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1989 *Dec.*  
STORAGE

External Affairs and  
International Trade Canada

Affaires extérieures et  
Commerce extérieur Canada

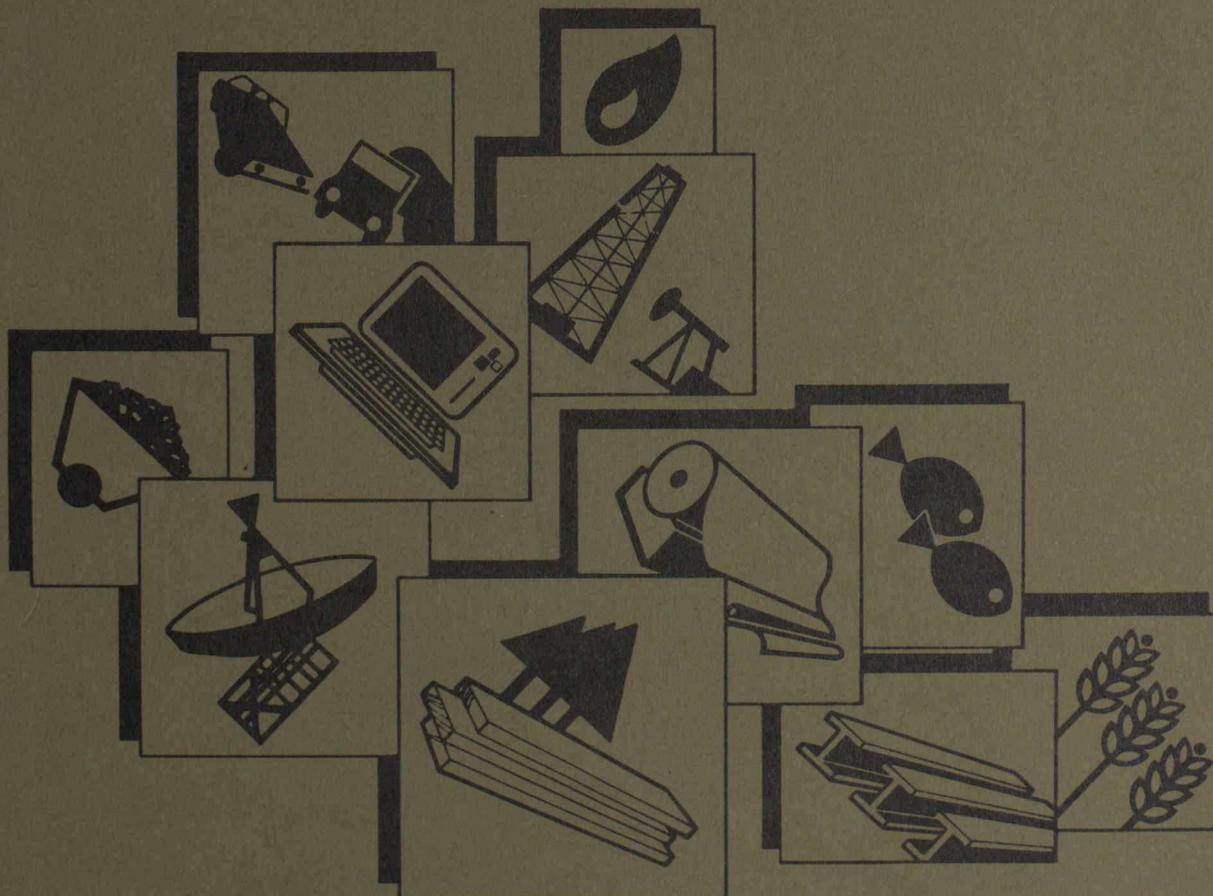
**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE**

**QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**ASIA AND PACIFIC  
ASIE ET PACIFIQUE**

OCTOBER - DECEMBER 1989  
(3rd QUARTER FY 1989-90)

OCTOBRE - DÉCEMBRE 1989  
(3<sup>e</sup> TRIMESTRE, AF 1989-90)



APRIL 1990  
AVRIL 1990



**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM**

**Quarterly Activity Report**  
**October - December 1989**

Following is the Activity Report for the quarter ending December 31, 1989. This report contains a synopsis of activities 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 résultats 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 à la mise en oeuvre du programme, en comparant les activités planifiées dans les secteurs prioritaires avec les faits saillants et les résultats déclarés du trimestre.

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

Dep. of External Affairs  
Min. des Affaires extérieures  
OTTAWA

JUN 4 1990

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MINISTERIAL PROVISIONS REPORT OF BUDGET PROVISION PROGRAM  
BY MISSIONS AREA FOR FISCAL YEAR 1971  
SUMMARY OF KEY ACTIVITIES AND IN BUDGETS ANNUAL PLAN  
ASIA AND PACIFIC  
ASIE ET PACIFIQUE

PLANNING	<u>MISSION</u>	<u>PAGE</u>
ALL WAG-SECTOR	BANGKOK	1
ASBESTOS CONTROL	BEIJING	7
CONTRACTS FOR AIR	CANBERRA	13
REPAIRS FOR	DHAKA	16
CONCRETE TRAINING	HONG KONG	22
IDENTIFY NEW	ISLAMABAD	30
UPDATE TELE	JAKARTA	34
IDENTIFY NEW	KUALA LUMPUR	41
POSSIBLE CAR	MANILA	48
EFFICIENT TECH	MELBOURNE	53
TRUCKING	NEW DELHI	56
QUARTER: 1	OSAKA	62
QUARTER: 2	SEOUL	67
QUARTER: 3	SHANGHAI	71
QUARTER: 4	SINGAPORE	74
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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 :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

1988 DAIRY MISSION).

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

1988 DAIRY MISSION).

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

1988 DAIRY MISSION).

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

1988 DAIRY MISSION).

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :504-BANGKOK

011-OIL & GAS EQUIPMENT,SERVICES  
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

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.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :504-BANGKOK

007-POWER & ENERGY EQUIP. & SERV.  
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

INCREASING MARKET SHARE.

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

AND SERVICES.

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:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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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

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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POST :510-BEIJING

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INCREASED CALLS ON PRIVATE NETWORKS OPERATORS  
ADDITIONAL OPPORTUNITIES

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 CAPABILITIES & 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 -----

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POST :510-BEIJING

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

SERVICES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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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 PRESENT THREE GORGES FEAS.  
INVITATION TO BID ON ENG. & PRODUCTS FOR HYDRO PROJECTS

TRANSMISSION

SUPPORT FOR MARKET PROMOTION BY KEY TOWER MANUFACTURER

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :510-BEIJING

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :510-BEIJING

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FEDERAL JOINT AGRICULTURE COMMITTEE PROGRAMME 1988-89  
INCREASE AWARENESS ABOUT CDN PRODUCTS/TECHNOLOGY & PROMOTE

SCIENTIFIC EXCHANGE.

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

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

NEGOTIATION ON FOX QUARANTINE PROTOCOL.  
PREPARE FOR COMMERCIAL SHIPMENTS OF LIVE FOX.

STUDY RURAL CHINA MKT FOR CDN PROD INCLUDING AGRI PROD & SERV. RURAL SECTOR.  
IDENTIFY RANGE OF PROD WHICH COULD BE PROMOTED IN THE

ASSESSMENT OF MKT FOR VEG. OIL PROCESSING [REFINING]  
IDENTIFICATION OF 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:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :510-BEIJING

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

INVESTIGATE AUTO JOINT VENTURE PROJECTS  
MOU FOR POTENTIAL JOINT VENTURE

UNDERTAKE A SECTOR REVIEW  
LISTING OF OPPORTUNITIES FOR CDN EXPORTERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

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 :534-CANBERRA

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

DETERMINE EQUIP SALES OPP FOR CDN SUPPLIERS OF MARINE DEF EQ  
SALES FOR CDN COMPANIES

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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 Processing System North-East Brisbane Project.

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

QUARTER: 2 Support of St. John Shipbldg. & several systems suppliers to part. in ANZAC Ship Program. Monitoring of Dept of Transp. & Communic'n Nat'l Aeronautical Info Processing System. Updating of Air Traffic facilities around Australia.

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

QUARTER: 3 Support of Saint John Shipbuilding & several systems suppliers to participate in ANZAC Ship Program.

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.

QUARTER: 4 -----

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

POST :534-CANBERRA

005-ADVANCED TECH. PROD. & SERV  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AERONAUTICAL INFO PROCESSING SYST (NAIPS) CONT TO PROMOTE OF THEM.  
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:

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 :534-CANBERRA

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) success-  
fully completed with excellent sales prospects.

Opening of SARSAT station in Australia.

Building Code Mission.



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 :524-DHAKA

003-GRAINS AND OILSEEDS  
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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 -----

-order placed for 10,000 tonnes of canola

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

POST :524-DHAKA

011-OIL & GAS EQUIPMENT,SERVICES  
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 3 1. 3 day mission from Alta. Dept of Econ Dev  
and Trade  
2. lobbied very stringly on behalf of Cdn  
supplier

1. \$1.2 million contract awarded to Cdn firm

QUARTER: 4 -----

REPT4D  
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POST :524-DHAKA

010-MINE,METAL,MINERAL PROD & SRV  
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -identified opportunity in establishing coal  
mine

- Bdesh reps went to Cda to meet with Cdn  
investors

QUARTER: 3 commented on CPPF proposal for iron plant

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 :524-DHAKA

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



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POST :502-HONG KONG

015-CONSTRUCTION INDUSTRY  
HONG KONG

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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 -----

QUARTERLY RESULTS REPORTED: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTER: 1 Several companies in participating in Canada... QUARTER: 2 Mission of 9 company visa in electronic... QUARTER: 3... QUARTER: 4...

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :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  
OBTAIN OFFICIAL CANADIAN PARTICIPATION WITH 15 TO 20 COMPA-

NIES IN 1990

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Interest companies in participating in Commtel Asia in Dec 89.  
Assist Cdn companies with three contracts being pursued.  
Info booth at Internecon and mission.

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.

QUARTER: 2 Mission of 9 company reps in electronic components sector and participation in Internecon Trade Fair. Technical/sales seminar was also held.

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

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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

005-ADVANCED TECH. PROD. & SERV  
HONG KONG

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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 sold over the next year.

QUARTER: 4 -----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 In-store food promotion with food stores, supermarkets and food testing in 43 of the stores.

Approx. \$100,000 product sales.

QUARTER: 2 In-store food promotion with food stores, supermarkets and food testing in 43 of the stores.

Approximately \$1 million of food products sold.

QUARTER: 3 In-store food promotion with food stores, supermarkets and food testing in 43 of the stores.

Approx. \$100,000 product sales.

QUARTER: 4 -----

QUARTER: 4 -----

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

POST :502-HONG KONG

017-OTHER SERVICES  
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

PRC & SE ASIAN

REPRINT"PRIMER"& DISTRB TO CDN BUSINESS COMMUNITY

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :502-HONG KONG

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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-

TOMERS AND/OR DISTRIBUTORS

MKT STUDY FOCUSING 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 CDN PAVILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Local opportunitites 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 -----

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

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

POST :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 Commtel 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.



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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

004-DEFENCE PROGRAMS,PRODUCTS,SERV  
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

INVESTIGATION & REPORTING ON PAKISTAN ARMY PROCURE PROCESS  
BETTER KNOWLEDGE OF THE PROCUREMENT PROCESS AND FUTURE

NEEDS WILL LEAD TO AN INCREASE IN MARKET PENETRATION.

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

EXPERTISE IN DEFENCE SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 HOM call on Secretary Defence Production

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.

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

1. Mission postponed; will reschedule early next FY.

2. Pursue FMS financing for CMC.

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

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :521-ISLAMABAD

011-OIL & GAS EQUIPMENT,SERVICES  
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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 its Chief Exe-  
cutive & expressed interest to pursue those opp.

QUARTER: 2 1. Resolve CCC/Cardwell contract.  
2. Arrange Chairman OGDC visit to Alta.

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :521-ISLAMABAD

001-AGRI & FOOD PRODUCTS & SERVICE  
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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.

QUARTER: 2 1. Help Agrodev secure ADB contract.

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 3 Completed Sub: 1000 project that will obtain firm indication of financing for Norpati.

QUARTER: 4 -----



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :505-JAKARTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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  
ANCILLARY EQUIPMENT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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.

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

-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.

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

CIDA funding for Bukit Asam was extended to end  
1990.  
Coal hopper cars were assembled & delivered.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :505-JAKARTA

014-EDUCATION, MEDICAL, HEALTH PROD  
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

- EXPECT 2 CDN FIRMS ON LONG LIST
- LAVALIN SHORT-LISTED. INVITATION 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

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.

All projects under negotiation/evaluation.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :505-JAKARTA

010-MINE,METAL,MINERAL PROD & SRV  
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

MAILING OF PRODUCT LITERATURE TO GOLD COMPANIES  
POSSIBLE DIRECT SALES BY CANADIAN COMPANIES

PROM.THE ATTEND.OF POT.BUYERS/AGENTS TO 1989 PROSP & DEV ASS SE  
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 CDN CONS.ACTIVE IN THE SECTOR  
DETERMINE THE DIRECTIONS OF CHANGE WITHIN THE SECTOR NAMEDLY

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

REGARDING GOVERNMENT POLICIES

CANADIAN EXPERTISE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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 -----

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

-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.





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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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :511-KUALA LUMPUR

001-AGRI & FOOD PRODUCTS & SERVICE  
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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 SHEEP STRAINS.  
INCREASE CDN MARKET SHARE BY 10%. ESTABLISH INTEREST IN CDN

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

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

IN CONSULT W/IMPORTER DEV LIST OF MARKETABLE CDN FOOD PROD. FOOD PRODUCTS  
ALERT CDN COS TO NEW SALES OPPTS. INTRO BROADER RANGE OF CDN

ASSESS MKT FOR CDN FEED INGREDIENTS & DEVELOP ENTRY STRATEGY TO MLSIA  
INTRODUCE CDN BARLEY, CANOLA MEAL AND OTHER FEED INGREDIENTS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Introduce new Canadian food products;market Cdn feed ingredients;support Cdn Wheat Board marketing program  
Five new companies introduced to local distributors;three Mlsian coys participating in Ginseng Mission to Cda;3 participants sponsored for CIGI course;Cdn wheat sales reach record level of \$16.2 mn during Jan-Apr

QUARTER: 2 Incoming Ginseng Mission; invite representatives to CIGI course; prepration of Canadian Wheat Board Report on Grains & Oilseeds.  
3 participants attended Ginseng mission; purchases anticipated after harvest;3 participants from flour mills attended CIGI course.

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.  
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.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :511-KUALA LUMPUR

011-OIL & GAS EQUIPMENT, SERVICES  
MALAYSIA

PLANNING:            ACTIVITIES PROPOSED IN POST PLAN:            ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

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

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

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

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

ASSIST CDN FIRMS TO POSITION THEMSELVES FOR PGUP III PROJECT            SALES PROSPECTS  
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 CDN CO TO MKT TRANSP SERV TO OFFSHORE OIL/GAS INDUSTRY            PLIER OF SERVICES  
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:            QUARTERLY RESULTS REPORTED:

QUARTER: 1 Introduce new oil and gas eqpt and source suppliers to Mlsian market;Promote Cdn involvement in new Petronas Petroleum Research Institute.            6 coys participated at Mlsian Oil & Gas Show; Mlsian attendees at Intercon signed 5 agency agreements;Cdns sought by Petronas to head new Training Institute;Maloney sold 2nd glycol unit at \$1.6 mn.

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            Increase our market share for oil and gas equipment and services

QUARTER: 3 Organize Alberta oil and Gas Mission. Prepare Norcen VIP visit            All Alberta mission participants(7) now locally represented and on bidders list for upcoming tenders. Norcen seriously considering major investment in Malaysia.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :511-KUALA LUMPUR

005-ADVANCED TECH. PROD. & SERV  
 MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

MISSION

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

EQUIPMENT SALES

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

SUPPLY CAPABILITY.

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

TENDER BIDS

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

LOCAL AFFILIATES

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

VIALE ALTERNATIVE

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

VISIT MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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.

QUARTER: 2 Assist Spectrocan in presenting study to JTM;  
 Quebec Defence/Telecommunications mission;  
 identify participants for TEMIC Total Network  
 Management Training.

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.

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.

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

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :511-KUALA LUMPUR

007-POWER & ENERGY EQUIP. & SERV.  
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

ENCOUR CDN COAL SUPP TO MKT AGRES PROD TO NAT.ELEC.BOARD OBTAIN A NICHE IN MARKET FOR CDN COAL NOW PRIMARILY SOURCED FROM AUST, CHINA

PROM PROG TO PROV TECH TRAINING TO MLSIAN UTILITY ENGINEERS INCR EXPOSE TO CDN TECH; ANOTHER PRACTICAL ATTACH FR NEB UNDER ONT AMB PROGRAM

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

IDENT AREAS WHERE FOREIGN EXPERT REQ IN CONSULTING ENGIN'G IDENTIFY SELECT NEW OPPORTUNITIES FOR CDN 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 CDN TECHNICAL EXPORT TO NEB; ENHANCE CDA/NEB RELATIONSHIP

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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 reqts; Identified WEC candidates for Cdn sponsorship.

QUARTER: 2 Carry out an updated overview of NEB, SESCO and SEB upcoming projects and requirements and follow-up with Malaysian incoming buyers mission.

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.

QUARTER: 3 Pursue Pergau Project. Alert Canadian companies on upcoming tender for 500 kv turbines and ancillary and associated external consultancy work required. Make corporate calls to NEB senior management.

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

QUARTER: 4 -----

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

POST :511-KUALA LUMPUR

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

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.      MENT & SERVICES  
STRENGTHEN CDN 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 CDN INDUS-

SUPP & ASSIST TO CDN 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 CDN DEFENCE PROD SUPPLIERS TO MINDEF      SION MAKERS.  
THREE COS INTRODUCE THEIR PRODUCTS TO SENIOR MILITARY DECI-

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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 -----

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

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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.  
MALAYSIA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSIST CDN CO TO SELL ADD 10 LOCO WHICH THE MLSIAN RAILWAY                   TO RAILWAY  
ESTABLISH CDN CO AS PRIME SUPPLIER OF LOCOMOTIVES AND SPARES

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

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

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

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

ALERT CDN 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 CDN CO AS VIABLE CONTENDER TO SAAB & OTHER

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist GM Cda in locomotives marketing;Promote  
Cdn ATC equipment and technology;Promote Mlsian  
participation at Abbotsford Air Show;Heighten  
profile of Cdn automotive parts capability.

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 Klmp.

QUARTER: 2 Assist Canadian companies in their ongoing bid  
efforts with Railways and DCA through closer  
linkages with these authorities.

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 supply of ATC systems to DCA

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.

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

QUARTER: 4 -----

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

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

POST :511-KUALA LUMPUR

Commonwealth Heads of Government Meeting (CHOOGM) 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

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

007-POWER & ENERGY EQUIP. & SERV.  
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

FOLLOW DEV. OF CALACA II COAL-FIRED THERMAL PLT 14TH POWER & LOAD DISPATCH CENTRAL  
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 AND PULANGUI V 1993).  
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:

QUARTERLY RESULTS REPORTED:

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

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.

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.

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.

QUARTER: 3 Follow up on existing energy related projects  
and monitor new opportunities. Support  
companies pursuing projects.

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

QUARTER: 4 -----

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

POST :503-MANILA

005-ADVANCED TECH. PROD. & SERV  
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

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.

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

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.

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

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.

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

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :503-MANILA

001-AGRI & FOOD PRODUCTS & SERVICE  
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

300 TO 500 HEAD PER YEAR.

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

MARKET.

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

MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: -

QUARTERLY RESULTS REPORTED:

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.

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

QUARTER: 2 RESEARCH PHIL MARKET FOR PROCESSED FOODS AND  
BEVERAGES, AND CDN COMPANIES COMPETITIVE IN  
PACIFIC RIM, IN PREPARATION FOR PLANNED FOOD  
PROMOTION.

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

QUARTER: 3 IDENTIFY AND INVITE CDN FOOD EXPORTERS TO PART-  
ICIPATE CDN SOLO FOOD EXHIBITION. ORGANIZE FOOD  
SHOW AND CDN PARTICIPATION IN INTERNATIONAL  
BAZAAR.

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 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :503-MANILA

003-GRAINS AND OILSEEDS  
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 CDN 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 relating to wheat, feed grains and oilseeds. Alerted Wheat Board to 7 PAFMIL tenders. Followed developments re establishment of 2 new Flour mills.

QUARTER: 2 CONTINUE PROMOTION OF CDN 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 CDN WHEAT, FEED GRAINS AND OILSEEDS.

QUARTER: 4 -----

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.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :503-MANILA

010-MINE,METAL,MINERAL PROD & SRV  
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

MAIL OUT CDN MINING EQUIP. BROCHURES TO CONTACTS IN INDUSTRY  
INFORM INDUSTRY OF CDN 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.

MINING INDUSTRY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continuing to mail-out info on Cdn mining capabilities as follow-up to ad in mining journal. Assist Cdn cos pursuing mining jv opportunities. Support cos re sales of mining equipment.

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

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.

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.

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.

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.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :532-MELBOURNE

005-ADVANCED TECH. PROD. & SERV  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Telecom Deregulation study to determine impact  
of deregulation on market potential for Canadian  
suppliers.

Study completed mid June and distributed to Te-  
lecom Mission members. Report distributed to se-  
veral Cdn cos. A computer disc copy of report  
available to Cdn communications industry (via  
PST).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :532-MELBOURNE

009-FOREST PRODUCTS,EQUIP,SERVICES  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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  
DATA TO ASSIST CDN FIRMS IN ASSESSING POTENTIAL & APPOINTING

NEW AGENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Visit of Technical Experts as follow up to  
Timber Frame Mission.  
Appita 89

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 mfgs attended APPITA 89 held  
May 15-19,1989.

QUARTER: 2 Uniform building code (timber frame) mission to  
Australia November 1989.

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

QUARTER: 3 Uniform Building Code Mission, November 1989

Excellent response to seminar and meetings and  
should lead to longterm relationships in regula-  
tory 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

POST :522-NEW DELHI

007-POWER & ENERGY EQUIP. & SERV.  
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

PROJECTS.

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

IN # OF ACTIVE PARTICIPANTS IN MARKET.

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

IN # OF ACTIVE PARTICIPANTS

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

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

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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.

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

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

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.

QUARTER: 4 -----

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

POST :522-NEW DELHI

010-MINE,METAL,MINERAL PROD & SRV  
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 CONFIRM BAROGOLAI PROJECT FOR CANADA  
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 CDN METALLURGIC  
INCREASE LEVEL OF SALES TO INDIAN MARKET IN NEXT 12 MONTHS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Explore initiatives to heighten interest of  
Canadian metallurgical cake supplies to Indian  
market.

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

QUARTER: 2 Comprehensive direct call program on key  
officials in Indian Coal Sector

Calls are being made and will continue

QUARTER: 3 Comprehensive direct call programme on key  
officials in Coal sectors

Calls are being made

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 :522-NEW DELHI

005-ADVANCED TECH. PROD. & SERV  
INDIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

INDUSTRIAL

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

GOODS & SERVICES VALUED AT CDN \$17 MILLION.

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

OVER NEXT COUPLE OF YEARS

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

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

INTENSIFIED EVALUATION OF NEW AGENTS IN SECTOR

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Detailed and active follow up on Space Communic-  
ation & Remote Sensing mission to India Identifi-  
ed evaluator of new agent

Efforts are continuing

QUARTER: 2 Detailed and active follow up on Space  
Communication and Remote Sensing Mission to  
India; Intensified evaluation of New Agent.

Efforts continue

QUARTER: 3 Detailed & active follow-up on space communica-  
tion & remote sensing mission to India.  
Cdn Info Booth & Tencon-89 trade fair and confe-  
rence over 4 days on telecoms, electronics, and  
instrumentation

Efforts continue.

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

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 :522-NEW DELHI

011-OIL & GAS EQUIPMENT, SERVICES  
INDIA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

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 CDN 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  
IN MEDIUM TERM SECURE PROJECT - USE EDC/CIDA LOC

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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	Incoming Mission to attend Intercon 89 at Edmonton, June 89 Develop high profile marketing Campaign to sup- port CIDA/EDC LOC for oil and gas equipment and services.	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
QUARTER: 2	Organise 2 missions in Oil and Gas around Technical Seminar presentations.	These will take place in November 1989
QUARTER: 3	Organise 2 Missions around technical Seminar presentations	HO/EOR Seminars held in Nov 89. Another Mission scheduled in Feb 90
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 :522-NEW DELHI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 RETURN.  
INCREASE GOODWILL AT INDIAN RAILWAYS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 2 Incoming Urban Transit Mission Sept.89

Postponed to December 1989

QUARTER: 3 Incoming Urban Transit Mission  
December 90

Successfully organised

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 :522-NEW DELHI

HO/EOR Seminars Ahmedabad and Duliajan November 89

International Security Exhibition, New Delhi October 89

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

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 :527-OSAKA

001-AGRI & FOOD PRODUCTS & SERVICE  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

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

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.

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

1. On site sales worth \$ 161,000  
- enhanced Canadian image to consumer  
2. On site sales worth \$ 44,200  
- enhanced Canadian image to consumer

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 :527-OSAKA

002-FISHERIES,SEA PRODUCTS & SERV.  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 PARTICULAR INT TO CDN SUPPL.  
IMPROVED KNOWLEDGE OF SECTOR/IDENTIFICATION OF NEW EXPORT

OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

- 1. Sea Food Products Promo Video Distribution
  - 2. Solo Food Products show at Dungeness Exhibition
  - 3. 2BA Seminars; Osaka and Kyoto: Plan & Execution
  - 4. Pre-Feb Working Kit Mission Plan and Results
- Four Canadian Company Participants

- 1. Video 120 used, 210 orders received for 199
- 2. Show 120 attendees, on-site orders, enquiries
- 3. Over 100 attendees, new contacts, enquiries
- 4. Osaka Presentation - 60 attendees, follow up continuing for mission orders, orders

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 :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:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 Telecom Mission to Osaka
- planning, set up appointments, logistics
  - briefing company participants
  - follow-up

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.

QUARTER: 2 -----

- QUARTER: 3 Japan Electronics Show
- Organized Canadian Info/Hospitality Booth
  - Logistics, Briefing Canadian Participants
  - Staffing, On-site Supervision, Distribution
  - Report

Japan Electronics Show

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

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 :527-OSAKA

009-FOREST PRODUCTS,EQUIP,SERVICES  
JAPAN

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

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

BUILDERS

CONSTRUCTION SYSTEM

SEMI-PROCESSED WOOD PRODUCTS

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

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

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

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

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 :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 Feasibility 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

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 :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  
UPDATE LIST OF PRODUCTS OF REPLACEMENT OPPORTUNITY AND

INFORM CDN SUPPLIERS.

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

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

AGENTS.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

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 :519-SEOUL

001-AGRI & FOOD PRODUCTS & SERVICE  
KOREA -

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 DEMONSTRATION  
DEMONSTRATE THE QUALITY OF CANADIAN BEEF.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

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 :519-SEOUL

003-GRAINS AND OILSEEDS  
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

MONITOR/ADVISE ALFALFA TENDER OPPTS. 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.

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

ASSIST CIGI IN INVITING KOREAN PARTS TO FEED TECH. COURSE. INDUSTRY.  
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.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

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 :519-SEOUL

010-MINE,METAL,MINERAL PROD & SRV  
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

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

MARKET

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:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

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 :506-SHANGHAI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

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

STUDY.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PROMOTION OF SATELLITE GROUND STATIONS

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

QUARTER: 3 -----

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 :506-SHANGHAI

015-CONSTRUCTION INDUSTRY  
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :506-SHANGHAI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

INCREASED REPRESENTATION TO REGIONAL AIRLINES  
ADDITIONAL SALES OF AIRCRAFT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

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 :512-SINGAPORE

005-ADVANCED TECH. PROD. & SERV  
SINGAPORE

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	Undertake market study on telecommunications sector	Better understanding of Cdn companies in sector
	Increase liaison with local telecom officials, and local telecommunications companies	Obtained more info on Telecom tender exercise & its requir.
	Undertake preparation for Cdn participation at CommunicAsia '90 and Broadcast'90	Increase exposure of Cdn telecom prod.,serv & technology
	Encourage Singapore Telecommunication companies and Government institutions to visit Canada	Increase exposure & mkt share fr Cdn telecom prod & serv.
	Undertake market study on computer industry	Better understanding of Canadian companies in sector
	Singapore Software Mission to Canada	Agency agreement,incr'd sales of Cdn computer prod to Sing.
	Encourage and assist Cdn companies in product presentation	Increase exposure of Cdn products services and technology
	Organised Cdn participation in Informatics'89	Agency agreements,sale of Cdn computer prod to Singapore

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	Liaise with Singapore Telecoms Officials. Visited and held discussions with numerous local computer, telecommunications companies and Government officials.	Advise Canadian companies of tender opportunities identified. A Number of contacts in this local telecommunication computer industries identified.
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.	Advise and alerted Canadian companies of tender opportunities. Increase in exports of Cdn software to Singapore. STI Canada and others held successful sales seminars. 5 distributorship were signed,5 joint-venture opp uncovered.
QUARTER: 3	Liaise with Telecoms Officials and Canadian companies to identify projects. Organized Singapore Informatics '89. Update market studies on telecommunication and computer software.	Bell Canada International shortlisted for \$40m integrated billing and system project. 7 Cdn companies and Alta and BC govts participated in Informatics. Market studies completed, increasing Cdn industry awareness of sector.
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 :512-SINGAPORE

001-AGRI & FOOD PRODUCTS & SERVICE  
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEEDS & SPECIAL CROPS

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

STIMULATE IMPROVEMENT IN CDN MARKET SHARE.

DEVELOP A CLOSE RAPPORT W/MAJOR IMPORTERS & TRADING HOUSES  
IMPROVE ACCESS OF CANADIAN PRODUCTS TO LOCAL MARKET AND

ALSO GAIN ACCESS TO INDIA MARKET.

Initiate market study on local industry

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

Pursue agency agreement

To commit local cos to support & distribute Cdn products

Undertake promotional activities

To increase general awareness & mkt share of Cdn products

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

Distribution 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 -----

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 :512-SINGAPORE

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

Incoming Defence Products Mission, June 89

Funds not provided

Undertake market study on defence products & services

Assisted Cdn exporters' awareness of local mkt potentials.

Asian Aerospace/Defence Exhibition 90

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

Follow-up market opportunities for Hitec in Sept 88

Improve Canadian market share

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

Increase awareness of Cdn capabilities

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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.

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

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.

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.

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.

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 :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 REPRESENTATION AGREEMENTS & INCREASED EQUIPMENT & SERVICE SALES POTENTIAL.

INCREASED CANADIAN AWARENESS OF MARKET POTENTIAL.

INCREASED REPRESENTATION AND SALES OF GOODS AND SERVICES.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Develop key contacts and identify market opportunities.

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

QUARTER: 2 Increase awareness of Canadian technical capabilities.

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

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

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

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 :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:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

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

Report being finalized.

QUARTER: 3 Update market study in healthcare products.

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

QUARTER: 4 -----

REPT4D  
90/04/05

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

POST :512-SINGAPORE

011-OIL & GAS EQUIPMENT, SERVICES  
SINGAPORE

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	Cultivate close relationship with local industry representative	Identify mkt opp & expand awareness of Cdn capabilities
	Identify suitable representatives and introduce them to Canadian companies	Conclude new rep agreem & incr eqpt & serv sales potentials
	Update of market study	Increase Cdn awareness of market potential
	Organized Canadian participation at ASCOPE'89	Increase representation & sales of goods & services
-----		
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 Increase awareness of Canadian capabilities with local industry.	Two Singapore representatives sent to Intercon' 89.
	QUARTER: 2 Expand representation of Canadian companies. Preparation for ASCOPE'89.	Follow up on contacts made at Intercon'89 by Singapore contingent. Contacted ten local companies to determine interest in Canadian technology.
	QUARTER: 3 Actively cultivate local industry contacts. Preparations for ASCOPE 89 in Nov 89. Update of market study.	Six Canadian companies participated in joint Canada-Alberta pavilion, resulting in significant exposure to local and regional industry. Market study completed.
	QUARTER: 4 -----	

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

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

POST :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.

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 :533-SYDNEY

001-AGRI & FOOD PRODUCTS & SERVICE  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

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.

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

CANADIAN PARTICIPATION IN PUA BREEDING PROGRAMS.

SEMI & PROCESSED FOOD & DRINK

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

IDENTIFY NEW IMPORTERS.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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.

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 :533-SYDNEY

005-ADVANCED TECH. PROD. & SERV  
AUSTRALIA

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 CDN 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.

ASSESSING LOCAL REPRESENTATIVES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 ASSISTED LOCAL MANUFACTUTER (CODAN) WITH  
ARRANGEMENTS FOR VISITS TO CANADA TO IDENTIFY  
JOINT VENTURE PARTNERS IN L BAND MOBILE  
SATELLITE COMMUNICATION.

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

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :533-SYDNEY

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT,EQP.

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

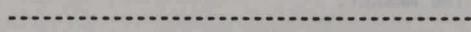
AUSTRALIAN MARKET.

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

ARRANGEMENTS.

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



TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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.

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :533-SYDNEY

009-FOREST PRODUCTS,EQUIP,SERVICES  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

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

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

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

QUARTER: 4 -----



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

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

POST :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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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE  
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

IN CANADA AND RE-EXPORT TO JAPAN

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

CDN GOODS AND SERVICES

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,

LEADING TO INCREASED SALES TO JAPAN

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 CDN PULSES

MEATS & MEAT BY-PRODUCTS

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

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

STRATEGY AND NEW PRODUCTS

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.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Conduct major CMC pork seminar/reception.  
2. Expand exports of beef. 3. Monitor oil  
tariff issue. 4. Negotiate bovine embryo agree-  
ment. 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

1. Completed very successfully in May. 2. Ad  
Agency for beef has been selected. 3. Comprehen-  
sive 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  
4. Major new business generated in bottled water,  
pet foods, prepared fish

REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE  
JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 3
1. 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.
  6. Conduct market surveys.

1. 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 -----

- QUARTER: 1
1. Provide market intelligence to CMC industry.
  2. Ask better prices for CMC items.
  3. Launch CMC promotion campaign.
  4. Organize CMC seminar in Japan.
  5. Promotion of Atlantic lobster.
  6. Promotion of beef cattle.

- QUARTER: 1
1. Provide market intelligence to CMC industry.
  2. Ask better prices for CMC items.
  3. Launch CMC promotion campaign.
  4. Organize CMC seminar in Japan.
  5. Promotion of Atlantic lobster.
  6. Promotion of beef cattle.

- QUARTER: 2
1. Implement CMC promotion campaign.
  2. Organize CMC seminar in Japan.
  3. Promotion of Atlantic lobster.
  4. Promotion of beef cattle.

- QUARTER: 2
1. Implement CMC promotion campaign.
  2. Organize CMC seminar in Japan.
  3. Promotion of Atlantic lobster.
  4. Promotion of beef cattle.

QUARTER: 3

QUARTER: 3

QUARTER: 4

QUARTER: 4

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :520-TOKYO

005-ADVANCED TECH. PROD. & SERV  
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 INVOLVEMENT IN JPNS 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 CDN 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 COMPETITIVE PRICING HAS

OPENED VARIOUS NEW MARKET OPPORTUNITIES, INCREASE EXPORTS.

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

DEVELOPMENT

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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

002-FISHERIES,SEA PRODUCTS & SERV.  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 1. Implement capelin promotion campaign

1. \$2.0 million capelin promotion program has  
began.

QUARTER: 3 1. Implement capelin promotion campaign  
2. Provide market intelligence

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

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :520-TOKYO

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

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

N.A.

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

PRODUCTS

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :520-TOKYO

009-FOREST PRODUCTS,EQUIP,SERVICES  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

MATERIAL PRODUCTS IN JAPAN.

POTENTIAL EXPORT SALES OPPORTUNITIES.

PULP AND PAPER PRODUCTS

SURVEY-PULP & PAPER CO. OVERSEAS INVESTMENT/EXPANSION PLANS  
I.D. OF INVESTMENT OPPORTUNITIES FOR CANADA



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Home Builders Mission to Canada  
- R-2000 Mission to Canada  
- Canadian Exhibit at Good Living Show  
- Canada Jaapn Housing Committee

H.B. and R-2000 missions to Canada completed;  
Canadian exhibit a success at the Good Living  
Show; The Canada Japan Housing Committee met.

QUARTER: 2 1. Vancouver Village in Kobe - Opening

1. 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.

QUARTER: 3 1.Wood products mini-show at chancery  
2.Housing Kit Mission

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

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :520-TOKYO

013-CONSUMER PRODUCTS & SERVICES  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MONTREAL FUR FAIR, MAY 89.

JEWELRY & GIFTWARE

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

FOLLOW-UP ON REQUESTS RE IMPORT OF CDN 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  
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 CDN INDUSTRY

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

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

USE MAIL ORDER CATALOGUES TO ADVERTISE  
TO INCREASE SALES

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :520-TOKYO

013-CONSUMER PRODUCTS & SERVICES  
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

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

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 CDN 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

INTEREST TO CDN EXPORTERS

ALL SUB-SECTORS

PURSUE HIGH TARIFFS ISSUE WITH MINISTRY OF FINANCE  
SALES COULD MORE THAN DOUBLE IF DUTIES WERE LOWERED

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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013-CONSUMER PRODUCTS & SERVICES  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Montreal Fur Fair Mission.  
2. Canoe/Kayak Mission.  
3. Regional Shows.  
4. Solo Fur Shows throughout Japan.

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.

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

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

QUARTER: 3 1. 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.

1. 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.

QUARTER: 4 -----

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

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

POST :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



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POST :531-WELLINGTON

009-FOREST PRODUCTS,EQUIP,SERVICES  
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UPDATE FORESTRY EQUIPMENT AGENTS DATABASE

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

COMMONWEALTH FORESTRY CONFERENCE, SEPT 1989  
CONSOLIDATING CDN PRESENCE IN FORESTRY INDUSTRY IN NEW

ZEALAND AND ELSEWHERE.

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:

QUARTERLY RESULTS REPORTED:

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

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 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :531-WELLINGTON

001-AGRI & FOOD PRODUCTS & SERVICE  
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :531-WELLINGTON

013-CONSUMER PRODUCTS & SERVICES  
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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