
88/03/17

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

347 - RIYADH

SAUDI ARABIA

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

FOLLOW UP SAUDI PARTICIPATION AT OPPORTUNITIES
CANADA CONFERENCE.

-ARRANGED 7 DAY PROGRAM FOR WOOD GUNDY REPS TO
PROMOTE \$100M CANADIAN INVESTMENT FUND TO SENIOR
BUSINESSMEN IN RIYADH, JEDDAN AND EASTERN
PROVINCES.
-ARRANGED PROGRAM IN CANADA FOR TWO SAUDI
INVESTORS WITH POTENTIAL COMBINED DIRECT INVEST-
MENT OF \$20M.

QUARTER : 2

ORGANIZE SAUDI CHAMBER OF COMMERCE BUSINESSMENS
VISIT OT CANADA. THIS MISSION HAS DUAL OBJECTIVE
OF TRADE PROMOTION AND INVESTMENT.

AS A RESULT OF INTRODUCTIONS AL MUTLAG GROUP HAS
INVESTED IN FURNITURE FACTORY IN QUEBEC.
PRODUCTION TO BE SOLD TO KSA. DELEGATION OF 27
PROMINENT BUSINESSMEN STARTED CANADIAN PROGRAM
24 SEPTEMBER 1987.

QUARTER : 3

WOOD GUNDY MISSION TO PROMOTE SAUDI-CANADIAN
EMERGING GROWTH FUND.

WOOD GUNDY HAS RECEIVED INITIAL SUBSCRIPTIONS
FROM SAUDI INVESTORS IN THE AMOUNT OF
\$26 MILLION.

QUARTER : 4

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SAUDI BUSINESSMEN'S MISSION TO CANADA (SEPT 23-OCT 6)
SAUDI-CDN JOINT ECONOMIC COMMISSION (OCT 4-5)
PARTICIPATION IN MARKETPLACE '87

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88/03/16

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POST : 342-TEL AVIV

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

IDENTIFY OPPORTUNITIES FOR CDN. SUPPLIERS TO PROVIDE MGT CONSUL-
TING SERVICES TO SUBURBAN TRANSIT AUTHORITY.

OBTAIN EQUIPMENT SPECS, DETERMINE SOURCES, ENSURE CANADIAN SUP-
PLIERS ARE INCLUDED ON BIDDER LISTS.

ANTICIPATED RESULTS:

POTENTIAL TURNKEY PROJECT.

DEFINED MARKET POTENTIAL AND CANADIAN
POSITION. INVOLVEMENT OF EDC.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 SUBURBAN TRANSIT - SURVEILLANCE PENDING CHANGE
 IN IMPLEMENTING AGENCY.

QUARTER: 2 -----

QUARTER: 3 ACQUIRE SPECS FOR 450 PASSENGER 3-CAR COMMUTER
 TRAIN UNITS SUBURBAN RAPID TRANSIT. ACTIVATE PO-
 TENTIAL REP FOR CDN SUPPLIER. OBTAIN MINISTERIAL
 LEVEL ASSESSMENT OF RR EXTENSION TO EILAT.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ASCERTAINED MERGER OF RAILWAY WITH PORTS AUTHOR-
ITY; TOP PRIORITY STATUS OF THIS PROJECT TO NEW
MANAGEMENT GROUP. IDENTIFIED KEY PLAYERS.
ALERTED SUPPLIERS TO NEW SITUATION.

AGENT ACTIVATED. SPECS FORWARDED TO CDN SUPPLIER.
MINISTER OF TRANSPORT ADVISED EILAT EXTENSION
NOT VIABLE & WOULD NOT PROCEED.

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POST : 342-TEL AVIV

012-PETROCHEM & CHEM PROD, EQP, SERV
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT & MACHINERY

NEW PROJECT-CONTINUE TO MONITOR PROJECT DEVELOPMENT AND INFORM
CANADIAN SUPPLIERS OF MARKET OPPORTUNITY.

IDENTIFY CDN SUPPLIERS FOR POLYPROPYLENE PLANT EXPANSION PROJECT
AND ATTEMPT TO OBTAIN PROJECT FOR CANADIAN SUPPLIERS ONLY ON
TURNKEY BASIS.

IDENTIFY EQUIPMENT REQUIREMENTS AND DETERMINE SUPPLY POTENTIAL.

IDENTIFY ENGINEERING FIRMS HAVING REQUIRED CAPABILITY.

INTRODUCE CANADIAN SUPPLIERS TO MARKET.

POSSIBLE BASIS FOR TURNKEY PROJECT.

ENABLE CO-ORDINATION WITH EDC AS BASIS FOR
LOAN OFFER.

DEVELOP SPECIFICATIONS IN CO-ORDINATION WITH
SUPPLIERS AND KNOW-HOW SOURCE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SURVEILLANCE PENDING DECISION TO ACCEPT GOVT
COMPROMISE OFFER OF GRANT/LOAN FUNDING FOR 60
KTPA POLYPROPYLENE PLANT. ASCERTAIN INTEREST OF
CONSULTING ENGINEERING GROUPS IN PROJECT.

ASCERTAINED ACCEPTANCE OF GOVT OFFER; INITIATION
LEGAL FORMATION OF J-V COMPANY AND APPLICATION
OF REFINERY FOR PERMISSION TO ENTER INTO J-V .
NO/NO RESPONSE FROM LAVALIN OR MONENCO.

QUARTER: 2 -----

QUARTER: 3

QUARTER: 4 -----

PROMOTION OF SALES OF INDUSTRIAL CHEMICALS IN
TERRITORY AS WELL AS LICENCING AGREEMENTS.

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POST :342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV.
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROVIDE SOURCE RECOMMENDATIONS TO ELECTRICAL UTILITY IF LONG DEFERRED 2 X 55MW THERMAL STATION PROJECT RE-ACTIVATED. OPTIONS EXPIRED ON AN ESTIMATED US\$3M AUXILIARY EQUIPMENT WHICH WILL BE RE-TENDERED.

RENEWED MARKET POTENTIAL.

DISCUSS WITH OIL REFINERIES PERSONNEL PURCHASE OF THIRD BOILER TO OBTAIN USE OF ANTIQUATED UNIT WHEN OPERATING BOILERS DOWN FOR MAINTENANCE.

POSSIBLE SUPPLY OF THIRD BOILER FROM CANADA IN ADDITION TO THOSE SUPPLIED TWO YEARS AGO.

DISCUSS STATUS OF PLANNING FOR INDUSTRIAL BOILERS WITH VARIOUS POTENTIAL CLIENTS.

DEFINED MARKET POTENTIAL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 2X550MW THERMAL STATION - SURVEILLANCE PENDING RECEIPT OF SHOPPING LIST COVERING AUXILIARY EQPT FOR WHICH OPTIONS EXPIRED.

ASCERTAINED IDENTITY OF ENGINEERING GROUP PREPARING SHOPPING LIST; MADE CONTACT AND OFFERED ASSISTANCE.

QUARTER: 2 IN CO-ORDINATION WITH EDC PREPARE LIST OF RECOMMENDED SUPPLIERS PER "SHOPPING LIST" SUBMITTED BY ELECTRIC CORP. FOR UNITS 3-4 (2 X 550 MW STATION).

SUPPLIER LIST COMPLETED AND SUBMITTED TO ELECTRIC CORP. LIST COVERS 30 GROUPS OF AUXILIARY EQUIPMENT FOR WHICH 79 SUPPLIERS IDENTIFIED. VALUE ESTIMATED AT USD\$50M.

QUARTER: 3 -----

QUARTER: 4 -----

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005-COMM. & INFORM. EQP. & SERV
ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

INVESTIGATE APPLICATION OF MRP SYSTEM TO I. D. CARDS FOR LARGE EMPLOYERS.
IDENTIFY OTHER MARKET OPPORTUNITIES FOR ELECTRONICS EQUIPMENT.
IDENTIFY CATV OPERATORS AS GOVERNMENT FRANCHISES AWARDED DURING 1987.
INVESTIGATE POTENTIAL FOR CONSULTING SERVICES FOR INSTALLATION TECHNIQUES AND OPERATING PROCEDURES AND ADVISE CANADIAN SUPPLIERS

ANTICIPATED RESULTS:

EXPANSION OF MARKET POTENTIAL. INTRODUCE SYSTEM TO LARGE CORP.
DEVELOP NEW MARKETS FOR CANADIAN PRODUCTS.
IDENTIFICATION OF POTENTIAL BUYERS AND MARKET POTENTIAL.
EXPAND MARKET BEYOND SUPPLY OF HARDWARE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----
QUARTER: 2 DEFINE, IMPLEMENT ELEMENTS OF MARKETING PLAN AND STRATEGIES IN CO-ORDINATION WITH LOCAL REP, CANADIAN SUPPLIERS AND CONSULTANTS.
QUARTER: 3 SUPPORT CDN BID TO SUPPLY PILOT CATV SYSTEM TO BEZEG-ISRAEL TELECOM AUTHORITY. SUPPORT CDN CONSULTANTS OFFICE TO OTHER CLIENTS FOR FULL SCALE SYSTEM DEVELOPMENT.
QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

REPRESENTA'L & BUSINESS AGREEMENTS FINALIZED WITH LOCAL PARTY FOR COMPONENT SUPPLY & SYSTEM DESIGN. PILO PROPOSAL SUBMITTED - CEO LINDSAY SPECIALITY PRODUCTS MET KEY PLAYERS, MTS ARRANGING FOR SEMINAR ON CATV IN ISRAEL.
CDN FIRM AWARDED SUPPLY OF COMPONENTS FOR PILOT SYSTEM. NEGOTIATIONS IN PROGRESS BETWEEN CDN CONSULTANT REP & VARIOUS POTENTIAL CLIENTS.



PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

EDUCATION, MEDICAL, HEALTH PROD HOSP. & MEDICAL EQUIP, INSTRUM.
RESEARCH POTENTIAL CANDIDATES FOR "INVESTMENT" BASED ON TECHNOLOGY
TRANSFER TO NRC AND PROVINCIAL REQUESTS.

DRAW UP INVENTORY OF ISRAELI FIRMS POSSES-
SING APPROPRIATE TECHNOLOGY IN EDUC.,
MED., HEALTH PROD. IND.

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY
FOLLOW UP TIP WORKSHOPS (11.86) AND "TECHNOLOGY 2000" (4.87) BY
SEEKING STRATEGIC PARTNERS FOR J-V'S.

HOPE TO INTRODUCE 10 ISRAELI FIRMS TO
POTENTIAL CANADIAN PARTNERS.

AGRI & FOOD PRODUCTS & SERVICE AGRICULTURE MACH, EQUIP, TOOLS
RESEARCH POTENTIAL CANDIDATES FOR "INVESTMENT" BASED ON TECHNOLOGY
TRANSFER FOR NRC AND PROVINCIAL REQUESTS.

DRAW UP INVENTORY OF ISRAELI FIRMS POSSES-
SING APPROPRIATE TECHNOLOGY IN AGRI. AND
FOOD/AGRIC. MACH., EQPT., TOOLS IND.

AGRI & FOOD PRODUCTS & SERVICE FOOD HANDLING, PROCESSING EQUIP
RESEARCH POTENTIAL CANDIDATES FOR "INVESTMENT" BASED ON TECHNOLOGY
TRANSFER FOR NRC AND PROVINCIAL REQUESTS.

DRAW UP INVENTORY OF ISRAELI FIRMS POSSES-
SING APPROPRIATE TECHNOLOGY IN AGRI AND
FOOD/FOOD HANDLING, PROC. EQPT. IND.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5
88/03/17

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

342 - TEL AVIV

ISRAEL

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

RESEARCH POTENTIAL CANDIDATES FOR 'INVESTMENT'
BASED ON TECHNOLOGY TRANSFER TO NRC AND
PROVINCIAL REQUESTS.

TEN ISRAELI-CANADIAN PAIRS PUT IN CONTACT.

QUARTER : 2

RESEARCH POTENTIAL CANDIDATES FOR "INVESTMENT
BASED ON TECHNOLOGY TRANSFER TO NRC AND
PROVINCIAL REQUESTS".

5 ISRAELI-CANADIAN PAIRS PUT IN CONTACT.

QUARTER : 3

STUDY MEDICAL DEVICE SECTOR TO SELECT APPRO-
PRIATE FIRMS FOR INCOMING JV/LICENSING MISSION
TO CDA, MARCH 88. (02) PARTICIPATION TIP WORKSHOP.
(03) ASSIST ELECTROHOME IDENTIFY & MEET ISRAELI
FIRMS WITH PRODUCTS SUITABLE FOR PRODUCTION IN
CDA.

14 APPROPRIATE CANDIDATES IDENTIFIED.
COMPLETED.
ARRANGED ITINERARY, ACCOMPNAIED ON VISITS.
ELECTROHOME WILL NEGOTIATE WITH 2 ISRAELI FIRMS.

QUARTER : 4

REPORT 4
88/03/16

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

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POST :324-TUNIS

016-INDUSTRIAL MACHIN, PLANTS, SERV.
TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SERVICES INCLUDING CONSULTING

ASSISTANCE AND ADVICE TO A CANADIAN COMPANY WITH RESPECT BOTH TO FINANCING AND REPRESENTATIONS TO TUNISIAN AUTHORITIES FOR THE BARBARA DAM PROJECT.

OBTAINING A CONTRACT.

ASSISTANCE TO A CANADIAN COMPANY IN RELATION TO THE MINISTRY OF THE INTERIOR'S TELECOMMUNICATIONS PROJECT.

OBTAINING A CONTRACT.

ASSISTANCE TO A CANADIAN COMPANY IN THE HOSPITALITY MANAGEMENT SECTOR.

IDENTIFICATION OF A SPECIFIC PROJECT.

IDENTIFICATION OF AN OPPORTUNITY TO SUPPLY COMPUTER SERVICES TO C. N. I. AND STEG.

OBTAINING A CONTRACT FOR A CANADIAN COMPANY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 APPUYER SOUMISSION CANADIENNE POUR ACHAT DE DUMPERS ET CHARGEUSES.

COMPLETER OFFRE DE FINANCEMENT CDN (SEE/ACDI).
VISITER SUR PLACE HAUTES AUTORITES DE CPG.
OCTROI DU CONTRAT AU CANADA \$6.5 MILLION.

QUARTER: 4 -----

REPORT 4
88/03/16

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

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001-AGRI & FOOD PRODUCTS & SERVICE
TUNISIA

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTRACT FOR SUPPLY OF 900 PUREBRED HOLSTEINS.

CATTLE TO BE SHIPPED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 SALON INTERN. DE L'AGRICULTURE ET DU MACHIN.
AGRICOLE (SIAMAT). ORGANISATIONS DE 3 SEMINAIRES
TECHNIQUES; D'UNE DEGUSTATION CANADIENNE; PAR-
TICIPATION DE 8 FIRMES CANADIENNES ET INFO BOOTH
AU PAVILLON CANADIEN.

REUSSITE TOTALE DE LA PARTICIPATION CANADIENNE;
1ER PRIX DU MEILLEUR STAND ETRANGER; CONTACTS
FRUCTUEUX POUR L'IRRIGATION; CONNAISSANCE APPRO-
FONDIE DE L'EXPERTISE CANADIENNE PAR LES AGRI-
CULTEURS LOCAUX.

QUARTER: 2 AVANCER LE DOSSIER DE L'UNITE HYDROGENE D'ELEC-
TROLYSE AUPRES DES AUTORITES TUNISIENNES.

OBTENIR ACCORD DE L'API POUR L'IMPORTATION DE
CETTE UNITE.

QUARTER: 3 REVOIR DOSSIER DES SEMENCES DE POMMES DE TERRE
AFIN DE DEBLOQUER PROBLEME.
-REGLER PROBLEME DE L'EXPORTATION DE L'ELEVAGE
CANADIEN EN TUNISIE.

RENCONTRE IMPORTANTE ENTRE AUTORITES CDN ET TUNI-
SIENNE. IDENTIFICATION OBSTACLE MAJEUR AU SEIN
DE L'EPPO.
-OBTENTION ACCORDET PREPARATION VISITE MISSION
TUNISIENNE AU CDA.

QUARTER: 4 -----

REPORT 4
88/03/16

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

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POST : 324-TUNIS

005-COMM. & INFORM. EGP. & SERV
TUNISIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 SENSIBILISER INDUSTRIE CANADIENNE AUX AOI DANS
SECTEUR DES TELECOMMUNICATIONS.

QUARTER: 3 APPUYER CCC ET LR TELECOM DANS NEGOCIATIONS POUR
CONTRAT DES POSTES DE RADIO-DIFFUSION.
-FAIRE PRESENTER SERVICES/EXPERTISES DE RADIO-
CANADA A LA R. T. T.

QUARTER: 4 -----

ACHAT DES CAHIERS DES CHARGES PAR UN GROUPE CDN.
SOUMISSION ATTENDUE POUR FEVRIER ET MARS 1988.

SENSIBILISATION AUTORITES TUNIS. A OFFRE SUPE-
RIEURE DU CDA (FINANC. SEE/ACDI-PROGRAMME DE FOR-
MATION). OCTROI DU CONTRAT AU CDA (\$1.3M).
-SUITE A VISITE EN TUNISIE, ETUDE DETAILLEE DU
DOSSIER PAR RADIO-CANADA.

REPORT 4A
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

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POST : 324-TUNIS

MISSION MIN. DU QUEBEC (MIN. BOURBEAU PLUS 5 FIRMS CDN)
MISSION COMMERCIALE DE L'ALTA (5 FIRMS CDN)
RAPPORT ANN. SUR LE MARCHÉ DU BLE, DES CÉRÉALES SECONDAIRES
ET DES GRAINES OLEAGINEUSES; (04) MISSION DE L'AGRICULTURE
CDA - SEMENCES DES POMMES DE TERRES; (05) MISSION DE L'IN-
STITUT DE L'AMIANTE; (06) MISSION S. E. E.;
PARTICIPATION A LA FOIRE INT'L DE TELECOM 87
PREPARATION DU PLAN D'ACTIVITIES POUR LA SECTION COMMERCIALE

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 : 321-YAOUNDE

014-EDUCATION, MEDICAL, HEALTH PROD
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE DISCUSSIONS WITH CAMEROON AUTHORITIES CONCERNING PROVISION OF FINANCING FOR PROJECTS IN THE EDUCATION SECTOR.

WE ANTICIPATE THAT A CANADIAN COMPANY WILL SIGN CONTRACTS FOR CONSTRUCTION, MATERIALS AND TRAINING FOR 6 TECHNICAL HIGH SCHOOLS.

CONTINUE REPRESENTATIONS TO THE MINISTRY OF HEALTH IN SUPPORT OF THE EFFORTS OF AECL TO SELL AND X-RAY MACHINE.

SERIOUS CONSIDERATION WILL BE GIVEN TO THE CANADIAN TENDER.

PAY CLOSE ATTENTION TO THE DEVELOPMENT OF EDUCATIONAL PROJECTS PLANNED BY CAMEROON IN COOPERATION WITH THE WORLD BANK.

IDENTIFYING TRADE OPPORTUNITIES FOR CANADIAN COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 CONTINUER DISCUSSIONS AVEC LES AUTORITES CAMEROUNAISES POUR LA MISE EN PLACE D'UN FINANCEMENT POUR PROJETS DANS LE DOMAINE DE L'EDUCATION.

SUITE A SIGNATURE 1 CONTRAT DE CONSTRUCTION ET FOURNITURE D'EQUIPEMENT POUR 6 LYCEES TECH., LA CIE CNDNE A RECU PARTIE IMPORTANTE DE L'AVANCE DE DEMARRAGE.

QUARTER: 3 CONTINUER DISCUSSIONS AVEC LES AUTORITES CAMEROUNAISES POUR LA MISE EN PLACE D'UN FINANCEMENT POUR PROJETS DANS LE DOMAINE DE L'EDUCATION.

LE FINANCEMENT EST MAINTENANT BOUCLE & SIGNE POUR LA CONSTRUCTION & LA FOURNITURE D'EGPT POUR 6 LYCEES TECH. PAR UNE SOCIETE CDN. LES TRAVAUX DEVRAIENT DEMARRER OFFICIELLEMENT AU DEBUT DE 1988.

QUARTER: 3 EFFECTUER DES REPRESENTATIONS AUPRES DU CENTRE UNIVERSITAIRE DE LA SANTE POUR LA VENTE DE VALVE CARDIO-VASCULAIRES.

MALGRE L'INTERET DEMONTRE PAR LES AUTORITES CAMEROUNAISES AU PRODUIT CDN, LA CRISE ECONOMIQUE QUE CONNAIT ACTUELLEMENT LE CAMEROUN A ENTRAINE UN RALENTISSEMENT DES ACTIVITES DE RECHERCHE DANS CE SECTEUR.

QUARTER: 4 -----

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 : 321-YAOUNDE

015-CONSTRUCTION INDUSTRY
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTACT THE MINISTRY OF MUNICIPAL AFFAIRS AND HOUSING TO SUPPORT CANADIAN INTERESTS, INCLUDING THE CONSTRUCTION OF 1000 SOCIAL HOUSING UNITS.

ORGANIZING A VISIT TO CANADA BY CAMEROON MANAGERS.

ENCOURAGE CANADIAN COMPANIES, PARTICULARLY THOSE THAT ARE ALREADY PRESENT IN CAMEROON, TO SUBMIT TENDERS IN RESPONSE TO INTERNATIONAL INVITATIONS TO TENDER FINANCED BY MULTILATERAL AGENCIES OR THE DOMESTIC BUDGET.

SUBMISSION OF CANADIAN TENDERS.

PROVIDE DOCUMENTATION AND ORGANIZE MEETINGS BETWEEN CANADIAN COMPANIES IN THE SECTOR AND THE RESPONSIBLE OFFICIALS IN CAMEROON IN BOTH THE PUBLIC AND PRIVATE SECTORS.

BETTER UNDERSTANDING OF THE TECHNOLOGY AND MATERIALS USED IN CANADA.

PROMOTE AWARENESS OF THE OPPORTUNITIES THAT THE 6TH PLAN MAY PRESENT.

IDENTIFICATION OF PRIORITY PROJECTS THAT MIGHT BE OF INTEREST TO CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGER LES SOCIETES CANADIENNES, SURTOUT CELLES DEJA PRESENTES AU CAMEROUN, A SOUMISSIONNER SUR LES APPELS D'OFFRES INTERNATIONAUX FINANCES PAR LES AGENCES MULTILATERALES OU LE BUDGET NATIONAL.

UN CONSORTIUM CANADIEN A SOUMISSIIONNE SUR UN APPEL D'OFFRE INTERNATIONAL POUR L'ADDITION D'EAU DE DE DOUALA. FINNANCEMENT A TROUVER.

QUARTER: 2 FOURNIR LA DOCUMENTATION ET ORGANISER DES RENCONTRES ENTRE SOCIETES CANADIENNES DU SECTEUR ET LES RESPONSABLES CAMEROUNAIS AUTANT DU SECTEUR PUBLIC QUE PRIVE.

APPUI A L'ORGANISATION D'UNE MISSION CAMEROUNAISE AU CANADA DANS DOMAINE DE LA NORMALISATION; FOURNITURE DE DOCUMENTATION; ORGANISATION D'UN DEJEUNER DE TRAVAIL AU RETOUR DE LA MISSION; OBTENTION D'UNE COPIE DE LEUR RAPPORT.

QUARTER: 3 FAIRE DES REPRESENTATIONS AUPRES DES AUTORITES LOCALES EN APPUI AUX SOCIETES CDN INTERESSEES AU PROJET D'ADDITION D'EAU DE DOUALA.

LE MIN. DES MINES & DE L'ENERGIE DU CAMEROUN, A NOTRE INVITATION, A EFFECTUE UNE FRUCTUEUSE VISITE AU CDA & A, A CETTE OCCASION, EU DE BONNES RENCONTRES AVEC LES MEMBRES DU CONSORTIUM CDN QUI A SOUMISSIIONNE SUR LE PROJET D, ADDICTION

QUARTER: 4 -----

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007-POWER & ENERGY EQUIP. & SERV.
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DISTRIBUTION OF DOCUMENTATION ON MANUFACTURERS OF ELECTRICAL FACILITIES TO SONEL.

OBTAIN SONEL'S ANNUAL SUPPLY PROGRAM AND DISTRIBUTE IT TO CANADIAN COMPANIES.

SUPPORT EFFORTS BY CANADIAN COMPANIES SEEKING SPECIFIC CONTRACTS.

SUPPORT THE CANADIAN CONSORTIUM WHICH RECENTLY OBTAINED AN AGREEMENT IN PRINCIPLE TO CONDUCT STUDIES FOR THE NACHTIGAL DAM PROJECT.

AN INCREASE IN THE NUMBER OF CANADIAN COMPANIES INVITED TO SUBMIT TENDERS.

ENCOURAGING POTENTIAL SUPPLIERS TO APPROACH SONEL.

OBTAINING SOME STUDY CONTRACTS RELATING TO THE ENERGY SECTOR.

OBTAINING FINANCING FOR BEGINNING THE STUDY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 APPUYER LE CONSORTIUM CANADIEN QUI A RECEMMENT OBTENU UNE ENTENTE DE PRINCIPE DE REALISER LES ETUDES POUR LE PROJET DE BARRAGE DE NACHTIGAL.

AVONS ACCOMPAGNE ET APPUYE UNE MISSION DE HAUT CADRES DE CONSORTIUM CANADIEN VENU ETABLIR LES CONTACTS FORMELS AVEC LA SONEL. LES ETUDES TECHNIQUES ON DEBUTE, AVEC FIANCEMENT DE L'ACDI.

QUARTER: 2 DISTRIBUER AUPRES DE LA SONEL DE LA DOCUMENTATION SUR LES MANUFACTURIERS D'EQUIPEMENTS ELECTRIQUES.

ENVOI DE DOCUMENTS PUBLIES PAR DIVERSES SOCIETES ET PAR LES MINISTRES DE L'ENERGIE, MINES ET RESOURCES ET DE L'EXPANSION INDUSTRIELLE REGIONALE

QUARTER: 3 APPUYER LE CONSORTIUM CDN QUI A OBTENU UNE ENTENTE DE REALISER LES ETUDES POUR LE PROJET DE BARRAGE DE NACHTIGAL.

LES ETUDES EN SONT MAINTENANT RENDUES A LA 2IEME PHASE. LE MIN. DE L'ENERGIE DU CAMEROUN ACCOMPAGNE DU DIR. GEN. DE LA SONEL ONT EFFECTUE, A NOTRE INVITATION, UNE FRUCTUEUSE MISSION AU CDA INCLUANT UNE VISITE A LA BAIE JAMES.

QUARTER: 4 -----

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 : 321-YAOUNDE

009-FOREST PRODUCTS, EQUIP, SERVICES
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAINTAIN CONTACT WITH EDC AND CIDA IN ORDER TO ARRANGE SALES OF
GOODS AND SERVICES IN THE SECTOR.

PEDICTED SALES OF \$30 MILLION.

INCREASE CONTACTS WITH CENADEFOR AND THE CANADIAN CONSULTANTS WHO
ARE RESPONSIBLE FOR ENCOURAGING SMALL AND MEDIUM-SIZED FORESTRY
BUSINESSES.

PREDICTED SALES OF \$30 MILLION.

PROMOTE AWARENESS OF THE OPPORTUNITIES THE 6TH PLAN MAY CREATE.

IDENTIFYING ONE OR TWO NEW PROJECTS THAT
MIGHT BE OF INTEREST TO THE CANADIAN
PRIVATE SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 AUGMENTER LES CONTACTS AVEC LE CENADEFOR ET LES
CONSULTANTS, RESPONSABLES DE LA PROMOTION DES PME
FORESTIERES.

LE CENADEFOR A DEJA ACHETE, SOUS FINANCEMENT
ACDI, 40 VEHICLES TOT-TERRAIN CANADIENS.

QUARTER: 2 GARDER LE CONTACT AVEC LA SEE ET L'ACDI EN VUE
DE REALISER DES VENTES DE BIENS ET SERVICES DANS
LE SECTEUR.

SUITE A DISCUSSIONS AVEC AGENT D'ACHAT CAN. POUR
LE PROJET DE SCIERIE-ECOLE, LA SEE ET L'ACDI
D'ACCORD POUR AUGMENTER DISPONIBILITE DE FINANCE
MENT CAN. POUR COUVRIR LES COUTS DE CONSTRUCTION
DES BATIMENTS.

QUARTER: 3 GARDER LE CONTACT AVEC SEE ET L'ACDI EN VUE DE
REALISER DES VENTES DE BONS ET SERVICES DANS LE
SECTEUR.

LE MINISTERE DU PLAN NOUS A OFFICIELLEMENT SAISI
POUR LE FINANCEMENT D'UNE SCIERIE PILOTE D'UNE
VALEUR DE \$6M.

QUARTER: 4 -----

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88/03/16

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

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008-TRANSPORT SYS, EQUIP, COMP, SERV.
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAINTAIN REGULAR CONTACT WITH QUASI-PUBLIC COMPANIES LIKE CAMAIR AND REGIFERCAM.

MAKE CANADIAN COMPANIES AWARE OF THE OPPORTUNITIES THAT THE 6TH PLAN MAY CREATE.

ENCOURAGE CAMAIR TO CONSIDER PURCHASING THE DASH-8 FOR DOMESTIC FLIGHTS.

CLOSELY MONITOR THE DEVELOPMENT OF THE PLAN FOR CONSTRUCTION OF A NEW AIRPORT AT YAOUNDE.

IDENTIFICATION OF OPPORTUNITIES FOR SALES OF REPLACEMENT PARTS.

IDENTIFICATION OF PRIORITY PROJECTS THAT MIGHT BE OF INTEREST TO CANADIAN COMPANIES.

SERIOUS DISCUSSIONS BETWEEN DE HAVILLAND AND CAMAIR.

IDENTIFYING TRADE OPPORTUNITIES FOR CANADIAN COMPANIES, PARTICULARLY WITH RESPECT TO PROVISION OF EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 GARDER UN CONTACT REGULIER AVEC LES SOCIETES PARA-STATALES TELLES CAMAIR ET LA REGIFERCAM.

QUARTER: 3 GARDER UN CONTACT REGULIER AVEC LES SOCIETES PARASTATALES TELLES CAMAIR ET LA REGIFERCAM.

QUARTER: 4 -----

OBTENTION DU DOCUMENT "PLAN D'ENTREPRISE DE LA REGIFERCAM" DECRIVANT SES INTENTIONS FUTURES.

AVONS EU CONTACT REGULIER AVEC CES DEUX ORGANISMES. IL Y AURAIT, ENTRE AUTRES, E BONNES POSSIBILITES POUR LA VENTE DE 2 DASH-8.

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88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

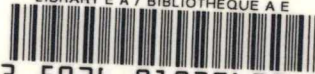
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VISITE DIR. GEN. AFRIQUE, MIN. DES AFFAIRES EXTERIEURES
GUIDE DE L'EXPORTATEUR CDN
MISSION AU CDA POUR L'INFORMATISATION DE L'ASSEMBLE NAT'L
MISSION AU CDA DU MIN. DES MINES ET DE L'ENERGIE
PARTICIPATION A CARREFOUR 87
VISITE DIRECTEUR-ADJOINT, AFRIQUE, SEE

CA1 EA676 T711 EXF 1987 ^{Dec} STORAGE
Trade and Industrial Development
Program quarterly activity report
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