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STORAGE

External Affairs and  
International Trade Canada

Affaires extérieures et  
Commerce extérieur Canada

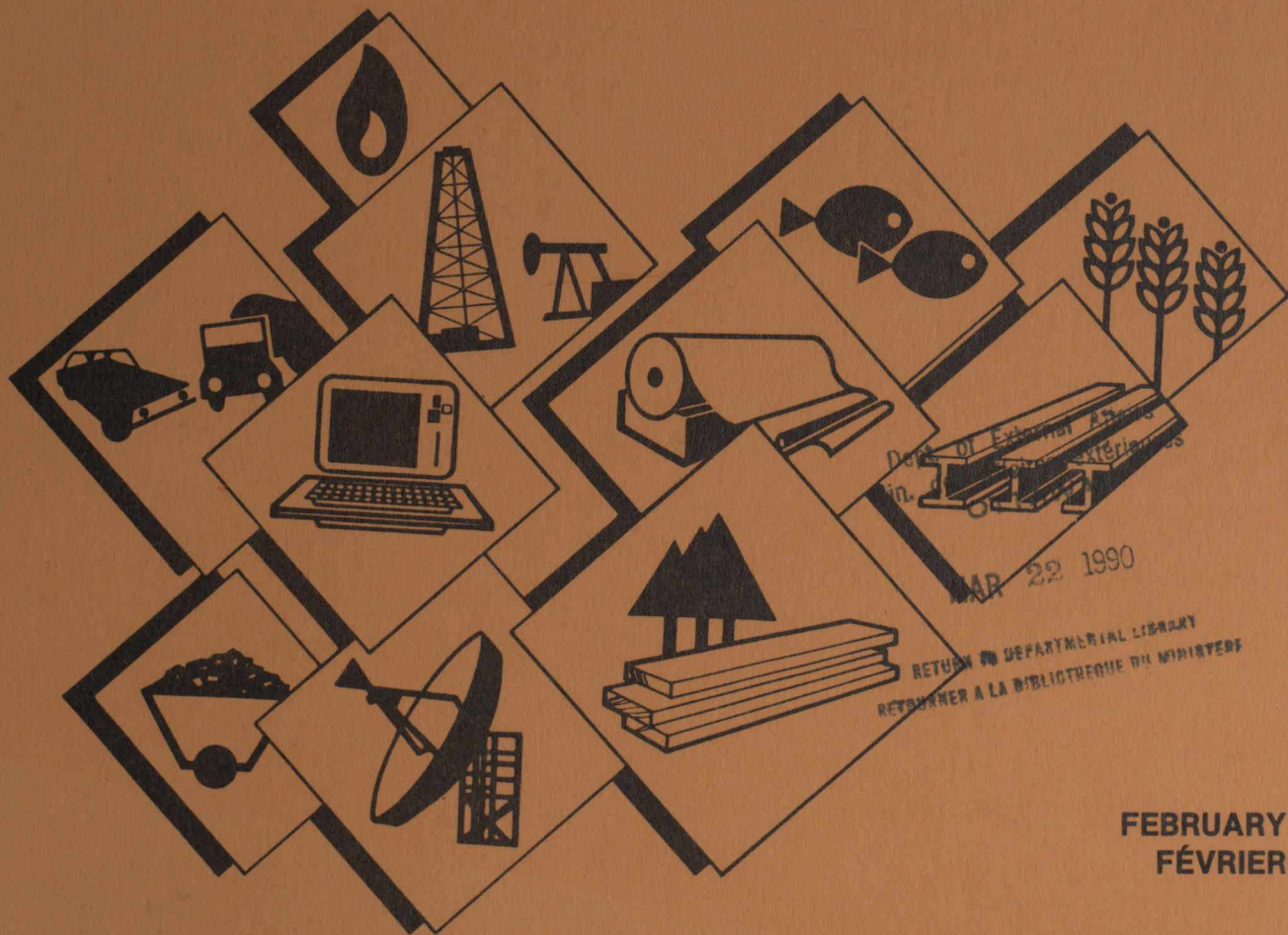
**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE**

**QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**LATIN AMERICA AND CARIBBEAN  
AMÉRIQUE LATINE ET ANTILLES**

**JULY - SEPTEMBER 1989  
(2nd QUARTER FY 1989-90)  
JUILLET - SEPTEMBRE 1989  
(2<sup>e</sup> TRIMESTRE, AF 1989-90)**

**NON - CIRCULATING /  
CONSULTER SUR PLACE**



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Min. des Affaires extérieures  
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**FEBRUARY 1990  
FÉVRIER 1990**



## TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

### Quarterly Activity Report July - September 1989

Following is the Activity Report for the quarter ending September 30, 1989. This report contains a synopsis of activities and results by sector and subsector reported by the missions in Europe, matched against the proposed activities identified in their 1989/90 post plan. It also contains a report of special unplanned activities that took place during the report 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 Julliet - Septembre 1989

Voici le Rapport des activités du trimestre qui a pris fin le 30 septembre 1989. Le rapport contient un résumé des activités et des résultats déclarés par les missions en Europe, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de missions de 1989/90. 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.



INTERNATIONAL PROGRAMS DIVISION OF EXPORT PROMOTION PROGRAM  
AT MISSIONS BEYOND THE FISCAL YEAR 87  
SUMMARY OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSIONS' ANNUAL PLAN

**LATIN AMERICA AND CARIBBEAN**  
**AMERIQUE LANTILLE ET ANTILLES**

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

POST :640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

THE BOGOTA METRO PROJECT.  
OPPORTUNITY FOR CANADA TO BID AGAIN.

PROMOTE CDN SUPPLIERS WITH GOVERNMENT AGENCIES.  
ENSURE CDN SUPPLIERS ARE INVITED TO BID.

PREPARE SECTORAL REPORT.  
BETTER MARKET PENETRATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Cdn involvement in railways and ports  
reorganization.  
Prepare sectoral report on sales potential.

Cdn firm received CIDA Inc support for railway  
reorganization study.  
Sectoral report in preparation.

QUARTER: 2 PREPARE SECTORAL REPORT

SECTORAL REPORT IN FINAL DRAFT

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 2 PROMOTE THE LINE OF CREDIT WITH SCOPETROL  
PROMOTE CANADIAN SUPPLIERS WITH COLOMBIAN STATE  
OIL COMPANY

THE LINE OF CREDIT RECEIVING FINAL APPROVAL FROM  
COLOMBIAN MINISTRY OF FINANCE  
SCOPETROL VP SALES MARKET CONFERRED IN MONTREAL,  
TORONTO AND CALGARY

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

POST :640-BOGOTA

010-MINE,METAL,MINERAL PROD & SRV  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

UPDATE OF REPORT ON MINING SECTOR INCLUDING GOLD.  
BETTER AWARENESS OF OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Arrange mining mission to Canada.

Post persuaded one mining co to join Alberta Mission, sales of approx. Cdn\$6mn could result. Preselection of participants in MINTEC 89 under way. Advised Cdn cos of opps for partic'n in important new mining fair in Oct./Bogota.

QUARTER: 2 UPDATE MINING SECTOR REPORT  
INTERNATIONAL MINING FAIR IN BOGOTA

TWO COLOMBIANS ATTENDED MINTEC 89 IN VAL D'OR  
MINING SECTOR REPORT UPDATE UNDERWAY  
DECIDED NOT TO PARTICIPATE IN MINING FAIR DUE TO VIOLENCE IN COLOMBIA

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :640-BOGOTA

011-OIL & GAS EQUIPMENT,SERVICES  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

- FOLLOW UP ON EXISTING PROJECTS.
- INCREASED CANADIAN PARTICIPATION.
- PUT IN PLACE NEW MARKETING STRATEGY.
- FOCUSSING ON RESOURCES.

- PREPARE EXPANDED SECTORAL OVERVIEW.
- BETTER AWARENESS OF OPPORTUNITIES.

- PROMOTION OF KEY CANADIAN SUPPLIERS.
- MORE CDN SUPPLIERS INVITED TO BID.

- PROMOTE CDN INTERESTS IN POLYETHYLENE PLANT.
- WIN CONTRACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 Receive Alberta Mission.
- Prepare expanded sectoral overview.
- Support EDC line of credit offer to Ecopetrol.

Alberta Mission composed of 8 cos visited Bogota Bucaramanga & Barrancabermeja. Sectoral Report updated, completed, printed and distributed. Ecopetrol Board of Directors approved line of credit now under study by Ministry of Finance.

- QUARTER: 2 PROMOTE EDC LINE OF CREDIT WITH ECOPETROL
- PROMOTE CANADIAN SUPPLIERS WITH COLOMBIAN STATE OIL COMPANY

EDC LINE OF CREDIT AWAITING FINAL APPROVAL FROM COLOMBIAN MINISTRY OF FINANCE  
ECOPETROL VP GAVE MARKET SEMINARS IN MONTREAL, TORONTO AND CALGARY

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :640-BOGOTA

005-ADVANCED TECH. PROD. & SERV  
COLOMBIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE CDN SUPPLIERS IN RURAL TELECOM PROJECTS.  
WIN BUSINESS ON ONE OR MORE OF TURNKEY PROJECTS.

"CONDOR" SATELLITE PROJECT.  
WIN ALL OR PART OF CONTRACT.

DEVELOP NEW SECTORAL STRATEGY.  
PROVIDE BULLEPRINT TO GUIDE FEDERAL SUPPORT.

DEVELOP NEW INFORMATICS PROJECTS UNDER M.O.U. ON INFORMATICS  
INCREASE OUR MARKET SHARE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Cdn bids on rural telecom projects.  
Prepare sectoral report on Telecom/Electronics sales opportunity.  
Prepare extended sectoral overview of Electric power sales opportunities.

QUARTER: 2 PROMOTE CDN SUPPLIERS IN RURAL TELECOM PROJECTS  
PREPARE SECTORAL REPORT

QUARTER: 3 -----

QUARTER: 4 -----

Minister of Mines and Energy and President of Ecopetrol invited to Canada.  
Two bids submitted in consortium with a Japanese trading house. Bids unsuccessful because Canada did not offer competitive financing.

CDN/JAPANESE BID ON RURAL TELECOM PROJECT LACKED CONCESSIONAL FINANCING OFFERED BY OTHER BIDS  
SECTORAL REPORT OUTLINING MARKET OPPS COMPLETED  
SR TELECOM WON US \$2 MILLION CONTRACT FOR COMMUNICATIONS EQUIPMENT FOR NEW OIL PIPELINE

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :640-BOGOTA

001-AGRI & FOOD PRODUCTS & SERVICE  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INCREASED CONTACTS W/AGENTS OF FOOD PROCES.EQPT.AGRIC.EQPT.  
INCREASED AWARENESS OF CDN EXPERTISE.

INCREASED PARTICIPATION AT REGIONAL CATTLE FAIRS.  
INCREASED AWARENESS OF CDN EXPERTISE.

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation in Agroexpo 89.

Sectoral report near completion on Telecom/Elec-  
tronics. Electric Power Report completed. Plan-  
ning & dev. of Cdn Pavillion at Agroexpo '89.  
Agricultural sectoral report on market opportu-  
nitites completed.

QUARTER: 2 PLANNING, DEVELOPMENT AND SETUP OF CDN PAVILION  
AT INTL AGROEXPO FAIR IN BOGOTA, INCLUDED  
20 INDIVIDUAL COMPANY BOOTHS AND 60 DAIRY AND  
BEEF CATTLE

SALES OF APPROX \$900,000 RECORDED  
EXCELLENT IMAGE PRESENTED OF CDN PRODUCTS

QUARTER: 3 -----

QUARTER: 4 -----

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POST :640-BOGOTA

011-OIL & GAS EQUIPMENT,SERVICES  
ECUADOR

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

LIBERTADOF GAZ PLANT.  
COULD WIN IF FINANCING AVAILABLE.

COMPUTER SOFTWARE.  
POTENTIAL SALE.

INCREASE CONTACTS WITH PRIVATE PETROLEUM INDUSTRY.  
GREATER AWARENESS OF CDM EXPERTISE.

REPORT ON OIL/GAS SECTOR ACTIVITY FOR NEXT 3 YEARS.  
PROVIDE "EARLY WARNING" INFORMATION.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 - Alberta Mission to Ecuador.  
- Preparation of Sectoral report on sales opportunities.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- Five companies participated and were able to establish good contacts. Companies estimated that sales exceeding \$5mn could result.
- Sectoral Report well underway.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :640-BOGOTA

010-MINE,METAL,MINERAL PROD & SRV  
ECUADOR

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

- REPORT ON MINING SECTOR.
- PROVIDE EARLY INFORMATION TO CDN EXPORTERS.
- SEMINAR ON CANADIAN MINING EXPERIENCE.
- CREATE AWARENESS ON CANADIAN EXPERTISE.

TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

- QUARTER: 1                    - Selection of five participants for Mintec'89.
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

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

POST :640-BOGOTA

NOTE: THE NOTABLE INCREASE IN DRUG-RELATED VIOLENCE FOLLOWING THE ASSASSINATION OF A LEADING PRESIDENTIAL PRE-CANDIDATE IN COLOMBIA IN LATE AUGUST REFLECTS IN THE ACTIVITY FIGURES OF THIS QUARTERLY REPORT. THE SITUATION AND CANADIAN GOVERNMENT ADVICE TO AVOID TRAVEL TO COLOMBIA AT THIS TIME RESULTED IN THE CANCELLATION OR POSTPONEMENT OF DOZENS OF SCHEDULED BUSINESS VISITS FROM CANADA AND A PROVINCIAL TRADE MISSION FROM ONTARIO. SOME COLOMBIAN INVESTMENT AND HENCE PURCHASING HAS BEEN PLACED ON HOLD UNTIL THE SITUATION STABILIZES, ALTHOUGH MANY ESSENTIAL COMMERCIAL TRANSACTIONS WILL PROCEED AS PLANNED. THE COMMERCIAL DIVISION WILL SEEK TO ASSIST CANADIAN COMPANIES TO MAINTAIN AND ADVANCE THEIR BUSINESS INTERESTS DESPITE THE DIFFICULTIES WHICH CURRENTLY APPLY.

- Five companies participated and were able to establish good contacts. Companies estimated that sales exceeding \$5m could result. - Second report will appear.

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

POST :635-BRASILIA

001-AGRI & FOOD PRODUCTS & SERVICE  
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COOPERATION AGREE BTWN CDN HOLSTEIN ASSOC & BRAZ MIN OF AGR  
FACILITATE APPROVAL PROCESS OF HOLSTEIN DAIRY CATTLE

SELECTED FOR IMPORT.

DELIVERY OF SEED POTATOES FOR BRAZ MAT SEED POTATO TESTING  
PENETRATION (ESPECIALLY IN CASE OF INDUSTRIAL VARIETIES)

INTO BRAZIL SEED POTATO MARKET.

-----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Ongoing assistance re health requirements for  
live animal exports  
- Assistance in obtaining Brazilian approval of  
new Canadian meat packing plants

- Continued success in sales of live animals to  
Brazil  
- Increased Canadian exports of beef and pork to  
Brazil

QUARTER: 2 - Assist livestock breeder in fulfilling health  
import requirements.  
- Attend Uberaba Zebu crossbreed show with an in  
fo booth.

- Successful ongoing livestock sales.  
- Developed new market for Canadian livestock an  
d genetic material in Uberaba.

QUARTER: 3 -----

QUARTER: 4 -----

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90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :635-BRASILIA

005-ADVANCED TECH. PROD. & SERV  
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CIDA-FINANCED SARSAT GROUND STATION HAS BEEN INSTALLED  
SALE OF ONE OR TWO ADDITIONAL GROUND STATIONS AND LOCATOR

BEACONS.

SPAR PROPOSAL TO DEVELOP LOW COST/LOW CAP EARTH TERMINAL  
IMPORTANT NEW PRODUCT DEVELOPMENT FOR SPAR AND SIGNIFICANT

SALES IN BRAZIL AND THIRD MARKETS.

-----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TELECOMMUNICATIONS EQUIPMENT AND SERVICES  
- Assist Spar and Novatel-Northern Telecom during phase of evaluation by Telebras of satellite and cellular telephony bids.

- We have prepared and coordinated visits of Quebec Min. of Int'l Affairs and V.P. Cdn Space Agency - both in support of Spar's bid. Plus have assisted Spar Northern-Novatel on a permanent basis during rapidly changing bid evaluation period.

QUARTER: 2 - Assist Nortel/Novatel consortium in cellular telephony bids.  
- Assist Spar bid for satellites during sensitive stage of tender evaluation.

- Nortel/Novatel consortium awarded cellular telephony contract for Brasilia.  
- Announcement of satellite award is delayed - awaiting results.

QUARTER: 3 -----

QUARTER: 4 -----









REPORT 4A  
90/01/24

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89

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

POST :635-BRASILIA

- Brasilsat III-IV. Intense activity.
- Cellular Telephony Project.
- Demarches re Merchant Marine Tax - Potash.
- Demarches re Canada Steamship Lines Verolme.
- Forest Fire Prevention Equipment Promotion - Conair and CL -215.
- Textiles and Air Talks.
- Visit of EDC - Debt Rescheduling and New Business.
- Joint Venture and Transfer of Technology Program in Minas Gerais.
- Demarches re Phytosanitary Certificates for Grain Sales.



REPT4D  
90/01/23

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

POST :658-BRIDGETOWN

015-CONSTRUCTION INDUSTRY  
BARBADOS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ONGOING EFFORTS W/TRADING HOUSES SPECIALIZING IN BLDG PROD  
ADDITIONAL SALES & IMPROVED MARKET SHARE.

ACTIVELY PURSUE UPCOMING CONSTRUCTION PROJ FINANCED BY CDB  
AT LEAST \$10.0 MILLION IN NEW BUSINESS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Infrastructure projects (IFI and CDB funded)  
identified

- monitoring developments on projects for St. Lucia, St. Vincent & Dominica
- launching of Cdn \$42 M hotel project on Nevis
- Phase I of Cdn sponsored Windjammer villa/condo proj. opened St. Lucia (Cdn \$50 Million)

QUARTER: 2 Infrastructure projects (IFI and CDB funded)  
identified and pursued

Nevis hotel project reactivated after damage by Hurricane Hugo; Hewanorra Airport, St.Lucia desig/construct/finace package awarded, tied to UK,precludes Cdn coys; St.Vincent-2 Cdn coys shortlisted Feeder Rds Proj. 1 coy for L/W Hwy

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :658-BRIDGETOWN

005-ADVANCED TECH. PROD. & SERV  
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FACILITATE NEW EXP FIN. FOR CDN TELECOM & INFOR, EQUIP & SER  
ADDITIONAL SALES, TECHNOLOGY TRANSFER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Negotiations between EDC and Barbados Telephone  
Company for financing

Line of credit confirmed for Cdn \$15.6 million  
for telecommunications equipment, shipment  
underway

QUARTER: 2 Negotiations between EDC and Barbados Telephone  
Company for financing (US \$13M, digital  
switching equipment etc.)

Technical/legal matters resolved. Agreement to  
be finalized shortly.A/C purchases will be  
retroactive and rolled back into line of credit

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :658-BRIDGETOWN

014-EDUCATION, MEDICAL, HEALTH PROJ  
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CDM TRADING HOUSES IN EDUCATIONAL, HEALTH & MEDICAL  
GENERATE ADDITIONAL SALES IN NUMEROUS MARKETS IN TERRITORY.

PROCUREMENT FOR OECS TECH. VOC. EDUC. PROJ DELAYED,  
NEW SUPPLIES, ADDITIONAL SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OECS Technical and Vocational Education  
Project

- Advised Cdn suppliers of equipment and  
furniture procurement notice

QUARTER: 2 OECS Technical and Vocational Education Project

No further activity

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4A  
90/01/24

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89

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

POST :658-BRIDGETOWN

Alberta Trade and Tourism Mission to Barbados August 8 - 10

led by Horst Schmid

Visit by Hon. Monique Landry, Minister of International  
Relations August 17-19

Ontario International Corporation visit to Barbados

Septmeber 29 (Chairman and Regional Director)

Hurricane Hugo September 15

CIDA/EXTOTT eevaluation team on CIDA decentralization

September 28 - October 3

REPORTS: 2 BUDGETS 14 ECONOMIC 1 PROJECT UPDATE

TRACING	ACTIVITIES UNDERTAKEN IN QUARTER	QUARTERLY RESULTS REPORTED
QUARTER 1	Survey of mineral resources of San Juan Province to identify potential for investment and supply of services/equipment. Develop contacts, research and report on mining day prepared by individual pros to identify opp for our boys to participate	Survey conducted by Quebec Mining Institute. 20 mining concession offer presented to San Juan Govt. \$200 million exploration investment over 5 year period. Decision to be taken before end of Proj have been made in gov of San Juan
QUARTER 2	Develop contacts, research and report on mining developments. Study of Kaolin deposits in Guaymas province	2 del for coal, provinces & federal authorities have been invited & attended MINTEC'89. Lab tests in C&S have shown that mineral can be used (paper industry). Pre feasibility study proceeding. Local investors identified.
QUARTER 3		
QUARTER 4		

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POST :631-BUENOS AIRES

005-ADVANCED TECH. PROD. & SERV  
ARGENTINA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

JOINT VENTURES FOR RURAL TELECOM EQUIPMENT-CDM MANUFACTURERS  
INCREASE MEDIUM TERM SALES OF EQUIPMENT

TRAINING IN CDA COMM. SPECIALISTS IN SPECTRUM MGMT, SATELLITE   CAPABILITIES  
PROVIDE SECRETARIAT DECISION-MAKERS WITH OVERVIEW OF CDM

COMPILE LIST OF IMPORT./JOINT-VENTURE PARTNERS-TELECOM EQPT.   ARGENTINE PARTNERS.  
ASSIST CDM MANUFACTURERS TO MAKE CONTACT WITH POTENTIAL

SURVEY-I.D. PROVINCES WHERE ACTIVITY HIGH IN DEVT TELECOMS   POSSIBLE MISSION 1989  
PROVIDE NECESSARY INFO TO CDM EXPORTERS AND PREPARE FOR

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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POST :631-BUENOS AIRES

010-MINE,METAL,MINERAL PROD & SRV  
ARGENTINA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

STUDY OF KAOLIN DEPOSITS IN CHUBUT PROVINCE  
OPEN OPPORTUNITIES FOR JOINT VENTURE

SURVEY OF MINERAL RESOURCES OF SAN JUAN PROVINCE  
IDENTIFY POTENTIAL FOR INVESTMENT AND SUPPLY OF SERVICES/

ASSISTANCE TO CDN COYS INTERESTED IN DEV. GOLD RESOURCES  
JOINT VENTURES IN GOLD MINING

DEVELOP CONTACTS ON MINING DEV. PROPOSED BY INDIV. PROV.  
I.D. REQUIREMENTS AND OPPORTUNITIES FOR CDN COYS TO PARTICI-

VISIT PROPOSED MINING CONGRESS IN JUJUY IN MAY '89

EQUIPMENT

PATE IN DEVELOPMENT OF MINING INDUSTRY

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Survey of mineral resources of San Juan Province  
to identify potential for investment and supply  
of service/equipment. Develop contacts, research  
and report on mining dev proposed by individual  
prov to identify opp for cdn coys to participate

QUARTER: 2 Develop contacts, research and report on mining  
developments.  
Study of Kaolin deposits in Chubut province

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Survey conducted by quebec Mining authorities.  
BC mining consortium offer presented to San Juan  
Gov't(\$30 million exploration investment over 5  
year period).Decision to be taken before end 89.  
Proj have been ident in prov of Santa Cruz

6 del fm cos, provinces & federal authorities  
have been invited & attended MINTEC'89.  
Lab tests in Cda have shown that mineral can be  
used (paper industry). Pre feasibility study  
proceeding. Local investors identified.

REPT4D  
90/01/23

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

POST :631-BUENOS AIRES

012-CHEM PROD & PETROCHEM,EQP,SERV  
ARGENTINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARKET STUDY ON PLASTICS SECTOR  
A) I.D. REQUIREMENTS & MARKETING CHANNELS B)INCREASE # OF

CDN COMPANIES ACTIVE IN SECTOR C)INCREASE NUMBER OF REPS

ALL SUB-SECTORS

SECT.STUDY OF PETROCHEMICAL & CHEMICAL INDUSTRY  
IDENTIFY REQUIREMENTS AND MARKETING CHANNELS

I.D. PETROCHEMICAL DEV'T PROJECTS IN WHICH CDN COULD PARTIC. INCREASE LEVEL OF CDN PRESENCE, INVESTMENTS IN THE GROWING

SECTOR

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 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

REPT4D  
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POST :631-BUENOS AIRES

009-FOREST PRODUCTS,EQUIP,SERVICES  
ARGENTINA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

MARKET SURVEY, PULP & PAPER PROD. TAKE ADV OF IMPORTS LIBER.                   ACTIVE IN MARKET & # OF REPRESENTATIVES  
A) I.D. NEEDS & MARKETING CHANNELS B)INCREASE # OF CDN COYS

PROMOTE IMPORTS LIBERALIZATION WITH CDN EXPORT SECTOR  
INCREASE NUMBER OF CDN COYS ACTIVE IN MARKET

EQUIPMENT AND MACHINERY

CATALOGUE SHOW IN CORRIENTES OF CDN FORESTRY EQUIPMENT  
INCREASE NUMBER OF REPS OF CDN COYS IN MARKET

PARTICIPATE TO FAO/IFONA SEMINAR IN CORRIENTES NOV 88  
IDENTIFY NEW PROJECT AND GET CDN COY INVOLVED

-----

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

- QUARTER: 1 -----
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

REPT4D  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REP OF MAJOR HYDRO TO PART. IN SEMINAR-IFI FINAN. POWER PROJ  
GREATER AWARENESS AND COMPETENCE BY CDN SUPPLIERS TO PARTI.

IN TENDERS FOR MAJOR POWER PROJECTS

REPORT ON TENDERS BEING CALLED FOR MATERIAL/EQPT POWER PROJ.

VISIT "HIDRONOR" TO IMPROVE PERSONAL CONTACTS WITH SR. STAFF  
BE ABLE TO BETTER ASSIST CDN SUPPLIERS COMPETING IN FORTH-

COMING TENDERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :631-BUENOS AIRES

011-OIL & GAS EQUIPMENT, SERVICES  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MAINTAIN CONTACT WITH MAJOR OIL CO.-REPORT DEV. & OPPORT.  
DEV. BUSINESS CONNECTIONS BETWEEN CDA ALN LOCAL OIL CO. IN-

CREASE AWARENESS OF CDN CAPABILITY TO SUPPLY EQPT/SERVICES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :631-BUENOS AIRES

001-AGRI & FOOD PRODUCTS & SERVICE  
URUGUAY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOLLOW-UP ON IRRIGATION AND STORAGE PROJECTS  
GET CDN COYS INVOLVED IN IMPLEMENTATION PHASE

IDENTIFY AND PROMOTE INDUSTRIAL PROJECTS RELATED TO PROCESS.  
INCREASE DEMAND AND CDN EXPORTS OF SEED POTATOES

-----

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  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :631-BUENOS AIRES

011-OIL & GAS EQUIPMENT,SERVICES  
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

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

POST :631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.  
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

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

POST :631-BUENOS AIRES

005-ADVANCED TECH. PROD. & SERV  
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A  
90/01/24

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89

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

POST :631-BUENOS AIRES

Sen Charbonneau's visit occasion of Pres. Menem Assumption  
of office / July 7-12 DT



REPT4D  
90/02/01

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

POST :643-CARACAS

003-GRAINS AND OILSEEDS  
VENEZUELA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 RENEWED EFFORTS REGARDING CANOLA HAVE BEEN UNDERTAKEN IN VIEW OF THE EXTREMELY HIGH PRICE OF ANIMAL FEED AND VEG OIL IN VENEZUELA. RESPONSE FROM THE CDN CERTIFIED SEED TRADE HAS BEEN MOST GRATIFYING AND VENEZUELAN COMPANIES ARE ACTIVE.

ONE CDN COMPANY HAS BEEN ESPECIALLY AGGRESSIVE AND THEIR VENEZUELAN CONTACT IS ACTIVELY LOOKING FOR COOPERANTS TO CONDUCT VARIETAL TRIALS.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

QUARTER: 7 -----

QUARTER: 8 -----

REPT4D  
90/02/01

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

POST :643-CARACAS

005-ADVANCED TECH. PROD. & SERV  
VENEZUELA

PLANNING:            ACTIVITIES PROPOSED IN POST PLAN:            ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

FINDING ADDITIONAL QUALIFIED AGENTS TO REPRESENT CDN COS.  
INCREASED NUMBER OF CDN COMPANIES REPRESENTED LOCALLY

COMPUTERS HARD/SOFTWARE & COMP

CONTACT VENEZ INFORMATICS COS TO PROMOTE POSSIBLE JOINT VENT    ASSURE CDN EXPANSION IN LOCAL MARKET  
OFFSET FUTURE IMPORT RESTRICTIONS IN FIELD OF INFORMATICS -

TRACKING:            ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation at Comexpo with 12 Canadian compa-  
nies with individual Canadian stand. Participa-  
tion at Hitec 89 in Ottawa meeting 65 Canadian  
firms.

Several major export orders signed and agents  
appointed. Increased knowledge and interest in  
market by Canadian exporters.

QUARTER: 2 MAJOR EVENT THIS QUARTER WAS INFORVEN WHICH  
FEATURED LITERATURE AND PRODUCTS FROM 15 CDN  
COMPANIES AS WELL AS ONE CDN COMPANY (NEWBRIDGE)  
WITH ITS OWN STAND ADJACENT TO THE INFO BOOTH.

WHILE IT IS TOO EARLY TO REPORT SALES OR REP  
APPOINTMENTS A NUMBER OF POTENTIAL REPS WERE  
FOUND AS WELL AS A LARGE NUMBER OF BUYER LEADS.

QUARTER: 3 -----

QUARTER: 4 -----



REPT4D  
90/02/01

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

POST :643-CARACAS

009-FOREST PRODUCTS,EQUIP,SERVICES  
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONT TO ASSIST & PROM CDN BIDDERS ON ORINOCO PULP PAPER PROJ  
STRONG CDN PARTICIPATION

NEWSPRINT AND PULP MARKET SURVEY  
MAINTAIN KNOWLEDGE OF MARKET AND REPORT CHANGES AND SITUATION

VISIT CONARE PLANTATION  
OBTAIN AND UPDATE TENERD INFO.

CONT CDN EQUIP MANUFACTURERS & ADVISE ON TRADE OPPORTUNITIES  
NEW AGENTS AND SALES.

MONITOR ORINOCO NEWSPRINT PROJECT  
ADVISE CDN COS. OF TRADE OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/02/01

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

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POST :643-CARACAS

010-MINE,METAL,MINERAL PROD & SRV  
VENEZUELA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO 1988 MINING MISSION

INCOMING MISSION TO MINTEC-89  
INCREASED AWARENESS OF CDN CAPABILITIES TRANS. AND TECH.

OPPORTUNITIES

TO CONDUCT AN ASBESTOS MARKET SURVEY  
REPORT ON MARKET SITUATION

CONT CDN MINING EQPT MFGRS & ADVISE ON MARKET OPPORTUNITIES  
NEW COMPANIES AND NEW AGENTS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 A MISSION OF 8 PERSONS FROM 7 COMPANIES AND  
MINISTRIES WENT TO MINTEC WITH LES CO.

MISSION PRODUCED \$1.4 MILLION IN SALES WITH  
ADDITIONAL \$5 MILLION EXPECTED SOON.THREE REPS  
WERE APPOINTED AS A RESULT OF MISSION.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/02/01

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

POST :643-CARACAS

000-??????

VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 To liaise with Guatemala's Electrical Services Auth. to identify future proje in this sector which can be of interest to Cdn consultants/elect suppliers. Also, to follow up on signature of INC/ACHES contract for the Sampa project.

TYPE/STATE's planning dir. proved valuable to determine that most future power/energy projects are being financed on a bilateral basis. Future part'n in this sector will therefore only be a result of spot opportunities.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :643-CARACAS

ONE WEEK SOLO CANADA WEEK IN SANTO DOMINGO, DOMINICAN  
REPUBLIC INCLUDING HMCS ANNAPOLIS VISIT.  
VISIT OF SENATOR DAN P. HAYS.

ALBERTA TRADE PROMO VISIT.

PARTICIPATION AT MINTEC, VALDOR

DATE	ACTIVITIES UNDERTAKEN IN MISSION	QUARTERLY RESULTS REPORTED
SEPTEMBER 1 - 1988		
SEPTEMBER 2 - 1988	RECEIVED 24 MEMBERS OF 8 PERSONS FROM 7 COMPANIES AND MANUFACTURERS WERE TO VISIT THE AREA FOR CA.	MISSION PROVIDED \$1.4 MILLION IN SALES WITH ADDITIONAL \$3 MILLION EXPECTED WITH THESE VISITS WAS REPORTED AS A RESULT OF MISSION.
SEPTEMBER 3 - 1988		
SEPTEMBER 4 - 1988		

REPT4D  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :646-GUATEMALA

007-POWER & ENERGY EQUIP. & SERV.  
GUATEMALA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

OTHER TYPES OF REL EQUIP.

CDN CO PREQUAL.FOR SMALL CENTRAL DEV.COMPL.& CONTRACT NEGOT.  
SIGNATURE OF FEASIBILITY & ENGINEERING CONTRACT.

EQUIP,CONSTR.,& COMMISSIONING OF SMALL HYDRO CENTRALS.  
SALE OF GENERATION & DISTRIBUTION EQUIPMENT.

IDENTIFICATION OF TENDERS FRO SERVICES AND EQUIPMENT.  
LARGE PARTICIPATION FROM CANADIAN COMPANIES.

MARKET RESEARCH STUDY ON OPPORTUNITIES IN THE ENERGY SECTOR.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 To liaise with Guatemala's Electrical Genera'n  
Auth. to identify future projs in this sector  
which can be of interest to Cdn consultants/eqpt  
suppliers. Also, to follow up on signature of  
SNC/ACRES contract for the Samala project.

1)Mtg w/INDE's planning dir. proved valuable to  
determine that most future gener'n/distri'n pro-  
jects are being financed on a bilateral basis.  
Future part'n in this sector will therefore only  
be a result of spot opportunities.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :646-GUATEMALA

011-OIL & GAS EQUIPMENT,SERVICES  
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PETROLEUM AND PRODUCTS

CPPF FEASIB.FOR STORAGE TANKS & REFINED PRODUCTS PIPELINE.  
COMPLETION OF STUDY SHOULD BE STEPPING TIME FOR MORE CONSUL-

TING AND ENGINEERING WORK.

IDENTIFICATION OF OPPORTUNITIES IN THE CONSULTING/ENG.SECTOR  
FURTHER INVOLVEMENT BY COMPANIES ALREADY ACTIVE IN THIS

MARKETPLACE.

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

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

POST :646-GUATEMALA

005-ADVANCED TECH. PROD. & SERV  
GUATEMALA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

CONTINUED LIAISON WITH TELECOM AUTH.TO IDENT.TIMING & OPPORT

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 To fully support Canadian companies pursuing  
multilateral financed projects.

Joint efforts between LeBlanc & Royle, their  
local representative and the Embassy resulted in  
award of contract for sale of 324 telecom towers  
worth approx. US \$ 800,000.

QUARTER: 2 To meet with Telecom Planning and Project  
Authorities to discuss future projects which may  
be of interest to Canadian companies.

Identified upcoming opportunity for concession  
for the Guatemalan mobile cellular telephone  
project. Canadian companies have been advised.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :646-GUATEMALA

001-AGRI & FOOD PRODUCTS & SERVICE  
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AGRICULTURE MACH,EQUIP,TOOLS

QUOTATION AND SALE OF 25 HEAD OF LANDRACE SWINE STOCK  
PROMOTION OF FOLLOW-UP TO COMPLETE SALE.

FURTHER PROMOTION OF BOVINE AND PORCINE LIVESTOCK  
INCREASED SALES OF CANADIAN STOCK

MARKETING EFFORT IN SALES OF SMALL AGRICULTURAL EQUIPMENT  
INTRODUCTION OF NEW PRODUCTS TO THE GUATEMALAN MARKETPLACE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 As part of our annual work program activities to  
promote sales of swine and cattle to Guatemala.

Coordinated incoming Mission for 3 Guatemalans  
to the Ontario Swine Congress. Possibilities of  
sales are excellent. Also awaiting Canadian par-  
ticipation in the Guatemalan Jersey Cattle Show  
to be held in July.

QUARTER: 2 To continue our promotion activities in the  
swine and cattle sectors.

1)Coord. visit of inc. swine miss. fm Guatemala.  
As ind. reps we expect an increased part'n by  
other breeders to look at Cda as a supply  
source. 2)Org. visit by Hays Farms rep. & Cdn  
cattle Judge to Gtmlan Jersey Cattle Show.

QUARTER: 3 -----

QUARTER: 4 -----



REPT4D  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :646-GUATEMALA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MONITOR OPPORT.FOR CONSULTING SERVICES IN ROAD SUPERV.WORK  
FURTHER INVOLV.IN TRANSP.SECT.WHERE CONSULT.HAVE PRE-QUALI-

FIED IN SEVERAL PROJ.BUT NOT YET OBTAINED A CONTRACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Promote consulting companies and equipment  
suppliers in the Transportation sector.

Coordinated visit by De Havilland rep. to  
Abbotsford Air Show. Visit should help in his  
interest to purchase a third Twin Otter, parts  
and other equipment for his Guatemalan  
operations.

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4A  
90/01/24

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89

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

POST :646-GUATEMALA

Coordination of Incoming Swine Mission from Guatemala.

Coordination of Canadian participation in the Guatemalan  
Jersey Cattle Show.

Assistance to Guatemalan Minister of Energy and Mines for  
his visit to Canada to participate in the World Energy Conf.

Invitation and Coordination of De Havilland representative  
to the Canadian Air Show.



REPT4D  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :653-HAVANA

014-EDUCATION, MEDICAL, HEALTH PROD  
CUBA

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:           ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

SOME CDN CO HAVE APPROACHED MEDICUBA & MINSAP TO DISC.TECHN.  
SALES OF APPROX. \$4-6 MILLION CDN.

CDN MED/HOSP SYPP/EQPT MISS TO CUBA AS FOLLOW UP TO CUBAN  
MEDICUBA CONDUCTS ITS BUYING PROG IN APRIL. CDN CO WHILE IN

CUBA CAN NEGOCIATE CONTRACTS WITH MEDICUBA.

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:           QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

Assisted Nitel Corp to increase their market in  
Cuba. Maintained periodic contacts with Nitel  
local representative to discuss progress and  
plans to Cuban market.

Supported Nitel's continued sales efforts in  
Cuba. Pursued Cuban requirements for 80,000 telephone  
lines to upgrade telephone system in Havana.

Nitel continues to sell wireless products to  
various Cuban organizations. Efforts of  
the hotel industry for approx 200,000.00  
Nitel sold approximately 8 CNY, 500,000.  
Delegation from Min of Communications visited  
Cdn mid Sept/88 to negotiate contracts of approx  
\$ 200,000 worth of telephone lines/wire.

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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

POST :653-HAVANA

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TOOLS & HARDWARE

CONT.TO FOLLOW-UP ON VISIT OF CUBAN DEL.TO CDN HARD.SHOW  
LACK OF FINANCING CONTINUES TO PLAY A NEGATIVE ROLE. IF ECO-

MONY IMPROVES,UP TO \$5 MILLION IN SALES EXPECTED.

MOST INFORMAL LUNCHES & MEET WITH CUBAN OFF./EMP.PERIODICAL.  
TO MAINTAIN & IMPROVE AS MUCH AS POSSIBLE OUR RELATIONSHIP

WITH OUR POTENTIAL CLIENTS.

PARTICIPATION OF CUBAN DELEGATION IN CDN HARDWARE SHOW/FEB89  
TO MAINTAIN & IMPROVE AS MUCH AS POSSIBLE OUR RELASHIONSHIP

WITH OUR POTENTIAL CLIENTS.

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  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :653-HAVANA

005-ADVANCED TECH. PROD. & SERV  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

Mitel's expanding activities require constant monitoring and follow-up	\$2 million sales expected
Monitor plans to rehabilitate telephone network in City of Havana	\$5 million sales in 3 years
Monitor plans to establish satellite communications centre	\$3-4 million sales in 3 years

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assisted Mitel Corp to increase their market in Cuba. Maintained periodic contacts with Mitel local representative to discuss progress made in sales to Cuban market.

Mitel continues to sell selected products to various Cuban organizations particularly to the hotel industry for approx CDN \$315,000.00

QUARTER: 2 Supported Mitel's continued sales efforts to Cuba.  
Pursued Cuban requirements for 80,000 telephone lines to upgrade telephone system in Havana.

Mitel sold approximately \$ Cdn 11,500 Dlr.

Delegation from Min of Communications visited Cda mid Sept/89 to negotiate contracts of approx \$ Cdn 200,000 worth of telephone lines/eqpt.

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :653-HAVANA

012-CHEM PROD & PETROCHEM,EQP,SERV  
CUBA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER 1: Activities undertaken in the first quarter of the fiscal year 1989. The mission focused on establishing contact with key officials in the Cuban government and the chemical industry. A series of meetings were held to discuss the mission's objectives and to identify potential areas for cooperation. The mission also conducted a comprehensive market survey to assess the demand for chemical products in Cuba. This survey involved visits to various industrial plants and government agencies, as well as interviews with industry experts. The results of the survey are being analyzed and will be used to develop a detailed marketing strategy for the remainder of the year.

QUARTER 2: In the second quarter, the mission continued its efforts to build relationships with Cuban officials. A series of seminars and workshops were organized to provide Cuban officials with information about the latest developments in the chemical industry and to discuss the mission's products and services. The mission also conducted a series of promotional activities, including the distribution of brochures and the organization of trade fairs. These activities were aimed at increasing awareness of the mission's offerings and generating interest in its products.

QUARTER 3: The third quarter saw the mission making significant progress in its efforts to secure contracts for its products. A series of negotiations were held with Cuban officials, resulting in the signing of several contracts for the supply of chemical products. The mission also conducted a series of promotional activities, including the organization of trade fairs and the distribution of brochures. These activities were aimed at increasing awareness of the mission's offerings and generating interest in its products.

QUARTER 4: In the fourth quarter, the mission continued its efforts to build relationships with Cuban officials. A series of seminars and workshops were organized to provide Cuban officials with information about the latest developments in the chemical industry and to discuss the mission's products and services. The mission also conducted a series of promotional activities, including the distribution of brochures and the organization of trade fairs. These activities were aimed at increasing awareness of the mission's offerings and generating interest in its products.



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AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :653-HAVANA

015-CONSTRUCTION INDUSTRY  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

- Follow-up with SSSI on their bids for several hotel projects \$20 million contracts over 3-4 years
- Meetings with INTUR, CUBANACAN and UNECA to pursue cash sales of restaurant and hotel equipment \$2 million sales expected
- Investigate various financing alternatives to help Cdn contractors compete for hotel & other tourism projects Possible sales of \$5-10 million in 3 years

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Pursued opportunities for Cdn Cos. for PanAm Games.  
Emery Intl signed a letter of intention for the sale of a second cellulose moulding plant in Cuba.

A Cdn C. proposed that Cuba lease audio eqpt for opening/closing ceremonies PanAm Games.  
SSSI signed order for supply curtain wall. It also opened an office in Havana.  
Cuban buyers went to Cda to buy 7000 head-cattle

QUARTER: 2 Participated in Trend Foodservice Mission to Cuba Sept.15, following-up discussions initiated during Abatur/Intur Buyers Mission to Canada.  
Assisted Morrison-Hanash Mission to Cuba aimed for Cuban recreational marine services market.

Contract for \$US 280,000 will be signed during company's next visit to design/furnish equipment for Neptuno Hotel kitchen.  
Morrison-Hanash is expecting contract of \$ Cdn 150K in short term and up to 500K in long term.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :653-HAVANA

1. Construction: Post organized a hotel/restaurant kitchen eqpt mission to Cda, July 89, attended by Intur/Abatur buyers. Mission served to expose Cuban officials to Cdn market capabilities and new sources of supplies.
2. Forest Products: Post is assisting FERIC in organizing their participation in 1st Cuban Forestry Congress (Nov.89). Cuban Min of Agriculture is currently considering purchase of one sawmill, two chipboard factories and several winches from Canada.
3. Agriculture: Post is assisting Ontario Ministry of Agriculture in preparation of Livestock/Horticultural Technical Seminar in Feb.90. Cuba has received recently shipments of goat/sheep stocks from Cda and further livestock sales look bright.
4. Oil and Gas: Post is helping Alberta Ministry of Economic Development to organize a 5-member delegation from MINBAS /CECE to visit Alberta's oil and gas industries for future cooperation and sales.

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

POST :657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE  
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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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 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :657-KINGSTON

015-CONSTRUCTION INDUSTRY  
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

1. The Bahamas Post is assisting FENIA in organizing daily participation in the Cuban Forestry Program (Plan 89). Cuban Min of Agriculture is maintaining considerable stocks of the wood, but shipping restrictions and several visitors from Canada.

2. Agriculture Post is assisting Ontario Ministry of Agriculture in promotion of livestock/horticultural products in the area. In Feb 89, Post has received requests of purchase orders from Cuba and further promotion sales took place.

3. The Post is helping Alberta Ministry of Economic Development to organize a 3-member delegation from Alberta to visit Florida's oil and gas industries for future cooperation and sales.

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

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POST :657-KINGSTON

013-CONSUMER PRODUCTS & SERVICES  
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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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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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE  
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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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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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :657-KINGSTON

015-CONSTRUCTION INDUSTRY  
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :657-KINGSTON

009-FOREST PRODUCTS,EQUIP,SERVICES  
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

VISIT TO JAMAICA BY COFI EXPERT OR SIMILAR ORGANISATION  
RENEWED INTEREST BY JAMAICA COMMODITY TRADING CORP FOR

CANADIAN LUMBER

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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POST :657-KINGSTON

005-ADVANCED TECH. PROD. & SERV  
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARE MKT REP.ON JAMAIC.TELECOM NEEDS 1988-92 & CIRC.TO CD JAMAICA TELEPHONE CO.  
VISIT TO JAMAICA OF COMPANIES INTERESTED IN SELLING TO

MAKE DIRECT REPRES.TO JAMAICA TEL.CO IN SUPP.OF COM EQUIP.  
SALES IN FY 1989/90 OF \$15M.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 -----
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

Quarterly results reported:

Quarter 1: Prepare report/analysis of Bolivar mining sec-  
Quarter 2: Prepare planning; ongoing trade development  
Quarter 3: Direct report being finalized - initial contact  
to mines to potential participants - initial  
Quarter 4: Direct report being finalized - initial contact  
to mines to potential participants - initial  
Quarter 1: Prepare report/analysis of Bolivar mining sec-  
Quarter 2: Prepare planning; ongoing trade development  
Quarter 3: Direct report being finalized - initial contact  
to mines to potential participants - initial  
Quarter 4: Direct report being finalized - initial contact  
to mines to potential participants - initial

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :639-LIMA

010-MINE,METAL,MINERAL PROD & SRV  
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

EVALUATION OF WORLD BANK MINING LINE OF CREDIT TO BOLIVIA  
\$ 4 MILLION IN SALES

CAPITALIZE ON NEW MINING INVESTMENTS IN BOLIVIA  
\$ 8 MILLION SALES

COLL W/PERUVIAN MINING SECT & CIDA W/REGARD TO CREDIT FACIL.  
\$ 14 MILLION SALES

PROG OF INFO DISTRIBUTION THROUGH SPECIALIZED PUBLICATIONS  
CIRCULATION 1000 KEY INDUSTRY REPS

MAILING CAMP TO DISTRIB NEW EDITION OF CDN MINING EQPT/SERV.  
DISTRIBUTION TO 400 KEY MGMT,PLANNERS;BUYERS

MINI-SEM FOR SMALL IND GROUPS IN CONJ W/CDN BUSINESS TRAVEL  
IMPROVED PRODUCT KNOWLEDGE BY PERUVIAN INDUSTRY

PREPARE REPORT/ANALYSIS OF BOLIVIAN MINING SECT & POSSIBIL.  
INFORM CDN SUPPLIERS OF MARKET POTENTIAL

COLL WITH CDN PRIV SECT ON INVEST SEM FOR CDN FIN/MEDIA REPS  
INCREASE CDN AWARENESS OF DEVELOPMENTS IN BOLIVIA MINING

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Prepare report/analysis of Bolivian mining sector

-Draft report being finalized - Initial contact to Mintec 89 potential participants - Initial planning meeting with Golden Star Resources for investment seminar - Provide story line/editorial & photo material for article on Golden Star

QUARTER: 2 -Mintec planning; ongoing trade development activities.

-Patron of 1989 graduation mining eng class.  
-9 Peruvian attendees at Mintec 89 - Tintaya mission (2) to Cda - Centromin/Simsa mission(13) to Cda. - Update/distribute Peru mining report  
-8 Bolivian attendees at Mintec

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :639-LIMA

002-FISHERIES,SEA PRODUCTS & SERV.  
PERU

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARINE HARV,PROC MACH & EQUIP

DEV LIST OF CDN FISHING EQPT MANUF WHICH COULD HAVE A MKT  
EXPANDED EXPORTS OF CANADIAN FISHING EQPT

PROM CAMPAIGN TO ASSOC OF PERU'S NATL FISHERIES ASSN(GUIDES  
BETTER KNOWLEDGE OF CDN CAPABILITY IN THIS SECTOR

ADEQUATE/PROMPT SOURC OF VESSELS & EQPT NEEDED BY LOC FISH.  
SALES COULD REACH THE 3 TO 4 MILLION DOLLAR MARK

SOLIC INT & PROM LITERATURE FROM CDN MFRS BY WAY OF MAIL CAM  
INCREASE ACTIVITY OF CDN EXPORTERS IN MARKET

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Adequate/prompt sourcing of vessels and equip-  
ment

Have been actively working with a new agent that  
appears willing and enthusiastic. Good prospects  
for the near future

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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POST :639-LIMA

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SECURITY PRODUCTS

PROMOTION IN CANADA OF FOLLOWING PROJECTS:

AERO-NAVAL BASE SECURITY PROTECTION,  
SALES OF CDN \$ 20' OVER 4 YEARS

BOMB DEACTIVATING EQUIPMENT FOR ARMY AND POLICE

SECURITY SYSTEMS FOR OTHER GOVERNMENT AND PRIVATE FIRMS

LOCAL CAMP.PROM.SECU.SERV.EQUIP.TO PROV.SECT.,NOTAB.MINING  
ENHANCE SALES POSSIBILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promote sale of security equipment to private  
sector, notably mining companies

-Tintaya mine security project was signed  
-Corpac's security project still pending final  
approval of new Board of Directors.

QUARTER: 2 Continue promoting security eqpt. Follow-up  
contracts to be signed with Peruvian Government

Tintaya security contract signed. Downpayment  
received. Additional payment of 6 million dollar  
contract anticipated soon.

QUARTER: 3 -----

QUARTER: 4 -----

-Brief report being finalized - initial contact  
to Minister of potential participants - initial  
planning meeting with British Star Resources for  
Tintaya mine - possible story line/illustrations  
in 2 photo material for article by British Star

-Review of 1987 production mining and plans  
-7 Peruvian attendees at Winter 89 - Tintaya  
mine/12) to 14) - Contrata/Tintaya mine/13)  
to 14) - update/distribute Peru mining report  
-2 Italian attendees at Winter

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :639-LIMA

011-OIL & GAS EQUIPMENT,SERVICES  
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

IMPROV CONT W/PETROPERU & PETROMAR,NOTAB W/FIELD TECHNICIANS GIBLE BIDDERS LIST  
INCREASE AWARENESS OF CDN CAPABILITIES;AND CDN COS ON ELLI-

DEV BROADER RANGE OF REL WITH REPS/AGENTS INVOLVES IN PETRO SECTOR  
INCREASE AWARENESS OF CDN CAPABILITIES IN THE OIL AND GAS

FOLLOW-UP WITH PAST PARTICIPANTS OF NATL PETROLEUM SHOW LION)  
CONTRACT(S)RELATED TO NORTHERN PIPELINE MAINTENANCE(\$3 MIL-

UPDATE PETROLEUM SECTOR REPORT FOR PERU TOR.  
INCREASE CDN AWARENESS OF DEVELOPMENTS IN PERUVIAN OIL SEC-

PREPARE PETROLEUM SECTOR REPORT FOR BOLIVIA  
INFORM CDN SUPPLIERS OF MARKET POTENTIAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Increase and improve contacts with Petroperu and  
Petromar.  
Develop relations with representatives/agents  
involved in the petroleum sector

Have cont'd to meet w/people in different areas  
in Petroperu & Petromar, aiming to develop a clo  
se relationship with key pers in both cos.  
Presently working with 3 new potential agents  
Lack of fin'g makes it diff't to get more result

QUARTER: 2 - Increase and improve contacts with Petroperu,  
Petromar and YPFB  
- Develop relations with representatives/agents  
involved in the petroleum Sector in Peru and  
Bolivia.

-We have developed good contacts w/high levels  
of Petroperu & Pertomar. Same to be done in Bo-  
livia in next trip.  
-We are still working on development of new  
agents in Peru and Bolivia.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :639-LIMA

Sharp increase in counselling serv. to Peruvian business  
emigrating to Cda. Several million dollars entrepreneurial  
money will go to Canada. Large number of Peruvian profes-  
sionals emigrating to Canada called to ask for guidance and  
information.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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REPT4D  
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POST :644-MEXICO

003-GRAINS AND OILSEEDS  
MEXICO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

OILSEED TECH SEMINAR IN MEXICO CITY, CIUDAD OBREGON & GUADAL  
INCREASED CANOLA MEAL ACCEPTANCE AMONG FEED FORMULATORS.

CONTINUED CANOLA PROMO THROUGH EXHIBITS/INFO BOOTHS @ 3 MAT  
BUILD AWARENESS OF CANADIAN CAPABILITY TO SUPPLY CANOLA, OIL

& MEAL.

INVESTIGATE POTENTIAL MARKET FOR (ONTARIO) SOFT WHEATS.  
POTENTIAL SALES OF 2 TO 5 M. ANNUALLY.

DEVELOP DIRECT CONTACTS WITH MEXICAN BREWERERS RE MALTING  
POTENTIAL SALES OF 2 TO 5 M. ANNUALLY.

OILSEEDS REPORT(OCTOBER). ANNU. WHEAT,SURVEY COARSE GRAINS  
MKT REPORT FOR CDN INDUSTRY & MARKET INFORMATION FOR

CANADIAN EXPORTERS.

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Oilseeds course sponsored by Canola Council.

10 Mexican technicians to Cda. First half canola sales to Mexico \$42 mn 2nd half estimate \$25 to 50 mn. 4.8 mn barley sale 1.2 million beans/canary seed.

QUARTER: 3 -----

QUARTER: 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

POST :644-MEXICO

001-AGRI & FOOD PRODUCTS & SERVICE  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INTRODUCE CDN VARIETIES OF ALFALFA & FORAGE SEEDS & GRASSES  
ESTABLISH SOME TEST PLOTS IN QUERETARO, DURANGO, MICHOACAN

INVESTIGATE MARKET FOR CATTLE HIDES  
MARKET REPORT

OUTGOING TECH. SEMINAR & COMM. SWINE MISSION TO MEXICO  
POTENTIAL SALES 2/3 MILLION \$.

OUTGOING BEEF CATTLE (ALL BREEDS) MISSION TO MEXICO  
POTENTIAL SALES BEEF/DAIRY CATTLE \$50 MILLION OVER 3 YEARS.

DEVELOP PROGRAM OF TECH. ASSIST. & COOP. W/STATE AGR.MINIST.  
INCREASE KNOWLEDGE OF CDN CAPABILITY.

DEVELOP DIRECT CONTACTS/RELAT. W/SELECTED MEXICAN UNIVERS.  
MARKET INFORMATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Seed potatoe mission to eastern Canada.  
Conasupo Bean buyers to Canada.

Estimated potential orders for seed potatoes  
\$2 mn. Estimated potential (beans) \$2-5 mn annually.  
Long term contract with Ont. bean growers  
Fish sales \$500,000 to \$1,000,000 first yr.  
\$370,000 dairy cattle.

QUARTER: 3 -----

QUARTER: 4 -----



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :644-MEXICO

005-ADVANCED TECH. PROD. & SERV  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

MARKET REPORT IS IN PREPARATION  
MORE EFFECTIVE PROMOTION BY CDN EXPORTORS

PARTICIPATION IN COMEXPO MEXICO D F FEB 20-MARCH 3, 1988  
5 REPRESENTATION AGREEMENTS.

COMMERCIAL OFFICER TOUR OF CANADA NOV 88  
KNOWLEDGE OF INDUSTRY & NEEDS.

ARTICLE FOR CANADA EXPORT  
NEW INTEREST IN MKT

INFO BOOTH AT COMEXPO FEB'90  
NEW LEADS

INFO BOOTH AT MEXCOMM, FEB'90  
NEW LEADS

MINI SHOWS/TECH SEM AT EMB & BOOTHS AT COMPACOM/EXPO-ELECT  
REPRESENTATION AGREEMENTS

FOCUSSED PROMOTIONS ON MKTS OTHER THAN TELMEX (BKS PEMEX CEE  
NEW SALES OPPORTUNITIES

COMPUTERS HARD/SOFTWARE & COMP

MARKET REPORT ON SECTOR AND ARTICLE IN CANADA EXPORT  
GREATER MKT AWARENESS

PUSH SECTOR FOR PROVINCIAL TRADE MISSIONS

INFO BOOTHS AT COMPUCON, EXPO ELECTRONICO

REPT4D  
90/01/23

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

POST :644-MEXICO

005-ADVANCED TECH. PROD. & SERV  
MEXICO

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Electrical sector report.

QUARTER: 3 -----

QUARTER: 4 -----

Report completed. Sale of DMS 100 switching North Telecom to SOS communi'ns \$8mn, total project \$24 mn. DGB spectrum mgmt proj. close to signing. 4 officials of TELMEX & SCT to TEMIC course. 2.6 mn microwave comm. equipment to PEMEX.

REPT4D  
90/01/23

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

POST :644-MEXICO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PURSUe IN-ROADS WITH INA (MEX. AUTOPARTS MFRS ASSRS)  
HOPEFULLY 7 TO 15 J. VENTURES ON TECHNOLOGY.

UPDATE OF AUTOMOTIVE IND. REPORT

VERTICAL LISTING OF AUTOMOTIVE MFRS & NEEDS/INTERESTS.

RAIL

RAILWAY REPORT FOR DISTRIBUTION

FOLLOW UP MEXN RAILWAY PRESENTATION MONTREAL OCT 88

RENEWED CONTACT W/URBAN TRANSPORTATION OFFICIALS MEXICO,  
MARKET INFORMATION.

IND.VISITS OR REP ON POSSIBLE INCOM. REGIONAL MISSION

MKT REPORT FOR URBAN TRANSPORTATION (JUNE)  
REPORT FOR DISTRIBUTION.

REVIEW REPS AVAILABLE IN MEXICO & CDN FIRMS NEED FOR REPRES.  
NEW REP AGREEMENTS

INVITE SELECTED FIRMS TO VISIT MKT  
3 TO 10 NEW REP AGREEMENTS.

STRESS THIS AREA FOR REGIONAL PROV'L TRADE MISS.ACTIVITY

AEROSPACE

CONTINUE DIRECT ASSISTANCE TO BOEING CANADA  
SALE OF 1 TO 5 DASH 8 S WITHIN 3 YEARS.

REPT40  
90/01/23

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

POST :644-MEXICO

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

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 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

REPT4D  
90/01/23

POST :644-MEXICO

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT,EQP.

INVESTIGATE AVAIL OF IND. MACHINERY SHOWS IN MONTERREY & MEX  
IDENTIFY MARKETING VEHICLE.

STUDY MEXICAN MKT FOR PLASTICS MACHINERY  
REPORT FOR DISTRIBUTION.

STUDY MEXICAN MKT FOR METAL WORKING MACHINERY  
REPORT FOR DISTRIBUTION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Plastic equipment mission from Ontario.  
Mining machinery - Mintec 89.

2 agency agreements; potential sales of mchy  
5,000,000 in first year - Resins \$1 to 3 mn.  
MINTEC: 10 Mexican technicians - est. sales  
potential \$2 to 5 million.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

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

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POST :644-MEXICO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PURSUE IN-ROADS WITH IMA (MEX. AUTOPARTS MFRS ASSRS)  
HOPEFULLY 7 TO 15 J. VENTURES ON TECHNOLOGY.

UPDATE OF AUTOMOTIVE IND. REPORT

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AEROSPACE

CONTINUE DIRECT ASSISTANCE TO BOEING CANADA  
SALE OF 1 TO 5 DASH 8 S WITHIN 3 YEARS.

REPT4D  
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :644-MEXICO

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

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

CON FIRM ARE INVOLVED IN 3 PROJECTS THAT REQUIRE THE  
CONTRIBUTION OF CON MEAT PROCESSING MACHINERY AND OTHER EQUIPMENT  
I.E. SPECIFIC PROJECTS & REQUIREMENTS  
LIST OF PROJECTS AND REQUIREMENTS

IN-DEPTH ASSESSMENT OF FOOD PROCESSING INDUSTRY  
MARKETING PROGRAM FOR CON MEAT AND SERVICES

CON FAMILIARIZATION TOUR-TRADT AGRICULTURE/AGROINDUSTRIAL  
INCREASE NUMBER OF CON FIRMS ACTIVE IN TRADT

ACTIVELY PURSUE I.O. PROJECTS BEING FUNDED BY MULTILATERAL  
AGENCY SUCCESS ON 3 PROJECTS

TO MAINTAIN LICENSES WITH EXISTING AGENTS/DISTRIBUTORS  
TO INCREASE CON SHARE OF FOOD PRODUCTS MARKET

REPORTS OF VICE PRESIDENTS  
OF THE SECRETARY ECONOMIC BOARD  
PRODUCTION OF MATERIALS  
FOR THE MINISTRIAL HEADQUARTERS  
TRAINING SEMINARS  
VISIT OF CANADIAN INDUSTRY  
CONSULTING SERVICES PROJECTS  
CON OFFICIALS VISIT

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participants National Agricultural Exhibition.  
Meet with Govt Pulizer Mission, Foreign Meat Mill  
Project, Canada Canada Dairy Livestock Project.  
Meet Walter Gov. Mission (Honduraffs)  
Market study for processed potatoes.

QUARTER: 2 Meet Wayne Mission to Agriculture 88, Alberta  
Circulate Can Pulizer Report - and also re market  
bearing capacity in 1988/89 report market  
report on fish products supply offer - Tardif  
Foreign Products Ltd. request for consultants.

QUARTER: 3 -----

QUARTER: 4 -----

Report sent to successful event  
Report on success of mission. Report to  
Canadian Firm. 3 meetings held with senior  
officials. Report sent on success of mission.  
Forwarded completed report.

Selected 4 persons - importers advise contacts  
very informative - survey carried out and report  
tabulated - info collected in mtg and report sent  
to Tardif - arranged to have report advertised in  
Canada.

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

POST :644-MEXICO

Charge d'Affaires. July, August, September.

Departure of First Secretary Jean Prevost - July 01, arrival  
of 3rd Secretary Economic Denis Robert.

Preparation of materials, briefing of Mexican officials  
preparing for Joint Ministerial Meetings/August 29.

Briefing materials/memoranda forwarded to Canada's new  
ambassador to Mexico.

Visit of Ontario Industry Trade and Technology Official - re  
consulting services projects.

EDC officials visit. September 11 to 14.



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

REPT40  
90/01/23

POST :656-PORT-OF-SPAIN

001-AGRI & FOOD PRODUCTS & SERVICE  
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET RESEARCH REPORT  
A REPORT IN APRIL, 1989

I.D. OF MARKETING STRATEGY IN PROMOTING PROCUREMENT OF CDN  
A DEFINITIVE MARKETING STRATEGY AND PROGRAM

CDN FIRMS ARE INVOLVED IN 3 PROJECTS THAT REQUIRE EQPT  
EXPORT OF CDN MEAT PROCESSING MACHINERY AND OTHER RELATED

EQUIPMENT

I.D. SPECIFIC PROJECTS & REQUIREMENTS  
LIST OF PROJECTS AND REQUIREMENTS

IN-DEPTH ASSESSMENT OF FOOD PROCESSING INDUSTRY  
MARKETING PROGRAM FOR CDN GOODS AND SERVICES

CDN FAMILIARIZATION TOUR-TANDT AGRICULTURE/AGROINDUSTRIAL  
INCREASE NUMBER OF CDN FIRMS ACTIVE IN TANDT

ACTIVELY PURSUE I.D. PROJECTS BEING FUNDED BY MULTILATERAL  
ACHIEVE SUCCESS ON 3 PROJECTS

TO MAINTAIN LINKAGES WITH EXISTING AGENTS/DISTRIBUTORS  
TO INCREASE CDN SHARE OF FOOD PRODUCTS MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participate National Agricultural Exhibition.  
Host Cdn Govt Pulses Mission. Pursue Feed Mill  
Project. Promote Caroni Dairy Livestock Project.  
Host Quebec Govt. Mission (foodstuffs)  
Market study for processed potatoes.

Report sent on successful event.  
Report on success of mission. Status report to  
Canadian firms. 3 meetings held with senior  
officials. Report sent on success of mission.  
Forwarded completed report.

QUARTER: 2 Beef Buyers Mission to Agribition 89, Alberta -  
Circulate Cdn Pulses Report - Mkt situ re smoked  
herring request fm ITCMoncton.TAF request market  
report on fish products supply situ - TandT  
Forest Products Ltd. request for consultant.

Selected 4 persons -Importers advise contents  
very informative - survey carried out and report  
telexed - info collected in mkt and report sent  
to TAF - arranged to have request advertised in  
Canada,

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :656-PORT-OF-SPAIN

011-OIL & GAS EQUIPMENT,SERVICES  
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

MARKET RESEARCH REPORT  
A REPORT IN APRIL, 1989

I.D. MARKETING STRATEGY IN PROMOTING PROCUREMENT OF CDN PROD  
A DEFINITIVE MARKETING STRATEGY AND PROGRAM

IDENTIFY SPECIFIC PROJECTS/REQUIREMENTS  
LIST OF PROJECTS/REQUIREMENTS

SCHEDULE INDUSTRY VISITS TO TRINTOMAR, TRINTOC & TRINTOPEC FIRMS  
INCREASE AWARENESS WITH CDN INDUSTRY. INVITATIONS TO 10 CDN

GATHER MARKET INTELLIGENCE ON U.S. COMPETITION  
PREPARE CDN SUPPLIERS FOR COMPETITIVE CIRCUMSTANCES

PARTICIPATE IN TWO PROMOTIONAL EVENTS  
DISTRIBUTE INFO RE CDN CAPABILITY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Market research report - Marketing strategy -  
BID \$100M Refinery Upgrading project - Alta Oil  
and Gas Mission follow up - SECC gas project.

Report completed - Approval Cdn exhibit at Petro  
Expo/Conf Oct/89 - Cdn firms shortlisted -  
Positive Action Tool Ltd sales valued Cdn\$33,156  
- Status report provided to Cdn firms.

QUARTER: 2 Participate SPE conference/exhibition - Refinery  
rehab. project - Alta Oil/Gas Mission follow up.  
Activities on gas project.

Conference/Exhibition postponed - Tenders being  
evaluated - Aostra agreement to be signed - Gas  
production scheduled Jan/90.

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :656-PORT-OF-SPAIN

Atlas Fisheries Ltd., Halifax, licenced to fish in TandT  
waters encountered difficulties.  
Hon. Frank Miller, former Premier of Ontario now President,  
Ontario Innatl Corp., led Ont.delegation to pursue IDB projts.

REPT4D  
90/01/23

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

POST :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE  
COSTA RICA

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET STUDY TO BE COMPLETED BY MARCH/89  
BETTER INFO FOR EXPORTERS

CATALOGUE SHOW-AGRICULTURAL INPUTS-MARCH/89  
EXHIBIT CANADIAN PRODUCTS



TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 to organize an incoming Panamanian Swine  
Mission to the Ontario Pork Congress

QUARTER: 2 Organization of an agricultural inputs catalogue  
Show in El Salvador which was held on  
June 8, 1989

Follow up is pending of arrival of Cdn respon-  
sible for El Salvador

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

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

POST :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE  
EL SALVADOR

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:           ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET STUDY TO BE COMPLETED BY MARCH,1989  
BETTER INFO FOR EXPORTERS

CATALOGUE SHOW ON AGRICULTURAL INPUTS-6/89  
EXHIBIT CANADIAN PRODUCTS



TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:           QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

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

POST :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE  
PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET STUDY TO BE COMPLETED BY MARCH 1989.  
BETTER INFO FOR EXPORTERS

CATALOGUE SHOW-AGRICULTURAL INPUTS-SPRING/89  
EXHIBIT CANADIAN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER 1 - 1988  
- Establish list of potential projects, meet  
- within of agricultural agencies in mission

QUARTER 2 - 1988  
- Mission of 10 children and visiting  
- for winter '89. Mission & visit of different  
- gold mine, as well as meeting w/DRM, Olan  
- SAC in San Jose. COPELCO invited to discuss  
- at a business practice in Chile.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER 1 - 1988  
- Mission of 10 children and visiting  
- for winter '89. Mission & visit of different  
- gold mine, as well as meeting w/DRM, Olan  
- SAC in San Jose. COPELCO invited to discuss  
- at a business practice in Chile.

QUARTER 2 - 1988  
- Mission of 10 children and visiting  
- for winter '89. Mission & visit of different  
- gold mine, as well as meeting w/DRM, Olan  
- SAC in San Jose. COPELCO invited to discuss  
- at a business practice in Chile.

REPT4D  
90/01/23

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

POST :633-SANTIAGO

009-FOREST PRODUCTS,EQUIP,SERVICES  
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

MONIT.OF DEV.OF NEW PULP & PAPER MILLS BY ARAUCO & CMPC  
100 MILLION IN SALES OF SERVICES AND EQUIPMENT

EQUIPMENT AND MACHINERY

TRANSF.OF CDN FOREST TECHN.PROJ.THROUGH ESTABL.OF FOREST.CTR HEART OF CHILE'S FOREST LAND.  
ACTIVE REPRESENTATION OF 15-20 CANADIAN COMPANIES IN THE

FIND JR. PARTNER FOR CAMSAL TO START PROD.OF PORTAB.SAWMILLS  
SALES OF 15-25 PORTABLE SAWMILLS EACH YEAR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continue the preparation for the opening of the Forestry Center in Concepcion. - Work on preparation of EXPOCORMA - Meet with local pulp and paper executives to push for Cdn equipment for their projects

Cdn pavilion at EXPOCORMA is already booked although the show is November 22. The Forestry Center is to be opened officially at the Show. CMPC and Celpac respectively signed lines of credit with EDC totalling 160 million

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

REPT4D  
 90/01/23

POST :633-SANTIAGO

010-MINE,METAL,MINERAL PROD & SRV  
 CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

METALS, PRIMARY & FABRICATED

CONTINUE OUR SUPPORT TO CANADIAN ASBESTOS INSTITUTE  
 PROTECT EXPORT OF ASBESTOS TO CHILE

MONITOR IMPORT OF SULFUR FROM BOLIVIA (INCREASING)  
 CANADIAN EXPORTERS TO KEEP THEIR SHARE OF MARKET

INVESTIGATE MARKET FOR CDN METAL PROD.(I.E. BARS,CHAINS,TUBE SALES.  
 FIND DISTRIBUTORS FOR CANADIAN COMPANIES AND INITIATE FIRST

EQUIPMENT AND MACHINERY

CONTINUE TO PROMOTE CANADIAN EQUIPMENT TO ESCONDIDA  
 INCREASE CANADIAN EXPORTS ABOVE THE EDC 25 M.

MEET & CONV.CDN MINES INV.IN CHILE TO BUY CDN  
 CONVINCING LAC MINERAL AND ECHO BAY MGT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promote Cdn investment in gold mines.  
 - Establish list of gold mine projects, meet  
 promoters and prepare participation in MINTEC 89

There are at least 5 Cdn companies who announced  
 new projects. Total value of investment over the  
 next 3 years is over \$400 M. Hopefully some of  
 it will buy Cdn equipment and services.

QUARTER: 2 Mintec'89 - Mission of 15 Chilean exec visiting  
 Cda for Mintec'89. Seminar & visit of different  
 gold mines, as well as meeting w/EMR, Ottawa  
 EDC fin Sem in Cda. CODELCO invited to discuss  
 mkt & business practices in Chile.

Reports fm Cda agreed that Chilean del was most  
 prof group that attended. Preliminary results  
 show the possibility of \$500,000 sales of mining  
 equip., 5 new connections for local representa-  
 tion, & opening of a new \$5 mil line of credit

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :633-SANTIAGO

005-ADVANCED TECH. PROD. & SERV  
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

MONITORING OF MAJOR CHANGES IN TELECOM STRUCTURE IN CHILE  
PROVIDE INFORMATION TO CDW CO TO ALLOW THEM TO BENEFIT FROM

AN EARLY WARNING

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Even if Japanese and European firms have control of telecom market via their contact with CTC, we agreed to keep supporting hitech mission and a few special events in that sector.

Most companies participating in Hitech mission met their goal. 2. Introduction of Novatel cellular telephone via their representative CIDCOM was a success. Quality is superior to competition

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :637-SAO PAULO

005-ADVANCED TECH. PROD. & SERV  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MOBILE CELLULAR TELEPHONE SYSTEMS  
SPECIFICATIONS READY; TENDER EARLY 89 RESULTS MID 89;

INSTALLATION 1990.

COMMUN. SATEL: PHASE II OF BRZLN COMM. SAT. PROG. "BRASILSAT"  
TECHNICAL SPECIFICATIONS ALMOST READY TENDER EARLY 89,

RESULTS MID 89, DEL. 93.

CONT. SUPPORT TO CDN SOFTWARE CO. ENVISAGEING FINDING BRAZ.  
4/5 FORMAL REPRESENTATION AND/OR TRANSFER OF TECHNOLOGY

AGREEMENTS.

CONTINUED PART. IN TECH SEMINARS PROMOTED BY RNT & OTHERS  
INCREASE AWARENESS TO CDN. TECHNOLOGIES.

REPORTS ON SECTORS AND SUBSECTORS  
FACILITATE MARKET OPPORTUNITY RECOGNITION.

CONTIN. ASSIT. TO CDN CO. TRYING TO EST. PRESENCE IN MKT VIA  
AGENCY AGREEMENTS BUYING CONNECTIONS

INTENSIFY CONTACTS WITH ASSOCIATIONS/COMPANIES  
IDENTIFY SPECIFIC OPPORTUNITIES (NICHES) INTRODUCING NEW

CDN. SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Continued assistance to Novatel & Northern.  
- Assist Spar Aerospace in satellite bid.  
- Assist Data Radio Inc. in market entry.

- Bid delivered, awaiting results.  
- Bid delivered, results expected end May.  
- Organizing 3 seminars to identify potential partners and sales opportunities.

QUARTER: 2 -Participation in INFORMATICA'89.  
-Organized CDN participation in TELETRENDS.  
-Assist Northern/Movatel on cellular phone proj.  
-Assist SPAR satellite bid.

-24 CDN coys participated / four in CDN stand.  
-SPAR participated with Amat of DATARADIO.  
-Cellular tel. proj.adjudicated to Nortel/Nova.  
-Monitor situation on satellite project.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

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

POST :637-SAO PAULO

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

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON FERROESTE - RAILWAY PROJECT  
IDENTIFY FUTURE OPPS. FOR RAILWAY EQUIPMENT.

FOLLOW UP ON FEPASA - REHABILITATION PROJECT  
SUPPORT CANAC PARTICIPATION IN THE CONSULTING/MGMT TENDERS

PREPARE REPPORT ON ACTIVITIES/PROJS. IN THE RAIL SECTOR  
SUPPORT FORTHCOMING RAIL MISSION.

FOLLOW UP ON FERRONORTE  
ESTABLISH ADEQUATE SOURCES OF INFO & RELATIONSHIPS TO

FOLLOW UP ON DRIE AUTOMOTIVE STUDY  
IDENTIFY OPPS. FOR TRANSF. OF TECHN. & JOINT VENTURES.

ASSIST CON COS. IN FUTURE SALES.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 - Follow up on IBRD project with Fepasa.  
- Follow up on rail project with Ferronorte.  
- Follow up on North-South railway with Valec.  
- Follow up on Ferroeste project (Curitiba).

QUARTER: 2 -Follow up on IBRD project with FEPASA.  
-Follow up on rail project with FERRONORTE.  
-Follow up on Communications proj. with RFFSA.  
-Follow up on FERROESTE project.  
-Follow up on Urban Transit project.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- Canac visited Fepasa March re prep of tender.
- Pres CPCS met owner Ferronorte & identified areas for consulting work.
- 1st 120 Km to be del Apr;No new opportunities.
- Financing package still being arranged.
- CANAC signed contract for \$500,000 with FEPASA.
- CPCS signed US\$1.5 mil.contract with FERRONORTE
- SASKTEL US\$85 mil.proposal ranks 1st with RFFSA
- FERROESTE taking off with US\$40 mil. from state
- UTDC COO interested buying stainless steel tech

REPT4D  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :637-SAO PAULO

011-OIL & GAS EQUIPMENT,SERVICES  
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SECOND BRAZIL/CANADA SEMINAR ON OIL & GAS (CALGARY)  
ENHANCED PROFILE W/PETROBRAS / AT LEAST 3 TECHNOL.

TRANSFER AGREEMENTS.

INVITE NEW CONGAS PRES. & POSSIBLY GOVERNOR OF S.PAULO TO CA  
S. PAULO GAS DISTRIB. PROJ. IBRD FUNDED 150 MM, \$30MM

POTENTIAL CDN. CONTENT.

BASED ON NEW PETROBRAS INV. PLAN, REVISE OIL/GAS STRATEGY  
CLEAR DISPOSITION OF PRIORITIES IN OIL/GAS SECTOR &

PLAN OF ACTION.

USE FEASIB. STUDIES, PILOT PROJS AS MEANS OF INTRO CDN TECH  
SIX PROJECTS UNDER CONSIDERATION. POTENTIAL VALUE \$100

MILLION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Follow up on enquiries received at Conexpo  
and other business.

- AFS Intl completed test of fuel conversion kit ready to sign local production.
- RFQ for gas processing plant del. to Propak.
- Petrobras identified site for slant drilling trial (Sierra).

QUARTER: 2 -Follow up on AFS.  
-Follow up Manaus LNG project for PROPAK.  
-Follow up Enchova Offshore Project. NORTHRIDGE.  
-Follow up on PETROBRAS import policy changes.  
-Follow up on gas transportation proj. RGS/SPALO

- Conversion kits installed and operational.
- PETROBRAS working with PROPAK on design specs.
- NORTHRIDGE est'd contact with 5 consortiums.
- More open import policy & offshore finance reqmt
- Gas policy permitting major projects to come.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

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

POST :637-SAO PAULO

010-MINE,METAL,MINERAL PROD & SRV  
BRAZIL

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

F. UP MINING SEMINAR (OCT 89)  
NEW OPPORTUNITIES FOR CDN. COYS

REPORT ON NEW INVESTMENT PROGRAMME

REPORT ON GOLD

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 - Visit by editor of Minerios Magazine Feb'88.  
- Organize CDN participation at Expositram (July'89).

QUARTER: 2 -Participation in EXPOSIBRAM 89.  
-Follow up on jt.venture between HILTAP/ENGEMAP.  
-Organization of participation in MINTEC 89.  
-Follow up on jt.venture on INTERA/ARGUS.  
-Follow up on coal mine project in RGS.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- Resulted in special edition on CDN mining tech and excellent exposure in market.
- Authority obtained for info stand, identified potential CDN participation in conjunction with LSTF, Ontario, Alberta.
- Info Booth / Catalogue Show (only foreign ctry)
- Negotiations between parties on-going.
- 3 Brazilian officials invited and participated
- Contract signed by Brazil party, await CDN sign
- Required equipment not made in Canada.

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 :637-SAO PAULO

001-AGRI & FOOD PRODUCTS & SERVICE  
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP TO OFFICIAL PART. IN EXPOINTER '88 AND EXPOTIBA 88  
SALES OF LIVESTOCK AND SEMEN UP TO 3 TO 4 MILLION.

MAINTAIN/EXPAND CONTACTS W/SWINE, HORSES, POULTRY, SHEEP & GOAT  
FIRM UP NEW REP. AGREEMENTS AND SALES OF LIVESTOCK.

MONITOR & REPORT ON VARIOUS MKT ACCESS ISSUES AFF. CDN EXPOR  
ENSURE EQUAL ACCESS TO CANADIAN SUPPLIERS.

PURSUe ELABORATION OF A COOP. AGREEM. IN AGRIC. WITH STATE  
INCREASED SALES OF GENETIC MTL FOR DAIRY CATTLE AS WELL AS

SWINE, BOVINE, SHEEP AND GOATS.

ARRANGE CDN PARTI. AT CATTLE BREEDING CONV. IN PARANA, MAY89  
EXPAND MARKET SHARE OF A.I. MT.. AND LIVE ANIMALS.

DEV. OF CONTACTS W/AG. SECRETARIATS OF SOUTHERN STATES  
EXPECTED SALES OPPORTUNITIES FOR CANADIAN LIVESTOCK, A.I.

MATERIAL AND FOOD PRODUCTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 - Organize technical seminars in coop. with Extott and Agricott on beef breeding stock.
- Assist CDN companies in introducing CDN varieties.

- Seminars set up for SPalo, Campo Grande and Porto Alegre.
- McDonalds (Brazil) importing first CDN seeds on commercial basis.

- QUARTER: 2 -Participation in EXPOINTER '89.
- Organized Charolais mission to Canada.
- Initiate organization of EXPOTIBA '89.
- Initiate organization of Holstein Fair.
- Organization of CDN Pulp/Paper Assoc. visit.

- 10 CDN breeders participated in fair.
- 5 Charolais breeders from Parana to Canada.
- Coordinated with authorities of Parana state.
- Coordinated with Brazilian Holstein Association
- Coordinated with Brazilian Pulp & Paper Assoc.

QUARTER: 3 -----

QUARTER: 4 -----





REPORT 4A  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89

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

POST :637-SAO PAULO

Consul and Trade Commissioner acting as Consul General.

Departure of Vice-Consul and Assistant Trade Commissioner.

Departure of Consul General.

Arrival of new Vice-Consul and ATC including 7 weeks of  
intensive language training.

Arrival of new Consul General.

Lengthy absence of one LES (for personal reasons).

- QUARTERLY RESULTS REPORTED:
- 5. REVENUE
  - Reimburse set up for Spain, Lago Grande and Porto Alegre.
  - 2. EXPORTS
  - Promotion Brazil's exporting first time south in commercial basis.
  - 4. PARTICIPANTS
  - 10 CNB breeders participated in fair.
  - 5 Charolais breeders from Paraná to Ceará.
  - Coordinated with authorities of Paraná state.
  - Coordinated with Brazilian Holstein Association.
  - Coordinated with Brazilian Pulp & Paper Assoc.

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Trade and Industrial Development  
Program quarterly activity report  
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