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STORAGE

External Affairs and
International Trade Canada

Affaires extérieures et
Commerce extérieur Canada

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

**QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

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

JANUARY - MARCH 1989
(4th QUARTER FY 1988-89)

JANVIER - MARS 1989
(4^e TRIMESTRE, AF 1988-89)



OCTOBER 1989
OCTOBRE 1989

TRADE AND INDUSTRIAL DEVELOPMENT

Dept. of External Affairs
PROGRAM
Min. des Affaires extérieures

Quarterly Activity Report
January - March 1989

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Following is the Activity Report for the quarter ending March 31, 1989. This report contains a synopsis of activities and results by sector and subsector reported by the missions in Latin America and Caribbean matched against the proposed activities identified in their 1988/89 post plan. It also contains a report of special unplanned activities that took place during the 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
Janvier - Mars 1989

Voici le Rapport des activités du trimestre qui a pris fin le 31 mars 1989. Le rapport contient un résumé des activités et des résultats déclarés par les missions en Amérique latine et Antilles, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de missions de 1988/89. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

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

LATIN AMERICA AND CARIBBEAN
AMERIQUE LANTILLE ET ANTILLES

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

POST :640-BOGOTA

011-OIL & GAS EQUIPMENT,SERVICES
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ESTABLISH DIRECT CONTACT WITH KEY OFFICIALS OF ECOPETROL AND FOREIGN OIL & GAS OPERATORS.

LEARN CURRENT STATUS OF PLANNED PROJECTS AND WE CAN UPGRADE CANADIAN PARTICIPATION

FOLLOW UP ON CONTRACTS MADE DURING PAST THREE MONTHS WITH VIEW OF ESTABLISHING NEW REPRESENTATION AGREEMENTS.

TO HELP ESTABLISH FOUR NEW REPRESENTATION AGREEMENTS

PROMOTE CANADIAN NATURAL GAS INDUSTRY CAPABILITY AND EXPERIENCE AMONG PROMOTORA GASODUCTO CENTRAL MEMBERS.

INCREASE POSSIBILITY OF WINNING GAS PIPELINE CONSTRUCTION PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-PROMOTE CANADIAN INDUSTRY AS LEADING SOURCE OF TECHNOLOGY OF VALUE TO COLOMBIA (I.E.RESEARCH AND DEVELOPMENT TECHNOLOGY,POLYETHYLENE TECHNOLOGY).

COL-TEKNIKA RESOURCE DEV LTD OF CALG WON A US \$1 MN.CONTRACT FOR TECHN ASSISTANCE TO THE PETROL-EUM TRAINING INSTITUTE. COL-POST ASSISTED LUMMUS CDA TO PREPARE BID FOR POLYETHYLENE PLANT & PROMOTED CDN TECHN. COL-POST INVITED NO.2 OFFICIAL

QUARTER: 2 Develop new sectoral strategy in light of Cdn experience in this sector.
Promote Lummus Canada polyethylene plant proposal.

Col-Post submitted sectoral strategy discussion paper to assist in defining priorities in this sector. Col-State oil co. accepted Cdn govt invita'n to sent 2 officials to Cda to assess Cdn polyethylene technology, timing to be determined

QUARTER: 3 Establish direct contact with key officials of ECOPETROL and foreign oil and gas operators.

Supported Cdn interest in polyethylene project (Col. Government has since decided to abandon project due to lack of financial resources)

QUARTER: 4 Continue to establish direct contacts with key officials of Ecopetrol and foreign oil & gas operators to gather project info & promote Cdn suppliers. - Promote EDC/offer of line of credit to ECOPETROL - Update Oil & Gas Report.

Comm. Section visited El Centro Production district, COLGAS, B/Meja refinery & petrochemical complex, TERPEL, Colombian Petroleum Institute & various headquarter divisions & Bogota-based operators. - Update of Oil & Gas Report completed

POST :640-BOGOTA

005-ADVANCED TECH. PROD. & SERV
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PREPARATION OF SECTORAL PROFILE OUTLINING KEY CONTRACTS AND UPCOMING OPPORTUNITIES.

PROVIDE CANADIAN EXPORTS WITH HANDY REFERENCE DOCUMENT TO ASSIST THEIR MARKETING EFFORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-SIGN INFORMATICS MOU.
COL-INFORM CDN COS OF EVOLVING OPPORTUNITIES FOR RURAL TELECOM PROJECTS.

COL-INFORMATICS MOU SIGNED AFTER 3 YEARS OF DISCUSSION, OFFERS LEGAL BASE FOR JUSTICE INFORMATIZATION PROJ. ECU-MDA OF VANC SIGNED \$25MN CONTRACT TO SUPPLY SATELLITE MAPPING EQUIP. COL-POST ASSISTED C.ITOH COLOMBIA TO CONTACT CDN SUNCONTR

QUARTER: 2 Liaison with Col. contacts on rural telecom and relay of info to Cdn cos. Promote informatiza'n project w/Min. of Justice. Promote CCC registration with Telecom to remove major non-tariff barrier to part'n of Cdn cos in Telecom tenders.

Col-Post featured sev. leading Cdn firms in Cdn stand at Bogota Intl Fair (North.Telecom, SR Telecom, Lab-Volt, Multiplex Computers). Col-Cdn cos gave sem. (org. by post) to interdept'l committee examining proj./met w/Min. Col-CCC

QUARTER: 3 Promote Cdn suppliers on rural Telecom tenders. Promote Ministry of Justice Informatization project.

Goods/services from 4 Cdn suppliers were bid by C.Itoh on 3 turn key contracts but did not win in face of soft financing offered by competitors. Formal offer submitted by CTMG to Ministry of Justice.

QUARTER: 4 Preparation of Sectoral Profile for Canadian companies. Continue to promote/support Canadian offers in rural telecom projects.

Report near completion. Through CCC registration with National Telecom Company, one Canadian company has bid energy generation equipment. HITEC Sectoral Profile submitted to EXTOTT

REPORT 4
89/10/10

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

POST :640-BOGOTA

001-AGRI & FOOD PRODUCTS & SERVICE
COLOMBIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	SEMINAR ON PULSES CLASSIFICATION	15% INCREASED DEMAND FOR CANADIAN PULSES AND BETTER RECOGNITION OF CANADIAN QUALITY AND INSPECTION METHODS.
	SEMINAR ON USE OF CANADIAN WHEAT FOR BAKERY	BETTER RECOGNITION OF QUALITY OF CANADIAN WHEAT VERSUS U.S. WHEAT & CONSOLIDATION OF NEWLY ACQUIRED MARKET.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 COL-CONTINUE TO PROMOTE CDN SUPPLIERS AND ESTABLISH NEW CONTACTS THROUGH PRESENCE IN ALL MAJOR SECTORAL SHOWS AND IN BOGOTA INT'L FAIR.	COL-SEVERAL CDN AGRIC EXPORTERS WERE REPRESENTED IN CDN STAND AT BOGOTA INT'L FAIR. COL-CANADA WAS REPRESENTED AT NAT'L POULTRY CONGRESS IN CARTAGENA, INT'L BRAHAM SHOW IN BARRANQUILLA, AND HOLSTEIN SHOW IN BOGOTA.
	QUARTER: 2 Provide timely market info and assessments to Cdn cos and govt contacts.	Col-Annual grain and oilseeds report prepared and submitted to Ottawa. Col-Several Cdn cos and agents featured in Cdn stand at Bogota International Fair.
	QUARTER: 3 Increase sales of pulses and wheat.	Quantity of pulses (mainly lentils and peas) sold to Col has nearly doubled in volume.
	QUARTER: 4 Seminar on Pulses Classification	Seminar held and attended by more than 70 buyers and government officials; received substantial press coverage. Preliminary planning for Canadian stand at AGROEXPO

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POST :640-BOGOTA

007-POWER & ENERGY EQUIP. & SERV.
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISIT WITH SENIOR OFFICIALS OF ELECTRIC UTILITIES TO UPDATE INFORMATION ON CURRENT PROJECTS IN WHICH CANADIAN MANUFACTURERS ARE INTERESTED.

SEVERAL PROJECTS FOLLOWED BY CANADIAN MANUFACTURERS MAY RESULT IN CONTRACTS FOR ABOUT 15 MILLION

REVIEW LIST OF AGENTS AND THEIR PERFORMANCE IN SUPPORT OF CDN MANUFACTURERS

INCREASE THEIR INTEREST IN DEVELOPING MORE BUSINESS FOR COMPANIES ALREADY REPRESENTED

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-ENSURE THAT KEY-DECISION MAKERS IN THIS SECTOR ARE AWARE OF CDN CAPACITIES.

COL-PITMAN MFG OF MARKHAM WON A US\$1.7MN CONTRACT FOR CRANE TRUCKS FOR BOGOTA ELECTRIC CO. COL-POST INVITED MANAGER OF ISA, MOST IMPORTANT ENTITY IN ELECTRICAL SECTOR, TO ATTEND IFI SEMINAR IN MTL IN OCT.88

QUARTER: 2 Liaise with senior sectoral officials to update info on projects of interest to Cdn cos.

Col-Mgr of ISA, most important entity in Col. electrical sector, accepted invitation to October IFI Seminar in Montreal. Col-Pitman Manufacturing made US \$800,000 sale of truck-mounted cranes to EMCALI.

QUARTER: 3 Review projects and agents in this sector.

Review begun through visits to agents and electric utilities.

QUARTER: 4 Visit with senior officials of electric utilities to update information on current projects in which Canadian companies are interested.

Comm. section visited ISA, ICEL, CHEC, EMCALI and EPM and obtained this information. Sectoral Report nearing completion.

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POST :640-BOGOTA

005-ADVANCED TECH. PROD. & SERV
ECUADOR

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PURSUE CONTACTS IN CONTINUING BASIS WITH ASETA PERSONNEL RE
CONDOR SATELLITE PROJECT

WIN CONTRACT BY TELESAT AND/OR SPAR AEROSPACE

DEVELOP COMPREHENSIVE LIST OF TELECOM AGENTS AND OBTAIN DEVELOP-
MENT PLAN OF IETEL.

RECOMMEND TO CDN COMPANIES RELIABLE AND EXPE-
RIENCED AGENTS AND PLAN LONG TERM ACTIVITIES.

ENCOURAGE INDIVIDUAL CDN COMPANIES PRESENTATIONS TO NATIONAL
TELECOM COMPANY (IETEL) OFFICIALS

EDUCATE IETEL PROJECT LEADERS ON CDN TECHNO-
LOGY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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QUARTER: 1 COL-SIGN INFORMATICS MOU.
COL-INFORM CDN COS OF EVOLVING OPPORTUNITIES FOR
RURAL TELECOM PROJECTS.

COL-INFORMATICS MOU SIGNED AFTER 3 YEARS OF DIS-
CUSSION, OFFERS LEGAL BASE FOR JUSTICE INFORMATI-
ZATION PROJ. ECU-MDA OF VANC SIGNED \$25MN CONT-
TRACT TO SUPPLY SATELLITE MAPPING EQUIP. COL-POST
ASSISTED C.ITOH COLOMBIA TO CONTACT CDN SUBCONTR

QUARTER: 2 -----

QUARTER: 3 Maintain contacts with ASETA personnel re Condor
satellite project.

Meetings held with ASETA to obtain updated
information on project.

QUARTER: 4 -----

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POST :640-BOGOTA

011-OIL & GAS EQUIPMENT,SERVICES
ECUADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

NEGOTIATION OF EDC LINE OF CREDIT

INCREASE SALE OF PRODUCTS, EQUIPMENT & SPARE PARTS TO CEPE

ELABORATION OF COMPREHENSIVE LIST OF AGENTS/DISTRIBUTORS.

ASSIST MORE EFFECTIVELY CANADIAN EXPORTERS OF OIL AND GAS EQUIPMENT.

OBTAIN DEVELOPMENT PLAN OF CEPE FOR NEW GOVERNMENT PERIOD 88-92 AND REPORT ON OIL AND GAS ACTIVITIES FOR 1989.

PROVIDE "EARLY-WARNING" INFORMATION FOR CDN EXPORTERS.

SERVICES INCLUDING CONSULTING

REPORT ON OIL AND GAS SECTOR

INCREASED ASSISTANCE TO CDN EXPORTERS,FEDERAL AND PROVINCIAL REPS IN THEIR MARKETING EFFORTS

ELABORATION ON COMPREHENSIVE LIST OF LOCAL CONSULTING PARTNERS AND AGENTS

FACILITATE JOINT-VENTURE/ASSOCIATION PROCEDURES AND INCREMENT OF POSSIBILITIES FOR WINNING SREVICE CONTRACTS

OBTAIN DEVELOPMENT PLAN OF CEPE FOR NEW GOVERNMENT PERIOD 88-92 REPORT ON OIL/GAS SECTOR ACTIVITIES FOR 1988

PROVIDE "EARLY-WARNING" INFORMATION FOR CANADIAN EXPORTERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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QUARTER: 1 COL-PROMOTE CANADIAN INDUSTRY AS LEADING SOURCE OF TECHNOLOGY OF VALUE TO COLOMBIA (I.E.RESEARCH AND DEVELOPMENT TECHNOLOGY,POLYETHYLENE TECHNOLOGY).

COL-TEKNIKA RESOURCE DEV LTD OF CALG WON US\$1MN. CONTRACT FOR TECHN ASSISTANCE TO THE PETROLEUM TRAINING INSTITUTE. COL-POST ASSISTED LUMMUS CDA TO PREPARE BID FOR POLYETHYLENE PLANT & PROMOTED CDN TECHN. COL-POST INVITED NO.2 OFFICIALS

QUARTER: 2 -----

QUARTER: 3 Pursue gas plant project

Although two Cdn groups expressed interest in project, both declined to bid.

QUARTER: 4 -----

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POST :640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT TECHNICAL ASSISTANCE FROM CANADA TO EXECUTING UNIT OF QUITO URBAN TRANSIT (UETUQ) FOR PRELIMINARY STUDY & EVALUATION OF TRANSPORTATION SYSTEM.

POST WILL BE IN A POSITION TO ALERT CDN SUPPLIERS OF FUTURE OPPORTUNITIES IN THE SECTOR. A CDN STUDY SHOULD BIAS EQUIPMENT AND SERVICE IN CANADA'S DIRECTION.

SUPPORT PREFEASIBILITY STUDY FROM CDN COMPANY (IBI) FOR TRAFFIC CONTROL SYSTEM IN GUAYAQUIL (CPPF).

POST WILL BE IN A POSITION TO ALERT CDN SUPPLIERS OF FUTURE OPPORTUNITIES IN THE SECTOR. A CDN STUDY SHOULD BIAS EQUIPMENT AND SERVICE IN CANADA'S DIRECTION.

AS QUITO & GUAYAQUIL PROJECT DEVELOP THE POST WILL WATCH FOR APPROPRIATE TIMING TO RECOMMEND CDN SUPPLIERS THAT THEY INVITE MAJOR DECISION-MAKERS TO CANADA TO SEE CANADIAN TRAFFIC SYSTEMS.

TO CONVINC ECUADORIAN TRAFFIC PLANNERS AND MUNICIPAL DECISION-MAKERS THAT CANADIAN TRAFFIC TECHNOLOGY IS THE BEST FOR THEIR NEEDS.

FOR THE RAILWAY RAHABILITATION PROJECT WILL SUPPORT PEMD APPLICATION BY MAJOR CANADIAN MANUFACTURERS TO VISIT ECUADOR AND EVENTUALLY INVITE MAJOR DECISION-MAKERS TO CANADA.

TO INFORM AND CONVINC ECUADORIAN RAILWAY CO. ON CANADIAN CAPABILITIES IN THE SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-REINFORCE SENIOR CONTACTS IN COL RAILWAYS REHABILITATION PROJECT.

COL-POST SENT PRESIDENT & DIRECTOR OF COL NAT'L RAILWAYS ON ONE-WEEK MISSION TO CANADA TO DISCUSS RAILWAYS REHABILITATION PROJECT.

QUARTER: 2 -----

QUARTER: 3 Pursue railway project.

Official offer submitted to ENFE for locomotives and rolling stock

QUARTER: 4 -----

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POST :640-BOGOTA

012-CHEM PROD & PETROCHEM,EQP,SERV
ECUADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONDUCT IN-DEPTH MARKET RESEARCH IN CHEMICAL SECTOR

IDENTIFY OPPORTUNITIES TO HELP SOURCING AGEN-
CIES PROVIDE TAILED UP-TO-DATE INFO ON SECTOR

ELABORATE LIST OF MAJOR IMPORTERS/USERS/AGENTS IN CHEMICALS SEC-
TOR,SPECIALLY PLASTIC RESINS

PROVIDE CDN COYS INFO ON MAIN CONTACTS AND
AGENTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :640-BOGOTA

010-MINE,METAL,MINERAL PROD & SRV
ECUADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:
SEMINAR ON CANADIAN CAPABILITIES IN MINING SECTOR.

ANTICIPATED RESULTS:
BETTER AWARENESS OF CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-SEEK ADDITIONAL FINANCING INSTRUMENTS FOR
CDN SALES IN THIS SECTOR OTHER THAN TO COAL-
MINING INDUSTRY.

COL-TWO NEW EDC LINES OF CREDIT SIGNED FOR
COLOMBIA WITH PRIVATE BANKS SHOULD FACILITATE
FINANCING OF SALES IN THIS SECTOR.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :640-BOGOTA

Commercial section staff were deeply involved in preparation
of itinerary of Quebec Minister of Affaires Internationales

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POST :635-BRASILIA

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TECHNICAL COOPERATION PROGRAM (EITHER THROUGH CIDA III OR CIDA INSTITUTIONAL PROGRAM) WITH GOATBREEDING ASSOCIATIONS IN NORTH-EAST STATES.

INCREASED ANNUAL SALES OF LIVE ANIMALS AND GENETIC MATERIAL OF \$1,500,000.

COOPERATION AGREEMENT BETWEEN CANADIAN HOLSTEIN ASSOCIATION AND BRAZILIAN MINISTRY OF AGRICULTURE.

FACILITATE APPROVAL PROCESS OF HOLSTEIN DAIRY CATTLE SELECTED FOR IMPORT OF \$5,000,000.

DELIVERY OF SEED POTATOES FOR BRAZILIAN NATIONAL SEED POTATO TESTING PROGRAM.

PENETRATION (ESPECIALLY IN CASE OF INDUSTRIAL VARIETIES) INTO BRAZILIAN SEED POTATO MARKET OF \$1,000,000.

VISIT TO CANADA OF BRAZILIAN MINISTRY OFFICIAL TO INVESTIGATE CDN BEEF CATTLE INDUSTRY.

PENETRATION OF BRAZILIAN BEEF CATTLE MARKET (PIEDMONTESE, HEREFORD, SHAVER BEEFOLEND) OF \$4,000,000.

FOLLOW UP TO TECHNICAL DAIRY CATTLE SEMINARS HELD IN MARCH 1987.

INCREASED SALES DAIRY CATTLE BREEDING STOCK OF \$3,000,000.

MARKETING TRIP IN COMPANY OF YAKULT (SEMEX REP) TO RELATIVELY NEW AND UNTAPPED TERRITORIES IN NORTHEAST.

INCREASE SALES OF QUALITY DAIRY CATTLE BREEDING STOCK OF \$500,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CANADIAN STAND AT GOIANIA INTERNATIONAL LIVESTOCK SHOW.

FOR THIRD YEAR RUNNING EMBASSY HAD STAND AT GOIANIA SHOW. ONE HOLSTEIN HEIFER FROM RECENT IMPORT OPERATION WAS DECLARED CHAMPION IN THIS YEAR'S SHOW.

QUARTER: 2 Monitor and report on Brazilian wheat requirements in view of 1988 shipments and renewal of LTWA.

Assisted CWB in its negotiations for 1988 and renewal of LTWA.

QUARTER: 3 Assist Department of Agriculture officials and Cdn livestock producers in liaising with Brzln animal health officials.

-Continuing sales of Canadian livestock.
-Brazilian officials improving health requirements after consulting with Canadian counterparts.

QUARTER: 4 Assist various livestock breeders in health fulfilling health/import requirements.

Successful ongoing livestock sales.

POST :635-BRASILIA

005-ADVANCED TECH. PROD. & SERV
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UNCOMPLETED CIDA-FINANCED PROGRAM FOR INSTALLATION OF SARSAT
GROUND STATION (LUT).

SALE OF ONE OR TWO ADDITIONAL GROUND STATIONS
AND LOCATOR BEACONS OF \$10,000,000.

SPAR PROPOSAL TO DEVELOP LOW COST/LOW CAPACITY EARTH TERMINAL IN
COOPERATION WITH BRAZILIAN INDUSTRY

IMPORTANT NEW PRODUCT DEVELOPMENT FOR SPAR &
SIGNIFICANT SALES IN BRAZIL AND THIRD MARKETS
OF \$20,000,000.

SEND SENIOR PLANNING OFFICIALS FROM MINISTRY OF COMMUNICATIONS AND
TELEBRAS TO CANADA.

INCREASED AWARENESS OF CANADIAN EXPERIENCE
IN ADVANCED TELECOM TECHNOLOGY OF \$5,000,000.

TELEBRAS OFFICIAL TO PARTICIPATE IN DOC ISDN TRIALS.

FUTURE SALES OF ISDN CHIPS AND CONSULTING
SERVICES OF \$5,000,000.

VISITS TO STATE METEOROLOGY AGENCIES TO MARKET CDN REMOTE SENSING
EQUIPMENT AND SERVICES.

INCREASED SALES OF GREGORY GEOSCIENCE
MACDONALD DETWILER & OTHER EQUIPMENT OF
\$10,000,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITE TELECOM PLANNING OFFICIALS TO CANADA.
INVITE TELEBRAS PRESIDENT ALMIR DIAS TO CANADA.
ORCHESTRATE LARGE CANADIAN PRESENCE AT AMERICAS
TELECOM 88.

BOTH PLANNING OFFICIALS MISSION TO CDA & DIAS
VISIT WELL EXECUTED. EXCELLENT FEEDBACK IN BOTH
CASES. MINISTERIAL MISSION TO AMERICAS TELECOM
88 PROVIDED DESIRED PROFILE FOR CDN PARTICIPA-
TION IN TELECOM SECTOR.

QUARTER: 2 Invite telecom journalists to Canada.
Prepare mobile satellite mission to Brazil.
Monitor and report developments in cellular
telephony.

Journalists ident. & invited - are coordinating
most appropriate dates. -M-Sat miss. successful
in achieving its 3 major goals. -Decision taken
by Brzln auth. to allow private-sector partici-
pation assisting Novatel in its bid.

QUARTER: 3 -Prepare visit of Canadian Air Force Head Gen.
Ashley in support of Satellite Program.
-Finalized telecom. journalists visit to Canada.
-Monitor development for cellular telephony RFP.

-Visit to Brazil of Gen.Ashley was highly succe-
ssful in advancing bilateral relations & Sat.
Prog. - Visit has already pay off in a number of
articles on Cdn capabilities in teleco.sector.
-RFP to be issued in January 1989

QUARTER: 4 Assist Spar-Northern-Novatel prior, during and
after delicate phase of prequalification and
submission of bids for satellite and cellular
telephony contracts.

all three firms have been prequalified and have
submitted bids. We have lent strong support to 3
firms during visit of Gov.General accompanied by
their presidents. We have made number of high-
level representations on their behalf.

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

POST :635-BRASILIA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SIGNING OF COOPERATION-AGREEMENT BETWEEN GOVERNMENT FEDERAL DISTRICT AND TTCL/SCTUM.

ASSIST IN PACKAGING CDN BID FOR PARTICIPATION IN BRASALIA MASS TRANSIT PROJECT OF \$50,000,000.

EMBASSY TO WORK CLOSELY WITH LAVALIN TO INTRODUCE UTDC LRT TECHNOLOGY TO EBTU AND TO ENCOURAGE RELATIONSHIP BETWEEN LAVALIN AND LOCAL PARTNER.

CANADA WILL BE BETTER POSITIONED TO MAKE SERIOUS BID FOR BRASILIA OR OTHER MASS TRANSIT PROJECTS.

EMBASSY TO PROMOTE EARLY VISIT TO CANADA OF NEW MINISTER FOR URBAN DEVELOPMENT AND PRESIDENT OF EBTU.

INCOMING MINISTERIAL MISSION WILL PROVIDE HIGH PROFILE EXPOSURE TO CDN TECHNOLOGY.

FOLLOW UP WITH MUNICIPAL AUTHORITIES IN SALVADOR, GOIANIA, BELO HORIZONTE, VITTORIA RE. PLANS FOR URBAN TRANSIT SYSTEMS.

INCREASE AWARENESS OF CDN LRT TECHNOLOGY.



TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP ON MARCH 88 LAVALIN VISIT RE SALVADOR/BRASILIA/PORTO ALEGRE LRT PROJECTS.

FINAL DRAFT OF NATIONAL MASS TRANSIT PLAN COMPLETED AND DISTRIBUTED IN CANADA. ADDITIONAL CONTACTS WITH SULTEPA MADE ON BEHALF OF LAVALIN.

QUARTER: 2 Continued follow up on behalf of Lavalin re Salvador, Brasilia LRT projects. Provide detailed assistance to Bell Helicopters for sale to Brazilian Army.

Additional contacts with TCI made on behalf of Lavalin. Army finally chose Aerospatiale as supplier.

QUARTER: 3 Planned for visit to Canada of New Secretary for Transport of Federal District re Brasilia metro.

Visit achieved aim of making known to new Federal District team Canadian expertise.

QUARTER: 4 Assist Canadair Challenger Division in its association with Lider Taxi Aereo. Develop overall program to ensure CL-215 as part of solution to Brazil's forest-fire fighting program.

First Challenger sold to Lider & additional sales are distinct possibilities. - We are developing an overall approach (CIDA/SEL-Canadair-Brzln rep) which will insert sale of CL-215 into a broader package destined to address Brzln env.

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POST :635-BRASILIA

007-POWER & ENERGY EQUIP. & SERV.
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

RENEW MOU BETWEEN BRAZILIAN AND CANADA GOVERNMENTS RE CDN PARTICIPATION IN FUTURE HYDRO PROJECTS.

IDENTIFY EXPORT OPPORTUNITIES FOR CGE GENERATORS OF \$20,000,000.

FOLLOW-UP WITH ELETRONORTE AND CHESF RE THEIR NEED FOR PDA TECHNOLOGY.

EXPORT SALES OF \$10M OVER NEXT THREE YEARS.

CONTINUE TO REPORT ON IFI - FINANCED PROCUREMENT BY BRAZILIAN UTILITIES.

ADDITIONAL SALES OF NETWORK PROTECTORS AND OTHER EQUIPMENT OF \$10,000,000.

FOLLOW UP ON ELECTROBRAS INCOMING ENVIRONMENTAL MISSION.

POTENTIAL SALE OF ENVIRONMENTAL CONSULTING SERVICES OF \$5,000,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP POTENTIAL SALES OPPORTUNITIES WITH ELETRONORTE AND CEMIG AND CHESF ON BEHALF OF FES INTERNATIONAL.

FES SALE TO ELETRONORTE (US\$700.000) IS IMMINENT. FINANCING TO BE ARRANGED THROUGH EDC. SALE TO CEMIG (US\$700.000) ALSO ANTICIPATED IN SHORT TERM. WB FINANCING.

QUARTER: 2 Follow up potential sales opportunities with Eletronorte on behalf of FES International.

FES contract award expected in 4th quarter 1988. FES sales to CEMIG also well advanced.

QUARTER: 3 Assist FES in ongoing negotiations with Eletro-norte for supply of PDA equipment.

FES awarded letter of intent - contract expected in early 1989.

QUARTER: 4 Assist FES Int'l in ongoing commercial & financing negotiations. - Assist GEC Canada in assuming responsibility for diesel generator sales in Northern Brazil (formely initiated by Bombardier)

FES contract expected in April/May. Financing issues resolved. EDC loan under negotiation. -Letter of intent expected from buyer in Apr/May 89.

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

003-GRAINS AND OILSEEDS
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOCUSSED & SUSTAINED LOBBYING VIS-A-VIS MFA, MINISTRY OF FINANCE
SUNAB, MINISTRY OF AGRICULTURE, JUNTA DO TRIGO RE VALUE TO BRAZIL
OF LONG-TERM GUARANTEED WHEAT SUPPLIES FROM CANADA.

SIGNING OF NEW LONG-TERM WHEAT AGREEMENT IN
1988 OF \$450,000,000.

SPAR PROPOSAL TO DEVELOP LOW COST/LOW CAPACITY EARTH TERMINAL IN
COOPERATION WITH BRAZILIAN INDUSTRY.

IMPORTANT NEW PRODUCT DEVELOPMENT FOR SPAR &
SIGNIFICANT SALES IN BRAZIL & THIRD MARKET OF
\$20,000,000.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :635-BRASILIA

Preparation for and visit of Governor General.

Preparation for and visit of Minister of Industry, Science
and Technology Harvie Andre accompanied by 3 businessmen.
Brasilsat III-IV and Cellular Telephony Projects - bid sub-
mission stage.
Annual meeting of Brazil-Canada Chamber of Commerce.

Preparation for visit of Quebec Minister International Af-
fairs - Paul Gobeil, April 10.

Preparation and visit of Vice-President Industrial Develop-
ment CIDA.

PKF - Health Care Project and AECL cobalt treatment equip-
ment.

Assist EDC in its debt rescheduling negotiations.

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

001-AGRI & FOOD PRODUCTS & SERVICE
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE FURTHER SALES OF BREEDING STOCK TO CO-OPERATIVES, INDIVIDUAL FARMERS AND GOVT AGENCIES; PART OF AGRICULTURAL DIVERSIFICATION PROGRAM AWAY FROM SUGAR.

FURTHER SALES OF BREEDING STOCK AND CONSULTING SERVICES, MACHINERY AND EQUIPMENT.

PROMOTION WITH MIN. OF AGRICULTURE AND MAJOR INDUSTRIAL GROUPS OF AT LEAST TWO NEW JOINT VENTURES IN PROCESSING OF AGRICULTURAL PRODUCTS. (COTTON AND FOODS).

ADDITIONAL CANADIAN INVESTMENT AND TECHNOLOGY TRANSFER IN TERRITORY PLUS MATERIALS AND EQUIPMENT FROM CANADA.

PROMOTE CANADIAN PRODUCTS FOR FOODSERVICE INDUSTRY NAMELY HOTELIERS AND WHOLESALERS IN TERRITORY.

NEW BUYING CONNECTIONS AND INCREASED MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROPOSED ONTARIO FOOD SERVICES MISSION TO TERRITORY OCTOBER 88.
NEW INVESTMENT IN ST. VINCENT - MAPLE LEAF MILLS PROPOSED RENDERING PLANT, BARBADOS.

ONGOING DISCUSSION AND LIAISON WITH OMAF.
RICE MILL BUILT AND OPERATIONAL, VALUE EC \$15.0 MILLION.
WORKING WITH CDN. COMPANY AT GOVERNMENT LEVEL.

QUARTER: 2 Ontario Food Services Mission proposed to territory October 88.
Rendering plant for Barbados.
Proposed abattoir, Barbados.
Pursuing sales of Holstein dairy cattle.

Further discussed & rescheduled for April 89.
Proposal raised with Minister & Sr. Govt. Officials. Discussed with acting Minister of Agriculture. Approx. 1,000; St. Lucia - 75; Trinidad- 600 (CDB funded); Barbados - 265.

QUARTER: 3 Preparation for New Brunswick Livestock Mission to Barbados and Trinidad and Tobago. Proposed abattoir, Barbados.

actively pursuing livestock proj.in T & T (CDB funded), potential sale of dairy cattle to Bdos Govt. Additional private sector sale concluded to Bdos. Delay hinged on confirmation if funding from European Investment Bank

QUARTER: 4 Ontario Foodservice Mission proposed for April '89
Proposed abattoir for Barbados

Postponed and rescheduled for Oct. '89.
Likely funding from European Investment Bank may preclude Canadian involvement.
EDC line of credit to Bdos Natl Bank for Agric sector including cotton project Cdn \$5.0m.

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POST :658-BRIDGETOWN

015-CONSTRUCTION INDUSTRY
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

BUILDING PRODUCTS

CONTINUING EFFORTS WITH CANADIAN TRADING HOUSES SPECIALIZING
IN CONSTRUCTION MATERIAL AND BUILDERS HARDWARE.

ADDITIONAL SALES, PARTICULAR FROM SMALL TO
MEDIUM SIZE CANADIAN SUPPLIERS.

PROMOTE ESTABLISHMENT OF JOINT VENTURES WITH CANADIAN CONTRACTORS
IN AT LEAST THREE ISLANDS IN TERRITORY.

TECHNOLOGY TRANSFER, INVESTMENT FROM CANADA
PLUS MACHINERY AND EQUIPMENT TO TERRITORY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE EFFORTS WITH CDN. TRADING HOUSES
SPECIALIZING IN CONSTRUCTION MATERIALS & BLDRS
HARDWARE. ONGOING LIAISON WITH CARIBBEAN DVLPMT
BANK AND EXECUTING AGENCIES ON INFRASTRUCTURE
PROJECTS.

LIMITED ACTIVITY: 2 CANADIAN FIRMS PREQUALIFIED
PORT DESIGN STUDY - ST. LUCIA.
SIZEABLE VOLUME SALES OF IRON DUCTILE PIPE TO
SEVERAL ISLANDS THIS QUARTER.

QUARTER: 2 Specific infrastructure projects identified and
pursued (some CDB funded).

Projects include airport rehabilitation (Belize)
steel reservoirs (St. Lucia, Bahamas) power
project (BVI), multi project (Grenadines).

QUARTER: 3 New infrastructure projects identified and pur-
sued (some CDB funded).

activities/proj ident last quarter complete. New
proj incl St.Vincent(Leeward Highway)St.Lucia
Roseau Dam);Grenada(feeder roads);Anguilla(tou-
rism);facilitating procurement fm Cda sale of
bldg,mats,fittings & fixtures for 4 Seasons Hot.

QUARTER: 4 New infrastucture projects identified and pur-
sued (IFI and CDB funded).

Cdn Coy actively pursuing supply pre-engineered
steel bldgs. Bdos Industrial Estates. - other
projects:Hewanorra Airport & Port development
(St.Lucia); industrial estate & hotel construc-
tion (St.Vincent);pre-engineered bldgs (Dominica

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POST :658-BRIDGETOWN

005-ADVANCED TECH. PROD. & SERV
BARBADOS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FACILITATE CANADIAN INVESTMENT IN DATA ENTRY INDUSTRY WITH
TERRITORY INDUSTRIAL DEVELOPMENT CORPS.

NEW INVESTMENT AND EQUIPMENT SUPPLY.

CONTINUE TO REINFORCE CANADIAN CAPABILITIES IN TELECOMMUNICATION
EQUIPMENT AND SERVICES WITH NEW OWNERS OF BARBADOS TELEPHONE CO.

ADDITIONAL SALES.

FACILITATE ADDITIONAL EXPORT FINANCING FOR CANADIAN TELECOMMUNIC-
ATION AND INFORMATICS EQUIPMENT AND SERVICES.

ADDITIONAL SALES, PARTICULARLY BARBADOS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITATION TO TEMIC, MONTREAL TO BARBADOS
EXTERNAL TELECOMMUNICATIONS (BET).
REINFORCE CANADIAN CAPABILITY IN TELECOMMUNICA-
TIONS EQUIPMENT AND SERVICES WITH BARBADOS
TELEPHONE CO.

GENERAL MANAGER BET ATTENDED TEMIC SEMINAR.
POSITIVE REACTION AND REINFORCEMENT CANADIAN
TECHNOLOGY.
CABLE SALES REPORTED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Negotiations between EDC and Bdos tel. Co. for
financing.

Expected line of credit Cdn \$20.0M for broad
range of equipment.
Additional cable sales to Bdos. Tel. Co.

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

014-EDUCATION, MEDICAL, HEALTH PROD
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

INCREASE ADDITIONAL ACTIVITY BY CANADIAN TRADING HOUSES IN EDUCATIONAL, HEAALTH, MEDICAL SECTOR.

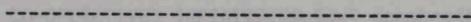
GENERATE MORE SALES IN NUMEROUS SMALL MARKETS IN TERRITORY.

PROCUREMENT OF EQUIPMENT AND SUPPLIES FOR OECS TECH VOC EDUC TRAINING PROJECT.

ADDITIONAL SALES OF WIDE VARIETY OF EDUCATIONAL MATERIALS AND SUPPLIES

PROMOTE CDN JOINT VENTURE/LICENSING ARRANGEMENT IN PHARMACEUTICAL PRODUCTS,

TECHNOLOGY TRANSFER IN TERRITORY PLUS IMMEDIATE MATERIALS PACKAGING AND EQUIPMENT



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUING DISCUSSION WITH WORLD BANK AND IADB OFFICIALS ON EDUCATION II PROJECT.

PREQUALIFICATION DECISION ON CONTRACTORS PHASE I FURTHER DELAYED. MAINTAINING WATCHING BRIEF.

QUARTER: 2 Discussions continue with World Bank and IADB officials and Educ II project.

No further activity - maintaining watching brief

QUARTER: 3 Continuing discussion with World Bank and IADB officials on Educ ii Project.

Increasing activity with some local procurement complete.

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Initiate training in the use of computers: 1100 specialists in areas of electronic manage- ment, satellite policy and telephone deregulation

Further to CITA's mission in Argentina, it has been agreed that a budget of 1,100,000 to train 1000 specialists will be available for this training.

QUARTER: 4 -----

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

POST :658-BRIDGETOWN

New Brunswick Department of Agriculture Mission to Barbados

January 9-11.

Input to Canadian Exporters Association Private sector

Interface Study January 23-26.

Canada Barbados Business Association Annual General Meeting

January 24.

Asbestos Strategy Training Seminar February 1-3.

Commercial Counsellor represented Canada at St. Lucia's

10th Anniversary of Independence February 21-23.

EDC visit to Barbados March 3-7.

Visit by member of JTEC Delegation March 4.

Liaison visit by Deputy Director Caribbean & Central America

Trade Development Division March 10.

Input to Nova Scotia Export Study March 10-14.

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POST :631-BUENOS AIRES

012-CHEM PROD & PETROCHEM,EQP,SERV
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SECTORIAL STUDY OF PETROCHEMICAL AND CHEMICAL INDUSTRY TO TAKE
ADVANTAGE OF EVENTUAL LIBERALIZATION OF THE SECTOR.

A)TO IDENTIFY REQUIREMENTS & MARKETING CHAN-
NELS. B)TO INCREASE NO.OF CDN COYS ACTIVE IN
MARKET. C)TO INCREASE NO.OF REPS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

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POST :631-BUENOS AIRES

011-OIL & GAS EQUIPMENT,SERVICES
ARGENTINA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	TO ESTABLISH AND MAINTAIN CONTACTS WITH HOUSTON PLAN OPERATORS.	TO IDENTIFY POTENTIAL FOR CANADIAN EXPORTERS AND INTRODUCE THEM TO OPERATORS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 -----	
	QUARTER: 2 To establish and maintain contacts with Houston Plan operators.	Sixteen (16) new contacts (operators/agents/distributors) have been identified & registered.
	QUARTER: 3 To establish and maintain contact with Houston plan operators.	Two Canadian groups will open offices in Argentina and will bid at occasion of Houston IV call for tenders (March, 1989)
	QUARTER: 4 To establish and maintain contact with Houston plan operators.	One Cdn group bid at occasion of Houston IV call for tender (March) and stands an excellent chance of getting a concession in the Prov. of Santa Fe. Contacts have been established with 3 or 4 most important operators.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REPORT ON SEGBA'S DISTRIBUTION SYSTEM EXPANSION PROJECT WAS NOT COMPLETED, AS LOCAL DECISION TO SOURCE FROM LOCAL INDUSTRY VIRTUALLY PRECLUDES CDN PARTICIPATION.

THE STUDY FOR THE FEDERAL ENERGY SECRETARIAT'S POWER ENGINEERING PROJECT IS BEING CARRIED OUT BY LOCAL EXPERTS.

REPORT ON UP-DATED SCHEDULE OF TENDERS FOR SUPPLY OF SECONDARY EQUIPMENT FOR YACYRETA & PIEDRA DEL AGUILA HYDRO PROJECTS.

CDN SUPPLIERS WILL BE ALERTED ON BUSINESS OPPORTUNITIES, WITHIN PROJECTS FINANCED BY IADB, IBRD AND EDC.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Top level embassy support of efforts by Cdn consulting company with regard to Gabriel Terra project.

Project lost to Italian company. We are now looking down the road ref equipment and materials.

QUARTER: 4 -----

REPORT 4
89/10/10

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POST :631-BUENOS AIRES

014-EDUCATION,MEDICAL,HEALTH PROD
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IDENTIFICATION REQUIREMENTS (HOSPITAL EQUIPMENT) REF. IADB PROJ.

A)TO INTEREST POTENTIAL CDN SUPPLIERS
B)TO PROMOTE GROUP APPROACH. C)TO FACILITATE
PACKAGE BIDDING AND FINANCING.

MEDICAL EQUIPMENT MARKET SURVEY

A)TO IDENTIFY NEEDS & MARKETING CHANNELS.B)
TO INCREASE NO.CDN COYS IN MARKET. C)TO IN-
CREASE NO.OF REPRESENT. A

TO ORGANIZE MEDICAL EQUIPMENT CATALOGUE SHOW

TO INCREASE NUMBER OF REPRESENTATIONS IN
MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Medical equipment market survey.

Thirty (30) new contacts (agents/distributors)
have been identified and registered. Gathering
of market infos in process.

QUARTER: 3 To organize medical equipment catalogue show

49 Canadian companies participated,68 local com-
panies visited the show over 2 days.
Follow up under way

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :631-BUENOS AIRES

001-AGRI & FOOD PRODUCTS & SERVICE
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

POST WILL ATTEND THE YEARLY FESTIVAL OF HOLSTEIN CATTLE AT VILLA MARIA (CORDOBA) WITH PROMOTIONAL MATERIAL AND TO PRODUCE A DATA BASE OF POTENTIAL CUSTOMERS.

INCREASE OUR PROFILE AND BETTER PENETRATION OF POTENTIAL MARKET PLUS INCREASED SALES.

SEEDS & SPECIAL CROPS

SECTORIAL STUDY, SEEDS AND SPECIAL CROPS (ACTIVITY WAS DELAYED DUE TO OTHER COMMITMENTS AND POSTPONEMENT OF EVENTUAL MISSION TO FY 88/89).

A)TO IDENTIFY REQUIREMENTS & MARKETING CHANNELS. B)TO INCREASE NUMBER OR REPS OF CDN COS IN MARKET PLACE.

SEMI & PROCESSED FOOD & DRINK

SEMI PROCESSED AND PROCESSED FOOD MARKET SURVEY

A)TO IDENTIFY IMPORT NEEDS AND MARKETING CHANNELS. B)TO INCREASE CDN COYS AND REPS. IN MARKET

ANIMAL FEED ADDITIVE SECTORIAL STUDY

A)TO IDENTIFY REQUIREMENTS & MARKETING CHANNELS. B)TO INCREASE NO.OF CDN COS ACTIVE IN MARKET. C)TO INCREASE NUMBER OF REPS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATION TO YEARLY FESTIVAL OF HOLSTEIN CATTLE AT VILLA MARIA WITH PROMOTIONAL MATERIAL.

PARTICIPATION HAS INCREASED CDA PROFILE WITH LOACL INDUSTRY. - 148 SPECIFIC TRADE ENQUIRIES - \$80,000/\$100,000 IN SALES (SEMEX)

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :631-BUENOS AIRES

001-AGRI & FOOD PRODUCTS & SERVICE
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CIDA FUNDED STUDY FOR IRRIGATION PROJECT IN RELATION TO POTATO CULTIVATION, INCLUDING DEMONSTRATION IN SITU OF CDN TECHNOLOGY IN THIS AREA.

KEEP OUR PRESENT HIGH MARKET SHARE.

CIDA FUNDED STUDY FOR POTATO STORAGE TECHNOLOGY AND WHICH COULD BE THE BEGINNING OF AN INDUSTRIALIZATION PLAN FOR THE POTATO INDUSTRY.

KEEP OUR PRESENT HIGH MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO INITIATE CIDA FUNDED STUDY FOR IRRIGATION PROJECT IN RELATION TO POTATO CULTIVATION

CIDA FUNDING HAS BEEN APPROVED AND PROJECT INITIATED. WILL HELP KEEP OUR PRESENT HIGH MARKET SHARE & SHOULD LEAD TO SALES OF CDN IRRIGATION EQUIPMENT.

QUARTER: 1 TO INITIATE CIDA FUNDED STUDY FOR POTATO STORAGE FACILITIES AS A BEGINNING OF AN INDUSTRIALIZATION FOR THE POTATO INDUSTRY.

CIDA FUNDING HAS BEEN APPROVED AND PROJECT INITIATED. WILL HELP KEEP OUR PRESENT HIGH MARKET SHARE AND SHOULD LEAD TO SALES OF CDN SERVICES AND EQUIPMENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :631-BUENOS AIRES

014-EDUCATION, MEDICAL, HEALTH PROD
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MARKET SURVEY, MEDICAL AND BIOLOGICAL PRODUCTS

MARKET SURVEY, MEDICAL EQUIPMENT

ANTICIPATED RESULTS:

A) TO IDENTIFY NEEDS & MKTG CHANNELS. B) TO INCREASE NUMBER OF CDN COYS IN MARKET & NUMBER OF REPRESENTATIONS.

A) TO IDENTIFY NEEDS & MARKETING CHANNELS
B) TO INCREASE NUMBER OF CDN COYS IN MARKET AND NUMBER OF REPS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

POST :631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TOP LEVEL EMBASSY SUPPORT OF EFFORTS BY CONSULTING COMPANY LAVALIN, IN ORDER TO OFFSET STRONG POSITION GAINED BY FRENCH CONSULTANTS.

AWARD OF CONSULTANCY CONTRACT FOR GABRIEL TERRA REHABILITATION, WHICH COULD LEAD TO A) TRANSMISSION LINES CONSULT. & B) SPEC. OPPORT. FOR CDN SUPPLIERS OF EQPT/MAT. FOR BOTH PROJ.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO SUPPORT LAVALIN INT REF GABRIEL TERRA DAM PROJECT TO OFFSET STRONG POSITION GAINED BY FRENCH CONSULTANTS.

LAVALIN HAS BEEN PRE-QUALIFIED. REPRESENTATIONS ON BEHALF OF CDN COMPANY HAVE BEEN MADE AT HIGHEST LEVELS (PRESIDENT, VICE PRESIDENT, FOREIGN AND ENERGY MINISTERS).

QUARTER: 2 Top level Embassy support of efforts by consulting company Lavalin, in order to offset strong position gained by Fench consultants. (Consultancy contract for Gabriel Terra Dam Rehabilitation).

Representa'ns have been made to highest levels of Uruguayan govt. (President & Vice-President). Contract not awarded yet. Lavalin seems in a good position to win contract. Pre-requisite for supply equipment/materials from Canada.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 3 visits of B. Hitzler, SAC of Credit Programme. Relating to visits to major bank to give info on TDC Programme.

QUARTER: 4 series of meetings for pulsed and Conch. Seminars were held to which were invited agents, farmers, potential agents, technicians.

Cdn cattle continue to maintain strong market price. Our last assistance to Uruguay is high approx. \$ 2 million. Excellent reaction to our participation, sales made at fair prices, cattle, wool, goats and pelts.

ECK can now offer up results on which most of the C.C.C. allowing Canadian firms to remain competitive in financing.

Regular opportunities in demonstrating technical quality of Canadian goods and goods to audiences ranging between 25 and 50 persons. Part of long term strategy to increase Canadian market share.

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

POST :631-BUENOS AIRES

CIDA's Vice President (Industrial Cooperation) visit
(Jan 26 - Feb 6) D.T.
Governor General visit to Uruguay (Feb 9-11) DT/DH/HG

Quebec Mines Minister's to visit to San Juan (Feb 25 -
March 3) DT/BP

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :643-CARACAS

001-AGRI & FOOD PRODUCTS & SERVICE
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

DAIRY CATTLE MGT WORKSHOPS 2 PER YEAR

SCIENTISTS AND PATHOLOGISTS INTERCHANGES

MARKET EVALUATION OF SEED POTATO SALES OPPORTUNITIES IN ANDEAN REGION

PROMOTION AT TRIAL SITE

TECHNICAL COOPERATION ON PLOT WORK TO ENSURE APPROPRIATE RESULT.

ANTICIPATED RESULTS:

INCREASE MKT SHARE

IMPROVE UNDERSTANDING OF CDN HEALTH STATUS AND VERIFICATION TESTING PROCEDURES PRIOR TO EXPORT.

INCREASE TOTAL MARKET SHARE TO 90%.

MAINTENANCE OF MARKET SHARE

MAINTENANCE OF MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 FARM VISITS AND SEMINARS TO PROMOTE CATTLE SALES

QUARTER: 2 Farm visits & vet. visits fm Cda to provide tech'l assistance to farmers using Cdn cattle. Participation at Maracaibo Agriculture Product Trade Fair with eight Canadian companies.

QUARTER: 3 Visit of G. Kittleson, EDC Ag Credit Programme. Briefing & visits to major Venz banks to give info on EDC Programme.

QUARTER: 4 Series of missions for pulses and Canola. Seminars were held to which were invited econs, farmers, potential agents, technicians.

QUARTERLY RESULTS REPORTED:

CONTINUED SALES SUCCESS.

Cdn cattle continue to maintain strong market share. Our tech assistance to farmers is much appreciated & earns increased sales. Excellent reception to our participation. Sales made at fair-swine, cattle, bees, goats and pulses.

EDC can now offer ag credits to match those of USA C.C.C. allowing Canadian firms to remain competitive in financing.

Major opportunity to demonstrate technical quality of Canadian pulses and canola to audiences ranging between 25 and 50 persons. Part of long term strategy to increase Canadian market share.

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POST :643-CARACAS

005-ADVANCED TECH. PROD. & SERV
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

FINDING MORE AGENTS TO REPRESENT CDN COMPANIES

INCREASE IN NUMBER OF CANADIAN COMPANIES REPRESENTED

??????

CONTINUE SEARCHING FOR ADEQUATE REPRESENTATIVES FOR CANADIAN COMPANIES IN THE FIELD OF HARDWARE AND SOFTWARE

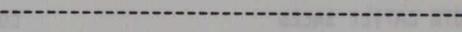
OBTAIN GREATER NUMBER OF VENEZUELAN FIRMS REPRESENTING CANADIAN COMPANIES AS LOCAL AGENTS.

CONTINUE PROMOTING CANADIAN SOFTWARE TO PETROLEUM INDUSTRY.

CREATE SALES OF CANADIAN SOFTWARE TO PETROLEUM INDUSTRY OF \$1-2 MILLION.

CONTACT VENEZUELAN INFORMATICS COMPANIES TO PROMOTE POSSIBLE JOINT VENTURES.

INCREASE CANADIAN POTENTIAL OF ENTERING HIGHLY COMPETITIVE MARKET.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Participation in Venez INFORVEN trade fair with our info booth. Literature from ten Canadian companies on display and given out to Venez. importers.

Excellent reception to our participation. Some 2000 Venez. stopped at booth to look, talk, to take literature. Follow-up is proceeding.

QUARTER: 3 Participation at Momexpo in Caracas with info booth displaying literature from twelve Cdn. firms.

Initial introduction of Cdn firms into Venez. market.

QUARTER: 4 -----

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POST :643-CARACAS

009-FOREST PRODUCTS,EQUIP,SERVICES
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

INCREASED AWARENESS & RECOMMENDATIONS TO
CANADIAN SUPPLIERS ON MARKET STRATEGY.

CONTINUE TO ASSIST CANADIAN BIDDERS ON UVERITO PROJECT.

OBTAIN CONTRACT FOR A CANADIAN CO. POTENTIAL
SUPPLY OF CDN SERVICE AND EQUIPMENT WORTH
\$300 MILLION.

TO CONDUCT A NEWSPRINT & PULP MARKET SURVEY.

MAINTAIN KNOWLEDGE OF MARKET AND REPORT CHANGES
AND SITUATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ORINOCO PULP AND PAPER PROJECT. -ASSISTED
ABITIBI PRICE AND CONSOLIDATED BATHURST BY
CALLING ON MINISTERS, NEWSPAPER OWNERS AND
OFFICIALS.

ABITIBI PRICE SELECTED AS ONE OF PARTNERS IN
\$500 MILLION PROJECT.

QUARTER: 2 Visit of three senior executives of Venez
forestry companies to Montreal-Quebec-Toronto
for SILVALOG SHOW.

Local government agency has large BID credit to
buy forestry equipment. They have already hired
Canadian Consultant and bought fire fighting
equipments.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :643-CARACAS

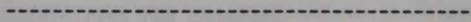
003-GRAINS AND OILSEEDS
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

- DEDICATE MORE TIME TO INVOLVING CANOLA MARKET.
- REPRESENTATIONS TO VEN GOV TO ALLOW FEED WHEAT AND BARELY.
- REPRESENTATIONS TO INCREASE LIMIT OF 10% OF FOB PRICE FOR SHIPPING COST PREFERENTIAL DLRS.

ANTICIPATED RESULTS:

- INTRODUCTION OF CANOLA TO VENEZUELA
- ACCESS FEED MARKET.
- IMPROVE CDN COMPETITIVENESS AS LONG DISTANCE EXPORTER.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

POST :643-CARACAS

Visit of Governor General of Canada to Caracas

Visit of HMCS Preserver to La Guaira and Maracaibo

Inauguration of new Venezuelan President

Visit of Quebec Minister of Inter government Affairs

Visit of New Brunswick Ministers of Energy and Agriculture

Riots in Venezuela causing much increased consular workload

Hiring of new Commercial Officer

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AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :646-GUATEMALA

012-CHEM PROD & PETROCHEM,EQP,SERV
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

INTIMATE FOLLOW-UP ON ENGINEERING CONSTRUCTION & EQPT. STAGES OF
EL PENATE PIPELINE & STORAGE TANKS

ANTICIPATED RESULTS:

SALES OF SERVICES & EQPT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 As a complement of recent activity by Cdn
companies in this sector to seek further invol-
vement by Cdn companies and to assist Ministry
and Petro Canada in organizing Seminar to
involve Cdn resource firms.

Assisted Petro Canada/PCIAC delegate in program
and meetings to organize Seminar on Gtmla's
petroleum industry in Alberta which will be held
on Oct. 17th.

QUARTER: 3 -----

QUARTER: 4 -----

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

001-AGRI & FOOD PRODUCTS & SERVICE
GUATEMALA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	PROMOTION OF SALES OF DAIRY & BEEF CATTLE.	MAKE INITIAL SALES OF CATTLE.
	CONTINUED MARKETING EFFORTS FOR FURTHER INTRODUCTION OF SWINE STOCK TO GUATEMALA.	INITIAL SALES OF SWINE STOCK.
	INVESTIGATE PROSPECTS FOR WHEAT SALES & OTHER GRAINS AS WELL AS EQPT. IN THE AGRICULTURE SECTOR.	IDENTIFICATION OF WHEAT MARKET AND COMPETITION. INCREASE AGRIC. EQUIPMENT SALES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 CONTINUED PROMOTIONAL EFFORTS TO INCREASE SWINE LIVESTOCK SALES TO GUATEMALA.	COORDINATING INCOMING TRIP WITH GUATEMALAN SWINE BREEDERS ASSOCIATION TO LEARN ABOUT CANADIAN CAPABILITIES AND PURCHASE OF BREEDING STOCK.
	QUARTER: 2 -----	
	QUARTER: 3 -----	
	QUARTER: 4 -----	

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POST :646-GUATEMALA

017-OTHER SERVICES
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED SUPPORT AND FOLLOW-UP ON LONG OVERDUE FEGUA OBLIGATION WITH GOVERNMENT AUTHORITIES.

GUATEMALAN GOVERNMENT DIRECTOR OF EXTERNAL FINANCE PLANNING TRIP TO CANADA IN MID-JULY TO NEGOTIATE POSSIBLE SOLUTION TO FEGUA OUTSTANDING OBLIGATION.

QUARTER: 2 Continue efforts to settle Guatemala's outstanding obligations with the EDC.

Negotiations between EDC and Guatemala's Authorities have progressed as a result of bilateral meetings held in Ottawa. Also, \$55,000 debt to CPCS is to be finally resolved in near future.

QUARTER: 3 To maintain close contact with Ministry of Finance and Fegua officials to seek solution to the EDC/FEGUA outstanding obligation.

Director of External Financing and Manager of FEGUA travelling to Canada in mid-January to continue negotiations with EDC.

QUARTER: 4 To render complete support to Canadian companies looking at investment and joint ventures in Guatemala.

(a) Met with Inco executive to discuss plans for their EXMIBAL nickel processing plant in Guatemala. (b) Assisted in program for the CASCADES Group who are looking at investment in the CELGUSA pulp plant.

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

POST :646-GUATEMALA

Visit by the Canadian National Defense College

Attendance at Asbestos Strategy Seminar in Mexico

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POST :653-HAVANA

005-ADVANCED TECH. PROD. & SERV
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

TECHNICAL SEMINAR BY TELECOM MANUFACTURER.

TO INSPIRE CUBAN CONFIDENCE IN THIS NEW TECHN
-EXPOSE 60 KEYS USERS TO MANUF'RS PROD.LICEN-
SE MANUF'G AGREEM WITH MINBAS -CONVINE MINAG
TO BUY SYST.-REFRESH KNOWL OF CUBAN OFF'S WHO

SPILSBURY SEMINAR

INTROD.75 TECHNICIANS TO THEIR EQPT.-COUNTE-
RCAT PROMOTIONAL EFFORTS OF COMPETITORS. - I-
IDENTIFY JOINT VENTURE WITH MINISTRY OF COMMU-
NICATION.

ORGANIZE PRESENTATIONS TO COMMUNICATION EXPERTS AND UNIVERSITIES
IN HAVANA AND SANTIAGO ON CDN CAPABILITIES.

OBTAIN T.V.COVERAGE NATIONWIDE - EXPOSE CUBAN
TECHNICIANS TO CDN CAPABILITIES & INFLUENCE
CUBAN END USERS TO BUY CDN PRODUCTS.

ORGANIZE MAIL CAMPAIGN OF CDN COMPANY BROCHURES.

REACH KEY DECISION MAKERS - INTRODUCE NEW CDN
PRODUCTS TO CUBAN CLIENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAINTAIN PRESENCE OF MITEL/MICROTEL IN THE MAR-
KET BY ASSISTING THEM IN THEIR DEALINGS WITH
LOCAL BUYERS.
PROMOTE SALES OF OTHER COMMUNICATIONS RELATED.

MITEL IS CURRENTLY NEGOTIATING ADDITIONAL SALES
OF 5-6 TEL SYST FOR CUBANACAN. 2. AN OFFICER FM
GENCAB CDA VISITED HAVANA TO PROMOTE SALES OF
TELECOM RELATED EQPT,PARTICULARLY 1 PIECE OF
EQPT DESIGNED TO EXTRACT MOISTURE FM TEL LINES.

QUARTER: 2 Maintain presence of Mitel/Microtel in the
market by assisting them in dealings with local
buyers.

Microtel sold 2 used public office systems to
Cuba to be used as spare parts for existing
similar eqpt. in Havana.Mitel completed instal-
la'n of large PBX at Jose Marti Airport & is
pursuing add'l bus. opps. in sales to hotel ind.

QUARTER: 3 Maintain presence of Mitel/Microtel in the mar-
ket by assisting them in dealings with local
buyers.

Mitel continues to obtain additional orders for
PABX for Cuba's tourist hotel industry. A visit
of two Mitel reps. is planned for January 89.
Its objectives are to discuss opening of Mitel
office.

QUARTER: 4 Assisting Mitel to increase their market in
Cuba.

Mitel continues to sell selected products in
Cuba.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :653-HAVANA

016-INDUSTRIAL MACHIN,PLANTS,SERV.
CUBA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TESTING OF ASBESTOS BY CUBAN TECHNICIANS

CONVINCE CUBANS THAT ASBESTOS IS A SAFE PROD.
AGREEMENT THAT CDN ASBESTOS IS SAFER THAN AS-
BESTOS FM BRAZIL.- INCREASE SALES BY ONE-
THIRD.

SEMINAR ON LIGHTING EQUIPMENT. FOLLOW UP SEMINAR ON ASBESTOS.
SEMINAR ON SOLAR ENERGY.

EXPLAIN TECHNOLOGY INVOLVED AND GAIN ACCEP-
TANCE OF CDN PRODUCTS. - MINIMIZE EFFECTS OF
COMPETITION.

IDENTIFY AND CONTACT ENLARGED NUMBER OF END USERS WITH HELP OF
MINBAS AND NATIONAL ENERGY COMMISSION.

DISSEMINATE INFORMATION ON CDN CAPABILITIES.
IDENTIFY NEW PROJECTS. - INFLUENCE PURCHASE
DECISIONS.

DISTRIBUTION OF COMPANY CATALOGUES.

ENSURE KEY CUBAN OFFICIALS AWARE OF LATEST
CDN PRODUCTIONS.

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 :653-HAVANA

015-CONSTRUCTION INDUSTRY
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

40 STOREY BUILDING PROJECT FOR CUBAN GOVERNMENT (CECE).

CDN COMPANY WILL BE AWARDED DESIGN TESTING CONTRACT. CDN COMPANIES WILL BE INVITED TO BID ON CONSTRUCTION CONTRACT.

TOURIST INDUSTRY CONSTRUCTION AND RENOVATION PROJECTS.

CANADIANS TO RECEIVE REQUEST FOR QUOTATIONS ON VARIOUS SPECIFIC PROJECTS.

PROMOTE JOINT VENTURE POSSIBILITIES

INCREASED CDN INVOLVEMENT IN CONSTRUCTION PROJECTS. - CDN CO-MANAGEMENT OF TOURIST HOTELS AND FOLLOW UP SALES.

PROMOTE NEW FINANCIAL APPROACHES

INCREASED CDN INVOLVEMENT IN CONSTRUCTION PROJECTS.- EXPECTED NUMBER OF CDN COMPANIES INVOLVED IN CUBAN MARKET TO INCREASE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOWED UP WITH CUBANACAN/CUBALSE RE:TOURIST/
DIPLOMATIC CONSTRUCTION PROJECTS.

SSSI AWARDED A MAJOR CONTRACT FOR CONSTRUCTION OF NEW DIPLOMARKET IN HAVANA FOR CUBALSE. SSSI ALSO NEGOTIATING GLASS CONTRACT FOR NEW HOTEL IN SANTIAGO.

QUARTER: 2 Construction of Jose Marti Airport Bldg II was completed.
Cubans approved construction of 15-storey hotel and 2000 seat theater in Santiago de Cuba.

Successful implementa'n of this proj. by SSSI translated into 3 contracts for the construc'n of 3 seperate airport terminal bldgs in Mantanzas, Holguin & Camaguey. SSSI will supply special bldg. mat. for these projs. valued at \$51-60mnCdn

QUARTER: 3 a) Jose Marti Int'l Airport Terminal II opened mid Nov.88.
b) Cubans approved construction of 15-storey hotel and theater in Santiago de Cuba and new airport in Varadero.

SSSI has good chances ti win contracts for parts of these projects, valued at Cdn.\$6-7 million.

QUARTER: 4 - Opportunities for canadian companies for 1991 Pan American games.
- First Canadian greenhouse deal in Cuba.

- Two canadian companies negotiated for track and filed supplies (500 K) and swimming pool complex (2.0 million) & sport equipment (200K).
- Westbrook sold a greenhouse (125 K).

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

POST : 653-HAVANA

Annual Canada-Cuba fisheries joint committee was held in Havana: agreement signed to purch. 2 MM plus cdn fish prod. Agreement signed by Cuban cultural trading enterprise and a Cdn compact disc manufacturer to produce Cuban discs in Cda. Agreement was initiated between Cuba and Canada Dry to establish a bottling facility in Cuba for some Canada Dry prod. N.B. potatoes exporters visited Cuba in a mission led by NB Min of Agric to identify Cuba's 1989 seed potato requirement Helvellyn signed MOU with Minbas regarding lubricants. If activity undertaken Helvellyn will provide financing(\$5-10MM Oil & Gas: a group of 4 cos of Alberta visited Cuba to discuss investment requirement. 1 co signed a letter of intent

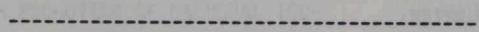
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :657-KINGSTON

013-CONSUMER PRODUCTS & SERVICES
BAHAMAS

<p>PLANNING: ACTIVITIES PROPOSED IN POST PLAN:</p> <p>DIRECT REPRESENTATIONS TO MAJOR IMPORTERS TO INTEREST THEM IN HIGH FASHION CANADIAN CLOTHING</p> <p>CANADIAN FASHION EVENING/RECEPTION TO BE HELD FEBRUARY 1989.</p> <p>REPORT TO BE PREPARED ON BAHAMIAN JEWELLERY MARKET AND CIRCULATED TO CDN SUPPLIERS.</p>	<p>ANTICIPATED RESULTS:</p> <p>2 NEW BUYING CONNECTIONS</p> <p>INQUIRIES FOR CANADIAN PRODUCT BY THREE LOCAL FIRMS.</p> <p>VISIT TO MARKET BY THREE CDN SUPPLIERS.</p>
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<p>TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:</p> <p>QUARTER: 1 -----</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 -----</p> <p>QUARTER: 4 -----</p>	<p>QUARTERLY RESULTS REPORTED:</p>
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QUARTER 1 - Meetings with Ministry and Minister of Trade - part 2nd purchase of bean & spring 300 aircraft

QUARTER 2 - Trade Commissioner and High Commissioner visited Minister of Transport and Personnel Secretary February 1988 - final decision pending

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

015-CONSTRUCTION INDUSTRY
BAHAMAS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INVENTORY OF PLANNED PROJECTS TO BE PREPARED BY JULY 1988 AND
CIRCULATED TO CANADIAN COMPANIES.

VISIT TO MARKET BY FOUR FIRMS.

LOCAL EXECUTING AGENCIES TO BE APPROACHED DIRECTLY IN A SERIES OF
MARKETING CALLS WITH HIGH COMMISSIONER'S SUPPORT.

EACH PROJECT TO INCLUDE AT LEAST 2 CANADIAN
COMPANIES ON PREQUALIFIED LIST.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :657-KINGSTON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WILL MEET WITH BAHAMASAIR,MIN OF TRANSPORT AND OTHER INTERESTED PARTIES IN COOPERATION WITH EDC AND DEHAVILLAND TO PROMOTE DASH 8 OPTION. MEETINGS TO BE HELD EVERY TWO MONTHS AT A MINIMUM.

SALE OF 5 DASH 8 AIRCRAFT

WILL CONTINUE SERIES OF MEETINGS WITH PROMOTERS OF PARADISE ISLAND AIRPORT TO PUSH FOR CANADIAN DESIGN AND CONTRUST BID. MEE- TINGS TO BE HELD EVERY TWO MONTHS.

AWARD TO CDN GROUP OF CONTRACT FOR AIRPORT DESIGN/CONSTRUCTION

WILL CONTINUE SERIES OF MEETINGS WITH PROMOTERS OF BALMORAL ISL- AND CRUISE SHIP FACILITIES TO PUSH FOR CDN DESIGN AND CONSTRUCT BID. MEETINGS TO BE HELD EVERY TWO MONTHS.

AWARD TO CDN GROUP OF CONTRACT FOR CRUISE SHIP FACILITIES DESIGN/CONSTRUCTION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Meetings with Bahamasair and Minister of Trans- port Re: purchase of Dash 8 Series 300 Aircraft

Trade Commissioner and High Commissioner visited Minister of Transport and Permanent Secretary, February 1989. Final decision pending.

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

POST :657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE
BAHAMAS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WILL HOLD "BEVERAGE PRODUCT" RECEPTION IN JUNE 1988. FUNCTION TO BE COMBINATION CATALOGUE SHOW/COCKTAILS.

THREE NEW AGENCIES IN FISCAL 1988/89.

WILL HOLD "PORTION PACK" RECEPTION IN OCTOBER 1988. FUNCTION AS ABOVE.

THREE NEW AGENCIES IN FISCAL 1988/89.

MAKE DIRECT PRESENTATIONS TO MAJOR PROCESSED FOOD IMPORTERS TO INTEREST THEM IN CDN SUPPLIERS AND POSSIBILITY OF BUYING LESS THAN CONTAINER LOADS.

INCREASED PROCUREMENT IN CANADA BY THE FIVE LEADING BAHAMIAN PROCESSED FOOD IMPORTERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

IN COOPERATION WITH ONTARIO FOOD PRODUCTS MISSION EXPECTED OCT. 1988 HOLD PRODUCT INFORMATION EVENING FOCUSING ON PORTION CONTROL PRODUCTS.

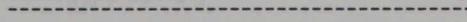
THREE (3) NEW AGENCY AGREEMENTS

PREPARE IN EARLY 1989 UPDATE TO 1986 FOOD PRODUCTS SURVEY AND CIRCULATE TO MAJOR EXPORTERS.

ALLOW CDN EXPORTERS TO TAKE ADVANTAGE OF NEW OPPORTUNITIES THAT HAVE DEVELOPED AND CONSUMMATE ADDITIONAL SALES.

INVESTIGATE MARKET FOR CANADIAN DAIRY PRODUCTS AND THE POSSIBILITY OF LICENCE MANUFACTURE.

MAKE LARGE CDN FIRMS AWARE OF OPPORTUNITIES IN THIS AREA AND ARRANGE AT LEAST ONE LICENCE



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Direct presentation major processed food importers to interest them in Canadian suppliers and buying less than container loads.

Presently trying to source creamed cheese from major Canadian supplier for major Jamaican importers.

QUARTER: 3 -----

QUARTER: 4 Direct presentation to major processed food importers Re: increased procurement from Canada

Introduced representative of McCain's Canada to C.E.O. of large Jamaican Corp wanting to establish food distribution company. Indications are very favourable.

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

005-ADVANCED TECH. PROD. & SERV
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PROVIDE MARKET INFO ON JTC'S REHAB PROGRAM TO EDC AND EXTOTT THAT WILL PROVIDE BASIS FOR ESTABLISHMENT OF TELECOM LINE OF CREDIT IN JAMAICA

MAKE DIRECT REPRESENTATIONS TO JAMAICA TELEPHONE CO IN SUPPORT OF CANADIAN EQUIPMENT SUPPLIERS.

PREPARE MARKET REPORT ON JAMAICAN TELECOM NEEDS IN PERIOD 1988-1992. CIRCULATE TO CANADIAN INDUSTRY.

ANTICIPATED RESULTS:

ESTABLISHMENT OF \$40-60 MILLION EDC LINE OF CREDIT BY MID 1988.

SALES IN 1988-89 OF \$12 MILLION

VISIT TO MKT BY MINIMUM 4 CDN FIRMS INTERESTED IN MARKETING TO JAMAICA TELEPHONE SALES THROUGH LOC.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Arranged meetings between Jamintel and GNX Ltd of Markham, Ont, Re: setting up of technician upgrade courses.

QUARTERLY RESULTS REPORTED:

Mr. Paul Ireland, Vice President of GNX Ltd introduced to Don Lee, Jamintel's Vice President, Planning. GNX to submit formal proposal, May 1989.

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89/10/10

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

009-FOREST PRODUCTS,EQUIP,SERVICES
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

SURVEY OF JAMAICAN PACKAGING REQUIREMENTS TO BE CIRCULATED 12/87

VISIT TO MARKET BY MINIMUM 3 CDN EXPORTERS

PRESENTATION TO BE MADE TO JAMAICA COMMODITY TRADING CO ON CDN
SOFTWOOD LUMBER

DIVERSIFICATION OF JAMAICAN SOURCING FROM
SOUTHERN PINE BUREAU MEMBERS (USA)

VISIT TO JAMAICA BY TECHNICAL EXPERT FROM COFI OR SIMILAR ORGANI-
SATION.

DIVERSIFICATION OF JAMAICAN SOURCING FROM
SOUTHERN PINE BUREAU MEMBERS (USA)

DIRECT FOLLOW UP WITH RECIPIENTS OF PACKAGING SURVEY.

VISIT TO MARKET BY 3 CDN COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Discussions with Jamaica Commodity Trading
Corporation on Canadian softwood lumber.

\$2.0 m (Cdn) of softwood lumber donated through
CIDA as part of hurricane relief programme.
Good entry for further commercial sales.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/10/10

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

007-POWER & ENERGY EQUIP. & SERV.
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WILL ARRANGE FOR PRESENTATION BY ONTARIO HYDRO AT HIGHEST LEVELS OF JAMAICAN GOVERNMENT THEIR PROPOSAL FOR SITING A RECONDITIONED COAL POWER PLANT IN JAMAICA.

SALE OF RECONDITIONED COAL FIRED POWER PLANT WITH VALUE OF ROUGHLY \$50M.

ESTABLISH DIRECT CONTACT WITH CANADIAN TRANSMISSION AND DISTRIBUTION EQUIPMENT MFRS TO ADVISE THEM OF POWER IV OPPORTUNITIES.

SOURCING OF MINIMUM \$2.0 M WORTH OF CANADIAN EQUIPMENT FOR PROJECT.

DIRECT REPRESENTATIONS TO THE PETROLEUM CORP OF JAMAICA REGARDING THE BID OF MACROCAN POWER FOR A COGEN PLANT.

SALE OF \$10.0M WORTH OF POWER GENERATION EQUIPMENT AND SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Discussions with Jamaica Public Service Co re: purchase of specialized utility trucks from Canada.

Approached E.D.C. in this regard. Matter still at preliminary stage.

QUARTER: 3 Discussions with the Bahamas Electricity Corp with regard to establishing a line of credit with EDC .

Arranged for meeting between New Manager of EDC's Latin America Div & General Manager of Bahamas Electricity Corp to discuss line of credit. Indications are favourable.

QUARTER: 4 Meetings with General Manager Jamaica Public Service Co Re: Power IV Project.

Project delayed due to recent Jamaican elections

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

001-AGRI & FOOD PRODUCTS & SERVICE
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANADA LIVESTOCK SEMINAR

INCREASE FAMILIARITY WITH CDN LIVESTOCK

SETTING UP INFORMATION SESSIONS WITH LIVESTOCK BREEDERS

RECONFIRM CANADA AS DEPENDABLE SUPPLIER OF
PUREBRED CATTLE AND SEMEN

CONDUCT MARKET SURVEY TO IDENTIFY POTENTIAL FOR CANADIAN AGRICUL-
TURE PRODUCTS

TO STIMULATE ADDITIONAL EXPORTS OF PULSES AND
LIVESTOCK

ORGANIZE VISIT TO ROYAL WINTER FAIR

INCREASE SALES OF DAIRY CATTLE TO \$1.817

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)PRODUCE REPORT ON AGRICULTURE. B)ORGANIZATION
OF LIVESTOCK SEMINAR/MISSION TO PERU & BOLIVIA.
C)ASSISTED FONGAL CAJAMARCA FARMERS ON ACQUISITION
OF DAIRY CATTLE.

A)50% COMPLETED FOR JUNE. B)HELPING TO ESTABLISH
CDA AS DEPENDABLE SUPPLIER OF LIVESTOCK.
C)MORE PURCHASES OF DAIRY CATTLE TO PERUVIAN
FARMERS.

QUARTER: 2 Report on Agriculture Sector.
Assisted Ont. Govt. with organization of live-
stock visit to Lima/Seminar in Santa Cruz,
Bolivia. Participation of 2 Cdn speakers in
Swine Seminar (Nov. 88).

100% completed.
Visits to several swine and cattle farms in Lima
and Seminar in Bolivia were successfully organi-
zed. Will count with 2 Cdn speakers and Cda
will exhibit swine livestock during AGROTEC 88.

QUARTER: 3 Participation of Cdn judges in Agrotec '88(Nov.
in Lima) for both dairy cattle and swine.

Cdn judges were extremely well received and gave
very high profile to Cdn capacity in livestock
sector.

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :639-LIMA

011-OIL & GAS EQUIPMENT,SERVICES
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INCREASE AND IMPROVE CONTACTS WITH PETROPERU AND PETROMAR, ESPECIALLY WITH THE PROCUREMENT OFFICE OF PETROPERU.

INCREASE THE NUMBER OF CANADIAN COMPANIES ON THE ELIGIBLE BIDDERS LIST OF PETROPERU AND PETROMAR.

DEVELOP CONTACTS WITH FIELD TECHNICIANS AND PROJECT MANAGERS PARTICULARLY IN TALARA AND IQUITOS.

INCREASE AWARENESS OF CANADIAN CAPABILITIES IN THE OIL AND GAS SECTOR.

DEVELOP RELATIONS WITH REPRESENTATIVES/AGENTS INVOLVED IN THE PETROLEUM SECTOR.

INCREASE AWARENESS OF CANADIAN CAPABILITIES IN THE OIL AND GAS SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)SELECTED INVITEES FOR NAT'L PETROLEUM SHOW 88 (CALGARY):2 PERUVIAN,1 BOLIVIAN. B)SELECTED INVITEES FROM PERU & BOLIVIA FOR ASIPID 88 (TRAINING COURSE).

A)INVITEES WELL IMPRESSED WITH CDN TECHNOLOGY; POSSIBILITY AGREEMENT SIGNING BETWEEN PETROPERU & PETROCANADA. B)BOLIVIAN PARTICIPANT FROM YPFB ATTENDED.

QUARTER: 2 Prepared updated report on Petroleum Sector. Follow up with Petroperu officials that visited NPS 88.

Briefed DEA and Cdn companies on last agreements reached by Peruvian Govt. on Petroleum sector. Possible technology transfer agreement between Petroperu and Petrocanada.

QUARTER: 3 a) Worked with number of Cdn cos on presenting bids and following up several tenders called by Petroperu.
b) Collaborated closely with Kenting AIOB contract in Bolivia.

Three Cdn companies won tender competitions i.e. Lavalin, TransCanada Pipelines and Nova Corp.

QUARTER: 4 Increase and improve contacts with Petroperu, Petromar and YPFB. Develop relations with representatives/agents involved in the petroleum sector in Peru/ Bolivia.

Updated oil report for Peru. Still meeting with people in sector. Two potential agents in Peru and two for Bolivia have been approached.

639 - LIMA

PERU

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

MINE, METAL, MINERAL PROD & SRV

??????

COUNCIL BUSINESS CONTACTS REQUESTING IMMIGRANT VISAS & COLLABORATE
CLOSELY WITH EMBASSY IMMIGRATION OFFICER.

NO. OF UNPRECEDENTED HIGH QUALITY EMPLOY-
MENT GENERATING PERUVIAN IMMIGRANT IN-
VESTORS.

MULTIPLE SECTORS

ALL SUB-SECTORS

OFFER ENCOURAGEMENT & ASSISTANCE TO PERUVIAN MANUFACTURERS WHICH
EXPRESS AN INTEREST IN DIRECT INVESTMENT IN CANADA.

SEVERAL DIRECT INVESTMENT IN CANADA BY
PERUVIAN ENTREPRENEURS/MANUFACTURERS.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

639 - LIMA PERU

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

IMPORTANT PERUVIAN INVESTOR IN PLASTIC INDUSTRY WAS PROVIDED WITH USEFUL INFO AND CONTACTS FOR HIS INVESTIGATION TRIP TO CANADA.

PERUVIAN INVESTOR VERY IMPRESSED WITH OPPORTUNITIES IN CANADA AND WILL APPLY FOR IMMIGRANT VISA

QUARTER : 2

QUARTER : 3

QUARTER : 4

ACTIVITIES UNDERTAKEN IN QUARTER

CONTINUED RESULTS REPORTED:

QUARTER 1 FURTHER DEVELOP BILATERAL AGRICULTURAL RELATIONS
CONTINUE BILATERAL SEED POTATO AGREEMENT
- ACCORD SIGNING DURING VISIT OF MEX. MISS.

ORGANIZED MEETING OF JOINT AGRIC. COMMISSION WHICH SUCCEEDED IN GREATLY REDUCING NUMBER OF SEED POTATOES TRADING THROUGH MIDDLEMEN IN FAVOR OF DIRECT EXPORTS TO CANADA.

QUARTER 2 INCREASED LEVEL OF CONTACTS WITH INVESTOR GROUPS
- VISIT TO CANADA BY PERUVIAN INVESTOR

PERUVIAN INVESTOR VISITED CANADA AND WAS IMPRESSED WITH OPPORTUNITIES IN CANADA AND WILL APPLY FOR IMMIGRANT VISA.

QUARTER 3 ACTION UNDERWAY TO PROMOTE EXPORTS
- PROMOTION OF CANADIAN ENTRY LITIGATION
- PROMOTION FOR TECHNOLOGY TRANSFER

TECHNOLOGY TRANSFER MARKET FOR 140,000 CARRY OVER (1987)
1988 EST. MARKET FOR 150,000
1989 EST. MARKET FOR 160,000

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

POST :639-LIMA

Organised Canola Seminar in Lima 7.3.89.

Meetings with CSP and ICE to expedite Corpac Security Countertrade Agreement, and security project for Tintaya mine.
Meetings with ENCI's import manager to finalise sale of milk powder to Peru (Cdn \$7,600,000.00).
Visited ENAFER's President to discuss 1989's projects.

Promotional mailing campaign for Bergbau's Mining Fair and distribution of promotional literature on Cdn Mining Equip.
Counselling services provided to Peruvian businessman interested in Canada.

Meetings with CSP and Pvn authorities re: Pvn customs reorganization project (100 M.).

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POST :644-MEXICO

001-AGRI & FOOD PRODUCTS & SERVICE
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

FOLLOW UP WITH SWINE, DAIRY CATTLE AND OTHER ANIMAL BREEDERS WHO HAVE VISITED CANADA ON INCOMING MISSIONS.

SALES TO NEW BUYERS: \$200,000 TO \$400,000.

PROVIDE ON-GOING ASSISTANCE TO PROVINCIAL GOVERNMENTS IN THEIR EXPORT MARKET DEVELOPMENT PROGRAMS.

IDENTIFY NEW POTENTIAL EXPORTERS.

ORGANIZE LIVESTOCK BUYERS MISSIONS TO CANADA AS APPROPRIATE FOR HOGS, DAIRY AND BEEF BREEDING ANIMALS.

EXPOSURE OF CANADIAN STOCK TO NEW MEXICAN BREEDERS/BUYERS. INCREASE ANNUAL SALES BY \$2 MILLION.

DETERMINE FEASIBILITY OF INTRODUCING CANADIAN SHEEP BREEDING STOCK IN MEXICO.

INCREASED ACCEPTANCE OF CANADA AS SOURCE OF HIGH QUALITY OVINE STOCK.

SEEDS & SPECIAL CROPS

SUPPORT AGRICULTURE CANADA EFFORTS TO FINALIZE AND SIGN PROTOCOL FOR SEED POTATO PHYTOSANITARY CERTIFICATION.

A SIGNED PROTOCOL WITH RESULTANT EASIER ENTRY OF CANADIAN SEED POTATOES, ETC.

CONTINUED PROMOTION OF SEED POTATO THROUGH LITERATURE DISTRIBUTION. SUPPORT POTATOES CANADA ANNUAL COURSES FOR OVERSEAS AGRICULTURE STUDENTS.

ENHANCED CANADIAN IMAGE.

STUDY MARKET FOR CANADIAN VARIETIES OF ALFALFA SEED AND OTHER FORAGE SEEDS.

DECISION WHETHER TO PROCEED WITH PROMOTION OF CANADIAN FORAGE SEED SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FURTHER DEVELOP BILATERAL AGRICULTURAL RELATIONS.
CONCLUDE BILATERAL SEED POTATO ACCORD.
--ACCORD SIGNED DURING VISIT OF MIN. WISE--

ORGANIZED MEETING OF JOINT AGRIC. COMMISSION WHICH SUCCEEDED IN GREATLY REDUCING NUMBER OF BILAT. PROJECTS THEREBY ENHANCING PROBABILITY OF THEIR SUCCESSFUL COMPLETION.

QUARTER: 2 Increase level of contacts with livestock buyers.
Liaise with CONASUPO re skim milk powder.

Met with cattlemen's assoc'n in Zacatecas. One modest (D11s 127,200) sale of beef meeding stock concluded. Attended Swine Congress in Toluca. Cdn SMP sales to CONASUPO so far this year total D11s. 32,500,000.

QUARTER: 3 Attend Guadalajara livestock show
Promotion of Canadian Dairy Livestock
Preparation for Technical Swine mission

Identified market for 140,000 dairy cattle (Liconsa)
Sales of seed potatoes \$130,000
Sale of hides 140,000

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POST :644-MEXICO

001-AGRI & FOOD PRODUCTS & SERVICE
MEXICO

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Attend Guadalajara livestock show
Promotion of Canadian Dairy Livestock
Preparation for Technical Swine mission

Identified market for 140,000 dairy cattle
(Liconsa)
Sales of seed potatoes \$130,000
Sale of hides 140,000

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POST :644-MEXICO

003-GRAINS AND OILSEEDS
MEXICO

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	CONTINUE TO MONITOR CONASUPO'S AND PRIVATE INDUSTRY'S NEEDS, AND BROADEN CONTACTS BASE.	IDENTIFY \$5 TO 10 MILLION SALES OPPORTUNITIES ANNUALLY.
	CONTINUE CLOSE WORKING RELATIONSHIP WITH LOCAL COMMODITY DEALERS.	FURTHER INSTILL IN MINDS OF MEXICAN GRAIN DEALERS THAT CANADA IS A VIABLE ALTERNATIVE AS A SUPPLIER OF GRAINS AND OILSEEDS.
	CONTINUE TO ASSIST CWB, CANOLA COUNCIL AND OTHER AGENCIES/MINISTRIES IN THEIR MARKETING PROGRAMS.	FACILITATE INCREASED TRADE WITH MEXICO. TO THE \$120 MILLION TO \$140 MILLION RANGE.
	ORGANIZED SEMINAR FOR FEED MANUFACTURERS ON USE OF CANOLA MEAL IN ANIMAL FEED FORMULATIONS.	INCREASED CANOLA MEAL ACCEPTANCE AMONG FEED FORMULATORS IN MEXICO.
	SEND FLOUR MILL MANAGERS/OPERATORS TO CIGI PROGRAM ON FLOUR MILLING.	INCREASED SALES BY 2 TO 5 MILLION ANNUALLY OF SOFT WHEAT AGAINST USA COMPETITION.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	INVESTIGATE POSSIBILITY OF SUBSTANTIALLY INCREASING WHEAT SALES TO CONASUPO.	ORGANIZED MEETING OF CWB OFFICIALS WITH CONASUPO AND SECOFI. SIGNED LETTER OF INTENT FOR 600,000 MT (IF SUPPLIES PERMIT) DOUBLE NORMAL ANNUAL SALES TO MEXICO.
QUARTER: 2	Initiate preparations for major Canada Technical Seminar Jan 89. Continue to promote sales of mead wheat with CONASUPO.	Visited Monterrey to make necessary arrangements. Another substantial (DLS 8 million) Canada sale concluded. Arranged CWB/CONASUPO meeting in Toronto mid-october to discuss contractual arrangements.
QUARTER: 3	Preparation for Canola Technical Mission, Assistance to Wheat Board, Oilseed Delegation to Latin America Oil seed seminar; accompany group to Mex. oilseed mfrs.	Oilseeds report sent to Ottawa. Opportunities identified for canola meal. Reported sales of grains and oilseeds \$26,000,000.
QUARTER: 4	Preparation for Canola Technical Mission, Assistance to Wheat Board, Oilseed Delegation to Latin America Oil seed seminar; accompany group to Mex. oilseed mfrs.	Oilseeds report sent to Ottawa. Opportunities identified for canola meal. Reported sales of grains and oilseeds \$26,000,000.

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POST :644-MEXICO

005-ADVANCED TECH. PROD. & SERV
MEXICO

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 4 Northern Telecom to present its proposals to
Telmex to be considered as a 3rd official sup-
plier.
DGB spectrum management project.
Report on Mexican Market for software.

Followed up on behalf of Northern with Telmex,
S.C.T.;monitored Pemex order for ground stations
; commercial officer tour of Canada; Report on
mexican market for software.

QUARTER 1
QUARTER 2
QUARTER 3
QUARTER 4

REPORT 4
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POST :644-MEXICO

011-OIL & GAS EQUIPMENT,SERVICES
MEXICO

011-OIL & GAS EQUIPMENT,SERVICES
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON CONTACTS MADE DURING MISSIONS, TO AND FROM PEMEX
TO DEVELOP EQUIPMENT/SERVICES SALES/

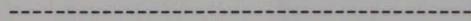
INCREASE DIVERSITY OF PRODUCTS/SERVICES SOLD.

WORK WITH PEMEX INDUSTRIAL DEVELOPMENT DIVISION AND MEXICAN PRIV-
ATE OIL INDUSTRY SUPPLIERS TO ESTABLISH SUITABLE JOINT VENTURES.

INCREASE CDN SUPPLY OF COMPONENTS FOR OIL/GAS
INDUSTRY EQUIPMENT.

WITH THE NEW PEMEX ACQUISITION PROGRAM & KNOWLEDGE FROM SEMINAR
AND VISITS IDENTIFY AND ASSIST NEW CDN SUPPLIERS TO ENTER OIL
INDUSTRY EQUIPT MARKET.

INTRODUCTION OF 5 NEW SUPPLIERS TO PEMEX.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO DEVELOP CONTACTS WITH PEMEX
OFFICIALS BY ORGANIZED VISIT TO NATIONAL
PETROLEUM SHOW, CALGARY.

ARRANGED FOR VISIT BY TWO ENGINEERS FROM JV
DEVELOPMENT GROUP. USEFUL CONTACTS MADE AND
FOLLOW-UP IS UNDERWAY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

RECENTLY PROPOSED EQUIPMENT'S FINAL APPROVAL
FROM THE MEXICAN GOVERNMENT WHICH HAS FACILITATED
ACCELERATED EXPORTS OF THESE EQUIPMENTS

Successful completion of a joint government
seminar on (beginning of FY 88). Arranged
with the industrial development division expected
to be held later this year.

Followed up on supply arrangements with Texaco.
& C.I. monitored Pemex order for pipeline station
equipment/officer visit of (Mexico) to
analyze needs for software.

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

007-POWER & ENERGY EQUIP. & SERV.
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ENCOURAGE CANADIAN FIRM TO REGISTER ASSUPPLIER TO CFE.

INCREASED NUMBER OF CANADIAN BIDS.

SURVEY MEXICAN MARKET FOR ELECTRIC PRODUCTS AND ADVISE OPPORTUNITIES TO CANADIAN MANUFACTURERS AND APPROPRIATE ASSOCIATIONS.

LARGER NUMBER OF CANADIAN SUPPLIERS INVOLVED IN MEXICO.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Make renewed effort to encourage Canadian firms to bid on CFE tenders.

Two sales of protection equipment and metering equipment totalling Dlls 370,000.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/10/10

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

POST :644-MEXICO

010-MINE,METAL,MINERAL PROD & SRV
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

MAINTAIN CONTACT WITH ABESTOS CEMENT INDUSTRY AND GOVERNMENT TO
(A) DETECT AND WORK TO NEUTRALIZE ANY TENDENCIES TO PROHIBIT
ASBESTOS (B) RETIAN SUPPORT ACTION AGAINST PROHIBITION IN USA.

DEFEND MARKET.

MONITOR PROCESS OF NEW THERMAL POWER PLANT BY REGULAR CONTACTS
WITH MICARE.

SHARE IN SUPPLY UP TO 4,000,000 TONS
(ANNUALLY)OF THERMAL COAL FOR NEW PLANT.

REVIEW WITH METALURGICAL AND THERMAL COAL BUYERS THEIR ACQUISITI-
ON AND SOURCING PLANS.

IDENTIFICATION OF WHAT CDN SUPPLIERS MUST DO
NOW TO OBTAIN THEIR SHARE OF COAL ORDERS.

REVIEW WITH SULPHUR BUYERS REASONS FOR IMPORTS AND PROSPECT FOR
FUTURE.

MAINTAIN SULPHUR SALES AT \$35 TO \$40 MILLION
ANNUALLY.

EQUIPMENT AND MACHINERY

FOLLOW UP OPPORTUNITIES IDENTIFIED DURING EDC VISIT, MINING SHOW
IN ACAPULCO AND IN VARIOUS CALLS.

INCREASED EQUIPMENT/SERVICE SALES.
\$2 TO 10 MILLION ANNUALLY.

DEVELOP ANNUAL SEMINAR CONCEPT.

BETTER CONTACTS WITH AND FEEDBACK FROM OPERA-
TIONAL EQUIPMENT USERS.

IN COOPERATION WITH MEXICAN MINES MINISTRY HELP CDN COMPANIES
PARTICIPATE IN MINE DEVELOPMENT PROJECTS, THIS INDIRECTLY
PROMOTING EQUI/SERVICE SALES.

JOINT VENTURE MINE PROJECT WITH SIGNIFICANT
CDN PROCUREMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 UNDERTAKE DETAILED MARKET STUDY OF OPPORTUNITIES

ASSISTED CONSULTANT TO DRIE TO MEET REPRESENTA-
TIVE SELECTION OF MEXICAN EXECUTIVES IN MINING
AND REGULATORY BODIES. DETAILED REPORT PRODUCED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

POST :644-MEXICO

EDC/Banamex Symposium. October 18-19.

EDC/Banca serfin symposium, November 22.

Inauguration of President Salinas de Gortari, December 1-2

HOMS Regional meeting, December 12-15

Commercial officer tour of Canada, Nov. (Telecommunications)

Federal pioneer workshop at Embassy

Liconsa dairy herd program

e Havilland Dash 8 demonstrations, Guadalajara, Puebla,
Mexico

Article for Banamex magazine - Canada Mexico trade relations

Economic reports - 16

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :656-PORT-OF-SPAIN
002-FISHERIES,SEA PRODUCTS & SERV.
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 KEEP LOCAL FISH IMPORTERS INFORMED OF CANADIAN SUPPLY POSITION.

HAVE BEEN IN TOUCH WITH MOST IMPORTERS WHO CONTINUE TO BUY FISH SUPPLIES;HOWEVER,T&T GOVT.HAS INCLUDED THIS ITEM ON NEGATIVE LIST. CANADIAN COMPANIES MADE AWARE OF THIS SITUATION.

QUARTER: 2 Keep local fish importers informed of Canada's supply position.

Importers advised that with import licence requirement and shortage of foreign currency, volume for 1988 decreasing;Canadian trade informed.

QUARTER: 3 Monitor local fish importers on supply position.

Importers indicated that shortage of foreign currency continue to plague the entire market. However, expect to see improved foreign currency supply in 1989.

QUARTER: 4 - Meet with local fish importers and discuss current supply position.

-Trinidad & Tobago Government has issued foreign currency allocations to importers who did not see any improvement in the present import position.

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO MONITOR & REPORT ON DEVELOPMENTS IN SOUTH EAST COAST CONSORTIUM GAS PROJECT. - TO LIAISE WITH ALBERTA COMPANIES PURSUING JOINT VENTURE IN MANUFACTURING OIL CHEMICALS WITH LOCAL FIRMS.

HAVE REPORTED DEVELOPMENTS ON SECC PROJ TO ALBERTA OIL & GAS TRADE MISSION & TO OTHER CDN FIRMS. CONTACTS WITH TRINTOMAR ESTABLISHED. - DISCUSSIONS HAVE BEGUN WITH CDN FIRMS ON PROPOSED JOINT VENTURE OIL CHEMICALS MANUFACTURE.

QUARTER: 2 -----

QUARTER: 3 Monitor developments on proposed methanol plant for Point Fortin.
Monitor developments on proposed Methyl Tertiary Butyl Ether PLant (MTBE)

Negotiations underway between GORTT and Union Carbide Corp. re joint venture.
Meeting scheduled to discuss details with Steering Cttee. Report to be included in overall review of oil and gas industry

QUARTER: 4 -----

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

POST :656-PORT-OF-SPAIN

E.D.C. Liaison Visit - March 1- 3/89

Canada/Caricom JTEC Meeting - March 5-9/89

New Brunswick Livestock Mission - Jan 12-15/89

Canadian Export Association Liaison Visit

Preparation for National Agricultural Exhibition, San
Fernando - March 29 - April 5, 1989.

Report on MBL International Ltd., Windsor, Ontario,
financial debt

Trinidad and Tobago Air Show

Hospital Project in Guyana - Resulting in three Canadian
consulting firms shortlisted for this IDB-funded project.

Visit of New Brunswick Minister of Energy, March 29 - April
1, 1989

Signing of radar contract (US \$15 million) between Raytheon
Canada and GORTT

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POST :645-SAN JOSE

010-MINE,METAL,MINERAL PROD & SRV
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: A SURVEY OF THE GOLD MINING INDUSTRY IN COSTA RICA, AND ITS FUTURE.	ANTICIPATED RESULTS: GREATLY IMPROVED KNOWLEDGE OF THE SECTOR. IMPROVED ABILITY TO ATTRACT AND ADVISE CANADIAN SUPPLIERS.
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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTER: 1 ----- QUARTER: 2 ----- QUARTER: 3 ----- QUARTER: 4 Assessment of long-term prospects for sales in the mining sector	QUARTERLY RESULTS REPORTED: Mining eqpt/services mission from Ontario was received. Several mines were visited and govtl/private sector officials wre met.
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :645-SAN JOSE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

BRING UP TO DATE,AND COMPUTERIZE,OUR LISTING OF AGENTS/IMPORTERS/
DISTRIBUTORS OF AUTOMOTIVE PRODUCTS IN CENTRAL AMERICA.

IMPROVED ABILITY TO ATTRACT NEW FIRMS TO THE
MARKET. IMPROVED EXPORTER-IMPORTER MATCHING.

TRACK RESULTS OF EXPOMOVIL 87 - OUR FIRST MAJOR ATTEMPT TO MAKE
OURSELVES KNOWN IN THE REGIONAL AUTOMOTIVE PRODUCTS MARKET.

ASSESS IMPACT OF EXPOMOVIL(HELD IN PANAMA)ON
CENTRAL AMERICAN MARKET.LEARN WHICH PRODUCTS
DISPLAYED AT EXPOMOVIL DID BEST IN MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

001-AGRI & FOOD PRODUCTS & SERVICE
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTRODUCTION AND PROMOTION OF CANADIAN AGRICULTURAL PRODUCTS TO POTENTIAL BUYERS/IMPORTERS.

AN ONT MISS WAS RECEIVED FOCUSING ON LIVESTOCK, VET PROD & AGROCHEM BUT INCLUDING ALSO OTHER AGRICULTURAL INPUTS. GOOD CONTACTS WERE ESTABLISHED & INTEREST SHOWN BY IMPORTERS. 3 NEW AGENCY AGREEMENTS WILL LIKELY BE CONCLUDED SHORTLY.

QUARTER: 1 PREPARATION OF A SURVEY OF THE MARKET FOR AGRICULTURAL INPUTS IN ALL COUNTRIES OF ACCREDITATION.

DATA COLLECTING TRIPS WERE MADE TO HONDURAS AND EL SALVADOR. TARGET DATE FOR REPORT REMAINS END OF YEAR.

QUARTER: 2 Promotion of agricultural fairs to be held in Canada to local importers.

A group of 8 Salvadoran buyers will be visiting the Royal Winter Fair in November. A Honduran buyer visited the Quebec Cattle Fair. Good results are expected from these visits.

QUARTER: 3 Preparations for upcoming Mrach Agricultural Catalogue Show. 2)Organized market development visit by Agriculture Canada specialist and private sector expert to evaluate market potential for Canadian Ag. products.

Letters were sent to 120 Cdn exporters of agric. related prod.& services seeking their participation in Catalogue Show. 2)Good mkt info was obtained & visit follow-up is now being done,with cattle seminar under consid.& visits to Cda

QUARTER: 4 -----

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

008-TRANSPORT SYS,EQUIP,COMP,SERV.
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INCREASE INTEREST OF REGIONAL IMPORTERS/DISTRI-
BUTORS OF AUTOPARTS, FOR CANADIAN MADE PRODUCTS.

4 IMPORTANT AUTOPARTS DISTRIBUTORS FM PANAMA, EL
SALVADOR & HONDURAS WERE INVITED TO THE AUTO-
PARTS SHOW IN MONTREAL. GOOD RESULTS. GOOD CON-
TACTS MADE. ACTIVE FOLLOW-UP OF CANADIAN PARTI-
CIPATION IN EXPOMOVIL.

QUARTER: 2 -----

DATA COLLECTION TRIPS WERE MADE TO PANAMA AND
EL SALVADOR. TRAVEL COSTS FOR REPORT APPROX: \$1000
AT YEA

QUARTER: 3 -----

QUARTER: 4 -----

A group of 3 Salvadoran buyers will be visiting
the Royal Winter Fair in November. A Honduran
buyer visited the Jubal Cattle Fair. Good
results are expected from these visits.

Letters were sent to 100 car exporters of eq'ts.
related prod & services seeking their participa-
tion in Catalonia Show. 2/1989 all info was ob-
tained & strict follow-up is now being done with
cattle sector under reports & visits to Cde

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

010-MINE,METAL,MINERAL PROD & SRV
HONDURAS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 :645-SAN JOSE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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 :645-SAN JOSE

010-MINE,METAL,MINERAL PROD & SRV
NICARAGUA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

Quarter 1 Progression of a survey of the market for agricultural inputs in all countries of the region.

A data collecting trip was made to Panama. Basic market information was gathered and 25 potential agencies contacted. Target date for report received end of year.

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

001-AGRI & FOOD PRODUCTS & SERVICE
PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

<p>COMPLETION OF A SURVEY OF THE MARKET FOR AGRICULTURAL INPUTS.</p> <p>EXPAND AND COMPUTERIZE OUR LISTINGS OF IMPORTERS/AGENTS/DISTRIBUTORS OF AGRICULTURAL INPUTS.</p>	<p>GREATER KNOWLEDGE OF THE MARKET. IMPROVED ABILITY TO SERVICE ENQUIRIES AND TO ATTRACT NEW EXPORTERS TO THE MARKET.</p> <p>IMPROVED ABILITY TO MAKE EXPORTER-IMPORTER CONNECTIONS.</p>
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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

<p>QUARTER: 1 -----</p> <p>QUARTER: 2 Preparation of a survey of the market for agricultural inputs in all countries of accreditation.</p> <p>QUARTER: 3 -----</p> <p>QUARTER: 4 -----</p>	<p>A data collecting trip was made to Panama. Basic market information was gathered and 35 potential importers contacted. Target date for report remains end of year.</p>
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QUARTERLY RESULTS REPORTED:

IT WAS DETERMINED & AGREED UPON AS A RESULT OF THE MEETING IN THIS INSTANT MISSION - PREPARED MISSION OF THE COMMODITY STATE & SUPPORTED THEIR PROPOSAL TO CONSIDER THE WHICH HAS ENTERED THE FINANCE STUDY - POSITIVE RESULTS WILL BE PART

WE HAVE CONSTANTLY MET & APPROVED THE COMMODITY STATE AS THE QUALITY OF THE COMMODITY STATE HAS BEEN THE ONLY QUALITY PRODUCT FOR WHICH THE COMMODITY STATE HAS BEEN THE ONLY QUALITY PRODUCT.

THE COMMODITY STATE HAS BEEN THE ONLY QUALITY PRODUCT FOR WHICH THE COMMODITY STATE HAS BEEN THE ONLY QUALITY PRODUCT.

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BRING UP TO DATE,AND COMPUTERIZE,OUR LISTING OF AGENTS/IMPORTERS/
DISTRIBUTORS OF AUTOMOTIVE PRODUCTS IN PANAMA.

IMPROVED EXPORTER-IMPORTER MATCHING. IMPROVED
ABILITY TO ATTRACT NEW FIRMS TO THE MARKET.

TRACK RESULTS OF EXPOMOVIL 87- OUR FIRST MAJOR ATTEMPT TO MAKE
OURSELVES KNOWN IN THE MARKET.

GAIN INFO TO PERMIT DECISION WHETHER TO PAR-
TICIPATE IN FUTURE AUTO SHOWS. ASSESS WHICH
AUTOPRODUCTS ARE BEST SUITED TO PANAMA'S
MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INCREASE INTEREST OF REGIONAL IMPORTERS/DISTRI-
BUTORS OF AUTOPARTS, FOR CANADIAN MADE PRODUCTS.

4 IMPORTANT AUTOPARTS DISTRIBUTORS FM PANAMA,EL
SALVADOR & HONDURAS WERE INVITED TO THE AUTOPAR-
TS SHOW IN MTL. GOOD RESULTS. GOOD CONTACTS MADE
.ACTIVE FOLLOW-UP OF CANADIAN PARTICIPATION IN
EXPOMOVIL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Expand contacts among auto equipment importers.

Auto parts supply was highlighted during our
participation at Expocomer 89, and several new
imorters were identified, with good sales pros-
pects.

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :633-SANTIAGO

009-FOREST PRODUCTS,EQUIP,SERVICES
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

COMPLETE SOURCING OF LOCAL AGENTS AND CDN MANUFACTURERS FOR EQUIPMENT AND SPARE PART PULP AND PAPER SECTOR.

HAVE CDN CO. REPRESENTED IN CHILE IN TIME FOR THE MARKET EXPLOSION TO BE WITNESSED IN THE NEXT 3 YEARS.

PROMOTE CDN SERVICES AND EQUIPMENT FOR THE POTENTIAL CONSTRUCTIONS OF A MINI-PULP MILL (100 T/D) TO BE BUILT BY LOCAL INVESTOR

HAVE CDN SOURCES AND EQUIPMENT CONSIDERED BY LOCAL GROUP.

EQUIPMENT AND MACHINERY

ESTABLISHMENT OF A CDN FORESTRY EQUIPMENT AND SERVICES CENTER IN CONCEPCION. CENTER WOULD ALSO PROVIDE COUNSELLING TO LOCAL COYS ON EQPT NEEDED. CIDA INC TO FINANCE.

PARTICIPATION OF AT LEAST 20 CDN COYS IN THIS OPERATION. EXPORT SALES EXPECTED TO DOUBLE WITHIN 3 YEARS.

LOBBYING OF THE TWO MOST IMPORTANT FORESTRY COMPANIES. THEY HAVE ANNOUNCED CONSTRUCTION OF 2 NEW PULP MILLS AND LOGGING AND SAW-MILLING WILL BE SPIN OFF OPERATIONS.

EXPORT AT LEAST 15M OF EQUIPMENT OVER NEXT 2 YEARS.

INTRODUCE CONCEPT OF PORTABLE SAWMILL TO MEDIUM SIZED OPERATIONS. FIRST SAWMILL TO BE READY FOR MARKET BY SECOND QUARTER OF 88.

SALE OF 3 TO 5 SAWMILLS BY END OF FISCAL YEAR 88/89.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION OF OUR PARTICIPATION IN SILVILOG IN QUEBEC. - ESTABLISHMENT OF FOREST CENTER IN CONCEPCION. - PROMOTE SAWMILLING EQUIPMENT.

17 COS SELECTED & WOOD EXPO 88 ADDED TO THE SCHEDULE OF THIS INCOMING MISSION. - PREPARED MISSION OF CDN CONSULTANT SIRTEC & SUPPORTED THEIR PROPOSAL TO CIDA INC.WHICH HAS AHREED TO FINANCE STUDY. - PORTABLE SAWMILL MFR.WILL PART.

QUARTER: 1 PROMOTE CANADIAN COMPANIES TO CELCO ARAUCO AND CMPC, THE 2 CHILEAN PRIVATE COS WHO WILL BUILD 2 PULP PLANTS OF US 500 M EACH.

WE HAVE CONSTANTLY MET & ADVISED THE CDN COS AS WELL AS THE CHILEAN COS. 1 CDN CO WAS SELECTED FOR THE CELCO ARAUCO PROJECT FOR DETAILED ENGINEERING(USA 20M).ANOTHER IS ON SHORT LIST ON CMPC PROJECT.

QUARTER: 2 Participa'n in Demo Silvilog in Que. & Wood Expo in Vncvr. Promotional Sawmilling & harvesting eqpt. Promo'n of Cdn cos to Celco Arauco and CMPC who each are going to build a US\$500 mn pulp and paper plant.

22 Chileans attended. Sales already reported. H.A. Simons selected as consultant for both mills.

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POST :633-SANTIAGO

009-FOREST PRODUCTS,EQUIP,SERVICES
CHILE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 Organize visit of Chilean forestry equipment buyers to Demo Silvilog and Wood Expo.

17 companies participated. Some equipment was sold, but most buyers pointed out that sales would be bigger if Canadians were more present in Chile.

QUARTER: 4 -----

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

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO CONTINUE PROMOTIONAL EFFORTS WITH FFCC IN VIEW OF UP COMING REHABILITATION PROGRAM OF RAILWAY.

INCREASE THE NUMBER OF CANADIAN COMPANIES TO BE CONSIDERED AS SUPPLIERS.

KEEP CONTACT WITH METRO AUTHORITIES TO SUPPORT BG CHECO IN THEIR EFFORTS TO SELL A TURNSTILE SYSTEM.

CDN. CO. TO WIN THIS CDN 6 M PROJECT.

PROMOTE CDN CAPABILITIES IN THE URBAN AND RAIL TRANSPORTATION SYSTEMS IN VIEW OF UPCOMING MAJOR PROJECTS.

INCREASE POSSIBILITIES OF HAVING CDN FIRMS INVITED TO BID.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE CDN CAPABILITIES IN URBAN TRANSPORT SYSTEMS AND EQUIPMENT.

ORGANIZED SUCCESSFUL MISSION OF CDN CONSORTIUM TO CHILE. CONSORTIUM SIGNED CONTRACT WITH METRO DE STGO TO DO COMPLETE STUDY OF TRANSPORT SYSTEM .INTRODUCED ANOTHER CDN CO TO VALPARAISO URBAN TRANSPORT AUTH.CO.OBTAINED FEASIBILITY STUDY FOR

QUARTER: 2 -----

QUARTER: 3 Meet with Chile Railways authorities to finalize agreement with Canadian consultants re faisibility study on rehabilitation of Valparaiso urban transport system.

Agreement was finally signed between both parties and study will begin in Fourth Quarter

QUARTER: 4 -----

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

005-ADVANCED TECH. PROD. & SERV
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

??????

MONITOR PRIVATIZATION PROCESS OF CTC (COMPANIA DE TELEFONOS DE CHILE) WHICH SHOULD RESULT IN EXPANSION OF MARKET FOR EQUIPMENT.

OBTAIN 20% OF NEW EQUIPMENT SALES IN NEXT 3-5 YEARS.

PROVIDE SUPPORT TO CDN CONSULTANTS AND SUPPLIERS ON RURAL TELEPHONY PROJECT IN SOUTH OF CHILE. SPILL OVER EFFECT COULD BE IMPORTANT.

SALES OF 2M OF EQUIPMENT IN 88 AND 5M IN 89.

OBTAIN FINANCING TO PREPARE STUDY ON RURAL TELEPHONY FOR OTHER REGIONS OF CHILE.

MAJOR SALES OF EQUIPMENT THAT COULD REACH 15-20M IN 3 YEARS.

LOBBY TELEX-CHILE TO CONVINCE THEM OF CANADIAN SUPERIORITY IN SATELLITE EARTH STATION TECHNOLOGY. MONITOR THEIR EFFORTS TO OBTAIN PERMIT TO OPERATE STN FM MIN OF DEFENCE AND ENTEL.

SALE OF SATELLITE EARTH STATION BY THIRD QUARTER OF 1989.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION OF OUR PARTICIPATION IN THE APCOMIN 88. A SOFTWARE FOR MINING SEMINAR AND EXHIBITION

WE SELECTED & INVITED CDN SOFTWARE COS & ARRANGED TO HAVE EACH ONE OF THEM MAKE A PERSONAL PRESENTATION AT SEMINAR. RESULT:2 OF THE COS WILL SELL SOFTWARE TO CHILEAN MINING COS,ONE OF THEM HAD TRIED TO SELL FOR A LONG TIME.

QUARTER: 2 -----

QUARTER: 3 Despite fact that local phone company was bought by Australia Bond Group, Help Canadian companies such as Novatel to sell equipment & services in specialized areas.

Novatel and their local representative, CIDCOM, signed an agreement to introduce cellular telephone to Chile. Exports of more than 4 millions expected over the year.

QUARTER: 4 -----

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

011-OIL & GAS EQUIPMENT,SERVICES
BRAZIL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Follow up on enquiries received at CONEXPO and other business.

AFS Int'l completed test of fuel conversion kit ready to sign local production.
RFQ for gas processing plant delivered to PROPAK
Petrobras identified site for slant drilling trial (SIERRA).

POST :637-SAO PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REVIVE COOPERATION AGREEMENT BETWEEN TTC/MUCTC AND SAO PAULO METRO (DUE TO NEW BOARD OF DIRECTORS).

IDENTIFICATION OF SPECIFIC AREAS OF COOPERATION,E.G. FINANCIAL MANAGEMENT ADMINISTRATION , CONSULTING SERVICES, ETC.

FOLLOW UP PN CBTU MODERNIZATION PROGRAM AND VISIT TO CANADA OF TWO CBTU OFFICIALS

ESTABLISH SPECIFICALLY EQUIPMENT & SERVICES CANADA COULD SUPPLY IN SUBURBAN/INTERCITY PASSENGER TRANSPORTATION AREA.

SUPPORT ONGOING MARKETING EFFORTS OF CANADIAN FIRMS(E.G.CANAC, CPCS,BOMBARDIER,NT,AVALON,P&W,LAVALIN)IN PURSUIT OF PROJECTS LISTED BELOW.

UP TO THREE CONTRACTUAL ARRANGEMENTS WITHIN 18 MONTHS

SUPPORT RECENTLY SIGNED COOPERATION AGREEMENT BETWEEN CITIES OF TORONTO AND SAO PAULO BY MAINTAINING REGULAR CONTACTS WITH MUNICIPAL (AND STATE AUTHORITIES)

IDENTIFICATION OF NEW OPPORTUNITIES(2 OR 3) FOR SALES/COOPERATION IN TRANSPORTATION AREA AT MUNICIPAL/STATE LEVEL.

INTENSIFY CONTACTS ON REGULAR BASIS WITH VARIOUS GOVERNMENT BODIES (STATE LEVEL) AND TRANSPORTATION FIRMS.

PROVIDE TIMELY REPORTING ON INCOMING PROJECTS (E.G. EBTU PLANS)TO ALLOW CANADIAN FIRMS TO BID.(2 OR 3 TENDERS).

PREPARE REPORT ON ACTIVITIES IN SECTOR PARTICULARLY AS IT RELATES TO FINANCING SOURCES (LOCAL AND INTERNATIONAL)

DETERMINE MOST LIKELY PROJECTS(OTHER THAN BELOW)LIKELY TO MATERIALIZE IN PREPARATION FOR OUTGOING MISSION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CANAC'S EFFORTS IN OBTAINING CONTRACT WITH FEPASA.

AGREEMENT STILL UNDER NEGOTIATION.

QUARTER: 2 Participate in CANADAIR's mktg efforts to sell CANADAIR CL-215 Water Bomber. Follow-up on FEPASA Rehabilitation World Project. Follow-up on FERRONORTE Railway Project. IMP/Aircraft Conversion Project

This resulted in incr. the inter. of Brazil for the CL215 to combat forest fires. Discuss. were generated btwn CN and COTRAN for construction of FERROESTE. EDC is in final stage to reach an agreement w/Airforce on financing of project

QUARTER: 3 Follow-up on World Bk finance project w/Fepasa. Follow-up on Railway proj.w/Ferro-Norte. Follow-up on North-South Railway w/Valec. Follow-up on Ferro-Oeste proj.(Curitiba)

1st tenders are out & Canac bidding for \$2 million proj. - Developed closer links w/promoters & introduced Cdn know-how. - 1st 120 kms to be del.in April.followed-up w/Valec:no major opport avail for Cdn coys.-Proj facing fin.problems.

REPORT 4
89/10/10

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

POST :637-SAO PAULO

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 4 Follow up on IBRD project with PASA
Follow up on Rail project with FerroNorte
Follow up on North-South Railway with Valec
Follow up on Ferro-Oeste project (Curitiba)

Canac visited FEPASA March re preparation of tender. Pres.CPCS met with owner FerroNorte & identified areas for consulting work. - 1st 120 kms.to be del.in April.No new opportunities Financing package still being arranged.

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

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO OFFICIAL PARTICIPATION IN EXPOINTER'87 & EXPOTIBA'87 AS WELL AS SPONSORED VISITS OF BRAZILIAN OFFICIALS TO ROYAL WINTER FAIR AND WESTERN AGRIBITION SHOW

FIRM UP NEW REPRESENTATION AGREEMENTS (2) AND SALES OF LIVESTOCK AND SEMEN (2 TO 3 MILLION)

MAINTAIN/EXPAND CONTACTS WITH POULTRY, GOATS, SWINE AND HORSES BREEDERS.

DETERMINE WHETHER THESE AREAS SHOULD BE PURSUED AND IF SO WHICH AND HOW.

MONITOR AND REPORT ON VARIOUS MARKET ACCESS ISSUES AFFECTING CDN EXPORTS IN THIS SECTOR PARTICULARLY BILATERAL BRAZILIAN TRADE ARRANGEMENTS FOR POTASH.

ENSURE EQUAL ACCESS TO CANADIAN SUPPLIERS.

PURSUCE ACTIVELY ELABORATION OF A COOPERATION AGREEMENT IN AGRICULTURE WITH STATE OF PARANA RELATIVE TO LIVESTOCK AND GENETIC MATERIAL.

SIGN COOPERATION AGREEMENT THEREBY CREATING OPPORTUNITIES FOR SALES AND TECHNICAL COOPERATION.

ARRANGE CANADIAN PARTICIPATION AT CATTLE BREEDING SEMINAR/CONVENTION IN PARANA, MAY 88.

ENLARGE EXPOSURE OF CANADIAN BREEDING AND MANAGEMENT TECHNIQUES TO TAKE ADVANTAGE OF EXPECTED AGREEMENT SIGNING WITH PR

PURSUCE ACTIVELY OPPORTUNITIES FOR JV/TT IN AGRICULTURAL MACHINERY IDENTIFIED VIA SASK. GOVERNMENT SPONSORED VISIT OF ABIMAQ REPRESENTATIVE TO FARM PROGRESS SHOW, E.G. SPRAYING EQUIPMENT.

TWO JOINT-VENTURE/TECHNOLOGY TRANSFER IN MEDIUM TERM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)ORGANIZE PARTICIPATION IN 4TH ANNUAL PARANA BREEDER'S ASSOCIATION APRIL 9.
B)BEGIN PLANNING & ORGANIZATION OF EXPOINTER.

SIGNIFICANT ORDERS RECEIVED - COOPERATION AGREEMENT BETWEEN PARANA & MACDONALD COLLEGE RE-ACTIVATED.

QUARTER: 2 Participation in EXPOINTER '88. Prepare the Saskatchewan Potash Mission. Assist participation of Canadian companies in Brazilian Jersey and Holstein Shows

Strengthen of Cdn image in Brzl livestock mkt. Betterment of Cdn knowledge of Brzl present & future fertilizer mkt. This will generate report from the Post on Brzl crop. Resulted in import. sales of live animals and semen.

QUARTER: 3 Participation in Expotiba Incoming Beef Cattle Mission to Canada Visit of directors of Brzl Holstein Assoc. & Ryl Winter Fair & meetings w/Holstein Canada.

on-site sales approx \$35 thousand & potential for further sales as well as introduction of new Cdn.beef breeds. -Brzl Holstein Assoc will likely adopt Cdn classification & performance standards within one year.

REPORT 4
89/10/10

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

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Organize technical seminars in coop with EXTOTT and AGRICOTT on beef breeding stock. Assist Cdn companies in introducing Cdn varieties.

Seminars set up for SPALO, CAMPO GRANDE and PORTO ALEGRE. MacDonalds (Brazil) importing first Cdn seeds on commercial basis.

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

POST :637-SAO PAULO

005-ADVANCED TECH. PROD. & SERV
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUED FOLLOW-UP WITH PARTICIPANTS OF REGULAR FEDERALLY AND
PROVINCIALY SPONSORED HI-TECH MISSIONS TO BRAZIL

MAXIMIZE CONCRETE RESULTS IN TERMS OF AGENC-
IES ESTABLISHED (UP TO 5), CONCLUSION OF SALES
OR ESTABLISHMENT OF JV/TT (UP TO 4)

FOLLOW-UP ON HI-TECH'87 AND CONTACTS WITH BRAZILIANS ESTABLISHED
AS A RESULT OF SAME.

REPRESENTATION AGREEMENTS (UP TO 3).

CONTINUE TO SUPPORT SALES EFFORTS BY OTHER CANADIAN COMPANIES
SUCH AS SPAR, SR TELECOM, MITEL, NORTHERN TELECOM, LOGO AND OTHERS

CONCLUSION OF 2/3 SALES AGREEMENTS AND/OR JV/
TT.

REPORT ON NEW SOFTWARE LAW EXPECTED TO BE RELEASED IN NEXT FEW
MONTHS.

RESOLVE WHETHER PARTICIPATION IN INFORMATICA
'89 JUSTIFIED.

ORGANIZE PARTICIPATION IN AND FOLLOW-UP ON CONTACTS TO BE ESTA-
BLISHED AT TELECOM'88 IN RIO DE JANEIRO.

INCREASED EXPOSURE OF CANADIAN CAPABILITIES
IN SECTOR AND INCREMENTAL OPPORTUNITIES FOR
SALES/TECHNOLOGY COOPERATION.

FOLLOW UP ON SATELLITE'86 AND 87, ON SATELLITE APPLICATIONS AND
ENVISAGE PARTICIPATION IN SIMILAR SEMINAR EVENTS IN 1988.

INTRODUCTION OF CANADIAN KNOW-HOW/TECHNOLOGY
IN FUTURE BRAZILIAN APPLICATIONS, E.G. TELE-
EDUCATION, TELE-MEDICINE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) ORGANIZE & PARTICIPATE IN AMERICAS TELECOM
(RIO) MAY 88.

A) EVENT A TOTAL SUCCESS FROM RESULTS ACHIEVED
(SALES & BUSINESS ASSOCIATIONS).

QUARTER: 2 Technical cooperation agreement with TELEBRAS.
2. ISDN Seminar: Northern Telecom/Mitel
3. Quebec Mission
4. Proceed with preparation of Satellite '88

Resulted in series of visits of TELEBRAS spec-
ialists to Cda. 2. Resulted in incr. interest by
CPQD in propriety chips produced by Mitel
3. Resulted in agreement in principal for rep-
resentation

QUARTER: 3 Continued Asstce. to Novatel & Northern Telecom
for mobile Cellular Tel. Systems.
Continued assistance to coys in Remote Sensing.

Visits to territ. Participation of both at Mobile
Cellular Seminar. Call for prequalifcs. and ten-
ders 1st quarter 1989.

Visits to territ. Participation in Selper Seminar
(2 speakers - exhibitors).

QUARTER: 4 Continued assistance to Novatel & Northern
Assist Spar Aerospace in satellite bid
Assist Data Radio Inc. in market entry.

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

REPORT 4
89/10/10

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

POST :637-SAO PAULO

010-MINE,METAL,MINERAL PROD & SRV
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON PARTICIPATION IN MINTEC'87

IDENTIFY SPECIFIC OPPORTUNITIES UNCOVERED
DURING VISIT

MONITORS DEVELOPMENTS IN BRAZILIAN INDUSTRIAL CHEMICALS IMPORTS
PATTERNS AND REPORT ACCORDINGLY.

PROTECT AND/OR EXPAND CANADA'S SHARE OF
BRAZILIAN MARKET

IDENTIFY UPCOMING PROJECTS,ESPECIALLY IN GOLD,LIKELY TO COME ON
STREAM AND INFORM CANADIAN SERVICE/EQUIPMENT SUPPLIER.

CANADIAN BIDS ON TWO OR THREE PROJECTS.

DEVELOP FURTHER CONTACTS WITH MAJOR BRAZILIAN MINING COMPANIES,
E.G. CVRD, BILLITON, PARANAPANEMA, CPRM, CBMM, CAEMI, ETC.

GIVE THEM EXPOSURE TO CANADIAN CAPABILITIES
AND IDENTIFY MARKET NICHES.

ON ONGOING BASIS, MONITOR ANY MARKET ACCESS ISSUES WHICH COULD
IMPACT ON OUR SALES IN BRAZIL

PROTECT OUR MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)COORDINATE BETWEEN GEONAUTICA & ONTARIO GOVT.
FOR MINING SYMPOSIUM.
B)INVITE SPEAKER TO GOLD SYMPOSIUM - RIO
(AUG.88).

A)GOING WELL.
B)GLENCAIRN EXPLORATIONS INVITED.

QUARTER: 2 Assist in prepar. of Mining Seminar.
2. Assist in arranging Cdn particip. in Gold
Symposium in Rio de Janeiro
3. Proceed to direct mailing (200) on chemical
products

It resulted in successful seminar held Oct. '88
2. Particip. in Gold Symposium contrib. to up-
grade the Brzln knowledge of Cdn technology
3. Direct mailing generated high interest in
Canadian chemicals

QUARTER: 3 Organize mining symposium.
Organize visit by editor of Minerios magazine to
Canada.

Small consulting contract won by one of partici-
pants in symposium & excellent contacts establi-
shed.
Special edition on Canadian mining to be relea-
sed February'89.

QUARTER: 4 Visit by editor of Minerios Magazine February 88
Organize Canadian participation at EXPOSIBRAM
(July'89).

Resulted in special edition on Cdn mining tech-
nology & excellent exposure in market.
Authority obtained for info stand,identified
potential Cdn participation in conjunction with
LSTF,ONTARIO,ALBERTA.

POST :637-SAO PAULO

009-FOREST PRODUCTS,EQUIP,SERVICES
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO SUPPORT EFFORTS BY H.A.SIMONS VIA THEIR JOINT-VENTURE WITH NATRON IN BRAZIL

INCREASED EXPOSURE TO BRAZILIAN COYS;REALIZATION OF SMALL (INITIALLY) CONTRACTS FOR CONSULTING/ENGINEERING SERVICES.

PROVIDE CONTINUED ASSISTANCE TO VALMET-SENTROL IN THEIR MARKETING EFFORTS;ASSIST THEM IN PROTECTING THEIR MARKET SHARE FROM USA COMPETITION FROM WITHIN BRAZIL

ACHIEVE 3/4 ADDITIONAL CONTRACTS (\$2 TO 3 MILLION) NEXT YEAR.

ASSIST OTHER CANADIAN EXPORTERS ON ONGOING BASIS,E.G. UNIVERSAL PAPER, CARBORUNDUM IN THEIR MARKETING EFFORTS.

INCREMENTAL SALES NEXT YERA OF \$ 4/5 MILLION.

UPDATE REPORT ON MAJOR PULP AND PAPER PROJECTS WHICH WERE POSTPONED DUE TO ECONOMIC CONDITIONS IN 1987.

PROVIDE POTENTIAL EXPORTERS WITH INFO SUFFICIENT TO DETERMINE WHETHER THEY SHOULD PURSUE INVOLVEMENT ON THESE PROJECTS.

INTENSIFY CONTACTS ON REGULAR BASIS WITH SENIOR OFFICIALS OF BRAZILIAN PULP AND PAPER COMPANIES AND IDENTIFICATION OF SPECIFIC OPPORTUNITIES FOR MAJOR PROJECTS.

INFORM CANADIAN INDUSTRY IN TIMELY FASHION WHICH WOULD LEAD TO TENDERS RELATIVE TO 2/3 PROJECTS.

SEEK TO DEVELOP TECHNICAL COOPERATION BETWEEN CANADIAN AND BRAZILIAN FORESTRY AGENCIES (E.G. CFS, IBDF) AT ACADEMIC & COMMERCIAL LEVELS.

MORE TECHNICAL COOPERATION ACTIVITIES (E.G. RECIPROCAL VISITS);MEDIUM TERM SALES OF FIRE-FIGHTING EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) UPDATE PULP & PAPER PROJECTS LIST.

DEFERRED TO NEXT QUARTER.

QUARTER: 2 No import. activ. has taken place in this sector
Very little oppor. for the sale of equip. Re sales of pulp & paper this is done dir. by the lрге corp. & the Post has very little involv.
Next qtr will show a different priority

QUARTER: 3 Follow-up on Cdn participation at 1988 Pulp & Paper Congress.

Gathering of intelligence on ongoing projects & on chances of Cdn participation,offer of EDC support.

QUARTER: 4 Introduce new companies in sector

Lamb-Grays submitted bid to Bahia Sul for cutter /layboy. Value 5.5 million.

REPORT 4A
89/10/06

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

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

POST :637-SAO PAULO

Governor General visit - February 13-16

Minister Harvie Andre Visit - February 13-16

Brazil Outlook Seminar (in Canada) March 2-9

C.O. Tour of Canada March 9-24

CETESB Environment Canada Cooperation Agreement

Ontario Advanced Agricultural Industry Mission January 12-27

MTN Report

Phase 3 Toronto/Sao Paulo Cooperation Agreement

Asbestos Seminar (Mexico) January 89

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