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STORAGE

International Affairs  
Affaires extérieures  
Canada

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

QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS

LATIN AMERICA AND CARIBBEAN  
AMÉRIQUE LATINE ET ANTILLES



NON - CIRCULATING /  
CONSULTER SUR PLACE

JULY - SEPTEMBER 1987  
(2nd QUARTER FY 1987-88)  
JUILLET - SEPTEMBRE 1987  
(2<sup>e</sup> TRIMESTRE, AF 1987-88)





TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report  
July - September 1987

Following is the Quarterly Activity Report for the quarter ending September 30, 1987. This report contains a synopsis of activities and results by sector and subsector reported by posts, matched against the proposed activities identified in their 1987/88 post plan. It also contains a report of special unplanned activities that took place during the reporting period.

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités  
Juillet - Septembre 1987

Voici le Rapport trimestriel des activités du trimestre qui a pris fin le 30 septembre 1987. Le Rapport contient un résumé des activités et des résultats déclarés par les missions, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de mission de 1987-88. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

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

Dept. of External Affairs  
Min. des Affaires extérieures  
OTTAWA

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LATIN AMERICA & CARIBBEAN  
AMÉRIQUE LATINE ET ANTILLES

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REPORT 4  
88/02/02

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

page 2

POST : 640-BOGOTA

007-POWER & ENERGY EQUIP. & SERV.  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZE AECL RESEARCH NUCLEAR REACTOR.

\$ 10 MILLION

FOLLOW UP CGE OFFER FOR RIOGRANDE GENERATORS.

\$ 17 MILLION INCREASED EXPORTS FROM CANADA.

FINALIZE B. G. CHECO CONTRACT WITH ISA.

\$ 75 MILLION

FOLLOW UP ON SEVERAL TENDERS TO BE ANNOUNCED SHORTLY.

\$ 6 MILLION INCREASED EXPORTS FROM CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 FOLLOW-UP ON SEVERAL OPPS FOR CONSTRUCTION OF  
ELECTRICITY TRANSMISSION LINES. -ASSISTANCE TO  
AECL TO RESOLVE CONTRACTUAL DIFFICULTIES INVOL-  
VED IN SALE OF NUCLEAR RESEARCH REACTOR.

-CDN FIRMS HAVE BEEN ADVISED OF OPPS. AT LEAST  
ONE FIRM IS EVALUATING POSSIBILITIES TO PARTICI-  
PATION BIDDING PROCESS.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 640-BOGOTA

001-AGRI & FOOD PRODUCTS & SERVICE  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SWINE SEMINAR AND FOLLOW UP 1984

RECENT SIGNATURE OF MOU ON AGRICULTURE. NEED TO INITIATE 1ST  
ROUND OF TALKS.

A) CANOLA OIL INTRODUCTION.  
B) WHEAT.

SEMINAR ON LIVESTOCK

ATTENDANCE OF COLOMBIAN FIRM TO GRAINS INSTITUTE COURSES.

FIRST SIGNIFICANT SALES NOW MATERIALIZING

TRANSFER OF TECHNOLOGY AND DOOR OPENERS FOR  
COMMERCIAL EXPORTS TO COLOMBIA.

\$ 1 MILLION. (A)  
\$ 20 MILLION. (B)

PROMOTE SALES OF HOLSTEIN COWS AND CANADIAN  
SWINE.

PROMOTE FURTHER SALES OF WHEAT AND BARLEY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PARTICIPATION IN AGRICULTURAL FAIR (AGROEXPO  
'87). -PROMOTION OF CANADIAN FEED WHEAT AND  
MILLING WHEAT. -PROMOTION OF ALBERTA BEEF CATTLE

PART 'N IN AG FAIR (AGRO-EXPO 87) WITH 12 CDN COS  
INVOLVED, 15-30 JULY '87, SALE OF 22,000 TONS  
FEED WHEAT TO IDEMA (COL. GOVT. GRAIN AGENCY);  
-AGREEMENT BY IDEMA TO PURCHASE 450,000 TONS OF  
CDA WEST. RED SPRING SHEAT OVER NEXT 3 YEARS.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 640-BOGOTA

010-MINE, METAL, MINERAL PROD & SRV  
COLOMBIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	30 OF 170 T TRUCKS-WABCO/EUCLID INTERCORE	\$30 MILLION
	AIR FILTER PLANT - INTERCOR	\$ 1 MILLION
	WASH PLANT STUDY AND POSSIBLE PLANT	\$30 MILLION
	ARRANGE VISIT OF SENIOR EMR OFFICIAL(S) TO COLOMBIA TO ASSIST COLOMBIA IN ITS MINING POLICY AND FOLLOW UP MISSION TO CANADA TO MEET WITH INTERESTED CAPABLE PARTIES.	INCREASED SALES OF EQUIPMENT AND SERVICES TO THIS SECTOR.
	FOLLOW UP ON CARBOCOL PLANS TO DEVELOP "EL DESCANSO" COAL DEPOSIT AND SIMINERA'S "LA LOMA" DEPOSIT.	SALES OF \$ 500,000 OF CONSULTING SERVICES AND DEVELOPE OPPORTUNITIES FOR EQUIPMENT SALES.

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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
QUARTER: 2	PROMOTION OF CDN CAPABILITIES IN MINING GOODS AND SERVICES, PARTICULARLY IN GOLD MINING.	ATTENDANCE OF FOUR PROMINENT MINING OFFICIALS AT MINING SYMPOSIUM (MINTEC '87) IN NORTH BAY, ONTARIO, 12-18 SEPT '87.
QUARTER: 3	-----	
QUARTER: 4	-----	

REPORT 4  
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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page 5

POST : 640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TERRITORIOS NACIONALES PROJECT - TO OBTAIN BIDDERS TO REPLACE  
ATI/IMC.

TO GET A PORTION OF THE PROJECT.

BCI NATIONAL LONG TERM TELECOMMUNICATIONS STUDY

1.0 MILLION OF TECH ASSIST. SALES AND LEADS ON  
THE FUTURE EQUIP. REQ.

TELECOM: TRAINING PROJECT LABVOLT - ITEC.

\$ 0.2 MILLION OF LAB TRAINING EQUIPMENT.

TERRITORIOS NACIONALES PROJECT \$ 80 MILLION IN 3 PARTS EDC SECT.  
31 LIKELY REQUIRED.

\$ 5 MILLION PORTION OF PROJECT.

TELECOM REGIONAL TURNKEY PROJECT 3 OR 4 AT \$5 TO \$10 MILLION EACH

\$10 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 MONITOR OPPORTUNITIES FOR CDN FIRMS AS COLOMBIAN  
TELECOM AGENCY BEGINS NEXT STAGE OF RURAL TELE-  
COMMUNICATIONS PROJECT.

ADVANCE INFORMATION TRANSMITTED TO CDN FIRM ON  
PLAN CARIBE UND, FIRST PACKAGE OF NEW US\$247 MW  
RURAL TELECOMMUNICATIONS PROJECT.

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 640-BOGOTA

011-OIL & GAS EQUIPMENT, SERVICES  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP SEVERAL OIL AND GAS MISSION DURING PAST 20 MONTHS.

\$ 1 MILLION INCREASED EXPORTS FROM CANADA.

FOLLOW UP CALGARY OIL AND GAS SHOW JUNE 86 AND INTERCAN 85.

\$ 1 MILLION INCREASED EXPORTS FROM CANADA.

FINALIZE INGERSOLL-RAND SALE OF PUMPING UNITS.  
FINALIZE EDC LINE OF CREDIT WITH ECOPETROL.

\$ 10 MILLION  
\$ 25 MILLION

PARTICIPATION WITH INFORMATION BOOTH IN CONGRESO ANDINO DE  
PETROLEOS.

\$ 1 MILLION

TO COMMERCIALIZE OPPORTUNITIES ARISING FROM PCIC - ECOPETROL  
ARRANGEMENT.

\$ 5 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -PLANNING & SUPPORT OF GAS SYMPOSIUM PLANNED FOR  
BOGOTA & BARRANQUILLA IN NOV. '87.  
-FOLLOW UP AND ASSISTANCE TO INTERA TECHNOLOGIES  
INC. TO OBTAIN LAND SURVEYING CONTRACT.

INTERA WON CONTRACT AND SEEKING OFFICIAL  
PERMISSION TO BRING AIRCRAFT INTO COLOMBIA TO  
EXECUTE CONTRACT.

QUARTER: 3 -----

QUARTER: 4 -----



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
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POST : 635-BRASILIA

001-AGRI & FOOD PRODUCTS & SERVICE  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING EFFORTS TO ESTABLISH MEDIUM-TERM (3 YEAR) PROGRAM OF INCOMING BUYERS WITH BAHIA GOAT ASSOCIATION.

YEARLY INCREASE IN LIVE ANIMALS & GENETIC MATERIAL EXPORTS. ESTABLISH BRAZIL AS PRIMARY AND LONG TERM MARKET FOR CANADIANS GOAT BREEDERS.

MARKETING TRIP THROUGH TERRITORY TO CAPITALIZE ON CURRENT AND SHORT-TERM OPPORTUNITIES IN FOOD PRODUCT SALES.

INCREASED SALES OF CHEESE, MEAT, EGGS AND OTHER FOOD PRODUCTS.

MARKETING TRIP TO STATE LIVESTOCK ASSOCIATIONS LOCATED IN TERRITORY.

INCREASED SALES OF DAIRY CATTLE, GENETIC MATERIAL AND (SUPPLY PERMITTING) GOATS.

SEMINARS SPONSORED BY AGRICULTURE CANADA RE DAIRY CATTLE, ARTIFICIAL INSEMINATION AND EMBRYO TRANSFER.

INCREASE AWARENESS OF CDN DAIRY CATTLE STANDARDS & INCREASE SALES OF LIVE ANIMALS AND GENETIC MATERIALS.

CLOSELY MONITOR DOMESTIC FOOD SUPPLY SITUATION TO IDENTIFY SHORT-TERM EXPORT OPPORTUNITIES (BEER, MEAT, CHEESE, MILK).

SPOT SALES OF CHEESE, MILK, MEAT, BEER. IMPROVE LINKS BETWEEN CANADA AND BRAZILIAN TRADING COMPANIES.

COORDINATE WITH AGRICULTURE CANADA A TRAINING PROGRAM IN CANADA FOR OFFICIALS OF MINISTRY OF AGRICULTURE.

ENDORSEMENT OF CDN DAIRY CATTLE & ARTIFICIAL INSEMINATION STANDARDS LEADING TO INCREASED SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATION AT II ANNUAL GOIANIA INTL FAIRS FOLLOW-UP OF DAIRY CATTLE SEMINAR HELD IN FIRST QUARTER. AG. SUBCOMMITTEE MEETING AT JEC. CLOSE MONITORING OF BRAZILIAN WHEAT SUBSIDIES ISSUE.

DUE TO PARTICIPATION AT GOIANIA FAIR AND FOLLOW-UP TO DAIRY CATTLE SEMINARS, SALES & SALES PROSPECTS FOR CATTLE & SEMEN HAVE INCREASED SIGNIFICANTLY. SOME CDA QUOTE FOR SEMEN IMPORTS INCREASED FROM \$40,000 TO \$1.0 MILLION /

QUARTER: 2 PREPARE VISIT TO CDA OF BRAZILIAN MINISTRY OF AG ASSIST DESY INT'L IN OBTAINING IMPORT LICENCES FROM CACEX; REVIEW SALES PROSPECTS FOR CDN WHEAT

MINISTERS VISIT WAS A SUCCESS PROVIDED INDIRECT EXPOSURE TO CDN CAPABILITIES (WHEAT, CATTLE, STORAGE FACILITIES); LICENCES OBTAINED CATTLE TO ARRIVE SHORTLY; COMPLETED IN DEPTH ANALYSIS OF PROSPECTS FOR CDN WHEAT SALE UNCOVERED PROBLEM;

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
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POST : 635-BRASILIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UNCOMPLETED CIDA FINANCED PROGRAM FOR INSTALLATION OF SARSAT  
GROUND STATION.

SALE OF ONE OR TWO ADDITIONAL GROUND STATIONS  
AND LOCATOR BEACONS.

SATELLITE 86 - SEMINAR ON CDN EXPERIENCE IN SATELLITE TELECOMMU-  
NICATIONS SCHEDULED FOR DECEMBER 1986.

SALE OF CONSULTING SERVICES FOR SATELLITE USE

INCREASE AWARENESS AMONG BRAZILIAN PUBLIC & PRIVATE SECTORS OF  
MULTIPLE USES OF TELECOMMUNICATIONS SATELLITE IN CDA TO PROMOTE  
FULL UTILIZATION OF BRASILSAT I AND II.

SALE OF BRASILSAT III AND IV.

INTENSIFY RELATIONS WITH GOVERNMENT OFFICIALS TO PROMOTE SALE OF  
BRASILSAT III AND/OR CONDORSAT (BRAZIL & ARGENTINA).

SALE OF CONSULTING SERVICES FOR SATELLITE USE

LOBBY GOVERNMENT OFFICIALS TO ENCOURAGE FULL MEMBERSHIP IN SARSAT

SALE OF ADDITIONAL ONE OR TWO SARSAT GROUND  
STATION(S) AND LOCATOR BEACONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATION AT SPAR RECEPTION IN RIO TO PROMO-  
TE SUCCESSFUL OFFSET PROGRAM. NUMEROUS CALLS ON  
FEDERAL AUTHORITIES TO PROMOTE CDN TECHNOLOGY/E-  
XPERTISE IN SATELLITE TELECOMMUNICATIONS AND RU-  
RAL TELEPHONY.

RE SPAR OFFSET PROGRAM HAS PUT CDN EXPORTER WELL  
OUT FROM IN RUNNING FOR BRASILSAT III & IV. SR T-  
ELECTOM LICENSING/TECH TRANSFER AGREEMENT WITH M-  
ICROLAB VIRTUALLY COMPLETED. MINICOM SEEKING ADD-  
ITIONAL CDN TECH/EXPERTISE IN RURAL TELEPHONE /

QUARTER: 2 PREPARE FOR EXPLORATORY MISSION FROM DOC; FOLLOW  
UP RE: INCOMING TELECOM PLANNING OFFICIAL MISSION  
EXPLORE CELLULAR MOBILE TELEPHONY MARKET; PROMO-  
TE SKYWAVE "SUITCASE TERMINAL"; ASSIST SPAR IN  
NEGOTIATIONS WITH MINISTRY.

DOC MISSION WELL RECEIVED. SERVED TO REINFORCE  
CDN INTEREST IN VARIOUS TELECOM PRODUCT AREAS;  
MISSION CONFIRMED BUT POSTPONED TO '88; CELLULAR  
MOBILE MARKET PROVIDES GOOD PROSPECTS FOR NOVEL-  
TEL; MILITARY TELECOM MISSION TO CDA IN OCT

QUARTER: 3 -----

QUARTER: 4 -----



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

POST : 635-BRASILIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SIGNING OF COOPERATION AGREEMENT BETWEEN STCUM & TTC WITH GOVERNMENT OF FEDERAL DISTRICT.

PRESENTATION ON CDN FIREFIGHTING CAPABILITIES TO PUBLIC AND PRIVATE SECTOR INTERESTS IN MINAS GERAIS.

MONITOR ACTIVITIES OF INTERMINISTERIAL COMMISSION ON FOREST FIRE-FIGHTING AND PROMOTE WATERBOMBER SALES AND CONVERSION KITS.

DEVELOP CLOSER RELATIONS WITH AUTHORITIES IN STATE GOVERNMENTS TO IDENTIFY OPPORTUNITIES IN PUBLIC TRANSIT.

MAINTAIN CONTACT WITH MINISTRY OF TRANSPORT AND RFFSA TO MONITOR OPPORTUNITIES FOR FOLLOW-ON LOCOMOTIVE REFIT PROGRAM.

CONSULTING CONTRACT FOR DESIGN OR MANAGEMENT OF PUBLIC TRANSIT SYSTEM.

EVENTUAL SALE OF WATERBOMBER AIRCRAFT OR CONVERSION KITS.

SALES OF WATERBOMBER AIRCRAFT OR CONVERSION KITS.

EXTEND SCTUM/TTCL AGREEMENTS TO INCLUDE BELO, RECIFE, SALVADOR, SALE OF CONSULTING SERVICES.

SALE OF ADDITIONAL LOCOMOTIVE KITS TO RFFSA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VARIOUS CONTACTS MADE AT FEDERATE & STATE LEVEL TO GATHER INFO RE. PUBLIC TRANSIT PROJECTS & PROMOTE CDN CAPABILITIES. PROGRAM ARRANGED IN MTL WITH SCTUM/LAVALIN FOR SECRETARY OF FEDERAL DISTRICT.

PLANNING INITIATED FOR OUTGOING MASS TRANSIT MISSION IN 4TH QUARTER.

QUARTER: 2 PROMOTE AND PLAN FOR INCOMING MINIST. VISIT IN FALL '87; PROMOTE CDN CAPABILITIES IN URBAN TRANSIT TO EBTU/MIISTRY; INVESTIGATE MARKET OPPORTUNITIES AND DEVELOP CONTACTS FOR LAVAL/UTDC.

INCOMING MINIST. VISIT CONFIRMED FOR OCT; CDA IS ONE OF 3 FRONTRUNNERS AS SUPPLIER OF TECHNOLOGY/SERVICE IN CONNECTION WITH BRZLN NATIONAL MASS TRANSIT PLAN; CONTACTS INITIATED WITH SULTEPA. LAVALIN TO FOLLOW UP.

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 635-BRASILIA

007-POWER & ENERGY EQUIP. & SERV.  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONCLUDE COMPREHENSIVE STUDY OF POWER SECTOR ALREADY UNDER WAY AT DRIE.

BETTER UNDERSTANDING OF LIMITED MARKET OPPORTUNITIES.

MARKETING TRIP TO NORTHEAST (CHESF, COELBA) TO INVESTIGATE EXPORT OPPORTUNITIES LINKED TO IFI - FINANCIAL PROJECTS OR ONGOING INVESTMENT.

UNDERSTANDING OF PROCUREMENT PROCESS AND SHORT/MEDIUM-TERM EXPORT OPPORTUNITIES.

RENEW CONTACTS WITH MINISTRY OF MINES AND ENERGY TO KEEP ABREAST OF CHANGING INVESTMENT PLANS.

RENEWAL OF SANTA ISABEL MOU.

VISIT STATE AND REGIONAL POWER COMPANIES IN TERRITORY TO LEARN OF THEIR INVESTMENT PRIORITIES.

ESTABLISH CONTACTS IN PROCUREMENT DEPARTMENTS TO TAKE ADVANTAGE OF FUTURE OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SERIES OF MEETINGS ENGINEERED FOR EDC & INTERIMCO AT ELETRONORTE TO DISCUSS THERMOELECTRIC REHAB PROGRAM. ONTARIO MISSION TO BELO HORIZONTE ( GAZ METROPOLITAIN).

ONLY AS RESULT OF EMBASSY EFFORTS WAS INTERIMCO SUCCESSFUL IN MAKING PROGRESS AT ELETRONORTE. INTERIMCO HAS SUBMITTED PROPOSAL TO ELETRONORTE FOR \$15M PROCUREMENT CONTRACT WITH EDC BACKING.

QUARTER: 2 47 LOBBY BRZLN AUTHORITIES FOR RENEWAL OF SANTA ISABEL MOU.

BZLN MINISTRY OF MINES AND ENERGY HAS AGREED TO RENEW MOU AND IDENTIFY NEW HYDRO PROJECT FOR CDA (CGE).

QUARTER: 3 -----

QUARTER: 4 -----

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

POST 635-BRASILIA

PROGRAM MANAGER WAS CHARGE EIGHT WEEKS DURING PERIOD UNDER  
REVIEW. FOLLOW UP TO JEC. PREPARATION OF VISIT TO CANADA  
AUGUST 28 TO SEPT. 5 OF BRAZILIAN AGRIC. MINISTER. PREPA-  
RATION OF VISIT TO CANADA OF BRAZILIAN MINISTER OF URBAN  
DEVELOPMENT (URBAN TRANSIT PROJECTS) - POSTPONED FROM AUG.  
TO OCT. DETAILED REVIEW OF WHEAT MARKET. RECOMMENDATIONS  
FOR MORE ACTIVE LOBYING ON PART OF CANADIAN GOVERNMENT.  
VISIT ARRANGED BY IVO PEREIRA, SENIOR ADVISOR TO BRZLN  
FINANCE MINISTER TO CANADA IN SEPT. UPSHOT OF VISIT IS  
OPEN DIALOGUE BETWEEN POST AND MINISTRY RE: CANADIAN  
INTERESTS IN BRAZIL.



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POST : 658-BRIDGETOWN

001-AGRI & FOOD PRODUCTS & SERVICE  
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETION OF PROPOSED LOCAL JOINT VENTURE PROCESSED FOODS MAJOR  
BARBADIAN INDUSTRIAL GROUP.

AN ADDITIONAL CANADIAN INVESTMENT & TECHNOLOGY  
TRANSFER IN TERRITORY PLUS MATERIALS FROM  
CANADA.

DAIRY PRODUCTS: PROMOTIONAL ACTIVITIES TO ATTEMPT TO REGAIN  
MARKET SHARE FOR CHEESE, MILK POWDER AND OTHER DAIRY PRODUCTS.

DOUBLE CURRENT EXPORTS OF CHEESE IN 1987.

AGRICULTURAL DIVERSIFICATION: INVESTIGATION OF OPPORTUNITIES ARISING  
IN GOV'T PROGRAM TO DIVERSIFY AWAY FROM SUGAR.

SALES OF AGRICULTURAL MACHINERY & EQUIPMENT  
FERTILIZERS & PESTICIDES, POSSIBILITY OF CONSULTING  
SERVICES THROUGH CDB FINANCED STUDY.

WORK WITH LOCAL DISTRIBUTOR TO INTRODUCE CANADIAN WINES TO  
TERRITORY.

NEW BUYING CONNECTIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 WORKING WITH CDN REGIONAL REP TO INTRODUCE CDN  
WINES TO TERRITORY.  
3 CDN FIRMS ATTEMPTING TO PREQUALIFY CDB FUNDED  
CROP DIVERSIFICATION PROJECTS.

ARRANGEMENT PENDING WITH LOCAL DISTRIBUTOR.  
ONE CDN FIRM AND LOCAL PARTNER AWARDED CONTRACT.

QUARTER: 2 WORKING WITH CDN REGIONAL REP. TO INTRODUCE  
CDN WINES IN TERRITORY.  
-ARRANGEMENTS FOR ONTARIO FOOD SERVICE PRODUCTS  
MISSION.

STILL PENDING. CHANGES IN TARIFF STRUCTURE MAY  
NEGATE FEASIBILITY.  
IN HAND FOR MISSION TO ANTIGUA AND BARBADOS  
DURING OCTOBER.

QUARTER: 3 -----

QUARTER: 4 -----

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

015-CONSTRUCTION INDUSTRY  
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUILDING PRODUCTS

ADDITIONAL EFFORTS WITH CANADIAN TRADING HOUSES SPECIALIZING IN  
CONSTRUCTION MATERIALS AND BUILDERS HARDWARE.

ADDITIONAL SALES AND BUYING CONNECTIONS IN  
TERRITORY.

PROMOTE CANADIAN INTEREST RE: PROPOSED PORT DEVELOPMENT PROJECT IN  
ST. LUCIA

CANADIAN CONSULTING SERVICES POSSIBLE SALE OF  
BUILDING MATERIALS.

ACTIVE FOLLOW UP ON LOCAL INTEREST FOR JOINT VENTURES IN BUILDING  
MATERIALS SUBSECTOR.

NEW INVESTMENT IN TERRITORY, TECHNOLOGY  
TRANSFER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ACTIVE FOLLOW-UP TO TRADE SHOW.  
CONCLUDE AGREEMENT FOR LPG PLANT (EDC FINANCED)  
NATURAL GAS PIPELINE PROJECT  
PORT PROJECT, ST. LUCIA.

NUMBER OF NEW AGENCIES & EXPORT SALES. AGREEMENT  
SIGNED & UNDER CONSTRUCTION. EXPECTED MID-JULY.  
WITH 2 GENERAL ELECTIONS IN 1 MTH. NOT SUPRISING  
NO DEVELOPMENT.

QUARTER: 2 NATURAL GAS PIPELINE (CIDA FINANCED). TRACKING  
NEW HOTEL CONSTRUCTION PROJECTS IN ST. KITTS,  
GRENADA & ST. LUCIA.  
PORT PROJECT, ST. LUCIA.

CONTRACT AWARDED & SIGNED WITH CDN GROUP, START  
UP EXPECTED NOV. 87. -MONITORING EXPANSION/RENO-  
VATIONS THROUGHOUT TERRITORY AND ADVISING POTEN-  
TIAL CDN SUPPLIERS. -LIMITED ACTIVITY AS PROJECT  
PLACED ON HOLD BY ST. LUCIA.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 658-BRIDGETOWN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

ARRANGE FOR REGIONAL MANAGER CABLE AND WIRELESS (BASED IN ANTIGUA)  
TO VISIT CANADA.

POSSIBILITY OF ADDITIONAL SALES TO TERRITORY  
TELEPHONE COMPANIES OPERATED BY CABLE AND  
WIRELESS.

FACILITATE CANADIAN INVESTMENT IN DATA ENTRY INDUSTRY IN BARBADOS

NEW INVESTMENT AND EQUIPMENT SUPPLY.

REINFORCE CANADIAN CAPABILITIES IN TELECOMMUNICATIONS EQUIPMENT  
AND SERVICES WITH NEW OWNERS OF BARBADOS TELEPHONE CO.

INCREASE FAMILIARITY WITH CANADIAN TELECOM  
FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE FOR MGR. CABLE & WIRELESS TO VISIT CANADA  
PROMOTE INTEREST BY CDN. FIRMS IN DATA ENTRY SE-  
CTOR IN BDOS.

WITH MERGER OF C & W AND BDOS. TEL. CO WILL ARR-  
ANGE FOR NEW MGR. BDOS. TEL. CO. TO VISIT CDA.  
NO FURTHER ACTION.

QUARTER: 2 ARRANGE FOR MGR. CABLE & WIRELESS TO VISIT CDA;  
REINFORCE CDN CAPABILITIES IN TELECOM EQUIPMENT.  
PROMOTE INTEREST BY CDN FIRMS IN DATA ENTRY  
SECTOR IN BDOS.

INVITATION DECLINED, WILL REASSESS; INITIAL SALE  
GENERATED WITH BARBADOS TELEPHONE FOR CABLE  
DURING QUARTER.  
NO FURTHER ACTION TO DATE.

QUARTER: 3 -----

QUARTER: 4 -----





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08/01/28

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

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

POST 858 PRINCE TOWN

AIRCRAFT ACQUISITION BY REGIONAL AIRLINE, LIAT - POTENTIAL  
SALE OF CDN \$50 MILLION, NEGOTIATIONS MUCH MORE PROTRACTED  
THAN ANTICIPATED, STILL NOT RESOLVED.  
MINISTERIAL VISIT - HON. TOM HOCKIN AND DELEGATION OF 12 TO  
COMMONWEALTH FINANCE MINISTERS MEETING, BARBADOS SEPT 22-24.  
PLANNING FOR GOVERNOR GENERAL'S VISIT TO BARBADOS NOV. 29 -  
DEC 3, 1987 INCLUDING TWO ADVANCE TEAMS FROM OTTAWA TO DATE.



REPORT 4  
88/02/02

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

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POST : 631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.  
ARGENTINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REPORT ON SEGBA'S DISTRIBUTION SYSTEM EXPANSION PROJECT

TO IDENTIFY OPPORTUNITIES FOR CDN MEDIUM VOLTAGE EQPT. SUPPLIES TO EXPORT COMPONENTS AND TECHNOLOGY TO LOCAL ASSOCIATES.

ANALYSIS AND REPORT ON FEDERAL ENERGY SECRETARIATS "POWER ENGINEERING PROJECT" TO BE FINANCED BY IBRD.

TO IDENTIFY POSSIBLE CONSULTANCY CONTRACTS FOR CERTAIN SPECIAL AREAS OF EXPERTISE RELATED TO POWER SYSTEMS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REPORT/ANALYSIS OF SEGBA'S DISTRIBUTION EXPANSION PROJECT.  
(IBRD FINANCING: \$270 M (US))

SEVERAL MEETINGS WERE HELD WITH SEGBA'S AUTHORITIES REPORT UNDER PREPARATION. POTENTIAL IDENTIFIED RE. CONTROL MEASURING EQUIPMENT. MOST OF THE REMANING PROJECT'S COMPONENTS WOULD BE COVERED BY THE LOCAL INDUSTRY.

QUARTER: 1 REPORT/ANALYSIS URUGUAY'S POWER PROJECT.  
(IBRD FIANCING: \$45 M (US))

SEVERAL MEETINGS WERE HELD WITH UTE'S AUTHORITIES. REPORT UNDER PREPARATION. CDN ENGINEERING GROUP ALREADY PRE-QUALIFIED FOR THE DAM REHABILITATION COMPONENT & FURTHER POTENTIAL IDENTIFIED RE. DISTRIBUTION EQUIPMENT AND MATERIAL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/02/02

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

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POST : 631-BUENOS AIRES

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO CONTINUE MONITORING SITUATION REGARDING GOVERNMENT PLAN TO  
UP-DATE AIRPORT SITES EQUIPMENT

CIDA/CPPF FINANCED URBAN TRAFFIC CONTROL STUDY BY DELCANDA FOR  
ROSARIO CITY.

SECTORIAL STUDY REF AIR AND MARINE AIDS MARKET

REPORT ON RAILWAY DEVELOPMENT PROGRAM

SECTORIAL STUDY, ARGENTINE AUTO INDUSTRY

REF PURCHASE MLS UNITS AND TO IDENTIFY IN  
GENERAL POTENTIAL FOR CANADIAN SUPPLIER.

TO IDENTIFY POTENTIAL REF TRAFFIC CONTROL  
SYSTEMS

TO BETTER IDENTIFY POTENTIAL FOR CANADIAN  
SUPPLIERS

TO IDENTIFY OPPORTUNITIES FOR THE SUPPLYING  
OF VARIOUS SERVICES/EQUIPMENT

TO IDENTIFY POTENTIAL FOR SUPPLY/TRANSFER OF  
TECHNOLOGY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REPORT/ANALYSIS OF ARGENTINA'S RAIL  
DEVELOPMENT PROGRAM.  
(IBRD FINANCING UNDER CONSIDERATION)

SEVERAL MEETINGS WERE HELD WITH FERROCARRILE SA-  
RGENTINOS AUTHORITIES. REPORT UNDER PREPARATION.  
POTENTIAL IDENTIFIED FOR TECHNOLOGY TRANSFER RE.  
LOCOMOTIVE & FREIGHT CAR LOCAL ASSEMBLING &/OR  
MFRG AS WELL AS FOR REPLACEMENT PARTS & SIGNAL/

QUARTER: 1 REPORT/ANALYSIS OF URUGAY'S RAIL DEVELOPMENT  
PROGRAM  
(GOVERNMENT OF URUGUAY \$32 M (US))

SEVERAL MEETINGS WERE HELD WITH AFE'S AUTHORIT-  
IES. REPORT UNDER PREPARATION. POTENTIAL IDENTIF-  
IED RE. LOCOMOTIVE PARTS & CONSULTING SERVICES R-  
ELATED TO THE COMMUNICATIONS AND SIGNALIZATION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/02/02

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

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POST : 631-BUENOS AIRES

011-OIL & GAS EQUIPMENT, SERVICES  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON GAZ METRO/NOVA/SNC GAS STUDY FINANCED BY CIDA/CPFF  
FOR GAS DE L'ESTADO

TO IDENTIFY POTENTIAL FOR ENGINEERING  
SERVICES AND POSSIBLY EQUIPMENT.

REPORT/ANALYSIS OF THE ARGENTINE ENERGY PLAN

TO IDENTIFY POTENTIAL FOR ENGINEERING  
SERVICES AND EQUIPMENT.

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

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POST : 631-BUENOS AIRES

012-PETROCHEM & CHEM PROD, EQP, SERV  
ARGENTINA

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:  
                  SECTORIAL STUDY OF PETRO AND CHEMICAL INDUSTRY.

ANTICIPATED RESULTS:  
TO IDENTIFY POTENTIAL FOR PRIMARY PRODUCTS,  
EQUIPMENT AND SERVICES.

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

POST 631-BUENOS AIRES

MISSION DU MINISTERE DES COMMUNICATIONS/PREPARATION A LA  
CONFERENCE AWAC.



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

POST : 643-CARACAS

001-AGRI & FOOD PRODUCTS & SERVICE  
VENEZUELA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ANIMAL, POULTRY BREEDING STOCK	
	PIEDEMONTA BARINAS INTEGRATED DAIRY PROJECT.	PARTICIPATION OF CANADIAN SUPPLIERS.
	PREPARATION OF BOVINE-EMBRYO PROJECT.	PARTICIPATION OF CANADIAN SUPPLIERS.
	VISITING FARMS/ASSOCIATIONS IN INTERIOR OF COUNTRY TO PROMOTE MORE IMPORTS OF CANADIAN CATTLE.	INCREASED SALES.
	AGRICULTURE AND FOOD PRODUCTS - MARKET STRATEGY REPORT.	DEVELOPMENT OF MARKETING PRIORITIES AND STRATEGY.
	SEEDS & SPECIAL CROPS	
	COMPLETE INVESTIGATION FOR MARKETING OF CDN SUNFLOWER SEED.	INCREASE MARKET FOR CDN SUPPLIERS.
	SEEKING NEW IMPORTERS FOR BEANS/SPECIAL CORPS/PEAS.	INCREASED SALES.
	SEMI & PROCESSED FOOD & DRINK	
	COMPLETE MARKET ACTIVITIES PROMOTING MILK REPLACERS FOR ANIMALS.	TO OPEN MARKET FOR CDN SUPPLIERS.
	GELATIN SALES IMPROVING STEADILY - TO VISIT MORE IMPORTERS AND FURTHER PROMOTE PRODUCT.	INCREASED SALES.
<hr/>		
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	VISITING FARMS/ASSOCIATIONS IN INTERIOR OF COUNTRY TO PROMOTE MORE IMPORTS OF CANADIAN CATTLE.	INCREASED SALES AND GREATER RECOGNITION OF CDN CATTLE AS A MARKET LEADER.
QUARTER: 1	TO SEEK NEW IMPORTERS FOR BEANS/SPECIAL CORPS/PEAS	A MISSION IN THIS FIELD LED TO GREATER CONTACTS FOR CDN PRODUCERS - AGENTS APPOINTED.
QUARTER: 2	FARM VISITS AND SEMINARS TO PROMOTE SALES OF DAIRY CATTLE.	SALES OF 4.1 MILLION DOLLARS PLUS NEW CONTACTS FOR CANADIAN EXPORTERS.
QUARTER: 2	TO SEEK NEW IMPORTERS FOR BEANS/SPECIAL CROPS/PULSES.	IN THIS QUARTER 5 NEW BUYING CONNECTIONS WERE MADE.
QUARTER: 3	-----	
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 : 643-CARACAS

009-FOREST PRODUCTS, EQUIP, SERVICES  
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST HAS BEEN REPORTING ON NEWSPRINT + PULP MARKET DEVELOPMENTS,  
PULP + NEWSPRINT PROJECT AND IS IN THE PROCESS OF FOLLOWING UP.

CONTINUE TO GATHER MARKET INFORMATION ON PROJECT AND COMPETITION  
ON UVERITO NEWSPRINT + PULP MILL.

TO CONDUCT A NEWSPRINT + PULP MARKET SURVEY.

INCREASED AWARENESS AND RECOMMENDATIONS TO  
CANADIAN SUPPLIERS ON MARKET STRATEGY.

CANADIAN PARTICIPATION AS A FOREIGN PARTNER  
IN THE PROJECT.

MAINTAIN KNOWLEDGE OF MARKET AND REPORT  
CHANGES AND SITUATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 CONTINUE TO GATHER MARKET INFORMATION AND  
COMPETITION ON UVERITO (PULPA ORINOCO) NEWS-  
PRINT AND PULPMILL.

THERE ARE NOW THREE COMPANIES SHORT-LISTED TWO  
OF WHICH ARE CANADIAN. BOTH ABITIBI-PRICE AND  
CONSOLIDATED BATHURST HAVE BEEN COUNSELED AND  
BRIEFED BY EMBASSY PERSONNEL.

QUARTER: 3 -----

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 : 643-CARACAS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

FINDING ADEQUATE AGENTS TO REPRESENT CANADIAN COMPANIES.

INCREASE IN THE NUMBER OF CANADIAN COMPANIES REPRESENTED.

PROMOTION OF CANADIAN EXPERTISE IN TELECOMMUNICATIONS TO THE GOVERNMENT TELEPHONE COMPANY (CANTV).

INCREASE AWARENESS OF CANADIAN CAPABILITIES IN THIS SECTOR AND TECHNICAL ASSISTANCE PROGRAM BY BELL CANADA INT. (BCI).

ASSESS THE DEVELOPMENTS IN THE VENEZUELAN TELECOMMUNICATIONS INDUSTRY.

TECHNOLOGY TRANSFER AGREEMENTS BETWEEN CANADIAN AND VENEZUELAN COMPANIES.

CIVILIAN AND MILITARY COMMUNICATIONS SYSTEMS SURVEY.

IDENTIFY SIZE OF POTENTIAL MARKET. DRAW MARKET TO ATTENTION OF CANADIAN EXPORTERS.

COMPUTERS, SOFTWARE & SYSTEMS

FIND ADEQUATE REPRESENTATIVES FOR CANADIAN COMPANIES IN THE FIELD OF COMPUTER HARDWARE AND SOFTWARE.

INCREASE IN THE NUMBER OF AGENTS IN VENEZUELA REPRESENTING CANADIAN COMPANIES.

PROMOTION OF EDUCATIONAL HARDWARE AND SOFTWARE FOR THE VENEZUELAN EDUCATION SYSTEM (PRIMARY AND HIGH SCHOOL).

POTENTIAL USE OF CANADIAN TECHNOLOGY BY THE MINISTRY OF EDUCATION.

INTRODUCTION OF CANADIAN SOFTWARE PRODUCTS TO THE PETROLEUM INDUSTRY FOR SPECIALIZED APPLICATIONS.

SALES OF CANADIAN SOFTWARE TO THE PETROLEUM INDUSTRY.

MAJOR ECONOMIC/COMMERCIAL REPORT ON THE DEVELOPMENT OF THE VENEZUELAN INFORMATICS INDUSTRY.

BETTER ASSESSMENT OF MARKET FOR CANADIAN COMPANIES. BRING MORE COMPANIES TO MARKET.

CONTACTING VENEZUELAN COMPANIES AND THE INFORMATICS ASSOCIATION TO MAKE AUDIO-VISUAL PRESENTATIONS.

BUILD AN AWARENESS OF CANADIAN EXPERTISE IN THIS SECTOR. GENERATE MORE ENQUIRIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 THE CONTACTING OF VENEZUELAN COMPANIES TO MAKE AUDIOVISUAL PRESENTATIONS.

THE POST HAS CONTACTED OVER 20 VENEZUELAN SOFTWARE COMPANIES TO INTRODUCE CANADIAN PRODUCT AND THERE IS A GROWING AWARENESS OF OUR CAPABILITIES

QUARTER: 2 FIND ADEQUATE REPRESENTATIVES FOR CANADIAN COMPANIES IN THE FIELD OF COMPUTER HARDWARE AND SOFTWARE.

POST HAS CANVASSED MORE THAN THIRTY DISTRIBUTORS AND AGENTS IN THIS FIELD AND IS IN GOOD POSITION TO INTRODUCE CANADIAN PRODUCTS TO THIS MARKET. GREAT INTEREST SHOWN IN DISTRIBUTED LITERATURE.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 643-CARACAS

010-MINE, METAL, MINERAL PROD & SRV  
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PRESENTATION TO THE VENEZUELAN ASSOCIATION OF MINING AND METAL-  
LURGICAL COMPANIES ON CANADIAN CAPABILITIES IN PRODUCTS AND  
SERVICES.

INCREASED AWARENESS OF CANADIAN CAPABILITIES  
AND TRANSFER OF TECHNOLOGY AND JOINT VENTURES  
OPPORTUNITIES.

TO CONDUCT A MARKET SURVEY ON VENEZUELA COAL/GOLD INDUSTRY AND  
ESTABLISH A MARKET STRATEGY OF CANADIAN COMPANIES.

INCREASED CANADIAN PARTICIPATION IN THESE  
SECTORS.

TO CONDUCT AN ASBESTOS MARKET SURVEY.

REPORT TO THE CANADIAN ASBESTOS INDUSTRY ON  
MARKET SITUATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 TO CONDUCT A MARKET SURVEY ON ASBESTOS.

THE SURVEY HAS BEEN COMPLETED AND THIS MARKET  
SITUATION REPORT ON VENEZUELA SHOULD AID THE  
CANADIAN INDUSTRY IN ITS FUTURE PLANNING OF  
STRATEGY FOR THIS MARKET.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 646-GUATEMALA

007-POWER & ENERGY EQUIP. & SERV.  
GUATEMALA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRANSMISSION

MAINTAINING CLOSE AND REGULAR CONTACT WITH POWER UTILITIES AND  
REPORTING UPCOMING CONTRACT OPPORTUNITIES TO CANADIAN INDUSTRY.

COMPLETION OF FEASIBILITY & DESIGN BY SNC AND  
IF BILATERAL FINANCING IS AVAILABLE TO UNDER-  
TAKE TURNKEY EXECUTION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -CONTINUE SUPPORT TO SNC IN THE RIO BOBOS HYDRO  
PROJECT;  
-CLOSE LIAISON WITH INDE AND ENEE TO IDENTIFY  
FUTURE COMMERCIAL OPPORTUNITIES.

-RIO BOBOS DEVEVELOPMENT HAS BECOME PRIORITY FOR  
GTMLAN GOVT & SNC/CPPE SUTY HAS BECOME PRINCIPAL  
WORKING DOC. -SUCCEEDED IN COORDINATING PRESENTA  
TION OF GENERATION EQPT PROPOSAL WORTH APPR \$4M.  
FROM MARKHAM ELECTRIC TO INDE.

QUARTER: 2 ENSURE PREQUALIFICATION OF CDN COMPANIES IN THE  
SAMLL HYDRO DEVELOPMENT ACTIVITIES IN GTMALA.

LAVALIN, CIPOWER, ACRES AND SNC SUBMITTED PREQUA  
LIFICATION DOC. FOR THE IADB FINANCED SMALL  
HYDRO DEVELOPMENT STUDIES IN GTMLA. EMBASSY ADVI  
SED COMPANIES AND MAINTAINED LIAISON WITH LOCAL  
AGENTS.

QUARTER: 3 -----

QUARTER: 4 -----



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

POST : 646-GUATEMALA

001-AGRI & FOOD PRODUCTS & SERVICE  
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ADVISE CANADIAN EXPORTERS AS SOON AS TENDERS ARE ANNOUNCED, AND GUIDE AND ASSIST THEM AS APPROPRIATE DURING THE BIDDING PROCESS.

INCREASE EXPORTS BY 20% OVER CURRENT YEAR.

DEVELOP CLOSER CONTACT WITH NEW OFFICIALS IN GOVERNMENT DEPARTMENTS AND AGENCIES, AND OTHER MAJOR ORGANIZATIONS SUCH AS COOPERATIVES AND ASSOCIATIONS.

INCREASE EXPORTS NEXT YEAR BY AT LEAST 10% OVER THIS YEAR.

ENCOURAGE AND ASSIST IN DEVELOPING TWO-WAY TRADE WITH GUATEMALA.

CLOSER TIES WITH GUATEMALAN BUSINESS AND INDUSTRY SHOULD ENABLE US TO BE MORE AWARE OF TRADE OPPORTUNITIES AND INCREASE EXPORTS BY 10% ANNUALLY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE CONTACTS WITH LOCAL LIVESTOCK BREEDERS TO IDENTIFY SALES POTENTIAL.

POST WAS PRINCIPAL COORDINATOR FOR RECENT SALE OF 20 HEAD OF SWINE TO LOCAL BREEDER. QUALITY OF STOCK HAS OPENED DOOR FOR FURTHER SALES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
88/02/02

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

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POST : 646-GUATEMALA

009-FOREST PRODUCTS, EQUIP, SERVICES  
HONDURAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAINTAIN CLOSE CONTACT WITH HONDURAN GOVERNMENT OFFICIALS REGARD-  
ING CONTRACT OPPORTUNITIES FOR THE REHABILITATION OF A \$200MN.  
FORESTRY COMPLEX.

CONSULTING/ENGINEERING CONTRACTS EQUIPMENT  
AND LONG-TERM MANAGEMENT CONTRACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT TO CPPF CORFINO/HONDURAS FORESTRY STUDY.

POST WAS AND STILL IS MAJOR FACTOR IN ENSURING  
PREQUALIFICATION OF CDN CONSULTANTS FOR THE  
CORFINO PROJECT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST 646-GUATEMALA

COMPLETE BRIEFINGS AND REVIEW OF HONDURAN COMMERCIAL AND  
TRIP TO HONDURAS TO PERSONALLY INTRODUCE SJOSE TRADE COMM.  
TO HONDURAN COMMERCIAL CONTACTS. FULL SUPPORT TO DEB  
PIPETECH IN THEIR RECENTLY APPROVED CPPF TECHNICAL  
ASSISTANCE. VISIT TO HONDURAS TO ACCOMPANY EDC IN THEIR  
NEGOTIATIONS WITH GOVT OF HONDURAS TO RESOLVE BILATERAL  
OBLIGATIONS PROBLEMS. EMBASSY PROVIDED GUIDANCE AND  
COMPLETED PROGRAM FOR AN ALBERTA PETROLEUM MISSION WHICH  
HAS IDENTIFIED PROMISING SHORT TERM POSSIBILITIES.

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

POST : 653-HAVANA

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	HAVE TWO MAJOR CANADIAN COMMUNICATIONS FIRMS ORGANIZE TECHNICAL SEMINARS IN CUBA.	IMPROVE THEIR RELATIONSHIP WITH CLIENTS.
	HOST INFORMAL LUNCHESES WITH CUBAN EMPRESAS IN COMMUNICATIONS FIELD.	IMPROVE OUR RELATIONSHIP WITH CUBANS.
	GIVE SUBSCRIPTIONS OF SPECIALIZED CANADIAN MAGAZINES TO CUBAN OFFICIALS.	IMPROVE AWARENESS OF CANADIAN CAPABILITIES.

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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	ENTREPRENDRE LES DEMARCHES NECESSAIRES POUR QUE MITEL ET SPILBURY ORGANISENT DES SEMINAIRES. ABONNER DIVERSES ORGANISATIONS CUBAINES A DES MAGAZINES DE TELECOMMUNICATIONS.	SPILSBURY NE PEUT RIEN FAIRE PARCE QUE LA SEE NE COUVRE PLUS CUBA. MITEL ORGANISERA VRAISEMBLABLEMENT UN SEMINAIRE EN OCTOBRE. MICROTEL, UN NOUVEAU VENU A CUBA A BIEN REUSSI SON ENTREE EN OBTENANT DES RENCONTRES DE HAUT NIVEAU.
QUARTER: 2	INITIATED PRELIMINARY WORK FOR MITEL SEMINAR IN HAVANA. MICROTEL, WITH POST ASSISTANCE, SUCCESSFULLY APPROACHED THE CUBAN MARKETPLACE.	MITEL SEMINAR IN CUBA SCHEDULED FOR 1ST QUARTER '88. MITEL ALSO OPENED A REPR. OFFICE IN HAV. TO PROVIDE LOCAL CUSTOMERS WITH TECHNICAL/AFTER SALES SERVICES. MINISTRY OF COMM. HAS AGREED TO PURCHASE 2 USED CENTRAL OFFICES FROM MICROTEL.
QUARTER: 3	-----	
QUARTER: 4	-----	

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

POST : 653-HAVANA

010-MINE, METAL, MINERAL PROD & SRV  
CUBA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	EMR-PROPOSED NICKEL INDUSTRY MISSION TO CUBA.	EXPANDED EXPOSURE TO CUBAN DECISION MAKERS IN MINING SECTORS.
	GIVE SUBSCRIPTIONS OF CANADIAN MINING MAGAZINES TO CUBAN OFFICIALS.	INCREASE CUBAN AWARENESS OF CANADIAN CAPABILITIES.
	ENCOURAGE CANADIAN SUPPLIERS TO ORGANIZE TECHNICAL SEMINARS IN CUBA.	EXPANDED EXPOSURE TO CUBAN DECISION MAKERS.

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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	MISSION DE EMR A CUBA. ENCOURAGER LES FOURNISSEURS CANADIENS A ORGANIS- ER DES SIMINAIRES.	LA MISSION DE EMR N'AURA PAS LIEU CETTE ANNEE. UNE MISSION LATINO-AMERICAINE COMPRENANT DES DELEGUES CUBAINS DOIT SERENDRE AU CANADA EN SEPT 87. DORR-OLIVER SIGNERA EN JUILLET 87 UN CONTRA- CT DE \$1.5 MILLION POUR VENTE D'EQUIPMENT MINIER
QUARTER: 2	ENCOURAGE CDN SUPPLIERS TO DEVELOP SEMINARS AND CLOSER RELATIONS WITH LOCAL BUYERS. SEND CUBAN DELEGATION TO MINTEC 87, NORTH BAY.	VARIOUS CDN CO. PLANNING ON HOLDING TECH. SEMINAR IN HAV. NEXT YEAR. LONGYEAR CDA ALREADY INVITED 2 CUBAN USERS TO VISIT THEIR FACILITIES. VARIOUS CONTRACT FOR MINING SECTOR WERE NEGOTIATED. CUBAN DEL. TO MINTEC 87 ESTABLISHED DIRECT CONTACTS
QUARTER: 3	-----	
QUARTER: 4	-----	



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

POST : 653-HAVANA

007-POWER & ENERGY EQUIP. & SERV.  
CUBA

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:  
  
CONSUMIMPORT BUYING TRIP TO CANADA.  
  
HOST INFORMAL LUNCHES WITH CUBAN BUYERS.  
  
GIVE SUBSCRIPTIONS OF SPECIALIZED CANADIAN MAGAZINES TO CUBAN OFFICIALS.

ANTICIPATED RESULTS:  
  
ESTABLISH CONTACTS AND MAKE SOME SALES (\$1 MILLION).  
  
IMPROVE OUR RELATIONSHIP WITH CUBAN BUYERS.  
  
IMPROVE CUBAN KNOWLEDGE OF CANADIAN CAPABILITIES.

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:  
  
QUARTER: 1 ORGANISER UN VOYAGE AU CDA EN FAVEUR DE L'ORGANISATION CUBAINE CONSUMIMPORT POUR L'ACHAT DE BIENS CANADIENS. TENIR DES DEJEUNER D'AFFAIRES AVEC CLIENTS CUBAINS.  
  
QUARTER: 2 ORGANIZED AWARDING CEREMONY OF PRIZE GIVEN BY CUBA TO FEDERAL PIONEER FOR ITS LONG STANDIG BUSINESS RELATIONS WITH CUBA.  
  
QUARTER: 3 -----  
QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:  
  
ENERGOIMPORT EST ALLE AU CANADA DY 7 AU 21 JUIN ET A ACHETE PLUSIEURS BIENS CANADIENS. LES DEJEUNERS N'ONT PAS ETRE TENU DU A L'ABSENCE DE COUVERTURE PAR LA SEE ET AUX COUPURES DU BUDGET D'HOSPITALITE.  
  
ENERGOIMPORT TRAVELLED TO CDA AGAIN TO SIGN ADDITIONAL CONTRACT FOR \$200,000 CDN. LIGHTOLIER RECEIVED L/G FOR CD 116,250 TO COVER PART OF CONTRACT FOR CDN 400,000 SIGNED NOV'86.

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

POST :653-HAVANA

015-CONSTRUCTION INDUSTRY  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

GIVE SUBSCRIPTIONS OF CANADIAN INDUSTRY DIRECTORIES AND  
SPECIALIZED MAGAZINES.

PRIORITY SECTOR FOR HOSPITALITY FUNCTIONS.

ANTICIPATED RESULTS:

IMPROVE AWARENESS OF CANADIAN CAPABILITIES.

IMPROVE EMBASSY RELATIONSHIP WITH CUBAN  
DECISION-MAKERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 DONNER DES ABONNEMENT A DIVERS ANNUAIRES ET REV-  
UES CANADIENNES.  
DEJEUNER D'AFFAIRES.

QUARTER: 2 ASSIST INTERIMCO AND SSSI INT'L IN THEIR PURSUE  
OF NEW JOSE MARTI AIRPORT INT'L TERMINAL BLDG.  
CONTINUE FOLLOW UP WITH LOCAL BUYERS E NEW HOSPI-  
TAL, CIMEX WAREHOUSE & NEW DIPLOMATIC BLDG. PRO-  
JECTS.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ACTIVITES PLANIFIES NON REALISEES DU A LA NON-  
COUVERTURE DE CUBA PAR LA SEE ET COUPURES DE BU-  
DGET A L'AMBASSADE. PAR CONTRE UNE MISSION DE DR-  
IOTT/ISEI ET VISITES RPETEES DE SOCIETES CDNS  
DE CE SECTEUR ONT AMILIORE LES CONTACTS DEJA ET-

CONTRACT FOR JOSE MARTI AIRPORT PROJECT WAS  
AWARDED TO SSSI INT'L (CDN\$5.6M); GOOD PROSPECTS  
EXIST FOR CDN COMPANIES TO RECEIVE CONTRACTS FOR  
OTHER OUTSTANDING PROJECTS.

REPORT 4A  
88/01/28

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

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

POST 653-HAVANA

ONE WEEK SEMINAR SPONSORED BY THE ASBESTOS INSTITUTE OF  
QUEBEC, HELD IN HAVANA. PREPARE TRIP OF CUBAN DELEGATION  
TO MINTEC 87.

REPORT 4  
88/02/02

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

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POST : 657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE  
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SURVEY OF BAHAMIAN MARKET FOR FOOD PRODUCTS TO BE CIRCULATED 1/87

REPORT TO BE CIRCULATED TO CANADIAN PRODUCERS  
IN AN EFFORT TO HAVE THEM EVALUATE MARKET.

OF CANADIAN FIRMS IDENTIFIED AS HAVING GOOD PROSPECTS IN MARKET  
BY FOLLOW-UP TO MARKET SURVEY NOTED ABOVE MINIMUM FIVE EXHIBIT AT  
SOLO SHOW TO BE HELD IN NASSAU 10/87.

MINIMUM THREE AGENCIES, FIRST YEAR SALES OF  
\$500,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
88/02/02

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

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POST : 657-KINGSTON

013-CONSUMER PRODUCTS  
BAHAMAS

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:  
MINIMUM FIVE FIRMS IN THIS SECTOR TO PARTICIPATE IN SOLO SHOW  
TO BE HELD 10/87.

ANTICIPATED RESULTS:  
MINIMUM THREE NEW AGENCIES, FIRST YEAR SALES  
\$250,000.

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/02/02

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

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POST : 657-KINGSTON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TWO OFFICIALS FROM BAHAMASAIR TO BE INVITED TO CANADA IN  
SEPTEMBER 1987 UNDER INCOMING BUYERS PROGRAM TO TOUR DHC  
FACILITIES.

PURCHASE OF 3 DASH 8 AIRCRAFT.

MINIMUM THREE AUTO PARTS MANUFACTURERS TO BE INCLUDED IN PROPOSED  
CANADIAN SOLO SHOW 10/87.

THREE NEW AGENCY AGREEMENTS, FIRST YEAR SALES  
OF \$250,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PROMOTE SALE OF DASH 8 TO BAHAMASAIR

ACCOMPANIED DEHAVILLAND AND ECD ON MARKETING  
TRIP TO BAHAMAS. MAJOR PRESENTATION MADE TO  
GOVERNMENT AT AIRLINE. DASH 8 FAVOURED  
CONTENDER.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
BB/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 657-KINGSTON

015-CONSTRUCTION INDUSTRY  
BAHAMAS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

TWO INCOMING BUYERS FROM THE HOTEL CORPORATION OF THE BAHAMAS TO  
VISIT CANADA 5/87.

ANTICIPATED RESULTS:

CANADIAN PROCUREMENT OF \$ MILLION FOR THE  
HOTEL CORPORATIONS PROJECTS BEING CONSTRUCTED  
OVER NEXT 4 YEARS.

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 : 657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE  
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET SURVEY WITH PARTICULAR EMPHASIS ON HOSPITALITY INDUSTRY  
TO BE CIRCULATED 11/86.

DIRECT CONTACT WITH CANADIAN FIRMS TO ENCOURAGE THEM TO VISIT  
IMPORTERS IDENTIFIED BY HISH COMMISSION.

AT LEAST 5 EXPORTERS TO PARTICIPATE IN 5/87 SOLO SHOW IN  
KINGSTON.

THREE INCOMING BUYERS TO BE SELECTED TO VISIT CANADA.

INITIAL CONTACTS BETWEEN AT LEAST THREE  
CANADIAN SUPPLIERS AND LOCAL AGENTS/  
DISTRIBUTORS.

THREE NEW AGENCY AGREEMENTS, FIRST YEAR SALES  
OF \$1.0 MILLION.

MINIMUM THREE NEW AGENCY AGREEMENT, FIRST  
YEAR SALES OF \$500,000.

MINIMUM 3 NEW AGENCY AGREEMENTS WITH FIRST  
YEAR SALES OF \$500,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DIRECT CONTACT WITH CDN FIRMS TO ENCOURAGE THEM  
TO VISIT MARKET.

ARRANGED FOR LABATT INTERNATIONAL TO ACT AS SPON-  
SOR FOR AIR CANADA'S 50TH ANNIVERSARY CELEBRAT-  
IONS LOCALLY. AS RESULT LABATT HAS RECEIVED INI-  
TIAL ORDER FROM NEW AGENT FOR SEVERAL BEVERAGE  
PRODUCTS.

QUARTER: 2 PROVIDE CANADIAN FIRMS/OTTAWA WITH UP-TO-DATE  
INFO ON FOOD MARKET.

CIRCULATED PAPERS ON BAHAMIAN FOOD MARKET AND  
JAMAICAN PULSE MARKET

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 657-KINGSTON

007-POWER & ENERGY EQUIP. & SERV.  
JAMAICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

WILL ASSIST CEDSI LTD IN THEIR EFFORTS TO OBTAIN CONTRACT FOR FINAL FEASIBILITY STUDY ON BACK RIO GRANDE, MEETING WITH VARIOUS GOVERNMENT PLAYERS INCLUDING JPS PIOJ AND PCJ TO PUSH CONCEPT OF A FOLLOW ON AWARD FROM THE PREFEASIBILITY STUDY.

WILL CONTINUE TO MEET WITH JPS TO OBTAIN UP-TO-DATE INFO ON POWER IV PROJECT AS IT DEVELOPS AND WILL CONTACT INTERESTED CANADIAN FIRMS WITH TOPICAL INFO.

ANTICIPATED RESULTS:

AWARD TO CEDSI OF \$2.0 MILLION FEASIBILITY STUDY.

AWARD TO A CANADIAN FIRM OF THE INITIAL FEASIBILITY STUDY FOR THIS PROJECT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ASSIST CEDSI IN BID FOR BACK RIO GRANDE PROJECT CONSULTING WORK.

QUARTER: 1 ATTRACT CDN FIRMS TO BID ON WORKS RELATED TO POWER IV PROJECT.

QUARTER: 2 ATTRACT CANADIAN FIRMS TO BID ON WORKS ASSOCIATED WITH POWER IV PROJECT.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ORIGINAL SHORTLIST FORWARDED TO IDB INCLUDED CEDSI. THIS WAS RETURNED TO JAMAICAN AUTHORITIES FOR REDRAFTING. FINAL LIST EXPECTED JULY 8.

TWO CDN COMPANIES, ONTARIO HYDRO AND ONTARIO INTERNATIONAL CORP. WILL VISIT KINGSTON IN JULY TO FOLLOW UP OPPORTUNITIES.

ACCOMPANIED ONTARIO HYDRO, ONT. INT'L CORP. ON VISITS TO UTILITY (JPS). COMPANY IS MOST ANXIOUS FOR ONTARIO HYDRO TO BE INVOLVED IN TRAINING/ INSTITUTIONAL ASPECT.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 657-KINGSTON

013-CONSUMER PRODUCTS  
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST IS PREPARING REPORT ON JAMAICAN DEMAND FOR TEXTILES, THREAD AND OTHER COMPONENTS FOR CLOTHING WITH SPECIAL EMPHASIS ON FREE ZONE DEMAND. TO BE CIRCULATED 1/87.

INTRODUCTION OF FOUR NEW CANADIAN EXPORTERS TO MARKET.

TWO INCOMING BUYERS FROM THE GARMENT INDUSTRY TO BE IDENTIFIED AND SENT TO VISIT CANADIAN TEXTILE AND ACCESSORY MANUFACTURERS IN THE FALL OF 1987.

FIRST YEAR SALES OF \$250,000.

THREE CANADIAN GIFTWARE AND HIGH FASHION CLOTHING MANUFACTURERS TO BE SELECTED TO PARTICIPATE IN SOLO SHOW PLANNED FOR 5/87.

TWO NEW AGENCIES AND FIRST YEAR SALES OF \$100,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAJOR SURVEY ON JAMAICAN MARKET FOR TEXTILE PRODUCTS AND ACCESSORIES.

SURVEY CIRCULATED JUNE 1987. BASED ON FEEDBACK FROM CDN INDUSTRY WILL RECOMMEND TWO INCOMING BUYERS VISIT CANADA IN FALL OF 1987.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
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POST : 657-KINGSTON

009-FOREST PRODUCTS, EQUIP, SERVICES  
JAMAICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

SURVEY OF PACKAGING REQUIREMENTS WITH EMPHASIS ON GARMENT AND  
FOOD/HORTICULTURAL EXPORTERS, TO BE COMPLETED BY 6/87 AND  
CIRCULATED TO CANADIAN FIRMS.

DIRECT CONTACT TO BE ESTABLISHED WITH CANADIAN FIRMS WITH  
POTENTIAL TO SUPPLY MARKET.

ANTICIPATED RESULTS:

INCREASE AWARENESS OF CANADIAN EXPORTERS IN  
OPPORTUNITIES PROVIDED BY MARKET

VISIT TO MARKET BY 2 FIRMS. FIRST YEAR SALES  
\$500,000.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 DIRECT CONTACT WITH EXPORTERS TO ENCOURAGE THEM  
TO VISIT MARKET

QUARTER: 3 -----

QUARTER: 4 -----

ARRANGED FOR VISIT OF SEACROS PACIFIC TIMBER.  
POTENTIAL SALES PENDING.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
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POST : 639-LIMA

010-MINE, METAL, MINERAL PROD & SRV  
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CIDA LINE OF CREDIT

RELOCATION OF CENTROMIN OFFSHORE PURCHASING OFFICE FROM NEW YORK TO TORONTO WHICH ANNUALLY PURCHASES CDN \$60 MILLION OF GOODS.

SECTORIAL REPORTS ON COPPER, COBALT AND TIN AND ASSIST LEAD-ZINC STUDY GROUP VISIT TO PERU.

OBTAIN CIDA CREDIT FACILITY TO EXPAND/DIVERSIFY A) PURCHASER AND B) CDN SUPPLIERS INTEREST AND MARKET KNOWLEDGE.

INDICATIONS ARE NOW NEGATIVE DUE TO LACK OF CANADIAN SUPPORT (FINANCIAL) FOR PROPOSAL ALTHOUGH GOVT OF ONTARIO HAS SHOWN SOME INTEREST.

INCREASE KNOWLEDGE OF PERU MINERAL DEVELOPMENTS BY EMR AND MINERAL STUDY GROUP.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECRUITED FOR INCOMING MINING MISSION. PRODUCED NEW REPORTS ON MINING & OIL SECTORS. MEETINGS WITH CIDA, PERU PLANNING & MAJOR MINING COMPANIES TO GET MINING SECTOR ESTABLISHED FOR LINE OF CREDIT.

75% COMPLETED FOR SEPTEMBER MISSION. COMPLETED OIL SECTOR REPORT, 80% MINING REPORT. SUCCESSFUL MEETINGS AS PRELIMINARY TO CIDA PLANNING MISSION IN SEPTEMBER.

QUARTER: 2 A) SENDING MINING MISSION TO CANADA (MINTEC).  
B) PRODUCE REPORT ON MINING.  
C) MEETINGS WITH CIDA, PERU PLANNING AND MINING COMPANIES TO GET MINING SECTION ESTABLISHED FOR LINE OF CREDIT.

A) SUCCESSFUL MISSION COMPLETED IN SEPTEMBER.  
B) COMPLETED MINING SECTOR REPORT.  
C) CIDA PLANNING MISSION SCHEDULED FOR OCTOBER 87

QUARTER: 3 -----

QUARTER: 4 -----



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

POST : 639-LIMA

001-AGRI & FOOD PRODUCTS & SERVICE  
PERU

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONTARIO POULTRY SEMINAR

INCREASE FAMILIARITY WITH CANADIAN POULTRY.

PRESENTATION TO MAJOR IMPORTERS HIGHLIGHTING CANADIAN PRODUCTS.

STIMULATE ADDITIONAL IMPORTS OF GREEN PEAS AND LENTILS.

IMPROVE MARKET POTENTIAL FOR CANADIAN PURE BREED CATTLE BY SETTING UP INFORMATION SESSIONS BETWEEN CANADA FARMERS AND CATTLE BREEDERS.

ESTABLISH CANADA AS RELIABLE SUPPLIER OF PUREBRED CATTLE, SEMEN AND EMBRYOS.

CONDUCT MARKET SURVEY FOR AGRICULTURE EQUIPMENT TO IDENTIFY POTENTIAL MARKET FOR CANADIAN PRODUCTS.

SEND REPORT TO CANADIAN MANUFACTURERS TO STIMULATE THEIR INTEREST IN THIS GROWING MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTED PUREBRED CATTLE SALES TO NATIONAL HOLSTEIN ASSN & INDIVIDUAL BUYERS & PROMOTED USE OF CDN CATTLE JUDGES. FOLLOW-UP ON CDN DAIRY BOARD MISSION IN EFFORT TO OBTAIN MULTIYEAR CONTRACT AND SALES.

SOLD OVER 2000 HEADS IN FIRST HALF OF 1987 VALUED AT APPROXIMATELY \$1 MILLION, SALES OF OVER \$4 MILLION ACHIEVED & PERUVIAN IMPORTING AUTHORITY READY TO SIGN UNPRECEDENTED MULTI YEAR CONTRACT.

QUARTER: 2 A)ATTEND FIA 87. COORDINATE VISIT OF K. MCFARLANE FM PRODUCTS DIV, FISH AND FOOD PRODS, EA.  
B)CONTINUE PROMOTING DAIRY PRODUCT SALES ON BEHALF OF CANADIAN DAIRY COMMISSION.

A)DISCUSSED CATTLE MKT WITH PROMINENT CATTLE BREEDERS OF AREQUIPA, CUZCO & TACNA RONS. SALES OF \$500,000 APPROX OF DAIRY CATTLE. B)THEY HAVE NOW REC'D ORDERS FOR 14,000 MT OF MILK POWDER FOR 87 YR WTH FURTHER SALES LTD BY REDUCED OFFERING

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 639-LIMA

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETE REPORT ON RECENT SECURITY PRODUCTS MISSION TO CANADA AND  
INITIATE FOLLOW UP TO FURTHER PROMOTE CANADIAN PRODUCTS.

SALES OF 0.5 MILLION STRONG POSSIBILITY.

PROMOTE DEMONSTRATION UNITS OF SECURITY RELATED EQUIPMENT TO BE  
TESTED BY PERUVIAN ARMED FORCES IN TERRITORY, BOTH INDIVIDUAL AND  
TRADE FAIR.

ENHANCE MARKETING POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED PROMOTING SECURITY EQUIPMENT AS FOLLOW  
UP TO MISSION OF LATE 1986. WORKING EXTENSIVELY  
ON MAJOR AIRPORT SECURITY UP DATE VIA CPPF IN E-  
FFORTS TO SOLE SOURCE CDN PRODUCTS. ASSISTING  
CDN CO IN PROPOSED J.V. TO MFR BULLET PROFF VEST

INITIAL SALES OF \$40,000 IN BULLET PROOF VESTS &  
BOMB BLANKETS. CPPF STUDY APPROVED & ADDITIONAL  
AIRPORT AUTHORITIES VISIT PLANNED FOR AUGUST. PE-  
RUVIAN MILITARY AUTHORITIES EVALUATING PROPOSAL.

QUARTER: 2 A)CONTINUE PROMOTING SECURITY EQPT AS FOLLOW UP  
TO MISSION OF LATE 86. B)WORKING EXTENSIVELY ON  
MAJOR AIRPORT SECURITY UPDATE VIA CPPF IN EF-  
FORTS TO SOLE SOURCE CDN PRODS. C)ASSISTING CDN  
CO IN PROPOSED J.V. TO MFTRE BULLET PROOF VESTS.

A)SALES OF OVER \$100,000 MADE. B)CPPF STUDY  
UNDERWAY AND CDN SALES POSSIBILITIES BEING  
IDENTIFIED. C)JV LETTER OF INTENT SIGNED AND NOW  
WITH LEGAL REPS. EXPECT PRODUCTION TO START  
WITHIN 2 MONTHS.

QUARTER: 3 -----

QUARTER: 4 -----



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

POST : 639-LIMA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

ASSESSING RESULTS OF INVITEES TO EXPO 86 PAID FROM CIDA FUNDS.

RECORD ADDITIONAL AGENCIES ESTABLISHED AND SOME SALES.

TO CONDUCT A MARKET SURVEY IDENTIFYING POTENTIAL FOR CANADIAN TELECOM AND SATELLITE PRODUCTS.

TO PRODUCE A REPORT IN FY 87/88. SEND TO ACTIVE CANADIAN EXPORTERS.

WORK WITH CIDA AND PERUVIAN PLANNING INSTITUTE TO HAVE TELECOMMUNICATIONS AN AREA OF CONCENTRATION FOR CANADIAN TECHNICAL ASSISTANCE

DEVELOP INCREASED EXPORTS VIA CIDA FUNDING IN EFFORT TO ESTABLISH PRODUCT LOYALTY AND ADDITIONAL SALES.

DEVELOP EVEN CLOSER COORDINATION WITH PERUVIAN DIRECTORATE IN CHARGE OF INTERAMERICAN TELECOMMUNICATIONS CONFERENCE IN LIMA, AUGUST 1987.

MORE SPEAKERS FROM CANADA AND RAISE AWARENESS OF CANADIAN EXPERTISE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED WORK TO HAVE TELECOMMUNICATION SECTOR PRIORITY WITH CIDA & PERUVIAN PLANNING INSTITUTE TO USE WITH CIDA LINE OF CREDIT. WORKED WITH NORTHERN TELECOM IN PREPARING MAJOR PROMOTIONAL PRESENTATION TO PVAN TELECOMM: ENTEL & CPT.

SECTOR NOW RECOGNIZED AND AWAITING CIDA PLANNING MISSION. PROCEEDING.

QUARTER: 2 A) CONTINUE WORK TO HAVE TELECOMS SECTOR PRIORITY WITH CIDA & PERUVIAN PLANNING INSTITUTE TO USE WITH CIDA LINE OF CREDIT. B) WORK WITH NORTHERN TELECOM IN PREPARING MAJOR PROMOTIONAL PRESENTATION TO PERUVIAN TELECOM ENTITIES; ENTEL & CPT FOR JULY 87.

A) PLANNING MISSION SCHEDULED FOR NOVEMBER 87. B) PROPOSAL AND BID BEING EVALUATED FOR OVER \$20 MILLION.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/02/02

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTION OF CANADIAN INTERESTS IN PURSUIT OF URBAN TRAIN SYSTEM PROJECT.

CONSULTANCY PLUS EQUIPMENT, VALUED BETWEEN 20-30 MILLION, AND SALE ON USED EQUIPMENT.

PROMOTIONAL MAILING CAMPAIGN (INCLUDING: AUTOMOTIVE SPARE PARTS, ACCESSORIES AND TIRES).

INCREASE AWARENESS OF CANADIAN CAPABILITY OF KEY IMPORTERS.

TECHNICAL INSPECTION TEAM TO CANADA TO EVALUATE TORONTO TRANSIT COMMISSION USED CARS AND COOPERATIVE REFURBISHING PLAN.

MAJOR CONTRACT FOR CANADA.

SUPPORT OF SPARE PARTS MANUFACTURERS AND OEM SUPPLIERS IN UPCOMING TENDERS FOR LOCOMOTIVES AND SPARE PARTS.

CANADA COULD WIN IMPORTANT 8 LOCOMOTIVES TENDER AND OBTAIN SIGNIFICANT SPARE PARTS SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED LOBBYING & SUPPORT OF LIMA TRANSPORTATION SYSTEM & CDN CARS FROM TORONTO TRANSIT COMMISSION & DELCANDA CONSULTING SERVICES. FOLLOW UP EXTENSIVELY ON SHIPPING AGREEMENT LETTER OF INTENT.

CANADA'S PROSPECTS STILL HIGH DESPITE CONCERNED ATTACKS BY OTHER POTENTIAL SUPPLIERS. CDN CARS BASE FOR FURTHER PLANNING ALTHOUGH SALE NOT YET CONFIRMED. HAD SHIPPING CONTRACT SIGNED AND RATIFIED.

QUARTER: 2 A) CONTINUE LOBBYING AND SUPPORT FOR LIMA TRANSPORTATION SYSTEM AND CDN CARS FROM TORONTO TRANSIT COMMISSION AND DELCANDA CONSULTING SERVICES.

A) PROJECT PROGRESSING SLOWLY DUE TO LIMITED FUNDING AND INCREASINGLY COMING UNDER MEDIA CRITICISM.

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
88/02/02

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

003-GRAINS AND OILSEEDS  
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SENIOR MILLERS TO ATTEND CANADIAN INTERNATIONAL GRAINS INSTITUTE  
COURSE IN WINNIPEG.

INCREASE FAMILIARITY WITH CANADIAN GRAINS.

IN CONJUNCTION WITH AN IMMINENT SHIPMENT OF CANOLA OIL VIA CIDA  
FOOD AID TO PROMOTE INFORMATION ON USES AND ADVANTAGES OF OIL IN  
ORDER TO INCREASE FURTHER PURCHASES.

OBTAIN LARGER SHARE OF PERUVIAN VEGETABLE OIL  
MARKET FOR CANADA.

TO CONDUCT MARKET SURVEY IDENTIFYING POTENTIAL FOR CANADA.

SEND REPORT TO CANADIAN EXPORTERS OF CANOLA  
TO STIMULATE THEIR INTEREST IN THE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) FOLLOWED UP ON CDN WHEAT BOARD VISIT WHERE  
LETTER OF INTENT SIGNED. B) PROMOTING CANOLA OIL  
BY HAVING THIS OIL INCLUDED BY DEPT OF AGRIC AS  
PERMISSIBLE IMPORT & ENSURING CONTINUED CIDA IN-  
CLUSION IN FOOD AID PROGRAM.

A) SALES OF OVER 180,000 MT VALUED AT WELL OVER  
\$20 MILLION MADE IN FIRST YEAR OF 1987 CALENDAR  
YEAR. B) CANOLA OIL & WHEAT ARE TO BE INCLUDED IN  
ANY UPCOMING FOOD AID PROGRAM.

QUARTER: 2 A) GATHER INFORMATION ON WHEAT, FERTILIZERS AND  
COARSE GRAINS MARKET.

A) REPORT ON WHEAT AND COARSE GRAINS SENT JULY  
31 ENCI PURCHASED 45,000 TONS OF WHEAT WEEK  
SEPT. 14.

QUARTER: 3 -----

QUARTER: 4 -----

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

001-AGRI & FOOD PRODUCTS & SERVICE  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

CONTINUE CONTACTS WITH LIVESTOCK BUYERS + GOVERNMENT OFFICIALS.

IDENTIFY OPPORTUNITIES ENHANCE IMAGE.

CONTINUE EXPLAINING EDC FINANCING PROGRAMS TO THOSE POTENTIAL BUYERS REQUIRING IT.

ASSIST SALES

CONTINUE ASSISTING ALBERTA GOVERNMENT ON JALISCO PROJECTS

OBTAIN SALES OF ALBERTA CATTLE TO JALISCO

SEEDS & SPECIAL CROPS

CONTINUE CONTACTS WITH PHYTOSANITARY AUTHORITIES TO FACILITATE ENTRANCE OF OUR SEED POTATOES TO MEXICO

FACILITATE SALES

CONTINUE PROMOTION IE SENDING BOOKLETS IDENTIFYING CANDIDATES FOR MISSIONS AND COURSES ON POTATO TECHNOLOGY

ENHANCE OUR IMAGE/INCREASE SALES

KEEP IN CONTACT WITH PULSE DEALERS AND CONASUPO

IDENTIFY OPPORTUNITIES

IDENTIFY BEST COOPERATORS TO TEST ALFALFA VARIETIES GROWN IN CANADA FOR ADAPTABILITY TO MEXICO

FIND ALFALFA VARIETIES TO COMPETE IN LOCAL MARKET

CONDUCT PULSES MARKETING STUDY

IDENTIFY OPPORTUNITIES/CONSTRAINTS

MEATS & MEAT BY-PRODUCTS

CONTINUAL CONTACTS WITH MEAT RENDERING INDUSTRY

IDENTIFY OPPORTUNITIES

CONDUCT MINI STUDY ON THIS SUBSECTOR DURING 1987 AT LATEST

IDENTIFY MAJOR ACTORS, NEEDS, NEW OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DEVELOP CONTACTS WITH LIVESTOCK BUYERS, ASSESS ETC. PROMOTE FOOD PRODUCTS WITH CONASUPO. CONTINUE CONTACTS WITH MEXICAN AUTHORITIES TO FACILITATE ENTRY OF CDN SEED POTATOES.

NEGOTIATING 3-5,000 HEAD OF HOLSTEINS WITH ALTA ASSOC. ADVISED CDC ON OBTAINING 2 YEAR SMP CONTRACT ALMOST READY FOR SIGNATURE. ESTABLISHED PROCEDURE TO OBTAIN GOM ACCEPTANCE OF INTERNATIONAL DISEASE TOLERANCE & REGISTRATION OF SEED POTATOE

QUARTER: 2 DEVELOP CONTACTS WITH LIVESTOCK BUYERS. CONTINUE NEGOTIATIONS WITH MEXICAN AUTHORITIES TO FACILITATE ENTRY OF CANADIAN SEED POTATOES.

ORGANIZED HIGHLY SUCCESSFUL SWINE MISSION TO CANADA. MET WITH MEXICAN CATTLE BREEDERS AT NATIONAL ABERDEEN ANGUS SHOW IN ZACATECAS. REACHED AGREEMENT WITH MEXICAN AUTH. FOR PROTOCOL COVERING PHYTOSANITARY REQUIREMENTS.

QUARTER: 3 -----

QUARTER: 4 -----



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

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

PERSUE OPPORTUNITIES FOR OFF ROAD VEHICLES FOR PEMEX AND ON-SITE CONSTRUCTION START UP PROJECTS AS WELL AS AIRPORT EMERGENCY VEHICLES

TO INTRODUCE 2-3 CDN MFRS WITH POTENTIAL SALES OF 4-6 MILLION DLLS.

PROMOTE WITH LOCAL AUTO PARTS MFG INDUSTRY, CDN PRODUCTION MACHINERY/EQUIPMENT FOR MFG PARTS IN LOCAL MARKET

ONE BUYING CONNECTION

ASSIST CDN AUTO PARTS MFRS TO ENTER MKT VIA IN - BOND BORDER ASSEMBLY INDUSTRY TO MANUFACTURE FOR LOCAL OEM AND AFTER PARTS MKT AS WELL AS EXPORT.

ESTABLISH 4 FIRMS AND TAKE ADVANTAGE OF IN-BOND INDUSTRY FOR SALES TO LOCAL MKT OEM

PREPARATION OF MKT INFO BOOKLET ON FREE ZONE/BORDER ASSEMBLY INDUSTRY FOR POTENTIAL CDN MFRS (OTHERWISE LIMITED TO MARKET BECAUSE OF LOCAL PRODUCTION TO PRODUCE LOCALLY AND REEXPORT FROM MEXICO TO USA MKT, ETC. AS WELL SUPPLYING LOCAL OEM.

INCREASED CDN SALES VIA ASSEMBLY INDUSTRY WITH INCREASED CDN PARTICIPATION IN LOCAL MKT

PROVIDE FULL SUPPORT TO AGRICULTURE EQUIPEMENT MANUFACTURERS ON RE-ENTRY INTO MKT WHERE THEY PREVIOUSLY ENJOYED MANY SUCCESSFULL YEARS IN LOCAL MFG. OPERATION.

RE-ENTRY INTO LOCAL MKT OF WELL KNOWN PRODUCT PROVIDING INCREASED SALE OF CDN PARTS FOR LOCAL ASSEMBLY.

URBAN TRANSIT

SUPPORT UTDC, BOMBARDIER, SNC IN PROMOTION OF URBAN TRANSIT PROJECT IN DF, STATE OF MEXICO, GUADALAJARA, MONTERREY

MAINTAIN GOOD MARKET POSITION TO BENEFIT FROM INVESTMENT DECISIONS EXPECTED IN NEXT PRESIDENCY

RAIL

MAINTAIN CONTACTS WITH RRS PERIODIC CALLS AND SOURCE SUPPLIERS FOR REQUIREMENTS FOUND

NEW SUPPLIER- RR RELATIONSHIPS

CONTINUE FOLLOW-UP ON UTILIZATION OF IBRD RR LOAN

PARTICIPATION IN RR MODERNIZATION PROGRAM

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE CONTACTS WITH DF, EDOMEX, GUADALAJARA & MONTERREY FOR URBAN TRANSIT EQPT/SERVICES. MAINTAIN CONTACT WITH RR. DEVELOP MARKET FOR AUTO INDUSTRY CAPITAL EQUIPMENT AND FOR COMPONENTS FOR AUTOMOTIVE MANUFACTURERS.

ASSISTED BOMBARDIER WITH PROGRAM OF VISITS TO 3 MAJOR URBAN CENTRES TO IDENTIFY MARKET OPPORTUNITIES ADVISED CANACON REBIDDING GM DIESEL LOCOMOTIVE CONTRACT FOR RR. SUMMARY REPORT ON MARKET DONE.

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POST : 644-MEXICO

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 2 MAINTAIN CONTACTS WITH VARIOUS MUNICIPAL AUTHO-  
RITIES RE URBAN TRANSIT EQUIPMENT/SERVICES.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

UNCOVERED POTENTIAL OPPORTUNITY FOR CONSULTING  
SUBCONTRACT FOR MONTERREY LIGHT RAIL METRO.



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

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	TELECOMMUNICATIONS (INC SPACE)	
	CONTINUE SEARCHING FOR CANADIAN MANUFACTURERS WITH EXPORTING CAPABILITY OF TELECOMMUNICATIONS EQUIPMENT.	INCREASED CANADIAN PRESENCE IN THIS MARKET.
	COMPUTERS, SOFTWARE & SYSTEMS	
	TO CONTINUE PROMOTING CANADIAN INDUSTRIES CAPABILITY IN THIS SUBSECTOR AMONG LOCAL RELATED COMPANIES	INCREASE AWARENESS OF CANADIAN CAPABILITY
	TO IMPLEMENT A PROGRAM OF VISITS TO GUADALAJARA CITY, AREA OF MAIN CONCENTRATION OF EDP EQUIPMENT MANUFACTURERS.	DEVELOP A CLOSER RELATIONSHIP WITH MANUFACTURERS AND DETECT OPPORTUNITIES FOR CANADIAN INDUSTRY

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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	IDENTIFY CDN SUPPLIER OF EQUIPMENT REQUIRED IN MEXICO AND STIMULATE AND ASSIST PROMOTIONAL EFFORTS. SUPPORT PROMOTION OF SPECTRUM MANGEMENT.	ASSISTED IN PROMOTION OF X.25 DATA COMMUNICATIONS EQPT (MINISTRY HAS PLACED ORDER) & ARRANGED AGENCIES FOR MICROTREL & NORSAT FOR SATELLITE TELECOMS EQPT. SNC HAS BASIC GOM ACCEPTANCE AND CONTRACT IS LIKELY.
QUARTER: 2	CONTINUE SUPPORT FOR SNC BID FOR SPECTRUM MANAGEMENT PROJECT.	DURING RECENT SNC/EDC VISIT TO MEXICO CITY, NAFINSA WAS INSTRUCTED BY GOM TO NEGOCIATE FINANCING CONTRACT WITH EDC AND SCT (MINISTRY) WAS INSTRUCTED TO NEGOCIATE COMMERCIAL CONTRACT WITH SNC.
QUARTER: 3	-----	
QUARTER: 4	-----	

REPORT 4  
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POST : 644-MEXICO

007-POWER & ENERGY EQUIP. & SERV.  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO CONTINUE SEARCHING FOR CANADIAN MANUFACTURERS OF PRODUCTS THAT  
MEXICO IS IMPORTING INVITING THEM TO SEND US THEIR LITERATURE TO  
PROMOTE THEIR PRODUCTS LOCALLY

INCREASE AWARENESS OF CANADIAN CAPABILITY IN  
THE SECTOR AND INCREASED CANADIAN EXPORTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 644-MEXICO

011-OIL & GAS EQUIPMENT, SERVICES  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FROM SURVEY OF POTENTIAL CDN SUPPLIERS AND PEMEX ACQUISITION PROGRAM IDENTIFY AND ASSIST NEW CDN SUPPLIERS TO SHARE IN MEXICAN EQUIPMENT MARKET.

INTRODUCTION OF 5 NEW SUPPLIERS TO PEMEX

FOLLOW UP ON CONTACTS MADE DURING MISSIONS TO/FROM PEMEX AND DURING POSSIBLE TECHNICAL SEMINAR IN FY 86/87 TO DEVELOP EQUIPMENT/SERVICES SALES

INCREASE DIVERSITY OF PRODUCTS/SERVICES SOLD

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DEVELOP CONTACTS WITH PEMEX BUYER AND MEXICAN PRIVATE OIL EQUIPMENT SECTOR.

SENT 2 PEMEX OFFICIALS TO INTERCAN'87. PEMEX PROPOSING TO SEND MISSION AT OWN COST TO GET DETAILS ON PIPELINE CONTROLS/TAR SANDS EXPLOITATION INTRODUCED THEN ARRANGED FOR MEXICAN AGENT VISIT ALBERTA & FIND NEW PRINCIPALS.

QUARTER: 2 CONTINUE TO DEVELOP CONTACTS WITH PEMEX OFFICIALS AND NEW AGENTS IN THIS SECTOR.

ARRANGED VERY SUCCESSFUL ALTA OIL/GAS TRADE MISSION TO MEXICO CITY, MINATITLAN, CIUDAD DEL CARMEN & VILLAHERMOSA. 2 PARTS HAVE ALREADY BEEN INVITED TO BID FOR SUPPLY OF ANTICORROSIVES AND PARTS FOR DRILLING SYSTEMS.

QUARTER: 3 -----

QUARTER: 4 -----



POST : 644-MEXICO

010-MINE, METAL, MINERAL PROD & SRV  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

MAINTAIN CONTACT WITH METALLURGICAL AND THERMAL COAL BUYERS

ASSIST CDN SUPPLIERS TO DEFEND MARKET SHARE  
AGAINST AUSTRALIAN/COLOMBIAN COMPETITORS

MAINTAIN CONTACT WITH ASBESTOS CEMENT INDUSTRY AND GOVERNMENT TO  
DETECT AND WORK TO NEUTRALISE ANY TENDENCIES TO PROHIBIT ASBESTOS  
B) OBTAIN SUPPORTING ACTION AGAINST PROHIBITION ELSEWHERE.

DEFEND MARKET

MONITOR PROGRESS OF NEW THERMAL POWER PLANT BY REGULAR CONTACTS  
WITH MICARE

SHARE IN SUPPLY OF THERMAL COAL FOR NEW PLANT

EQUIPMENT AND MACHINERY

FOLLOW UP OPPORTUNITIES OFFERED BY IBRD SMALL/MEDIUM SIZED MINING  
LOAN.

INCREASED EQUIPMENT/SERVICE SALES.

SEND MEXICAN BUYERS TO ONTARIO MINING SHOW IN SPRING 1987 AS  
INVITED BY DRIE.

NEW CONTACTS BETWEEN MEXICAN MINING INDUSTRY  
AND CDN SUPPLIERS.

IN COOPERATION WITH MEXICAN MINING MINISTRY, ASSIST CDN COMPANIES  
TO PARTICIPATE IN MINE DEVELOPMENT PROJECTS THUS INDIRECTLY  
PROMOTING EQUIPMENT/SERVICE SALES.

JOINT VENTURE MINE PROJECT WITH SIGNIFICANT  
PROCUREMENT FOR CDA.

REVIEW MINING SECTOR REQUIREMENTS CAREFULLY, IDENTIFY HIGH  
POTENTIAL EQUIPMENT SALES OPPORTUNITIES AND ASSIST CDN SUPPLIERS  
TO PURSUE THEM.

IDENTIFICATION OF 3 NEW PRIORITY PROMOTION  
AREAS IN MINING EQUIP/SERV MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 WORK WITH ASBESTOS CEMENT INDUSTRY TO NEUTRALIZE  
TENDENCIES TO PROHIBIT USE.  
WORK WITH SUPPLIERS TO PROMOTE EQPT SALES.

MAINTAINED REGULAR CONTACT WITH ASSOCIATIONS &  
MAJOR AC SUPPLIERS. SALES CONTINUE CONSTANT WITH  
CONSTRUCTION DOWNTURN. HAVE MET WITH MAJOR MINI-  
NG COMPANY MANAGERS & 2 OF MAIN EXPORTERS. MINING  
CO'S HAVE SENT OFFICIALS TO SEE EQPT IN CDA/

QUARTER: 2 WORK WITH ASBESTOS CEMENT INDUSTRY TO NEUTRALIZE  
TENDENCIES TO PROHIBIT USE. PROMOTE ADDITIONAL  
SALES OF MINING EQUIPMENT.

FINALIZED ARRANGEMENTS FOR SEM. IN MEXICO (NOV  
87) IN CONJUNCTION WITH MXCN ASBESTOS CEMENT  
ASSOC'N & ASBESTOS INSTITUTE. ORGANIZED MXCN  
PART'N IN MINTEC. BEGAN PREPARA'NS FOR MXCN  
MINING CONGRESS, ACAPULCO OCTOBER 87.

QUARTER: 3 -----

QUARTER: 4 -----



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

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

POST 644 MEXICO

ALBERTA OIL/GAS TRADE MISSION TO MEXICO CITY, MINATITLAN,  
CIUDAD DEL CARMEN, VILLAHERMOSA (7 DAYS).  
EDC VISIT TO RENEW 9 LOC'S WITH 7 FINANCIAL INSTITUTIONS  
PLUS PEMEX AND CFE. (4 DAYS)  
EXTENSIVE PREPARATIONS AND ARRANGEMENTS FOR MEXICAN PARTICI-  
PATION IN MINTEC 87  
EXTENSIVE PREPARATIONS AND ARRANGEMENTS FOR SWINE MISSION TO  
CANADA.  
THREE REPORTS ON THE MEXICAN DEBT.  
TWO REPORTS ON MEXICAN ECONOMIC POLICY.  
ONE SUBSTANTIAL ECONOMIC UPDATE.  
REPORTS ON MEXICAN STOCK MARKET, USA/MEXICO FRAMEWORK TRADE  
AGREEMENT, MEXICAN DEFENCE OFFSET POLICY.

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POST : 656-PORT-OF-SPAIN

001-AGRI & FOOD PRODUCTS & SERVICE  
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANADIAN PROPOSALS FOR SEVERAL ABATTOIRS AND MEAT PROCESSING FACILITIES IN BOTH TRINIDAD AND TOBAGO ARE CURRENTLY BEING EVALUATED BY CLIENTS.

MATURE AND GROWING MARKET WITH ESTABLISHED EXPORTERS INCREASING THEIR SALES AND MARKET SHARE. POST WILL CONTINUE TO PROVIDE MAXIMUM SUPPORT.

INCREASED EXPORTS OF CANADIAN BREEDING STOCK AND BEEF CARCASSES AND MEAT PROCESSING EQUIPMENT.

INCREASED EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROVIDE SUPORT AND LIAISON BETWEEN CDN CO AND LOCAL INVESTOR/IMPORTER TO ENSURE ESTABLISHMENT OF MEAT PROCESSING FACILITY IN TOBAGO USING CDN EQUIPMENT.

AS A RESULT OF OUR INTERVENTION WITH T&T CENTRAL BANK, FOREIGN EXCHANGE COMPONENT OF PROJECT (CDN \$500,000) WAS APPROVED BY GOVT.

QUARTER: 1 MEETING WITH MAJOR CHICKEN GROWERS & PROCESSORS TO IDENTIFY NEED FOR INTEGRATED CHICKEN PROCESSING FACILITY.

DISCUSSIONS HELD WITH THREE LARGEST CHICKEN PROCESSORS & ALL SHOWED INTEREST IN INITIATING DISCUSSIONS WITH QUAN CARRUTHERS KING & QUAN OF TORONTO TO DETERMINE FEASIBILITY OF SCALED DOWN PROCESSING FACILITY IN T&T.

QUARTER: 1 MEETING WITH CHAIRMAN OF ASSOCIATED BRANDS LTD. T&T SUBSTANTIAL FOOD CONGLOMERATE.

IDENTIFIED INTERESTS TO DEVELOP RECIPROCAL LICENSING ARRANGEMENTS FOR CHOCOLATES WITH GANONG OF N.B.

QUARTER: 2 CONTINUE SUPPORT FOR CDN CO. AND LOCAL INVESTORS /IMPORTERS FOR ESTABLISHMENT OF 2 MEAT PROCESSING PLANTS. FOLLOW-UP ON ONTARIO GOVT MISSION RE DEVELOPMENT OF TURKEY BREEDING FARMS AND POSSIBLE IMPORTS OF SWINE & CATTLE BREEDING STOCK.

OUR CONTINUED INTERVENTION IS NECESSARY IN ORDER TO SEE THESE PROJECTS FINALIZED. FOUND THAT LOCAL COMPANIES INTERESTED IN JOINT VENTURES AND WOULD THEREFORE HAVE TO ENCOURAGE CDN COMPANIES.

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 656-PORT-OF-SPAIN

002-FISHERIES, SEA PRODUCTS & SERV.  
TRINIDAD AND TOBAGO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

MATURE MARKET - INCREASING DEMAND FOR COD ON ACCOUNT OF  
LOWER PER CAPITA INCOME IN TRINIDAD WHICH CANADA IS  
UNABLE TO FULFIL.

ANTICIPATED RESULTS:

NO COMMENTS PROVIDED BY THE MISSION.

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 : 656-PORT-OF-SPAIN

012-PETROCHEM & CHEM PROD, EQP, SERV  
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PLASTICS PRODUCTS, EQUIP, SERVIC

COMPREHENSIVE MARKET STUDY

CORPORATE LIAISON WITH ALL SIGNIFICANT PLASTICS MANUFACTURERS IN  
TERRITORY.

BETTER UNDERSTANDING OF THE PLASTICS INDUSTRY  
IN TRINIDAD AND OF AREAS WHERE DEMAND EXISTS.

BETTER UNDERSTANDING OF THE PLASTICS INDUSTRY  
IN TRINIDAD AND OF AREAS WHERE DEMAND EXISTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CORPORATE LIAISON WITH SIGNIFICANT PLASTICS MAN-  
UFACTURERS IN TRINIDAD TO DETERMINE IMPORT  
REQUIREMENTS. MEETING WITH NEW CHAIRMAN OF NAT-  
IONAL GAS CO.

MET WITH 8 MFRS TO EXPLORE POTENTIAL BUSINESS &  
IDENTIFY MARKET REQUIREMENTS. LOCAL CO. PREPARED  
TO MEET WITH EXECUTIVES OF NOVA CORP & POLYSAR  
TO STUDY POTENTIAL JT VENTURE IN PETROCHEMICAL  
COMPLEX.

QUARTER: 2 LIAISON VISITS CONCLUDED WITH PLASTICS SECTOR.

RESULTS COMPILED AND FORWARDED TO DRIE.  
DISCUSSIONS TO FOLLOW-UP WITH SOCIETY OF PLASTIC  
INDUSTRY OF CANADA FOR PROPOSED MISSION.

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 656-PORT-OF-SPAIN

011-OIL & GAS EQUIPMENT, SERVICES  
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CONTINUE STUDY OF OTHER OIL AND GAS EQUIPMENT MARKETS, PIPELINE,  
REFINERY, OFFSHORE DRILLING.

REPORT BY SEPT. 1987.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONGOING LIAISON WITH MAJOR IMPORTERS OF EQUIPM-  
ENT.

INTRODUCTION TO VELAN INC. OF MONTREAL. INITIAL  
SALES OF CDN. \$14,000 OF STAINLESS STEEL VALVES  
FOR OIL INDUSTRY.

QUARTER: 2 ONGOING LIAISON WITH MAJOR IMPORTERS OF OIL AND  
GAS EQUIPMENT.

DISTRIBUTION OF CANADIAN PUBLICATION "OIL AND  
GAS FOR WORLD MARKETS" AND INTERCAN '87 INFO.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE  
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN EXPORTERS TO PARTICIPATE ON LOCAL INTERNATIONAL TENDERS.

10-20% ANNUALLY DURING NEXT 3 YEARS  
(88, 89, 90).

TO OBTAIN REPUTABLE LOCAL AGENTS FOR LOCAL DISTRIBUTION.

INCREASE ANNUAL SALES BY 10-15% THROUGH  
DIVERSIFICATION OF PRODUCTS EXPORTED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO FOLLOW UP CDN PARTICIPATION AT FIAGA 86  
(NOV 86) AND AT EXPOCOMER 87 (MARCH 87).

UNTIL JUNE 30/87, CDN EXPORTERS ORIGINATED FROM  
FIAGA WERE US\$7.5 MILLION AND FROM EXPOCOMER WE-  
RE US\$850,000 AND EXPECTED SALES OF US\$9.8 MILL-  
ION PROJECTED SALES IN NEXT 10 MONTHS.

QUARTER: 1 TO KEEP COORDINATION WITH THE UNIVERSITY OF GUE-  
LPH AND DELOITTE HASKINS AND SELLS FROM ONTARIO,  
THEIR LOCAL AGENTS AND COSTA RICAN AUTHORITIES  
REGARDING CDN SALES OF PRODUCTS AND SERVICES FOR  
THE PROGASA PROJECT FINANCED BY IADB.

WORKING NOW WITH ALL PARTIES INVOLVED ON THIS  
PROJECT. PROVIDING PRELIMINARY INFORMATION TO CDN  
FIRMS ON INCOMING TENDERS FOR LIVESTOCKS, VETERI-  
NARY AND ARTIFICIAL INSEMINATION SYSTEMS. POTEN-  
TIAL SALES FOR PRODUCTS & SERVICES US\$3.4 MILLION

QUARTER: 1 UNDERTAKE TRADE PROMOTION TRIPS IN ORDER TO SEEK  
TRADE OPPORTUNITIES FOR CDN EXPORTERS & DEVELOP  
CONTACTS WITH LOCAL IMPORTERS.

INFORMATION ON NUMEROUS PROJECTS OFFERING EXPORT  
POTENTIAL FOR CDN COMPANIES. HAVE BEEN SENT TO  
CDA WITH GOODS RESULTS SO FAR PARTICULARLY IN  
THE FIELD OF CATTLE EXPORTS.

QUARTER: 2 TO KEEP COORDINATING WITH THE UNIVERSITY OF  
GUELPH AND DELOITTE HASKINGS & SELLS FROM ONT. ,  
THEIR LOCAL AGENT & COSTA RICAN AUTHORITIES  
REGARDING CDN SALES OF PRODUCTS AND SERVICES FOR  
THE PROGASA PROJECT FINANCED BY IADB.

WE ARE PROVIDING NOW PRELIMINARY INFORMATION TO  
CANADIAN FIRMS. INTERNATIONAL PUBLIC TENDERS FOR  
SERVICES AND PRODUCTS EXPECTED BY FEBRUARY 88.

QUARTER: 3 -----

QUARTER: 4 -----

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88/02/02

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POST : 645-SAN JOSE

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
COSTA RICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	TO ASSIST CANADIAN FIRMS TO PARTICIPATE IN UPCOMING RAILWAY PROJECTS.	GRADUALLY INCREASE EXPORTS OVER NEXT 2 YEARS AND THEN SUBSTANTIALLY BY 3RD YEAR.
	TO ASSIST CANADIAN CONSULTING FIRM AND ITS LOCAL AGENTS.	OBTAIN CONSULTING CONTRACTS IN 1987 OR 88.
-----		
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 COSTA RICA RAILWAY REHABILITATION.	CONTACT BETWEEN CDN PACIFIC CONSULTING SERVICES AND MINISTER OF PUBLIC WORKS OF COSTA RICA WAS SIGNED ON JUNE 30/87.
	QUARTER: 2 CANADIAN PACIFIC CONSULTING SERVICES WAS AWARDED CPPF FUNDING FOR STUDY OF COSTA RICAN RAILWAYS. FOLLOW UP ON AIR TRAFFIC CONTROL TOWER PROJECT.	CPPF STUDY WAS AWARDED IN AUG. & COMMENCED IN SEPT. WILL GREATLY IMPROVE OUR POSITION ON FUTURE RAIL PROJECTS. -LEIGH NAVIGATION SYSTEM NOW HAS LOCAL AGENT AND WILL BID ON THIS PROJECT -TENDERS ARE EXPECTED IN MARCH 88.
	QUARTER: 3 -----	
	QUARTER: 4 -----	

REPORT 4  
88/02/02

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POST : 645-SAN JOSE

005-COMM. & INFORM. EQP. & SERV  
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN MANUFACTURERS TO PARTICIPATE IN UPCOMING  
CONTRACTS/PROJECTS.

TO APPOINT REPUTABLE AGENTS.

INCREASE CANADIAN SHARE OF MARKET TO AT LEAST  
20% BY 1989/90.

INCREASE CANADIAN EXPORTS BY 20-25% BY 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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POST : 645-SAN JOSE

014-EDUCATION, MEDICAL, HEALTH PROD  
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO GET MORE CANADIAN FIRMS TO INVESTIGATE THIS MARKET & TO ASSIST  
THEM IN APPOINTING AGENTS/DISTRIBUTORS.

IN MEDIUM TERM, TO GRADUALLY INCREASE CANADIAN  
SHARE OF MARKET TO 10%.

TO PUBLICIZE & PROMOTE OPPORTUNITIES BY PREPARING ARTICLE FOR  
CANADEXPORT & CONTRACTING ASSOCIATION.

REVERSE DECLINE & CHANGE TO GROWTH SITUATION  
BY 1988.

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 : 645-SAN JOSE

007-POWER & ENERGY EQUIP. & SERV.  
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN FIRMS TO APPOINT LOCAL AGENTS, BRIEF THEM ON  
DOING BUSINESS IN COSTA RICA & ALERT THEM TO OPPORTUNITIES/DEVE-  
LOPMENTS AS APPROPRIATE.

INCREASE CANADIAN SHARE OF THE MARKET TO 25/  
30% BY 1989.

TO ASSIST CANADIAN FIRMS AND LOCAL AGENTS ON UPCOMING HYDRO-  
ELECTRICAL PROJECTS.

DOUBLE CANADIAN EXPORTS IN 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ESTABLISH AND DEVELOP CONTACTS WITH SALVADOREAN  
POWER AND ENERGY COMPANY TO OBTAIN COMMERCIAL  
INFORMATION ON THEIR REQUIREMENT.

PRESIDENT OF MOST IMPORTANT SALVADOREAN POWER &  
ENERGY FIRM VISITED CANADA (ALBERTA) AND WAS IN  
CONTACT THERE WITH MANY COMPANIES. POSITIVE RESU-  
LTS ARE EXPECTED FROM THIS VISIT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/02/02

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POST : 645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE  
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONVINCE CANADIAN EXPORTERS TO PARTICIPATE MORE ACTIVELY IN  
INTERNATIONAL CALLS FOR TENDERS.

INCREASE CANADIAN SHARE OF MARKET TO  
8-10% BY 1989.

PUT LOCAL AGENTS WITH GOOD REPUTATION IN CONTACT WITH CANADIAN  
SUPPLIERS.

EXPANDED CANADIAN PRESENCE IN THIS MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 UNDERTAKE TRADE PROMOTION TRIPS IN ORDER TO  
INCREASE CONTACTS BETWEEN CANADIAN SUPPLIERS AND  
SALVADOREAN IMPORTERS.

AGROCHEMICALS AND LIVESTOCK TRADE OPPORTUNITIES  
INFORMATIONS WERE PASSED TO CANADIAN EXPORTERS.  
SALES OF CATTLE HAVE RESULTED AND OTHERS ARE  
EXPECTED IN THE NEAR FUTURE.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 645-SAN JOSE

015-CONSTRUCTION INDUSTRY  
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IDENTIFY PRINCIPLE IMPORTERS IN THIS SECTOR AND PUT THEM IN  
CONTACT WITH CANADIAN SUPPLIERS.

INCREASED TRADE CONTACTS AND SALES.

DISTRIBUTE INTERNATIONAL INVITATIONS TO TENDERS IN THIS SECTOR  
WITHIN THE CANADIAN INDUSTRY.

MORE ACTIVE PARTICIPATION BY CANADIAN FIRMS  
IN THE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
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POST : 645-SAN JOSE

007-POWER & ENERGY EQUIP. & SERV.  
EL SALVADOR

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	PUT SALVADORAN IMPORTERS IN CONTACTS WITH CANADIAN SUPPLIERS.	SLOW BUT STEADY GROWTH.

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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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POST : 645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE  
NICARAGUA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

GET MORE INFORMATION FOR NICARAGUAN IMPORTERS ABOUT POTENTIAL  
SOURCES OF SUPPLY IN CANADA.

INCREASED TRADE CONTACTS.

REGULAR DIRECT CONTACT WITH THE LARGEST NICARAGUAN IMPORTERS.

OBTAIN TRADE INFORMATION OF INTEREST TO  
CANADIAN MANUFACTURERS.

CREATION OF A LIST OF PRINCIPLE CONTACTS AND NEEDS IN THE  
AGRICULTURAL SECTOR.

BETTER INFORMATION FOR POTENTIAL SUPPLIERS  
IN CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
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POST : 645-SAN JOSE

014-EDUCATION, MEDICAL, HEALTH PROD  
NICARAGUA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REGULAR CONTACT WITH NICARAGUAN IMPORTERS IN ORDER TO BE FAMILIAR  
WITH FUTURE NEEDS IN THE SECTOR.

INCREASED CANADIAN SALES;  
INCREASED CONTACTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
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POST : 645-SAN JOSE

015-CONSTRUCTION INDUSTRY  
NICARAGUA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUILDING PRODUCTS

INFORM CIMEK, THE MAIN IMPORTING STATE ENTERPRISE IN THIS SECTOR,  
ABOUT CANADIAN CAPABILITIES IN THIS AREA.

INCREASED TRADE CONTACTS AND SUBSTANTIAL  
INCREASES IN SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
88/02/02

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POST : 645-SAN JOSE

002-FISHERIES, SEA PRODUCTS & SERV.  
NICARAGUA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

DIRECT REGULAR CONTACTS WITH SUMIPESCA, THE IMPORTING STATE  
ENTERPRISE FOR THE ENTIRE SECTOR.

DISTRIBUTION OF INFORMATION ABOUT NEEDS TO  
CANADIAN INDUSTRY AND INCREASED SALES.

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 : 645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE  
PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO CONTINUE ASSISTING CANADIAN EXPORTERS ON THEIR EXPORTS TO  
OFFICIAL ENTITIES.

MARGINAL GROWTH IN SHORT TERM.

TO APPOINT ADDITIONAL DISTRIBUTORS.

INCREASE CAN. SHARE OF MARKET TO 10% BY 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 TO FOLLOW-UP CANADIAN PARTICIPATION AT FIAGA 86  
AT EXPOCDMER 87; COAGRO'S MANAGER TRIP TO CANADA  
(JULY 87); AND PROMOTION OF CANADIAN SWINE SEMEN

AGRIC. COOPS & OTHER LOCAL IMPRTRS ARE ALREADY  
NEGOTIATING WITH CDN SUPPLIERS IMPORTANT SALES  
OF AGRIC. PRODS, FERTILIZERS, ARTIFICIAL INSEMI-  
NATION & LIVESTOCK. IMPROPER HANDLING OF SWINE  
SEMEN HAVE CREATED SOME PROBLEMS BUT POST

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/02/02

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POST : 645-SAN JOSE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN COMPANIES TO PARTICIPATE IN PANAMA RAILWAY  
INCOMING PROJECTS

POSITIVE IN MEDIUM TERM

TO OBTAIN REPUTABLE LOCAL AGENTS FOR CANADIAN COMPANIES

POSITIVE IN SHORT TERMS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 TO ORGANIZE THE CANADIAN PARTICIPATION AT EXPO-  
MOVIL 87 - PANAMA WHICH TAKES PLACE ON NOVEMBER  
24-30, 1987.

APPROXIMATELY 27 CANADIAN FIRMS WILL PARTICIPATE  
AT THIS INTERNATIONAL SHOW.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/02/02

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POST : 645-SAN JOSE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO PROVIDE MARKET INFORMATION TO LOCAL FIRMS.

TO INCREASE CAN. SHARE OF MARKET BY 15-20%  
FOR NEXT 3 YEARS.

TO APPOINT LOCAL AGENTS.

MARGINAL INCREASE IN SHORT TERM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
88/02/02

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POST : 645-SAN JOSE

014-EDUCATION, MEDICAL, HEALTH PROD  
PANAMA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	TO ASSIST CANADIAN MANUFACTURERS THROUGH MISSIONS	POSITIVE IN MEDIUM TERM
	TO APPOINT LOCAL AGENTS	POSITIVE IN SHORT TERM

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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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POST : 645-SAN JOSE

007-POWER & ENERGY EQUIP. & SERV.  
PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO INFORM CANADIAN FIRMS OF UPCOMING PROJECTS.

MARGINAL INCREASE IN SHORT TERM.

TO APPOINT REPUTABLE AGENTS FOR INTERESTED CAN. COS. & TO ASSIST  
THEM IN THE BIDDING PROCESS AS WHEN REQUIRED.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST 645 SAN JOSE

COSTA RICAN MINISTERIAL MINING MISSION TO CANADA.  
PREPARATION OF EXPOMOVIL FAIR AND PROVINCIAL MISSIONS  
(ALBERTA, QUEBEC) TO OUR TERRITORY.  
ADDITION OF HONDURAS TO OUR COUNTRIES OF ACCREDITATION.

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

009-FOREST PRODUCTS, EQUIP, SERVICES  
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

IF SUPPORT IS GIVEN BY FEDERAL & PROVINCIAL GOVERNMENT, ESTABLISH  
A SHOW ROOM/SERVICE CENTER IN CONCEPTION FOR 12 TO 15 CANADIAN  
FORESTRY EQUIPMENT MANUFACTURERS

WE ARE TRYING TO INTEREST CDN PULP MANUFACTURERS TO PARTICIPATE  
IN THE NEW PULP MILL PROJECTS. IF THEY DON'T, OTHER COUNTRIES WILL  
SUPPORT AND WE WILL LOOSE MARKET OR AT LEAST MOST OF IT.

REPORTS ON PULP AND PAPER AND FORESTRY.

ANTICIPATED RESULTS:

SALES OF 5 M THE FIRTS YEAR OF OPERATIONS AND  
MORE FOR SUBSEQUENT YEARS.

DIFFICULT TO ASSESS BUT IF SUCCESSFULL, OVER  
100 M

NEW SALES FOR CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 FORESTRY SYMPOSIUM/SHOW IN CONCEPTION. OPENING  
OF A FORESTRY EQUIPT CENTER ON CONCEPTION INVE-  
TOR'S VISIT TO CHILE.

QUARTER: 2 PREPARATION OF A QUEBEC INVESTOR MISSION & CONTI  
NUATION OF OUR FORESTRY CENTER PROJECT IN  
CONCEPCION.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CONCEPTION SHOW A SUCCESS, MOST CDN COMPANIES  
HAVE FOUND OR ARE NEGOTIATING DISTRIBUTORS OR  
LICENSING 2M DOLLARS SALES COMMENTED WITH ACTIV-  
ITY. FORESTRY CENTER STILL IN DISCUSSION. GBC  
INVESTORS TO COME IN SEPT.

MATERIAUX BLANCHET IS NEGOTIATING WITH 3 LOCAL  
FIRMS. IF INVEST. TAKES PLACE, WE WILL WITNESS EX-  
PORTS OF CDN EQPT; B) CDN CONSULTANT PREPARING  
CPPF. CIDA IS LIKELY TO SUPPORT FORESTRY CENTER  
PROJECT.



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

POST : 633-SANTIAGO

010-MINE, METAL, MINERAL PROD & SRV  
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

MONITOR VERY CLOSELY CHILEAN EFFORTS IN PHOSPHATE MINING AS ANY PROJECT IN THAT SECTOR WILL NEGATIVELY AFFECT OUR EXPORTS.

ASBESTOS REPORT.

EQUIPMENT AND MACHINERY

ONGOING ACTIVITY IS TO ESTABLISH NEW AGENCIES FOR CANADIAN MANUFACTURERS

WE FOLLOW CLOSELY ANY NEW PROJECTS DEVELOPED BY CODELCO IN ORDER TO ADVISE CANADIAN FIRMS OF POTENTIAL. DEVELOP/MAINTAIN CONTACTS WITH CODELCO EXECUTIVES.

DEVELOP/MAINTAIN CONTACTS WITH EXECUTIVES RESPONSIBLE FOR LA ESCONDIDA COPPER MINE PROJECTS

THERE ARE THREE SULPHUR MINE PROJECTS BEING DEVELOPED BY CANADIAN MINING INVESTORS. WE WILL SUPPORT THEIR EFFORTS BUT WILL ALSO ENSURE THEY ARE BONA FIDE.

MINING REPORT

PROTECTION OF CANADIAN PHOSPHATE EXPORTS

MAINTAIN SALES.

AT LEAST 2 AGENCIES ESTABLISHED PER QUARTER

OBTAIN CONTRACTS WITH CODELCO FOR CANADIAN COMPANIES

HAVE CDN COMPANIES INVOLVED IN PROJECT CONV-  
INCE EDC OF OFFERING CREDIT OF 200/300 M  
FOR PROJECT

SELL CANADIAN MINING EQUIPMENT.

INCREASE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION OF OUTGOING MISSION TO NORTH BAY, COBRE 87(MINING SYMPOSIUM AND SHOW), APCOMIN 88 A MINING COMPUTERIZATION SEMINAR AND SHOW. SUPPORT OF 3 CDN COMPANIES BIDDING ON CODELCO PROJECTS.

PREPARATIONS WELL UNDER WAY. 12 PARTICIPANTS CHOSEN FOR OUTGOING MISSION & TWO OTHER ACTIVITIES ARE AT CO'S SELECTION STAGE. BIDDING STILL IN NEGOTIATIONS.

QUARTER: 2 A)FINAL PREPARATION AND PARTICIPATION AT MINTEC;  
B)PREPARATION OF COBRE '87, INCLUDING SELECTION OF CANADIAN EXHIBITORS.

A)MINTEC WAS A GREAT SUCCESS. 12 CHILEAN EXECUTIVES, INCLUDING 4 CODELCO VPS WENT TO CDA. TOO EARLY FOR DOLLAR RESULTS BUT POTENTIAL INCREASE  
B)SO FAR 15 COS WILL PARTICIPATE, WE HOPE TO CONVINCEN 5 MORE.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/02/02

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

002-FISHERIES, SEA PRODUCTS & SERV.  
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARINE HARV, PROC MACH & EQUIP

POST IS COMPLETING A MARKET STUDY FOR DEEP-SEA FISHING AND  
PROCESSING EQUIPMENT.

INTEREST CANADIAN AND CHILEAN FIRMS IN  
INVESTING IN THAT SECTOR.

IDENTIFY LOCAL FISHING COS INTERESTED IN DEVELOPPING DEEP-SEA  
FISHING. IDENTIFY POTENTIAL CDN INVESTORS IF NEEDED.

SALE OF 2 FISHING BOATS AND PROCESSING EQPT  
IN NEXT TWO YEARS + PROCESSING PLANT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATION AT FERIA MARITIMA DE VALPARAISO  
OCT' 87.

STAND SELECTED. CDN COMPANIES HAVE BEEN IDENTIF-  
IED, THEY WILL BE INVITED IN AUGUST.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

SUPPORT CANADIAN CO AND ITS LOCAL REPRESENTATIVE IN THEIR EFFORTS TO OBTAIN CONTRACT FROM CHILE AUTHORITIES

OBTAIN TOTALITY OF CONTRACT INCLUDING TRAINING

TELECOMMUNICATIONS (INC SPACE)

MONITOR CLOSELY PRIVATIZATION PROCESS FOR CIA. DE TELEFONOS DE CHILE (95% OF TERRITORY) AND REPORT REGULARLY TO COS AND HQ.

ENSURE THAT CDN SUPPLIERS ARE INVITED TO BID ON ALL NEW TENDERS.

CONTINUE TO SUPPORT EFFORTS OF CDN SUPPLIERS ALREADY INVOLVED IN RURAL TELEPHONY PROJECTS.

OBTAIN CONTRACT THROUGH AN UNSOLICITED PROPOSAL RATHER THAN HAVING TO BID.

IDENTIFY POTENTIAL CDN INVESTORS AS CTC WILL GIVE MOST CONTRACTS TO FOREIGN COS INVESTING IN PROJECTS.

HAVE CDN INVESTOR BECOME SOLE SUPPLIER.

FIND SOURCE OF FINANCING FOR THE COMMISSIONING OF AN ENGINEERING STUDY BY CANADIAN CONSULTING FIRM WHICH WOULD RECOMMEND CANADIAN EQUIPMENT FOR THE DEVELOP OF RURAL COMMUNICATIONS.

INCREASE CANADIAN SALES OF TELEPHONE EQUIPMENT BY 100 PER CENT.

CONVINCE CANADIAN SUPPLIERS OF MODERN EQUIPMENT THAT THERE IS A MARKET IN CHILE FOR THEIR PRODUCTS.

OBTAIN A 20% SHARE OF THE MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 RURAL TELEPHONE PROJECT IN SOUTH OF CHILE. GOAL WAS TO INSURE THAT CDN CONSORTIUM & CHILEAN BUYER UNDERSTAND EACH OTHER AND ENSURE NO OUTSIDE COMPETITION DEVELOP.

LOCAL CO. AND CDN CONSORTIUM HAVE AGREED ON TERMS OF REFERENCE FOR PROJECT AND CIDA WILL FINANCE STUDIES. EMBASSY WAS RESPONSIBLE TO PUT PACKAGE TOGETHER.

QUARTER: 3 -----

QUARTER: 4 -----



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 637-SAO PAULO

011-OIL & GAS EQUIPMENT, SERVICES  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO SEMINAR WITH PETROBRAS IN DECEMBER 85.

SLANT DRILLING, RESERVOIR SIMULATION, SURVEYING  
EQUIPMENT SALES, GAS DISTRIBUTION STUDIES,  
TRAINING SERVICES CONTRACTS.

FOLLOW UP TO ALBERTA OIL AND GAS MISSION AND ATTENDANCE AT OIL  
AND GAS SHOW IN OCTOBER 86.

POSSIBLE EQUIPMENT SALES & SERVICES CONTRACTS

FOLLOW UP TO RECENT PETROBRAS/GOMGAS OFFICIALS' VISITS TO CANADA  
AT NATIONAL PETROLEUM SHOW.

FEASIBILITY STUDIES, TRAINING PROGRAMS  
CONTRACTS; COOPERATION AGREEMENTS RE HEAVY  
OIL, TAR SANDS.

RETURN SEMINAR VISIT TO CANADA BY PETROBRAS AND POSSIBLY GAS  
DISTRIBUTION COMPANIES.

IDENTIFICATION OF NEW OPPORTUNITIES FOR SALES  
AND TECHNICAL COOPERATION IN OIL AND GAS SEC-  
TORS; HIGHER PROFILE WITH BRAZILIAN BUYERS.

CONDUCTED DETAILED NATURAL GAS SECTOR MARKET SURVEY TO IDENTIFY  
SPECIFIC OPPORTUNITIES ARISING OUT OF BRAZIL'S IMMINENT INVOLVE-  
MENT IN RESIDENTIAL/INDUSTRIAL GAS USE.

TO MAKE CANADIAN INDUSTRY AWARE OF NEW OPPOR-  
TUNITIES IN THE GAS SECTOR AND ENCOURAGE THEM  
TO VISIT BRAZIL.

REGULAR PROGRAM OF VISITS TO PETROBRAS AND GAS DISTRIBUTION COYS  
TO SUSTAIN MOMENTUM CREATED BY RECENT PROMOTIONAL EFFORTS WITH  
THESE COMPANIES.

TO MAINTAIN AND FURTHER IMPROVE THEIR KNOWLE-  
DGE OF CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) ORGANIZE RETURN SEMINAR VISIT TO CANADA BY PE-  
TROBRAS & GAS DISTRIBUTION COMPANIES OFFICIALS.  
B) CONDUCT NATURAL GAS SECTOR SURVEY AND IDENTIFY  
SPECIFIC OPPORTUNITIES.  
C) FOLLOW-UP ON ALTA OIL & GAS MISSION & PIEC 87.

A) AT REQUEST OF PETROBRAS PRESIDENT SEMINAR POS-  
TPONED TO JUNE 88 IN CALAGRY.  
B) NATURAL GAS REPORT COMPLETED. MISSION TO BRAZIL  
PLANNED FOR NOVEMBER 87. C) FIVE COMPANIES NEGO-  
TIATING TECHNOLOGY TRANSFER AGREEMENT.

QUARTER: 2 A) ORGANIZE NATURAL GAS MISSION/SEMINAR; B) FOLLOW  
UP ON ONGOING ACTIVITIES INCL. THOSE GENERATED BY  
PARTICIPATION IN OIL & GAS SHOW OCT '86; C) COORDI-  
NATE OZIRES SILVA'S VISIT TO CDA; D) INITIATE  
PREP. WORK FOR PETROBRAS RETURN SEMINAR TO CDA.

A) ORGANIZ. ON SCHEDULE FO EVENNT TO TAKE PLACE  
OV '87; B) IDENTIFIED EXPORT OPPORT. FOR NOWSCO,  
PROPAK, IPE, WESTERN RESEARCH, HUNNTEC, DF CONSULT;  
C) COODINATION COMPLETED; D) INPUT SOUGHT FR CDN  
PLAYES & MEETINGS SET WITH BZLN COORDINATOR.

QUARTER: 3 -----

QUARTER: 4 -----



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 637-SAO PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP WITH PARTICIPANTS OF FEDERALLY & PROVINCIALY SPONSORED HIGH TECHNOLOGY MISSIONS (THREE IN 86/87) AND LOCAL CONTACTS ESTABLISHED TO MAXIMIZE NUMBER OF PERMANENT BUSINESS CONNECTIONS.

FOLLOW UP ON CONTACTS ESTABLISHED AT HI-TEC AND MARKETPLACE 86 AND SUPPORT ONGOING RELATIONSHIPS WITH BRAZILIAN COMPANIES GENERATED AS A RESULT.

CONTINUE TO SUPPORT ONGOING SALES EFFORTS OF CANADIAN FIRMS.

REPORT ON FURTHER DEVELOPMENTS OF INFORMATICS LAW WHICH IMPACT ON MARKET POTENTIAL FOR CANADIAN PRODUCTS AND SERVICES.

INTENSIFY PERSONAL CONTACTS WITH BRAZILIAN REGULATORS/CLIENT AGENCIES WHICH INFLUENCE DECISION MAKING (E.G. SEI, CTI, INPE).

FOLLOW UP ON SATELLITE 86 CONTACTS ESTABLISHED TO MAXIMIZE BENEFIT TO BE DERIVED FROM CANADIAN PARTICIPATION.

ESTABLISHMENT OF AGENCY (IES) & CONCLUSION OF SALES/JV ARRANGEMENTS FOR 5 OR 6 CANADIAN COMPANIES.

ESTABLISHMENT OF AGENCY(IES) & CONCLUSION OF SALES/JV ARRANGEMENTS FOR 2 OR 3 CANADIAN COMPANIES.

CONCLUSION OF 3/4 SALES AND JOINT-VENTURES/ TECHNOLOGY TRANSFER/LICENSING AGREEMENTS.

SUPPORT PROPOSED PARTICIPATION IN INFORMATICA 87.

TIMELY REPORTING ON POLICY ISSUES; ENHANCED EXPOSURE OF CANADIAN CAPABILITIES AND IMPROVED PROFILE WITH BUYERS.

INTRODUCTION OF TWO OR THREE CANADIAN ORGANIZATIONS IN SATELLITE APPLICATIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP ON SATELLITE '86 SEMINAR. INTRODUCE NEW CDN COMPANIES IN SPECIALIZED AREAS OF CAPACITY OF INTEREST IN BRAZIL. ONGOING SUPPORT TO CDN EXPORTERS.

POST ORGANIZED AN EXT-SPONSORED VISIT BY RTN EDITOR (E. SIQUEIRA) TO SATELLITE USERS CONFERENCE IN OTTAWA, MAY 87. INDIVIDUAL VISITS PROGRAMS SET UP FOR 4 QUEBEC MISSION MEMBERS ALL OF WHOM IDENTIFIED PROSPECTS. 3 COYS (WODEX, SR, ELSID) NE-

QUARTER: 2 A) COORDINATE LOGISTICAL ASPECTS OF ADVANCED TECH MISSION SEPT '87; B) REVIEW RECENT DEVELOPMENTS IN INFORMATICS/SOFTWARE LAW & REPORT TO EXTOTT; C) FOLLOW-UP ON RNT VISIT TO CDA & REPORT OPPORTUNITIES IDENTIFIED BY RNT.

A) 4 MISSION MEMBERS HAVE IDENTIFIED POTENTIAL SALES OF SERVICES/EGPT AND/OR IDENT. POTENTIAL JV/TT PARTNER; B) INFO GATHERING INITIATED BUT REPORT DELAYED DUE TO SOFTWARE LAW NOT YET PASSED BY CONGRESS; C) FURTHER TO RNT VISIT, LONG ARTICLE

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 637-SAO PAULO

001-AGRI & FOOD PRODUCTS & SERVICE  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO INSTITUTIONAL PARTICIPATION IN EXPOINTER 86 AND CONSEQUENT BRAZILIAN FARMERS VISIT TO ROYAL WINTER FAIR IN TORONTO TO ENSURE CONTACTS ESTABLISHED RESULT IN ACTUAL AND PERMANENT CONNECTIONS.

MAINTAIN AND EXPAND CONTACTS BETWEEN PARTICIPANTS OF ONTARIO POULTRY SEMINAR AND BRAZILIAN POULTRY BREEDERS.

MONITOR OPPORTUNITIES RESULTING FROM FOOD COMMODITIES SHORTAGES AND REPORT TO HEADQUARTERS TO IDENTIFY POTENTIAL CND SUPPLIERS.

TECHNICAL SEMINARS IN COOPERATION WITH AGRICULTURE CANADA AND PROVINCIAL GOVERNMENTS TO CREATE EXPOSURE FOR CANADIAN BREEDING STOCK, SPECIAL CROPS, VETERINARY PRODUCTS, ETC.

FURTHER DEVELOP CONTACTS WITH BRAZILIAN TRADE ASSOCIATIONS AND SPECIALIZED INSTITUTES (ITAL, ABIA) WHO PLAY SIGNIFICANT ROLE IN SECTOR DEVELOPMENTS (E.G. BIOTECHNOLOGY) AND SELECTION OF COUNTRY OF ORIGIN FOR IMPORTS.

CONTINUE ONGOING CONTACTS WITH AGRICULTURAL MACHINERY ASSOCIATION WHOSE REPRESENTATIVE VISITED WESTERN FARM PROGRESS SHOW IN SASKATCHEWAN IN JUNE 86.

CONFIRM NEW REPRESENTATION AGREEMENTS AND SALES OF LIVESTOCK AND GENETIC MATERIAL.

SALE OF CANADIAN POULTRY/CHICKS AND INITIATION OF TECHNICAL COOPERATION IN POULTRY BREEDING.

POTENTIAL NEW SALES OF CHEESE, EGGS, MILK POWDER, MEAT.

EXPAND EXISTING SALES OF BREEDING STOCK AND INTRODUCE NEW VARIETIES AND COMMODITIES.

INCREASED SALES OF GENETIC MATERIAL, GOATS, SWINES AND POULTRY; SHEEP.

DEVELOP 2 OR 3 JOINT VENTURES IN MEDIUM TERM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP ON BEST PROSPECTS IDENTIFIED AT EXPOINTER '86 & DAIRY CATTLE SEMINAR OF MARCH '87. FOLLOW-UP ON BEST CONTACTS MADE AT FOOD PACIFIC '86. MAINTAIN CONTACTS WITH SPECIALIZED INSTITUTIONS

3 OFFICIALS PLANNING TO GO TO CDA TO LEARN ABOUT OUR CLASSIFICATION STANDARDS; STATE OF S. PAULO & PARANA AGRIC. SECT. INTERESTED IN COOPERATION AGREEMENT WITH CANADA. 2 CONCRETE OPPORTUNITIES BEING DEVELOPED. ITAL-FOOD TECHNOLOGY INSTITUTE/

QUARTER: 2 A) ORGANIZATION & COORDINATION OF CDA OFFICIAL PARTICIPATION IN EXPOINTER '87; B) FOLLOW-UP ON CONCRETE RESULTS FROM POULTRY AND DAIRY CATTLE SEMINARS.

A) LIVESTOCK & GENETIC MATERIAL ORDERS OF SALES INITIATED AT STAND OF US\$5.5M.; B) SHAVER POULTRY APPOINTED AGENT AND SOLD \$80,000 OF BABY CHICKS. SALES OF LIVE CATTLE & SEMEN IN AMOUNT OF OVER \$800,000 SINCE DAIRY CATTLE SEMINAR.

QUARTER: 3 -----

QUARTER: 4 -----



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 637-SAO PAULO

00B-TRANSPORT SYS, EQUIP, COMP, SERV.  
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON COOPERATION AGREEMENT IN URBAN TRANSIT TO IDENTIFY SPECIFIC AREAS OF COOPERATION.

FINANCIAL MANAGEMENT, ADMINISTRATION AND TECHNOLOGICAL INNOVATION CONTRACT(S), CONSULTING SERVICES FOR BRZLN METROS AND IN THIRD COUNTRIES.

FOLLOW UP ON CONTACTS ESTABLISHED BY DRIEOTT/FAMR SPECIALISTS DURING HIS VISIT TO PINPOINT SPECIFIC PROJECTS EQUIPMENT OF INTEREST TO CANADA.

LONG TERM PROSPECTS FOR "PEOPLE MOVER" SUBURBAN PASSENGER TRANSPORT, INTERCITY PASSENGER TRANSPORT.

CONTINUE TO PROVIDE SUPPORT TO CANADIAN FIRMS RE BRAZILIAN ANT-ARCTIC/HYDROGRAPHIC SHIPS AND EXPORT CORRIDOR PROJECTS RESPECTIVELY.

ENGINEERING/DESIGN SERVICES AND CONSULTING SERVICES CONTRACTS.

MAINTAIN AND FURTHER DEVELOP CONTACTS WITH MUNICIPAL AND STATE AUTHORITIES RESPONSIBLE FOR DECISION MAKING ON TRANSPORTATION PROJECTS.

INCREASED EXPOSURE OF CANADIAN EXPERTISE AND ENHANCED KNOWLEDGE OF SPECIFIC PROJECT ACTIVITIES.

MINI REPORTS ON AD-HOC BASIS ON STATUS OF URBAN, SUBURBAN, INTERCITY PASSENGER TRANSPORTATION PROJECTS AND FREIGHT TRANSPORTATION PROJECT(S) DEVELOPMENT.

TO DECIDE ON APPROPRIATENESS OF AND SUPPORT FOR OUTGOING MISSION OR SEMINAR; TO ADVISE ON PERMANENT BASIS INTERESTED CANADIAN FIRMS.

CONTINUE TO SUPPORT CANADIAN FIRMS ALREADY ACTIVE OR PURSUING SPECIFIC COMMERCIAL ACTIVITIES IN BRAZIL.

TO CONCLUDE ONE OR MORE OF SALES CURRENTLY BEING PURSUED.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP COOPERATION AGREEMENT BETWEEN TTC/MUC TC & SAO PAULO METRO. MAINTAIN & DEVELOP CONTACTS WITH GOV'T AUTHORITIES RE TRANSPORTATION PROJECTS(URBAN/RAIL).

DONE BUT DUE TO CHANGES IN STATE GOV'T OFFICIALS CONCRETE ACTIVITIES WILL BE DELAYED SOMEWHAT. CULTIVATED CONTACTS WITH RIO, CURITIBA & S. PAULO AUTHORITIES WHICH LEAD TO ONE MAJOR CONTRACT (CANAC) FOR SERVICES, POTENTIAL FOR 2 MORE & IDENTIFICATION OF FUTURE PROJECTS.

QUARTER: 2 A) MONITOR DEVEL. OF RAIL PROJECTS, REPORT OPPORTUNITIES TO H. Q. AND IDENTIFY SUPPLIERS; B) FOLLOW DEV. OF EBTU'S PLANS TO UPGRADE URBAN TRANSIT SYSTEMS IN POA, CURITIBA, S. PAULO, RIO; C) DEVELOP PLAN TO REACTIVATE TTC/MUCTC AGREEMENT

A) CPCS DOING VIABILITY STUDY OF PARANA PRODUCTION RAILWAY. BOMBARDIER MADE OFFER TO FEPASA FOR LOCO REHABILITATION. CANAC LIKELY TO BID ON MGT PORTION OF FEPASA PROJECT; B) POTENTIAL PARTNER IDENTIFIED FOR LAVALIN FOR POA URBAN TRANSP. PROJECT; C) VISIT TO SAO PAULO TO MEET WITH GOV'T OFFICIALS.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 637-SAO PAULO

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING EFFORTS TO HELP SEVERAL FIRMS CONCLUDE ADDITIONAL SALES OF MACHINERY.

\$2 TO 5 MILLION OVER THE NEXT THREE YEARS.

ONGOING EFFORTS TO ASSIST SEVERAL FIRMS TO CONCLUDE LICENSING/ JOINT VENTURE/TECHNOLOGY TRANSFER.

CONCLUSION OF TWO OR THREE JV/TT/LICENSING ARRANGEMENTS.

CONTINUE TO SEEK TO IDENTIFY SELECTIVE MARKET NICHEs FOR SPECIALIZED MACHINERY FROM CANADA.

IDENTIFICATION OF 2 OR 3 OPPORTUNITIES FOR SALES OR INDUSTRIAL COOPERATION.

PREPARE REPORT ON MATERIAL HANDLING LABELLING AND PACKAGING MACHINERY SECTORS.

SUPPORT PROMOTIONAL ACTIVITY (E. G. MISSION) IN THIS SECTOR.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IDENTIFY SELECTIVE MARKET NICHEs FOR SPECIALIZED MACHINERY.

IDENTIFIED POSSIBLE TRANSFER OF PVC PROCESSING TECHNOLOGY (SYNERGISTIC), CRUSHING MACHINERY (SP-CRAFT), PACKAGING MACHINERY (LARGEN), WINCHES (PULMASTER), SHREDDING MACHINERY (SCHREDETECH).

QUARTER: 2 A) FOLLOW-UP ON CONTACTS INITIATED BY POST WITH ABIMAG RE JV PROGRAM FUNDED BY UNIDO; B) INITIATE INFO GATHERING PROCESS TO EVENTUALLY PRODUCE SECTORAL REPORTS ON MAT. HANDLING, PACKAGING, LABELLING SECTORS; C) FOLLOW-UP ONGOING ACTIVITIES

A) AWAITING RESPONSE FR H.Q. IN OTTAWA; B) IN PROGRESS; C) AMSTRONG MADE SMALL SALE, G. KELK IDENTIFIED NEW POTENTIAL SALES DURING VISIT AND AERODAT & QUESTOR SURVEYS IDENTIFIED POTENTIAL PARTNERS.

QUARTER: 3 -----

QUARTER: 4 -----



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POST : 637-SAO PAULO

009-FOREST PRODUCTS, EQUIP, SERVICES  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT RECENTLY FORMALIZED JOINT VENTURE AGREEMENT BETWEEN SIMONS AND NATRON AND HELP THEM INCREASE THEIR EXPOSURE TO PARTICIPATE IN UPCOMING PULP AND PAPER PROJECTS.

PARTICIPATION IN FEASIBILITY/CONSULTING ENGINEERING EVALUATION OF PROJ. E.G. MORRO VERDE, ETC. WHICH WOULD CREATE OPPORTUNITIES FOR EQUIPMENT SALES.

PROVIDE CONTINUED ASSISTANCE TO A CANADIAN FIRM, ESPECIALLY TO WITHSTAND EMERGING COMPETITION FROM USA ON BASIS OF LOCAL CONTENT, FINANCING ETC.

MAINTAIN AND/OR EXPAND CANADIAN COY'S MARKET SHARE IN BRAZIL.

INITIATE PRELIMINARY ASSESSMENT OF NEW PROJECTS OPPORTUNITIES IN THE PULP AND PAPER SECTOR.

IDENTIFICATION OF 2 OR 3 MAJOR PROJECTS OFFERING OPPORTUNITIES FOR ENGINEERING SERVICES AND EQUIPMENT SALES.

COMPREHENSIVE REPORT ON PULP AND PAPER SECTOR AND RELATED ACTIVITIES (E.G. BAGASS) WITH EMPHASIS ON NEW PROJECTS (OR EXPANSION).

TO EVALUATE NEED AND EVENTUALLY SUPPORT OUTGOING FORESTRY MISSION TO BRAZIL.

CONTINUE TO MAINTAIN/DEVELOP SENIOR CONTACTS IN BRAZILIAN FORESTRY COMPANIES IN LIGHT OF EXTENSIVE INVESTMENT PLANS IN THIS SECTOR OVER THE MEDIUM TERM.

FACILITATE MARKET ACCESS FOR CANADIAN COMPANIES.

ENCOURAGE MORE TECHNICAL COOPERATION BETWEEN CANADIAN & BRAZILIAN FORESTRY MANAGEMENT ENTITIES (E.G. CFS, IBDF) TO PROMOTE USE OF FIRE FIGHTING TECHNIQUE FROM CANADA.

IN MEDIUM TERM SOME SALES OF FIREFIGHTING EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 GATHER INFORMATION - TECHNICAL, ETC. - ON VARIOUS PULP AND PAPER PROJECTS PLANNED OVER NEXT FIVE YEARS. SUPPORT ONGOING SALES EFFORTS VY CANADIAN EXPORTERS.

MOST INFO ALREDY ACCUMULATED THRU CONTACTS WITH COYS AND ASSOCIATION. TWO COYS (NATRON/SIMMONS AND SENTROL) CURRENTLY NEGOTIATING NEW CONTRACTS

QUARTER: 2 A) IDENTIFY SELECTED OPPORTUNITIES FOR SALE OF EQPT; B) MAINTAIN CONTACTS WITH OFFICIALS IN THIS SECTOR TO PRODUCE REPORT ON UPCOMING PROJECTS.

A) CARBORUNDUM SOLD \$50000 OF GRINDING EQPT & EXPECT ANNUAL VOLUME \$150000. IDENTIFIED \$50M. OPPORTUNITY FOR MILL CONTROLS FOR ARACRUZ PROJECT; B) TOTAL OF US\$6BILLION IS PLANNED PROJECTS OVER NEXT 8 YEARS. ENGIN/CONSULT POTENTIAL HIGH FOR

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A  
88/01/28

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 : 637-SAO PAULO

IMPLEMENTATION OF VISITORS VISAS FOR BRAZILIANS TRAVELLING  
TO CANADA. AFFECTED ALL COMMERCIAL DIVISION STAFF. PARTICI-  
PATION OF CDN ENERGY RESEARCH INSTITUTE IN BRASILCON'87  
CONFERENCE. VISIT OF NEW CIDA INC COORDINATOR TO POST. BI-  
POST AND TRADE MEETING IN BRASILIA. NON-PRIORITY SECTOR  
ACTIVITIES: PREPARATORY WORK FOR TRADING HOUSE MISSION (NOV.  
87); SELECTION OF BRZLN PARTICIPANTS AND COORDINATION OF  
THEIR INVOLVEMENT IN MINTEC IN CANADA.



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