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STORAGE

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

QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS

AFRICA AND MIDDLE EAST  
AFRIQUE ET MOYEN-ORIENT

OCTOBER - DECEMBER 1988  
(3rd QUARTER FY 1988-89)

OCTOBRE - DÉCEMBRE 1988  
(3<sup>e</sup> TRIMESTRE, AF 1988-89)

Dept. of External Affairs  
Min. des Affaires extérieures  
OTTAWA

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TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report  
October - December 1988

Following is the Activity Report for the quarter ending December 31, 1988. This report contains a synopsis of activities and results by sector and subsector reported by missions in Europe, matched against the proposed activities identified in their 1988/89 post plan. It also contains a report of special unplanned activities that took place during the reporting period.

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités  
Octobre - Décembre 1988

Voici le Rapport des activités du trimestre qui a pris fin le 31 décembre 1988. 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 1988-89. 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.



AFRICA AND MIDDLE EAST  
AFRIQUE ET MOYEN-ORIENT

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QUARTER: 1 SESSION DE FORMATION EN COLLABORATION AVEC LE  
SOL. - MISSION ETUDE PROJET D'INFORMATION DE  
ECONOMIE DE COUÛT.

QUARTER: 2 Suivi de visites de pays de SMI à SMI-NII en  
juin 68.  
Séances préparatoires pour votre participation  
en 4-4-1, de janvier 69.

QUARTER: 3

QUARTER: 4

INITIATIVE QUI S'INSCRIT DANS EFFORT DE PLANETI-  
ING DE TELECOMMUNICATION, - DYNAMISE A NEPTE RAPPORT  
EN AOUT D'ETUDE FONCTIONNELLE.

Annexes détaillées en vue de préparation éventuelle  
de Plan Directeur d'information sera  
établi.  
Choix de thèmes de présentations à être finalisés  
sont déterminés grâce à vos suggestions.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :325-ABIDJAN

005-ADVANCED TECH. PROD.& SERV  
IVORY COAST

PLANNING:            ACTIVITIES PROPOSED IN POST PLAN:            ANTICIPATED RESULTS:

??????

OBTENTION DU PLAN DIRECTEUR DES COMMUNICATIONS REVISE PAR LA DCGTX DISPONIBILITE FIN DECEMBRE'87.

IDENTIFICATION DE BESOINS EN EQUIPEMENT ET SERVICES POUR DIFFUSION AUPRES DES FOURNISSEURS CANADIENS.

SUITE PARTICIPATION DE DECIDEURS IVOIRIENS A TELECOM 87, RENCONTRE AVEC CEUX-CI POUR DETERMINER SUIVI A DONNER.

POSITIONNEMENT DE 2 FIRMES CANADIENNES EN VUE D'APPELS D'OFFRES.

SUITE A LA DIFFUSION DU PLAN REVISE, INVITATION DES FIRMES CANADIENNES A VISITER L'ONT ET LES P & T.

INSCRIPTION DE FIRMES COMME FOURNISSEURS ET PROMOTION DE LEURS PRODUITS. NOMINATION D'AGENTS LOCAUX.

??????

SUIVI DU PLAN D'INFORMATISATION SCOLAIRE NATIONALE DE CI

IDENTIFICATION DES BESOINS POUR DIFFUSION AUPRES DE FOURNISSEURS CAN. DE LOGICIELS ET SUPPORTS INFORMATIQUES

AVISER FIRMES CANADIENNES

GENERER INTERET DE 6-8 FOURNISSEURS CANADIENS

ORGANISATION D'UNE MISSION DE PRODUCTEURS DE LOGICIELS ET DISTRIBUTEURS DE SUPPORTS INFORMATIQUES AUX JAI 02. 88-89

PARTICIPATION DE 4-5 FIRMES. PROMOTION ET VENTE DE LOGICIELS DANS LA SOUS-REGION. CO-PRODUCTION DE LOGICIELS AVEC SPECIALISTES LOCAUX.

2. VISITES AU SECRETARIAT DE L'INFORMATIQUE.

IDENTIFICATION DES PRENEURS DE DECISION POUR LES ACHATS DANS LE CADRE DU PLAN D'INFORMATISATION NATIONALE ET OBTENTION DU CALENDRIER D'EXECUTION DE CE PLAN.

TRACKING:            ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SESSION DE FORMATION EN COLLABORATION AVEC LE SGI. - MISSION ETUDE PROJET D'INFORMATISATION DE COMMUNE DE COCODY.

INITIATIVE QUI S'INSCRIT DANS EFFORT DE MARKETING DE TELEMEIDIATIQUE. - DYNABEC A REMIS RAPPORT EN AOUT D'ETUDE FONCTIONNELLE.

QUARTER: 2 Suivi de visite de reps de SGI a SIM-Mtl en juin 88. Rencontre preparatoire pour notre participation aux J.A.I. de janvier 89.

Rapport detaile en voie de preparation aussitot que Plan Directeur d'informatisation sera arrete. Choix de themes de presentations a etre finalement determines grace a ses suggestions.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :325-ABIDJAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

PROJETS CENTRE -ARAIGNEE (ELECTRICIFICATION RURALE)

FOURNITURE D'EQUIPEMENTS CANADIENS

SIGNATURE DU PROTOCOLE D'ENTENTE POUR FOURNIR UNE FIRME CANADIENNE COMME CONSULTANT A LA DCGTX POUR LE PROGRAMME NATIONAL D'ENERGIE.

OBTENTION DE L'ETUDE PAR LAVALIN ET PARTICIPATION DE FIRMES CANADIENNES DANS DEVELOPMENTS FUTURS.

AUGMENTER NOTRE PRESENCE AUPRES DE L'ECCI AFIN DE L'INFLUENCER A UTILISER DES PRODUITS CANADIENS.

IDENTIFICATION DE NOUVEAUX PROJETS DANS LE CADRE D'UNE EXTENSION DES RESEAUX EXISTANTS ET DANS L'UTILISATION DE SOURCE DE SUBSTITUTION D'ENERGIE.

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DEMANDE DE SNC/DESSEAU POUR FINANCEMENT SEE/ACDI (15%) DE PROJET INFORMATISATION DE GESTION DE PROJETS A EECI (EST. \$6.5 M).

ACCORD DE PRINCIPE DE PARTIE CDN RISQUE DE BLOCAGE DU COTE IVOIRIEN DCGTX.

QUARTER: 2 Mission exploratoire de 3 cibles venues evaluer besoins de convertisseurs de phase/pompe a eau suite au projet d'aide de distribution electrique (projet Araignee).

Counselling donne a ces nouveaux venus en Afrique et suivi pour obtenir resultats de leur enquete.

QUARTER: 3 -----

QUARTER: 4 -----



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :325-ABIDJAN

002-FISHERIES,SEA PRODUCTS & SERV  
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

COLLECTE D'INFORMATIONS SUR LES DISPOSITIONS MISES EN PLACE POR  
L'IMPORTATION DES POISSONS ET DIFFUSION AUPRES DES FOURNISSEURS  
CANADIENS.

VISITES A LA DIRECTION DES PECHE

ATTENTE DES COMMENTAIRES D'OTTAWA SUR NOTRE RAPPORT SOUMIS  
CONCERNANT POTENTIEL IVOIRIEN

MISE EN CONTACT DES FOURNISSEURS CANADIENS  
IDENTIFIES AVEC LES IMPORTATEURS IVOIRIENS.

ETUDE DU MARCHÉ DES POISSONS

MISE A JOUR DES BESOINS, DES IMPORTATEURS-  
CLES ET DE LA CONCURRENCE ET SOUMISSION A OT-  
TAWA.

ORGANIZATION DE MISSION DE 3 ACHETEURS DE POISSONS AU CANADA

PREMIERES VENTES DE POISSON CANADIEN EN CI  
AVANT LA FIN '88

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISITE DE PROSPECTION D'ACHETEUR (IMPAC) POUR  
APPROVISIONNEMENT REGULIER DE HARENG & MAQUERAUX

SUIVI DE VISITE NOUS INDIQUE POTENTIEL REDUIT DE  
MARCHÉ POSSIBLE A/C TAUX ELEVE DU \$ COUT REVIENT  
NON CONCURRENTIEL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A  
89/05/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST :325-ABIDJAN

Colloque de IRPP "L'Afrique & le syst. commercial" en rela-  
tion avec les NCM (Uruguay Round) Abidjan 11-14 Oct. 88.  
Appui/direction pour organisation et rapport sur evenement.

Participation de MITEL/British Telecom a exposition commer-  
ciale dans cadre de semaine Britanique en C.I. 15-18 Nov 88.  
Sem. Hydro Que. Intl. sur environnement/energie elect. en  
Afrique 4-6 Dec.88;appui a org'n/part'n/rprt sur evenement.  
Miss. exploratoire de Soc. Dev. Intl Desjardins pr preciser  
prog. d'appui institutionel a la Financiere 9-18 Dec 88;  
Part'n de notre agent responsable de la BAFD a la reunion  
des RST de l'ACDI (4-9 Dec 88) afin de promouvoir la

QUARTER: 1 MONITOR DEVELOPMENT OF ETHIO-DJIBOUTI BAIL LINK.

QUARTER: 2 Monitor Dev't of Djibouti-Ethiopian Rail Link.  
Provide assistance to ECA cc. to promote sales  
to Ethiopian Airlines (EAL).

QUARTER: 3 -----

QUARTER: 4 -----

Project not yet identified.  
EAC's proposal to finance rail development  
aborted.





QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :301-ADDIS ABABA

005-ADVANCED TECH. PROD.& SERV  
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

OBTAIN DETAILED TOR FOR 7TH TELECOM PROJECT (WB)

PROVIDE ADVANCE INFO TO CDN COMPANIES.

ENCOURAGE EQUIPMENT MANUFACTURERS TO DEMONSTRATE CDN SUPPLY  
CAPABILITY FOR RURAL TELECOM

POSITION CDN COMPANIES TO BID ON INTL TENDERS

ENCOURAGE CDN MANUFACTURERS/INSTITUTIONS TO DEVELOP TRAINING  
ACTIVITIES.

ESTABLISH LINKAGES WITH ETH TELECOM AUTHORITY  
(ETA)

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

PROJECT PREPARATIONS UNDERWAY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/05/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :301-ADDIS ABABA

014-EDUCATION, MEDICAL, HEALTH PROD  
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EDUCATIONAL SERVICES, EQUIPMENT

INVESTIGATE REQUIREMENTS FOR EQUIPMENT, SUPPLIES AND SERVICES BY  
MINISTRIES OF HEALTH, EDUCATION; OBTAIN TENDER NOTICES.

CDN COMPANIES WILL BE BETTER INFORMED RE  
MARKET OPPORTUNITIES.

MONITOR PREPARATION OF 7TH EDUCATION PROJECT AND OBTAIN DETAILED  
TOR.

POSITION CDN COMPANIES/ORGANIZATIONS TO BID  
ON INTL TENDERS ANTICIPATED LATE 88.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MONITOR DEV'T PLANS FOR 7TH EDUCATION PROJECT.

PROJECT IDENTIFIED AND NEGOTIATION UNDERWAY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
89/05/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :301-ADDIS ABABA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MONITOR DEVELOPMENT OF ETHIO-DJIBOUTI RAIL LINK.

-AWAITING SPECIFIC DETAILS AND PROJECT IDENTIFICATION.

-PROPOSALS FOR DJIBOUTI AIRPORT EXPANSION SUBMITTED.

QUARTER: 2 Follow up proposals submitted by Cdn firm for expansion of Djibouti Airport.

Proposals under evaluation.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :301-ADDIS ABABA

015-CONSTRUCTION INDUSTRY  
DJIBOUTI

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 4  
89/05/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :301-ADDIS ABABA

001-AGRI & FOOD PRODUCTS & SERVICE  
DJIBOUTI

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MONITOR DEVELOPMENT PLANS OBTAIN TENDER NOTICES FOR EQUIPMENT,  
SUPPLIES,SERVICES.

COMPANIES WILL BE BETTER INFORMED RE MARKET  
OPPORTUNITIES,

OBTAIN DETAILED TORS FOR MULTILATERAL PROJECTS IN AGRICULTURE,  
LIVESTOCK DEVELOPMENT ETC.

POSITION CDN COMPANIES TO BID ON INTL TENDERS

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/05/10

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 :301-ADDIS ABABA

014-EDUCATION, MEDICAL, HEALTH PROD  
DJIBOUTI

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :326-ALGIERS

001-AGRI & FOOD PRODUCTS & SERVICE  
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUER LES CONSULTATIONS DE CCC ET CCL AVEC LES ORGANISMES  
D'ETAT ALGERIENS.

MAINTENIR NOS MARCHES.

PARTICIPATION A LA FOIRE AGRICOLE INTERNATIONALE EN SEPT/OCT.'88

ACCROISSEMENT DE NOTRE PART DU MARCHÉ

SEMINAIRES TECHNIQUES DURANT LA FOIRE

FAIRE CONNAITRE LES PRODUITS ET LES SERVICES  
CANADIENS AINSI QUE LE FINANCEMENT CANADIEN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEGOCIATIONS SEE/BADR POUR LIGNE DE CREDIT.  
WESTERN FARM SHOW.  
COMMISSION MIXTE.

MISE EN PLACE DE MECANISMES FINANCIERS POUR SOU-  
TENIR NOS VENTES.

DELEGATION ALGERIENNE ACCOMPAGNEE D'UN AGENT  
COMMERCIAL.

DEVELOPPEMENT DU SECTEUR A HAUT NIVEAU.

QUARTER: 2 a)Ligne credit SEE revolving mise en place.  
b)Mission Pommes de terre.  
c)Mission ACDI Protection des Vegetaux.

a)Plusieurs contrats bois et autres matieres.  
b)Parait etre prometteuse.

QUARTER: 3 a)Miss. AG Cda-pommes de terre.b)Commission Cdne  
du Lait.c)James Richardson & Fils-Lentilles.  
d)CCB - Ble. e)Nordion - Irradiation. f)CDMV.  
g)Ligne credit SEE revolving mise en place.

a)dossier prometteur pr '89.b)contrat signe de  
13 mns\$.c)contrat signe de 4mns\$.d)contrat de 3  
ans pluri-annuel signe.e)proj. favorable (2.5  
mns\$.f)contrat signe prod.vet. avec ONAPSA de  
250 mns\$.g)contrats bois/amiante 80%(l.credit)

QUARTER: 4 -----

REPORT 4  
89/05/10

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AEROSPACE

SUIVI DES JOURNEES TECHNIQUES DE GHARDAIA

CONTRATS COMMERCIAUX - COOPERATION ACCRUE

SUIVI: VISITE AU CANADA DE REPRESENTANTS ALGERIENS DANS LE  
DOMAINE DE L'AVIATION CIVILLE.

FAMILIARISATION AVEC CAPACITES CAN.-ETABLIS-  
SEMENT D'UN PLAN D'ACTION POUR LA COOP.CANADO  
-ALGERIENNE-FAMILIARISATION AVEC BESOINS  
ALGERIENS.

VISITE EN ALGERIE DE SPECIALISTES GOUVERNEMENTAUX/PRIVES  
CANADIENS.

FAMILIARISATION AVEC CONTEXTE ET BESOINS AL-  
GERIENS. - ETABLISSEMENT D'UN CLIMAT DE CON-  
FIANCE.

VISITE AU CANADA DES PRENEURS DE DECISIONS ALGERIENS(MINISTERE  
DES TRANSPORTS ET ENTREPRISES NATIONALES).

FAMILIARISATION AVEC CAPACITES CAN.-FAMILIA-  
RISATION AVEC BESOINS ALGER.-PREPARATION DE  
SOUMISSIONS CANADIENNES.

DEMONSTRATIONS DE PRODUITS CANADIENS EN ALGERIE ET FOURNITURE  
D'ECHANTILLONS A TITRE GRATUIT.

FAMILIARISATION AVEC PRODUITS CAN.-ETABLISSE-  
MENT D'UN CLIMAT DE CONFIANCE - VENTES EVEN-  
TUELLES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 GENERAL:RENCONTRE AMBASSADEUR AVEC MINISTRE DES  
TRANSPORTS. COMMISSION MIXTE.  
AVIATION CIVILE:PROMOTION DIVERS DOSSIERS.  
FERROVIAIRE: VISITE GM

MISE A JOUR NOS ACTIVITES ET RELANCER LE  
MOMENTUM.  
DISCUSSION/PROCES VERBAL EXTENSIF.  
CONTRAT HELICOPTERES.

QUARTER: 2 a)Plan Navigation Aerienne. b)Bell Helicoptere.  
c)VME Volvo/camions. d)GM Locomotives.  
e)LNS/Camions anti-incendie. f)CPCS.  
g)Standard Aero/Refaction moteurs Aeronefs.

a)Projet avance mais Cdns doivent agir rapide-  
ment. b)Contrat signe en principe. c)Contrat  
finance en principe. d)Contrat 36 mn\$; 2e phase  
en preparation. e)Negociations prometteuses.  
g)Offre financiere en voie de finalisation.

QUARTER: 3 a)Plan Navigation Aerienne.b)Bel Helicoptere.  
c)VME Volvo/camions.d)GM Locomotives.e)LNS/  
camions anti-incendie.f)CPCS.g)CPCS.h)CANAC.  
i)GM Locomotives.j)Standard Aero/Refaction  
moteurs aeronefs.

a)proj. ira a la concurrence a cause d'un manque  
de coord'n.b)contrat signe pr 3 heliclos.Ques-  
tion financ. resolues.c)contrat finance en prin-  
cipe.d)contrat 36mn\$;2e phase en preparation.e)  
negocia'ns prometteuses se poursuivent.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :326-ALGIERS

011-OIL & GAS EQUIPMENT, SERVICES  
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

SUIVI - MISSION DE L'ALBERTA

CAMPAGNE DE FAMILIARISATION AVEC CAPACITES ET PRODUITS CANADIENS

VISITES AU CANADA DES PRENEURS DE DECISION ALGERIENS

PROMOTION DES BESOINS ALGERIENS AUPRES DES SOCIETES CANADIENNES

VISITES REGULIERES DES SOC.IMPLIQUEES-FAMILIARISATION/CLIMAT DE CONFIANCE - VENTES EVENTUELLES.

PLUS DE SOUMISSIONS DE SOCIETES CAN.SUITE AUX A.O.I. - RECOURS AUX SOCIETES CANADIENNES LORS DE SOUMISSIONS.

FAMILIARISATION/ETABLISSEMENT D'UN CLIMAT DE CONFIANCE - NEGOCIATIONS DE CONTRATS.

SOUMISSIONS CANADIENNES. - CONTRATS EVENTUELS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NATIONAL PETROLEUM SHOW. VISITE AMBASSADEUR AU MINISTRE DE L'ENERGIE. COMMISSION MIXTE. RENCONTRE AMBASSADEUR/SONATRACH. VISITE PETRO-CANADA.

DELEGA'N ALGERIENNE A DECOMANDE A LA DERNIERE MINUTE MAIS AVONS SOUTENU EFFORT PAR LA PARTICIPATION D'UN AGENT COMMERCIAL. MISE A JOUR DE NOS RELATIONS ENERGETIQUES. PREPARATION PARTICIPATION SONATRACH AU CERI DE SEPTEMBRE '88.

QUARTER: 2 a)Stream-Flo/Tetes de puits.  
b)Mission Sonatrach au Canada et participation au CERI.  
c)Global Thermoelectric.

a)Projet d'essai de l'equipement en cours.  
b)Present'n Loi Algerienne Hydrocarbures;bonnes rela'ns dev. a/grandes soc. algerienne;Miss. n'a en fin de compte pu participer/contribuer CERI  
c)Contrat signe a ete repudie par le ministre.

QUARTER: 3 a)Stream-Flo/Tetes de puits.

a)projet d'essai de l'equipement en cours. Societe bien placee pour obtention de contrats futurs.

QUARTER: 4 -----

REPORT 4  
89/05/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :326-ALGIERS

005-ADVANCED TECH. PROD.& SERV  
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISITE MINISTERIELLE ALGERIENNE AU CANADA

MEILLEURE CONNAISSANCE DES DISPOSITIONS CANADIENNES

CONVENTION DE COOPERATION DOC/MPTA

PLUSIEURS PROJETS EN COMMUN

JOURNEES TECHNIQUES ET VISITE DE REPRESENTANTS GOUVERNEMENTAUX DU CANADA.

FAMILIARISATION CAPACITES CANADIENNES/BESOINS ALGERIENS - CLIMAT DE CONFIANCE - PLAN D'ACTION.

SUIVI DE CONTRATS IMPORTANTS

SIGNATURE DE CONTRATS IMPORTANTS

VISITE AU CANADA DES PRENEURS DE DECISION ALGERIENS

MAINTENIR ELAN DANS CE DOMAINE - NEGOCIATION DE CONTRATS - SIGNATURE DE CONTRATS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISSION MDC/JULIEN.  
COMMISSION MIXTE.  
SALON INFORMATIQUE.

MISE A JOUR DE TOUS LES DOSSIERS.  
DOSSIER SPAR PEUT-ETRE RECUPERE (\$20MM)  
PARTICIPATION CANADIENNE - CONTRATS EN VUE.

QUARTER: 2 a)Norther Telecom.  
b)LNS/Tours mobiles  
c)Norther Telecom/Paquet switching  
d)SR Telecom/Projet pilote Tipasa

a)Projet joint-venture en negociation.  
b)Projet parait favorable.  
c)Offre soumise toujours a l'etude.  
d)Projet finalise: debutera sous peu.

QUARTER: 3 a)Global Thermoelectric.b)Northern Telecom/Bell Cda Intl.c)LNS/Tours mobiles.d)Northern Telecom/Paquet switching.e)SR Telecom/Projet pilote Tipasa. f)Journées Techniques Telecom/Informatique.

a)nouveau ministre accepte contrat gre a gre. contrat commercial en nego'n.b)projets j.v. en nego'n.c)proj. parait favorable.d)offre soumise toujours a l'etude.Financement a taux de faveur. possiblement requis.e)proj.finalise:Installation

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :326-ALGIERS

010-MINE,METAL,MINERAL PROD & SRV  
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

SUIVI - MISSION DE L'ALBERTA

MISSION OFFICIELLE PAR LE GOUVERNEMENT FEDERAL OU DE L'ALBERTA

CONTINUER A FAIRE CONNAITRE LES SOCIETES ET  
EXPERTS CANADIENS DANS LE DOMAINE

OBTENIR CONTRATS D'EXPLOITATION DANS LES  
DOMAINES PLOMB, ZINC OU OR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 a)Lac d'amiante.

QUARTER: 4 -----

a)contrat amiante signe avec ERCC (15 millions\$)

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST :326-ALGIERS

- Mission du Quebec (du 15 au 20 septembre).
- Marketplace (du 11 au 26 octobre).
- Salon Agricole (reporte).
- Journées Techniques Telecom et Informatique (du 2-5 dec.).
- Rencontre de l'Ambassadeur avec le Ministre du Commerce.
- Mission Pommes de Terre/AGRIOTT (decembre).
- Mission Projet Tourisme (novembre).
- Rapport sur situation economique et financiere (preparation pour janvier '89).
- Salon Veterinaire (preparation participation janvier '89).

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES  
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IMPLEMENTATION OF PCIAC/NRA TECHNICAL SERVICES AGREEMENT FOR EXPLORATION, SEISMIC AND TECHNICAL EXPERTISE IN LOCAL HYDROCARBON DEVELOPMENT.

PERMANENT CDN PRESENCE FOR MINIMUM TWO YEAR PERIOD IN LOCAL OIL AND GAS DEVELOPMENT. ADDITIONAL PRIVATE SECTOR ACTIVITY IS HIGHLY LIKELY.

FINALIZATION OF ASSESSMENT OF NATURAL GAS RESERVES RECENTLY DISCOVERED IN THE KINGDOM NEAR IRAQI BORDER.

POTENTIAL CDN PARTICIPATION IN DEVELOPING OF JORDANIAN GAS DEPOSIT IF FINANCING PACKAGE CAN BE PUT IN PLACE.

FINALIZATION OF POTENTIAL CDN PARTICIPATION IN THE ANALYSIS OF JORDANIAN OIL SHALE AND TAR SAND DEPOSITS IN ORDER TO EVALUATE POTENTIAL AS INDEGENOUS HYDROCARBON FUELS.

PARTICIPATION BY CDN CONSULTANTS IN THE INITIAL ASSESSMENT OF SHALE AND TAR SANDS RESERVES.

PURSUIT OF POTENTIAL IMPLEMENTATION OF SHALE OIL AND TAR SANDS FACILITIES FOR EXTRACTION OF OIL AND/OR UTILIZATION AS FUEL FEED-STOCK.

AWARD OF CONTRACTS TO CDN FIRMS FOR DEVELOPMENT OF SULTANI SHALE AND WADI ISAAK TAR SANDS DEPOSITS.

PURSUIT OF CDN PARTICIPATION IN ENGINEERING, PROCUREMENT AND CONTRACTING FOR DEVELOPMENT OF RISHA GAS FIELDS.

AWARD CONTRACT TO CDN FIRMS FOR ENGINEERING AND EQUIP PROCUREMENT ASSOCIATED WITH RISHA DEVELOPMENT.

PURSUIT OF POTENTIAL CDN PARTICIPATION IN LONG TERM PIPELINE AND STORAGE FACILITIES TO BE REQUIRED BY JORDAN FOR PETROLEUM AND NATURAL GAS.

ENSURE CDN PARTICIPATION IN FINANCING AND PROCUREMENT REQUIREMENTS FOR NATURAL OIL AND GAS PIPELINE PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT TO NATIONAL PETROLEUM SHOW IN CALGARY BY JORDANIAN MINISTER OF ENERGY AND PARTY OF THREE TECHNICAL EXPERTS, JUNE 1988.

TRIP GENERATED SUBSTANTIAL INTEREST BY CDN PRIVATE SECTOR IN OIL EXPLORATION CONCESSIONS IN JORDAN; PCIAC TECH ASSISTANCE PROG. EXTENDED THROUGH '89 WITH ADD'L \$13 MILL COMMITTED. GOOD PROSPECTS FOR NOVACORP IN GAS PIPELINE STUDY; WESTBURNE

QUARTER: 2 Support for efforts of Westburne Drilling Cda Ltd. in contract extension in Jordan for oil-well rig.

Award of contract by AMOCO to Westburne for Cdn \$2 mill drilling program (upto six months); rig seconded to Amoco by Jordan Natural Resources Authority (NRA).

QUARTER: 3 Extension of PCIAC/NRA Cooperative Hydrocarbon Exploration Project by Canadian \$13 million to allow work to continue up to March 1990.

Seismic acquisition program will continue in new areas of Jordan identified by NRA. Technical training and technology transfer projects will be added to program as part of 1989-90 work commitments by PCIAC.

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 :340-AMMAN

005-ADVANCED TECH. PROD.& SERV  
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

PENDING DECISION ON PART OF TELECOMMUNICATIONS CORP.(TCC)TO PROCEED WITH PARTIAL PRIVATIZATION PROGRAM AND PROCUREMENT OF THIRD FAMILY OF SWITCHING PRODUCTS.

IDENTIFICATION OF CONSULTING AND EQUIPMENT SUPPLY OPPORTUNITIES FOR CDN FIRMS.

WORLD-BANK FUNDED PROCUREMENT OF RURAL TELEPHONE EQUIPMENT TO LINK OUTLYING TOWNS AND VILLAGES WITH NATIONAL TELEPHONE GRID.

AWARD OF TENDERS TO CDN SUPPLIERS BASED UPON TIMELY ADVICE OF INTERNATIONAL BID OPPORTUNITIES.

PRIVATE SECTOR INITIATED SEMINAR PROGRAMS IN JORDAN FOR LOCAL COMPUTER USERS/CUSTOMERS IN DATA NETWORKING TECHNOLOGY AND PRODUCTS FROM CDA.

GREATLY ENHANCED MARKET PRESENCE BY CDN SUPPLIERS BASED ON EFFECTIVE MARKETING AND SUPPORT PROGRAMS TO LOCAL USERS/CUSTOMERS.

POTENTIAL ESTABLISHMENT OF ASSEMBLY/PARTIAL MANUFACTURING FACILITY IN JORDAN BY LEADING CDN TELECOMM EQUIPMENT.

CDN COMMITMENT TO JV/TT IN SECTOR WILL BE MANIFESTED TO AUTHORITIES AND ASSIST IN OVER-ALL SECTORAL EFFORTS IN KINGDOM.

INTRODUCTION OF SELECTED CDN EQUIPMENT IN RURAL TELEPHONY TO TCC WITHIN CONTEXT OF BILATERAL DEVELOPMENT ASSISTANCE PROGRAM.

ADDITIONAL PROCUREMENT OF CDN PRODUCTS AFTER SUCCESSFUL INTRODUCTION UNDER AID PROGRAM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECEIPT OF BIDS BY TELECOMM CORP. (TCC) FOR FIRST PHASE OF 88-89 PROCUREMENT PROGRAM (WOODEN POLES AND CABLE REQUIREMENTS).

CDN SUPPLIER LOW BIDDER ON WOODEN POLE REQUIREMENTS; MID-TABLE PLACING BY CABLE SUPPLIER. BIDS UNDER ANALYSIS WITH SHORTLIST TO BE RELEASED IN 3 MTHS. GOOD PROSPECTS FOR CDN \$4.4 MN MINIMUM IN SALES.

QUARTER: 2 Promotion of Cdn computer technology to local distributors and end users.On-going promotion of Cdn Telecomm expertise to Jordanian Telecommunications Corp (TCC) who are in midst of US\$200 mill procurement program.

Visit by Farabi Ltd.rep introduced specialized eqpt for Arabiza'n of comp.term. Dstrbtr/sales of upto C\$250,000 identified.N.Telecom tech'l sem.10Aug.highlighted switching tech. to TCC mngmt/eng. staff.Sem.intented to support C\$70mn

QUARTER: 3 Receipt of bids 31 October 1988 by Telecommunications Corporation (TCC) for major components of USA \$100 million equipment procurement program.

Positioning of Canadian exporters withing front-runners for supply of wooden poles and switching equipment required by TCC. Award of contract expected by second quarter of 1989.

QUARTER: 4 -----

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

003-GRAINS AND OILSEEDS  
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZATION OF ASSESSMENTS BY LOCAL IMPORTERS OF CANOLA SAMPLES PROVIDED BY CDN EXPORTERS.

SUBSTANTIAL MARKET PENETRATION BY CANOLA OIL ONCE IMPORTERS AND CONSUMERS VIEW PRODUCTS AS VIABLE PRICE ALTERNATIVE TO TRADITIONAL SOYA AND CORN OILS.

ASSESSMENT OF PARTICIPATION BY JORDANIAN CANDIDATES IN CIGI INTERNATIONAL GRAINS COURSE AT WINNIPEG IN 1988/89.

INTRODUCTION OF CDN TECHNOLOGY TO JORDANIAN MILLERS AND GOVT CONTROLLED BAKERIES FROM WHICH MARKET PROMOTION EFFORTS FOR GRAINS AND FLOUR CAN BE FOCUSED.

SEMINAR PROGRAM IN JORDAN BY CANOLA COUNCIL OF CANADA AS PART OF REGIONAL INITIATIVE PROPOSED BY THE EMBASSY IN IRAQ.

EXTENSIVE PUBLIC EDUCATION REGARDING CDN CANOLA PRODUCTS AND EXPERTISE WHICH WILL IMPACT ON BUYING DECISIONS OF LOCAL IMPORTERS.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Agriculture Canada Exploratory Technical Mission to Jordan examined prospects for Canola oil and meal-cake products in Jordanian market.

CSP Foods Limited to pursue introduction of retail pack Canola oil in Spring 1989 promotion with Safeway International.

QUARTER: 4 -----

REPORT 4  
89/05/10

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

007-POWER & ENERGY EQUIP. & SERV.  
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

AWARD OF CONTRACT WITH THE JORDAN ELEC AUTHORITY(JEA)FOR THE AQA-BA II THERMAL POWER STATION & NUMBER OF TRANSMISSION AND POWER GENERATION FEASIBILITY STUDIES.

SIGNIFICANT CDN PARTICIPATION IN CONSULTING ENGINEERING REQUIREMENTS OF JEA PLANNING; SLIM HOPES FOR AQABA II PROJECT.

AWARD OF CONTRACT FOR PROCUREMENT OF TRANSDUCERS,INSULATOR WASHING,STRINGING EQUIPMENT AND OTHER MAINTENANCE EQUIPMENT REQUIREMENTS OF JEA.

SUCCESSFUL MARKET PENETRATION BY AT LEAST ONE OF CDN FIRMS WHO PARTICIPATED IN RECENTLY ISSUED TENDERS.

DEFINITION OF JEA LONG TERM PLANNING FOR UTILIZATION OF INDIGENOUS HYDRCARBON FUELS FOR FEEDSTOCKS IN ELECTRICAL POWER GENERATION SECTOR.

OPPORTUNITY FOR CDN EXPERTISE IN ELECTRICAL ASPECTS OF HYDROCARBON DEVELOPMENT INCLUDING POWER LINES AND ASSOCIATED EQUIPMENT.

ASSESSMENT OF TRANSMISSION LINE REQUIREMENTS FOR EXPECTED RISHA-AMMAN GRID CONNECTION.

POSSIBLE CDN PARTICIPATION IN ENGINEERING AND /OR EQUIPMENT PROCUREMENT ASPECTS OF RISHA-AMMAN PROJECT.

ASSESSMENT OF ELECTRICAL TRANSMISSION REQUIREMENTS OF PROPOSED SULTANI DEVELOPMENT UTILIZING SHALE OIL AS FEEDSTOCK FOR POWER GENERATION.

PROVISION OF EARLY DATA CDN INDUSTRY ON PROJECT AND ACTICIPATED REQUIREMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT BY JORDANIAN MINISTER OF ENERGY TO TORONTO FOR DISCUSSIONS WITH SENIOR EXECUTIVES OF ONTARIO HYDRO.

ONT. HYDRO & JORDAN ELEC AUTHORITY CONSIDERING COOP'N IN INTL MKTG EFFORTS IN MIDDLE EAST;STAFF EXPERTS FM HYDRO & ENERGY MNGMT PROGRAMS TO BE EXAMINED BY CIDA INDUS'L COOP'N AND BILATERAL DEVELOPMENT PROGRAMS RESPECTIVELY.

QUARTER: 2 -----

QUARTER: 3 Tabling on 10 December 1988 of Lummus Canada Feasibility Study for assessment of Sultani Oil Shale deposits as electrical power generation feed-stock.

Study currently being reviewed by Jordan Electricity Authority (JEA). Development of Sultani as site for 25mw Demonstration Plant will require decision by Minister of Energy and Cabinet in 1989.

QUARTER: 4 -----

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

014-EDUCATION, MEDICAL, HEALTH PROD  
JORDAN

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

IMPLEMENTATION OF UNIV OF TORONTO/PALESTINE HOSPITAL NEUROLOGICAL CENTRE PROJECT.

POTENTIAL EQUIPMENT SUPPLY AND SPECIALIZED SERVICE OPPORTUNITY IN PROJECT WITH READILY VISIBLE CDN ORIENTATION.

DETAILED MARKET ASSESSMENT OF POTENTIAL OPPORTUNITIES IN THE SUPPLY OF MEDICAL PHARMACEUTICALS, BIOLOGICAL REAGENTS AND OTHER SIMILAR PRODUCTS.

SUCCESSFUL MARKET PENETRATION BY INCREASING NUMBER OF FIRMS MANUF BIOLOGICAL PRODUCTS INCDA FOR EXPORT.

INITIATION OF CDN-SPONSORED ACTIVITIES IN RESPECT OF CURRICULUM DEVELOPMENT FOR THE AL-QUDS OPEN UNIVERSITY PROJECT; COORDINATED BY ACCC REGIONAL OFFICE IN AMMAN.

PARTICIPATION IN AQOU PROJECT BY THREE CDN AGENCIES FOCUSSED UPON CURRICULUM DEVELOPMENT IN DISTANCE EDUCATION FIELD.

FOLLOW-UP TO JAN. 88 EDUCATIONAL SERVICES AND TRAINING MISSION TO JORDAN.

DEFINITION OF SALES/PROJECT OPPORTUNITIES FOR FIRMS PARTICIPATING ON MISSION FOR IMPLEMENTATION BY END-1988.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Support for marketing efforts of Cdn suppliers of equip and services related to production of pharmaceutical capsules in Jordan. Original plant equip sourced from Cda.

Award of contract to Technophar, Windsor Ont for supply of specialized equip/srvcs to Arab Centre for Pharmaceuticals/Chemicals. EDC financing in final stages of approval for transaction valued at approx. Cdn \$750,000.

QUARTER: 3 Kick-off of University of Toronto/Palestine Hospital project for Neurological Treatment Centre in Amman.

Three Canadian health professionals now on staff at Palestine Hospital; Siemens CATSCAN now installed, Annual liaison visit by University of Toronto Faculty of Neurology representatives successfully concluded.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE  
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZATION OF FARM MANAGEMENT AGREEMENTS BY CDN CONSULTANTS FOR MAJOR CEREAL GRAINS FARM DEVELOPMENT PROJECTS IN THE SOUTH EAST JORDAN.

ESTABLISHMENT OF LOCAL OFFICES BY AT LEAST TWO CDN FIRMS WHO WILL MANGE PRIVATE SECTOR FARMS IN SE. ADDITIONAL WORK IN MARKET WILL LIKELY RESULT.

RETURN TO COMMERCIAL SUPPLY/SHIPMENT BY CDN SEED POTATO EXPORTERS TO JORDANIAN PRIVATE SECTOR BUYERS; POSSIBLE PENETRATION OF JORDAN COOPERATIVES FOR CDN SEED.

SALES OF BETWEEN 250-600MY OF CDN SEED POTATOES TO JORDAN BY CDN EXPORTERS IN 1988/89 PERIOD.

ADDITIONAL PROMOTION OF CDN SUPPLIERS TO JORDANIAN IMPORTERS AND RETAIL DISTRIBUTORS OF FOOD PRODUCTS, INCL MAJOR SUPERMARKET OPERATORS.

SALES OF CDN FOOD PRODUCTS TO BUYERS SUCH AS SAFEWAY JORDAN, BARQ AND OTHER SUPERMARKET OPERATIONS.

FOLLOW-UP TO MARCH 87 AGRICULTURAL EQUIPMENT MISSION TO JORDAN AND POTENTIAL PILOT PROJECT FOR MECHANIZATION OF LENTILS HARVESTING.

INTRODUCTION OF CDN TILLAGE, SEEDING & HARVESTING EQUIPMENT TO JORDAN COOPERATIVES AND PRIVATE SECTOR AGENCIES.

VISITS TO CANADA BY JORDANIAN IMPORTERS OF LIVESTOCKS'DAIRY SEMINARS IN JORDAN FOR PUBLIC AND PRIVATE SECTOR IMPORTERS.

INTRODUCTION OF CDN BRED GOATS AND DAIRY CATTLE TO JORDANIAN BREEDERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INCEPTION SEMINAR FOR CDN LENTILS MECHANIZATION PROJECT AT THE JORDAN UNIVERSITY OF SCIENCE AND TECHNOLOGY (JUST).

SEMINAR MARKS FIRST STEP IN INTRODUCTION OF CDN DRYLAND FARMING EQUIPMENT SYSTEM FOR USE IN LENTILS CULTIVATION AND HARVESTING. PROGRAM LASTING 26 MONTHS, SUPPORTED BY CIDA INC., NOW UNDERWAY.

QUARTER: 1 OPENING OF SAFEWAY STORE OUTLET IN AMMAN ON 30 JUNE 1988; TRAVEL TO CDA BY DIRECTOR OF BARQ SUPERMARKETS.

SAFEWAY STORE FEATURES MCCAIN PRODUCTS AS WELL AS CDN MAPLE SYRUP & SIMILAR PRODUCTS;BARQ VISIT INTENDED TO IDENTIFY CDN CONSOLIDATOR FOR SHIPMENTS TO JORDAN OF SPICES, SPECIALTY PRODUCTS AND DRY GOODS.

QUARTER: 2 Promotion of Cdn food prods to local buyers;support to visiting mktg. reps during trips to territory.

First order from newly opened Safeway Supermarket to McCain's for frozen juice concentrates valued at Cdn \$125,000. Repeat orders anticipated throughout year.

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

001-AGRI & FOOD PRODUCTS & SERVICE  
JORDAN

TRACKING:                      ACTIVITIES UNDERTAKEN IN QUARTER:                      QUARTERLY RESULTS REPORTED:

QUARTER: 3 Award of contract to Agrodev Canada by Gladco/  
Jordan for design, management and procurement of  
equipment/services for 1200 ha. cereal grains  
farm in southeast Jordan.

Contracting of approximately CDN \$1 million in  
equipment and services from Canada for project  
including tractors, implements and consulting  
engineering services.

QUARTER: 4 -----

REPORT #5 QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
89/05/10 FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

340 - AMMAN

JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN ANTICIPATED RESULTS

	ACTIVITIES PROPOSED IN POST PLAN	ANTICIPATED RESULTS
SERVICE INDUSTRIES	SERVICES NOT ELSEWHERE SPECIF.	
	ENCOURAGE POTENTIAL INVESTORS ACTIVE IN THESE INDUSTRIAL SECTORS TO UNDERTAKE RECONNAISSANCE VISITS TO CDA FOR "FIRSTHAND" VIEW OF OPPORTUNITIES IN CDA.	IDENTIFICATION OF 6-10 POTENTIAL INVESTOR CANDIDATES WHO WILL UNDERTAKE SUCH VISITS IN 88/89 PERIOD.
CONSTRUCTION INDUSTRY	BUILDING PRODUCTS	
	PROMOTION OF OPPORTUNITIES CDA CONF. TO LOCAL INDUSTRIALISTS AS MECHANISM FOR ASSESSING CDA AS DESTINATION FOR FOREIGN INVESTMENT LOCATION OF REGIONAL OFFICES I.A.	PARTICIPATION BY AT LEAST 6-10 JORDANIAN DELEGATES AT MARCH 89 CONFERENCE.
CONSUMER PRODUCTS	FURNITURE & APPLIANCES	
	PROMOTION OF OPPORTUNITIES CDA CONF. TO LOCAL INDUSTRIALISTS AS MECHANISM FOR ASSESSING CDA AS DESTINATION FOR FOREIGN INVESTMENT LOCATION OF REGIONAL OFFICES I.A.	PARTICIPATION BY AT LEAST 6-10 JORDANIAN DELEGATES AT MARCH 89 CONFERENCE.
INDUSTRIAL MACHIN, PLANTS, SERV.	MANUFACT & MATERIAL PLANT, EQP.	
	PROMOTION OF OPPORTUNITIES CDA CONF. TO LOCAL INDUSTRIALISTS AS MECHANISM FOR ASSESSING CDA AS DESTINATION FOR FOREIGN INVESTMENT LOCATION OF REGIONAL OFFICES I.A.	PARTICIPATION BY AT LEAST 6-10 JORDANIAN DELEGATES AT MARCH 89 CONFERENCE.
EDUCATION, MEDICAL, HEALTH PROD	PHARMACEUTICALS, BIOTECHNOLOGY	
	No proposed activities indicated	
NON SECTORALLY ORIENTED ACTIVITIES		
	CONTINUING LIAISON WITH OFFICIALS OF CDN BANKS ACTIVE IN REGION IN TERMS OF PRIVATELY ADMINISTERED INVESTMENT SYNDICATES & OTHER OFFSHORE BANKING MECHANISMS WHICH MIGHT HAVE ATTRACTION TO JORDANIAN INVESTORS.	RECRUITMENT OF 2-5 SYNDICATE MEMBERS WHICH WILL SERVE TO ENCOURAGE ADDITIONAL LOCAL MARKETING EFFORTS BY CDN BANKS.

340 - AMMAN

JORDAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

TWO TRIPS TO POST TERRITORY IN QUARTER BY  
GESCOMONT REPS PROMOTING INVESTMENT CONFERENCE  
IN MONTREAL, JULY '88.

UP TO 10 JORDANIAN PARTICIPANTS RECRUITED FOR  
CONFERENCE.

QUARTER : 2

-----

QUARTER : 3

-Encouragement of visits to Canada by potential  
Jordanian investors in service industries.  
-Visit to Jordan in October 1988 of Alberta  
Government Investment Promotion Officer.

-Visits undertaken by four potential candidates  
in trading, construction and optical supplies  
sectors.

-Interviews at Embassy of 17 potential investor  
immigrant candidates; four have tabled formal  
applications.

QUARTER : 4

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST :340-AMMAN

PEMD Sponsored Saskatchewan Trade Mission, November 1988  
(10 members).  
Visit by Petro Canada Chairman William Hopper.

Demonstration to Royal Jordanian Airlines of the Boeing  
Canada Dash-8.

Agriculture Canada Exploratory Technical Mission, December  
1988 (6 members).



REPORT 4  
89/05/10

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 :346-BAGHDAD

009-FOREST PRODUCTS,EQUIP,SERVICES  
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

ENSURE COMPLETE FULFILLMENT OF CONTRACT TO SUPPLY 22,000 M.T. OF NEWSPRINT BY INTERNATIONAL BOARD OF MARKETING ASSOCIATES (MONTREAL).

RECRUIT MAJOR CANADIAN NEWSPRINT PRODUCERS TO BID ON IRAQI 1988-89 REQUIREMENTS.

IF CONTRACT IS SATISFACTORILY CONCLUDED, PROSPECTS FOR ADDITIONAL SALES OF \$20 MILLION FROM CANADA WILL BE EXCELLENT.

TOTAL IRAQI MARKET CAN BE SECURED FOR CDN PRODUCERS IF ONE OR MORE EXPORTERS WILLING TO SUPPLY IRAQ.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

IMPROVE ARAE KNOWLEDGE OF TECHNICAL, MARKETING AND ADMINISTRATIVE ASPECTS OF GROWING AND EXPORTING BUSINESS OPPORTUNITIES.  
PRELIMINARY RESULTS HAVE BEEN POSITIVE. EXPERIENCE CONTINUES. LARGE MARKET FOR CANOLA SEED COULD BE TAPPED.  
HIGH-VALUE NONAGRICULTURAL PRODUCTS FROM INDUSTRIES ARE MORE LIKELY TO SEEK OUT NEW SOURCES OF SUPPLY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 -----
- QUARTER: 2 -----
- QUARTER: 3 Continue to work with SRI to ease payment problems to C.B.
- QUARTER: 4 -----

Work continued but payments delays increasing due to shortage of foreign exchange.

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

005-ADVANCED TECH. PROD.& SERV  
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

RENDER ASSISTANCE IN RE-OPENING CONTRACT NEGOTIATIONS WITH IRAQI  
MINISTRY OF DEFENCE.

SUCCESSFUL CONCLUSION OF THIS DEAL WOULD  
ALLOW BCI TO RE-OPEN LOCAL OFFICE AND PROVIDE  
NEEDED REVENUES OF APPROX. \$60 MILLION TO  
REMAIN IN IRAQI MARKET.

SUPPORT ON-GOING ACTIVITIES OF BCI AFTER RE-ESTABLISHMENT OF  
LOCAL OFFICE IN LIAISON WITH M.O.D. AND PTT.

PROMOTE ADDITIONAL IRAQI INTEREST IN CANADIAN  
GOODS AND SERVICES.

ASSUMING BCI IS SUCCESSFUL IN OBTAINING SECTION 31 FINANCING, POST  
WILL COMMENCE MORE ACTIVE PROMOTION OF OTHER CANADIAN COMMUNICA-  
TIONS PRODUCTS IN IRAQ.

DEVELOP NEW PROJECTS/SUPPLY CONTRACTS WHICH  
OF CANADIAN GOVERNMENT FINANCING IS AVAILABLE  
COULD EXCEED \$200 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Assist BCI to re-open Iraq market.

QUARTER: 4 -----

BCI participation in BIF resulted in substantial  
interest among small system users-potential is  
good.

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

003-GRAINS AND OILSEEDS  
IRAQ

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

CEREAL GRAINS

ASSIST CANADIAN WHEAT BOARD IN ITS RELATIONS WITH IRAQI GRAIN BOARD IN THIRD YEAR OF CANADA-IRAQ LONG TERM AGREEMENT.

ENSURE SMOOTH RUNNING OF LTA AND ASSIST WHEN PAYMENTS TO CWB ARE DELAYED.

MONITOR STATUS OF TRANSPORTATION CREDITS GRANTED BY USA AND AUSTRALIA AND ADVISE CWB ABOUT RECOMMENDED CANADIAN POLICY.

HELP TO PROTECT SIZEABLE CANADIAN MARKET SHARE OF IRAQI GRAIN IMPORTS.

CO-ORDINATE NEW TRAINING ACTIVITIES OF CANADIAN INTERNATIONAL GRAINS INSTITUTE FOR IRAQI SPECIALISTS.

ENHANCE REPUTATION OF CANADA AS TECHNOLOGICALLY ADVANCED SUPPLIER OF HIGHEST QUALITY MILLING WHEAT.

OILSEEDS

CANOLA TECHNICAL AWARENESS SEMINARS (ORIGINALLY SCHEDULED FOR 1987/88 TO BE RESCHEDULED) CANADIAN INDUSTRY MUST BE CONVINCED OF ATTRACTIVENESS OF IRAQI AND ARAB MARKET.

IMPROVE ARAB AWARENESS OF TECHNICAL, NUTRITIONAL AND AGRICULTURAL MERITS OF GROWING AND CONSUMING CANADIAN CANOLA.

CONTINUE WORK WITH APPLIED AGRICULTURAL RESEARCH CENTRE AND COLLEGE OF AGRICULTURE, UNIVERSITY OF BAGHDAD, TO EXPAND FIELD TRIALS OF CANADIAN CANOLA CULTIVATED IN IRAQ.

PRELIMINARY RESULTS HAVE BEEN OUTSTANDING; IF EXPERIENCE CONTINUES, LARGE MARKET FOR CANOLA SEED COULD BE CREATED.

WORK WITH ARAB FEDERATION FOR FOOD INDUSTRIES TO INCREASE EXPOSURE TO CANADIAN TECHNOLOGY AND EXPERIENCE IN OILSEEDS AND OTHER FOOD AREAS.

WITH GREATER EXPOSURE, ARAB (AND IRAQI) FOOD INDUSTRIES ARE MORE LIKELY TO SEEK OUT CDN SOURCES OF SUPPLY.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Continue to work with GBI to ease payment problems to CWB.

Work continued but payments delays increasing due to shortage of foreign exchange.

QUARTER: 4 -----

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

011-OIL & GAS EQUIPMENT,SERVICES  
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

AFTER RADICAL RESTRUCTURING OF IRAQI OIL MINISTRY AND AFFILIATED STATE COMPANIES,CONTINUE TO INVESTIGATE IMPORT REQUIREMENTS, AND PROMOTE CANADIAN CAPABILITY.

INCREASE INTEREST ON PART OF IRAQI IMPORTERS IN CDN PRODUCTS AS ALTERNATIVE TO GOODS TRADITIONALLY PURCHASED.

CONTINUE TO SUPPORT ACTIVITIES OF FIRMS SUCH AS CANUSA COATING SYSTEMS AND NOVACORP TO HELP THEM EXPAND PRODUCTIVE RELATIONSHIP WITH MAJOR CONTRACTORS AND SUPPLIERS IN FIELD.

ALLOW CANADIAN FIRMS TO IMPROVE THEIR CHANCES OF RECEIVING PAYMENT BY SELLING TO IRAQ VIA ESTABLISHED SUPPLIERS.

INCREASE LIAISON WITH LOCAL OFFICES OF MAJOR FIRMS (I.E. SAIPEM, HYUNDAI, ENI, ETC) RECENTLY AWARDED IPSA II PIPELINE CONSTRUCTION PROJECT CONTRACT.

ENCOURAGE PRIME CONTRACTORS TO INCLUDE CDN GOODS AND SERVICES WHERE TECHNICALLY SUITABLE AND COMPETITIVE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 2 Facilitate work of Canadian oil and gas equipment and services companies in Iraq and introduce new companies.

Computer Modelling Grup (CMG) introduced to State Company of Oil Projects.

QUARTER: 3 Assist Canadian companies to access purchasers in O and G sector.

Two new companies contacted for contracting. No contracts completed.

QUARTER: 4 -----

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

POST :346-BAGHDAD

Visit of EDC risk reassessment team.

Introduction of CCC and CCC/PRO-ECO contract negotiations/  
signing with SEIDACC.

AGCANADA mission to Iraq/AFFI.

Spare parts sales to Grain Board of Iraq by Compuweigh/  
Federal Pioneer.

Market investigation by Ontario International Corporation.

QUARTER: 2 Complete Metro Septic contract and issuance of  
all Damohour loan documents.  
2. Monitor EDA loan project to see if EDC has  
chance to renew negotiations.

Supported Ede Wire Cable final nego for signing  
of contract - Intervened to get loan agreement  
& legal opinion for Damohour in order to  
& Willoughby could get EDC final - confirmed by  
has no chance as follows contracted EDC project

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

003-GRAINS AND OILSEEDS  
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OILSEEDS

GAIN APPROVAL FOR CANOLA TO BE IMPORTED.

CANOLA APPROVED.

IDENTIFY POTENTIAL IMPORTERS/PROCESSORS.

CANOLA IMPORTED: \$3 MIL SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Canola - Monitor and assist with approval steps.

Followed up and negotiated approval program to be done by Ministry of Health.

QUARTER: 3 -----

QUARTER: 4 -----



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

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

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

VISITS TO AGENTS, PUBLIC SECTOR OFFICIALS, AND JV OPERATORS TO  
GATHER INFO, PREPARE REPORT.

SECTOR PROMOTIONAL STRATEGY.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 (A) ENSURE PARTICIPATION AT NPS  
(B) EXPAND REPORT ON OIL & GAS SECTOR

ENSURED EGYPTIAN PARTICIPATION AT NPS.  
VISITED 35 OIL/GAS COMPANIES MOSTLY ASSOCIATED  
WITH THE SERVICING INDUSTRY.  
PREPARING DRAFT EXPANDED SECTORAL REPORT.

QUARTER: 2 Finalize draft expanded oil/gas report.

Latest round of calls which concentrated on the  
servicing industry did not yield enough sub-  
stance to produce a final expanded report.  
Extended leave and TD precluded any further  
progress.

QUARTER: 3 -----

QUARTER: 4 -----

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

009-FOREST PRODUCTS,EQUIP,SERVICES  
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

KEEP IN CONTACT WITH LUMBER IMPORTERS TO SEEK OPPORTUNITIES  
AND UPDATE REPORTS ON LUMBER MARKET SITUATION FOR FOLLOW-UP  
BY CANADIAN EXPORTERS.

\$35 MILLION EXPORTS IN 1988/89.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 EXPAND ON LAST SECTOR REPORT, INITIATE NEW SALES

SALES REPORTED 10,000 CU.M. SPF  
3,000 M.T. UNBLEACHED PULP AND  
2,000 M.T. NEWSPRINT

QUARTER: 2 Follow up with lumber importers and Canadian  
suppliers the reintroduction of Canadian lumber  
to local market.

Two visits to lumber importers in Alexandria re-  
sulted in sale of 40,000 cubic meters and two  
sectorial reports sent to Canadian suppliers  
that led to above sales.

QUARTER: 3 -----

QUARTER: 4 -----

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

005-ADVANCED TECH. PROD.& SERV  
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ANALYSIS OF NEW 5-YEAR PLAN

SHORTLIST OF GOVERNMENT INVESTMENT PROJECTS  
OF INTEREST.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Follow-up on following projects: a) Remote Sensing Lab & Ground Station; b) Planned production line for telephone exchange (EPABX); c) Data network and X.25 linking system.

Finan. for remote sens. lab proved to be essent. & due to absence of EDC, no Cdn partic. in project. Telephone exchange tender to be iss. next OCT or NOV. Started implem., succ. in intro. Cdn Co. "Farabi" to local author. Farabi may be succ

QUARTER: 3 Follow-up on following projects: a) Remote Sensing Lab & Ground Station. b) Planned production line for telephone exchange (EPABX). c) Data network and X.25 linking system.

Proj. is still identified as an opportunity to Cdn Co. Present status is pending due to lack of financing fm clients side & absence of credit facilities fm Cdn side. -Tender was published in Nov.88.2 Cdn cos purchased tender documents and

QUARTER: 4 -----

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

010-MINE,METAL,MINERAL PROD & SRV  
ARAB REPUBLIC OF EGYPT

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:           ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

THE CIDA COMMODITY AID TENDER TO INTRODUCE CANADIAN SPEC  
COKING COAL IN 1988 AND SULPHUR IN 1989.

- 1) INITIAL SALE OF 40,000 TONNE COAL.
- 2) ACCEPTANCE OF CANADIAN SPEC FOR MINING WITH OTHERS.

STUDY OF EGYPTIAN MARKETS FOR CANADIAN MINERAL EXPORTS.

SECTOR STRATEGY AND PROMOTIONAL PLAN.

FOLLOW-UP SUCCESS IN USE OF INTRODUCTORY CANADIAN AID COAL  
SHIPMENTS AND SEEK ADAPTATION OF EGYPTIAN SPECS TO PERMIT  
CANADIAN QUOTES.

FIRST COMMERCIAL SHIPMENT OF CANADIAN COAL.

-----

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:           QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

QUARTER: 7 -----

QUARTER: 8 -----

QUARTER: 9 -----

QUARTER: 10 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :319-DAMASCUS

011-OIL & GAS EQUIPMENT, SERVICES  
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZATION OF CONTRACT WARD TO CDN FIRM FOR GAS TREATMENT  
PLANT REQUIRED FOR THAYYEM GAS FIELD IN NORTHEAST OF SYRIA.

CDN PARTICIPATION IN THAYYEM PROJECT SHOULD  
TRIGGER EXTENSIVE MARKET PENETRATION BY CDN  
FIRMS IN THIS SECTOR.

CONFIRMATION OF CANADIAN OCCIDENTAL PETROLEUM EXPLORATION ACTIVI-  
TY IN MARKET. BLOCK UNDER CONSIDERATION IN THE SOUTH OF SYRIA  
NEAR THE JORDAN BORDER.

MARKET PRESENCE BY CDN EXPLORATION FIRM SHOU-  
LD RESULT IN COMMERCIAL SPINOFF FOR CDN SERV-  
ICE FIRMS IN SEISMIC AND DRILLING ACTIVITIES.

RENEWED VISITS TO MARKETS BY REPS OF CDN OILFIELD EQUIPMENT MANU-  
FACTURERS AND SOLIDIFICATION OF RELATIONSHIPS WITH LOCAL AGENTS.

ENHANCED PARTICIPATION BT CDN FIRMS IN ON-GO-  
ING EQUIPMENT TENDERS ISSUED BY SPC AND AL-  
FURAT CO.

ASSESSMENT OF NEW SYRIAN GAS FIELDS WHICH ARE EXPECTED TO BE BR-  
OUGHT INTO PRODUCTION IN THE 1988-90 PERIOD.

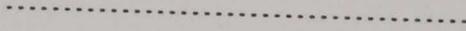
EXPANDED SCOPE OF FOR PROCUREMENT OF CDN PRO-  
DUCTS AND TECHNOLOGY TO BRING GAS WELLS INTO  
ACTIVE USE.

ANALYSIS OF REQUIREMENMTS OF HOMS AND BANIAS REINERIES IN TERMS  
OF UPGRADING AND/OR EXPANSION OF EXISTING FACILITIES.

IDENTIFICATION OF LONGER TERM PROJECTS IN DO-  
WNSTREAM OIL AND GAS ACTIVITIES. EXTERNAL FI-  
NANCING WILL BE ESSENTIAL.

PARTICIPATION BY SYRIAN OFFICIALS IN 1988 NPS IN CALGARY.

IDENTIFICATION OF NEW AREAS IN OIL AND GAS  
SECTOR WHERE CDN EXPERTISE MAY BE APPROPRIATE  
(EG. OIL SHALE).



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :319-DAMASCUS

001-AGRI & FOOD PRODUCTS & SERVICE  
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ENHANCED PROMOTIONAL EFFORTS WITH GOVT REGISTERED "MIXED AGRICULTURAL COMPANIES" TO EXPLORE POSSIBLE INTEREST IN CDN PRODUCTS AND SERVICES FOR FARM DEVELOPMENT PROJECTS.

INITIAL CONSULTANCY CONTRACT BY CDN FIRM FOR FARM MANAGEMENT; POSSIBLE IMPORTS OF CDN DAIRY CATTLE BY ONE FIRM.

FOLLOW-UP TO SYRIAN PARTICIPATION AT WESTERN CANADA FARM PROGRESS SHOW IN JUNE 87. ASSESSMENT OF TRIALS PROGRAM FOR CDN FARM IMPLEMENTS WITH GEN ORG. FOR AGRIC MERCHANIZATION.

POSSIBLE CONSIGMENT OF CDN ROCKPICKERS OR OTHER SPECIALIZED IMPLEMENTS FOR TRIALS PROGRAM WITH G.O.A.M.

SUPPORT EFFORTS OF LOCAL AGENTS FOR CDN FOOD PRODUCTS EXPORTERS IN ANTICIPATION OF EASING OF IMPORT RESTRICTIONS PLACED UPON PRIVATE SECTOR SYRIAN IMPORTERS.

RETURN TO PREVIOUS SALES LEVEL (EG 500K TO \$1M) OF CDN FOLLD PRODUCTS IN MARKET.

POTENTIAL INTRODUCTION OF CDN SEED POTATO VARIETIES WITH THE GENERAL ORGANIZATION FOR SEED MULTIPLICATION (GOMS) IN ALEPPO.

AFTER TRIALS PROGRAM, INCLUSION OF CDN VARIETIES IN GOSM CALLS FOR TENDER BY FOREIGN SEED POTATO SUPPLIERS. BASIS FOR PENETRATION OF "DUTCH" MARKET.

FOCUS FOOD PRODUCTS PROMOTIONAL EFFORTS ON STATE PURCHASING AGENCIES SUCH AS GEZA WITH EMPHASIS ON RAW MATERIALS, OILSEED PRODUCTS (CANOLA) AND CEREAL GRAINS.

INITIAL TRIAL ORDERS FOR CDN PRODUCTS BY GEZA THROUGH SUCCESSFUL TENDER PARTICIPATION BY CDN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :319-DAMASCUS

005-ADVANCED TECH. PROD.& SERV  
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

DECISION BY SYRIAN TELECOMMUNICATIONS ESTABLISHMENT (STE) REGARD-  
ING PROCUREMENT OF SWITCHING AND PABX TECHNOLOGY DUE TO UNAVAILA-  
BILITY OF EXTERNAL FINANCING.

POTENTIAL CONTRACT AWARD FOR TWO PROJECTS TO  
NORTHERN TELECOM IF FINANCING COULDBE PUT IN  
PLACE.

ON GOING ASSISTANCE TO CDN FIRMS SUCH AS MARMAH MICROSYSTEMS,  
ALIS AND GANDALF IN MARKETING EFFORTS TO KEY PUBLIC SECTOR  
AGENCIES IN SYRIA.

ENHANCED MARKET PENETRATION BY CDN SUPPLIERS  
OF COMPUTER HARDWARE AND SOFTWARE SYSTEMS.

ASSESSMENT OF PRIVATE SECTOR CAPABILITY IN COMPUTER FIELD (PRES-  
ENTLY CONFINED TO ENTERTAINEMENT APPLICATIONS) IN ORDER TO IDENT-  
IFY POTENTIAL LOCAL AGENTS FOR CDN SUPPLIERS.

POTENTIAL BASIS FOR RECRUITEMENT OF PARTICIP-  
ANTS FOR INCOMING COMPUTER TECH MISSION TO  
CDA.

TO WORK CLOSELY WITH NORTHERN TELECOMM TO UNDERTAKE VISIT TO CDA  
BY DIRECTOR GENERAL OF STE FOR DISCUSSIONS WITH INDUSTRY AND GOVT  
CONCERNING SWITCHING AND PABX PROJECTS.

POTENTIAL AVAILABILITY OF CREDIT FACILITIES  
TO STE IN ORDER THAT INITIAL EQUIP PROCUREME-  
NT CAN BE UNDERTAKEN.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :319-DAMASCUS

009-FOREST PRODUCTS,EQUIP,SERVICES  
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

INTRODUCTION OF CDN EXPERTISE TO SYRIAN AUTHORITIES IN CONTROL OF EFFLUENTS FROM PULP PRODUCTION FACILITIES.

POTENTIAL CONSULTANCY CONTRACT FOR CDN FIRM IF FINANCING CAN BE FOUND.

ASSESSMENT OF SYRIAN PROCUREMENT FOR FINE PAPER AND NEWSPRINT FOR LOCAL INDUSTRIES.

CONTINUED PENETRATION BY EXPORTERS SUCH AS UNI-PAPER AND IBMC IN MONTREAL N GEZA TENDERS

ASSESSMENT OF LONGER TERM REQUIREMENTS BY SYRIAN PULP PRODUCTION FACILITIES FOR UPGRADING OR EXPANSION OF EXISTING FACILITIES.

IDENTIFICATION OF LONGER TERM PROJECT OPPORTUNITIES FOR CDN PULP AND PAPER EQUIP AND EXPERTISE. EXTERNAL FINANCING REQUIRED.

VISITS TO EXISTING PULP FACILITIES IN NORTH OF SYRIA IN ORDER TO DETERMINE LONG TERM PRIORITIES.

ESTABLISHMENT OF CONTACT WITH PROCUREMENT OFFICIALS OF STATE ENTERPRISES FOR PULP AND PAPER PRODUCTION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

Continued contact with National Railways of Zinjaba (NRZ) re requirements for locomotives and coaches. Liaison with Ministry officials re potential sale of Challenger and Dash 8 aircraft.

Continued contact with Nat'l Railways of Zinjaba re requirements for locomotives and coaches. Liaison with Ministry officials re potential sale Challenger & Dash 8 aircraft.

Tender documents for Dash 8 requirement (177) over 8 yrs obtained and forwarded to NRZ. NRZ to be informed re financing remains obstacle for Challenger sale. NRZ expressed interest in Dash 8 aircraft. Tender details on Dash 8 that NRZ will shortly be published for supply 30 new diesel loco crating contracts. NRZ already in pos fact. Details coach requirement financing remains to be obstacle with NRZ. Air Zinjaba

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POST :319-DAMASCUS

013-CONSUMER PRODUCTS  
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ON-GOING PROMOTION OF CDN CONSUMER PRODUCTS(WITH FOCUS UPON TEX-  
TILES AND HARDWARE) AT DAMASCUS INTERNATIONAL FAIRS.

RELAXATION OF IMPORT QUOTA RESTRICTIONS TO  
PRIVATE SECTOR BUYERS; IMPROVED SALES OF TRA-  
DITIONAL CDN CONSUMER PRODUCTS EXPORTS TO THE  
MARKET.

CERTIFICATION BY SYRIAN STATE ENTERPRISES RESPONSIBLE FOR PROCUR-  
EMENT OF PHARMACEUTICAL AND BIOLOGICAL PRODUCTS OF CDN MANUFACTU-  
RED VACCINATION AND ANIMAL PHARMACEUTICAL PRODUCTS.

EXPANDED MARKET POTENTIAL FOR CDN FIRMS SUCH  
AS PVU AND CONNAUGHT LABS IN TENDERS ISSUED  
BY PHARMEX.

ASSISTANCE TO MAYSА IMPORT-EXPORT OF MONTREAL IN EFFORTS TO INTE-  
REST GOVERNMENT TEXTILE MILLS IN SYRIA TO ASSESS CDN PRODUCED  
CLOTH.

POTENTIAL PUBLIC SECTOR SALES BY MAYSА OF PR-  
ODUCTS WHICH THEY REPRESENT IN THE REGION.

IF QUOTA RESTRICTIONS LIFTED, RENEWED PROMOTIONAL EFFORTS ON BEH-  
ALF OF CDN TRADING HOUSES INTERESTED IN EXPORTS OF MAJOR APPLIAN-  
CES AND FURNITURE.

RENEWED PROCUREMENT BY SYRIAN PRIVATE SECTOR  
BUYERS OF TRADITIONAL CDN CONSUMER PRODUCTS  
SUCH AS KITCHEN APPLIANCES AND AIR CONDITION-  
ING UNITS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :308-HARARE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUED CONTACT WITH NATIONAL RAILWAYS OF ZIMBABWE RE LOCO & SPARE REQUIREMENTS GM TO BE AWARDED CONTRACT TO SUPPLY DIESEL LOCOS IN 1988/87

CONTINUED CIDA PRIVATE SECTOR LINE OF CREDIT IN 1988/89 AND ON-WARDS INCREASE SALES AIRCRAFT SPARES

CLOSE CONTACT WITH ZIMBABWE MINISTRY FINANCE & AIR ZIMBABWE SALE OF CHALLENGER AIRCRAFT & DASH 8'S IN 1988/89

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 (A)CONTINUED CONTACT WITH NATL RAILWAYS OF ZIMBABWE RE REQUIREMENTS FOR NEW LOCOMOTIVES (B) LIAISON WITH MINISTRY OFFICIALS MAINTAINED RE POTENTIAL SALE CHALLENGER AIRCRAFT TO ZIMBABWE GOVERNMENT.

(A)WORLD BANK FUNDING TO BE NEGOTIATED. GM CDA ONE OF TWO CONTENDERS TO SUPPLY. (B) ZIMBABWE CABINET CONTINUES TO SUPPORT PURCHASE OF CHALLENGER AIRCRAFT. FINANCING REMAINS OBSTACLE TO CONCLUDING DEAL.

QUARTER: 1 CONTINUED CONTACT WITH RELEVANT MINISTRIES RE HARARE INTEGRATED TRANSIT SYSTEM

LIAISON WITH EDC & MINISTRIES DEALING WITH PROJ. 3 COS (1 CDN) ASKED TO SUBMIT DETAILED SUBMISSIONS ON FINANCING. EDC IS INVOLVED.OVERALL PROJECT EQUATES TO \$600 MILLION WITH SCALED DOWN PROJECT OF \$100 MILLION.

QUARTER: 2 Continued contact with National Railways of Zimbabwe (NRZ) re requirements for locomotives and coaches. Liaison with Ministry Officials re potential sale of Challenger and Dash 8 aircraft.

Tender document for coach requirement (277) over 8 yrs obtained and forwarded to Ottawa for distribu'n to interested cos.While financing remains obstacle for Challenger sales Air Zimbabwe expressed interest in Dash 8/short listed.

QUARTER: 3 a)Continued contact with Nat'l Railways of Zimbabwe re requirements for locomotives and coaches. b)Liaison with ministry officials re potential sale challenger & dash 8 aircraft.

Tender details on dec.8,88 that tenders will shortly be published for supply 30 new diesel locos costing cdn\$64mn.GM Cda already in contact.Details coach rqrmt sent.b)financing continues to be obstacle with Chall. Air Zimbabwe

QUARTER: 4 -----

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

007-POWER & ENERGY EQUIP. & SERV.  
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

CANADIAN UTILITIES HAVE CONTINUED CONTACT WITH ZIMBABWEAN ELECTRICAL UTILITY.

AWAITING PUBLISHING OF TENDERS FOR EXPANSION AND REHABILITATION PROJECTS

POST TO MAINTAIN CONTACT WITH ZIMBABWEAN UTILITY RE TENDER OPPORTUNITIES.

INCREASED CANADIAN SHARE OF MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 KARIBA SOUTH POWER STATION EXPANSION & POWER LINE REHABILITATION PROJECTS. FUNDED WORLD BANK POWER TWO PROJECT SHOULD BE IN PLACE SEPT 88. CONTINUED EFFORTS TO SECURE CDN INVOLVEMENT. ALSO NOTIFYING CDN COS OF TENDER OPPORTUNITIES.

4 CDN COS SUBMITTED PREQUAL DOCUMENTS FOR KARIBA SOUTH EXPANSION. SHORT LIST OF 11 FROM 32 SUBMISSIONS. LACK OF FINANCING & ADMINISTRATIVE PROBLEMS MAY RESULT IN SHORT LIST BEING MODIFIED. POST HAS SUBMITTED DETAILS OF 2 FURTHER TENDERS

QUARTER: 2 Kariba South Power Station Expansion and Power line rehabilitation projects. Continued efforts for Canadian involvement.

Post still awaits from Utility details of proposed sequence events for power sector rehabilitation. As yet no clear programme as there are number of alternatives, thermal hydro or imports of power for Mozambique Cabora Bassa.

QUARTER: 3 Power expansion & rehabilitation project continued efforts for Canadian involvement.

Utility has still not made available details of proposed sequences to implement project. World bank funding introduction of computerised mngmt syst. info passed to Cdn cos. Info on Batoka Gorge feasibility dvlpmt sent to Ottawa.

QUARTER: 4 -----

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

005-ADVANCED TECH. PROD.& SERV  
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CIDA FINANCING HAS OPENED UP OPPORTUNITIES FOR TELECOMMUNICATION EQUIPMENT - RURAL COMMUNICATION SERVICES A PRIORITY	INCREASED SHARE OF MARKET
MISSION TO KEEP CANADIAN EXPORTERS ADVISED OF OPPORTUNITIES IN SECTOR - TENDERS	INCREASED SHARE OF MARKET
CANADIAN ORGANIZATIONS HAVE SUBMITTED PREQUALIFICATIONS FOR A NUMBER OF STUDIES	CANADIAN INVOLVEMENT IN CONSULTANCIES
TO MAINTIAN CONTACT WITH UTILITIES ADVISING CANADIAN ORGANIZATIONS OPPORTUNITIES	INCREASED CANADIAN INVOLVEMENT
SUPPORT OF JOINT VENTURE APPROACH TO MARKET BY SR TELECOM & MITEL	ESTABLISHMENT CANADIAN ZIMBABWEAN JOINT VENTURE TELEPHONES & PABX

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED LIAISON WITH ZIMBABWE POSTS AND TELECOMMUNICATIONS CORP (PTC) RE REQUIREMENTS FOR WIDE RANGE OF EQUIPMENT.

QUARTER: 2 Continued liaison with Zimbabwe Posts and Telecommunications Corp. (PTC) re requirements wide range equipment.

QUARTER: 3 Zimbabwe posts and telecommunications (PTC) had requested details of cdn expertise in manufacture wide range of telecommunication equipment.

NUMBER OF CANADIAN COMPANIES HAVE SENT EXPRESSIONS OF INTEREST IN SUPPLYING REQUIREMENTS. SOURCE OF FUNDING STILL TO BE IDENTIFIED.

Canadian companies have submitted expressions of interest in supplying. Key question is financing

Post has supplied brochures & price lists for range of eqpt. This has already led to interest fm sr. officials who have requ'd add'l info on individual cos capabilities. Cdn involvmt will depend on availability of grant aid/conces. finan.

QUARTER: 4 -----

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

009-FOREST PRODUCTS,EQUIP,SERVICES  
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAJOR PROJECT - PULP & PAPER PLANT STILL ACTIVELY BEING PURSUED. CONTRACT AWARDED TO CDN FIRM  
ONE CDN FIRM KLOECKNER STADLER HURTER ONE OF THREE COMPANIES  
SHORTLISTED.

A J SYMONS OF VANCOUVER CARRIED OUT TWO FORESTRY STUDIES TO DATE. INCREASED CDN SHARE OF MARKET  
TO MONITOR FURTHER OPPORTUNITIES.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 CANADIAN INVOLVEMENT IN ZIMBABWE PULP AND PAPER PROJECT.

KSH OF MONTREAL SHORT LISTED. FINAL BIDS SUBMITTED IN JUNE. CONTINUED LIAISON.

QUARTER: 2 Canadian involvement in Zimbabwe pulp and paper project.

KSH of Montreal short listed. Bids from short listed companies being studied. Key question appears to be financing.

QUARTER: 3 Canadian involvement in Zimbabwe pulp and paper project.

Trade section invlvd in high level negotiations on behalf KSH of Mtl's submission. Bids from 3 short listed cos. Japanese have offered concessionary financing which will be considered by Zimbabwe Authorities in Feb. 89.

QUARTER: 4 -----

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POST :308-HARARE

010-MINE,METAL,MINERAL PROD & SRV  
ZIMBABWE

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CANADIAN GOVERNMENT SPONSORED MINING MISSION HAVE VISITED TERRI-  
TORY. POST FOLLOWING-UP.

INCREASED SHARE MARKET

TO ENLARGE ON BREAKTHROUGH CREATED BY CANADIAN FINANCING DLOC

INCREASED SHARE MARKET

-----

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :308-HARARE

Discu'ns w/Botswana Dept. Avia'n at high level re submis-  
sions for flight info. region(FIR) \$11.5mn proj. over  
Extensive prepa'ns - itinerary & receptions in Botswana,  
Zimbabwe & Malawi prepared for 7 man CEA Energy Mission,  
Info on med. tenders published fm Botswana,Zimbabwe & Malawi  
sent to no. of Cdn cos.This invlvd work in collection,  
Post invlvd w/investi'n relating to export of citrus from  
Mozambique which apparently originate fm S.Africa in  
Post also invlvd with dvlpmts in Botswana re Sua Pan Soda  
Ash project with accompanying extensions in rail/power/  
Zicso steel rehabilitation tender for new Sinter plant sent  
to Cda.MetChem of Mtl also short listed for new flat steel  
Post continues to monitor dvlpmts in fuel sector i)bulk  
storage facility in Harare ii)Fuel pipeline Harare/Mutare;  
No. of dvlpmts in Malawi power sector-rehabil'n & new hydro  
projs liaised with sr.officials fm ESCOM.Cdn invlvmnt will  
Dir. of Civil Avia'n,Mocambique Air Line have had continued  
contacts with post both in Harare & Maputo re purchase of 2

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POST :322-KINSHASA

010-MINE,METAL,MINERAL PROD & SRV  
ZAIRE

PLANNING:            ACTIVITIES PROPOSED IN POST PLAN:            ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

MISE EN PLACE D'UN CREDIT FOURNISSEURS AVEC DES FINANCIERS PRIVES  
ET LA SEE POUR LA GECAMINES.

PERMETTRE UNE MEILLEURE PENETRATION DE MARCHÉ

ETABLIR AVEC LES PRINCIPAUX ACHETEURS DU ZAIRE, UNE LISTE DES  
FOURNITURES USUELLES.

PERMETTRE AUX FOURNISSEURS CANADIENS DE DEVELOPPER  
DES RELATIONS COMMERCIALES A LONG TERME.

TRACKING:            ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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



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POST :322-KINSHASA

005-ADVANCED TECH. PROD.& SERV  
ZAIRE

PLANNING:            ACTIVITIES PROPOSED IN POST PLAN:            ANTICIPATED RESULTS:

??????

PARTICIPATION A LA PHASE PILOTE D'UN PROJET DE TELEPHONIE CELLUL-  
AIRE.

INTRODUCTION DE LA TECHNOLOGIE CANADIENNE.

PARTOICIPATION DE SOCIETES CANADIENNES A LA REALISATION D'UN RE-  
SEAU DE TELEPHONIE CELLULAIRE

AUGMENTATION DES EXPORTATIONS

TRACKING:            ACTIVITIES UNDERTAKEN IN QUARTER:            QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

009-FOREST PRODUCTS,EQUIP,SERVICES  
ZAIRE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

ESTABLISSEMENT DE CONTACT AVEC BUREAUX D'ACHATS CANADIEN.

MEILLEURE CONNAISSANCE DU MARCHE ZAISOIS ET  
AUGMENTATION DES EXPORTATIONS.

UTILIZATION LIGNE DE CREDIT ACDI POUR ACHAT DE PAPIER.

PENETRATION DU MARCHE.

RECENSEMENT DES UTILISATEURS DE PRODUITS DE PATES ET PAPIER.

AUGMENTATION DES EXPORTATIONS.

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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  
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POST :322-KINSHASA

014-EDUCATION, MEDICAL, HEALTH PROD  
ZAIRE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REPertoire DES IMPORTATEURS ET EXPORTATEURS

INFORMATION POUR SOCIETES CANADIENNES INTERESSEES AU MARCHE

SEMINAIRE INFORMATION POUR SOCIETES CANADIENNES INTERESSEES AU  
MARCHE MONTREAL & TORONTO

INTRODUCTION DE 10 NOUVELLES FIRMES AU MARCHE  
DU ZAIRE

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 :348-KUWAIT

005-ADVANCED TECH. PROD.& SERV  
BAHRAIN

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 -----

REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE  
BAHRAIN

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 Monitoring project activity and timely reporting.  
Maintain contacts and work closely with select importers and take lead in obtaining quotes.

As result of increasing promo'n in this area, at least 10 projs in sector are being actively pursued by Cdn coys.As result of increased reporting on opps & MEFEX followup greater awareness of local mkt in Cda.Greater interest has lead to

QUARTER: 4 -----

REPORT 4  
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POST :348-KUWAIT

009-FOREST PRODUCTS,EQUIP,SERVICES  
BAHRAIN

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 a. Identify Canadian exporters interested in  
market.  
b. Compile sourcing requests.

Post has been unable to obtain suitable data base of Cdn exporters of paper products despite repeated attempts. A list of interested local importers has been compiled.

QUARTER: 4 -----

REPORT 4  
89/05/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :348-KUWAIT

014-EDUCATION, MEDICAL, HEALTH PROD  
BAHRAIN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Promote doctor training in Canada.

QUARTER: 4 -----

Post has made detailed submission to Qatar Ministry of Health & Bahraini officials which are now being followed up by Cdn organizations. Several organizations have also started recruiting in Canada.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :348-KUWAIT

011-OIL & GAS EQUIPMENT,SERVICES  
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO MEET WITH HIGH LEVEL OFFICIALS IN ALL GULF OIL COMPANIES IN ORDER TO PROMOTE CANADIAN CAPABILITIES.

ENCOURAGE COMPNAIES, PARTICULARLY FROM ALBERTA TO DO MORE PROSPECTING IN AREA.

INTRODUCE NEW EXPORTERS TO AGENTS, OIL COMPANIES.

FIVE NEW AGENCY AGREEMENTS

ENCOURAGE OIL COMPANIES TO SEND EMPLOYEES FOR TRAINING IN CANADA

LONG TERM PROGRAM TO INCREASE AWARENESS OF CANADIAN INDUSTRY AND CAPABILITIES.

SECTORAL REPORT TO BE DISTRIBUTED TO CANADIAN EXPORTERS

INCREASED FAMILIARITY WITH MARKET ENCOURAGING MORE FREQUENT MARKET VISITS.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISITORS TO NPS

THE POST INVITED 5 LOCAL O&G SECT OFFICIALS FM ALL GULF COUNTRIES. SEVERAL LOCAL BUSINESS PEOPLE ALSO VISITED THE SHOW AT THEIR OWN EXPENSE. REPORTS FM RETURNING VISITORS TO NPS CONFIRM THAT IT IS 1 OF PREMIER O&G SHOWS IN WORLD.

QUARTER: 2 CERI Conference.  
Follow up to NPS.

Bldg. on attendance at last year's conf.,post undertook major promo'l campaign which succeeded in attracting attendees from Gulf. Post visited & debriefed all invitees to NPA (7) & ensured Cdn cos were following up on opportunities.

QUARTER: 3 Introduce new exporters to market.  
Meetings with select executives in local oil coys.

Post is actively recruiting attendance at M.E. Oil Show.As result,anticipated part'n is up 400% over last year's event.As follow up to N.P.S., Post has maintained ongoing contact with oil officials.Several projs have been uncovered

QUARTER: 4 -----





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POST :348-KUWAIT

007-POWER & ENERGY EQUIP. & SERV.  
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :348-KUWAIT

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ENCOURAGE CANADIAN EXPORTERS TO VISIT MARKET.

INCREASE SALES BY 40%

IDENTIFY SPECIFIC OPPORTUNITIES AND REPORT IN TIMELY MANNER.

GREATER PROJECT PURSUIT BY CANADIAN EXPORTERS

THROUGH CONFERENCE (SUCH AS HITEC) BETTER ACQUAINT EXPORTERS WITH  
MARKET AND SALES TECHNIQUES.

INCREASE SALES BY 25% BY ENCOURAGING GREATER  
FOLLOW-UP OF OPPORTUNITIES.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Follow up on Selected projects.

Post continued to closely co-operate with variety of companies in efforts to obtain sales on variety of large projects. Several companies are well positioned to be awarded contracts in near future.

QUARTER: 3 A. Encourage Cdn exporters to visit and  
B. Identification of specific and defence seminar follow up.

Visits by defence exporters to region have increased dramatically and several companies are now pursuing solid opportunities in specific areas.

QUARTER: 4 -----



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POST :348-KUWAIT

011-OIL & GAS EQUIPMENT,SERVICES  
QATAR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Introduce new exporters to market.  
Meetings with select executives in local oil  
coys.

Post is actively recruiting attendance at M.E.  
Oil Show.As result,Anticipated part'n is up 400%  
over last year's event.As follow up to N.P.S.,  
post has maintained ongoing contact with oil of-  
ficials.Several projs have been uncovered

QUARTER: 4 -----



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POST :348-KUWAIT

015-CONSTRUCTION INDUSTRY  
QATAR

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  
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POST :348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES  
UNITED ARAB EMIRATES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

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QUARTER: 4 -----

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POST :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE  
UNITED ARAB EMIRATES

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 Monitoring project activity and timely reporting.  
Maintain contacts and work closely with select importers and take lead in obtaining quotes.

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QUARTER: 4 -----



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POST :348-KUWAIT

005-ADVANCED TECH. PROD.& SERV  
UNITED ARAB EMIRATES

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  
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POST :348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES  
OMAN

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 Introduce new exporters to market.  
meetings with select executives in local oil  
coys.

Post is actively recruiting attendance at M.E. Oil Show. As result, anticipated part'n is up 400% over last year's event. As follow up to N.P.S., post has maintained ongoing contact with oil officials. Several projs have been uncovered

QUARTER: 4 -----



REPORT 4  
89/05/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

84

POST :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE  
OMAN

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 Monitoring project activity and timely reporting.  
Maintain contacts and work closely with select importers and take lead in obtaining quotes.

As result of increasing promo'n in this area, at least 10 projs in sector are being actively pursued by Cdn coys.As result of increased reporting on opps & MEFEX follow up greater awareness of local mkt in Cda.Greater interest has lead to

QUARTER: 4 -----



348 - KUWAIT

KUWAIT

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN	ANTICIPATED RESULTS
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SERVICE INDUSTRIES	SERVICES NOT ELSEWHERE SPECIF. ENROURAGE GULF COUNTRIES INVESTMENT AUTHORITIES TO SEND TEAMS OF REAL ESTATE & BOND EQUITY INVESTMENT OFFICIALS ON TAILORED TOURS OF CDA.	INCREASE COMMUNICATION BETWEEN CDA FIN. & REAL ESTATE INSTITUTIONS & LOCALS. INCREASE INVESTMENT BY 50%.
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SERVICE INDUSTRIES	SERVICES NOT ELSEWHERE SPECIF. BUILD ON SIGNIFICANT PARTICIPATION FROM ARAB PENINSULA TO PAST BUSINESS OPPORTUNITIES CDA CONFERENCE IN CDA.	INCREASE NUMBER OF VISITORS FROM 75 TO 150
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SERVICE INDUSTRIES	SERVICES NOT ELSEWHERE SPECIF. INVESTMENT INTERESTS ARE EXTREMELY DIVERSE RANGING FROM DIRECT INVESTMENTS, REAL ESTATE, JVS, VENTURE CAPITAL, ACQUISITIONS, LAND DEVELOPMENT. LOCAL INVESTORS, BOTH PRIVATE & INSTITUTIONAL OFTEN REQUEST NAMES OF INDIVIDUALS WITHIN WELL KNOWN CDN COMPANIES WITH WHOM THEY CAN MAKE	ULTIMATE RESULT WILL BE ONGOING CONTACT WITH CDN COS. LOOKING TO ATTRACT INVEST. IN A VARIETY OF AREAS ALLOWING US TO ADDRESS SPECIFIC INQUIRIES.
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NON SECTORALLY ORIENTED ACTIVITIES	CALLS ON LEADING WEALTHY FAMILIES IN ORDER TO INCREASE AWARENESS OF CDA.	INCREASE INVESTMENT IN CDA. CONTINUE SNOWBALL EFFECT WHICH TAKES PLACE AFTER AN INDIVIDUAL VISITS & INVESTS IN CDA.
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ONE OF BEST WAYS TO ATTRACT INVESTMENT IS TO INCREASE GENERAL AWARENESS OF CDA AS A COUNTRY & TOURISM DESTINATION. WE EXPECT TO COMPLETE INCREASED MAILING CAMPAIGNS ON CDA & PROMOTE TOURISM AT MAJOR FAIRS & WITH CHAMBERS OF COMMERCE & MAJOR TRAVEL AGENTS.	INCREASED AWARENESS & VISITS TO CDA WILL LEAD TO INCREASED INVESTMENTS.
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REPORT #5  
89/05/10

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

348 - KUWAIT

KUWAIT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

THE POST ACTIVELY PLANS TO EXPAND ITS BASE OF CONTACTS IN THE INVESTMENT DOMAIN IN ORDER TO PROMOTE CANADA AS AN INVESTMENT DESTINATION.  
(2) KEY INVESTOR HOSPITALITY.

RESULTS ARE OFTEN DIFFICULT TO QUANTITY, HOWEVER, THE RECENT ACQUISITIONS IN CDA BY THE KIO(CONS BATH & CED SYST CERTAINLY CONFIRM INCREASED INVESTMENT ACTIVITIES BY KUWAITIS IN CDA).  
(2)THESE EVENTS OFTEN PROVE EXCELLENT VENUES FOR OPEN DISCUSSION AS WELL AS A SMALL TOKEN OF APPRECIATION TO THOSE INVESTING IN CDA.SIGNIFICANT INSIGHT INTO THE INVEST"PSYCHE"IS GAINED THEREBY ALLOWING DEV OF STRATEGIES TO FURTHER PROMOTE CDA. THE EMB NORMALLY STAGES THESE EVENTS AROUND

QUARTER : 2

Double Taxation/Joint Investment Agreement.

Team from Kuwait visited Canada in September for further negotiation. More will be required.  
Reciprocal Ministerial visits envisaged.

QUARTER : 3

Increase Participation in business opportunities Cda conference.  
Compile data base of cdn institutions dealing with investment from gulf.  
Increased calls of local institutions and investors.

Event cancelled.  
Good list has been established to whom local clients can be referred which has increased confidence of local investors in cdas willingness to attract investment.  
Ambassador has taken active role in meeting with prominent members of investment community which has improved awareness of cda at senior levels. Commercial section has followed up at same time.

QUARTER : 4

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

POST :348-KUWAIT

Marketplace 88 - Post participated for two weeks.

Ontario new exporters delegation to UAE and Bahrain.

Proposed PEI fisheries delegation.

Invitation to Wali of Dhofar and Minsiter of State to visit  
Canada by OMAF.

EM&R Earth Sciences delegation to Kuwait and Qatar.

EM&R Mining mission to Oman.

AAFRA Kuwait officials invited to Royal Winter Fair by OMAF.

Telecommunications Technical seminars to Kuwait, Abu Dhabi,  
Dubai and Bahrain.

EDC visit to region.

Various actual or proposed agricultural/delegations to  
region.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :304-LAGOS

001-AGRI & FOOD PRODUCTS & SERVICE  
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO LIAISE WITH MINISTRY OF AGRICULTURE IN SUPPORT OF HOWE INTERNATIONAL DESIGN CONSULTANCY ON NAT'L GRAINS STORAGE PROGRAMME.

SUCCESSFUL IMPLEMENTATION OF THE CONSULTANCY PUTTING CANADA IN GOOD POSITION FOR CONSTRUCTION CONTRACTS.

CONTINUE TO PURSUE OPPORTUNITIES FOR CANADIAN MILK PRODUCTS(POWDER/EVAP.).SEEK DIVERSIFICATION OF PRODUCTS AT COMPETITIVE PRICES FOR NIGERIAN & GHANAIA N MARKETS.

BROADEN OUR MKT NICHE IN AN AREA WHICH HAS BEEN CDA'S LARGEST EXPORT TO NIGERIA AND OPEN NEW ACTIVITY IN GHANA.

PROVIDE CANADIAN COMPANIES, DRIE, EXTERNAL AFFAIRS WITH A CURRENT LISTING OF POTENTIAL AGRICULTURAL EQUIPMENT DISTRIBUTORS AND REPRESENTATIVES.

ASSESSMENT OF EQUIP.REQUIREMENTS & CREDIT-WORTHY REPRESENTATIVES.INTRODUCTION OF TWO NEW CDN COMPANIES TO THE MARKET.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE FOOD PACIFIC 88.  
PROMOTE WCFPS/SEND INCOMING BUYER.  
PROMOTE CANADIAN CAPABILITY IN SPECIALIZED EQUIPMENT.

SELECTED AND BRIEFED INCOMING BUYER FOR WCFPS.  
PREPARING FOLLOW-UP REPORT. AGENCY AGREEMENT SIGNED FOR AQUAMARINE HARVESTERS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ACTIVITIES UNDERTAKEN IN QUARTER:

CONTACT TO UPGRADE FLIGHT CALLIGATION SYSTEM NOT YET AWARDED. ASSISTANCE RE LOW AGREEMENT FOR BOMBARDIER LOCOMOTIVES. ASSISTANCE TO BID FOR BOMBARDIER LOCOMOTIVES. ASSISTANCE TO BID FOR BOMBARDIER LOCOMOTIVES. ASSISTANCE TO BID FOR BOMBARDIER LOCOMOTIVES.

COMPLETION OF BOMBARDIER FINANCING & SUCCESS IN OTHER RAILWAY SECTOR CONTRACTS. BOMBARDIER AND OTHER RAILWAY SECTOR CONTRACTS. BOMBARDIER AND OTHER RAILWAY SECTOR CONTRACTS. BOMBARDIER AND OTHER RAILWAY SECTOR CONTRACTS.

QUARTER 2 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :304-LAGOS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

CONTINUE TO LIAISE WITH NIGERIAN RAILWAY CORP. & MIN OF TRANSP ON BEHALF OF CDN SUPPLIES OF SPARE PARTS FOR WORLD BANK RAILWAY REHAB.

SALE OF \$5.0 MILLION IN SPARE PARTS

CONTINUE TO SUPPORT CDN FIRM IN ITS BID TO PROVIDE MANPOWER PLANNING & M.I.S. CONSULTANCIES & TRAINING TO NIGERIAN RAILWAY CORP. PROVIDE SUPPORT FOR BID TO SUPPLY SPARE PARTS AS PART OF WORLD BANK PROJECT.

SALE OF \$8.0 MILLION IN GOODS & SERVICES TO NIGERIA. FURTHER ENHANCE CANADIAN COMMITMENT TO THIS SECTOR.

WHEN COMPLETE,CIRCULATE TO CDN COMPANIES,DRIE & EXTERNAL AFFAIRS THE WORLD BANK OPERATIONAL ASSESSMENT & INVESTMENT PROJECTIONS FOR NIGERIAN RAIL SECTOR (EARLY FY 1988/89).

PROVIDE CANADIAN INTERESTS WITH UP-TO-DATE MARKET PROFILE AND OPPORTUNITIES FOR ACTIVITY

AEROSPACE

UPGRADE AND COMMISSIONING OF FLIGHT INSTRUMENT INSPECTION SYSTEM STILL ONGOING WITH MINISTRY OF TRANSPORT.

THAT CDN FIRM WILL BID ON AND WIN CONTACT.

CIVILIAN (GOVERNMENT) INTEREST ONGOING IN PURCHASING ONE OR TWO CANADAIR CHALLENGERS.

WITH SUPPORT OF LOCAL REPRESENTATIVE AND POST ONE CHALLENGER WILL BE SOLD IN NIGERIA

CONTINUED SUPPORT TO CANADIAN MEMBERS OF CONSORTIUM BIDDING FOR DESIGN,CONSTRUCTION AND FIT-UP OF AIRCRAFT MAINTENANCE FACILITY.

THAT CONSORTIUM WILL BE SUCCESSFUL & CANADIAN COMPANIES WILL SUPPLY DESIGN,EQUIPMENT AND MANAGEMENT SERVICES.

IDENTIFICATION OF NEW REGIONAL AIRLINES TO IN TURN IDENTIFY OPPORTUNITIES FROM CANADIAN SUPPLIERS OF NEW AND USED AIRCRAFT AND AVIATION SPARES.

THAT AT LEAST TWO CANADIAN COMPANIES WILL TENDER FOR AIRCRAFT AND/OR SPARES TO CIVILIAN USERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUCCESSFUL BID FOR FLIGHT CALLIBRATION SYSTEM. COMPLETION OF BOMBARDIER FINANCING & SUCCESS IN OTHER RAILWAY SECTOR CONTRACTS(EG. SPARES AND MIS). SUCCESS WITH AVIATION MAINTENANCE FACILITY PROJECT.

CONTRACT TO UPGRADE FLIGHT CALLIBRATION SYSTEM NOT YET AWARDED. ASSISTANCE RE LOAN AGREEMENT FOR BOMBARDIER LOCOMOTIVES. ASSISTANCE TO BIDDERS IN AVIATION SECTOR.

QUARTER: 2 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :304-LAGOS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 3 Continued support to Canac and Bombardier in their marketing to Nigerian Railways Corp. Monitoring of opportunities in mass transit in Nigeria.

Canac successful in winning WBIRD funded contracts for MIS and refurbishment. Still awaiting acceptance by GON of financing offer for Bombardier locomotives.

QUARTER: 4 -----

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

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :304-LAGOS

007-POWER & ENERGY EQUIP. & SERV.  
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT TO FEDERAL PIONEER & LOCAL REPRESENTATIVE IN ONGOING NEGOTIATIONS TO SELL TRANSFORMERS TO NEPA, WITH POTENTIAL OF JOINT VENTURE WITH LOCAL COMPANY IN FUTURE FOR REPAIR AND OVERHAUL.

THAT CONTRACT WILL BE SUCCESSFULLY SIGNED, FINANCING ORGANIZED AND EXPORT OF FINISHED UNITS COMMENCE.

MONITOR TENDER DOCUMENT RELEASE FOR THE REGIONAL INTER-CONNECTION PROGRAMME FUNDED BY THE AFRICAN DEVELOPMENT BANK \$100 M FOR FIRST PHASE TRANSMISSION LINE BETWEEN GHANA AND NIGERIA.

CANADIAN SUPPLIERS WILL BID FOR THE SUPPLY OF EQUIPMENT AND SERVICES.

EXAMINE FEDERAL GOVT 5-YR DEVELOP PLAN TO ASSESS PROGRAMMES OF PROCUREMENT & REHABILITATION BY NEPA & THE STATES RURAL ELECTRIFICATION PROGRAMME. WORLD BANK FUNDING FOR \$350 M WITH E/GERMANY IS NEGOTIATING LOAN OF \$67 M & BULGARIA A CREDIT OF \$50 M.

CANADIAN COMPANIES TOGETHER WITH LOCAL REPRESENTATIVES WILL MAKE SALES OF EQUIPMENT AND SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SEND INCOMING BUYER TO NPS. PURSUE OPPORTUNITIES FOR OIL AND GAS EQUIPMENT AND SERVICES. PURSUE 132 KV TRANSMISSION PROJECT.

SELECTED & BRIEFED BUYER FOR NPS. COMMENCED STRATEGY IN OIL & GAS SECTORS IN GHANA (PCIAC) AND NIGERIA. CANADIAN COMPANY IN EUROPEAN CONSORTIUM BIDDING FOR SELECTED LINES.

QUARTER: 2 -----

QUARTER: 3 Pursue opportunities in petroleum sector where several new projects emerging plus ongoing opportunities (eg Oso Condensates, Petrochemicals, LNG) in Nigeria and capitalise on PCIAC involvement in Ghana.

Du Pont Cda signed licensing agreement for polyethylene plant. Follow-up for Cdn cos interested in Mobil-led OSD proj. Follow-up of possible JV resulting fm NPS. Assist cos supplying consulting & specialist srvc in sector(eg. Nova/Nortech).

QUARTER: 4 -----

POST :304-LAGOS

005-ADVANCED TECH. PROD.& SERV  
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

GOVERNMENT OF NIGERIA STILL UNDECIDED ON PURCHASE OF SATELLITE TECHNOLOGY AND ITS IMPLEMENTATION. TENDERS CALLED FOR REHABILITATION OF EARTH STATIONS.

SATELLITE PROJ WILL PROCEED & SPAR WILL BE SUCCESSFUL SUPPLIER.POST WILL CONTINUE TO PURSUE ANCILLIARY OPPORT.INCLUDING TRAINING AND TECHNOLOGY TRANSFERS.

EVALUATION UNDERWAY OF RURAL TELECOMMUNICATIONS OPTIONS,INCLUDING TRIAL OF SR TELECOM'S SR100 EQUIPMENT.

FUNDING WILL BE ALLOCATED TO SECTOR,SR TELECOM'S FIELD TRIALS SUCCESSFULLY COMPLETED AND SALES TO FOLLOW (EG. TO STATE GOVTS).

OUTSTANDING REQUIREMENT ON PART OF NITEL TO UPGRADE AND PURCHASE EXCHANGE AND SWITCHING EQUIPMENT. POST WILL ANALYSE PLANS, OBTAIN TENDERS AND REPORT OPPORTUNITIES TO DRIE, DEA, DOC.

SUCCESSFUL SALES BY CANADIAN COMPANIES WILL AIM TO GET FIRM PREQUALIFIED AND SHORTLISTED.

OBTAIN FROM NITEL & MINISTRY OF COMMUNICATIONS FORECAST OF PROJ.& REQUIREMENTS IN COMMUNICATIONS SECTOR AND DISSEMINATE TO CANADIAN COMPANIES.

IMPROVED INFORMATION FOR CANADIAN SUPPLIERS AND LONGER LEAD TIME FOR MARKETING EFFORTS.

PROMOTION OF CANADIAN MANUFACTURERS WITH NITEL AND MINISTRY OF COMMUNICATIONS.

INTRODUCTION OF 1 NEW COMPANY TO NIGERIAN MARKETPLACE & ENHANCE POSITION OF THOSE WITH EXISTING OR PAST PRESENCE.

FOLLOW-UP AND REPORT ON TENTATIVE PLANS TO ALLOW MODEST PRIVATIZATION OF SOME OF NITEL'S FUNCTIONS & TO UNDERTAKE SOME EQUIPMENT ASSEMBLY AND/OR REPAIR IN NIGERIA.

CONTACT FOR CANADIAN COMPANIES WITH NEW PLAYERS IN SECTOR AND EVALUATION OF POTENTIAL FOR JOINT VENTURES IN NIGERIA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SATELLITE:REFURBISHMENT OF EARTH STATIONS IN NIGERIA & SETTLEMENT OF DISPUTE IN GHANA. IMPROVE ACCESS OF CANADIAN COMPANIES TO MARKET AND BUILD AWARENESS OF CANADIAN CAPABILITIES.

MONITORED NIG CONTRACT(NOT YET AWARDED)& DISPUTE IN GHANA(PROGRESS TOWARDS RESOLUTION BEING MADE) CONTINUED LIAISON WITH NITEL & MINISTRY.SUCCESSFUL INTRODUCTION OF 2 NEW COS TO MKT WITH APPOINTMENT OF REPRESENTATIVES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :304-LAGOS

004-DEFENCE PROGRAMS,PRODUCTS,SERV  
NIGERIA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

REHABILITATION AND UPGRADE OF COMMUNICATIONS EQUIPMENT INCOMPLETE TO DATE.

ENSURE ROLE FOR CANADIAN COMPANY IN PROJECT

CONTRACT SIGNED FOR NAVIGATIONAL AIDS WITH CDN CO. WHICH HOLDS PRIORITY POSITION IN DEFENCE 1988 BUDGET

THAT FUNDS WILL BE APPROVED CDN FIRM WILL SUPPLY EQUIPMENT.

UTILISE EXPOSURE AFFORDED BY NDC STUDY TEAM VISIT IN EARLY 1988.

ENHANCE KNOWLEDGE & IMPRESSION OF CDN DEFENCE INDUSTRIES AND INTRODUCE ONE NEW FIRM TO MARKETPLACE.

ENDEAVOUR TO OBTAIN FORWARD PLANNING AND PROCUREMENT DETAILS FROM NIGERIAN ARMY, AIRFORCE AND NAVY AND TO DISSEMINATE THEM TO CANADIAN SUPPLIERS.

IF FUNDING IS FORTHCOMING,SUCCESSFUL SUPPLY BY TWO CANADIAN FIRMS OF DEFENCE RELATED EQUIPMENT.

CAPITALISE ON REQUEST TO VISIT CANADA BY JOINT CHIEFS OF STAFF TO EXAMINE CANADIAN EXPERIENCE IN FORCES INTEGRATION.

INCREASED AWARENESS OF CANADIAN CAPABILITY AND IMPROVED CONTACTS FOR POST PERSONNEL LEADING TO POTENTIAL ORDERS.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP ON COMMUNICATIONS EQUIPMENT UPGRADE.  
CONTINUE FOLLOW-UP FROM HI-TECH 88.

ADVANCE PROMOTION OF ARMX 89 & USED IT AS REASON TO INCREASE CALLS ON MILITARY. PROMOTION OF CDN PRESENCE AT FARNBOROUGH. TRACKING OF MILITARY PROCUREMENT & PROMOTION OF CANADIAN CAPABILITY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :304-LAGOS

Visit to Post by Mr. Reed Scowen, Agent General for Quebec.

Preparation and reporting for Informal Donors Meeting in  
London on Jan 09/89.

Preparation and submission of annual work plan for Trade and  
Investment Program.

Multilateral Projects and Investment Mission sponsored by  
CIDA to Nigeria.

Mining Equipment and Services Mission to Ghana.

First tour of territory by desk officer from GAT (Ghana and  
Nigeria).

Visit to Post of WIN Exports consultant to install system  
and provide basic training to all officers.

Coordination of Nigerian participation in CIDA/IRPP spon-  
sored GATT/MTN Seminar in Abidjan.



REPORT 4  
89/05/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :349-LIBREVILLE

007-POWER & ENERGY EQUIP. & SERV.  
GABON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

RENCONTRES MINISTERIELLES POUR CLARIFIER FINANCEMENT

POSITIONNER LE CANADA

RENCONTRE A LA PRESIDENCE AVEC PRESIDENT ET HAUT REPRESENTANT

APPUI POUR OBTENTION POURSUITE PROGRAMME/  
HYDRAULIQUE ET ADDUCTION D'EAU.

MISSION COMMERCIALE AXIE SUR LES SECTEURS DE FORETS, PETROLE ET  
CONSTRUCTION, AUTOMNE 1988.

OCTROI DE CONTRATS DANS CHACUN DE CES SEC-  
TEURS ET DE PROJECTS 'JOINT VENTURES'.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :349-LIBREVILLE

010-MINE,METAL,MINERAL PROD & SRV  
GABON

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINE DEVELOPMENT SERVICES

RENCONTRE INTERMINISTERIELLES A LA PRESIDENCE

FAIRE LE POINT SUR NOUVELLES PROPOSITIONS  
CANADIENNES.

NEGOCIATION AU PLAN ET AUX FINANCES POUR INSCRIPTION DANS PRO-  
GRAMMATION.

S'ASSURER D'INSCRIPTION FINANCIERE POUR  
BUDGET 88.

SUIVI A LA SEE ET ACDI

S'ASSURER APPUI ACDI ET FINANCEMENT SEE.

MISISON TECHNIQUE AU CANADA DG MINISTERE DES MINES

NEGOTIATION TECHNIQUE AVEC GROUPE-CANADA ET  
FINANCIERE AVEC SEE ET ACDI

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :349-LIBREVILLE

015-CONSTRUCTION INDUSTRY  
GABON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ARCHITECT, CONSTRUCT SERVICES

RENCONTRE AU NIVEAU DE LA PRESIDENCE

FAIRE EN SORTE QUE FINANCES ET PLAN APPUIE  
DEMARCHE PRESIDENTIELLE.

DEVELOPPEMENT DES CONTACTS AU NIVEAU MINISTERIEL - EDUCATION  
NATIONALE/AFF. ETRANGERES

DISCUTER PROGRAMMES ET POSITIONNER LE CANADA

RENCONTRE MINISTERIELLE AUX TRAVAUX PUBLICS

POSITIONNER SOCIETES CANADIENNES ET OBTENIR  
PARTENAIRES LOCAUX.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST :303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSISTING CDN TRANSPORTATION CONSULTING FIRMS TO OBTAIN WORLD BANK FINANCED CONTRACT WITH KENYA RAILWAYS WITHIN "SECOND RAILWAY PROJECT".

SIX COMPANIES EXPECTED TO BE SHORTLISTED, OF WHICH ONLY ONE CANADIAN FIRM. CONTRACT IS POSSIBLE.

STUDY ON REQUIREMENTS OF KENYA AIRWAYS HAS BEEN COMPLETED. IMPLEMENTATION MAY PROVIDE OPPORTUNITIES FOR CANADIAN SUPPLIERS OF EQUIPMENT AND SERVICES.

POSSIBLE SALES BUT CANNOT BE QUANTIFIED AT THIS POINT.

FOLLOW-UP ON DRIE MARKET INVESTIGATION VISIT OCT/87 TO ASSIST CDN COS IDENTIFY OPPORTUNITIES IN RAIL & URBAN SUB-SECTORS. POSSIBLY INVITE KENYAN OFFICIALS TO VISIT CDN CITIES EARLY/88 TO SEE URBAN TRANSIT SYSTEMS & MANUFACTURING FACILITIES.

SALES OF EQUIPMENT AND SERVICES ARE POSSIBLE.

INVESTIGATE POTENTIAL BUSINESS FLOWING FROM STUDIES TO BE DONE REGARDING POSSIBLE EXPANSION OF REGIONAL AIRPORTS.

INDEFINITE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO INVESTIGATE AND SUPPORT EFFORTS OF CDN CONSULTING FIRMS & SUPPLIERS TO OBTAIN CONTRACTS UNDER KENYA'S RAILROAD DEVELOPMENT URBAN TRANSIT & REGIONAL AIRPORT EXPANSION PROGRAMMES.

ACTIVITIES CONTINUED & RECENT INDICATIONS OF WB INTEREST IN PARTICIPATION IN URBAN TRANSIT AND PART OF RAILROAD DEVELOPMENT PLANS HAVE RE OPENED POSSIBILITIES OF INVOLVEMENT BY CDN FIRMS IN ABSENCE OF CDN CONCESSIONAL FINANCING.

QUARTER: 2 Continue exploring opportunities under Kenya's railroad, urban transit, and regional Airport development programs. Also commence identifying opportunities in new phases of ports expansion planning.

CPCS bid (shortlisted) for WB consultancy contract unsuccessful. Post continued to assist cos interested in railroad projs. E.G. proposed rehabilitation of Kisumu Line. Supported Delcan's efforts to place maintenance mngmt syst. with

QUARTER: 3 Continue exploring opportunities under Kenya's railroad, urban transit, and regional airport development programs, identifying opportunities ports expansion.

Carried out said activities. Obtained indication of GOK prioriza'n of urban dev. studied of which transp. an important element, in support of Delcan CPPF applica'n. Urged EDC support/Matthews prospective sale of baggage handling eqpt. for

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :303-NAIROBI

004-DEFENCE PROGRAMS,PRODUCTS,SERV  
KENYA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE AMMUNITION SALE TO DOD.

ORDER WORTH \$0.5 MILLION

PROMOTION OF SALE OF DASH 8-M AIRCRAFT TO DOD TO REPLACE RECENTLY DESTROYED BUFFALO.

POSSIBLE SALE OF 2 AIRCRAFT WORTH UP TO \$24 MILLION.

ANALYSE COMPETITION, INVESTIGATE DOD PROCUREMENT PLANS ESPECIALLY COMM,EQUIP,OBTAIN TOR FOR TENDERS, REPORT TO DRIE,DEA,DND ETC.

INTRODUCE TWO NEW COMPANIES TO MARKET

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE SALE OF DASH 8 AIRCRAFT TO DEPT OF DEFENSE.

CONTINUED TO LEND SUPPORT TO BOEING/DHC SALES TEAM WITH DEFENSE OFFICIALS IN FINALISING SALES CONTRACT FOR 3 AIRCRAFT.

QUARTER: 2 Assist Boeing/DeHavilland Cda in negotiations of contract with MOD for sale of 3 Dash 8 aircraft.

Considerable assistance to DHC by liaison between MOD, also EDC. Contract seems likely.

QUARTER: 3 Assist Boeing/De Havilland Cda in negotiations of contract with MOD for sale of 3 DASH-8 aircraft.

De Havilland signature of sales contract for 3 DASH-8 aircraft. EDC financing offer under review by GOK.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :303-NAIROBI

005-ADVANCED TECH. PROD.& SERV  
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

CONTINUE ASSISTING CANADIAN COMPANY IN EFFORTS TO OBTAIN TELEX SWITCHING CONTRACT UNDER WORLD BANK CREDIT.

CONTRACT IF SUCCESSFUL WORTH \$5 MILLION

CONTINUE TO ASSIST CDN COMPANY TO OBTAIN CONTRACT FOR RURAL TELECOMMUNICATIONS EQUIPMENT TO KENYA POSTS & TELECOMMUNICATIONS AUTHORITY.

CONTRACT VALUE \$1 MILLION PLUS POTENTIAL FOR DOWNSTREAM CONTRACTS.

GATHER MARKET INTELLIGENCE ON MAJOR COMPETITORS, DEVELOPMENT PLANS OF KENYA P & T AND ADVANCE TOR FOR TENDERS FOR USE BY DRIE, DEA, DOC.

INTRODUCE TWO NEW COMPANIES TO MARKET.

GATHER MARKET INTELLIGENCE ON INFORMATICS SECTOR AND REPORT TO DEA, DRIE, ETC.

INTRODUCE 2 NEW COMPANIES TO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE SALE OF SR TELECOM RURAL AUTOMATION POINT TO MULTI POINT ACCESS RADIO EQUIPMENT AND CDN MARCONIS AUTO-TELEX SWITCHING EQUIPMENT TO THE KENYA POSTS & TELECOM CORP.

CONTINUED SUPPORT TO SRT AND CDN MARCONI IN PURSUING CONTRACTS.

QUARTER: 2 Support Cdn Marconi Company for bid for telex switching contract, and SR Telecom regarding rural radio equipment bid. Identify oncoming KPTC requirements.

Support of CMC contributed to successful negotiation of commercial contract, but signing delayed pending resolu'n EDC/GOK impasse on sovereign guarantee issue. Continued assist SRT nego'ns w/KPTC. Seeking mor precision on KPTC.

QUARTER: 3 Support Cdn Marconi Company bid for telex switching contract, and Sr Telecom regarding rural radio equipment. Monitor other KPTC requirements.

Assisted Cdn Marconi to verge of contract with KPTC & financing arrangements w/EDC. Shld be finalized 1st-2nd Qtr of '89. Assisted SRT est. direct negotia'ns w/KPTC & helped them identify suitable local agent.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :303-NAIROBI

011-OIL & GAS EQUIPMENT,SERVICES  
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE PROPOSAL SUBMITTED BY CDN COMPANY FOR EXTENSION OF MOMBASA-NAIROBI OIL PIPELINE TO UGANDAN BORDER.

CONTRACT FOR CDN COMPANY IF PROPOSAL ACCEPTED

PROMOTE PROPOSAL SUBMITTED BY CDN COMPANY FOR REHABILITATION AND UPGRADING OF MOMBASA OIL REFINERY.

CONTRACT FOR CDN COMPANY IF PROPOSAL ACCEPTED

INVESTIGATE PLANS FOR EXPLORATION,EQUIPMENT TENDERS, ESPECIALLY GEOTHERMAL SECTOR AND REPORT TO DRIE,DEA,PROVINCES.

POSSIBLE CONTRACTS FOR DRILLING,SERVICES OR EQUIPMENT. INTRODUCE TWO NEW COMPANIES TO MARKET.

RACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT LAVALIN'S ACTIVITIES TO OBTAIN CONTRACT FOR WSET KENYAS PIPELINE EXTENSION TO ELDORET.- CONTINUE PROMOTION OF CDN SURVEYORS & DRILLING CONTRACTORS FOR BUSINESS W/MULTI NATIONALS IN OIL & GAS EXPLORATION & W/KENYAN GOVT.

INCREASED ACTIVE SUPPORT FOR LAVALIN WITH ENERGY MINISTRY IN ITS EFFORTS TO SECURE PIPELINE CONTRACT. VISIT OF MINISTER OF ENERGY TO CANADA,AND CONTINUOUS FOLLOW-UP BY POST WITH MINISTRY WERE HIGHLIGHTS.

QUARTER: 2 Monitor developments in West Kenya pipeline project on behalf of lavalin and EDC. Promote image of Cdn drilling contractors with GOK and multinationals.

Discussed pipeline proj. with GOK& Parastatal officials,Lavalin rep and EDC.Lavalin/french joint bid competes with Jpnse.Financing impasse & possible W.B. involvement complicate matter. Bawden Won Drilling contract w/total & partners.

QUARTER: 3 Monitor developments in West Kenya pipeline project. Promote Cdn drilling contractors with GOK and multinationals.

World Bank appears prepared to finance part of W. Kenya pipeline extension. Possibility emerged of Lavalin/Japanese cooperation for substantial portions of project.

QUARTER: 4 .....

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :303-NAIROBI

001-AGRI & FOOD PRODUCTS & SERVICE  
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WORLD BANK-FINANCED ANIMAL HEALTH PROJECT WORTH APPROX. \$15M MAY PROVIDE OPPORTUNITIES FOR CDN CONSULTANTS WHO HAVE SUBMITTED BIDS.

POSSIBLE CONSULTING SERVICES AND EQUIPMENT CONTRACTS.

DOWNSTREAM OPPORTUNITIES FOR CDN EQUIPMENT SUPPLIERS.

DEPT SPONSORED VISIT OF PROMINENT KENYAN AGRICULTURAL CONSULTANT TO FARM PROGRESS SHOW, REGINA, 1987. MACHINERY AND EQUIPMENT SALES MAY RESULT. KEN INTEREST BY SEVERAL LOCAL PURCHASERS HAS BEEN GENERATED BY THE VISITOR.

AGRICULTURAL MACHINERY AND EQUIPMENT SALES POTENTIALLY WORTH SEVERAL MILLION DOLLARS OVER NEXT 2-3 YEARS.

INVESTIGATE OPPORTUNITIES FOR EXPORT OF CDN BOVINE SEMEN AND EMBRYO TRANSFER TECHNOLOGY IN LIGHT OF EMERGING DEMAND. ANALYSE DEMAND FOR BOVINE BREEDING STOCK AND REPORT ON MARKET.

SIGNIFICANT SALES OF BOVINE SEMEN, EMBRYO TRANSFER TECHNOLOGY AND BOVINE BREEDING STOCK.

INVESTIGATE OPPORTUNITY TO ESTABLISH J/V COMMERCIAL BOVINE AI STATION AND REPORT ON MARKET TO DEA, AG, ODA, DRIE, ETC.

SALES OF EQUIPMENT AND SERVICES.

(PROPOSED AGRICULTURE CANADA LIVESTOCK TECHNICAL MISSION EARLY /89 WILL SUPPORT ACTIVITIES 1 AND 2 ).

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT SEMEX & OTHERS TO EXPORT CDN BOVINE SEMEN & EMBRYO TRANSPLANT TECHNOLOGY. STIMULATE INTEREST OF KENYAN ORGANIZATIONS IN CDN AGRICULTURE/LIVESTOCK SHOWS & GENERATE INTEREST AMONGST CDNS IN NAIROBI INTL SHOW.

SUPPORT CONTINUED AS INDICATED. INTEREST GENERATED IN CDN DAIRY INDUSTRY VIDEO. TENTATIVE PLANS FOR T.V. SHOWING DEVELOPED.

QUARTER: 2 Promote sale of bovine embryo and semen to local dairy farmers.

Efforts resulting in positive interest and enquiries. Sales in next FY look promising. Cdn dairy promotional video cassette we circulated aroused new interest in cdn dairy cattle. Still working on T.V. showing.

QUARTER: 3 Promote sale of bovine embryo and semen to local dairy farmers.

Sectoral advertisements in local publications aroused some private sector interest in Cdn expertise.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CDN COMPANY HAS APPLIED FOR CPPF STUDY FINANCING FOR ENTEBBE AIRPORT REHABILITATION.

CIDA APPROVAL OF STUDY MAY LEAD TO DOWNSTREAM SERVICES AND EQUIPMENT CONTRACTS.

IF IFI FUNDING BECOMES AVAILABLE FOR RAILWAY AND/OR ROAD REHABILITATION AND UPGRADING PROGRAMS POST WILL ANALYSE DEVELOPMENT PLANS, OBTAIN ADVANCE TENDER INFO AND REPORT OPPORTUNITIES TO DRIE, DEA.

FOR SERVICES, SPARE PARTS, AND SOME NEW EQUIPMENT. WE WILL AIM TO INTRODUCE TWO NEW COMPANIES TO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :303-NAIROBI

005-ADVANCED TECH. PROD.& SERV  
UGANDA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

ANALYSE PREPARATION OF WORLD BANK FINANCED REHABILITATION OF TELECOMMUNICATIONS INFRASTRUCTURE PROGRAM, OBTAIN ADVANCE TENDER INFO AND REPORT TO DRIE, DEA, DOC.

POSSIBLE CONTRACTS FOR CONSULTANCY FIRMS AND EQUIPMENT SUPPLIERS. GET ONE CDN COMPANY ON SHORT LIST.

ANALYSE PREPARATION OF KAGERA BASIN MICROWAVE LINK PROJECT FUNDED BY AFDB, OBTAIN ADVANCE TENDER INFO AND REPORT TO DRIE, DEA, DOC.

POSSIBLE CONTRACTS FOR CONSULTANCY FIRMS AND EQUIPMENT SUPPLIERS. GET ONE CDN COMPANY ON SHORT LIST.

INVESTIGATE DEVELOPMENT PLANS FOR UP & T AND REPORT OPPORTUNITIES TO DEA, DRIE, DOC.

INTRODUCE 2 NEW COMPANIES TO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :303-NAIROBI

014-EDUCATION,MEDICAL,HEALTH PROD  
UGANDA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MBALE HOSPITAL REHABILITATION PROJECT FINANCED BY AFDB WILL NEED CONSULTANTS AND EQUIPMENT SUPPLIERS.(STUDY ALREADY COMPLETED)

POSSIBLE CONTRACTS FOR CDN FIRMS. POST WILL ATTEMPT TO GET CDN COMPANY ON SHORT LIST.

MULAGO HOSPITAL REHABILITATION PROJ WILL REQUIRE CONSULTANTS TO DO STUDY AND,IF POSITIVE,WILL NEED EQUIPMENT SUPPLIERS FOR IMPLEMENTATION. PROJECT FINANCED BY AFDB.

POSSIBLE CONSULTING AND EQUIPMENT SUPPLY CONTRACTS. POST WILL ATTEMPT TO GET CDN COMPANY ON SHORT LISTS.

PROJECT FOR REHABILITATION OF MAKERERE UNIVERSITY TO BE FINANCED BY SEVERAL DONORS WILL CALL FOR CONSULTANCY WORK, AND LATER, EQUIPMENT.

POSSIBLE CONTRACTS FOR CDN FIRMS. POST WILL ATTEMPT TO GET CDN COMPANY ON SHORT LIST.

INVESTIGATE DEVELOPMENT PLANS FOR HEALTH,EDUCATION SECTORS;GATHER ADVANCE PROJECT AND TENDER DATA; REPORT OPPORTUNITIES TO DEA,DRIE.

INTRODUCE TWO NEW COMPANIES TO MARKET

ANALYSE PROJECT PREPARATION (SEE BELOW) FOR NGW WB PROJECTS AND REPORT KEY INFO TO DEA,DRIE.

ATTEMPT TO GET CDN COMPANIES PREQUALIFIED FOR SERVICES/EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :303-NAIROBI

011-OIL & GAS EQUIPMENT, SERVICES  
TANZANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PCIAC-SPONSORED SIESMIC PROGRAM OF ABOUT 780 LINE KMS. IN N.E. OF COUNTRY IS REACHING COMPLETION. IF DRILLABLE LOCATION IDENTIFIED PCIAC MAY CONSIDER DRILLING A LAND WELL. POST WILL ANALYSE AND REPORT PROGRESS TO DEA,DRIE.

POSSIBLE EXPLOITABLE OIL DISCOVERY AND FOLLOW-ON BUSINESS FOR CDN. FIRMS. WILL AIM TO GET CDN COMPANIES PREQUALIFIED.

TPDC PLANS TO DEVELOP SONGO-SONGO GAS FIELD. THIS 5 YEAR \$450M PROJECT ENVISAGES UTILIZING 63M CUBIC FEET OF GAS DAILY FOR A FERTILIZER PLANT. WILL ANALYSE AND REPORT STATUS AND OPPORTUNITIES TO DEA,DRIE.

POSSIBLE CONTRACT. WILL AIM TO GET CDN COMPANY PREQUALIFIED THEN SHORT LISTED.

WILL INVESTIGATE AND ANALYSE DEVELOPMENT PLANS FOR SECTOR TO INFORM DEA,DRIE, MARKET OPPORTUNITIES.

INTRODUCE TWO NEW COMPANIES TO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUATION OF GOT'S WORLD BANK-FUNDED RAILWAY REHABILITATION PROGRAM WILL OFFER OPPORTUNITIES FOR CDN CONSULTANTS AND EQUIPMENT SUPPLIERS. POST WILL ANALYSE PLANS AND REPORT OPPORTUNITIES TO DEA,DRIE.

POSSIBLE CONTRACTS. WILL AIM TO GET CDN COMPANY PREQUALIFIED THEN SHORTLISTED.

CONTINUATION OF GOT'S WORLD BANK-FUNDED ROADS REHABILITATION PROGRAM WILL ALSO OFFER OPPORTUNITIES TO CDN CONSULTANTS AND SUPPLIERS. POST WILL ANALYSE PLANS AND REPORT OPPORTUNITIES TO DEA,DRIE.

POSSIBLE CONTRACTS. WILL AIM TO GET CDN COMPANY PREQUALIFIED THEN SHORT-LISTED.

UNCONFIRMED PLANS TO REHABILITATE AN EXPAND REGIONAL AIRPORTS WOULD, IF UNDERTAKE, OFFER CONSULTANCY AND EQUIPMENT SUPPLY OPPORTUNITIES. POST WILL INVESTIGATE, ANALYSE AND REPORT OPPORTUNITIES TO DEA,DRIE.

POSSIBLE CONTRACTS. WILL AIM TO GET CDN COMPANY PREQUALIFIED.

INVESTIGATE COMPETITION,ANALYSE DEVELOPMENT PLANS AN REPORT MARKET OPPORTUNITIES TO DEA,DRIE, ESPECIALLY ADVANCE TENDER NOTICES.

AIM TO INTRODUCE TWO NEW COMPANIES TO MARKET IF ANALYSIS PROVES MARKET FEASIBLE.

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 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :303-NAIROBI

007-POWER & ENERGY EQUIP. & SERV.  
TANZANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MONITOR DEVELOPMENT FOR MINI HYDROELECTRIC POWER PLANT PROJECT IN RUFJI BASIN UNDER STUDY BY GOT. IF FEASIBILITY SUBSTANTIATED THERE MAY BE OPPORTUNITIES FOR CDN CONSULTANTS AND SUPPLIERS.

POSSIBLE CONTRACTS. WILL ATTEMPT TO GET CDN FIRM ON SHORT LISTS.

AFDB-FUNDED PANGANI FALLS HYDROELECTRIC POWER DEVELOPMENT STUDY WILL CALL FOR CONSULTANTS, AND ULTIMATELY EQUIPMENT FOR IMPLEMENTATION. POST WILL ANALYSE PLANS AND REPORT OPPORTUNITIES TO DRIE,DEA.

POSSIBLE CONTRACTS FOR INTERESTED CANADIAN COMPANIE. WILL AIM TO GET CDN COMPANY ON LISTS.

KIHANSI POWER PROJECTS IN RUFJI BASIN REQUIRES \$2M FEASIBILITY STUDY BUT STILL LACKS FUNDING COMMITMENTS IS OF POTENTIAL INTEREST TO CANADIAN CONSULTANTS AND SUPPLIERS. POST WILL REPORT OPPORTUNITIES TO DEA,DRIE.

POSSIBLE CONTRACTS. WILL AIM TO GET CDN COMPANY ON SHORT LIST.

WILL INVESTIGATE COMPETITION,ANALYSE DEVELOPMENT PLANS AND REPORT POTENTIAL SECTOR OPPORTUNITIES TO DEA,DRIE.

INTRODUCE TWO NEW CDN COMPANIES TO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

POST :303-NAIROBI

IRPP seminar (on GATT/Uruguay round) Oct 4-7, Nairobi.

New GAT desk officer visited Nairobi 1 week for familiariza-  
tion/orientation visit.

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POST :327-RABAT

005-ADVANCED TECH. PROD.& SERV  
MOROCCO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

APPUI INTENSIF DONNE AUX SOCIETES CANADIENNES QUI SE TROUVENT SUR LA COURTE LISTE DE FOURNISSEURS D'EQUIPEMENTS DE TELECOMMUNICATIONS.

ATTEINDRE L'ETAPE DE LA NEGOCIATION DE CONTRATS ET DE LEUR SIGNATURE.

AIDER LE CONSULTANT SELECTIONNE A MENER L'ETUDE SUR LE SECTEUR DE L'INFORMATIQUE AU MAROC (RAPPORT PICARD)

DEFINITION PRECISE DU POTENTIEL DU MARCHE.

POURSUIVRE ASSIDUMENT TOUS LES A.O.I. LANCES PAR L'ONPT DANS LE CADRE DE SON PROGRAMME DE MODERNISATION.

OBTENIR 10 A 20% DES CONTRATS.

DEFINIR LES POSSIBILITES DE MARCHE DANS LE CADRE DU PROJET DE 2E CHAINE DE TELEVISION AU MAROC.

PARTICIPATION CANADIENNES A CE PROJET A HAUTEUR DE 10 A 15%.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONCLURE LES NEGOTIATIONS DU CONTRAT BELL CDA/ONPT FAIRE LA PROMOTION D'UNE PARTICIPATION CANADIENNE AU PROJET DE LA 2E CHAINE DE TELEVISION.

LE CONTRAT BCI/ONPT A ETE SIGNE. VIDEOTRON A PRIS UNE PARTICIPATION DANS LE CAPITAL ACTION DE LA 2E CHAINE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
89/05/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :327-RABAT

007-POWER & ENERGY EQUIP. & SERV.  
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSEILLER DEUX SOCIETES CANADIENNES DANS LEURS SOUMISSIONS SUITE  
A DES A.O.I. DE L'O.N.E.

OBTENTION D'AU MOINS UN CONTRAT D'UNE VALEUR  
DE \$10M.

CONSEILLER L'INDUSTRIE CANADIENNE DANS LE MONTAGE DE CONSORTIA ET  
DE PACKAGE FINANCIER EN VUE DE POURSUIVRE DEUX GRANDS PROJETS  
D'INVESTISSEMENTS DANS LE SECTEUR ENERGETIQUE.

PREQUALIFIER AU MOINS UN GROUPE ET ARRETER  
LES GRANDS PRINCIPES DU MONTAGE FINANCIER.

ASSISTER L'INDUSTRIE DANS SES NEGOCIATIONS POUR L'OBTENTION D'UN  
CONTRAT DE CENTRALE HYDRO-ELECTRIQUE OU DE CENTRALE THERMIQUE.

OBTENTION D'UN CONTRAT DE L'ORDRE DE \$150 M  
A \$200 M.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OBTENIR AU MOINS UN CONTRAT DE \$10 M AUPRES DE  
L'O.N.E.

WESTINGHOUSE A OBTENU UN CONTRAT DE \$7 MILLIONS.

PREQUALIFIER AU MOINS UN GROUPE POUR LE PROJET  
DE CENTRALE THERMIQUE A JORF LAFAR.

REYNOLDS & ALCAN ONT SOUMISSIONNE SUR UN A.O.I.  
DE CABLES. BBC CDA & COMBUSTION ENGINEERING FONT  
PARTIE D'UN CONSORTIUM INT'L QUI SOUSMISSIONNERA  
SUR CE PROJET.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :327-RABAT

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETER LA MISE EN PLACE DU FINANCEMENT POUR DES VENTES DE  
MATERIEL FERROVIAIRE ET ROUTIER.

CONCLUSION DES VENTES ET LIVRAISON DES  
PRODUITS.

APPUYER LES FABRICANTS CANADIENS D'APPAREILS ET D'EQUIPEMENTS  
AERIENS ET ROUTIERS DANS LA POURSUITE D'OPPORTUNITES PRECISES.

ATTEINDRE LE STADE DE LA NEGOCIATION DE CON-  
TRAT.

DEMONSTRATION SUR LE TERRAIN DES CAPACITES CANADIENNES DANS LE  
DOMAINE DU TRANSPORT AERIEN.

VENTE POSSIBLE D'APPAREILS ET D'EQUIPEMENTS.

ELABORER ET METTRE EN PLACE AVEC DIVERSES GRANDES SOCIETES CANA-  
DIENNES LA STRATEGIE POUR OURSUIVRE LES PROJETS CITES EN 7-9.

POSITIONNER FAVORABLEMENT PLUSIEURS SOCIETES  
CANADIENNES SUR CES MARCHES.

EXPLORER LA FAISABILITE DE PARTICIPATION CANADIENNE SUR DE GRAN-  
DS PROJETS TELS LA LIAISON FERROVIAIRE MARRAKECH-AGADIR ET LA  
LIAISON FIXE MAROC-ESPAGNE.

FORMATION DE CONSORTIA EN VUE DE LA POURSUITE  
DE CES PROJETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COMPLETER LA MISE EN PLACE DU FINANCEMENT AVEC  
L'O.N.C.F. ET LA PROTECTION CIVILE.  
APPUYER LA VENTE D'AVIONS.

PRET O.N.C.F. ET P.C. ONT ETE SIGNES ET LA  
MARCHANDISE LIVREE. UNE VENTE DE 500 JEEPS A ETE  
REALISEE.

QUARTER: 2 -----

DE HAVILAND EST SUR LE SHORT LIST DE LA RAM.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :327-RABAT

014-EDUCATION, MEDICAL, HEALTH PROD  
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSISTER LES SOCIETES CANADIENNES QUI SOUMISSIONNENT SUR LES  
A.O.I. DE L'OPFPT, DU MINISTERE DE L'EDUCATION NATIONALE ET DU  
MINISTERE DE LA SANTE PUBLIQUE.

BIEN POSITIONNER DES SOCIETES POUR OBTENTION  
DE 2 OU 3 CONTRATS.

FAIRE LE SUIVI SUR LES DIVERS A.O.I. LANCES DANS LE CADRE DE  
PROJETS FINANCES PAR LES INSTITUTIONS MULTILATERALES.

S'ASSURER QUE LES SOCIETES CANADIENNES SOU-  
MISSIONNENT SUR CES A.O.I. ET EN REMPORTENT  
QUELQUES-UNS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OBTENIR DES CONTRATS DE L'OPFPT.

LAB VOLT A SIGNE UN CONTRAT DE DLRS \$2 MILLIONS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :327-RABAT

003-GRAINS AND OILSEEDS  
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PREPARER UN RAPPORT DETAILLE SUR LA STRUCTURE DU MARCHE MAROCAIN  
DES OLEAGINEUX ET LE DIFFUSER DIRECTEMENT A L'INDUSTRIE.

ANTICIPATED RESULTS:

SUSCITER L'INTERET DES FOURNISSEURS CANADIENS  
A SOUMISSIONNER DIRECTEMENT SUR LES APPELS  
D'OFFRES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

QUARTER 1: COMPLETION LA REUN DE PLACE DU PLANNING AVEC  
L'U.S.C.F. ET LA PROTECTION CIVILE.  
APRES LA VENTE D'AVION.

QUARTER 2: -----

QUARTER 3: -----

QUARTER 4: -----

QUARTER 1: RESULTATS  
RUE S.C.C.F. ET P.C. ONT ETE SIGNES ET LA  
REUNION LIEGE. LES VENTE DE 500 JEUPS A ETE  
REALISEE.  
DE BAVLARD EN UN LE BREVET LIST DE LA REP.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE & MARINE

ENGINE OVERHAUL WORK FOR C-130 AND PILATUS (PT6)

PLACE CANADIAN SHOPS ON SECOND SOURCE LIST.

PURSUIT OF CANADIAN INVOLVEMENT IN AIRSTRIPS PROJECT.

SALE OF STOL AIRCRAFT AND AVIONICS.

ESTABLISH PROMOTION PROGRAM FOR CL1227

HAVE KSA DELEGATION VIEW DEMO IN CANADA.  
ESTABLISH APPROPRIATE AGENT.

ARMAMENTS & VEHICLES

FINALIZE SALE OF PIRANHAS TO MINISTRY OF DEFENCE

\$50M COMPONENT FOR CANADA

KEEP MOWAG PROPOSAL ALIVE WITH NATIONAL GUARD PENDING BUDGET ALLOCATION

OBTAIN INVITATION FOR PRICING DISCUSSIONS

OBTAIN CANADIAN PARTICIPATION IN PROPOSAL TO RE-ENGINE ARMoured VEHICLES.

CANADIAN GROUP TO BID ON REFIT PROGRAM

RE-INTRODUCE ILITIS FOR NEW FORCES BEING ESTABLISHED.

HAVE ILITIS INVITED TO DEMONSTRATE.

ELECTRICAL & ELECTRONIC

SUPPORT CANADIAN FIRMS REGISTERED AS SUB-SUPPLIERS TO ARMY AVIATION BASE.

\$10-20 MILLION SALES.

ENCOURAGE MDA TO DEMONSTRATE AIRBOURNE SAR.

OBTAIN INVITATION TO QUOTE A SYSTEM

PURSUE CANADIAN BIDDER FOR TAIF SECURITY SYSTEMS. INVOLVE CCC IF NECESSARY.

PERSUADE CANADIAN FIRM TO MAKE QUOTATION.

DETERMINE MARKET FOR ELECTRONIC WARFARE SIMULATION TRAINING.

PREPARE REPORT ON SIZE OF MARKET AND ENTRY POSSIBILITIES.

ENCOURAGE MID-SIZE CANADIAN FIRMS TO PARTICIPATE IN SMALLER SECURITY JOBS.

J-V BID BY ONE OF SEVERAL QUALIFIED CANADIAN GROUPS.

SUPPORT CANADIAN FIRMS TO MOVE INTO MAINTENANCE SECTOR FOR NAV AIDS.

J-V PARTICIPATION IN O&M CONTRACT AT AIRPORT.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SAUDI ARABIA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2 -----		
QUARTER: 3 Canadian participation in Security Products Exhibition at Arab Security Studies Training Centre.		Two Canadian companies exhibited body armour and perimeter security systems.
QUARTER: 4 -----		

REPORT 4  
89/05/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :347-RIYADH

005-ADVANCED TECH. PROD.& SERV  
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

CONTINUE DISCUSSIONS WITH KACST REGARDING CANADIAN TRAINING OF  
TECHNICIANS AND MAPPERS.

TRAINEE PLACEMENTS IN CANADA

PROMOTE NEW ENHANCEMENTS ONCE MAJOR FACILITY COMPLETE AT KACST.

GENERATE REQUESTS FOR BUDGETARY PROPOSALS.

PURSUED WITH MEPA USE OF CANADIAN EQUIPMENT FOR POLLUTION MONITO-  
RING.

OBTAIN INVITATION FOR PROPOSAL.

MEET WITH DIRECTORS TO DETERMINE WHETHER THERE IS SUPPORT FOR  
SYNTHETIC APETURE RADAR CAPABILITY.

ESTABLISH WHETHER THIS WILL BE NEW AREA OF  
KACST ACTIVITY.

??????

SUPPORT EFFORTS BY BELL CANADA INTERNATIONAL TO RENEW ADVISORY  
CONTRACT TO SAUDI TELECOM.

SIGNING OF CONTRACT.

SUPPORT SR TELECOM PROPOSALS FOR RURAL RADIO SYSTEM.

SALE OF FIRST SRT SYSTEM TO PTT.

CONTINUE SUPPORT FOR SPECTRUM MANAGEMENT PROPOSAL AT PTT.

OBTAIN CONTRACT.

ESTABLISH STRONG AGENTS FOR PAQUET SWITCH MANUFACTURER.

SALES IN 1989 WHEN SERVICE INTRODUCED.

INTRODUCE CANADIAN TEST EQUIPMENT.

ESTABLISH LOCAL AGENTS.

ESTABLISH DEMO SYSTEM FOR CANADIAN SATELLITE COMMUNICATIONS.

OBTAIN REQUEST TO BID PROPOSED MFA LINK.

??????

SUPPORT BCI OFFER ON MACHINE READABLE PASSPORTS.

RECEIVE INVITATION FOR FINANCIAL PROPOSAL.

SUPPORT SUPPLEMENTAL SALES OF BILINGUAL TERMINALS TO NATIONAL  
INFORMATION CENTRE.

FURTHER SALE HUNDRED UNITS.

INTRODUCE CANADIAN SOFTWARE MANAGEMENT FIRMS TO MARKET.

ESTABLISH CANADIAN-SAUDI JOINT VENTURE.

ORGANIZE CANADIAN COMPUTER SPECIALISTS GROUP IN KINGDOM.

IMPROVE INTELLIGENCE ON AND RESPONSE TO  
UPCOMING COMPUTER PROJECTS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :347-RIYADH

005-ADVANCED TECH. PROD.& SERV  
SAUDI ARABIA

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 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :347-RIYADH

001-AGRI & FOOD PRODUCTS & SERVICE  
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

VISIT ON A REGULAR BASIS (TWICE PER YEAR) AGRICULTURAL AREAS  
(HA'IL, TABUK, GASSIM AND AL KHARJ).

EXPLORE POTENTIAL FOR FABO BEAN CANNING PLANT

DEVELOP PROGRAMME OF SEMINARS WITH MINISTRY OF AGRICULTURE IN  
AREAS OF POTATOES ETC.

ANTICIPATED RESULTS:

RAISE AWARENESS AMONG MAJOR FARMS OF CANADIAN  
TECH. AND OBTAIN RFQS.

JOINT VENTURE CARRING PLANT IN CANADA FOR  
EXPORT TO KINGDOM OF SAUDI ARABIA.

RAISE CANADIAN PROFILE IN MINISTRY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 MAJOR FOOD PROMOTION EVENT TO BE HELD LATER THIS  
YEAR IN COOPERATION WITH LARGE FOOD IMPORTER.

QUARTER: 1 SAUDI AGRICULTURAL SHOW AND MISSION.

QUARTER: 2 Follow-up with Saudi business visitors to Regina  
Western Canada Farm Show - June 22-25/88.  
Follow-up with Saudi business visitors to Food  
Pacific, Vancouver, August 30 - September 2/88.

QUARTER: 3 Visit of External Affairs officer, Mr. Sam  
Elkady (TAA), December 22-27, 1988.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ONE COMPANY IS SERIOUSLY WORKING ON PROJECT  
WHICH WILL INVOLVE A NUMBER OF CANADIAN FOOD  
EXPORTERS WHO ARE EXPECTED TO BREAK INTO LOCAL  
MARKET FOR THE FIRST TIME.

SHOW MAY LEAD TO ONE J-V IN ADDITION TO POSSIBLE  
SALES OF \$ 5 MILLION. MISSION TO HA'IL AND  
GASSIM IDENTIFIED POTENTIAL IN SEED CLEANING AND  
HANDLING AND ALTERNATIVE CROPS.

Sale of 341 holstein cows for Saudi dairy farm  
under negotia'n;estimated value \$1/2 mn, \$1mn  
j.v. for poultry farm being negotiated. 3 reps.  
of Saudi cos. attended the show.Expected sales  
in next 12 mths estimated to be \$1-2 million.

Following meetings with Saudi gov't officials  
and large agriculture sector companies clear  
idea established of current situation in KSA on  
subject sector.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :347-RIYADH

011-OIL & GAS EQUIPMENT, SERVICES  
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

URGE ALBERTA GOVERNMENT TO INVITE AGENTS TO TRADE SHOWS IN CANADA

DEVELOP DIRECT CONTACTS BETWEEN CANADIAN AND SAUDI FIRMS.

CONVINCE CANADIAN PIPELINE TECHNICAL COMPANIES TO BE MORE AGGRESSIVE.

SALE OF SCADA AND OTHER PIPELINE TECHNOLOGIES POTENTIAL \$50 MILLION.

DELEGATION OF AGENTS TO NPC IN CALGARY, JUNE 88.

IDENTIFY AND SEND SAUDI REPS TO NPC'88.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT #5  
89/05/10

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

347 - RIYADH

SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

MINE, METAL, MINERAL PROD & SRV

MINERALS AND MINERAL PRODUCTS

PUT SAUDI COMPANIES IN TOUCH WITH POTENTIAL CANADIAN PARTNERS IN MINING SECTOR.

SAUDI DIRECT INVESTMENT IN CANADIAN MINING COMPANIES AND JOINT VENTURE COOPERATION ABROAD.

ADVANCED TECH. PROD. & SERV

ALL SUB-SECTORS

CIRCULATE INFORMATION TO POTENTIAL INVESTORS ON EMERGING GROWTH COMPANIES IN HI-TECH FIELDS.

INCREASED SAUDI VENTURE CAPITAL INVOLVEMENT IN HI-TECH COMPANIES.

SERVICE INDUSTRIES

SERVICES NOT ELSEWHERE SPECIF.

MAINTAIN & EXPAND CONTACTS WITH SENIOR BANKERS SPECIALIZING IN PERSONAL BANKING TO PUBLICIZE SPECIFIC INVESTMENT OPPORTUNITIES AMONG THEIR CLIENTS.

FIND SAUDI FINANCING FOR SPECIFIC CANADIAN INVESTMENT PROPOSALS.

NON SECTORALLY ORIENTED ACTIVITIES

PURSUE PERSONAL CONTACTS WITH CORE GROUP OF 150 LEADING SAUDI BUSINESSMEN TO PROMOTE INVESTMENT OPPORTUNITIES IN CANADA.

EXPAND INTEREST IN CANADA AS AN INVESTMENT DESTINATION AND INCREASE VISITS TO CANADA BY POTENTIAL INVESTORS.

INCLUDE INVESTMENT COMPONENT IN PROGRAM FOR HIGH LEVEL BUSINESS DELEGATIONS TO CANADA.

INCREASED INTEREST IN REAL ESTATE & OTHER CANADIAN INVESTMENTS.

PROMOTE BUSINESS IMMIGRANT PROGRAM AMONG LARGE COMMUNITY OF AFFLUENT EXPATRIATE BUSINESSMEN CONSIDERING EMIGRATION.

FURTHER INCREASE NUMBER OF INVESTOR IMMIGRANTS TO CANADA.

347 - RIYADH

SAUDI ARABIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

QUARTER : 2

QUARTER : 3

High Level Saudi Business Mission to Canada,  
(Sept. 1988).  
Saskatchewan Mission (5-10 November 1988).

\$20,5 million new investments in Canada.  
Several business connections made. New consor-  
tium formed for marketing Canadian services in  
this region.

QUARTER : 4

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

POST :347-RIYADH

Participation in Marketplace '88.

Major Business Opportunities Report.

Report on Saudi Oil Policy.

Report on Developments in the Petroleum Sector.

Pre Budget Economic Forecast.

Trip to Yemen Arab Republic to investigate business  
opportunities.



POST :342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV.  
ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ASCERTAIN WHICH OF 76 COMPANIES SUBMITTED AS SUPPLIERS OF 30 PRODUCT GROUPS WILL BE INVITED TO BID ON ESTIMATED C\$65M AUXILIARY EQUIPMENT FOR NEW POWER STATION.

ENABLES POST TO ALERT COMPANIES, PROVIDE INFORMATION ON UTILITY PROCUREMENT PRACTICES, MONITOR RESPONSES & REACTIONS OF CLIENT.

UTILITY WILL SOLICIT LOAN FROM EDC IN SEGMENTS AS BIDDING PROGRESSES. POST WILL PROVIDE FREQUENT UPDATE TO EDC.

ENABLE OPTIMUM FLEXIBILITY IN LOAN CONDITIONS DURING THE PROCUREMENT PHASE.

WORK WITH KEY AGENTS/UTILITY PERSONNEL TO IDENTIFY ADDITIONAL OPPORTUNITIES FOR CDA. CURRENT 30 PRODUCTS BASED ON PREVIOUS CDN SUPPLY. THERE ARE SOME 500 ITEMS TO BE PURCHASED.

EXPAND PARAMETERS OF PROJECT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ADVERTISE FORTHCOMING TENDER FOR COAL-FIRED STATION AND ASSIST CDN FIRM TO GET ON SHORTLIST.

CIPS, WITH ONTARIO HYDRO, WAS SHORTLISTED AND HAS SUBMITTED PROPOSAL. POST HAS LOBBIED AT MINISTRY AND AT ALL LEVELS WITHIN ELECTRICITY AUTHORITY.

QUARTER: 2 Established comprehensive list of Israeli firms importing energy related equipment.

Following June International Energy Conference comprehensive list compiled and direct contacts with importers established.

QUARTER: 3 Obtain from Israel Electric list of ancillary equipment required for next power station, but not already committed under US ex-Im LOC.

8 visits to IEC; obtained list of 38 items which could be sources in Canada. Advised Cdn suppliers to register/qualify as suppliers.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :342-TEL AVIV

003-GRAINS AND OILSEEDS  
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOLLOW-UP ON OUTGOING CANOLA MISSION (MARCH 87).

INITIAL SALE OF CANOLA (SEEDS AND MEAL) ON TRIAL BASIS.

CONTINUED REPRESENTATION WITH GOVERNMENT TRADE ADMINISTRATION AND INDUSTRIAL COOPERATION AUTHORITY ON BUY-BACK REQUIREMENTS.

PREVENT RECURRENCE OF BARTER ISSUE.

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 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :342-TEL AVIV

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
ISRAEL

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ANALYZE TOTAL IMPORTS THIS SUBSECTOR INTERMS OF CANADIAN CAPABILITY.	ESTABLISHED PRODUCT/SUPPLIER LIST.
	CONTACT POTENTIAL SUPPLIERS - ADVISE CURRENT MARKET VOLUME FOR THEIR PRODUCTS. SOLICIT INTEREST IN THIS MARKET. REQUEST CATALOGUES, BROCHURES, VCR TAPES, OTHER MARKETING AIDS.	BASIS FOR IN-DEPTH MARKET PROMOTIONAL ACTIVITY.
	CONTACT HEAD BUYERS, POTENTIAL AGENTS/DISTRIBUTORS - IDENTIFY CANADIAN SOURCES FOR SPECIFIC REQUIREMENTS. EVALUATE POTENTIAL REPS AND REPORT TO CANADIAN COMPANIES.	GREATER AWARENESS OF CANADIAN POTENTIAL NEW TRADE LINKS.

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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 SCHEDULE OF VISITS TO MAJOR IMPORTERS OF CAPITAL EQUIPMENT TO ASCERTAIN REQUIREMENTS FOR AND INTEREST IN CDN EQUIPMENT FINANCED BY DIRECT LOC FROM EDC.	VISITED (AND REPORTED) ISRAEL CHEMICALS, PETRO-CHEM ENTERPRISES, OIL REFINERIES LTD.,AND ISRAEL AMERICAN PAPER MILLS.
	QUARTER: 2 Formulate proposal for outgoing capital equipment mission, tentatively FY 89/90.	Determined requirement of major investment projects and reported.
	QUARTER: 3 Determine potential for exports of capital equipment arising from recently approved EDC LOC's.	Meetings held with purchasing organization to promote use of LOC's; identification of requirements for equipment.
	QUARTER: 4 -----	

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :342-TEL AVIV

001-AGRI & FOOD PRODUCTS & SERVICE  
ISRAEL

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	STUDY MARKET CHANNELS.	IDENTIFICATION OF BEST OPPORTUNITIES
	SOURCING STUDY.	SELECTION OF EXHIBITORS AT AGRITECH.
	INVENTORY OF TECHNOLOGY AVAILABLE IN ISRAEL FOR TECHNOLOGY INFLOW PROGRAM.	PREPARE FOR INCOMING MISSION.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 -STUDY MARKET CHANNELS FOR IMPORTED AGRICULTURAL EQUIPMENT WITH VIEW TO EVENTUAL PARTICIPATION IN "AGRITECH'89".	- STUDY COMPLETED; INDICATES TECHNOLOGY TRANSFER MISSION PREFERABLE TO EXHIBIT.
	QUARTER: 2 Preparatory work for Agritech 89. Finalize investigation of oilseeds market.	Continuing study of appropriate technologies available and import requirements in preparation for Agritech 89. No market at present in view of subsidized European imports.
	QUARTER: 3 Preliminary preparations for Agritech '89; definition of participation, sector analysis.	Series of visits to ag-based Israeli firms to assess market for Cdn products, matches for technology transfer. National budget allocated.
	QUARTER: 4 -----	

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ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

EDUCATION, MEDICAL, HEALTH PROD      HOSP. & MEDICAL EQUIP, INSTRUM.  
THIS PROGRAM IS SERVED BY OUR TECHNOLOGY INFLOW ACTIVITY WHICH IS  
LARGELY DEMAND DRIVEN. ENCOURAGE CDN COS TO EXAMINE ISRAELI TECHNO-  
LOGY USING TECHNOLOGY INFLOW PROGRAM SUPPORT. ALSO, ASSIST ENTRE-  
PRENEURIAL IMMIGRANTS.

TWO JV'S, 10 NEW BUSINESS STARTUPS, VIA  
ENTREPRENEURIAL IMMIGRATION PROGRAM.

EDUCATION, MEDICAL, HEALTH PROD      PHARMACEUTICALS, BIOTECHNOLOGY  
THIS PROGRAM IS SERVED BY OUR TECHNOLOGY INFLOW ACTIVITY WHICH IS  
LARGELY DEMAND DRIVEN. ENCOURAGE CDN COS TO EXAMINE ISRAELI TECHNO-  
LOGY USING TECHNOLOGY INFLOW PROGRAM SUPPORT. ALSO, ASSIST ENTRE-  
PRENEURIAL IMMIGRANTS.

TWO JV'S, 10 NEW BUSINESS STARTUPS, VIA  
ENTREPRENEURIAL IMMIGRATION PROGRAM.

AGRI & FOOD PRODUCTS & SERVICE      AGRICULTURE MACH, EQUIP, TOOLS  
THIS PROGRAM IS SERVED BY OUR TECHNOLOGY INFLOW ACTIVITY WHICH IS  
LARGELY DEMAND DRIVEN. ENCOURAGE CDN COS TO EXAMINE ISRAELI TECHNO-  
LOGY USING TECHNOLOGY INFLOW PROGRAM SUPPORT. ALSO, ASSIST ENTRE-  
PRENEURIAL IMMIGRANTS.

TWO JV'S, 10 NEW BUSINESS STARTUPS, VIA  
ENTREPRENEURIAL IMMIGRATION PROGRAM.

AGRI & FOOD PRODUCTS & SERVICE      FOOD HANDLING, PROCESSING EQUIP  
THIS PROGRAM IS SERVED BY OUR TECHNOLOGY INFLOW ACTIVITY WHICH IS  
LARGELY DEMAND DRIVEN. ENCOURAGE CDN COS TO EXAMINE ISRAELI TECHNO-  
LOGY USING TECHNOLOGY INFLOW PROGRAM SUPPORT. ALSO, ASSIST ENTRE-  
PRENEURIAL IMMIGRANTS.

TWO JV'S, 10 NEW BUSINESS STARTUPS, VIA  
ENTREPRENEURIAL IMMIGRATION PROGRAM.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

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ISRAEL

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

PROMOTION OF PARTICIPATION IN J-V'S IN CANADA  
BASED ON CONTRIBUTION OF ISRAELI TECHNOLOGY.  
EQUITY IN EXCHANGE FOR TECHNOLOGY (RATHER THAN  
CAPITAL, WHICH IS CONTROLLED).

SERIES OF VISITS IN TERRITORY HAS HAD WIDER  
IMPACT THAN ANTICIPATED. POST RECEIVES SEVERAL  
ENQUIRIES PER WEEK FROM ISRAELI FIRMS ABLE AND  
WILLING TO INVEST CAPITAL AS WELL.

QUARTER : 2

Primarily passive.  
Responding to enquiries.

4 Israeli firms investigating establishing  
manufacturing facilities in Canada.

QUARTER : 3

Counselling Israeli businesses interested in  
setting up in Canada, or forming j-v's with  
Canadian partners.

Increased volume of interest as Israeli economy  
declines.

QUARTER : 4

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

POST :342-TEL AVIV

Presentation of Cdn capabilities at day-long remote sensing  
seminar: report to CCRS, Ottawa.  
Marketplace '88 : follow-up.

Promotion of World Energy. Conference: Israeli firm will  
present report.



POST :324-TUNIS

001-AGRI & FOOD PRODUCTS & SERVICE  
TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

REGLEMENT DES CLAUSES SANITAIRES (VACCINS ET AUTRES)

SIGNATURE D'UNE NOUVELLE CONVENTION SANITAI-  
RE POUR LES GENISSES

ASSISTANCE A LA COMPAGNIE VENTES INT'L D'ANIMAUX DU QUEBEC POUR  
REVENIR EN TUNISIE HONORER ET SAUVER AINSI LA REPUTATION CDN.

ACCOMPLISSEMENT DU CONTRAT DEJA SIGNE EN 1986

IDENTIFICATION D'UNE OPPORTUNITE POUR OFFRIR DES SERVICES CANA-  
DIENS DANS LE DOMAINE DE LA TRANSPLANTATION EMBRYONNAIRE ET  
L'INSEMINATION ARTIFICIELLE.

SOUSSION PAR AU MOINS UNE SOCIETE CANADIEN-  
NE POUR L'OFFRE DE SES SERVICES.

SEEDS & SPECIAL CROPS

CONTINUER DISCUSSIONS AVEC AUTORITES LOCALES A PROPOS DES QUES-  
TIONS TECHNIQUES ET SANITAIRES RELATIVES AUX SEMENCES CANADIENNES

REGLEMENT DU PROBLEME SANITAIRE ET SIGNATURE  
D'UNE CONVENTION ENTRE LES DEUX PAYS.

CONTINUER A SENSIBILISER LES UTILISATEURS TUNISIENS SUR LA BONNE  
QUALITE DE LA SEMENCE CANADIENNE ET SON RENDEMENT.

INTRODUCTION SUR LE MARCHÉ, A TITRE EXPERI-  
MENTAL DE NOUVELLES VARIETES.

ASSISTANCE A POTATOES CANADA DANS SES EFFORTS DE PENETRATION DU  
MARCHÉ.

ACCEPTATION DE QUELQUES LIVRAISONS SEMI-COM-  
MERCIALES.

INTENSIFIER LES CONTACTS AVEC LES HAUTS RESPONSABLES DU MINISTERE  
DE L'AGRICULTURE EN VUE DE FAIRE VALOIR LA QUALITE CANADIENNE.

OBTENTION D'UN PERMIS D'IMPORTATION REGULIER  
COMME C'EST LE CAS POUR D'AUTRES PAYS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION & ORGANISATION DE LA MISSION EN  
TUNISIE DES RESPONSABLE DE L'OBPMB; SENSIBILISA-  
TION SUR LA QUALITE DES HARICOTS EN PROVENANCE  
DU CANADA (SEANCES D'INFORMATION, PROJECTION DE  
FILM).

BON DEROULEMENT DE LA MISSION. SATISFACTION DE  
LA PARTIE TUNISIENNE SUITE AU 1ER CONTRAT DE 700  
MT. PROPOSITION D'UN ACCORD A LONG TERME DE  
FOURNITURE A LA TSIE DE SES BESOINS EN NAVY  
BEANS(HARICOTS BLANCS) A L'ETUDE.

QUARTER: 1 SUIVI DE NOTRE TOURNEE AU SUD TUNISIEN DANS LE  
CADRE DU SECTEUR DE LA PECHE.

CONFIRMATION DE LA PARTICIPATION DE 5 SOCIETES  
CANADIENNES AU SALON INTL. DE LA PECHE, PREVU  
POUR LE MOIS DE SEPTEMBRE.

QUARTER: 1 ORGANISER MISSION DE POTATOES CANADA AVEC REMISE  
DU DOSSIER AUX AUTORITES TUNISIENNES (PROBLEME  
PHYTOSANITAIRE)

AUTORITE TUNISIENNES DEMEURENT INTRANSIGEANTES  
DERRIERE FACADE DES RECOMMANDATIONS EPP0;  
TENTATIVE DE DISCUSSIONS BILATERALES LORS DE  
RENCONTRE NAPPO/EPP0.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :324-TUNIS

001-AGRI & FOOD PRODUCTS & SERVICE  
TUNISIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 2 Preparation et organisation de la mission en Tunisie de hauts fonctionnaires d'Agriculture Canada relative au dossier des semences de pommes de terre.

Ref. mission entre ds le cadre du suivi des discussions bilaterales NAPPO-EPPD. Bon deroulement -Remise d'un dossier complet sur probleme sanitaires aux autorites locales. Reaction et resultat prevus pour 1 exercice en cours.

QUARTER: 3 Suivi de nos demarches pour regler le probleme des imprtms des semences cdnes de pommes de terre (suivi egalement de la visite de M. Degraaf & R. Roy d'AgriCda, effectuee durant l'exercice precedent).

Obtention de l'accord des autorites locales pour l'introduction des echantillons de Potatoes Canada et les 10 tonnes requises par le GIL et promesse pour regler definitivement cette question.

QUARTER: 4 -----

POST :324-TUNIS

005-ADVANCED TECH. PROD.& SERV  
TUNISIA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

??????

EXPLORER POSSIBILITES DU RELANCEMENT DU PROJET DU RESEAU PRIVE DE TELECOMMUNICATIONS AVEC MINISTERE DE L'INTERIEUR.

OBTENIR INDICATION DEFINITIVE SUR LE SORT DE CE PROJET ET PERSPECTIVES POUR BCI.

PROMOTION D'UNE COOPERATION TECHNIQUE ENTRE LES MINISTERES CANADIEN ET TUNISIEN DE COMMUNICATIONS DANS LE DOMAINE DE LA GESTION DU SPECTRE.

ETABLISSEMENT D'UN PROGRAMME D'ASSISTANCE TECHNIQUE ENTRE LES 2 MINISTERES.

PROMOTION D'UN ACCORD TUNISO-CANADIEN DE COOPERATION SCIENTIFIQUE EN MATIERE DE TELECOMMUNICATIONS.

COMMENCER UN DIALOGUE ENTRE AFF. EXT. DOC ET GOVT. TUNISIEN SUR UN ACCORD POSSIBLE.

PROMOTION DES MANUFACTURIERS CANADIENS D'EQUIPEMENTS DE COMMUTATION AUPRES DES PTT TUNISIENNES.

SOUSSIONS PAR AU MOINS UNE FIRME CDNNE POUR L'ETABLISSEMENT D'UNE SOCIETE MIXTE TUNISO-CDNNE POUR LE MONTAGE D'EQUIPEMENT.

INFORMER L'INDUSTRIE CANADIENNE DES PRINCIPAUX PROJETS EN TELECOMMUNICATIONS DANS LE CADRE DU NOUVEAU PLAN ECONOMIQUE.

SOUSSION PAR AU MOINS DEUX SOCIETES CANADIENNES EN REPONSE AUX AOI.

??????

ASSISTER CCC DANS LA FINALISATION DE LEUR CONTRAT (FINANCEMENT, FORMATION ETC..) AVEC LES PTT-RADIO-DIFFUSION.

OCTROI FINAL DU CONTRAT AVEC MISE EN PLACE DES INSTRUMENTS DE FINANCEMENTJ

ETABLIR CONTACT AVEC ARAB SPACE SCENE (GROUPE MANGO) AFIN DE PRESENTER COMPETENCE ET EXPERTISE CANADIENNES.

IDENTIFICATION D'AU MOINS UN PROJET CONJOINT AVEC LE CANADA EN TELEDIFFUSION PAR SATEL-LITE.

FAIRE PRESENTER SERVICES/EXPERTISES DE RADIO CANADA AUPRES DE HAUTS FONCTIONNAIRES DE LA TELEDIFFUSION.

ETABLIR UNE COOPERATION INSTITUTIONNELLE ENTRE LA RADIO CANADA ET LES PTT.

PROMOUVOIR EXPERTISE CANADIENNE EN GESTION DU RESEAU CABLE POUR TV AVEC SECTEUR PRIVE TUNISIEN.

ETABLISSEMENT D'UNE SOCIETE MIXTE DANS L'INDUSTRIE DES INSTALLATIONS CABLES TV.

PROMOUVOIR MANUFACTURIERS CANADIENS DES ANTENNES ET EMETTEURS RADIO/TV AUPRES DES PTT TUNISIENS.

SOUSSION PAR AU MOINS UNE COMPAGNIE CANADIENNE EN REPONSE AUX AOI MENTIONNES CI-BAS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :324-TUNIS

005-ADVANCED TECH. PROD.& SERV  
TUNISIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION ET ORGANISATION D'UNE MISSION EN  
TUNISIE DE HAUTS FONCTIONNAIRES DU DOCOTT (CADRE  
DU PROJET DE LA GESTION DU SPECTRE).

ACHEVEMENT DE LA 1ER PHASE DE COOPERATION TECH-  
NIQUE ENTRE 2 MINISTERES DE COMMUNICATIONS; SOU-  
MISSION D'UNE PROPOSITION POUR LA 2EME PHASE DE  
COOPERATION (ETUDE DE FAISABILITE DETAILLE) A TRA-  
VERS LA PARTICIPATION D'UNE SOCIETE CDNNE.

QUARTER: 2 Assister SR Telecom dans la preparation de leur  
soumission pour telephonie rurale. Preparation  
des rapports sur financement concurrentiel  
offert pour projets de Northern Telecom et  
Leblanc and Royle.

Amelioration de la position canadienne pour  
Northern Telecom et L & R Telecom au sein des  
PTT au niveau technique et financier.  
Decision attendue avant fin 1988.

QUARTER: 3 Preparation & organisation de la participation  
cdne au Tunisia Telecom 88, & la tenue des Jour-  
nees Tech. cdnes sur les telecom. & l'inform.  
Preparer serie de rencontre pour N.T. avec hau-  
tes autorites tnsnes ds le cadre d'un AOI majeur

Succes eclatant pr les 2 manifestations. Ces 2  
activites ont enormement contribue a l'ameliora-  
tion du profil de l'ind. cdne des telecom'ns.  
Accueil chaleureux & interet certain des Tnsns  
concernant nouvelles propositions soumisees.

QUARTER: 4 -----

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

POST :324-TUNIS

Preparation, montage et presence au Stand canadiens lors de  
la Foire de Telecoms 88.  
Preparation, organisation et execution des Journees Techni-  
ques de Telecoms/Informatique avec programme (DOCOTT).

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :321-YAOUNDE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

OBTENIR LE PROGRAMME D'APPROVISIONNEMENT ANNUEL DE LA SONEL ET LE  
DISTRIBUER AUX SOCIETES CANADIENNES.

ENCOURAGER LES FOURNISSEURS POSSIBLES A  
APPROCHER LA SONEL.

APPUYER LE CONSORTIUM CANADIEN CHARGE DES ETUDES POUR LE PROJET  
DE BARRAGE DU NACHTIGAL.

FINALISATION DES ETUDES DE FAISABILITE ET  
PREPARATION DE L'AVANT PROJET DETAILLE

APPUYER LE CONSORTIUM CANADIEN POURSUIVANT LA REALISATION D'UN  
PROJET DE DISTRIBUTION DE GAZ GPL.

DEPOT DE L'AVANT PROJET DETAILLE ET NEGOCIA-  
TION QUANT A SA REALISATION.

APPUYER LE SECTEUR PRIVE DANS LE SECTEUR DES MICRO-CENTRALES.

ETUDES ET EVENTUELLEMENT REALISATION DE  
MICRO-CENTRALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

AVONS FAIT DES REPRESENTATIONS AUPRES DES NOU-  
VEAUX MINISTRES DU PLAN ET DES MINES, EAU ET  
ENERGIE AINSI QU'AUPRES DE LA SONEL.

QUARTER: 1 APPUYER LES EFFORTS DES SOCIETES CANADIENNES  
POURSUIVANT DES PROJETS PRECIS.

UNE SOCIETE CANADIENNE A OBTENU UN MCPP POUR LES  
ETUDES CONCERNANT LE PIPELINE LIMBE-DOUALA.

QUARTER: 2 Appuyer le consortium canadien poursuivant la  
realisation d'un projet de distribution de gaz  
GPL. Encourager les fournisseurs Cdns du domai-  
ne electrique a s'interesser aux contrats.

Realisation de cet important proj.,une delega'n  
technique Cmrse est a suivre une formation de  
3 semaines au Cda sous l'egide du consortium.  
Apres consulta'n avec la mission,3 soc. cdnes  
ont obtenus/PDME pr prospecter le marche Cmrns.

QUARTER: 3 Appuyer le consortium cdn poursuivant la reali-  
sation du projet de distribution de gaz GPL.  
Appuyer le consortium canadien charge des etudes  
pour le projet de barrage de Nachtigal.

Le complement de l'etude de faisabilite a ete  
depose durant le trimestre et le consortium  
compte passer a l'avant-projet detaille.L'etude  
tech. du proj. a ete completee durant le trime-  
stre.Le plan de fin. devrait etre depose a Sonel

QUARTER: 4 -----



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

POST :321-YAOUNDE

015-CONSTRUCTION INDUSTRY  
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

OCTROI D'UN CONTRAT SOUS LA SURVEILLANCE ET LE CONTROLE DES TRAVAUX ET POSSIBILITE DE VENTE D'EQUIPEMENT.

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

MEILLEURE CONNAISSANCE DES TECHNIQUES ET MATERIAUX UTILISES AU CANADA.

ETABLIR DES CONTACTS PLUS FREQUENTS AVEC LES AUTORITES LOCALES DANS LE SECTEUR DE L'HABITAT ET DE LA CONSTRUCTION.

MEILLEURE COMPREHENSION DU SECTEUR DE L'HABITAT ET DE LA CONSTRUCTION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FAIRE DES REPRESENTATIONS AUPRES DES AUTORITES LOCALES EN APPUI AUX SOCIETES CANADIENNES INTERESSEES AU PROJET D'ADDITION D'EAU DE DOUALA.

AVONS FAIT DES REPRESENTATIONS D'APPUI AUPRES DE LA PRESIDENCE ET DES NOUVEAUX MINISTRES DU PLAN & DES MINES, EAU ET ENERGIE. LA VISITE DU DIRIGEANTS DU CONSORTIUM CANADIEN FUT EGALEMENT TRES UTILE.

QUARTER: 2 Faire des representations aupres des autorites locales en appui aux societes canadiennes interessees au projet d'adduction d'eau de Douala.

Des dev. majeurs sont intervenus au cours de la derniere visite du consortium Cdn alors que les autorites locales ont laisse entrevoir la possibilite de nego'ns gre a gre avec le consortium sous reserve del'apport d'une enveloppe

QUARTER: 3 Faire des representations aupres des autres locales en appui aux societes canadiennes interessees au projet d'adduction d'eau de Douala.

Une offre financiere a ete depose par le consortium poursuivant la realisation du projet. Cette importante etape completee. La reaction des autorites camerounaises est attendue.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :321-YAOUNDE

009-FOREST PRODUCTS,EQUIP,SERVICES  
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

VENTES PREVUES DE \$30 MILLIONS

CONTINUER LES CONTACTS AVEC LE CENADEFOR ET LES CONSULTANTS CANADIENS, RESPONSABLES DE LA PROMOTION DES PME FORESTIERES.

VENTES PREVUES DE \$30 MILLIONS

EXPLORER LE SECTEUR DE TRANSFORMATION DU BOIS.

IDENTIFIER UN OU DEUX PROJETS INTERESSANTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 GARDER LE CONTACT AVEC LA SEE ET L'ACDI EN VUE DE REALISER LES VENTES DE BIENS ET SERVICES CANADIENS DANS CE SECTEUR.

LE TRIMESTRE A VU LA CONCRETISATION DU FINANCEMENT SEE/ACDI D'UNE VALEUR DE 16\$ MILLIONS POUR LA CONSTRUCTION ET LA FOURNITURE D'EQUIPEMENT POUR UNE SCIERIE-ECOLE.

QUARTER: 1 EXPLORER LE SECTEUR DE LA TRANSFORMATION DU BOIS.

SUITE A UN SUIVI REGULIER AUPRES DE LA SOCIETE NAT'LE D'INVSTMT, UN GROUPE CDN A REMPORTE UN APPEL D'OFFRES INT'L PR EFFECTUER UNE ETUDE SUR UN COMPLEXE INTEGRE A SANGMELIMA.

QUARTER: 2 Garder le contact avec SEE et ACDI en vue de realiser des ventes de biens et services canadiens dans ce secteur.

Le CDM et la section commerciale ont fait des representations aux autorites locales en vue de faire avancer le dossier de la scierie-ecole pr laquelle un financement de \$16 millions est en place (SEE - ACDI).

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :321-YAOUNDE

Mission Camerounaise a Abidjan afin d'assister a une  
presentation de Mitel du Canada.

Mission au Cameroun et Afrique Centrale du responsable  
regional du Ministere des Affaires Internationales (QBC).

Mission au Canada du Directeur General Adjoint de la Societe  
Agroalimentaire Camlait.

Mission Camerounaise de haut niveau au Canada (Montreal) aux  
negotiations du GATT.

Visite au Cameroun du Directeur General du programme de  
cooperation industrielle de l'Association des Exprtrs Cdns.



CA1 EA676 T711 EXF 1988 <sup>Dec</sup> STORAGE  
Trade and Industrial Development  
Program quarterly activity report  
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