External Affairs and Affaires extérieures et International Trade Canada Commerce extérieur Canada

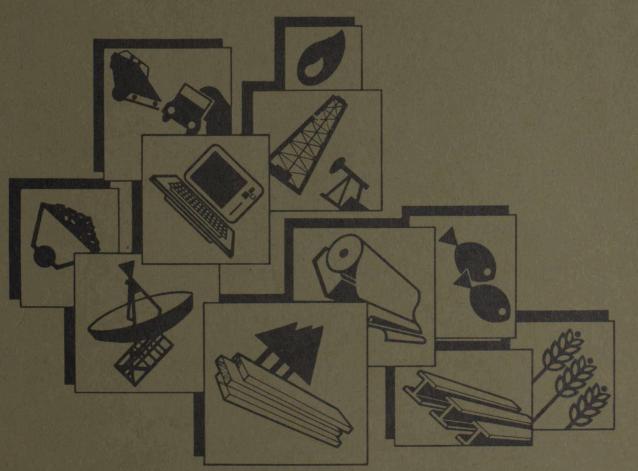
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TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM **PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE** 

QUARTERLY ACTIVITY REPORT **RAPPORT TRIMESTRIEL DES ACTIVITÉS** 

# ASIA AND PACIFIC **ASIE ET PACIFIQUE**

**OCTOBER - DECEMBER 1989** (3rd QUARTER FY 1989-90) **OCTOBRE – DÉCEMBRE 1989** (3ª TRIMESTRE, AF 1989-90)



**APRIL 1990 AVRIL 1990** 



# TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Following is the Activity Report for the quarter ending sults by sector and subsector reported by the minimum Pacific, matched against the proposed in 1989/90 post plan. It altonomed activities that war a second and a second December 31, 1989. This report contains a synopsis of accivities and results by sector and subsector reported by the missions in Asia Pacific, matched against the proposed activities identified in their 1989/90 post plan. It also contains a report of special unplanned activities that took place during the report period.

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

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

#### PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

#### Rapport trimestriel des activités Octobre - Décembre 1989

Voici le Rapport des activités du trimestre qui a pris fin le 31 décembre 1989. Le rapport contient un résumé des activités et des resultats déclarés par les missions en Asie et Pacifique, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de missions de 1989/90. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

Le lecture 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.

## ASIA AND PACIFIC ASIE ET PACIFIQUE

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#### 90/04/05

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

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POST : 504-BANGKOK

#### 005-ADVANCED TECH. PROD. & SERV

THAILAND

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#### ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

1

ALL SUB-SECTORS

ASSIST CANADIAN PARTICIPATION IN SATELLITE PROJECT CONTRACTS FOR SUB SYSTEMS

SEPCTRUM MANAGEMENT STUDY BID ON TENDER ISSUED BY PTD

COMPUTER MARKET STUDY IDENTIFY NEW OPPORTUNITIES

UPDATE TELECOM MARKET STUDY IDENTIFY NEW OPPORTUNITIES

POSSIBLE CANADA/THAI MOU IN TELECOMMUNICATIONS IMPROVE TECHNICAL COOPERATION.

TRACKING: -ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Participation at Hi-Tech Conference, Ottawa May 22-30

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

#### QUARTERLY RESULTS REPORTED:

Good opportunity to meet wide cross-section of firms now dealing with or interested in Thailand

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

POST :504-BANGKOK

001-AGRI & FOOD PRODUCTS & SERVICE THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANOLA MEAL TEST TRIALS TO SUBSTITUTE SOYABEAN IMPORTS (NEW MARKET FOR CANOLA)

CANADIAN WHEAT BOARD PROGRAM TO INTRODUCE CANADIAN WHEAT INCREASED ACCEPTANCE BY THAI MILLERS/BAKERS; INCREASED SALES.

ONGOING CIDA INC. PROJECTS IN VARIETY OF SECTORS. JOINT VENTURES.

INTEGRATED LIVESTOCK (DAIRY) PROJECT (CIDA INC FUNDED). INCREASED SALES OF LIVESTOCK, SEMEN, ETC. (FOLLOW UP TO

INT'L DAIRY TECH. EXH.& CONF. NOV. 89 (NTS FUNDED) INCREASED SALES OF LIVESTOCK, SEMEN, ETC. (FOLLOW UP TO

OUTGOING ANIMAL FEEDS/TECHNOLOGY MISSION INCREASED SALES OF LIVESTOCK, SEMEN, ETC. (FOLLOW UP TO

INCOMING VISITS - LIVESTOCK SECTOR (NTS FUNDED). INCREASED SALES OF LIVESTOCK, SEMEN, ETC. (FOLLOW UP TO 1988 DAIRY MISSION).

1988 DAIRY MISSION).

1988 DAIRY MISSION).

1988 DAIRY MISSION).

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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#### 90/04/05

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

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POST :504-BANGKOK

011-OIL & GAS EQUIPMENT, SERVICES

THAILAND

......

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

INITIATE PCIAC TECHNICAL ASSISTANCE PROJECT IN BURMA. INTRODUCE CANADIAN EXPERTISE.

INVITE PETRO VIETNAM REPS TO CANADA (NTS FUNDED) ENHANCE REPUTATION OF CANADIAN TECHNOLOGY.

OIL AND GAS MISSION TO VIETNAM (POSSIBLE) DEVELOP NEW MARKET.

REPORT ON PETROLEUM INDUSTRY - VIETNAM ENHANCE AWARENESS OF OPPORTUNITIES.

3:		ACTIVITIES	UNDERTAKEN	IN	QUARTER	
ER:	1					
	3					
TER:	4					

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THOSE OF BALLS OF POLICE SALE AND POLICE FOR THE TO BOAT.

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

POST : 504-BANGKOK

007-POWER & ENERGY EQUIP. & SERV. THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

4

ALL SUB-SECTORS

FOLLOW UP TO SEPT 88 ELECTRICAL MISSION TO THAILAND STRENGTHEN CONTACTS MADE; SALES.

MAE MOH FOLLOW UP SALES - UNITS 12 AND 13. HOPE TO CONTINUE WITH SOLE SOURCING FROM CANADA.

EGAT DISPATCHING CENTRE PROJ., SOUTH. THAILAND (FOLLOW UP) TO ENSURE CANADA MAKES SHORTLIST.

ASSIST CDN COS TO LOCATE RELIABLE LOCAL REPS & TO GIVE INFORM CDN COMPANIES OF OPPORTUNITIES WHICH WILL RESULT IN

HAVE FREQ CONT WITH EAGT FOR POTEN'L THERMAL/HYDRO PROJECTS INCREASE AWARENESS OF CANADA AS A POTENTIAL SOURCE OF SUPPLY

FOLLOW UP FUTURE PROCUREMENTS ON POWER BOILER MAE MOH UNITS FURTHER SALES OF POWER BOILERS AND POWER PLANTS TO EGAT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

INCREASING MARKET SHARE.

AND SERVICES.

QUARTERLY RESULTS REPORTED:

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

POST :504-BANGKOK

004-DEFENCE PROGRAMS, PRODUCTS, SERV

THAILAND -

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP TO PARTICIPATION AT DEFENCE ASIA 88 ENHANCED EXPOSURE; SALES

INTRODUCTION OF KL-BASED DEFENCE ATTACHE TO THAI MILITARY ENHANCE PROFILE FOR CANADA

DETAILED STUDY OF MILITARY MKT - HISTORICAL OVERVIEW; AGENTS; IDENTIFICATION OF MARKET OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

PARTY THE SUPPLIESS HERE WITH COMPLEX NOT ANTICALLY THE PEC.

QUARTER: 3 -----

QUARTER: 4 -----

APTROLINE UNDERLAND. IN DOMINICAL

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

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POST :504-BANGKOK

999-MULTIPLE SECTORS THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Preliminary, preparatory visit to Hat Yai, for "Canada Seminar" to be held there end September. June 5-7

On-going support to Thai-Canadian Business Club.

QUARTERLY RESULTS REPORTED:

This will be the first time that Embassy will arrange direct promotional event outside Bangkok . a. Set up position of Exec Dir (NTS funded) b. Editing of "Directory of Cdn Bus in Thailand", to be publ'd in Oct. c.Plann for bi-month TCBC mag.

· BUILDATACHES THAT IS ADDITIONAL TO ADDITION

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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#### 90/04/05

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

POST :510-BEIJING

005-ADVANCED TECH. PROD. & SERV PEOPLE'S REP OF CHINA

ANTICIPATED RESULTS:

CONT BEFORTS TO ZINALSTUDY & BRIDGE OF STROTES THE THE

INCREASED CALLS ON PRIVATE NETWORKS OPERATORS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TECHNICAL DEMONSTRATIONS OF CDN EQUIPMENT INCREASED KNOWLEDGE OF CDN CAPABILITIES IN PERIPHERAL REGION

ALL SUB-SECTORS

CONT MONITOR SELECT PROCESS FOR TELETEX/VIDEO STANDARD IN CH ADOPTION OF CDN DEVELOPED NAPLPS/NABTS

MATCH EXERCISE BETWEEN CDN CAPABLITIES & MKT INCREASED SOFTWARE SALES

PROMOTING CDN SOFTWARE AT INDUSTRY SPECIFIC FAIRS INCREASED SOFTWARE SALES

MATCH CDN SOFTWARE SUPP WITH COMPUTER MGF REPRESENT IN PRC INCREASED SOFTWARE SALES

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

SERVICES

POST :510-BEIJING

011-OIL & GAS EQUIPMENT, SERVICES PEOPLE'S REP OF CHINA

8

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

QUARTER: 4 -----

CONT MKT EFFORTS TO ZHANGYUAN & SHENGLI OILFIELDS INVOLVMENT OF CON COMP IN STUDIES & SUPPLY OF EQUIP &

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTER: 1 -----QUARTER: 2 -----QUARTER: 3 -----

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

POST :510-BEIJING

#### 007-POWER & ENERGY EQUIP. & SERV. PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROM. PUBLICITY AT TIME OF PREESENT THREE GORGES FEAS. INVITATION TO BID ON ENG. & PRODUCTS FOR HYDRO PROJECTS

#### TRANSMISSION

SUPPORT FOR MARKET PROMOTION BY KEY TOWER MANUFACUTURER

PROPERTY FOR CONNECTION, TRADE IS PROFE PROFE FOR FOR FOR THE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

THEY STREAM POTONESAL FOR DEALS/SEED CLUBATER AND THE ADAPTO

ACCENT ACCENTION DESCRIPTION OF REALTER.

ADDRESS TO BE SALTS REPORTED

QUARTERLY RESULTS REPORTED:

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

POST :510-BEIJING

010-MINE, METAL, MINERAL PROD & SRV PEOPLE'S REP OF CHINA

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

MINERALS AND MINERAL PRODUCTS

FOLLOW UP TO RECENTLY COMPL FIELD STUDY ON NON FERROUS MKT

EQUIPMENT AND MACHINERY

FOLLOW UP TO RECENTLY COMPLETED SURVEY ON NON-FERROUS MKT MORE CDN INVOLVMENT IN PROJECT OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :510-BEIJING

001-AGRI & FOOD PRODUCTS & SERVICE PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

 FEDERAL JOINT AGRICULTURE COMMITTEE PROGRAMME 1988-89
 SCIENTIFICEXCHANGE.

 INCREASE AWARENESS ABOUT CON PRODUCTS/TECHNOLOGY & PROMOTE

next lost and descending Synthes

PROV BILATERAL PROG [ONT, ALB, SASK, & B.C.] INCREASE MKT SHARE. ALSO CREATE NEW MKT OPPORTUNITIES.

NEGOTATION OF PLANT QUARANTINE PROTOCOL. PREPARE FOR COMMERCIAL TRADE IN PLANT SEEDS INCL. POTATIES.

NEGOTATION ON FOX QUARATINE PROTOCOL. PREPARE FOR COMMERCIAL SHIPMENTS OF LIVE FOX.

STUDY RURAL CHINA MKT FOR CDN PROD INCLUDING AGRI PROD&SERV. RURAL SECTOR.

ASSESSMENT OF MKT FOR VEG. OIL PROCESSING [REFINING] IDENTIFICATIONOF EXPORT OPPORTUNITIES FOR REFINING PLANTS.

INVESTIGATE POTENTIAL FOR GRAIN/SEED CLEANING, MEAT PKG&SEED IDENTIFICATION OF EXPORT OPPORTUNITIES FOR AGRI EQUIPMENT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

#### QUARTERLY RESULTS REPORTED:

Device competition and by terrorychists & base Ditt menigr. Excentral sitts on, rearran ap erstain, indicated excellent for statistics of contained blas on frigate to side lars minimum sorthigating is SEND period.

## ANTICIPATED RESULTS:

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

POST :510-BEIJING

008-TRANSPORT SYS, EQUIP, COMP, SERV. PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

FOLLOW UP ON OPPORT. TO SELL COMMUTER AIRCRAFT TO REG. CARR INCREASED SALES IN 1989 OF COMMUTER AIRCRAFT & WATER BOMBERS

FOLLOW UP ON PROSPECTS FOR SALES OF RAIL TRACK SALE OF TRACK WITHIN WORLD BANK PROJECTS

INVASTIGATE AUTO JOINT VENTURE PROJECTS

UNDERTAKE A SECTOR REVIEW LISTING OF OPPORTUNITIES FOR CDN EXPORTERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPAIR OF BUSIES Y DEFENSION

TRANSFORMENT OF STATES AND ADDRESS AND ADDRESS ADDRESS

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

Construction of Construction and Construction (Construction)

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

POST :534-CANBERRA

004-DEFENCE PROGRAMS, PRODUCTS, SERV AUSTRALIA

ACTIVITIES INCOMPANY IN CONTRACT AND A ANALYSIS AND ANALYSIS AND A ANALYSIS AND A

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REACHING AGREEMENT W/AUSTL ON CLOSER COOP BETWEEN CON & AUST GREATER CON INDUSTRY ACCESS TO AUSTLN DEFENCE MARKET

DETERMINE EQUIP SALES OPP FOR CDN SUPPLIERS OF MARINE DEF EQ

OBTAIN LATEST AUSTLN ASSESSMENT OF CRV-7 ROCKETS CONTRACT FOR BRISTOL AEROSPACE

#### TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Support of Saint John Shipbuilding & several systems suppliers to participate in ANZAC Ship Program. - Monitoring of Dept of Transport and Communications Nat'l Aeronautical Info Processin g System North-East Brisbane Project.
- QUARTER: 2 Support of St.John Shipbldg. & several systems suppliers to part. in ANZAC Ship Program.Monitoring of Dept of Transp. & Communic'n Natl Aeronautical Info Processing System.Updating of Air Traffic facilities around Australia.
- QUARTER: 3 Support of Saint John Shipbuilding & several systems suppliers to participate in ANZAC Ship Program.

QUARTER: 4 -----

#### QUARTERLY RESULTS REPORTED:

Meetings held with both competing consortia. Good level of interest for several Canadian companies including SJSL established. Contract awarded to MDA.

Australian Defence has purchased 15 LAVs through FMS. Team visiting Canada and USA with a view to buying additional vehicles.

Design competition won by Germany:Blohm & Voss MEKO design. Successful AIDEX exh., reported separately, indicates excellent def.opp., although we can expect bias on frigate to suppliers already participating in MEKO series.

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

POST :534-CANBERRA

005-ADVANCED TECH. PROD. & SERV AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

AERONAUTICAL INFO PROCESSING SYST (NAIPS) CONT TO PROMOTE 2 CDN COMPANIES IN FINAL ASSESSMENT. CONTRACT AWARDED TO ONE

PROM RAYTHEON TECHN TO AUSTLN CIVIL AVIAT AUTH FOR SYD AIRP RAYTHEON WILL WIN THE CONTRACT

#### TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 4 -----

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#### QUARTERLY RESULTS REPORTED:

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SUBATER: 3 Burgeor: of Saint Asia Shipperining Provent average suppliers to pervicipere in 20202 Ship Program.

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REPORT 4A 90/04/05

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

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

#### POST :534-CANBERRA

THE REPORT OF

Resolution pro-tem of canned fruit dispute/CATA.

Hon J Crosbie & Cdn delegation of 12: Visit & participation at APEC, series of bilateral & business meetings. Hon O Jelinek: Visit & discussions re customs facilitation & EDI. Resolution of access for Canadian pork to Australia.

AIDEX '89: Good results & positive prospects for a number of defence-related products. Seminars on geographic information systems (GIS) successfully completed with excellent sales prospects. Opening of SARSAT station in Australia.

Building Code Mission.

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REPT4D	QUARTERLY PROGRESS REPORT OF	EXPORT PROMOTION PROGRAM
90/04/05	AT MISSIONS ABROAD	FOR FISCAL YEAR 89
	FORECAST OF KEY ACTIVITIES AND ANTICIPATED	RESULTS STATED IN MISSION'S ANNUAL PLAN
POST :524-DHAKA	008-TRANSPORT SYS, EQUI	P, COMP, SERV.
	BANGLADESH	
PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	
PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	and search interior	
	made representations on behalf of engineering	-consultant placed on one short list for multila
and the second se		teral project
	gave updates of aviation sector	
QUARTER: 3		
WURKTER. J		
QUARTER: 4		

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

POST :524-DHAKA

003-GRAINS AND OILSEEDS BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

quarters 2 -labored for Can Ling an AND contract

-order placed for 10,000 tonnes of canola

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

- QUARTER: 2 -distributed list of Cdn dealers to importers -prepared mini-market survey and distributed it in Cda
- QUARTER: 3 wrote to Finance Minister to request lowering of tarrifs and duties on canola and mustardseed imports

QUARTER: 4 -----

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

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

POST :524-DHAKA

011-OIL & GAS EQUIPMENT, SERVICES

BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 -send two officials to INTERCAN -distribute oil and gas consultant reports
- QUARTER: 2 -lobbied for Cdn firm on ABD contract -made high level representations on Cdn gas tech nology
  - assisted in visit of Cdn firm
- QUARTER: 3 1. 3 day mission from Alta. Dept of Econ Dev and Trade
  - lobbied very stringly on behalf of Cdn supplier

QUARTER: 4 -----

- Cdn firm shortlisted on \$1.5 million ADB equipment supply

taretta and ducing on switch and su

1. \$1.2 million contract awarded to Cdn firm

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

POST :524-DHAKA

010-MINE, METAL, MINERAL PROD & SRV BANGLADESH

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ANTICIPATED RESULTS:

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- Bdesh reps went to Cda to meet with Cdn

investors

QUARTER: 1 -----

QUARTER: 2 -identified opportunity in establishing coal mine

QUARTER: 3 commented on CPPF proposal for iron plant

QUARTER: 4 -----

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90/04/05

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

POST :524-DHAKA

005-ADVANCED TECH. PROD. & SERV BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

- QUARTER: 2 consultant report on telecommunications, final version in print
  - met with Airforce to assist in difficulty with Cdn supplier

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

-final consultant report to be distributed next quarter

- trade dispute not resolved

REPORT 4A 90/04/05

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

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

#### POST :524-DHAKA

ANY DESCRIPTION OF

Canadian Catalogue Show in Chittagong Dec 11-13 1989

Visit by Alta Dept of Econ Dev and Trade

Cdn Film Series was used as event to promote contacts

Cdn Photo Exhibition was used to promote contacts

hired consultant to identify 8 joint venture partners in Bangladesh visit by Director General for South Asia from External Affairs was used to promote business visit by Royal Mint was used to display wide variety of Cdn suppliers

SERVICIAN ON CALL EXCERTENCE IN NOTEL FILLS AT BONEY

TEAM OF F.K. DEV. BEDE CONTR & INFORTEES WICEN BURN OF BLDG

CREE, ALSWOOD, REACT, TOST ( KORZ

OBTIGET NON LOT LABARED

RIBUCKI KOTTONITZICO, Y.N. MO YOUTENTSRICH ROZAGEON TERMAR

TREAD CALL AN USE OF COM PETIMON FOR PORT-MORECAR CALLER AND CALL

THAT IN N.K. 1894. SIDE CONTA & WAT INFORMATING WICH SLIPP OF

ACATHALIS AT VERATABISAL SEPTIMITAS

DUANTERS I PERFECTENTION IN THE

Marinet study - for Building Products Marinet study - for Side Symposic Products

GLARTERLY REPORTS INFORMATION

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

POST :502-HONG KONG

015-CONSTRUCTION INDUSTRY HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

BUILDING PRODUCTS

PREPARATION OF HOFEX'89

PREPARATION OF IBEX'89

MARKET RESEARCH REPORT/STUDY ON H.K. CONSTRUCTION INDUSTRY

NEW BANK OF CHINA BUILDING PROJECT C\$5 MILLION

SEMINAR ON CAN EXPERTISE IN HOTEL FIELD AT HOFEX'89 1989: C\$5 MILLION

TEAM UP H.K.DEV, BLDG CONTR & IMPORTERS W/CDN SUPP OF BLDG MA 1990: C\$10 MILLION

ARCHITECT, CONS, CONSUL, SERV

PREPARATION FOR IBEX 189

MARKET RESEARCH REPORT/STUDY ON H.K.CONSTRUCTION INDUSTRY

TECH SEMINAR ON USE OF CDN PLYWOOD FOR FORM-WORK AT IBEX'89 1989: C\$20 M

TEAM UP H.K.DEV., BLDG CONTR & MAT IMPORTERS W/CDN SUPP OF 1990: C\$25 M

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#### TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Participation in IBEX

Market study - for Building Products Market study - for Bldg Security Products QUARTERLY RESULTS REPORTED:

Successful participation in IBEX with 18 participants.

Market study completed and distr to ISTC, DEA et Market study completed and distr to ISTC, DEA et

ANTICIPATED RESULTS:

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

POST :502-HONG KONG

#### 015-CONSTRUCTION INDUSTRY HONG KONG

QUARTERLY RESULTS REPORTED:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 2 List of large capital and infrastructure projects undertaken and sent to Canada for distribution. Future activity on projects will be reported under 999 (multiple sectors) in future.

QUARTER: 3 -----

QUARTER: 4 -----

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CONTRACTOR DI DISTRICT DE CONTRACTOR

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-About 10 million Consultan dollars ables for being lengitiens and will be consistent in 2 mil--3 local equate introducers will be exabilized outside activities for Day electronic concentration activities for an externa in AL.

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

POST : 502-HONG KONG

005-ADVANCED TECH. PROD. & SERV HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

CABLE TV NETWORK EQUIPMENT SUPPLY CONTRACT AT LEAST 1 OR 2 SUPPLIERS WILL BE SECURED

MOBILE DATA NETWORK - FIRE SERVICES 2ND GENERATION AT LEAST 1 OR 2 SUPPLIERS WILL BE SECURED

COMMTEL ASIA'90, DEC 4-7 NIES IN 1990 OBTAIN OFFICIAL CANADIAN PARTICIPATION WITH 15 TO 20 COMPA-

COMPUTERS HARD/SOFTWARE & COMP

HOSPITALS INFORMATION SYSTEM (4 MILLION)

URBAN COUNCIL LIBRARY AUTOMATION (3 MILLION)

RHK POLICE COMPUTER ASSISTED FINGERPRINT IDENTIFICATION SYST

HK INLAND REVENUE DEPT - AN APPLICATION DEVELOPMENT TOOL(1M)

CO-SPONSORSHIP OF SOFTWARE EXH 89,&/OR AUTOTECH 89 OR SIM EV LOCAL PUBLICITY OF CANADIAN PRODUCTS

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Interest companies in participating in Commtel Asia in Dec 89. Assist Cdn companies with three contracts being pursued. Info booth at Internepcon and mission.
- QUARTER: 2 Mission of 9 company reps in electronic components sector and participation in Internepcon Trade Fair. Technical/sales seminar was also held.

QUARTERLY RESULTS REPORTED:

Thus far some 10 Cdn co's will participate in Commtel Asia in Dec. 89.

2 contracts awarded for hitech eqpt and services and one pending.

-About 10 million Canadian dollars sales has been identified and will be concluded in 2 yrs. -5 local agency agreetments will be established -market potential for Cdn electronic components suppliers appears to be strong in HK.

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

POST :502-HONG KONG

005-ADVANCED TECH. PROD. & SERV HONG KONG

#### TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 Software - Major mission of 11 companies. Technical presentations and individual meetings. Commtel 89 - 12 co's(26 reps)displayed products at Commtel show. Major reception co-hosted by Mitel, NT and Mission. Major speech by DOC/Cda. -Approx C\$1 million software products sold. -As a result of participation in Commtel, Cdn companies estimate that some \$2 million will be

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QUARTERLY RESULTS REPORTED:

QUARTER: 4 -----

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sold over the next year.

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

POST : 502-HONG KONG

# 017-OTHER SERVICES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

DISTRIBUTION

IMPROVE CURRENT INVENTORY OF HK TRADERS

IMPROVE KNOWLEDGE/UNDERSTANDING OF DIFF METHODS OF OPERATING IMPROVE "PRIMER" AND REPRINT FOR USE BY CANADIAN COMPANIES

CONDUCT SEMINARS ACROSS CANADA INTRODUCE CANADIAN COMPANIES TO CONCEPT OF USING TRADERS FOR a second a second second second

ANTICIPATED RESULTS:

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PRC & SE ASIAN

REPRINT"PRIMER"& DISTRB TO CDN BUSINESS COMMUNITY

PLAN ADDITIONAL SEMINARS IN CDA W/MARKETPLACE, HI-TECH & PROC

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTER: 1 -----QUARTER: 2 -----QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

POST :502-HONG KONG

001-AGRI & FOOD PRODUCTS & SERVICE HONG KONG

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INCOMING BUYING MISSION FOR REPRESENTATIVES OF PARK N SHOP, C\$1,000,000

INCOMING BUYING MISSION FRO REPRESENTATIVES OF PARK N SHOP, C\$1,000,000

FOOD HANDLING, PROCESSING EQUIP

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PREPARATION FOR HOFEX'89.

#### TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Promote food and beverage sectors through missions and food promotions. Major instore food promotion at over 35 food out lets and 17 restaurants.

QUARTER: 2 In store food promotion with Park N Shop in 131 supermarkets and food tastings in 40 of the stores.

QUARTER: 3 In-store food promotion with Yaohan Dept Stores.

QUARTER: 4 -----

#### QUARTERLY RESULTS REPORTED:

Two buyers from major food supermarket visited Canada on food buying exercise - C\$50,000 bought Food tasting took place with major retail outlet in preparation for food promotion in Sept/Oct 89 Over C\$10 million Cdn food bought for food promo

Approximately \$3 million of Cdn food products was purchased for this promotion.

Approx. \$100,000 product sold.

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

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

POST : 502-HONG KONG

004-DEFENCE PROGRAMS, PRODUCTS, SERV HONG KONG

ANTICIPATED RESULTS:

TOMERS AND/OR DISTRIBUTORS

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

SECURITY PRODUCTS

FOLLOW UP MKT IDENT EFFORTS OF NEW SUPPLIERS INTRO AT HITEC WORK WITH AT LEAST 5 NEW SUPPLIERS IN ATTEMPT TO SECURE CUS-

MKT STUDY FOCUSSING ON IDENT FULL EXTENT OF THE SECTOR, KEY CONTRACT OUR STUDY & EVALUATE & REPORT RESULTS BY MID 1989

SECURE TDO ASSISTANCE IN INCLUDING HK IN ANY RELEVANT VISITS AT LEAST 1 SUCH VISIT TO HELP PUBLICIZE CANADIAN TECHNOLOGY

PROTECT ASIA'90 (JAN) OBTAIN OTTAWA APPROVAL FOR A CON PAVILLION

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Identify local market opportunites and Cdn co's with capability to supply (through HiTech 89). Market study to identify market opps.

QUARTERLY RESULTS REPORTED:

Local opportunites identified and 3 Cdn supplier s making inroads into market. Market study not yet undertaken in order not to overlap with building security products study just completed.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A 90/04/05

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

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

POST :502-HONG KONG

HKCBA Mission (26 mission members) from Edmonton; HKCBA mission (25 members) from Newfoundland. One software mission (10 persons) and technical seminar.

Major Canadian pavilion at Commutel 89 (26 company reps).

Visit of 3 Prov Ministers, S. McClellan (Alta) and Manitoba Industry, Trade & Tourism, C. Furey (Nfld) 2 Municipal dels - MUC and Kamloops

6 business missions - Royal Cdn Mint; Wheat Board; CP Rail; Tobacco Board; EDC; and Royal Bank Visit of Minister Crosbie, and M.P. Simmons.

Visit of BC Lieut-Gov David Lam for 2 week period, involving Chamber dinner (550 persons) and approx 69 other events.

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

POST :521-ISLAMABAD

007-POWER & ENERGY EQUIP. & SERV. PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

LOBBY WAPDA FOR AWARD OF TAUNSA LOW HEAD HYDEL PROJECT WORTH C\$100-150 MILLION. BEGINNING OF CONTRACT NEGOTIATION FOR A LOW HEAD PROJECT

SUPPORT EFORTS OF CON COY ON PRIVATE THERMAL POWER PROJECT EQUIPMENT.

ARRANGE FOR CHAIRMAN, WAPDA TO VISIT CANADA A BETTER RAPPORT WITH CANADIAN COMPANIES INTERESTED IN

HYDEL AND THERMAL POWER GENERATION PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Call by HOM on Secretary, Ministry of Water and Power. - Regular calls on Ministry of Water Power. - Two calls by HOM on Chairman, Water and Power Development Authority.

QUARTER: 2 1. Arrange visit of Additional Secretary Min of W & P and Chairman Wapda, for WEC.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

Support grid station bid by Cdn Consortium & win extension of 2 weeks for final consideration of proj. The extra period of 2 weeks was requested to allow Cdn Consortium to put together a financial package for the grid station.

 Visit completed in Sept89. Cdn companies interested in power sector projects were able to register their interest with these two key persons.

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

POST :521-ISLAMABAD

004-DEFENCE PROGRAMS, PRODUCTS, SERV PAKISTAN

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ANTICIPATED RESULTS:

EXPERTISE IN DEFENCE SECTOR.

ALL SUB-SECTORS

PLANNING:

INVESTIGATION & REPORTING ON PAKISTAN ARMY PROCURE PROCESS NEEDS WILL LEAD TO AN INCREASE IN MARKET PENETRATION. BETTER KNOWLEDGE OF THE PROCUREMENT PROCESS AND FUTURE

ACTIVITIES PROPOSED IN POST PLAN:

INCOMING DEFENCE AND SECURITY EQUIPMENT MISSION ACQUAINT MINISTRY OF DEFENCE PRODUCTION WITH CANADIAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 HOM call on Secretary Defence Production

QUARTER: 2 1. Arrange Defence mission Jul/Aug.

2. Pursue FMS financing for CMC.

QUARTER: 3 -----

QUARTER: 4 -----

# QUARTERLY RESULTS REPORTED:

Discuss details of visit programme of Incoming Defence Mission to Canada. HOM's visit facilitated in getting necessary information to structure visit programme in Canada.

> 1. Mission postponed; will reschedule early next FY.

2. Pak authorities interested, U.S. will consider case by case basis.

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90/04/05

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

POST :521-ISLAMABAD

011-OIL & GAS EQUIPMENT, SERVICES PAKISTAN

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

REGULARLY CALL ON OIL CO EXECS IN ISLAMABAD, LAHORE & KARACHI OBTAIN TIMELY INFORMATION ON PROCUREMENT OPPORTUNITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Expose Pakistan oil and gas companies executives to Canadian capabilities. Help Canadian companies to get business from Pakistan oil and gas companies.

QUARTER: 2 1. Resolve CCC/Cardwell contract.

2. Arrange Chairman OGDC visit to Alta.

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

Arranged visit of Mr. W.A. Zuberi, Managing Dir. ,Pakistan Oilfields Ltd. to Intercan 89. Several Cdn cos got first hand knowledge about POL's planned purchasing activities from itsChief Executive & expressed interest to pursue those opp.

 HOM met Min Petroleum; result OGDC raises possibility of third rig.
 Chairman pleased with visit.

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

POST :521-ISLAMABAD

## 001-AGRI & FOOD PRODUCTS & SERVICE PAKISTAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

### TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Help Canadian companies in getting business with Agriculture sector projects funded by multilateral donors.

QUARTER: 2 1. Help Agrodev secure ADB contract.

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QUARTER: 3 -----

QUARTER: 4 -----

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CLARTERS & Consisted Suit Asea striget inci cills & course form indicator of financing for Harpett. QUARTERLY RESULTS REPORTED:

Arranged visit of Mr. Ken Lucas, President and latter for Ms. D.Turnbull, V-President, Agrodev Canada Inc. to position them for Second Aquaculture Development Project funded by Asian Development Bank.

 Meetings arranged for Rod Bailey to collect data to submit bid for fruit and vegetable marketing project.

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

POST :505-JAKARTA

005-ADVANCED TECH. PROD. & SERV INDONESIA

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISIT BY MINISTER FOR TOURISM, POST & TELECOM. TO CANADA TO APRIL 88 CABINET CHANGE) ACCEPTANCE OF INVITATION ISSUED TO PREVIOUS MINISTER (PRIOR

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

- QUARTER: 1 1.Support companies in pursuit of telecoms/comms projects.
- QUARTER: 2 -WE HAD PLANNED TO CONCLUDE CAL-LUT PROJECT SINCE COMMERCIAL CONTRACT WAS SIGNED IN JUNE -PLANNED TO BE AT TENDER STAGE FOR LAPAN UP-GRADE BY M.D. -PLANNED TO RESOLVE DIPIX BANKRUPTCY CLAIMS

QUARTER: 3 EDC found necessary soft funding for CAL project & visited post. Mac.D.simplified their Rep.for LAPAN upgrade, assessment of competing, offers US & France completed; C'Air obt.preliminary orders 3 Challenger.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED .

1.Assisted CMC with seminar presentation to Perumtel in support of commercial negotiations. -Assisted MITEL with seminar presentation to IPTN in support of marketing of PABX.

-CAL WAS NOT ABLE TO ACCESS NECESSARY SECT 31 FUNDING -MD APPOINTED SEVERAL COMPETING AGENTS THUS BLURRING PROJECT PROSPECTS

-INTERA REP WILL ASSUME SERVICING DIPIX EQUIPMNT

Financing for CAL LUT project is completed except for wording detail.

T.S.I.reverted to earlier rep.to purse the two projects at Perumtel.

CMC redrafted telex proj.specs to incl switching

PLANNING:

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

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

POST : 505-JAKARTA

008-TRANSPORT SYS, EQUIP, COMP, SERV.

ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

COMPLETE BUKIT ASSAM PROJECT - RAIL & COMM. SYSTEM \$8M IN SALES

BEGIN UPDATE WEST SUMATRA RAILWAY CONSULTANCY CONTRACT

COMPLETE SALE - REFIT LOCOMOTIVES \$20M

REPAIR/OVERHAUL TWIN OTTERS FOR MERPATI \$12

PREPARE DETAILED REPORT ON LRT PROSPECTS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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QUARTER: 1 A.Repair/overhaul Twin Otters for Merpati B.Bukit Assam project C.Canadair/IPTW Market study. D.Canadair Challenger promotion

QUARTER: 2 -OBJECTIVE WAS TO ADVANCE MERPATI TWIN OTTER REFURBISHMENT PROJECT -NEED TO COMPLETE CPCS, IAL & SYSCO PORTIONS OF BUKIT ASAM PROJECT

QUARTER: 3 Completed Bukit Asam project incl rails & obtain firm indicaton of financing for Merpati.

QUARTER: 4 -----

### QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

A.Identified potential Cdn supplier. B.Assisted processing \$8m rail/comms sales/serv. C.Preliminary indications of sufficient market potential. D.Confirmed sale one Challenger; further sales pending.

-EXECUTIVES OF MERPATI WERE CHANGED, THERE WAS SECT 31 CREDIT REQUEST REFUSED. -CPCS HAS BEEN CONTRACTED BY IBRD TO PROVIDE OPS SUPPORT, IAL IS COMPLETING COMMUNICATIONS SECTION & SYSCO IS PENDING.

CIDA funding for Bukit Asam was extended to end 1990.

Coal hopper cars were assembled & delivered.

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

POST :505-JAKARTA

014-EDUCATION, MEDICAL, HEALTH PROD INDONESIA

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

- QUARTER: 2 -INVITED CDN FIRMS FOR ADB 2ND HEALTH PROJECT -SUPPORTED LAVALIN FOR MARINE SCIENCES EDUC PROJ -SUPPORTED CANEDCOM TO CONDUCT STUDY FOR STM IV -SUPPORTED ND LEA FOR W-B INST DEV & TRNG PROJ -PROMOTED CDN EDUCATIONAL EQUIPMENT
- QUARTER: 3 Lea/Lavalin proposal for IBRD Institution & Training was submitted-assessed third. Marine Sciences proj(jointly with Aust)pursued, CIDA Inc CPPF FUNDING obtained for CDN CANEDCOM.

QUARTER: 4 -----

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und funding for Lubic Aces and extension in the 1999. Coul Aqueer cars store concedied & folliverict. -EXPECT 2 CDN FIRMS ON LONG LIST -LAVALIN SHORT-LISTED.INVITATN LET TO BE ISSUED -CIDA INC AGREED TO CONTRIBUTE C\$299,982 TOWARDS COST OF STUDY

-ND LEA SUBMITTED PROPOSALS TO MIN.OF PUB WORKS

All projects under negotiation/evaluation.

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Construct 2 -District Less TO ADVANCE MERIANT TURN OTTER SETURATION THEORY PROJECT ADVANCE TO EXEMPLEME ENDS, INC. & SYDEO FOLLIGUE OF SELECT ADAM FOLDER

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

POST : 505-JAKARTA

010-MINE, METAL, MINERAL PROD & SRV INDONESIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

PREPARE REPORT ON GOLD AND COAL SECTORS IMPROVED AWARENESS OF MARKET BY CANADIAN FIRMS

POSSIBLE DIRECT SALES BY CANADIAN COMPANIES

EXPOSE KEY CONTACTS TO A WIDE SELECTION OF CANADIAN EXPERTI-

GET IN TOUCH WITH THE INDON. WHO STUDIED IN CDA & THAT ARE ESTABLISH A NETWORK OF CONTACTS WITHIN THE MINING SECTOR

FOLLOW-UP REGULARLY WITH CON CONS.ACTIVE IN THE SECTOR DETERMINE THE DIRECTIONS OF CHANGE WITHIN THE SECTOR NAMELY

VISIT A NUMB OF PRIV CO WHICH HAVE ANNOUNCED THEIR INT TO GO OBTAIN THEIR PROCUREMENT LISTS AND PROCEDURES AND PROMOTE

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

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

QUARTER: 2 -VISITED A NUMBER OF PRIVATE COS WHICH PLAN TO PROCEED WITH NEW CAPITAL INVESTMENTS

QUARTER: 3 Secured new orders for \$250,000 mining equipment Continued to prepare for Asean Mining Congress Pursued new projects for mining consulting

QUARTER: 4 -----

ANTICIPATED RESULTS:

MAILING OF PRODUCT LITERATURE TO GOLD COMPANIES

PROM.THE ATTEND.OF POT.BUYERS/AGENTS TO 1989 PROSP & DEV ASS SE

REGARDING GOVERNMENT POLICIES

CANADIAN EXPERTISE

.....

QUARTERLY RESULTS REPORTED:

Indonesian participation to the 1989 Coal Ass. of Canada Annual Conference. Had contacts with Inco, Beran Coal, Kaltin Prima 

-IDENTIFIED A NUMBER OF PROJECTS WHICH ARE COMING OUT OF EXPLORATION STAGE & PROCEEDING WITH ACTUAL PRODUCTION. LOCAL CO ATTENDED MINTEK

> Ingold has new project in Irian Jaya. Inco modernization being completed.

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

POST :505-JAKARTA

### 009-FOREST PRODUCTS, EQUIP, SERVICES

INDONESIA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ALL SUB-SECTORS

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

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

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

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

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

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

- QUARTER: 1 Visit a number of private companies which have announced their intention to go ahead with large capital investments.
- QUARTER: 2 -LOCAL STUDY ON PULP AND PAPER SECTOR WAS DISTRIBUTED TO CANADIAN COMPANIES
- QUARTER: 3 Continued to assist Canadian consultants who are pursuing private sector clients. Followed down fall of Astra-Scott proj.in Irian Jaya. Suc'fully concluded CPPF funding for Kayu Lapis

### QUARTER: 4 -----

OF CANADIAN GOODS AND SERVICES

CANADIAN EXPERTISE

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

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

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

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

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

007-POWER & ENERGY EQUIP. & SERV. INDONESIA

POST :505-JAKARTA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING ASSISTANCE TO ATOMIC ENERGY OF CANADA CONTINUED COLLABORATION BETWEEN AECL AND BATAN

LIAISE W/EXECUTING AGENCIES WHICH BENEFIT FM IBRD OR ADB FIN INFORM INDUSTRY OF UPCOMING INT. CALL FOR TENDER

FOLLOW THE DOMESTIC DISCUSSIONS CONCERNING THE POSSIBLE STRONG EXPERTISE

DESTERS PERCENTY MINTAN TRAJECTOR BURGES FOR BURGES DESTER

### TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Liaise with executing agencies which benefit from IBRD or ADB financing(PLN,MIGAS)

QUARTER: 2 -LIAISON WITH IBRD, ADB, PLN, PGN IN VIEW OF TARGETTING MULTILATERALLY FUNDED PROJECTS (POWER AND GAS SECTORS)

QUARTER: 3 Followed progress of Suralaya/Paiton & Gresik projects. Reported on B & W & C.E. bliler competition.

QUARTER: 4 -----

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untrille & ripanting for incaris frimmy anticoliners about the continetions during the mean of Antarira's dervices an approximate antipation in Consta for a statistic biologicary biblicarias an aircory plants.

### QUARTERLY RESULTS REPORTED:

We are organizing participation at the Electric-Indonesia trade fair in Nov. and a rural electrification mission. Approached a number of potential agents.

-PRESIDENT OF PLN ATTENDED WEC 89. PAITON PROJ IS PENDING. NOVACORP IS WELL-POSITIONED AND PREPARATIONS ARE UNDERWAY FOR THE UPCOMING ELEC-TRICAL MISSION. CDN INDUSTRY INFORMED OF INT CALLS FOR TENDERS.

# Maintained relations with PLN, EKUIN & relevant lending agencies.

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5 comparises to perticipate in Onter's Privary Auriculture Ministry roture bris to Counte M styping humor bits outlined sales of Citor.com dr. officials at both bubs of Wet Baryloss dus futants bontes around to state but geostells. REPORT 4A 90/04/05

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

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

### POST :505-JAKARTA

There was confusion concerning issue of textile quotas, causing need for considerable public liaison. Commercial Counsellor was also Charge d'Affaires for 50%

of the Quarter. At request of OMTN, completed N.T.B. review of 80 tariff items.

New Ambassador Hall arrived on post on Nov. 1 and presented credentials Nov.15.

Issue of competitive credit from Section 31 + consequent status of Indon projects was very/very problematic.

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PEPTAD 90/04/05

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

POST :511-KUALA LUMPUR

001-AGRI & FOOD PRODUCTS & SERVICE MALAYSIA

.....

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LIAISE W/DEPT OF VETER SERV TO LAUNCH COOP LIVESTOCK VENTURE BREED FOR TROPICS ESTABLISH WORK PRGM & INITIATE ACTIVITIES TO DEVELOP CROSS

CONTINUOUS PROMOTION OF CANADIAN BREEDING LIVESTOCK INCREASE CON MARKET SHARE BY 10%. ESTABLISH INTEREST IN CON

PROM CON UNIV & TECHN TRAINING PROG W/AGRICULTURAL SECTOR IDENTIFY PRIORITY MLSIAN TRAINING NEEDS FOR RECRUITMENT

ASSIST AB GOVT IN FOOD PROM PLANNED W/YAOHAN SUPERMARKET EXPAND CDN SALES. ESTABLISH CDN PROFILE WITH 2ND MAJOR SU-

ALERT CDN COS TO NEW SALES OPPTS. INTRO BROADER RANGE OF CDN

INTRODUCE CDN BARLEY, CANOLA MEAL AND OTHER FEED INGREDIENTS

MEET W/MLSIAN COS TO PROM SOURC OF CON AGRIC EQP/TECH & SERV DEMONSTRATE APPLICATIONS OF CON HIGH TECH TO AGRIC SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Introduce new Canadian food products; market Cdn feed ingredients; support Cdn Wheat Board marketing program
- QUARTER: 2 Incoming Ginseng Mission; invite representatives to CIGI course; prepration of Canadian Wheat Board Report on Grains & Oilseeds.
- QUARTER: 3 Planning for Ontario Primary Agriculture mission; invitations to Department of Veterinary Services to approve abattoirs in Canada for halal slaughter; follow-up on ginseng mission.

QUARTER: 4 -----

FOLLOW-UP W/COLD STOR BHD TO IDENT BETTER SUCCESSFUL PROD DUCTS. FIRMLY ESTABLISH NEW LOCAL MARKET FOR 3 CANADIAN FOOD PRO-

SHEEP STRAINS.

PERMARKET CHAIN.

IN CONSULT W/IMPORTER DEV LIST OF MARKETABLE CON FOOD PROD. FOOD PRODUCTS

ASSESS MKT FOR CDN FEED INGREDIENTS & DEVELOP ENTRY STRATEGY TO MLSIA

QUARTERLY RESULTS REPORTED:

Five new companies introduced to local distributors; three Mlsian coys participarting in Ginseng Mission to Cda;3 participants sponsored for CIGI course; Cdn wheat sales reach record level of \$16.2 mn during Jan-Apr

3 participants attended Ginseng mission; purchases anticipated after harvest;3 participants from flour mills attended CIGI course.

> 5 companies to participate in Ontario Primary Agriculture Mission; return trip to Canada of ginseng buyer with confirmed sales of C\$109,000; Sr. officials at both Dept of Vet Services and Islamic Centre agreed to visit Cdn abattoirs.

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

POST :511-KUALA LUMPUR

011-OIL & GAS EQUIPMENT, SERVICES MALAYSIA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

MACHINERY AND EQUIPMENT

INFORM CDN PIPELINE CONSTRUCTION COS OF PGUP II DEVELOPMENTS CDN COS AWARDED PGUP II CONTRACTS AS PRIME SUPPLIER OR SUB-

IDENT CON FIRMS TO BID ON DULANG OILFIELD & MELAKA REFINERY MORE CDN COS VISIT MARKET, APPOINT LOCAL ASSOCIATES, BID

INTRO NEW OIL/GAS EQPT/SERV SUPPL:DEV SHORTL.OF QUAL AGENTS OIL & GAS COS INCL ON UPCOMING PROV TRADE MISSIONS; 3 COS

PROM CDN TECH & MANAG TRAINING PROG FOR THE PETROLEUM IND. SECURE MLSIAN PARTICIPANTS ON ASIPID & BSAM; HRD SEMINARS

ASSIST CDN FIRMS TO POSITION THEMSELVES FOR PGUP III PROJECT CONGAS GAS DISTRIBUTION STUDY COMPLETED: CDN COS ALERTED TO

IDENTIFY POTENTIAL CDN COOP. IN PETROLEUM RESEARCH INST. TION PURSUED CESO VOLUNTEER ASSIGNED TO INSTITUTE; INSTITUTIONAL COOPERA-

SUPP CON CO TO MKT TRANSP SERV TO OFFSHORE OIL/GAS INDUSTRY ESTABLISH COMPANY AS VIABLE ALTERNATIVE TO EXISTING UK SUP-

INFORM CDN OIL/GAS OPERATORS OF EXPLO/PRODUCTION OPPORTUNIT. CONTRACTS CDN OPERATORS AWARDED ADDITIONAL PRODUCTION SHARING

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Introduce new oil and gas egpt and source suppliers to Mlsian market; Promote Cdn involvement in new Petronas Petroleum Research Institute.

QUARTER: 2 Follow-up with Cdn participants to 3rd Mlsian Oil & Gas Show providing them with regular info on upcoming opportunities.Assist companies not yet represented locally in finding suitable agent

QUARTER: 3 Organize Alberta oil and Gas Mission. Prepare Norcen VIP visit

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

6 coys participated at Mlsian Oil & Gas Show; Misian attendees at Intercan signed 5 agency agreements; Cdns sought by Petronas to head new Training Institute; Maloney sold 2nd glycol unit at \$1.6 mn.

Increase our market share for oil and gas equipment and services

All Alberta mission participants(7) now locally represented and on bidders list for upcoming tenders. Norcen seriously considering major investment in Malaysia.

APPOINT LOCAL REPS

ANTICIPATED RESULTS:

CONTRACTOR

TO PETRONAS

SALES PROSPECTS

PLIER OF SERVICES

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

POST :511-KUALA LUMPUR

ALL SUB-SECTORS

005-ADVANCED TECH. PROD. & SERV

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SURV INFORMATICS CLIENTS TO ASSESS & DEV MKT STRATEGIES SHOPPING LIST DISTRIBUTED TO SUPPLIERS; DECISION ON DATACOM

ENSURE LEADING COS PARTICIPATE IN UPCOMING TRADE MISSIONS INCREASE CDN EXPOSURE TO EMERGING COMMERCIAL OPPORTUNITIES

ASSIST CDN COS IN THEIR PLANS TO ESTABL LOCAL JOINT VENTURES STRENGTHEN LOCAL CDN PRESENCE IN TELECOMS SECTOR; INCREASE

SUPP CDN CO IN REMOTE SENSING TO ESTABLISH JOINT VENTURE BROADEN RESIDENT CDN REMOTE SENSING CAPABILITY; PROMOTE CDN

TRACK DEVELOP PLANS OF STM & RTM TO DETERM NEW SATELLITE REQ EDUCATE CDN INDUSTRY ON MARKET PROSPECTS, INCREASE NO. OF CDN

ASSESS INT IN FORM PARTNER.W/CDN SUPPL IN AREA OF REM.SENS. PROVIDE COMPETING CDN COS WITH GREATER RANGE OF QUALIFIED

ESTABLISH DATACOM REQUIREMENTS OF MALAYSIAN UTILITIES ADVISE CDN INDUSTRY OF SALES PROSPECTS; ESTABLISH CDA AS

IDENT COS UTILIZ PROCESS CONTROL INSTRUM & ASSES MKT PROSP. MATCH MLSIAN REQT TO CDN SUPPLY CAPAB; MORE CDN SUPPLIERS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Promoted Cdn satellite expertise to STM,RTM and TV3,Encourage Prov to promote telecoms expertise Identify new opportunities for Remote Sensing Services & Technology
- QUARTER: 2 Assist Spectrocan in presenting study to JTM; Quebec Defence/Telecommunications mission; identify participants for TEMIC Total Network Management Training.
- QUARTER: 3 Planning for incoming telecoms mission; assisting Spectrocan Engineering and CCC with project at JTM; product seminar for AIT Canada to Malaysian government officials; Remote Sensing Conference.

### MISSION

THE REPORT OF THE PROPERTY AND ADDRESS OF THE OFFICE OFFIC

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EQUIPMENT SALES

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SUPPLY CAPABILITY.

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TENDER BIDS

DENTIFY REALEST HER OF CONTRACTOR FOR COM COMPACTION

LOCAL AFFILIATES

VIABLE ALTERNATIVE

VISIT MARKET.

### QUARTERLY RESULTS REPORTED:

Director of Satellite unit to visit Cda;Intera awarded \$1 mn aerial survey contract,Que defence telecoms mission scheduled for Aug;Bercha won satellite data interpretation contract;Two Cdn companies signed agency agreements.

Spectrocan study complete; await project implementation; 4 telecom firms participated in Quebec mission; Dataradio seminar attracted 58 agents and end-users; 3 invitees from STM for TEMIC program.

JTM/CCC signed MOU Dec 89; proceeding with contract negotiations. AIT seminar well received. Four Canadian firms represented at Remote Sensing Conference.

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

POST :511-KUALA LUMPUR

007-POWER & ENERGY EQUIP. & SERV. MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

PROM INFO EXCHANGE BETWEEN UTILITIES ON POLICIES, OPERAT., MRD ESTABLISH INSTITUTIONAL LINKAGES AND PROSPECTS FOR COMMER-

ENCOUR CON COAL SUPP TO MKT AGRES PROD TO NAT.ELEC.BOARD OBTAIN A NICHE IN MARKET FOR CON COAL NOW PRIMARILY SOURCED

PROM PROG TO PROV TECH TRAINING TO MLSIAN UTILITY ENGINEERS. INCR EXPOSE TO CON TECH; ANOTHER PRACTICAL ATTACH FR NEB

REPORT ON NEB & SEB PLANS FOR 1 HYDRO & 3 THERMAL GEN. PROJ. TIMELY ADVICE TO CON EXPORTERS TO BETTER POSITION THEIR BIDS

IDENT AREAS WHERE FOREIGN EXPERT REQ IN CONSULTING ENGIN'G IDENTIFY SELECT NEW OPPORTUNITIES FOR CON CONSULTANTS

REVIEW MALAYSIAN CAPABILITIES IN POWER EQUIP SUPPLY & SERV. DEVELOP INVENTORY OF LOCAL AGENTS TO JOINTLY BID TENDERS

IDENT NEB SHORT-TERM CONSULT ASSIGNMENT SECOND CON TECHNICAL EXPORT TO NEB; ENHANCE CDA/NEB RELA-

TIONSHIP

### TRACKING:

### ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Enhance exposure to Cdn power generation, transmission capability;market Cdn Scada expetise; promote Malaysia's participation at WEC

- QUARTER: 2 Carry out an updated overview of NEB, SESCO and SEB upcoming projects and requirements and follow-up with Malaysian incoming buyers mission.
- QUARTER: 3 Pursue Pergau Project. Alert Canadian companies on upcoming tender for 500 ky turbines and ancillary and associated external consultancy work required. Make corporate calls to NEB senior management.

QUARTER: 4 -----

### QUARTERLY RESULTS REPORTED:

NEB, SEB, SESCO participated in power generation mission to Cda. Ont Hydro, CI Power submitted Siting study proposals for generation proj; Alerted Cdn firms to SEB scada equipment regts; Identified WEC candidates for Cdn sponsorship.

Produce comprehensive report on proposed major projects for period 1990-1995 with focus on areas where Canada has strong capabilities.BC based Canadian consortium was recently formed to actively pursue these projects.

> As result of constant lobbying and follow-up BC consortium may be invited to bid on Pergau Project therefore, breaking British monopoly.

ANTICIPATED RESULTS:

FROM AUST, CHINA

CIAL COOPERATION

UNDER ONT AMB PROGRAM

REPT4D

### 90/04/05

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

POST :511-KUALA LUMPUR

004-DEFENCE PROGRAMS, PRODUCTS, SERV ALZYAJAN . MALAYSIA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO PROMOTE SECURITY PRODUCTS FOR USE AT CHOGM CCC TURNKEY BID TO SUPPLY SECURITY EQUIPMENT REQUIREMENTS

W/DEF ATTACHE MAINT ACTIVE MKTG PROG W/SEN ARMED FORCES OFF. STRENGTHEN CON PROFILE OF SUPPLIERS OF DEF/SECURITY EQUIP-

CANVASS AGENTS ON LIK'Y MINDEF PURCH/& DEV APPROP.MKT STRAT. TRY. PREPARE MLSIAN DEFENCE PRODUCTS SHOPPING LIST FOR CON INDUS-

SUPP & ASSIST TO CON CO TO MKT DEF PROD TO ARMY CO AWARDED TENDER TO SUPPLY NIGHT VISION GOGGLES

SUPP & ASSIST TO CDN CO., ENS AIR FORCE CHIEF VIS. THEIR PLANT C\$5 MN SALE OF CRV7 ROCKETS TO ROYAL MLSIAN AIR FORCE

ORG TECHN PRESENT BY CON DEFENCE PROD SUPPLIERS TO MINDEF THREE COS INTRODUCE THEIR PRODUCTS TO SENIOR MILITARY DECI-

ASSIST COS WHICH MET INC DEF MISS TO DEV STRAT FOR MLSIAN MK ENSURE COS HAVE EFFECTIVE AGENTS, ENCOURAGE MORE REGULAR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Promote security product sales for CHOGM. Follow up opportunities emanating from Defence Mission to Cda; Secure local agents for Cdn coys; Resolve RDF contract dispute.

QUARTER: 2 Quebec Defence Mission. Liaison calls on agents and MINDEF

QUARTER: 3 - Continue calls on defence agents -Plan activities related to the Defence Asia 90 Show

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Police plan purchase of Scintrex EVD-1 detectors; Mindef considering additional NVG purchase from Bendix Avelex; Dep Army Chief to visit Oerlikon; Two new coys appoint local agents CCC submitted proposal to settle RDF contract.

Que companies called on various agents, Mlsian companies and MINDEF. Potential very high for success with one agency agreement signed and very real potential for 2 more

Increased the awareness of Canadian interest in the defence products sector. Assisted with the successful sale of night vision goggles to Ministry of Defence by Bendix Avelex

MENT & SERVICES

SION MAKERS.

VISITS TO KL

SHITS & BALL OF ABOUTS CONTRACT, TO LINE & CTURE

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

POST :511-KUALA LUMPUR

008-TRANSPORT SYS, EQUIP, COMP, SERV.

MALAYSTA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

ASSIST CDN CO TO SELL ADD 10 LOCO WHICH THE MLSIAN RAILWAY TO RAILWAY

SUPP CON CO FOR UPCOMING TENDER TO SUPPLY ATC SYSTEM ENSURE CDN CO'S CONTINUING PRESENCE IN MALAYSIA

ALERT CON COS TO MOT NEG W/IBRD FOR C\$180MN INTEG TRANS.LOAN ENSURE CON COS MARKET CAPABILITIES, VISIT MLSIA & BID TEN-

ASSIST CDN CO TO SEC 5 YR TECH ASSIST CONTR W/MIN OF TRANSP MAINTAIN CON'S PRESENCE IN SECTOR; ENCOURAGE "BUY CDA"

ALERT CON COS TO PRIOR NEW AIRPORT EXPAN PROJ. AEROSPACE SECTOR INTRODUCE 2 NEW CDN SUPPLIERS; INCREASE CDN MARKET SHARE IN

COORD PROM EFFORT WITH CDN CO TO MKT TWIN OTTER & DASH-8 COMPETITORS MAINTAIN CON CO AS VIABLE CONTENDER TO SAAB & OTHER

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Assist GM Cda in locomotives marketing; Promote Cdn ATC equipment and technology;Promote Misian participation at Abbotsford Air Show; Heighten profile of Cdn automotive parts capability.
- QUARTER: 2 Assist Canadian companies in their ongoing bid efforts with Railways and DCA through closer linkeages with these authorities.
- QUARTER: 3 Continue to assist Raytheon in its efforts to secure sale of RAMP system to Department of Civil Aviation. Lobby in favour of Interlake Aviation. Promote Bombardier's monorail technology.

QUARTER: 4 -----

ESTABLISH CON CO AS PRIME SUPPLIER OF LOCOMOTIVES AND SPARES

ANTICIPATED RESULTS:

ASSIST CON SUPPL TO INTROD RAPID INTERV VEHICLES(RIV)& OTHER AVIATION SUCCESSFULLY BID SUPPLY OF 7 RIV TO MALAYSIAN DEPT OF CIVIL

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# QUARTERLY RESULTS REPORTED:

GM Cda sold \$100,000 in locomotive parts; Raytheon conducted seminar to promote radar technology; DCA & MAS reps to attend Abbotsford Air Show.Automotive mission visited Klmpr.

> KTM has convinced Mlsian Treasury to issue repeat order for 10 additional GM locomotives (rather than call for tender). A sale estimated at Cdn Dlrs21.3 million.Raytheon has now been prequalified for the suppy of ATC systems to DCA

DCA may be buying a RAMP unit fm Transport Cda for Subang Airport. Interlake Aviation has been certified & is expected to start pilot training in Cda for MAS.City Hall expected to reconsider its decision to buy Vonroll Monorail System

REPORT 4A 90/04/05

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

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

### POST :511-KUALA LUMPUR

ANY AREA

Commonwealth Heads of Government Meeting (CHOGM) Oct 18-24

MTN Inventory of Non-Tariff Barriers for Malaysia

CIDA-Enterprise Malaysia Preparatory Mission

Setting up of Malaysia Canada Business Council

Lobbying on behalf of Chem Security for Hazardous Waste Treatment Project Lobbying on behalf of the Royal Canadian Mint for duty

free access of Gold Maple Leaf Coin

Anternet 2 Contribute in maritant prints and public telecom concrisively breaktest departmenties. One what prodentify breaktest departmenties. One what prorestants a black of the black of an endowing the restants and anternet some and restants ()

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Arrented program at Wr. 2 T Brighton, SVE-Brain of Harl Poule Corp for his Cab VINT. Presected Edn steel poles with Nat'l Electrification Manna, Dupt of Trade, & Dupt of Erw & Jatural Monources. Informed can of how Marsleo, tender.

CIPS and all absorb lated on 2 hydro prolects. Unimode program for dappions forbales, Mr. Spa Would of Lord Passer darp. For his visit to Ode informed one. of new small control proje of dec. Andreas and a son one or descenter of felanets

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unintee: 2 Support one pursuing every retained projects. Enform Cdn cop of max opportuoities, minoria tinions with senior contacts in parit Four Corp. and Manus Electric Co.

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

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POST :503-MANILA

007-POWER & ENERGY EQUIP. & SERV. PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

HYDRO

FOLLOW DEV. OF CALACA II COAL-FIRED THERMAL PLT 14TH POWER CANADIAN PARTICIPATION IN BOILER. ISLAND (CALACA II), SCADA

FOLLOWUP LEADS GEN. BY RECENT ELECT. MISSION IN PARTICULAR, SALE OF UPWARDS OF \$1 MILLION

MONITOR AGUS III ENG. STUDY(EDC) & PULANGUI V FEASIB. STUDY CDN PARTICIPATION IN THESE HYDRO PROJECTS (AGUS III 1990

MONITOR NEW POWER PROJECTS IN GENERATION, TRANS. & DISTRIB. INCREASE CHANCES OF CDA PARTICIPATION.

FOLLOWUP COAL WATER FUEL STUDY (CIDA INC) CONVERSION OF DENDRO THERMAL PLANTS TO CWF.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Continuing support to companies pursuing energy related projects. Monitoring new opportunities.

- QUARTER: 2 Support cos pursuing energy related projects. Inform Cdn cos of new opportunities. Maintain liaison with senior contacts in Nat'l Power Corp and Manila Electric Co.
- QUARTER: 3 Follow up on existing energy related projects and monitor new opportunities. Support companies pursuing projects.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CPCS Coal-Water fuel study started.Monenco study at Semirara started.Pursuing sale of used diesel gen-sets to NPC, and sale of steel poles to NPC and Meralco, and Meralco tender for elect distr equipment.Sold 4 used gen-sets to Phil co.

Arranged program of Mr. F T Delgado, SVP-Eng'g of Natl Power Corp for his Cda visit. Promoted Cdn steel poles with Nat'l Electrification Admin, Dept of Trade, & Dept of Env & Natural Resources. Informed cos of new Meralco tender.

CIPS and SNC shortlisted on 2 hydro projects. Arranged program for Napoleon Eufemio, VP, Specl Projs of Natl Power Corp, for his visit to Cda. Informed cos. of new small hydro projs of NPC.

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ANTICIPATED RESULTS:

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

POST :503-MANILA

005-ADVANCED TECH. PROD. & SERV PHILIPPINES

ANTICIPATED RESULTS:

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

VISIT TO CDA OF ASSISTANT SECRETARY OF COMMUNICATIONS BETTER UNDERSTANDING OF CANADIAN CAPABILITIES

INFORMATION BOOTH IN PHIL TELECOM 90 HIGHER PROFILE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Monitored developments on CIDA-EDC Telecoms line of credit and CIDA Tech Assistance grant and advised Cdn cos accordingly. Gathered CVs for new telecoms Commercial officer.
- QUARTER: 2 Continue to monitor private and public telecoms opportunities. Expedite CIDA-EDC line of credit. Identify broadcast opportunities. Org visit prog in telecoms and broadcast sectors for DOC rep. Org datacoms seminar-for Cdn company.
- QUARTER: 3 Follow and report on gov't telecom project opportunities. Develop contacts re private sector telecoms. Promote Cdn capabilities in broadcast equipt and remote sensing.

### QUARTER: 4 -----

### QUARTERLY RESULTS REPORTED:

Supported sale of 10 radio transmitters and help ed in unsuccessful bid for 2 TV transmitters.Met with reps of 6 Cdn cos to update on telecoms sit uation.

Met with DOTC DM Lichauco to promote Cdn capabil ities and expedite LOC. Developed many new contacts and identified several new projs in telecom and broadcast.Datacoms seminar attracted over 70 bus and mil reps, and many prospective agents.

CIDA-EDC \$43M line of credit signed. CIDA \$5M technical assistance program in place. Opened 2 Cdn telecoms projs featuring phone call to Pres Aquino.Sponsored Cdn booth at annual Phil broadcast conf.Sent 2 remote sensing officials to Cda

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

POST :503-MANILA

001-AGRI & FOOD PRODUCTS & SERVICE PHILIPPINES

MARKET.

MARKET SHARE.

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

300 TO 500 HEAD PER YEAR.

ALL SUB-SECTORS

MAINTAIN CLOSE CONTACT WITH SWINE & DAIRY BREEDERS TO ENCOUR POSSIBLE INCREASE IN SALE OF ANIMAL BREEDING STOCK FROM

DEVELOP RELATIONSHIP WITH PROCESSED FOOD IMPORTERS INTRODUCTION OF CANADIAN PROCESSED FOOD PRODUCTS IN THE

MONITOR GOVT POLICY ON FRUIT IMPORTATION INCREASE IMPORTATION OF CANADIAN FRUITS.

ASSIST CIDA IN COMMODITY GRANT ON POTASH/UREA

CANADIAN FOOD AND BEVERAGE SHOW '89 INCREASED AWARENESS OF CANADIAN PROCESSED FOOD FOR POSSIBLE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: .

- QUARTER: 1 Follow-up on jv opportunities fm Feb investment mission. Maintain contact with trade and alert Cdn cos to opportunities. Gather info on process ed food mkt and Cdn cos active in region in prep for Oct food and beverage show.
  - QUARTER: 2 RESEARCH PHIL MARKET FOR PROCESSED FOODS AND BEVERAGES, AND CDN COMPANIES COMPETITIVE IN PACIFIC RIM, IN PREPARATION FOR PLANNED FOOD PROMOTION.
  - QUARTER: 3 IDENTIFY AND INVITE CDN FOOD EXPORTERS TO PART-ICIPATE CDN SOLO FOOD EXHIBITION. ORGANIZE FOOD SHOW AND CDN PARTICIPATION IN INTERNATIONAL BAZAAR.

QUARTERLY RESULTS REPORTED:

Assisted in new buying arrangements for 7 Cdn processed food suppliers. Completed article on Phil agri-food market opportunities for publication in Canada.

> AS RESULT OF POST ENCOURAGEMENT, LOCAL IMPORTER OF CDN CANNED FISH PRODUCTS VISITED CDA AND HAS PLACED TRIAL ORDERS WITH 5 ADDITIONAL CDN COS.

IDENTIFIED AND INVITED 50 CDN COS TO PARTICIPATE IN FOOD SHOW -20 COS PARTICIPATED THROUGH AGENTS OR PROVIDED SAMPLES. IDENTIFIED AND INVITED OVER 1000 LOCAL IMPORTERS AND BUYERS- 400 ATTENDED. INCREASED AWARENESS OF CDN FOOD AND BEV PRODS.

QUARTER: 4 -----

REPT4D

### 90/04/05

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

POST :503-MANILA

003-GRAINS AND OILSEEDS PHILIPPINES

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

CEREAL GRAINS

CLOSE CO-ORD W/PHIL ASS'N OF FLOUR MILLERS ON WHEAT TENDERS. POSSIBLE INCREASE IN MARKET SHARE ON WHEAT FROM 5% TO 8%.

MARKET DEVELOPMENTS AND U.S. EEP

ASSIST CWB IN IDENTI. CAND. FOR COURSES IN CON INTERN GRAINS CANADIAN GRAINS. INCREASED AWARENESS OF LOCAL MILLERS ON QUALITIES OF

### OILSEEDS

CONTINUE CLOSE LIAISON W/LOCAL FEEDMILLERS TO PROMOTE CANOLA INCREASE IN MARKET SHARE FROM 4% TO 5%.

CANOLA MEAL SEMINAR TO SUBSTANTIATE FEED TRIAL RESULTS. INFORM LOCAL FEEDMILLERS OF THE QUALITIES OF CANOLA MEAL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Monitor developments in sector, particularly rel ating to wheat, feed grains and oilseeds.Alerted Wheat Board to 7 PAFMIL tenders. Followed develop ments re establishment of 2 new Flour mills.

QUARTER: 2 CONTINUE PROMOTION OF CON WHEAT TO CAPITALIZE ON MOMENTUM FROM RECENT GRAIN SALES. INVITE NEW FLOUR MILLERS TO VISIT CWB.

QUARTER: 3 MONITOR AND REPORT TO CWB ON NEW EEP PROGRAM BY U.S FOR 750000 MT OF WHEAT. ALERT CWB TO NEW BID OPPORTUNITIES. MONITOR AND REPORT DEVELOPMENTS ON 5 PLANNED NEW FLOUR MILLS. PROMOTE CON WHEAT, FEED GRAINS AND OILSEEDS.

QUARTER: 4 -----

ANTICIPATED RESULTS:

# QUARTERLY RESULTS REPORTED:

Wheat Board successful in selling 490000MT of CWRS valued at Cdn \$105 mm. Organized visit to Wheat Board by 3 reps of PAFMIL and 2 from new flour mills to discuss long-term supply contract

> ADDITIONAL SALES OF 35000 MT. THREE OFFICERS OF PHIL ASSOC OF FLOUR MILLERS VISITED CWB TO DISCUSS PROSPECTS FOR DIRECT PURCHASES. PRES OF PUREFOODS, OWNER OF 1 OF NEW FLOUR MILLS VISITED CWB TO DISCUSS FUTURE WHEAT REQUIREMENTS

> CWB SUCCESSFUL IN BID FOR 105000 MT CWRS FOR JAN FEB 90 DELIVERY. FEATURED BOOTH ON CWB AND CDN WHEAT AT SOLO FOOD SHOW, NOVEMBER 89. COMPLETED GRAINS AND OILSEEDS REPORT REQUESTED BY AGCAN. PROVIDED DETAILS TO CWB ON NEW EEP PROGRAM.

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

MINING INDUSTRY.

POST : 503-MANILA

010-MINE, METAL, MINERAL PROD & SRV PHILIPPINES

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

EQUIPMENT AND MACHINERY

MAIL OUT CON MINING EQUIP. BROCHURES TO CONTACTS IN INDUSTRY INFORM INDUSTRY OF CON EQUIPMENT AND EXPERTISE

FOLLOWUP WITH RECIPIENTS OF BROCHURES NEW AGENCY AGREEMENTS & EXPORT SALES.

MINING INDUSTRY STUDY PROVIDE INFO TO CDN COYS ON AREAS OF OPPORTUNITY IN PHIL.

### ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

- QUARTER: 1 Continuing to mail-out info on Cdn mining capabi lities as follow-up to ad in mining journal. Assist Cdn cos pursuing mining jy opportunities. Support cos re sales of mining equipment.
- QUARTER: 2 Develop contacts in new mining cos. Assist local trading cos to obtain rep agreements with Cdn suppliers.Mail mining brochure to contacts identified in mining study and ad in mining journal.
- QUARTER: 3 Mail out Cdn Mining Eqpt & Services brochure. Support cos in selling mining eqpt. Assist cos pursuing mining JV projects. Monitor devts of mines scheduled for privatization. Attend annual mining conference.

### QUARTER: 4 -----

# QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

Helped to organize seminar series in 3 cities by Cdn mining equipt supplier. Invited 2 candidates for MINTEK. Helped Cdn mining equipt co to open Phil office. Helped 2 local firms to finalize agency agreements with Cdn cos.

Supported JKS Boyles in product presentation. Sent 2 candidates to Mintec 89, both of whom were highly impressed with Cdn capabilities. Met with rep of Small Miners Assoc to identify opportunities. Sent out 15 project alerts.

Maricalum tender postponed & reset. Sold 12 new and 6 remanufactured slushers worth CDN \$ 151 K. Assisted in arrangement of visit to Cda of local mining engineer. Called on new Director of Bu of Mines & Geosciences.

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

POST :532-MELBOURNE

005-ADVANCED TECH. PROD. & SERV AUSTRALIA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

COMPILE OVERVIEW OF DEVELOPMENTS IN PRIVATE SECTOR & TELECOM EARMARK OPPORTUNITIES FOR CON COMPANIES.

eine within the tot total attained at attained in anti-

### TRACKING:

### ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Telecom Deregulation study to determine impact of deregulation on market potential for Canadian lecom Mission members. Report distributed to sesuppliers.

Study completed mid June and distributed to Teveral Cdn cos. A computer disc copy of report available to Cdn communications industry (via PST).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :532-MELBOURNE

009-FOREST PRODUCTS, EQUIP, SERVICES

AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

EQUIPMENT AND MACHINERY

CDN DISPLAY AT APPITA'89-BRISBANE, QUEENSLAND, MAY 1989 IMPROVE OPPORTUNITIES FOR PULP/PAPER EQUIPMENT AND SERVICES.

INFO BOOTH AT ALL AUSTRALIA TIMBER CONGRESS, PERTH, W.A. 10/89 HIGHLIGHT CDN CAPABILITY IN SAWMILLING SECTOR.

ATTEND MAJOR INDUSTRY CONFERENCES, SEMINARS ETC. BROADEN CONTACT BASE, GATHER MARKET INTELLIGENCE.

VISIT PLANTS, SAWMILLS AND FORESTRY OPERATIONS ADVISE CDN INDUSTRY ON NEW DEVELOPMENTS.

> SAWMILL &/OR FOREST HARVESTING SEMINARS IN SELECTED REGIONS ENHANCE SALES POTENTIAL OF NEW TECHNOLOGIES.

PREPARE SECTORAL PROJECT LIST WIDEN CONTACT/SOURCING BASE.

STUDY LOG HANDLING/CONVERSION TECHNIQUES SEEK SALES PROSPECTS FOR CANADIAN SUPPLIERS.

INVESTIGATE LAND MANAGEMENT IN AUSTRALIAN FORESTRY SECTOR NEW AGENTS. DATA TO ASSIST CDN FIRMS IN ASSESSING POTENTIAL & APPOINTING

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Visit of Technical Experts as follow up to Timber Frame Mission. Appita 89
- QUARTER: 2 Uniform building code (timber frame) mission to Australia November 1989.

QUARTER: 3 Uniform Building Code Mission, November 1989

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

Planning underway for this mission to visit Australia Nov.1989, with first rate cooperation from local State Govt authorities. - Miss.of Cdn pulp & paper equip mfgrs attended APPITA 89 held May 15-19,1989.

Detailed arrangements on hand with excellent response to seminar from local industry and government contacts

Excellent response to seminar and meetings and should lead to longterm relationships in regulatory sectors and increased sales of Canadian lumber.

QUARTER: 4 -----

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

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POST :532-MELBOURNE

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

AUSTRALIA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

USED FOR RECRUITING AND COUNSELLING

CONTRACT STUDY OF HEAVY TRUCK AFTERMARKET PARTS INDICATION OF POTENTIAL FOR CANADIAN COMPANIES WHICH CAN BE

VISIT MOTAQUIP 89 TO IDENT AUSTLN CONTACTS IN AUTOMOTIVE SEC LISTING OF AUSTRALIAN AGENTS TO MATCH WITH CANADIAN COMPA-

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

QUARTER: 1 Compile/commission market study for heavy truck

QUARTERLY RESULTS REPORTED:

Consulting bodies evaluated and terms of refereparts after market. nce for study completed. Proposals requested from consultants.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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### 90/04/05

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

POST :522-NEW DELHI

007-POWER & ENERGY EQUIP. & SERV.

BOUTSTANDARD ISI

INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONT.TO WORK CLOSELY WITH CDN FIRMS IN DEV.APPROP.STRAT.WHEN SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS

CONT WITH MULTI-LEVEL CALL PROG ON GOI OFF IN SUPP OF CDN SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS

VIS. OF SEN.OFF. IN DEPT OF POWER FOR REVIEW OF CDN CAPABIL. INCREASE IN SALE OF POWER EQUIP & NUMBER OF CDN BILATERAL

INITIATE REGULAR MAIL OUT OF CURRENT DATA & DEV.TO CDN POWER MORE TIMELY & INFORMED FOLLOW-UP ON OPPORTUNITIES-INCREASE

DEVELOP GUIDE TO INDIAN POWER SECTOR MORE TIMELY & INFORMED FOLLOW-UP ON OPPORTUNITIES-INCREASE

REFINEMENT OF POWER PROJECT CATALOGUE. IMPROVED MONITORING OF OVERALL POWER PROJ.SCENARIO & IDENTI-

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Initiate regular mail out of current data and development to Cdn contacts; Refine Power Proj. Catalogue. - Continue to work closely with Cdn firms in developing appropriate strategic when pursuing major capital projects.

QUARTER: 2 Continue to work closely with Canadian firms in developing appropriate strategies when pursuing major capital projects.

QUARTER: 4 -----

PROJECTS.

IN # OF ACTIVE PARTICIPANTS IN MARKET.

IN # OF ACTIVE PARTICIPANTS

FICATION OF PROJ.OPP.FOR CDN FIRMS - INCREASE # OF PROJECTS

QUARTERLY RESULTS REPORTED:

Completed and being maintained. Dialogue continued with GOI for final approval of Chamera II; ongoing liaison on Rihand, Srinagar, Naphta Jackri, Bhira Pump Storage; Plans dev. for high level power sect.miss.to Cda in Sept.89

Dialogue continued with GOI on final approval on Chamera II; Ongoing liaison on Rihand and other projects; Proposed High level incoming power sector mission postponed.

transitione to reaction from then industry and, many more to reaction from them.

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

POST :522-NEW DELHI

010-MINE, METAL, MINERAL PROD & SRV INDIA .

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ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

EQUIPMENT AND MACHINERY

CONT TO WORK CLOSELY WITH CDN FIRMS IN DEV.APPROP.STARTEGIES NEXT 12 MONTHS. SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS IN

CONTINUE WITH MULTI-LEVEL CALL PROG ON GOI OFFICIALS IN SUPP

3RD WORKING GROUP ON COAL MEETING IDENTIFY NEW PROJECTS TO BE UNDERTAKEN ON BILATERAL BASIS,

COMPREHENSIVE DIRECT CALL PROG ON KEY OFF IN INDIAN COAL SEC MONTHS INCREASE IN NUMBER OF COLLABORATIONS IN SECTOR OVER NEXT 12

EXPLORE INITIATIVES TO HEIGHTEN INTERESTS OF CON METALLURGIC INCREASE LEVEL OF SALES TO INDIAN MARKET IN NEXT 12 MONTHS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Explore initiatives to heighten interest of Canadian metallurgical cake supplies to Indian market.
- QUARTER: 2 Comprehensive direct call program on key officials in Indian Coal Sector
- QUARTER: 3 Comprehensive direct call programme on key officials in Coal sectors

QUARTER: 4 -----

CONFIRM BAROGOLAI PROJECT FOR CANADA

Arranged mission led by Minister of State for Coal to Canada to follow up for last Working Group Meeting

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

Calls are being made and will continue

Calls are being made

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

POST :522-NEW DELHI

005-ADVANCED TECH. PROD. & SERV

INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

FOLLOW UP ON PROPOSED MOU BETWEEN TRC/DOC RESEARCH AGREEMENT ESTABLISHMENT OF GOVT. - TO-GOVT. AND PVT-TO-PVT LINKAGES &

CONT SUPP TO SPAR IN TOMA & CANAC FOR RAILW. TELECOM PROJ. COLLABORATIONS IN COMMUNICATIONS SECTOR. 2. EXPORT SALES OF

SUPP SYNTRONICS JV WITH C-DOT(DOE)FOR DEV OF ADV COMPUTING EXPORT SALES OF GOODS & TOT FEE VALUED AT CON \$10-15 MILLION

DET & ACT FOLLOW-UP ON SPACE COMM & REMOTE SENS MISS TO IND. IMPROVE BUSINESS PROSPECTS FOR CDN COS IN THIS SECT, IN PAR-

INTENSIFIED EVALUATION OF NEW AGENTS IN SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Detailed and active follow up on Space Communication & Remote Sensing mission to India Identified evaluator of new atent

- QUARTER: 2 Detailed and active follow up on Space Communication and Remote Sensing Mission to India; Intensified evaluation of New Agent.
- QUARTER: 3 Detailed & active follow-up on space communication & remote sensing mission to India. Cdn Info Booth & Tencon-89 trade fair and conference over 4 days on telecoms, electronics, and instrumentation

QUARTER: 4 -----

### QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

Efforts are continuing

TICULAR, SPAR, DIPIX, INTERA, MICROTEL, BRISTOL AEROSPACE, MDA ETC

Efforts continue

### Efforts continue.

Booth visited by hundreds of specialists with 300 inquiry forms & 100 cards deposited for follow-up deposited by computer and catalogues display

INDUSTRIAL

GOODS & SERVICES VALUED AT CON \$17 MILLION.

OVER NEXT COUPLE OF YEARS

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

POST :522-NEW DELHI

011-OIL & GAS EQUIPMENT, SERVICES

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

PROMOTIONAL PROGRAM IN SUPPORT OF EDC/CIDA LINE OF CREDIT BETTER AWARENESS IN CANADA AND INDIA OF LOC

CARRY OUT DET REVIEW OF CON GOVT SUPP TO THIS SEC TO DET IFR SUFFICIENT. RATIONALISE GOVT. RESOURCES, DETERMINE IF RESULTS ARE

COMP OF COMPR MKT INFO TOOL ON INDIAN NATURAL GAS SECTOR BETTER AWARENESS IN CANADA OF OPPORTUNITIES

IDENT A TURNKEY MAJ CAP PROJ FOR A CONSORT OF CDN NAT GAS

TRACKING:

## ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Incoming Mission to attend Intercan 89 at Edmonton, June 89 Develop high profile marketing Campaign to support CIDA/EDC LOC for oil and gas equipment and services.
- QUARTER: 2 Organise 2 missions in Oil and Gas around Technical Seminar presentations.
- QUARTER: 3 Organise 2 Missions around technical Seminar presentations

QUARTER: 4 -----

### QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

Three member mission attended the event. Working Group on Oil & Gas under consideration; completed hand books on markets in India for equipment and services for (a) oil (b) gas

These will take place in November 1989

HO/EOR Seminars held in Nov 89. Another Mission scheduled in Feb 90

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

POST :522-NEW DELHI

008-TRANSPORT SYS, EQUIP, COMP, SERV.

INDIA

no surrent to

PLANNING:

IING: ACTIVITIES PROPOSED IN POST PLAN:

RAIL

DASH 8 - DEMONSTRATION IN NEW DELHI - INCREASE AWARENESS OF GOI DECISION MAKERS

BRING TOGETHER INDIAN REQ WITH CIDA'S PROF DEV TRAINING FUND ENHANCE CANADIAN POSITION IN THIS SECTOR

WORK WITH INDIAN RLY & CDN FIRMS TO UPGRADE PATIALA REFURN. INCREASE GOODWILL AT INDIAN RAILWAYS

### TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 2 Incoming Urban Transit Mission Sept.89

# QUARTER: 3 Incoming Urban Transit Mission December 90

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Postponed to December 1989

ANTICIPATED RESULTS:

Successfully organised

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

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

KANED-YERE TERM

POST :522-NEW DELHI

HO/EOR Seminars Ahmedabad and Duliajan	November 89	
HU/EUK Seminars Anniedabad and buttajan		
International Security Exhibition, New		
CIBC/FICCI/JBC Meeting, New Delhi	November 89	
Indian Petroleum Centenary, Assam	November 89	
Urban Transit Seminar UTDC/TTCL	December 89	
EDC Mission	October 89	

MELENCY NI. FRONTERSON DEFILING INC.

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COMPARENT A REPORT LADO

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 promotion, processant facel and comunica linem
 bankya Fire Gandda Food falle
 ingiszies

ARARA & TABISAN

ALLARTER AT ALL PRACE

Continuing strong consumer separate thirdination to foot(beverage products cited as reason for in excessed of event (proposed (ast year at food Dobific in Vencouver). Event conditioned with land promotions at Congan Export which.

> On with sales worth a 161,000 embedded taradian thems to community.
>  On with sales worth 3 52,000 molected Canadian (seens to computer)

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

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POST :527-OSAKA

001-AGRI & FOOD PRODUCTS & SERVICE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MEATS & MEAT BY-PRODUCTS

ASSIST AND FOLLOW UP MEAT PURVEYORS MISSION TO ALBERTA DIRECT SALES/MARKET DEVELOPMENT

CANADA FOOD FAIR PROGRAMME NINE EVENTS IN FISCAL 89/90

SEMI & PROCESSED FOOD & DRINK

PROMOTE CDN FOOD PRODUCTS THROUGH CDA FOOD FAIR PROGRAMME MARKET AWARENESS/DEVELOPMENT

CONTINUE MINI-FOOD SHOW PROM IN CONGEN MULTI-PURPOSE ROOM DIRECT SALES/NEW AGENCY AGREEMENTS

KOBE IMPORT FAIR DIRECT SALES/MARKET AWARENESS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Wine Tasting at Consulate - organization and logistics - invitations

QUARTER: 2 -----

QUARTER: 3 1. Kobe Import Fair - organization, logistics, media and other promotion, processed food and consumer items

2. Hankyu Five Canada Food Fair

- logistics

QUARTER: 4 -----

### QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

Continuing strong consumer demand for imported food/beverage products cited as reason for this successful event (proposed last year at Food Pacific in Vancouver). Event compliments other food promotions at Congen. Export sales.

On site sales worth \$ 161,000

 enhanced Canadian image to consumer

 On site sales worth \$ 44,200

 enhanced Canadian image to consumer

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

POST :527-OSAKA

002-FISHERIES, SEA PRODUCTS & SERV. JAPAN

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PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

FISH & SHELLFISH & OTHER PROD

CANADA FOOD FAIR PROGRAMME (DEPT. STORES) DIRECT SALES/MARKET DEVELOPMENT/CONSUMER AWARENESS

HOTEL/RESTAURANT CANADA FOOD PROMOTION CONSUMER AWARENESS/DIRECT SALES

SOLO FOOD SHOW (TWICE PER FISCAL YEAR) NEW AGENCY AGREEMENTS/DIRECT SALES

PREPAR OF MKT PROF FOR SPECIES OF PARTICUL INT TO CON SUPPL. IMPROVED KNOWLEDGE OF SECTOR/IDENTIFICATION OF NEW EXPORT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTER: 1 -----

QUARTER:	2					
QUARTER: 3	3					

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

OPPORTUNITIES

. . . . . . . . . . . . . . . . . . .

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90/04/05

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

POST :527-OSAKA

005-ADVANCED TECH. PROD. & SERV

JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUPPORT MARKETING ACTIVITIES OF CANADIAN COMPANIES DIRECT SALES/NEW AGENCY RELATIONSHIPS

TRACKING:

# ACTIVITIES UNDERTAKEN IN QUARTER:

### QUARTER: 1 Telecom Mission to Osaka

- planning, set up appointments, logistics
- briefing company participants
- follow-up

QUARTER: 2 -----

### QUARTER: 3 Japan Electronics Show

- Organized Canadian Info/Hospitality Booth
- Logistics, Briefing Canadian Participants
- Staffing, On-site Supervision, Distribution
- Report

QUARTER: 4 -----

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CREWS & MAN

QUARTERLY RESULTS REPORTED:

Six coys visited territory; ten appointments made with local contacts. Continuing interest in LAN's, value-added services, and specific application software. Business discussions continuing for at least two companies.

Japan Electronics Show

- Approximately 700 trade-related contacts viewed Canadian high technology video presentations, and picked up materials
- Two company participants site sales

REALTERS & REAL TOWNERS & STREET BALKS

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 PEPTAD 90/04/05

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

POST :527-OSAKA

009-FOREST PRODUCTS, EQUIP, SERVICES JAPAN

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

WOOD AND WOOD PRODUCTS

KOBE CITY - CANADA VILLAGE PROJECT ORGANIZE PROMOTION ASSOCIATED WITH COMPLETION OF PROJECT

PREFABRICATED HOUSE BUILDERS - WOOD COMPONENT STUDY IDENTIFICATION AND DISSEMINATION OF SIZES REQUIRED BY PREFAB

SURVEY OF BUILDING INTENTIONS BY LOCAL PUBLISH HOUSING CORP. PHAZE I TO IDENTIFY HOUSING CORPS. WHICH COULD ADOPT 2X4 AS

CANADA MINI-HOME SHOW (INCOMING MISSION) LOCATE AGENTS, DIRECT SALES FOR CDN EXPORTERS OF FINISHED AND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 A. Solo Mini-Wood Living Show at Congen

- B. Vanc Village/Imported Housing Project; video finished, plan seminars in fall/other events
- C. Lumber Journal Mission to Canada; 4 local coys accompanied by comm officer

QUARTER: 2 -----

QUARTER: 3 1. 2X4 Wood Products Promo Video: Distribution

- 2. Solo Wood Products Show at Congen: Execution
- 3. 2X4 Seminars; Osaka and Kyoto: Plan & Execute
- 4. Pre-Fab Housing Kit Mission: Plan and Execute Four Canadian Company Participants

QUARTER: 4 -----

- A. Six Cdn participants, 165 attendees, on-site sales, new buying connections established
- B. Jpn 2X4 Assoc. will donate \$10,000 to project C. Export sales and new buying connections expected. Follow-up continuing

1. Video: 100 used, 350 ordered/received for '90

- 2. Show: 185 attendees, on-site orders, agencies
- 3. Over 132 attendees, new contacts, enquiries
- 4. Congen Presentations 68 attendees, follow up continuing for mission members, orders

ANTICIPATED RESULTS:

BUILDERS

CONSTRUCTION SYSTEM

.....

SEMI-PROCESSED WOOD PRODUCTS

REPORT 4A 90/04/05

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

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

POST :527-OSAKA

WORLD FASHION FAIR: Organized Press Preview, Logistics, On-site Supervision, Briefing Canadian Participants Alberta Associate Deputy Minister of Agriculture in Kansai for one-day programme of trade promotion Kobe Chamber Trade Mission to Vancouver: Developed programme assisted with logistics, follow-up Techno-Osaka (Ontario Participation) Reception at Congen, assisted with recruiting, invitations and logistics Skydome Feasability Seminar; Organized hospitality event associated with Skydome promotion, briefing participants Ambassador Steers Sayonara Reception and Programme; Invites, Logistics, Briefing, Materials Preparation EXPO '90: Two separate teams from Ontario and Quebec visited Osaka for briefings, logistics/organizational assistance Technical Beef Seminars; Assisted with promotion, logistics, invitations, briefing participants Osaka Science Club Mission to Ontario; Set up appointments

in Cda, provided briefing at Congen to mission attendees

action, non buying antiverities ministration of a lot asses, will domain all 40 to an ion . Some talks and as both a convertant structure talks and as both a convertant

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

AGENTS.

POST :519-SEOUL

005-ADVANCED TECH. PROD. & SERV KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUPPORT 3 CDN FIRMS IN THEIR CURRENT NEGOTIATIONS ACHIEVE \$250,000 SALES.

OUTGOING SOFTWARE MISSION INTRODUCE 4 CANADIAN FIRMS TO KOREAN BUYERS.

INCOMING REMOTE SENSING AND SPACE TECH MISSION INTRODUCE KOREAN END-USERS TO CANADIAN FIRMS.

INSTRUMENT & PROCESS CONTROLS

MONITOR CLOSELY KRN GOVT'S CONTINUED CAMPAIGN FOR IMPORT INFORM CDN SUPPLIERS. UPDATE LIST OF PRODUCTS OF REPLACEMENT OPPORTUNITY AND

FOLLOW UP W/KRN COYS WHO PART'D IN THE INSTRUM'N SEM/MISS.87 ENHANCE LOCAL INTEREST IN CON PRODUCTS.

PEDVICE OPPORTUNATION TO APPORT Days & stand and place

ORGANIZE AN INCOMING MISSION TO CANADA INTRODUCE MORE CANADIAN PRODUCTS AND INCREASE NUMBER OF

IDENTIFY CANADIAN PRODUCTS HAVING GOOD PROSPECTS ESTABLISH LIST OF FIRMS WITH POTENTIAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

#### 90/04/05

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

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ANNALS LOCAL INTEREST IN CON INCOMINES. AND AND AND AND AND AND

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

POST :519-SEOUL

001-AGRI & FOOD PRODUCTS & SERVICE KOREA -

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANIMAL, POULTRY BREEDING STOCK

CONTINUE TO MONITOR KOREAN GOVT.'S POLICY CHANGES FOR RE-ESTABLISH CATTLE MARKET FOR CANADIAN EXPORTERS.

ASSIST AGRICOTT IF THEY DECIDE TO HOLD SWINE SEM. IN FALL 89 EXPAND CANADIAN MARKET SHARE FOR SWINE BREEDING STOCK.

MEATS & MEAT BY-PRODUCTS

MONITOR/ADVISE OTTAWA OF NEW BEEF QUOTA FOR 1989. EXPAND CANADIAN MARKET SHARE.

ASSIST GOV'T OF ALTA IF THEY DECIDE TO HOLD BEEF DEMONSTRA'N DEMONSTRATE THE QUALITY OF CANADIAN BEEF.

TRACKING:		ACTIVITIES	UNDERTAKEN	IN	QUARTER:	
QUARTER:	1					

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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POST :519-SEOUL

003-GRAINS AND OILSEEDS KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

. MARTE, RETRAS IN ASSIN STOLENDS OF BRITS MADE TOURNS

INDUSTRY.

CEREAL GRAINS

MONITOR/ADVISE ALFALFA TENDER OPPS. TO OTT./CDN DEHYDRA.ASS. INCREASE CANADIAN MARKET SHARE FOR ALFALFA PRODUCTS.

CONTINUE TO LOBBY W/KOREAN FEED IND. TO PRESS KRN GOVT FOR SALE OF 300,000 M/T OF BARLEY PER YEAR IF SUCCESSFUL.

ASSIST/ORG. ALFALFA SEM. IN APR.89 IF CDA DECIDE TO HOLD SEM DEMONSTRATE VALUE OF USING CANADIAN ALFALFA.

ASSIST/ORG.A WHEAT QUALITY SEMINAR IN NOV. 1989. INCREASE CANADIAN MARKET SHARE FOR MILLING WHEAT.

#### OILSEEDS

CONTINUE TO LOBBY MAFF TO DIVERSIFY IMPRTRS INCL.SML.CRUSHER RE-OPENING OF CANOLA SEED MARKET.

MONTIOR/ADVISE CANOLA MEAL TENDER OPPORTUNITIES TO OTTAWA. EXPAND CANADIAN MARKET SHARE FOR RAPESEED MEALS.

ASSIST CIGI IN INVITING KOREAN PARTS TO FEED TECH. COURSE. PROVIDE OPPORTUNITIES TO FAMILIARIZE WITH CANADIAN FEED

PRESS THE KOREAN GOVT. FOR REDUC'N OF TARIFF/CANOLA SEED/OIL PROVIDE OPPORTUNITIES TO EXPORT CANOLA SEEDS AND OILS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

69

QUARTERLY RESULTS REPORTED:

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

POST :519-SEOUL

010-MINE, METAL, MINERAL PROD & SRV

KOREA

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ACTR-976) Schu

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MINERALS AND MINERAL PRODUCTS

INDUCE LOCAL FIRMS TO DEVELOPE MINES IN CANADA. JOIN DEVELOPMENT OF MINERALS & SECURITY OF LOCAL IMPORT

KOREAN INVESTMENT IN URANIUM MINE SECURE URANIUM MARKET REQUIREMENT IN KOREA.

METALS, PRIMARY & FABRICATED

TO COMPILE SUPPLY DEMAND LONG-TERM PROJECTION TO UNDERSTAND LONG-TERM METAL REQUIREMENTS

TO INDUCE KRN FIRMS TO INVEST IN CDA(ALUM.SMELTER/SILICON) TO INTRODUCE CDN PARTNERS AND INDUCE INVESTMENT.

SET UP JOINT-VENTURE FIRMS IN KOREA E.G. INCO LTD. PROVIDE CONSULTING SERVICE, KNOW-HOW AND RAW MATERIALS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

STREET, HI WINTLESS BUILDING

CARLES CARDINE REPORT FOR STORE AND CONTRACTOR

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

MARKET

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

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POST :506-SHANGHAI

005-ADVANCED TECH. PROD. & SERV PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TELECOM, DATACOM, SAT, SPACECOM

THOROUGH SECTORAL SURVEY TO PROVIDE MARKET DATA STUDY. DETAILED INFO TO BE PROVIDED BY COMMISSIONED REGIONAL MARKET

INCREAS.REPRES.TO PTA.& OTHER LOCAL END USERS ON BEH.OF CON INCREASE OUR MARKET SHARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 PROMOTION OF SATELLITE GROUND STATIONS

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

ORGANIZED TECHNICAL SEMINAR FOR SPAR AEROSPACE EXPERTS TO BRIEF SHANGHAI POST AND TELECOM DECIS ION MAKERS

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

POST : 506-SHANGHAI

015-CONSTRUCTION INDUSTRY PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

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ANTICIPATED RESULTS:

A DESCRIPTION OF

ARCHITECT, CONS, CONSUL, SERV

FOLLOW UP TO CITY TECH 88 NUMBER OF COOPERATIVE VENTURES SHOULD EMERGE

SYSTEMATIC FOLLOW UP WITH END USERS JOINT VENTURES/TECHNICAL TRANSFER AGREEMENTS

	NAME OF A DESCRIPTION O	
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -	and the second	
QUARTER: 2 -	The second second of the second secon	
QUARTER: 3 -	Therease there at attained	

QUARTER: 4 -----

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

POST :506-SHANGHAI

008-TRANSPORT SYS, EQUIP, COMP, SERV. PEOPLE'S REP OF CHINA

Total States of Long and the second

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

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73

INCREASED REPRESENTATION TO REGIONAL AIRLINES ADDITIONAL SALES OF AIRCRAFT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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nories and elected Caradian companies of proapparturities. Increase in exports of Edit and ante to Virgapers. Wit Second and ethics bein patients's calse contract, 3 djarghburg chip ware signed. Jaint-contary upp antowerst.

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

POST :512-SINGAPORE

005-ADVANCED TECH. PROD. & SERV SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

Undertake market study on telecommunications sector

Increase liaison with local telecom officials, and local telecommunications companies

Undertake preparation for Cdn participation at CommunicAsia '90 and Broadcast'90

Encourage Singapore Telecommunication companies and Government institutions to visit Canada

Undertake market study on computer industry

Singapore Software Mission to Canada

Encourage and assist Cdn companies in product presentation

Organised Cdn participation in Informatics'89

Better understanding of Cdn companies in sector

Increase liaison with local telecom officials, and local Obtained more info on Telecom tender exercise & its requir.

Increase exposure of Cdn telecom prod., serv & technology

Increase exposure & mkt share fr Cdn telecom prod & serv.

Better understanding of Canadian companies in sector

Agency agreement, incr'd sales of Cdn computer prod to Sing.

Increase exposure of Cdn products services and technology

Agency agreements, sale of Cdn computer prod to Singapore

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Liaise with Singapore Telecoms Officials. Visited and held discussions with numerous local computer, telecommunications companies and Government officials.
- QUARTER: 2 Work with local consultancy firm on telecommunication reports on Singapore, organized software mission to Cda and assisted Cdn companies in products seminars. Coordinated Cdn efforts at Singapore Informatics'89.
- QUARTER: 3 Liaise with Telecoms Officials and Canadian companies to identify projects. Organized Singapore Informatics '89. Update market studies on telecommunication and computer software.

QUARTERLY RESULTS REPORTED:

Advise Canadian companies of tender opportunities identified. A Number of contacts in this local telecommunication computer industries identified.

Advise and alerted Canadian companies of tender opportunities. Increase in exports of Cdn software to Singapore. STT Canada and others held successful sales seminars. 5 distributorship were signed,5 joint-venture opp uncovered.

Bell Canada International shortlisted for \$40m integrated billing and system project. 7 Cdn companies and Alta and BC govts participated ir Informatics. Market studies completed, increasing Cdn industry awareness of sector.

QUARTER: 4 -----

TRACKING:

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

POST :512-SINGAPORE

001-AGRI & FOOD PRODUCTS & SERVICE SINGAPORE

ANTICIPATED RESULTS:

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

Initiate market study on local industry

Pursue agency agreement

Undertake promotional activities

SEEDS & SPECIAL CROPS

FOLLOW UP MKT OPPORT FROM CDN SOYBEAN BOARD MISSION & SEM. ENHANCE IMAGE OF RELIABILITY OF CANADIAN PRODUCTS &

DEVELOP A CLOSE RAPPORT W/MAJOR IMPORTERS & TRADING HOUSES IMPROVE ACCESS OF CANADIAN PRODUCTS TO LOCAL MARKET AND STIMULATE IMPROVEMENT IN CON MARKET SHARE.

ALSO GAIN ACCESS TO INDIA MARKET.

.....

To inform & educate interested Cdn cos on local ind. condit.

To commit local cos to support & distribute Cdn products

To increase general awareness & mkt share of Cdn products

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Canadian Food Promotional activities planned for Meridien Hotel and Jurong Country Club.

QUARTER: 2 Undertake market study on agrifood product sector. Prepared leads on Canadian livestock industry.

QUARTER: 3 Continued to develop closer links with key importers of seed, horticulture products and meat products. QUARTERLY RESULTS REPORTED:

New Canadian food products introduced in market. Numerous enquiries generated on Canadian food and beverage items.

Study completed and distributed to relevant provincial governments and Canadian private sector. Resulted in sales of \$0.4 million worth of Canadian swine.

Distributon rights assigned to fruit importers. Initial sale of C\$0.3m. Major soybean importers now sourcing mainly from Canada. Successful Cdn beef promotion in local restaurant chain with sales to date of 9.5 tons.

QUARTER: 4 -----

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

POST :512-SINGAPORE

004-DEFENCE PROGRAMS, PRODUCTS, SERV SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

Incoming Defence Products Mission, June 89

Funds not provided

Assisted Cdn exporters' awareness of local mkt potentials.

ANTICIPATED RESULTS:

Asian Aerospace/Defence Exhibition 90

Follow-up market opportunities for Hitec in Sept 88

Undertake market study on defence products & services

Develop contacts, liaise with procurement staff in aerospace/defence industries

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Continue to pursue regular contacts with Mindef Project Officers/local defence agents.

QUARTER: 2 Made regular calls to Mindef Project Officers/ local defence agents.

QUARTER: 3 Development of closer ties with procurement and technical staff of Ministry of Defence. Increase awareness of Canadian capabilities. Identify opportunities for Canadian companies. Update of market study.

QUARTER: 4 -----

Assisted in show. rep agreements, lease/sales pot.fr Cdn cos

Improve Canadian market share

Increase awareness of Cdn capabilities

QUARTERLY RESULTS REPORTED:

Assisted in introducing Cdn manufacturers to local defence agents, new Canadian products introduced to Mindef Project Officers and assisted local defence agents travelling privately to Canada.

Sales of aircraft to other ASEAN countries worth C\$0.5 million. Assisted in two products presentations, including 2 new representation agreements and submitting a tender for upgrading existing RSAF aircraft.

Cdn companies tendering for wide range of military products. Sales of aircraft simulators worth \$10m and clothing worth \$2m. Agency agreement established with Ministry of Defence subsidiary. Undertaking update of market study.

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#### 90/04/05

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

POST :512-SINGAPORE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP MKT OPPORT-OUT OF WEST HITECH EXP. CONF IN 09/88 STIMULATE IMPROVEMENT IN CANADIAN MARKET SHARE.

CULTIVATE CLOSE RELATIONSHIP WITH LOCAL INDUSTRY REPRESENTATIVE.

IDENTIFY SUITABLE REPRESENTATIVES AND INTRODUCE THEM TO CANADIAN COMPANIES.

UNDERTAKE MARKET STUDY OF AEROSPACE INDUSTRY.

ORGANIZED CANADIAN PARTICIPATION IN ASIAN AEROSPACE '90.

IDENTIFY MKT OPPS & EXPAND AWARENESS OF CDN CAPABILITIES.

CONCL. NEW REPRESEN'N AGRMNTS & INCR EQPT&SRVC SALES POTENT.

INCREASED CANADIAN AWARENESS OF MARKET POTENTIAL.

INCREASED REPRESENTATION AND SALES OF GOODS AND SERVICES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Develop key contacts and identify market opportunities.

QUARTER: 2 Increase awareness of Canadian technical capabilities.

QUARTER: 3 Liaison with local industry to expand awareness of Canadian capabilities. Actively pursue opportunities for Canadian industry. Preparations for Asian Aerospace 90.

QUARTER: 4 -----

## QUARTERLY RESULTS REPORTED:

Ongoing liaison with Port of Singapore Authority . Advised Canadian companies of opportunities identified.

Liaised with Public Works Department on Canadian electronic road pricing technology.

Canadian companies aware of opportunities with Sentosa Development Corpn. 2 Canadian companies formed joint-venture with local company to tender for electronic road pricing project. 12 companies to participate in show.

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

POST :512-SINGAPORE

014-EDUCATION, MEDICAL, HEALTH PROD SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

Undertake market study on Health Care products

Better understanding of Canadian companies in sector

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 Work with local consultancy firm on healthcare products report.

QUARTER: 3 Update market study in healthcare products.

QUARTER: 4 -----

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Senters Distribution operations of apparenters an er an Senters Distribution Despin ( Consultan enformance despine for electronic spat priviling project. [] consumption or persisting the chine

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Report being finalized.

QUARTERLY RESULTS REPORTED:

Study completed, resulting in increased awareness of sector and market opportunities for Canadian suppliers.

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

POST :512-SINGAPORE

011-OIL & GAS EQUIPMENT, SERVICES SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

Identify mkt opp & expand awareness of Cdn capabilities Cultivate close relationship with local industry representative

Identify suitable representatives and introduce them to Canadian companies

Update of market study

Increase Cdn awareness of market potential

Dan Airpurt Task Torne Longit Ban

Organized Canadian participation at ASCOPE'89

Increase representation & sales of goods & services

Conclude new rep agreem & incr eqpt & serv sales potentials

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

with local industry.

QUARTER: 2 Expand representation of Canadian companies. Preparation for ASCOPE'89.

QUARTER: 3 Actively cultivate local industry contacts. Preparations for ASCOPE 89 in Nov 89. Update of market study.

QUARTER: 4 -----

ANTICIPATED RESULTS:

QUARTER: 1 Increase awareness of Canadian capabilities Two Singapore representatives sent to Intercan' 89.

> Follow up on contacts made at Intercan'89 by Singapore contingent. Contacted ten local companies to determine interest in Canadian technology.

> Six Canadian companies participated in joint Canada-Alberta pavilion, resulting in significant exposure to local and regional industry. Market study completed.

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

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

#### POST :512-SINGAPORE

Visit of Prime Minister Mulroney, 14-17 October.

Eight member of oil & gas mission from Province of Alta in conjunction with ASCOPE 89, 14-18 November.

Six member trade and joint venture mission from ISTC TRNTO, 3-6 December.

Informatics mission led by EXTOTT/TDE, consisted of 11 Canadian companies, 7-10 December.

Seminar by Coast Design Inc, 7-10 December, attended by 50 local companies.

Visit by Alta Assoc Min of Agri, Shirley McClellan. Met key local importers, valuable exposure for agri & food products. Cdn Airport Task Force visited Singapore to study all facets of local airport operations, 26-28 November.

Report on franchising opportunities for Canadian companies.

Visit of Hugh Mullington, President of Canadian Commercial Corporation, 14-17 October.

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

POST :533-SYDNEY

001-AGRI & FOOD PRODUCTS & SERVICE AUSTRALIA

PLANNING:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

LIAISON W/AUSTLN QUARANTINE AUTH TO ACHIEVE RELAX OF REQ. LOWER COSTS WILL LEAD TO MORE EMBRYOS BEING SHIPPED.

ACTIVITIES PROPOSED IN POST PLAN:

UPDATE AND EXPAND LISTS OF AUSTLN CENTRES & BREED SOC. MATCH AT LEAST 3 CANADIAN SUPPLIERS TO LOCAL IMPORTERS.

ENCOURAGE AUSTRALIAN BUYER TO VISIT CAN TO SELECT ANIMALS INCREASED SALES.

IDENTIFY LARGE INNOVATIVE STATION HOLDERS(RANCHERS)TO PROM. DIVERSIFY NUMBER OF BREEDS WITH SALES POTENTIAL AND INCREASE

SEMI & PROCESSED FOOD & DRINK

CONTINUING STUDY OF MKT FOR PROCESSED FOOD PROD, FINE FOOD ENCOURAGE MORE CANADIAN COMPANIES TO BE ACTIVE IN MARKET;

PRODUCE PROFILES ON SPECIALTY FOODS & CONF ITEMS FRO DISTRIB INCREASE CDN MARKET SHARE BY 10%

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 PROMOTE AND ASSIST AUSTRALIAN BUYERS TO ATTEND AGRIBITION SHOW. 16 AUSTRALIAN BREEDERS VISITED SHOW. AT LEAST ONE SHARE PURCHASE WAS MADE AMOUNTING TO \$48,000.

QUARTERLY RESULTS REPORTED:

QUARTER: 4 -----

CANADIAN PARTICIPATION IN PUA BREEDING PROGRAMS.

IDENTIFY NEW IMPORTERS.

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

POST :533-SYDNEY

002-FISHERIES, SEA PRODUCTS & SERV. AUSTRALIA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

CON HAKE.

AUSTRALIA

the set is the set of the set of

PROCESSED FISH & SHELLFISH

CONTINUING FOLLOW UP TO NOV '87 HAKE MISSION TO ASSESS MARKET CONDITIONS CONDUCIVE TO GOOD PROSPECTS FOR

FISH MARKET STUDY TO BE COMPLETED AND MAILED TO MAJOR INCREASED EXPORTS THROUGH GREATER AWARENESS OF POTENTIAL IN

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

OLIARTER . 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

#### 90/04/05

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

POST :533-SYDNEY

#### 005-ADVANCED TECH. PROD. & SERV AUSTRALIA

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PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM DEREGULATION STUDY KNOWLEDGE OF OPPORTUNITIES FROM DEREGULATION.

COMPUTERS HARD/SOFTWARE & COMP

DEVELOP GREATER KNOWLEDGE OF SPACE COMMUNICATIONS MKT ASSIST 5 CON COMPANIES TO ENTER THE MARKET.

AGENTS LIST SURVEY BETTER SERVICE TO CANADIAN SUPPLIERS, IN LOCATING AND

TELECOM DEREGULATION STUDY TO DET IMPACT OF DEREG ON MKT ENCOURAGE 5 NEW COMPANIES TO ACCESS THE MARKET.

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

- QUARTER: 1 TELECOMMUNICATIONS DEREGULATION STUDY SYDNY ASSISTED MLBRN IN THE PREPARATIONS FOR THIS STUDY WHICH ALSO INCLUDED A SECTION ON THE EVOLV ING PAY TV/CABLE TV MARKET. SEVERAL OTHER REPORT WERE COLLECTED AND DISTRIBUTED TO INTERESTED
- QUARTER: 2 ASSISTED LOCAL MANUFACTUTER (CODAN) WITH ARRANGEMENTS FOR VISITS TO CANADA TO IDENTIFY JOINT VENTURE PARTNERS IN L BAND MOBILE SATELLITE COMMUNICATION.

QUARTER: 3 -----

QUARTER: 4 -----

ASSESSING LOCAL REPRESENTATIVES.

THE REPORT WAS DISTRIBUTED TO PARTICIPANTS IN THE JUNE TELECOM MISSION AND WILL BE GIVEN TO OTHER INTERESTED COMPANIES IN JULY. IT PROVIDED A GOOD OVERVIEW OF THE IMPACT OF DEREGULATION THEREBY AIDING THEIR MARKETING EFFORTS

QUARTERLY RESULTS REPORTED:

AT LEAST ONE CANADIAN COMPANY (SKYWAVE) HAS ENTERED INTO AN AGREEMENT WITH CODAN.

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

AUSTRALIAN MARKET.

ARRANGEMENTS.

POST :533-SYDNEY

016-INDUSTRIAL MACHIN, PLANTS, SERV.

AUSTRALIA

......

ANTICIPATED RESULTS:

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MANUFACT & MATERIAL PLANT, EQP.

STUDY ON ALL ASPECTS OF AUSTRALIAN MKT, INCLUDING IMPORTED INFORM CDN MAT HANDLING EQUIPMENT MANUFACTURERS OF

FOLLOW UP ON MATERIALS HANDLING STUDY.CONTACT 40 CDN COS 5 NEW CANADIAN COMPANIES IN AUSTRALIAN MARKET

VISIT LOCAL MANUFACTURERS TO INCREASE KNOWLEDGE OF CAPABILIT INCREASE POSSIBILITIES OF JOINT VENTURE/MFG UNDER LICENCE

VISIT AT "MATPACK" EXHIBITION IDENTIFICATION OF POTENTIAL DISTRIBUTORS FOR CDN EQUIPMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 MATPAK EXHIBITION - SYDNY ATTENDED THIS EXHIBI-TION IN MLBRN AS A FOLLOW UP TO PREPARATION OF A MAJOR STUDY ON MATERIALS HANDLING. A REPORT WAS PREPARED AND DISTRIBUTED IN JULY.

QUARTER: 2 MATERIALS HANDLING STUDY COMPLETED AND SENT TO OTTAWA FOR DISTRIBUTION.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

14 FIRMS WERE IDENTIFIED WITH AN INTEREST IN DEVELOPING JOINT VENTURES WITH CON FIRMS.

THE REPORT IDENTIFIES SEVERAL AREAS OF OPPOR-TUNITIES FOR CANADIAN MANUFACTURERS OF MATERIALS HANDLING EQUIPMENT.

## 90/04/05

#### POST :533-SYDNEY

009-FOREST PRODUCTS, EQUIP, SERVICES

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM

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

AT MISSIONS ABROAD FOR FISCAL YEAR 89

ANTICIPATED RESULTS:

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

WOOD AND WOOD PRODUCTS

CONTINUING FOLLOW-UP TO TIMBER FRAME STUDY GROUP OF NOV 87 EASING OF BUILDING CODE RESTRICTIONS.

PROVIDE LIAISON BETWEEN NAFI(AUSTL), COFI & CDN BLDG CODE EXP INCREASED SALES OF SOFTWOOD LUMBER.

.....

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 ORGANIZATION OF TIMBER FRAME MISSION

MEMB. PARTICIPATED IN 2 CONFERENCES & SEVERAL SEMINARS TO PRESENT CND EXP. WITH TIMBER FRAME BLDING REGULAT. MESSAGE WAS SYMPATHETICALLY RECD & HAS RESULTED IN INITIATIVES TO REVIEW & CHANGE AUST. REGULATIONS TO BENEFIT CDN TIMBER INDUSTRY

QUARTERLY RESULTS REPORTED:

Contract of the State of the St

QUARTER: 4 -----

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

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

POST :533-SYDNEY

#### 013-CONSUMER PRODUCTS & SERVICES

AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REPORT TO CON INDUSTRY ON FINDINGS OF BOOKS PUBL STUDY MISS. 5 CDN PUBLISHERS SELLING INTO AUSTRALIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A 90/04/05

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

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

#### POST :533-SYDNEY

VISIT OF MINISTER FOR INTERNATIONAL TRADE MR. JOHN CROSBIE.

VISIT OF CHIEF DEPUTY MINISTER FOR ALBERTA, GEORGE DE RAPPARD. VISIT OF MINISTER OTTO JELINEK.

VISIT OF JOE CLARK SSEA FOR EASITC

VISIT TO CANADA OF ECONOMIC JOURNALIST (AUSTRALIAN FINANCIAL REVIEW). VISIT OF PREMIER GREINER TO ONTARIO.

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ADDRESSET DE EXPERT POTENTIAL, DÉVILLIMENT DE RAMETING

SAL & PROPERTY PARTY & CANTOR

PERSONAL COMPANIES TAKES LANDA FROM LAND, PROVINSI, NEW CONTACTS AND STA DURINETS.

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

POST : 520-TOKYO

#### 001-AGRI & FOOD PRODUCTS & SERVICE JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANIMAL, POULTRY BREEDING STOCK

NEGOTIATE IMPORT/EXPORT PROTOCOL FOR BOVINE EMBRYOS POTENTIAL ANNUAL SALES OF \$1-2 MILLION

NEGOTIATE ANIMAL HEALTH AGREEMENT FOR JPNSE EXPORTS TO CDA IMPORT JAPANESE BREEDING STOCK FOR PRODUCTION OF WAGYU BEEF

NEGOTIATE IMPORT PROTOCOL FOR SWINE SEMEN SALES OF \$100,000 ANNUALLY

PROMOTE CANADIAN PARTICIPATION IN VIV-ASIA'89, TOKYO INCREASED AWARENESS OF CDN CAPABILITIES, LEADING TO SALES OF

HORTICULTURE (FRUIT, VEG, FLOR)

APPLE FUMIGATION RESEARCH PROJECT (CODLING MOTH) ACCESS FOR CDN APPLES WHEN ACCEPTED

INCLUDE FRESH MUSHROOMS IN CANADA FOOD FAIR PROMOTIONS EXPANDED CONSUMER AWARENESS AND SALES

CANADIAN RESEARCH ON VAN CHERRIES WHEN ACCEPTED, ACCESS FOR THIS VARIETY

TRIAL SHIPMENTS OF FRESH RASPBERRIES & BLUEBERRIES GENERATE NEW BUSINESS

UNDERTAKE RESEARCH ON BLUEMOLD ON TOMATOES AND PEPPERS RESOLVE MARKET ACCESS PROBLEM

SEEDS & SPECIAL CROPS

PREPARE MKT PROFILES FOR SPECIALIZED COMMODITIES-BUCKWHEAT IMPROVED MARKET INFO FOR CDN PRODUCERS AND EXPORTERS,

ASSIST PEAT MOSS EXPORTERS IN ACCESSING JAPANESE MARKET ADDITIONAL SALES OF \$1-2 MILLION ANNUALLY

MONITOR IMPORT QUOTA SITUATION FOR PULSES; ADVISE CDN EXPORT INCREASED SALES OF CON PULSES

MEATS & MEAT BY-PRODUCTS

ASSIST & FOLLOW UP WITH MEAT BUYING MISSIONS TO CANADA \$30 MILLION IN NEW BUSINESS OVER 3 YEARS

IN CANADA AND RE-EXPORT TO JAPAN

ANTICIPATED RESULTS.

CDN GOODS AND SERVICES

LEADING TO INCREASED SALES TO JAPAN

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

POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE JAPAN ALTRANSISTING & TABLE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MEATS & MEAT BY-PRODUCTS

WORK WITH CDN EXPORTERS AND PROVINCES RE BEEF AND PORK INCREASE CANADA'S MARKET SHARE TO 10%

PROVIDE REGULAR MARKET AND PRICE INFO IN MONTHLY PORK REPORT INCREASE KNOWLEDGE AND AWARENESS

IDENTIFY MARKET OPPORTUNITIES PARTICULARLY FOR BEEF INCREASE CANADIAN MARKET SHARE

NEGOTIATE WITH MAFF, MITI INCREASED BEEF QUOTA FOR EMBASSY INCREASE FROM 64MT TO 100MT

CONTINUE PROMOTING MEAT PRODUCTS IN CDN FOOD FAIRS BUILD AWARENESS OF CDN QUALITY

PROMOTE BUYING MISSIONS AND FACT-FINDING TRIPS TO CANADA DEMONSTRATE CDN CAPABILITY, SUPPLY, QUALITY

MARKET STUDY FOR PROCESSED PORK (UNDER NTS) ASSESSMENT OF EXPORT POTENTIAL, DEVELOPMENT OF MARKETING

SEMI & PROCESSED FOOD & DRINK

PROMOTE CANADIAN FOODS THRU CANADA FOOD FAIR PROGRAM. NEW CONTACTS AND NEW BUSINESS.

ENCOURAGE BUYERS MISSIONS TO CANADA. BUILD AWARENESS OF CANADA & DEVELOP NEW BUSINESS.

UTILIZE NEW FOOD TRADE ENQUIRY SERVICE. BRING BUYER AND SELLER TOGETHER.

PROVIDE MARKET INTELLIGENCE/SURVEYS ON PRIORITY SECTORS. ENCOURAGE NEW CANADIAN EXPORTERS.

PROMOTE DVLPMT OF CUSTOM PACK, BULK, PRIVATE LABEL BUSINESS. NEW BUSINESS OF \$50 MILLION IN 3 YEARS.

CONCENTRATE MARKETING EFFORTS ON HIGH POTENTIAL PRODUCTS. INCREASED SALES OF 20-30% PER ANNUM. ANTICIPATED RESULTS:

ANTI OF REPORTION PROPERTY AND AND AND ANTICAL ANTICAL

DEN'T DE MART CREATMOUR TROCETO (TRE-SAUTIONE CHENNEL EXIMINES DE 27-2 MILLION HITUIN X VELOS

> charles ferding trials for alfalfa product maintain and increase maniet range

DESERVICE TECHNICAL INCO IN APARESE TO BED-INSTRE.

STRATEGY AND NEW PRODUCTS

PARTIES PORTALY REPORT ON HAY PRODUCED INFORT VOLUME

TRANSPORTATION TO THE TAX TO THE TRANSPORTATION PRODUCTS

ALTENTIES ANDLETENEN IN CLARKE

MILISTE I Louderseur melan Dit park annihungeneunstan, S. Experies attants of beer. 3. Horitan all terffet insur. 6. Reperiete bevine without antiment. 5. Foreur phyrouesitary finites, King, applies etc. 6. Foreisty anchot surveyes.

Die 2 Laumiter all terifs fema D.Person phytoperfeary intena, Dir, achien Sodonisti market purson B.Seveterid nur hustman in processed feed

#### 90/04/05

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

POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE

JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

SEMI & PROCESSED FOOD & DRINK

SEEK INCREASED EMBASSY BEEF PROMOTIONAL QUOTA. WILL HELP EXPAND PARTICIPANTS IN CDA FOOD FAIRS.

DEVELOP NEW CONTACTS AND NEW BUSINESS RELATIONSHIPS.

### FEED, FERTILIZER & VET PRODUCTS

DEV'T OF FUMIGATION PROTOCOL FOR CDN BALED HAY EXPORTS OF \$20-25 MILLION ANNUALLY WITHIN 5 YEARS

DEV'T OF HEAT TREATMENT PROCESS FOR SUNCURED CHOPPED HAY EXPORTS OF \$1-2 MILLION WITHIN 3 YEARS

ORGANIZE FEEDING TRIALS FOR ALFALFA PRODUCTS MAINTAIN AND INCREASE MARKET SHARE

DESSEMINATE TECHNICAL INFO IN JAPANESE TO END-USERS BUILD AWARENESS AND DEMAND

INSTITUTE MONTHLY REPORT ON HAY PRODUCTS IMPORT VOLUMES PROVIDE TIMELY INFO TO CDN PRODUCERS AND EXPORTERS

INVESTIGATE FEASIBILITY AND COST OF ADVERTISING PRODUCTS INCREASED AWARENESS AND CONSUMER DEMAND

#### TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 L. Conduct major CMC pork seminar/reception. 2. Expand exports of beef. 3. Monitor oil tariff issue. 4. Negotiate bovine embryo agreement. 5. Pursue phytosanitary issues, hay, apples etc. 6. Conduct market surveys.
- QUARTER: 2 1.Monitor oil tariff issue 2.Pursue phytosanitary issues, hay, apples 3.Conduct market surveys 4.Developed new business in processed foods

#### ANTICIPATED RESULTS:

ANDRESS CARABINE FORCE FOR CARABA

#### QUARTERLY RESULTS REPORTED:

1. Completed very successfully in May. 2. Ad Agency for beef has been selected. 3. Comprehensive report completed on tariff issue. 4. Health agreement reached. 5. Technical discussions held in April. 6. Four underway in June.

1.Comprehensive report completed on tariff issue

- 2.Technical discussions held in April
- 3.Four surveys completed to date
- Major new business generated in bottled water, pet foods, prepared fish

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

POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE

JAPAN

#### TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 L.Conduct major CMC pork seminar/reception. 2. Expand exports of beef. 3.Monitor oil tariff issue. 4.Negotiate bovine embryo agreemnt. 5. Pursue phytosanitary issues, hay, apples. 6. Conduct market surveys. QUARTERLY RESULTS REPORTED:

L.Completed very successfully in May.2.Cdn beef
 launched by Min. Crosbie. Export office in place
 3.Comprehensive report completed on tariff issue
 4.Health agreement reached.5.Technical discussions held in April.6.Six surveys completed.

QUARTER: 4 -----

· DINEY-053) 170%

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ROATERS & ALANTI

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

POST :520-TOKYO

005-ADVANCED TECH. PROD. & SERV

JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TELECOM, DATACOM, SAT, SPACECOM

DEV. COOPERATIONS BETWEEN CDN TELECOM & JPNS FIRMS FOLLOW-UP WITH JAPANESE FIRMS AFTER TELECOM SEMINARS OF SE87

MARKETING CDN ELECTRONICS COMPONENTS (SEMICONDUCTORS, IC) TO SET UP JAPANESE AGENTS

ENCOURAGING JPN CO. TO INVEST IN CDA IN TELECOM/DATACOM SECT TO DEVELOP JOINT VENTURES AND LICENSE

SEEKING JOINT VENTURES AND LICENSES IN MICROELECTRONICS SOME JAPANESE INVESTMENT IN MICROELECTRONICS

MARKETING CANADIAN ELECTRONICS COMPONENTS IN JAPAN ESTABLISHING JAPANESE AGENTS

TELECOM/DATACOM MISSION TO JAPAN APR. 89 ESTABLISHING JAPANESE AGENTS.

TELECOM SEMINAR & BUSINESS VISITS IN CANADA OCT. 89 INCREASED CDN INVOLVMENT IN JPNSE MARKET & JV RELATIONSHIPS.

COMPUTERS HARD/SOFTWARE & COMP

MKTG CDN SOFTWARE FOR VARIOUS FINANCIAL & INDUSTRIAL APPLIC. ESTABLISHING JAPANESE AGENTS

ENCOURAGE JPNS CO. TO INVEST IN ELECTRONICS INDUSTRY IN CDA FOLLOW-UP JPNS CO. (NEC, CANON, SONY, HITACHI)

MKTG CND ELECTRONICS PRODUCTS FOR COOPERATION WITH JPNS CO. TO DEVELOP JOINT VENTURES AND LICENSE AGREEMENTS

#### OTHER ELECTRONICS

JPNS ELECTRONIC INDUSTRIES CONTACT PROGRAM ASSESS INVESTMENT 4-5 POSITIVE INVESTMENT PROSPECTS FOR LONGER TERM

MARKETING SUPPORT FOR CDN ELECTRONIC COMPONENT MANUFACTURERS INCREASED RECEPTIVITY OF JPNS CO. AND COMPETITVE PRICING HAS

CONTACT PROGRAM FOR ELECTRONIC INDUSTRY-NEW ACTIVITY IN CDA INCREASE KNOWLEDGE LEVELS OF JPNS INDUSTRY OF NEW CDN

MARKETING SUPPORT FOR CON ELECTRONIC COMPONENT MANUFACTURERS OPENED VARIOUS NEW MARKET OPPORTUNITIES, INCREASE EXPORTS.

ANTICIPATED RESULTS:

DEVELOPMENT

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

POST :520-TOKYO

#### 002-FISHERIES, SEA PRODUCTS & SERV.

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JAPAN

PLANNING:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE CON SEAFOOD UNDER CANADA FOOD FAIR PROGRAM INCREASED TRADE AND CONSUMER AWARENESS OF CON SEAFOOD

PROVIDE IMPROVED MARKET INTELLIGENCE INFO TO CON INDUSTRY PERMIT INDUSTRY TO MAKE MORE INFORMED DECISIONS

ACTIVITIES PROPOSED IN POST PLAN:

SEEK BETTER MARKET ACCESS FOR IQ ITEMS EXPANDED EXPORTS OF IQ ITEMS

UTILIZE FISH TRADE ENQUIRY SERVICE BRING BUYER AND SELLER TOGETHER

IMPLEMENTATION OF \$1.8M CAPELIN PROMOTION CAMPAIGN EXPAND CONSUMPTION BY 10,000MT IN 3 YEARS

INITIATE MKT DEV'T ACTIVITIES FOR ATLANTIC HERRING ROE DOUBLE VOLUME IN 5 YEARS

CONDUCT MARKET STUDIES ON SPECIFIC PRODUCTS WITH POTENTIAL DEVELOP NEW EXPORT BUSINESS

DEVELOP MARKETING STRATEGY FOR B.C. FARMED SALMON NEW BUSINESS POTENTIAL OF \$10 MILLION

#### TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 1. Provide market intelligence to Cdn industry. 2. Seek better access for 1Q items. 3. Launch of capelin promo campaign. 4. Capelin mission to Japan. 5. Promotion of Atlantic lobster. 6. Promotion of surf clam.

QUARTER: 2 1. Implement capelin promotion campaign

QUARTER: 3 L. Implement capelin promotion campaign 2. Provide market intelligence

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

1. Survey completed on farmed salmon, research underway on herring roe. 2. Meetings held with Japanese, cod & mackerel have access. 3. Launch in April.4. Visited in Apr. 5. Campaign under development. 6. 3 ad agencies to submit proposal

- 1. \$2.0 million capelin promotion program has begin.
- 1. \$2.0 million capelin promotion program has begun.
- 2. Timely info provided for capelin and herring roe at time of negotiations.

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

POST :520-TOKYO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

AUTOMOTIVE

PROMOTE INVESTMENTS BY JPN AUTO PARTS CO.-TECH. TRANSFER INCREASED EXPORTS AND SUPPLY TO JPNS ASSEMBLY PLASTICS IN

JAPAN AUTO AFTERMARKET-STUDY NOW IN PREPARATION (NTS) PROOF OF SIGNIFICANT OPPORTUNITY FOR CDN AFTERMARKET AUTO

AFTERMARKET MISSION TO JAPAN FEB 89 INCREASED EXPORTS

AFTERMARKET MISSION TO CANADA FEB 89 INCREASED EXPORTS

INCREASE NUMBER OF CONTACT CALLS TO JPN AUTO PARTS COMPANIES 10-15 NEW INVESTMENTS/JV OVER THE NEXT 18 MONTHS

ASSIST JPNS AUTO ASSEMBLERS WITH LOCAL PROCUREMENT PLANS

# AEROSPACE

CHALLENGER SALES EFFORTS TO COMMERCIAL CUSTOMERS ESTIMATED SALES OF TWO AIRCRAFT PER YEAR

AIRSHOW CANADA PROMOTION IN JAPAN SJAC GROUP TO ATTEND

FCX PROGRAM SUPPORT TO CANADAIR CONTRACT AWARD IN 1990

SUPPORT TO BOEING DE HAVILLAND DASH-8 DEMO FLIGHTS CIVILIAN SALES OF DASH 300 IN 1991 N.A. (35) Was to debelower somdrado and board containing

PRODUCTS

DERIG HETTER MANUET ACCESS FOR TO FTUM DOMINICS EXPORTS OF 14 17540

ANTICIPATED RESULTS:

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THE DESCRIPTION OF BUILDING THE POLICE CARAGE

NUR ANTIGERT PETERSION ADS REFERENCES FOR THE PAITING BARRIES AND REAL AND

TIMUTCH MARKET MILATER ON SPECIFIC PRODUCTS MILE POTENTIC

ANALLS' MADETING STRATEOF FOR D.C. FARMED SALACE

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTER: 1 -----QUARTER: 2 -----QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY RESULTS REPORTED:

#### 90/04/05

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

POST :520-TOKYO

009-FOREST PRODUCTS, EQUIP, SERVICES

JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

WOOD AND WOOD PRODUCTS

CONT. EFFORTS TO INFLUENCE REVISION OF BLDG CODES EXPANDED USE OF DIMENSION LUMBER

CONT. RESEARCH OF MARKET FOR BUILDING MATERIALS AWARENESS OF THE MARKET FOR CDN PRODUCTS

"CANADIAN VILLAGE" IN KOBE SECURING AGENTS/DISTRIBUTORS FOR UP TO 15 CANADIAN COMPANIES

TOKYO INTL GOOD LIVING TRADE SHOW, APRIL 28-MAY 3, 1989 INCREASED PENETRATION OF CDN MANUFACTURED WOOD AND BUILDING

HOUSING KIT MISSION TO JAPAN OCTOBER '89. INTRODUCE CDN MANUFACTURERS TO MARKET REQUIREMENTS AND

PULP AND PAPER PRODUCTS

SURVEY-PULP & PAPER CO. OVERSEAS INVESTMENT/EXPANSION PLANS

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 - Home Builders Mission to Canada

- R-2000 Mission to Canada
- Canadian Exhibit at Good Living Show
- Canada Jaapn Housing Committee

QUARTER: 2 1. Vancouver Village in Kobe - Opening

QUARTER: 3 L.Wood products mini-show at chancery 2.Housing Kit Mission

QUARTER: 4 -----

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ANTICIPATED RESULTS:

MATERIAL PRODUCTS IN JAPAN.

POTENTIAL EXPORT SALES OPPORTUNITIES.

#### QUARTERLY RESULTS REPORTED:

 H.B. and R-2000 missions to Canada completed;

 Canadian exhibit a success at the Good Living

 Show
 Show; The Canada Japan Housing Committee met.

 Opening attracted wide press coverage both regional and national. Houses were put up for sale and over 100 offers of purchase per house were received.

L.Direct mailing brought in 175 visitors to see 8 cos with new products for this market. 2.Four housing kit cos participated in extensive briefings by Gov't officials and met with importers in roundtable setting. Exposure to 150 Jpse cos.

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#### 90/04/05

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

POST :520-TOKYO

013-CONSUMER PRODUCTS & SERVICES JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MONTREAL FUR FAIR, MAY 89.

JEWELERY & GIFTWARE

I.D. BUYERS OF CND JEWELLERY TO DOUBLE SALES NEXT YEAR

FOLLOW-UP ON REQUESTS RE IMPORT OF CON JEWELLERY TO GET NEW DISTRIBUTORS OUTSIDE OF TOKYO

MEET WITH AGENTS AND REVIEW THEIR IMPORT/DIST. STRATEGY TO OPEN NEW DISTRIBUTION OUTLETS

ENCOURAGE NEW ENTRANTS INTO THE MARKET TO INCREASE OUR SALES IF POSSIBLE

MEET WITH LOCAL AGENTS RE PUBLICITY & PARTICIPATION IN FAIRS IN JAPAN TO INCREASE THE NUMBER OF DISTRIBUTIONS AND GET BETTER KNOWN

KEEP OTTAWA INFORMED OF MARKET EVOLUTION ATTRACT NEW EXPORTERS

## CULTURE INDUSTRIES

CONTINUE TO WORK CLOSELY WITH CDN GROUP RE INDIAN ARTS/CRAFT TO SELECT ITEMS MOST LIKELY TO FIND ACCEPTANCE IN JAPAN

I.D. GALLERIES THAT MAY SPONSOR CDN ARTISTS (INUIT & INDIAN) TO INTRODUCE INUIT AND INDIAN ART TO JAPAN

ASSIST LOCAL AGENTS IN THEIR MARKETING EFFORTS TO OPEN NEW DOORS TO CON INDUSTRY

INCREASE PUBLICITY OF CON ARTS/CRAFTS THROUGH TRADE CENTRE TO CREATE GREATER AWARENESS OF OUR PRODUCTS

ASSIST EXPORTERS TO ORGANIZE SOLO SHOWS TO STIMULATE INTEREST IN CON PRODUCTS

> USE MAIL ORDER CATALOGUES TO ADVERTISE TO INCREASE SALES

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

POST :520-TOKYO

013-CONSUMER PRODUCTS & SERVICES

JAPAN

PLANNING:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

UPDATE RESULTS OF CO. THAT ATTENDED TRADE SHOWS LAST YEAR TO I.D. CLEARLY THE PRODUCTS CANADA SHOULD FOCUS ON

ACTIVITIES PROPOSED IN POST PLAN:

VISIT HOME CENTRE ESTABLISH NEW CONTACTS

TO LOCATE NEW SPORTS EQUIPMENT AGENTS TO INCREASE SALES

ENCOURAGE AGENTS OF SPORTS EQPT TO EXHIBIT AT CDN SHOWS TO INCREASE NUMBER OF DISTRIBUTORS

PROMOTE IDEA OF SELLING CON DIY PRODUCTS TO JPN HOME BUILDER TO BOOST SALES OF PRODUCTS

INCREASE THE NUMBER OF BUYERS AT MONTREAL SPORTING GOOD SHOW TO WIDEN RANGE OF PRODUCTS SOLD IN JAPAN

FURNITURE & APPLIANCES

VISIT DEPT. STORES RE EXHIBITIONS OF CDN PRODUCTS OPEN NEW SALES OUTLETS

KEEP UP WITH NEW TRENDS IN JPN/CDN FURNITURE INDUSTRIES TO DETERMINE WHICH SECTOR OF THE MARKET THAT COULD BE OF

FURITURE ASS./MAIN MNFG RE IMPORTING SPECIFIC ITEMS GET NEW ENTRANTS INTO THE MARKET

PUBLICITY THROUGH TRADE CENTRE CDN RE APPLIANCES MAINTAIN OUR SHARE OF THE MARKET

MEET WITH AGENTS TO GENERATE INTEREST IN PROMO CDN PRODUCTS FIND NEW WAYS TO MARKET PRODUCTS

ENCOURAGE CO. TO PARTICIPATE IN FURNITURE SHOW TO GET NEW EXPORTERS IN JAPAN

ALL SUB-SECTORS

PURSUE HIGH TARIFFS ISSUE WITH MINISTRY OF FINANCE SALES COULD MORE THAN DOUBLE IF DUTIES WERE LOWERED 2. Yokya Int\*( Bitt Show 2. Yokya Int\*( Bitt Show 3. Francisc of Emberry services?Signings

- Warney and Barrissian Minelan

INTEREST TO CON EXPORTERS

ANALAS D. CHETHAND

#### 90/04/05

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

POST :520-TOKYO

013-CONSUMER PRODUCTS & SERVICES

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM

AT MISSIONS ABROAD FOR FISCAL YEAR 89

JAPAN

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ALL SUB-SECTORS

I.D. POTENTAIL COMPETITIVENESS OF NEW MARKET ENTRIES TO MAINTAIN/INCREASE OUR SHARE OF THE MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 1. Montreal Fur Fair Mission.

- 2. Canoe/Kayak Mission.
  - 3. Regional Shows.
- 4. Solo Fur Shows throughout Japan.
- QUARTER: 2 1. Carried out survey of marine sports market 2. Tokyo Int'l Gift Show
  - 3. Promotion of Embassy services aimed at Jpnse.
    - 4. Sole fur shows
    - 5. Vancouver Business Mission

QUARTER: 3 L.Regional shows in Hiroshima, Fukui & Okinawa 2.Nagareyama Totem Festival.3.Initiated survey of arts & crafts market.4.Ad campaign in "Import Magazine" and "IMPEX".5.New Import Business Fair 6.World Fashion Fair - Osaka.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

1. 15 participants bought for approximately \$2 million. 2. 11 Canadian companies represented. 3. Tokyo, Shimane, Koriyama, Sendai, Morioka, Toyama, Iwate.

4. 17 Shows starting in June.

1.Study completed - good potential shown 2. Three Cdn companies represented 3.Production of brochure; increased awareness 4.18 shows in various parts of Japan 5.Companies introduced to contacts

L.Local agents participated in addition to CTC. 2.On site sales through CTC booth, general promotion of Cda.3.In progress.4.Enquiries generated 5.Raised Cdn profile.6.Contacts established.

REPORT 4A 90/04/05

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

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

POST :520-TOKYO

Visit of MINT J. Crosbie and MINT Mission - To attend Quadrilateral Meeting Visit of ISTC DM Rogers with his automotive, R&D and investment program components (Tokyo Motor Show Mission) MITI Mission to Canada (Japanese Investment Study Mission)

Visit of Senior ADM J.E.McGowan, Agriculture Canada & Technical Beef Seminar Mission Canola Consultations

> Visit of N.B. Minister of Fisheries & Aquaculture, Hon. Denis Losier and Herring Roe Mission Housing Kit/Prehab Mission to Japan

Canadian Consulting Engineers Mission to Japan

Nova Scotia Premier, Hon. John Buchanan and his delegation

Canada Food Fairs in various hotels and restaurants

TETROTER STANDER VARIAN

Encontration angle person minutes from Constant Jury Canadian Migday at Kitali file Willings a secondare Canadian Jole in avagentations TERMENTIC MI MERCY RECHT de L'UNIGEN

- Period Production

SUBATERS T Teleson Hivelon to Her Perind; Consdian SWITTERparton in Servicies Sectors Program a visite to New Zerland Industry.

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#### 90/04/05

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

ZEALAND.

REPORTS.

INDUSTRY.

COMPANIES.

POST :531-WELLINGTON

#### 005-ADVANCED TECH. PROD. & SERV NEW ZEALAND

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

TELECOM, DATACOM, SAT, SPACECOM

TELECOM'S REPORT UPDATE. (DONE ONCE ALREADY) TO KEEP CDN'S AWARE OF OCCURANCES/OPPORTUNITIES IN NEW

ON-GOING UPDATE OF MARKET STUDIES TO ENSURE CORRECT INFORMATION GOES TO CANADIANS.

ON-GOING VISITS TO INDUSTRY IN NEW ZEALAND CLIENT CONTACT, FEEDBACK, SOURCE OF UPDATE ON NEW ZEALAND

ON-GOING UPDATE OF WIN DATABASE TO COMPILE DATABASE, CROSS-REF TO APPROPRIATE CANADIAN

REPORT ON BROADCASTING DEREGULATION IN NEW ZEALAND INFORM CANADIANS OF EMERGING OPPORTUNITIES.

VISITS TO INDUSTRY IN CANADA CLIENT CONTACT.

VISITS TO INDUSTRY IN ISLANDS (TERRITORY OUTSIDE NEW ZEALAND IDENTIFY OPPORTUNITIES FOR CDN COMPANIES

ANNUAL STATISTICAL GATHERING - VIA COMPUTER & MODEM USE OF ELECTRONIC STATISTICS TO COMPILE ANNUAL UPDATED

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Telecom Mission to New Zealand; Canadian participation in Satellite Seminar; Program of visits to New Zealand industry.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Successful eight person mission from Canada in June; Canadian display at Satellite Seminar and prominent Canadian role in presentations.

ANTICIPATED RESULTS:

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

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POST :531-WELLINGTON

009-FOREST PRODUCTS, EQUIP, SERVICES NEW ZEALAND

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UPDATE FORESTRY EQUIPMENT AGENTS DATABASE

QUEBEC MISSION, APR 1989 ESTABLISH AGENTS ETC. FOR PARTICIPANTS.

COMMONWEALTH FORESTRY CONFERENCE, SEPT 1989 ZEALAND AND ELSEWHERE. CONSOLIDATING CON PRESENCE IN FORESTRY INDUSTRY IN NEW

CEDAR PROMOTION IN ASSOCIATION WITH C.O.F.I., BC EXPAND OUTLETS FOR CDN CEDAR, HEM/FIR IN NEW ZEALAND.

KIOSK ON LUMBER AT BUILDEX SHOW EXPANDED RECOGNITION OF CANADIAN LUMBER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Report to Canadian industry on state forest sale; Canadian display at Woodex 89; consolidated contact with industry associations.

#### QUARTERLY RESULTS REPORTED:

TELEVISION TRANSPORT OF STREET SPECIFICATION

Newsletter on NZ forest industry produced and sent widely to Canada industry; successful participation in Woodex 89; concept of Canadian Forestry Award developed and implemented with Forestry Industry Engineering Association.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

#### 90/04/05

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

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM

POST :531-WELLINGTON

001-AGRI & FOOD PRODUCTS & SERVICE NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

FOLLOW UP ON CANADIAN SOLO FOOD FAIR ONGOING AGENCY RELATIONSHIPS.

FOLLOW UP ON MARCH 89 LD NATHAN IN-STORE PROMOTION REPORT CONSUMER REACTION TO PARTICIPANTS.

UPDATE PROCESSED FOOD MARKET SURVEY INFORM CANADIAN SUPPLIERS OF MARKET OPPORTUNITY.

#### TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Follow up in Woolworth In-store promotion and on Canadian Solo Food Fair.

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QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

serve alongy to Decade Press root success

QUARTERLY RESULTS REPORTED:

Reports submitted on Solo Show and planning begun for next year's Woolworth's Taste of Canada promotion.

CONTRACTOR IN ASSOCIATION OF THE C. C. T. CONTRACTOR

ANTICIPATED RESULTS:

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

POST :531-WELLINGTON

013-CONSUMER PRODUCTS & SERVICES NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

FOLLOW UP ON NZ BUYERS TO CANADIAN HARDWARE SHOW (FEB 89) ESTABLISH AGENCIES.

MEDIA RELATIONS: PROVIDE EDITORIAL MATERIAL TO SPECIALIZED M IMPROVED AWARENESS OF CANADA AS SOURCE.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Increase awareness of Canadian capability in consumer goods distribution trades.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Successful participation in Buildex 89 (Hardware); in Auckland Boat Show (Sports Goods) and in Christmas Merchandise Show (Giftware).

ANTICIPATED RESULTS:

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