

CA1  
EA676  
T712  
EXF  
1989 *Ac.*  
STORAGE

International Affairs and  
International Trade Canada

Affaires extérieures et  
Commerce extérieur Canada

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

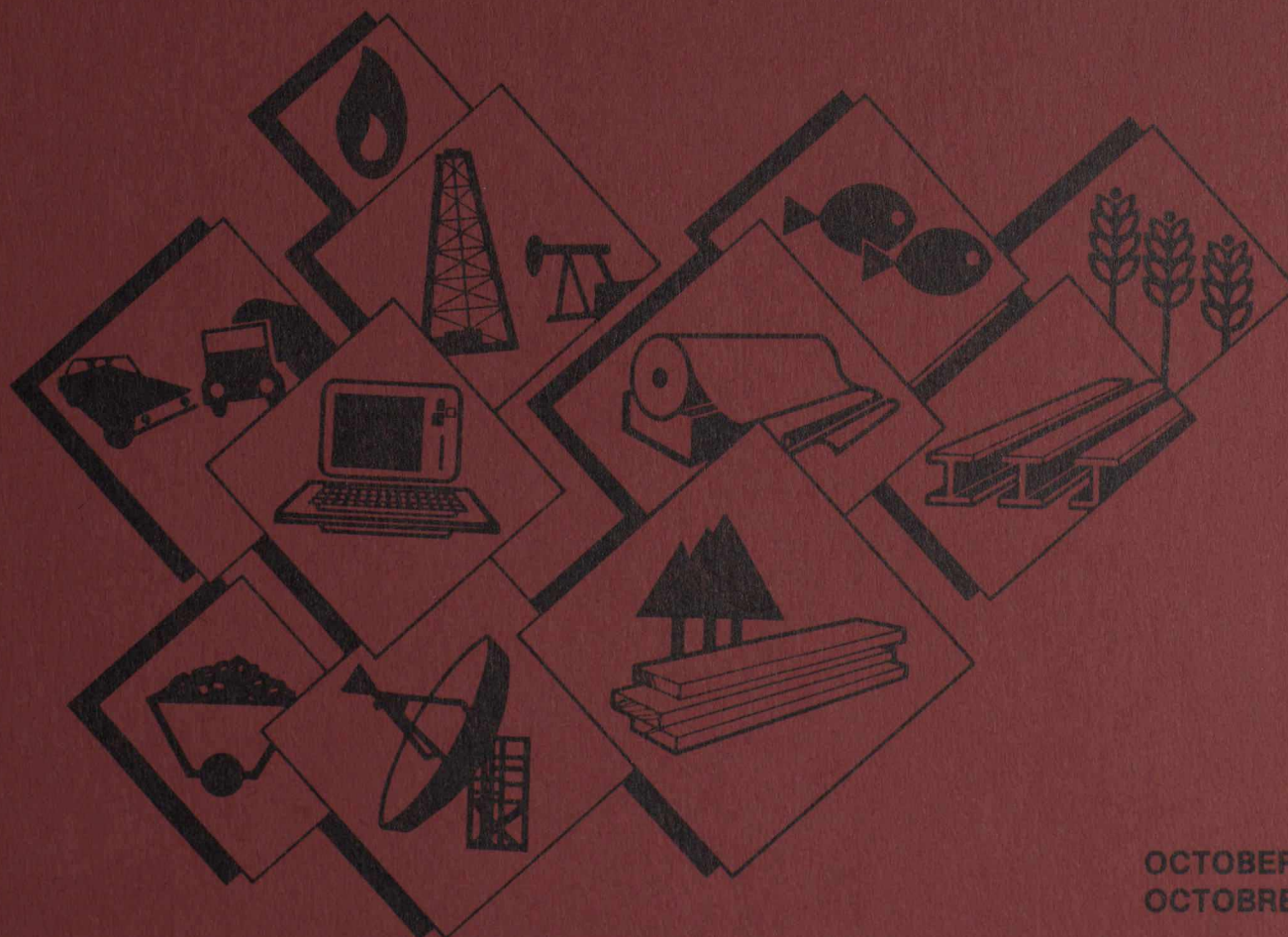
**QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

NON - CIRCULATING /  
CONSULTEZ SUR PLACE

**ASIA AND PACIFIC  
ASIE ET PACIFIQUE**

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

JANVIER - MARS 1989  
(4<sup>e</sup> TRIMESTRE, AF 1988-89)



OCTOBER 1989  
OCTOBRE 1989



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report  
January - March 1989

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 Asia Pacific, 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 Asie et Pacifique, 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.

Dept. of External Affairs  
Min. des Affaires extérieures  
OTTAWA

DEC 1 1989

RETURN TO DEPARTMENTAL LIBRARY  
RETOURNER À LA BIBLIOTHÈQUE DU MINISTÈRE



ASIA AND PACIFIC  
ASIE ET PACIFIQUE

<u>MISSION</u>	<u>PAGE</u>
BANGKOK	1
BEIJING	7
CANBERRA	16
DHAKA	20
HONG KONG	27
ISLAMABAD	38
JAKARTA	42
KUALA LUMPUR	50
MANILA	61
MELBOURNE	65
NEW DELHI	74
OSAKA	80
SEOUL	88
SHANGHAI	98
SINGAPORE	103
SYDNEY	113
TOKYO	122
WELLINGTON	137



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 :504-BANGKOK

005-ADVANCED TECH. PROD. & SERV  
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

KEY OFFICIALS FROM THIS SECTOR TO BE INVITED TO CANADA UNDER FOLLOW-UP TO EXPO'86 VISITORS PROGRAM.

EXPOSURE OF KEY DECISION MAKERS TO CANADIAN TECHNOLOGY.

ONGOING FOLLOW-UP IN AREAS OF OPPORTUNITY AS IDENTIFIED IN CONSULTANT'S REPORT ON THAI TELECOMS SECTOR.

INTRODUCTION OF NEW CANADIAN TECHNOLOGIES TO TOT, CAT, EGAT, ETC.

ONGOING ASSISTANCE TO LOCAL OFFICE OF ALTA TELECOM INTERNATIONAL.

WINNING OF CPR CONTRACT WITH TOT, WINNING OF CAT NETWORK MANAGEMENT CENTRE.

TECHNICAL SEMINARS ORGANIZED ON BEHALF OF INDIVIDUAL COMPANIES TO INTRODUCE NEW PRODUCTS.

NEW AGENCIES AND EXPORT SALES.

MONITOR PROGRESS OF TOT'S 5TH PROJECT AND IMPLEMENTATION OF THE 6TH PROJECT.

CANADIAN COMPANIES TO SUBMIT COMPETITIVE BIDS TO TOT.

IDENTIFY OPPORTUNITIES FOR SALES OF NEW TECHNOLOGIES, ESPECIALLY PACKET SWITCHING, FIBRE OPTICS, VIDEOTEX, ETC.

SALES OF CANADIAN TECHNOLOGIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COMPILE SUMMARY OF CIDA'S INVOLVEMENT IN REMOTE SENSING IN THAILAND - PAST, PRESENT AND FUTURE. NEED EXPRESSED BY ADV. TECH. MISSION MEMBERS. REQUIRED INTERVIEW OF CIDA OFFICERS, CO-OPERANTS, NRC STAFF.

REPORT COMPLETED & FORWARDED TO ADV. TECH. MISSION MEMBERS IN REMOTE SENSING FIELD. HAVE SINCE USED IT FOR ADDITIONAL ENQUIRIES FROM REMOTE SENSING/GIS FIRMS.

QUARTER: 2 Promotional Canadian Telecommunication Sector

Support to Fair child of Vancouver to submit proposal to Min of Communications for Thai domestic satellite project.

QUARTER: 3 Preparation of comprehensive market study on Thai consulting sector and computer hardware/software market.

Approximately 40-page reports, among the most comprehensive ever completed by the post, were finalized and sent to Ottawa for distribution to Canadian consulting/computer firms.

QUARTER: 4 -----

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

POST :504-BANGKOK

007-POWER & ENERGY EQUIP. & SERV.  
THAILAND

<p>PLANNING:</p> <p>ACTIVITIES PROPOSED IN POST PLAN:</p> <p>ASSIST CANADIAN COMPANIES TO LOCATE RELIABLE LOCAL REPRESENTATIVES AND TO GIVE RECOMMENDATIONS ON HOW TO PURSUE MAJOR PROJECTS.</p> <p>HAVE FREQUENT CONTACTS WITH EGAT FOR POTENTIAL THERMAL &amp; HYDRO PROJECTS.</p> <p>FOLLOW UP FUTURE PROCUREMENTS ON POWER BOILER MAE MOH UNIT 10-13 AND OTHER THERMAL PLANT PROJECTS.</p>	<p>ANTICIPATED RESULTS:</p> <p>INFORM CANADIAN COMPANIES OF OPPORTUNITIES WHICH WILL RESULT IN INCREASING MARKET SHARE.</p> <p>INCREASE AWARENESS OF CANADA AS A POTENTIAL SOURCE OF SUPPLY AND SERVICES.</p> <p>FURTHER SALES OF POWER BOILERS AND POWER PLANTS TO EGAT.</p>
--	---

<p>TRACKING:</p> <p>ACTIVITIES UNDERTAKEN IN QUARTER:</p> <p>QUARTER: 1 MEET WITH SENIOR OFFICIALS AT EGAT ON THE ORGANIZATION'S REVISED POWER DEVELOPMENT PLAN.</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 -----</p> <p>QUARTER: 4 -----</p>	<p>QUARTERLY RESULTS REPORTED:</p> <p>OBTAINED PROJECT INFORMATION ON EGAT'S NEW POWER DEVELOPMENT PLAN AND SABA YOI LIGNITE POWER PLANT PROJECT.</p>
--	---





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 :504-BANGKOK

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP TO CONTACTS MADE AT DEFENCE ASIA 87 ONLY PARTIALLY COMPLETE.

BETTER DETERMINE MARKETING OPPORTUNITIES FOR CANADIAN DEFENCE SUPPLIERS.

FULL EXPLOITATION OF VISIT TO CANADA OF DEFENCE PRODUCTS MISSION, OCTOBER 87, YET TO BE UNDERTAKEN.

SALES IN NEXT THREE YEARS OF UP TO \$15 MIL-LION WORTH OF DEFENCE PRODUCTS.

POST CONTINUES TO PROMOTE NOTION OF ASSIGNMENT OF DEFENCE ATTACHE TO CANADIAN EMBASSY, BANGKOK.

ACCESS TO, AND CREDIBILITY WITH THAI MILITARY CONTACTS WHO, TRADITIONALLY, DO NOT TALK TO CIVILIANS.

SYSTEMATIC AND STEPPED-UP MARKETING CALLS ON MILITARY CONTACTS, STARTING WITH THOSE WHO HAVE RECENTLY RETURNED FROM CANADA.

ACCESS TO PROCUREMENT PLANS AND OPPORTUNITIES TO NEW CANADIAN BIDDERS.

DEVELOPMENT OF CLOSER CONTACT WITH SMALL, TIGHTLY KNIT GROUP OF AGENTS SPECIALIZING IN MILITARY SALES.

IDENTIFICATION OF NEW LEADS AND COMPETITIVE INFORMATION.

FOCUS ON OPPORTUNITIES ALREADY ON BOOKS (AIRCRAFT, AVIONICS, COMMUNICATIONS AND RADAR) AND PROMOTE AGGRESSIVELY.

INCREASED SALES POTENTIAL.

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Participate in Defence Asia '88, occupying 36 sq. m. info booth along with other three Canadian exhibitors.

Info booth vis. by approx.1200 vis. w/approx.500 enquiry filled out.Thai awareness of Cdn supply position further enhanced.Bristol Aero. close to completing finaliza'n of their contract.RTA art-illery mission to Bendix Avelex planned Dec.'89.

QUARTER: 4 -----



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

POST :504-BANGKOK

Ontario Dairy Cattle Mission (Jan 12-13)

Liaison Visit to Burma (Jan 16-19)

Visit of Saskatchewan Minister of Trade and Investment  
(Hon. Bob Andrew) (Feb 11-14)

Quebec Trade Mission (Feb 16-17)

Attendance at PROC VI/ASEAN Trade Commissioners Conference,  
Montreal/Ottawa (Feb 23-Mar 10)

Asbestos Seminar (co-sponsored by Asbestos Institute of Ca-  
nada) (March 6-10)

Liaison Visit to Laos (March 22-24)

Preparation of "Thailand 1990" strategy paper-new initiative  
NTS plans, ECA, etc.



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 :510-BEIJING

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

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

JOINT AGRICULTURAL COMMITTEE

-SUPPORT AG RESEARCH IN CANADA  
- PROMOTE PRIORITY AG SALES TO CHINESE.  
BREEDING LIVESTOCK AND GRAIN EQUIPMENT.

PLANT PHYTOSANITARY DISCUSSIONS.

CREATE CONDITIONS FOR NEW PLANT EXPORTS.

ANIMAL HEALTH DISCUSSIONS-MINK, MARTEN,FOX, AND PIGEON.

CREATE APPROPRIATE CONDITIONS FOR LONG-TERM EXPORTS.

INITIAL DAIRY CATTLE SALES TO A MODEL FARM SITUATION IN BEIJING.  
POST WILL WORK WITH PRIVATE SECTOR FOR MAXIMUM PUBLICITY.

SECTION OF P.R.C. DECISION-MAKERS.

EXPAND MARKETING EFFORTS INTO STUDIES ON POTENTIAL MARKETS  
FOR POTATO EXPORTS - IDENTIFY TECHNICAL BARRIERS.

POST SHOULD BE IN A BETTER POSITION TO ASSESS  
MARKET PROSPECTS IN THIS POTENTIALLY ATTRACT-  
IVE SUB-SECTOR.

EXPAND MARKETING EFFORTS INTO STUDIES ON POTENTIAL MARKETS  
FOR FOOD PROCESSING EQUIPMENT.

POST SHOULD BE IN A BETTER POSITION TO ASSESS  
MARKET PROSPECTS IN THIS POTENTIALLY ATTRACT-  
IVE SUB-SECTOR.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ANIMAL HEALTH DISCUSSIONS.

ON-GOING DISCUSSIONS AIMED AT LONG-TERM  
SOLUTION TO THIS MATTER.

QUARTER: 2 -----

QUARTER: 3 -fox protocol to be negotiated  
-Joint agriculture committee activities includ-  
ing grain marketing study group visit to Canada.  
-Follow-up on veterinary quarantine of firts  
cattle shipment.

-protocol negotiations are well underway  
-visit has taken place successfully  
-awaiting report of Chinese authorities.

QUARTER: 4 Negotiation of fox quarantine protocol.  
JAC Activities - hydroponics mission to Canada.  
Investigate market for grain

Some progress achieved - one issue outstanding.  
Mission taking place in early days of April.  
Report carried out.

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 :510-BEIJING

012-CHEM PROD & PETROCHEM,EQP,SERV  
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINANCING/IDENTIFYING/LOBBYING FOR EXCLUSIVE CANADIAN PACKAGES.

CANADIAN INVOLVEMENT IN SEVERAL PETROCHEMICAL PLANT PROJECTS.

VISIT MAJOR PETROCHEMICAL PLANTS AND GOVERNMENT ENTITIES IN CONCENTRATED MARKETING EFFORT.

BETTER CHINESE AWARENESS OF CANADIAN TECHNOLOGY AND IDENTIFICATION OF FUTURE REQUIREMENTS

CONDUCT A MARKET ANALYSIS TO BETTER IDENTIFY OPPORTUNITIES.

BETTER CANADIAN AWARENESS OF PROJECT OPPORTUNITIES AND OPPORTUNITIES FOR SALES OF PRODUCTS.

MARKET REPORT OF PETROCHEMICAL INDUSTRY.

IDENTIFY CHINA'S EXISTING PETROCHEMICAL INDUSTRY AND IDENTIFY IMPORT REQUIREMENT FOR PRODUCT AND PLANT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Market analysis to identify project opportunities.

In context of trade seminars in Qingdao & Chengdu identified 3 petrochemical and several chemical projects post is now pursuing.





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 :510-BEIJING

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

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE EFFORTS TO OBTAIN A THERMAL PROJECT ALLOCATED TO CANADIAN SUPPLY.

ONE COMPLETE STATION VALUS \$150 MILLION OR MORE.

ATTEMPT TO POSITIION CANADA FOR PARTICIPATION IN DESIGN AND IMPLEMENTATION OF THE THREE GORGES PROJECTS.

LONG RANGE POTENTIAL UP TO \$500 (1.1 -22M \$ MILLION IN EQUIPMENT AND SERVICES.

ONTARIO HYDRO TECHNICAL AGREEMENT WITH MWREP.

EVENTUALLY INTRODUCE CANADIAN SUPPLIERS TO ONTARIO HYDRO TO P.R.C. ENTITIES.

TECHNICAL SEMINARS TO PRESENT CANADIAN CONTROL SYSTEMS AND "BALANCE OF PLANT" CAPABILITIES.

SPECIFICATION BY P.R.C. AUTHORITIES OF CANADIAN SUB-SYSTEMS.

BUILD ON EXISTING RELATIONSHIPS SUCH AS THE BANK OF MONTREAL /MWREP.

TO OBTAIN INFORMATION WHICH WILL HELP LONG-RANGE PLANNING.



TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Assist in finalizing the Ghe Yan Power Project.  
-Provide support on Beilungang II.  
-Explore reopening of talks between Cda/China for NCA. - to illicit additional slate of TCP study proposals

-Signature of contract, US\$ 100 million.  
-Agreement reached between Babcock & Wilcox and PRC signature to take place Jan.89. \$48 million.  
-Agreement reached between 2 Governments to re-new negotiations NCA May 89.

QUARTER: 4 -----



REPORT #5 QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
89/10/06 FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

510 - BEIJING

PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

FOREST PRODUCTS,EQUIP,SERVICES ALL SUB-SECTORS  
MOST PRC FOREIGN INVESTMENT IS CONDUCTED THROUGH A FEW SELECT GOVT  
MINISTRIES AND CORPORATIONS SUCH AS CHINA INT'L TRADE & INVESTMENT  
CORP. EMBASSY MAINTAINS CLOSE LIAISON WITH THESE ORGANIZATIONS.

LONG RANGE POSSIBILITY FOR FURTHER INVEST-  
MENTS IN FORESTRY OPERATIONS,PULP MILLS &  
PERHAPS ANIMAL BREEDING STOCK.

MINE,METAL,MINERAL PROD & SRV MINERALS AND MINERAL PRODUCTS  
MAINTAIN STEADY FLOW OF INVESTMENT LITERATURE TO SELECT CORPORATIONS.

PRC ENTITIES WILL BE FULLY APPRAISED OF  
CDN POLICY & WILL CONSIDER INVESTMENTS  
IN CDA WHEN APPROPRIATE.

AGRI & FOOD PRODUCTS & SERVICE ANIMAL,POULTRY BREEDING STOCK  
No proposed activities indicated

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5  
89/10/06

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

510 - BEIJING

PEOPLE'S REP OF CHINA

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

QUARTER : 2

QUARTER : 3

QUARTER : 4

No activity identified in Post Plan  
\_ Support to Sask Premier re CITIC investment in Saskatchewan Potash Mine.  
- Initial discussion with Canadian firm re PRC investment in coking coal mine.

Please treat these 2 opportunities as confidential  
Opportunity promoted by Post. Possibility in medium to long term.  
Opportunity identified by Post.

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 :510-BEIJING

Visit by Saskatchewan Premier Grant Devine

Canada-China Trade Cooperation Conference

Cities Project - Trade seminars and interviews in Qingdao  
and Chengdu

Planning of Canada Month - May 89

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 :534-CANBERRA

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

REACHING SOME FORM OF AGREEMENT WITH AUSTRALIA ON CLOSER CO-OPE-  
RATION BETWEEN CANADIAN AND AUSTRALIAN DEFENCE INDUSTRIES.

GREATER CANADIAN INDUSTRY INVOLVEMENT IN  
AUSTRALIAN DEFENCE PRODUCTION

DETERMINE EQUIPMENT SALES OPPORTUNITIES FOR CANADIAN SUPPLIERS OF  
MARINE DEFENCE EQUIPMENT FOR NEW AUSTRALIAN SURFACE COMBATANT  
PROJECT.

SALES FOR CANADIAN FIRMS.

OBTAIN UPDATED AUSTRALIAN ASSESSMENT OF CRV-7 ROCKETS AND DETER-  
MINE LIKELY PROCUREMENT TIMING

CONTRACT FOR BRISTOL AEROSPACE

FACILITATE M.E.L. CONTACT WITH AUSTRALIAN DOD AND POTENTIAL  
AUSTRALIAN PARTNERS IN ORDER TO FACILITATE ENTRY INTO AUSTRALIAN  
MARKET.

10% CANADIAN INVOLVEMENT IN ELECTRONIC WAR-  
FARE MARKET.

FACILITATE CONTACT BETWEEN SNC AND AUSTRALIAN GOVERNMENT AMMUNI-  
TION FACTORIES IN ORDER TO PROMOTE INDUSTRIAL CO-OPERATION.

MORE CANADIAN AMMUNITION SALES TO AUSTRALIA  
FACILITATE SALES OF \$5 MIL.

IMPROVE AUSTRALIAN KNOWLEDGE OF CANADIAN DEFENCE INDUSTRIES  
THROUGH VISITS AND PUBLICITY IN AUSTRALIAN MEDIA.

MORE CANADIAN SALES TO DEFENCE SECTOR  
INCREASE SALES TO \$25 M.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGE AGREEMENT BETWEEN CANADA AND AUSTRALIA  
ON COOPERATION BETWEEN OUR RESPECTIVE DEFENCE  
INDUSTRIES.

DIALOGUE CONTINUED WITH AUSTRALIAN DOD OFFICIALS  
DURING VISIT BY ED HEALEY,ADM-MATERIAL,DND IN  
JUNE.

QUARTER: 1 CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S  
EFFORTS TO HAVE CANADIAN PATROL FRIGATE SHORT-  
LISTED AMONGST POSSIBLE DESIGNERS FOR AUSTRALIAN  
NEW SURFACE COMBATANT.

CANADIAN PATROL FRIGATE NOT ONE OF DESIGNS RE-  
TAINED ON SHORTLIST. EMPHASIS SHIFTED TO ENABLE  
CANADIAN SUBCONTRACTORS TO BE ABLE TO SUPPLY TO  
POTENTIAL PRIME CONTRACTORS.

QUARTER: 1 MONITORING OF DEPT OF TRANSPORT & COMMUNICATIONS  
NATIONAL AERONAUTICAL INFORMATION PROCESSING  
SYSTEM NORTH EAST BRISBANE PROJECT.

MDA AND AVED TECH OF CANADA, ONLY FIRMS SELECTED  
TO SUBMIT FINAL COSTED PROPOSALS. PROPOSALS DUE  
SEPT 16, 1988.

QUARTER: 1 SUPPORT OF CANADAIR'S EFFORTS TO HAVE CHALLENGER  
SELECTED FOR AUSTRALIAN GOVERNMENT'S VIP FLEET  
REPLACEMENT.

CHALLENGER CONSIDERED PRIME CONTENDER. DECISION  
EXPECTED AUGUST 1988.

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 :534-CANBERRA

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
AUSTRALIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DEVELOP AUSTRALIAN ARMY INTEREST IN GM DIESEL LAV, PARTICULARLY WITH POSSIBLE QUICK-PURCHASE FROM U.S. MARINE CORPS WAR INVENTORY.

ARMY REJECTED POSSIBILITY FOR QUICK, SINGLE-SOURCE PURCHASE OF GM LAV. TENDER TO BE ISSUED SEPT 1988.

QUARTER: 1 SUPPORT OF MEL DEFENCE SYSTEMS EFFORTS TO HAVE THEIR APOLLO EW SYSTEM ON ANZAC FRIGATE.

MEL HAS APPLIED FOR PEMD SUPPORT.

QUARTER: 2 Support of MEL Defence Systems efforts to have their Apollo EW system on ANZAC frigate.

MEL has decided to withdraw from competition on project as its system likely to be more expensive than fixed-price contract will bear.

QUARTER: 3 Support of Saint John Shipbuilding and several systems suppliers to participate in Anzac Ship Program. 2) Monitoring of Dept of Transport & Communications Nat'l Aeronautical Info Processing System North-East Brisbane Project.

Meetings held with both competing consortia. Good level of interest for several Cdn cos including SJSJ established. 2) MDA & Aveo tech of Cda, only firms selected to submit final costed proposals. Prop. submit. Sept. Contract award has been delayed

QUARTER: 4 1) Support of St. John Shipbuilding and others to participate in ANZAC ship program; 2) monitor DOTC NAIPS project; 3) support Canadair's efforts to have Challenger selected; 4) develop Aust Army interest in GM Diesel LAV;

1) meetings held, good level of interest in sev. Canadian companies including SJSJ; 2) contract awarded to MDA; 3) protests to Aust Govt over loss of contract may register favourable scene for other contracts; 4) Aust Def still investigat.

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

REPORT 4  
89/10/10

POST :534-CANBERRA

005-ADVANCED TECH. PROD. & SERV  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DEPT OF AVIATION PURCHASE OF NATIONAL AERONAUTICAL INFORMATION  
PROCESSING SYSTEMS (NAIPS) TO BE AWARDED IN EARLY 1988.NORTH EAST  
CENTRE UPGRADE WILL FOLLOW.

CANADIAN FIRMS WILL CONTINUE TO PURSUE SALES  
OPPORTUNITIES. SALES POTENTIAL IS \$13.5 MIL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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 :534-CANBERRA

Canada/Australia Trade Agreement: Canned Fruits

Canadian Navy SQS-S10 Sonar Visit

Bilateral access issues (asparagus, pork, salmon)  
consultations/reports in progress

Canada/Australia Minerals Working Group

TID Tri-Post Meeting - Bateman's Bay





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 :524-DHAKA

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
BANGLADESH

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	INVESTIGATE SALES OPPORTUNITIES ARISING FROM GOVERNMENT LOANS TO NEW INDUSTRIES.	INCREASE CANADIAN SUPPLIERS AWARENESS OF LOCAL MARKET.

-----

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 -----	
	QUARTER: 2 -----	
	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 :524-DHAKA

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	REVIEW WITH EXECUTING AND FINANCING AGENCIES EXPECTATIONS FOR CONSULTANCIES ARISING FROM NEW MAJOR PROJECTS.	OBTAIN SHORTLISTINGS FOR AT LEAST ONE OR TWO CANADIAN FIRMS.



TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
QUARTER: 2	Reported aircraft purchase intentions of National airlines	Visit by Dehavilland rep; potential agents identified
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 :524-DHAKA

005-ADVANCED TECH. PROD. & SERV  
BANGLADESH

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	LOBBYING OF EXECUTING/REGULATORY AGENCIES	INCREASE AWARENESS OF CANADIAN CAPABILITIES

-----

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 TO HAVE CHAIRMAN OF T & T VISIT CANADA TO SURVEY TECHNOLOGICAL CAPABILITIES.	MISSED INCLUSION IN TEMIC SESSION,BUT HAVE TWO PLACES FOR AUTUMN TEMIC AND GOOD PROSPECTS THEY WILL BE TAKEN UP.
	QUARTER: 2 Overview report of Telecom sector; provided Canadian suppliers with marketing information	Facilitated and made reps for Cdn radio company with military
	QUARTER: 3 Promotion of Canadian Marconi. Promotion of Canadian goods and services.	a)Identification of local agent. b)Hosted 2 day visit of Marconi rep. a)Identified two senior officials to attend Temic
	QUARTER: 4 Temic - identified two senior invitees to attend course	Temic withdrew invitations

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 :524-DHAKA

003-GRAINS AND OILSEEDS  
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MAINTAIN LIAISON WITH MINISTRY OF FOOD

ADVANCE INFORMATION ON FOOD-GRAIN IMPORT REQUIREMENTS.

OBTAIN INFORMATION REGARDING OTHER SUPPLIERS.

ASSESS COMPETITIVENESS OF CANADIAN OFFERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Commented on one PEMD

No sales confirmed due to drought and supply constrictions in Canada

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER 1: IN LIAISON WITH MINISTRY OF FOOD TO OBTAIN INFORMATION REGARDING OTHER SUPPLIERS TO PARTICIPATE IN EXHIB.

PLANNED TO VISIT MINISTRY OF FOOD TO OBTAIN INFORMATION REGARDING OTHER SUPPLIERS TO PARTICIPATE IN EXHIB.

QUARTER 2: ACTIVELY PROMOTE OPPORTUNITIES FOR CAN. SUPPLIERS TO ESTABLISH LOCAL CONTACTS IN MISSION.

ESTABLISHED LOCAL CONTACTS IN MISSION.

QUARTER 3: VISIT TO FOOD SUPPLY MISSION - CROSS CANADA BUYING TRIP.

VISIT TO FOOD SUPPLY MISSION - CROSS CANADA BUYING TRIP.

QUARTER 4: PREPARATION FOR VISIT TO S. AMERICA CANADA WITH 100-150 IMPORTERS/RETAILERS FROM S. AMERICA IN MARCH/APRIL 1988.

PREPARATION FOR VISIT TO S. AMERICA CANADA WITH 100-150 IMPORTERS/RETAILERS FROM S. AMERICA IN MARCH/APRIL 1988.

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 :524-DHAKA

Visit by EXTOTT Trade Official Feb 21-23

Visit by Challenger Aircraft

Holding of Canadian Catalogue Show



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 :502-HONG KONG

001-AGRI & FOOD PRODUCTS & SERVICE  
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOOD & BEVERAGE CDA MAR 87 PROVED TO BE SUCCESSFUL, WILL RUN AN IN-STORE PROM IN DCH'S FOOD SUPERMARKETS(30-35) FOR 8 WEEKS. ORGANIZING A FORTNIGHT CDN FOOD FEST. IN 4 JAPANESE SUPERMARKETS, 3 HOTELS, 2 WEST RESTAURANTS, 2 CHINESE REST., 3 PUBS, FAST FOOD OUTLETS	C\$4,000,000
SUPPORT CANADIAN EXPORTERS WHO TOOK PART IN THE FOOD & BEVERAGE CANADA 87 ON A FOLLOW UP TRIP TO HONG KONG UNDER PEMD.	C\$ 500,000
TO ENCOURAGE LOCAL FOOD IMPORTERS TO ATTEND FOOD PACIFIC 88 HELD IN VANCOUVER	
SINCE FOOD & BEVERAGE CANADA 87 WAS SO SUCCESSFUL, WE ARE PLANNING TO RUN A SOLO FOOD SHOW IN MARCH, 1989.	C\$5,000,000
ORGANIZE AN IN-STORE PROMOTION IN KEY SUPERMARKET CHAINS IN 1989.	C\$ 500,000
ORGANIZE AND COORDINATE BEEF PROMOTION IN HOTELS, IN COOPERATION WITH ALBERTA.	C\$ 300,000

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IN LEAD-UP TO MAJOR IN-STORE PROMOTION, CONTINUED TO GENERATE INTEREST ON CANADIAN SUPPLIERS TO PARTICIPATE IN EVENT.

PLANNED THE PARTICIPATION OF HONG KONG BUYERS IN FOOD PACIFIC IN VANCOUVER. OBTAINED RESULTS FROM FOOD RETAILER DCH ON MARCH PROMOTION - \$ 5 MILLION CDN. FOOD BOUGHT.

QUARTER: 1 ACTIVELY PURSUE OPPORTUNITIES FOR CDN. SUPPLIERS AND CULTIVATE LOCAL CONTACTS IN INDUSTRY.

BRANCH OFFICE ESTABLISHED OF CDN. RESTAURANT EQPT. MFTR. C\$1.8 MN SALES TO DATE. DISTRIBUTOR AGREEMENT SIGNED C\$20,000 SALES TO DATE.

QUARTER: 2 Food Pacific, Vancouver  
Food Buyers Mission - Cross Canada Buying Trip.

4 HK & 1 food journalist attended Food Pacific. All buyers have expressed interest in a variety of Cdn. products & approx. 10 articles written. -Approx. \$1 million in purchase with more to follow.

QUARTER: 3 Preparation for Food & Beverage Canada with local importer/retailer (DCH) to take place in March/April 1989.

Promotion to open March 10th (for 6 week period) with the participation of provinces, contribution \$62,500. - DCH has purchased C\$1.2 million of Canadian food products

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 :502-HONG KONG

001-AGRI & FOOD PRODUCTS & SERVICE  
HONG KONG

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 4	In-store food promotion with Dah Chong Hong including 39 food outlets and 17 restaurants.	Food promotion was launched on March 10th and supplier had bought some \$6 million of Cdn food products.
	25 Companies visited HK for 3 day program following their participation in Foodex, Japan.	General program and individual appts made for 30 Cdn reps.

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 :502-HONG KONG

005-ADVANCED TECH. PROD. & SERV  
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

TELECOMMUNICATIONS MARKET STUDY UNDER WAY TO STUDY IMPACT OF DEREGULATION, NEW PRODUCT AREAS (CABLE TV, DATA NETWORKS, ETC), (NTS)

WILL FORM BASIS FOR STRATEGY PAPER IN EARLY FY 88/89.

INTELLIGENCE GATHERING,AND STRATEGIC SUPPORT UNDERWAY FOR SEVERAL PROJECTS INCLUDING (A) POLICE TELECOMS (B) MOBILE DATA NETWORK (C) SATELLITE PROCUREMENT (D) CABLE TV SUPPLY CONTRACTS.

AT LAST TWO OF (A) THROUGH (D) WILL BE SECURED.

STRATEGY PAPER FOR A CANADIAN THRUST IN THE TELECOMS MARKET TO (A) RECOVER MARKET SHARE (B) CAPITALIZE ON ANTICIPATED DEREGULATION IN 1988-93

FOR SUBMISSION TO DOC, DEA AND DRIE IN JUNE 88.

FORM STRATEGIC LIAISONS,AND PROVIDE TIMELY INTELLIGENCE TO ENSURE AT LEAST ONE CANADIAN COMPANY SECURES A SUPPLY CONTRACT IN NEW CABLE TV NETWORK.

NETWORK PROVIDER TO BE SELECTED IN SPRING 88. SUPPLY CONTRACTS TO BE LET IN MID 88 TO LATE 89

??????

INTELLIGENCE GATHERING AND STRATEGIC SUPPORT FOR SEVERAL PROJECTS INCLUDING (A)LAND COMPUTERIZATION (B)HOSPITALS COMPUTERIZATION (C)URBAN COUNCIL LIBRARY AUTOMATION (D) IMMIGRATION DEPT. MRP.

SECURE AT LEAST ONE SUCH CONTRACT

LOBBYING AND INTELLIGENCE GATHERING TO OBTAIN MAJOR GOVERNMENT SYSTEM DESIGN CONTRACT

SECURE AT LEAST ONE SUCH CONTRACT

IDENTIFYING & INTRODUCING STRONG CANADIAN SOFTWARE SUPPLIER INTO MARKET WITH (A) OWN OFFICES (B) HIGH PROFILE MARKETING THROUGH DISTRIBUTOR.

AT LEAST ONE CANADIAN COMPANY IN EACH OF (A) AND (B)

COSPONSORSHIP OF SOFTWARE EXHIBITION 88, AND/OR AUTOTECH 88, OR SIMILAR EVENTS (AT LEAST ONE)

LOCAL PUBLICITY OF CANADIAN PRODUCTS CANADIAN ENTRANTS IN SHOWS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OUTGOING MISSION.

MISSION POSTPONED DUE TO LACK OF CDN INTEREST.

QUARTER: 2 Ensure Cdn. involvement in Cable TV contract.

Advised 33 Cdn.companies of cable TV proposal issued by HK Gov't. At least 5 co. are actively pursuing contracts through local bidders.

QUARTER: 3 -----

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 :502-HONG KONG

005-ADVANCED TECH. PROD. & SERV  
HONG KONG

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Obtain info on Canadian capability.  
Determine potential local trade fairs for consideration of Cdn participation.  
Sectoral briefs written for Hi-Tech 89.

Commercial Officer visited Asia Telecom in Spore following which 9 Cdn co's visited posts and individual appts arranged for each.  
Three trade shows were visited and priorities established for future participation.

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 :502-HONG KONG

015-CONSTRUCTION INDUSTRY  
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

BUILDING PRODUCTS

CONTINUE MAIL CAMPAIGNS WITH TECHNICAL LITERATURE.

CULTIVATE CLOSE RELATIONSHIP WITH DEVELOPERS ARCHITECTURAL/ENGINEERING FIRMS AND HONG KONG GOVERNMENT DEPTS./OFFICIALS BY FREQUENT VISITS AND CONTACTS.

1988: C\$12M

1989: C\$13M

ALERT SUITABLE CANADIAN SUPPLIERS TO OPPORTUNITIES OF SUPPLYING TO PROJECTS IN THIS TERRITORY AND PROVIDE THEM WITH IMPORTANT MARKET INFORMATION, INCLUDING SPECS & BID DOCUMENTS.

MATCH UP HONG KONG DEVELOPERS, ARCHITECTURAL/ENGINEERING FIRMS WITH SUITABLE CANADIAN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 ACTIVELY PURSUE OPPORTUNITIES FOR CDN. SUPPLIERS AND CULTIVATE LOCAL CONTACTS IN INDUSTRY.

C\$1.3 MILLION SALES OF LUMBER & CONCRETE.  
2 EXCLUSIVE AGENCIES SIGNED UP.

QUARTER: 2 Build up awareness of Cdn. Capability with local industry.

4 new exclusive distributors signed up for 3 CDN companies & 1 agency agreement. - Sales totaling approx. \$500,000. - Market study will be undertaken over next two quarters.

QUARTER: 3 Study of Market Opportunities in Hong Kong

Local company hired to undertake study and report should be completed by end March 89.

QUARTER: 4 Preparation for IBEX fair in May 1989

Plans for Canada Pavilion were finalized and 15 Cdn companies and 2 Prov govts now confirmed.

Market Study for building products was contracted and finalized.

Finalized report submitted and will be distributed at IBEX and to PNC and DRIE R.O.'s

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 :502-HONG KONG

002-FISHERIES,SEA PRODUCTS & SERV.  
HONG KONG

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

FOOD PROMOTION IN DAH CHONG HONG MARCH THIS YEAR PROVED SUCCESS-  
FUL. WILL RUN ANOTHER FOOD PROMOTION IN DAH CHONG HONG'S FOOD  
SUPERMARKETS (30-35) IN 1988 FOR 8 WEEKS. C\$2,000,000

FOOD PROMOTION 88 - STARTING MARCH 1,1988,4 JAPANESE SUPERMARKETS  
,3 HOTELS,2 CHINESE RESTAURANTS,2 WESTERN RESTAURANTS,2 JAPANESE  
RESTAURANTS,3 PUBS & FAST FOOD OUTLETS TO RUN A FORTNIGHT CDN  
FOOD FEST. DURING SAME PERIOD. C\$ 300,000

TO ENCOURAGE LOCAL FOOD IMPORTERS TO ATTEND FOOD PACIFIC 88 HELD  
IN VANCOUVER ON THEIR OWN EXPENSES.

FOOD & BEVERAGE CANADA 87 PROVED SUCCESSFUL. WE PLAN TO HAVE  
ANOTHER FOOD FESTIVAL IN 1989. C\$3,000,000

ORGANIZE AN IN-STORE PROMOTION IN KEY SUPERMARKET CHAINS. C\$ 400,000

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Preparations for participation in HOFEX, major  
food and beverage trade fair.

Preparations finalized and 8 Canadian partici-  
pants confirmed (7 companies and 1 Prov govt).

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 :502-HONG KONG

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
HONG KONG

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

FOLLOW UP MARKET IDENTIFICATION EFFORTS OF NEW SUPPLIERS INTRODUCED AT HITEC 87. USE HITEC 88 TO IDENTIFY ADDITIONAL NEW SUPPLIERS.

WORK WITH AT LEAST 5 NEW SUPPLIERS IN ATTEMPT TO SECURE CUSTOMERS AND/OR DISTRIBUTORS.

MARKET STUDY FOCUSING ON IDENTIFYING FULL EXTENT OF THE SECTOR, KEY CUSTOMERS/IMPORTERS/AGENTS, AND ANALYSE THE IMPACT OF THE SHIFT OF MAJOR SECURITY ACTIVITIES FROM UK ARMY/NAVY TO POLICE.

ATTEMPT TO SECURE FUNDING FOR STUDY; CONTRACT OUT STUDY AND EVALUATE AND REPORT RESULTS BY MID-1988

IDENTIFY AND INTRODUCE NEW SUPPLIERS TO THE MARKET, AND ASSIST THEM TO ESTABLISH EFFECTIVE DISTRIBUTORSHIPS

INTRODUCE AT LEAST 2 NEW SUPPLIERS

SECURE TDO ASSISTANCE IN INCLUDING HK IN ANY RELEVANT VISITS OR MISSIONS TO THE REGION

HOST AT LEAST ONE SUCH VISIT/MISSION AND USE IT TO HIGHLIGHT CANADIAN CAPABILITY.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 MARKET STUDY TO DETERMINE OPPORTUNITIES FOR CDN. CO.

COMPLETED IN-HOUSE STUDY AND WILL UNDERTAKE MORE IN-DEPTH MARKET STUDY TO IDENTIFY OPPORTUNITIES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Security/defence study postponed until new F/Y.  
Security products for building sector will be included in construction market study.  
Sectoral report written for Hi-Tech 89.  
Major mailing promoting ARMX in Hull, May 89.

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 :502-HONG KONG

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET STUDY UNDERWAY TO ANALYSE OPPORTUNITIES FOR ENVIRONMENTAL CONSULTANTS IN HK, IDENTIFY MAJOR IMPORTERS OF EQUIPMENT, AND DEVELOP STRATEGY FOR PENETRATING MARKET.

STUDY TO BE COMPLETED IN MARCH 88. STRATEGY PAPER TO BE SUBMITTED BY JUNE 88.

IDENTIFICATION AND INTRODUCTION OF NEW CONSULTANTS TO MARKET.

INTRODUCE AND ASSIST AT LEAST 3 BY END OF FY 87/88.

SENSITIZE DEA, OGD AND PROVINCES TO OPPORTUNITIES IN THIS POORLY DEFINED SECTOR.

MEET WITH DRIE, ENVIROCAN, DEA, COUNCIL OF MUNICIPALITIES, SEVERAL PROVINCES

IDENTIFY AND INTRODUCE NEW CONSULTANTS TO THE MARKET THROUGH (A) ATTENDANCE AND SPEAKING AT LOCAL CONFERENCE (B) SOURCING IN CDA FOR SPECIFIC PROVINCES.

SECURE ATTENDANCE BY CANADIAN AT POLMET 88. SECURE OPPORTUNITY FOR CANADIANS TO BID ON LOCAL CONTRACTS.

IDENTIFY LOCAL CONSULTANTS PREPARED TO WORK IN JOINT VENTURE WITH CANADIAN FIRMS.

MATCH INTERESTED LOCAL COYS TO APPROPRIATE CANADIAN PARTNERS.

ATTRACT HIGH PROFILE VISITOR(S) OR MISSIONS TO HK IN COURSE OF REGIONAL TRIP.

AT LEAST 1 SUCH VISIT TO HELP PUBLICIZE CANADIAN TECHNOLOGY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUBSECTOR - ENVIRONMENTAL PROTECTION - SERVICES. IDENTIFICATION OF OPPORTUNITIES FOR LOCAL CONSULTANTS & RAISE PROFILE OF POLMET '88.

CONSULTANTS ARE ACTIVELY PURSUING MKT AS RESULT OF MKT STUDY UNDERTAKEN & CIRCULATED. -HK ENVIRONMENTAL PROTEC'N DEPT. HIGHLY SENSITIZED TO CDN CAPABILITY & INTERESTED IN SEEING CDN. PARTICIPATION IN POLMET '88.

QUARTER: 2 Increase awareness of Cdn. capability & ensure Cdn. companies considered for local contracts. Utilize Env. Conference POLMET to increase Cdn. profile.

Obtained agreement by local Gov't to consider Cdn. companies considered for tenders. -1 joint proposal submitted for local work. - Obtained co-sponsorship of Canada in POLMET.

QUARTER: 3 Canadian environmental mission to Polmet 88

22 Cdn participated in Environmental mission to HK Nov.27-Dec.7,88 including attendance at Polmet. 9 papers were delivered by mission members. Cda gained high profile in sect,4 partnership between HK & Cda firms were discussed,& 1 Cdn co

QUARTER: 4 -----



REPORT #5 QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
89/10/06 FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

502 - HONG KONG

HONG KONG

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

??????

??????

INITIATE CONTACTS BASED ON MKT KNOWLEDGE & PERSONAL ACQUAINTANCES (IN & OUT CALLS) TO INCREASE AWARENESS OF INVESTMENT PROGRAM & IDENTIFY POTENTIAL INVESTORS.

5-15% OF CONTACTS WILL INVEST; IMPOSSIBLE TO QUANTIFY IN DOLLARS OR JOBS CREATED IN CDA.

CONSUMER PRODUCTS & SERVICES

APPAREL (CLOTH,FUR,SHOES) TEXT

PURSUAE ACTIVELY ONGOING DIRECT MAIL EXERCISE SECTOR BY SECTOR.

5-25% OF CONTACTS WILL INVEST: DITTO 1

ADVANCED TECH. PROD. & SERV

??????

ORGANIZE INFORMATION MEETINGS WITH TRADE & INDUSTRIAL ASSOCIATION.

1-10% OF (INDIRECT) CONTACTS WILL INVEST: DITTO 1

OTHER SERVICES

TOURISM

GIVE INFORMATION ADDRESSES TO MEETINGS OF INFLUENTIAL BUSINESS PERSONS/INDUSTRIALISTS TO INFORM HONG KONG COMMUNITY OF PROGRAM/SERVICES AVAILABLE.

5-10% OF CONTACTS WILL INVEST: DITTO 1

CONSTRUCTION INDUSTRY

ARCHITECT,CONS,CONSUL,SERV

RESPOND TO INITIATIVES BY HONG KONG BUSINESS PERSONS & INDUSTRIALISTS.

15-25% OF CONTACTS WILL INVEST: DITTO 1

NON SECTORALLY ORIENTED ACTIVITIES

INCREASE JOINT INVESTMENT PROMOTION ACTIVITIES WITH PROV. OFFICES CAPITALIZING ON VISITING PROVINCIAL & MAJOR MUNICIPAL REPRESENTATIVES FROM CDA.

SIGNIFICANT BECAUSE OF 2 OR 3 LEVELS OF GOV'T BEING INTERESTED & WORKING TOWARDS CONCLUDING SUCCESSFUL PROJECTS; THIS IS BORNE OUT IN THE PREVIOUS YEAR.

WORK CLOSELY WITH CDN & OTHER LEGAL FIRMS BANKS & ACCOUNTANTS IN HONG KONG WITH A VIEW TO ACCELERATING PROFESSIONAL ASSISTANCE PROVIDED BY THEM TO INVESTORS.

15-20% OF ENQUIRIES PURSUED SHOULD RESULT IN INVESTMENT: DITTO 1:1

HOLD MEETINGS WITH PROFESSIONALS 2.II TO ASSESS PROGRESS OF INVESTMENT ENQUIRIES & TO ENSURE LEVEL OF ASSISTANCE IS EFFECTIVE FREQUENCY IN PROPORTION TO LEVEL OF SUPPORT THEY GIVE TO INVESTMENT PROGRAM.

N/A

502 - HONG KONG

HONG KONG

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

ONE-ON-ONE COUNSELLING OF POTENTIAL INVESTORS; OCCASIONAL SMALL INTERRELATED GROUP MEETINGS; HOSPITALITY; OBTAINING OF DETAILED SECTOR-SPECIFIC INFORMATION; COORDINATION OF ITINERARIES FOR VISITING INVESTMENT-ORIENTED CANADIAN OFFICIALS. LIAISON WITH LOCALLY-BASED CANADIAN AND OTHER PROFESSIONALS SUPPORTING INVESTMENT PROGRAM.

OPENING OF SPECIALIZED (ITLN,FRENCH) FURNITURE SHOWROOM,TRNTO,ONT.,BY TAIWAN FIRM CLAIMING CONDUIT TO CENTRE OF WEALTH IN IS. CHINESE PROV. (OFFICE REPORTED IN PREVIOUS QURTR).ESTABLISHMENT OF ASSEMBLY PLANT,ELECTRO. WATCHES & CALCULATORS,CUSTOM-MADE IMITA'N JEWELLERY BY HK MFTR,VNCVR,B.C. ACQUISITION OF EXPO 86 SITE (BC PLACE),VNCVR,B.C. BY MAJOR HKONG INTERESTS, ENGENDERING MASSIVE CONSTRUCTION ACTIVITY OVER ENSUING DECADE.

QUARTER : 2

-----

QUARTER : 3

One-on-one counselling of potential investors; occasional small interrelated group meetings; hospitality; obtaining of detailed sector-specific information; coordination of itineraries for visiting investment-oriented Canadian officials. Liaison with locally-based Canadian & other professionals supporting Investment Program. Ref: 1988/89 Investment Sourcing Profile Sector 1,Subsector 1 reflected in 5,10(Highlight Sect.3,Subsect.3 reflected in 7 (Highlights)

1. Early completion of renovation of New World Harbourside Hotel,Vancouver,B.C.by new owners from Territory. 2. Reinvestment in food processing, following 2 years in operation by Territory-based group,Vancouver,B.C. 3. Invest. in bonds & treasury bills by P.R. Chinese Prov.Off.in Terr. 4. Establishment of warehousing prior to distribution of specialized furniture by Taiwan interest,Vancouver,B.C. 5. Establishment of wooden casing assembly for P.R.Chinese-made audio equip.

QUARTER : 4

One-on-one counselling of potential investors; small interrelated group meetings; establishing itineraries for visiting investment officials; liaison with locally-based Canadian & other professionals supporting Investment Program.

1. Establishment of securities investment dealing office, Vancouver, B.C.  
2. Tourism/lodging: acquisition of Delta Mountain Inn, Whistler, B.C.

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

POST :502-HONG KONG

Participation by Sr. Trade Commissioner in Pacific Rim  
Opportunities Conference in Montreal, Feb. 27-Mar 1/89.  
Speaking Tour by Sr. Trade Commissioner to HKCBA in Mt1., Tor  
Calgary, and Vancouver, Mar. 2 - 7/89.  
Visit of Sask Premier Devine (plus delegation of 11 people)  
18 - 25 Feb. 89.  
3 Prov. Ministerial Visits: R. Andres, Sask/Trade & Industry  
P. Gobeil, Que/Int'l Relations; G. Horsman, Alta.  
4 Prov officials, 1 Municipal visitors

5 Major Trade Missions: Canadian Wheat Board (4 pers), Jan  
22-24/89; Port of Vancouver (3 pers), Feb 12-14; Post-Asia  
Telecom (9 companies), Feb 27 - Mar 3; Post-Foodex (25  
co's, 30 reps), Mar 12-15; Vancouver Board of Trade (22pers)  
3 Major Receptions hosted by Sr Trade Commissioner, with  
total of 625 local contacts attending.  
Two Trade Fairs: Pacrim, and Intertour Expo (21 pers, 19  
exhibitors)  
Special Events: WIN Regional Training - 12 pers, Jan 23-27.  
WIN Regional Systems Mgr, Interviews - Mar 20-23



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 :521-ISLAMABAD

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
PAKISTAN

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

INVESTIGATION AND REPORTING UPON PAKISTAN ARMY PROCUREMENT  
PROCESS.

BETTER KNOWLEDGE ABOUT THE PROCUREMENT  
PROCESS LEADING TO BETTER PREPARED  
EXPORTERS.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1)POSSIBLE VISIT OF ARMY SIGNAL CHIEF TO CANADA  
2)RAST/ASSIST SYSTEMS FOR PAKISTAN NAVY SHIP  
3)MBB PROPOSAL TO MINISTRY OF DEFENCE FOR SUPPLY  
/ASSEMBLY OF MBB HELICOPTER.

1)ARMY SINGLA CHIEF VISITED CDA ON INVITATION OF  
CDN MARCONI CO. POST HELPED TO ARRANGE THE VISIT  
2)POST HELPED TO SUBMIT INDAL TECHNOLOGIES RAST  
SYSTEM BID TO PAKISTAN NAVY. 3)POST HAS RAISED  
SUPPORT FOR MBB AT APPROPRIATE FORUMS DURING CALL

QUARTER: 2 -----

QUARTER: 3 Arrange for HOM to call on Secretary Defence  
Production Lt. Gen.Talat Masood.

Contact established between HOM & Sec.Def.Prod.  
This will allow Post to have a better access to  
contact in military establishment in order to  
obtain timely info on procurement.-Invitation to  
Sec.to visit Cda along w/del.of Sen.def.officers

QUARTER: 4 Embassy call on Ministry of Defence Production

Discuss visit programme of Secretary Defence  
Production Division to Canada in May 1989. Flag  
Canadian support for ITI helicopter hangers for  
Pakistan Navy ships.

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 :521-ISLAMABAD

011-OIL & GAS EQUIPMENT, SERVICES  
PAKISTAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	REGULARLY CALL ON OIL COMPANY EXECUTIVES IN ISLAMABAD, LAHORE AND KARACHI.	OBTAIN TIMELY INFORMATION ABOUT PROCUREMENT OPPORTUNITIES LEADING TO FINAL BID SUBMISSION BY APPROPRIATE CANADIAN COMPANIES.
	UPDATE MISSION BRIEFING NOTES ON THE OIL AND GAS INDUSTRY.	IMPROVED INFORMATION ABOUT LOCAL MARKET FOR CANADIAN COMPANIES AND GOVERNMENT DEPARTMENTS.
	PREPARE BRIEFING NOTES ON THE PETROCHEMICAL SECTOR IN PAKISTAN.	COLLECT AND DISSEMINATE INFORMATION ABOUT THIS SUB-SECTOR FOR THE USE OF CDN COMPANIES AND GOVT DEPTS. INTERESTED CANADIAN COMPANIES TO COMPETE FOR BUSINESS.
	PROVIDE ASSISTANCE TO NEW CANADIAN COMPANIES INTERESTED IN GETTING PETROLEUM CONCESSIONS.	STRENGTHEN CANADIAN PRESENCE IN THE LOCAL MARKET.
-----		
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 1)REGULAR CALLS ON OIL COMPANIES. 2)ASSISTANCE TO PETRO CANADA AND HOME OIL.	1)CALLED ON CHAIRMAN,OIL & GAS DEV CORP AND CHAIRMAN,PAKISTAN OILFIELDS LTD TO PROMOTE CDN CO. (2)BOTH COS HAVE OBTAINED CONCESSIONS AND HAVE OPENED OFFICE IN ISLAMABAD.
	QUARTER: 2 Prepare briefing notes on the Petrochemical Sector in Pakistan.	Started gathering information. Will call on key people in Ministry of Petroleum and Pakistan oil refineries to find out GOP plans to build new refinery and hydrocracker.
	QUARTER: 3 Regularly call on local oil and gas companies in Islamabad, Lahore and Karachi.	Called on OGDC & Min.of Petroleum & Natural Resources to get input for Alberta Government Oil & Gas Mission & for DRIEOTT/GSTM proposed oil & gas technical seminar.
	QUARTER: 4 Regularly call on oil company Executives in Islamabad, Lahore and Karachi.	Met w/executives of OGDC, Pakistan Oilfields Ltd., Southern Gas Co. Ltd., Sui Gas Transmission Co. Ltd.,Union Texas & Occidental to obtain current status of their projects. Interested Cdn companies are being advised.

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 :521-ISLAMABAD

003-GRAINS AND OILSEEDS  
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OILSEEDS

NEGOTIATION OF (A) ADDITIONAL AFGHAN RELIEF AID AND (B) NEW BILATERAL FOOD AID FOCUSED UPON CANOLA OIL BY CIDA.

OBTAIN ACCEPTANCE IN THE LOCAL MARKET FOR CANOLA OIL.

FOLLOW-UP WITH LOCAL AGENTS, EDIBLE OIL AND GHEE MILLS AND GHEE CORPORATION OF PAKISTAN.

OBTAIN EXPORT ORDERS ON A LONG TERM BASIS.

ORGANIZE A PAKISTANI EDIBLE OIL MISSION TO CANADA.

OBTAIN EXPORT ORDERS ON A LONG TERM BASIS.

PREPARATION OF ANNUAL SURVEY OF WHEAT, COARSE GRAINS AND OILSEEDS MARKETS.

PROVIDE BASIC MARKET INFORMATION TO TGO FOR DISSEMINATION TO INDUSTRY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEW BILATERAL FOOD AID FOCUSED ON CANOLA OIL BY CIDA TO OBTAIN ACCEPTANCE IN LOCAL MARKET FOR CANOLA OIL.

CIDA & GOVT OF PAKISTAN AGREED IN PRINCIPLE TO PROVIDE \$35 MIL CANOLA OIL TO THE LATTER OVER A PERIOD OF 5 YEARS. WILL MONITOR TO ENSURE THAT IT LEADS TO DEVELOPMENT OF LOCAL MARKET FOR CANADIAN CANOLA OIL.

QUARTER: 2 -----

QUARTER: 3 Preparation of Annual Survey of Wheat, Coarse Grains and Oilseeds Market.

Survey was completed and submitted to TGP and Canadian Wheat Board.

QUARTER: 4 Negotiation of new bilateral food for Canola oil by CIDA to obtain acceptance in the local market

C\$ 35 MM Canola oil grant spread over 5 year period.

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 :505-JAKARTA

011-OIL & GAS EQUIPMENT,SERVICES  
INDONESIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	CONTINUOUS MONITORING OF E. JAVA GAS PIPELINE OPPORTUNITY	CDN. COMPANIES PROVIDED WITH FOCUSED LIST OF OPPORTUNITIES
-----		
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 CONTINUED ASSISTANCE TO COMPANIES IN GRADUALLY IMPROVING SECTOR.	DECISION TO GO AHEAD WITH GAS EQUIPMENT AND SERVICES MISSION TO INDONESIA, FOR WHICH PLANNING NOW UNDERWAY AT POST.
	QUARTER: 2 -----	
	QUARTER: 3 Assist companies in gradually improving sector	-Visit of Alta Min.of Econ.Dev.and Trade,L.Sha-ben,who visited future site of petroleum industry-related training facility (a SAIT project)on Batam Island,and met with Indonesian Energy Min. and Pertamina officials
	QUARTER: 4 Support companies in gradually improving sector	- Gas services and eqpt mission (7 companies) from Alberta _ Presentation by 4 Alberta training institutes on services they provide relating to training in gas sector



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 :505-JAKARTA

001-AGRI & FOOD PRODUCTS & SERVICE  
INDONESIA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:  
OVERVIEW OF INDONESIA'S ANIMAL FEEDS, ADDITIVES & SUPPLEMENTS MARKET                   BETTER MARKET DEFINITION & ACCESS.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

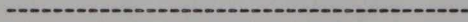
REPORT 4  
89/10/10

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 :505-JAKARTA

010-MINE,METAL,MINERAL PROD & SRV  
INDONESIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	PREPARE REPORT ON GOLD AND COAL SECTORS.	IMPROVED ACCESS BY CDN. FIRMS.
	MAILING OF PRODUCT LITERATURE TO GOLD COMPANIES	POSSIBLE DIRECT SALE BY CDN. COMPANIES



TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 PROMOTE AWARENESS OF CANADIAN EXPERTISE IN MINING SECTOR.	INITIATED PARTICIPATION OF CANADIAN COMPANIES IN MINING INDONESIA (SCHEDULE FOR SEPT/OCT 88).
	QUARTER: 2 Promote awareness of Canadian expertise in Mining sector.	7 Canadian companies participated in well-attend Mining Indonesia Show, 27 Sep-01 Oct.88.
	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 :505-JAKARTA

007-POWER & ENERGY EQUIP. & SERV.  
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

AWAITING POSSIBLE EDC/CONCESSIONAL FINANCING ESPECIALLY ON MINE  
HYDRO.

START \$13.0M

NUCLEAR

ONGOING ASSISTANCES TO AEC & CANADA

VISIT BY MIN. OF SCIENCE & TECHNOLOGY, HABIBIE TO CANADA.

CONVINCE HABIBIE OF CDN. ABILITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 - Ongoing assistance to AECL

- Supported AECL in obtaining CIDA INC grant to  
prepare prefeasibility study for training laboro-  
ratory

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 :505-JAKARTA

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT,EQP.

SEMINAR & TECHNICAL PRESENTATIONS

INCREASED SUPPLY OF CDN. INDUSTRIAL MACHINERY  
TO INDONESIA.

STUDY ON CDN. INDUSTRIAL MACHENERY, PLANT & SERVICES  
CAPABILITY & VIABILITY.

GREATER MARKET ACCESS DOWNSTREAM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

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 :505-JAKARTA 005-ADVANCED TECH. PROD. & SERV  
INDONESIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
???????	CONYINUED PROMOTION THROUGH GOI CONTACTS OF CDN. CAPABILITIES	CONTINUALLY INCREASING MARKET SHARE
???????	PROMOTION OF CDN. SYSTEMS MANAGEMENT CAPABILITIES	GREATER MARKET ACCESS DOWNSTREAM FOR CDN. EQPT. & EXPERTISE
	PROMOTION OF CDN.TRAINING CAPABILITIES	SENSITIZATION OF DG POSTEL/PERUMTEL OFFICALS TO CDN. TELECOMS CAPABILITY
	CONTINUING VISITS TO CDA.OF SEINOR DG POSTEL & PERUMTEL OFFICALS	GREATER AWARENESS OF CDN. CAPABILITIES
???????		
	SEMINARS & PHYSICAL DEMONSTRATIONS	INCREASED OPPORTUNITY TO WIN TENDER
	CIDA SHOULD PROVIDE MORE FINANCING BACK-UP TO INDONESIA	INCREASE OPPORTUNITY TO WIN TENDER
	FINANCIAL BACKUP SHOULD BE MORE IN THE FORM OF SOFT LOANS OR GRANTS.	INCREASE OPPORTUNITY TO WIN TENDER
	SEMINARS & PHYSICAL DEMONSTRATIONS	INCREASE OPPORYUNITY TO WIN TENDER
	CONVINCE CIDA TO PROVIDE MORE SOFT LOANS & GRANTS TO INDONESIA	INCREASE OPPORTUNITY TO WIN TENDER

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	CONTINUE TO ASSIST COMS IN PURSUIT OF TELECOMS PROJECTS - CONTINUE TO ASSIST COS IN PURSUIT OF AERIAL SURVEY/REMOTE SENSING ACTIVITIES,THROUGH LIAISON WITH GOI AND MONITORING OF IBRD & ADB PROJECTS.	EDC OFFERED CONCESSIONAL FINANCING IN SUPPORT OF CDN MARCONI TELECOMS PROP TO PERUMTEL. - TSI TE-LECCOMS PROJ(OUTSIDE PLANT & IMS)CLOSER TO FRUITION. - POST REP REINFORCED CDN COS PRESENCE AT 3RD SOUTHEAST ASIAN SURVEY CONGRESS.
QUARTER: 2	-----	
QUARTER: 3	-Assist companies in pursuit of telecoms/comms projects. -Assist companies in pursuit of aerial survey/remote sensing,and meteorological data collection/processing projects.	-TSI & CMC proposals pending final decision by GOI - Geological Survey Canada(GSC)conducting study for GOI to set parameters for next 5 yr plan for geophysical survey. - Spar;MacDonald Dettwiler meteorological proj.prop.are proceed.



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 :505-JAKARTA

Quebec Mission

Alberta Gas Mission

EDC visit

PSD visit

PROC VI and Asean Trade Comissioners' Meeting in Ottawa

Dairy Mission and Technical Seminars

Visit to Asia Telecom and Defence Asia Shows in Singapore

Win training in Hong Kong

Visit to Bandung (2) in support of technical presentations  
by Mitel and CMC





REPORT 4 QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
89/10/10 AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :511-KUALA LUMPUR 005-ADVANCED TECH. PROD. & SERV  
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

INITIATE PROGRAM OF CALLS ON BANKS, MULTI-NATIONAL CORPS, & STM TO PROMOTE SATELLITE SYSTEMS FOR BUSINESS & RURAL TELEPHONE NEEDS. PREPARE SHOPPING LIST OF OPPORTUNITIES FOR CDN. SUPPLIERS. INCREASED PRESENCE OF CDN. PRODUCTS/SERVICES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE CDN REMOTE SENSING TECHNOLOGY & SERVICES . ENHANCE EXPOSURE OF MLSIANS TO CDN COMMUNICATIONS TECHNOLOGY; DETERMINE ACQUISITION PRIORITIES OF MALAYSIAN TELEVISION NETWORKS. MDA AWARDED \$1 MN CONTRACT TO SUPPLY WEATHER MONITORING SYST; BERCHA SUBMITTED PROPOSAL TO TRAIN STAFF OF NEW REMOTE SENSING CENTRE; STM CHAIRMAN ATTENDED TEMIC COURSE; BCI AWARDED \$13 MN CASS ROLLOUT PROJ; ALERTED CDN FIRMS TO TV STUDIO DEVP

QUARTER: 2 -----

QUARTER: 3 Maintain contact with users of remote sensing equipment and services in support of Canadian suppliers; strengthen relations with RTM; update market for datacom products; promote satellite system sales. PCI & Tydac sold software systems to local industry; mass mailing of Cdn remote sensing publication; CBC/RTM cooperation for CHOGM broadcasts explored; alerted cos to Perwira Bank regional datacom network reqt. DOCOTT rep visited Mayl.

QUARTER: 4 Research and update datacom opportunities identified in Post market studies; Identify short list of local cos with remote sensing expertise. Prepared mrkt profile for cdn exhibitors at Asia Telecom. Teleglobe Cda, Gest Networks, TSI and Network Eng Ltd visited Mlsia; Datacap conducted seminar; STM man dir attended Temic; Tydac, Bercha, Intera, Geovision finalizing bus coop relps.

POST :511-KUALA LUMPUR

001-AGRI & FOOD PRODUCTS & SERVICE  
MALAYSIA

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:           ANTICIPATED RESULTS:

ALL SUB-SECTORS

ACTIVE FOLLOW-UP WITH MEMBERS OF MALAYSIAN LIVESTOCK MISSION.  
ON-GOING SUPPORT FOR TECHNICAL COLLABORATION WITH LIVESTOCK  
AUTHORITY & INDUSTRY ASSOC.& PROM OF BREEDING STOCK

20%INCREASE IN SALES OF SWINE BREEDING STOCK.  
ESTABLISH CDN REPUTATION AS LEADER IN GENERIC  
ENGINEERING & EXPAND INSTITUTIONAL CO-OP

FOLLOW UP WITH MALAYSIAN PARTICIPANTS IN ASEAN FOOD PACKAGING  
TOUR & CDN COS THEY MET.

INCREASE AWARENESS OF CDN CAPABILITY IN THIS  
SECTOR & EVENTUALLY ESTABLISH CDN PRESENCE IN  
MALAYSIAN MARKET.

CONTINUE TO PROMOTE CDN FEED INGREDIENTS WITH LOCAL FEEDMILLERS

GAIN GREATER ACCEPTANCE OF CDN FEED  
FORMULATIONS & IMPROVE SALES PERFORMANCE

HOLD "CANADA FOOD FAIR"IN CO-OPERATION WITH LEADING SUPERMARKET  
CHAIN TO PROMOTE A WIDE VARIETY OF CDN FOODS.

HEIGHTEN AWARENESS OF CDN FOOD PRODUCTS.  
IDENTIFY  
NEW LOCAL DISTRIBUTORS TO HANDLE CDN FOOD  
PRODUCTS & THUS INCREASE SALES

PROMOTE AVAILABLE CDN UNIVERSITY & TECHNICAL TRAINING PROGRAMS  
IN AGRICULTURE SECTOR

INCREASE NO. OF GOVT. SPONSORED STUDENTS  
ATTENDING  
CDN UNIVERSITIES. IDENTIFY PRIORITY AGRICULT  
TRAINING NEEDS & ALERT CDN INDUSTRY.

MEET WITH PRINCIPAL MALAYSIAN PLANTATION COS TO PROMOTE SOURCING  
OF CDN AGRICULTURE EQPT.,TECHNOLOGY & SERVICES.

DEMONSTRATE APPLICATIONS OF CDN HIGH TECH  
TO AGRICULTURE SECTOR PROMOTE HERBICIDES,  
PESTICIDES AND SPRAYED EQUIPMENT.

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT GREATER TECHNICAL COLLABORATION WITH  
LIVESTOCK AUTHORITY AND PROMOTE NEW SALES OF  
BREEDING STOCK;IMPLEMENT PLAN TO MARKET CDN FOOD  
PRODUCTS.

TECHNICAL DAIRY SEMINAR TO BE HELD IN KL IN OCT.  
VISIT OF LEONG SIN NAM FARM TO MTL LED TO PUR-  
CHASE OF \$40,000 OF BREEDING SWINE. CDN SWINE  
SEMINAR PLANNED FOR JAN'89;CDA FOOD FAIR SET FOR  
FEB & IN STORE PROMOTION PLANNED WITH LARGEST

QUARTER: 2 -----

QUARTER: 3 Encourage technical collaboration in livestock  
sector; promote livestock sales; organize Cana-  
dian food and beverage promotion.

Agcda dairy seminar well attended;CLEA & Mlsian  
Vet Dept established joint proj to develop trop-  
ical breed;Cdn swine & sold exhibited at Mlsian  
Barrow show;Cdn chef & wine consultant to parti-  
cipate in food & beverage promotion

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 :511-KUALA LUMPUR

001-AGRI & FOOD PRODUCTS & SERVICE  
MALAYSIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Organize Canadian Food and Beverage Promotion.  
Promote equipt, tech and services to plantation  
sector; promote livestock sales.

Cdn Food Fair resounding success. Participation  
of Stephen Yan and Andrew Sharp and immed sales  
of \$125,000;Potash Board of Directors visited  
Mlisa and met key fertilizer importers; Walker  
farms negotiating dairy cattle j.v. with Guthrie

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 :511-KUALA LUMPUR

011-OIL & GAS EQUIPMENT,SERVICES  
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT CDN. CONSULTING FIRMS & EQPT. SUPPLIERS IN THEIR EFFORTS TO OBTAIN CNG RELATED CONTRACTS.

TRANSFER CDN. TECHNOLOGY THROUGH PARTIAL MANUFACTURING & WIN CONSULTING CONTRACTS FOR CNG INDUSTRIAL CONVERSION PROJECTS.

SUPPORT PREQUALIFIED BIDDERS FOR PGUP II PROJ. BY WORKING CLOSELY WITH THEM, THEIR LOCAL ASSOCIATES, EDC & COUNTER TRADE COS. AS REQUIRED IN SUBMISSION OF TENDERS

ENSURE CDA. GETS A SHARE OF THIS \$600M PROJ.

CONTINUE TO IDENTIFY SUITABLE REPRESENTATIVES & INTRODUCE THEM TO CDN. SUPPLIERS

CONCLUDE NEW REPRESENTATION AGREEMENTS & INCREASE EQPT. & SERVICE SALES POTENTIAL

IDENTIFY CDN. MANUFACTURERS OF OFFSHORE EXPLORATION EQPT. CAPABLE OF SUPPLYING TO CONCESSION HOLDERS.

INCREASE CDN. EXPOSURE TO MALAYSIAN MKT. & REPLACE TRADITIONAL SUPPLIERS.

ENCOURAGE PETRONAS & LOCAL INDUSTRY PARTICIPATION IN MANAGEMENT TRAINING PROGRAMS.

ESTABLISH CDN REPUTATION AS LEADER IN HUMAN RESOURCE DEVELOPMENT IN OIL & GAS SECTOR.

PROMOTE CDN. CONSULTING EXPERTISE IN REGULATORY ASPECTS OF IMPLEMENTATION OF CNG CONVERSION PROGRAMS.

TRANSFER CDN. EXPERIENCE TO MALAYSIA AND ESTABLISH OPPORTUNITY FOR CONSULTING SERVICES & POSSIBLE GOVT. TO GOVT. COLLABORATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT CDN COMPANIES BIDDING PGUP II PROJECTS; PROMOTE CDN PARTICIPATION IN EXPANDED MLSIAN OFFSHORE DEVELOPMENT PROGRAM; ALERT MFRS OF EXPLORATION EQUIPMENT/SERVICES TO MLSIAN REQUIREMENTS.

IPSCO CALLED IN FOR TECH DISCUSSIONS & PETRONAS TEAM VISITED THEIR STEEL PLANT; HOME OIL/TEXACO /PETRO CDA GULF CDA/SUN OIL CONSORTIA AWARDED PRODUCTION SHARING CONTRACTS FOR OFFSHORE EXPLORATION; SHAW PIPE, CANSPEC, TECHMASTER BIDDING EQU

QUARTER: 2 -----

QUARTER: 3 Support Cdn participation in PGUP proj; introduce new Cdn suppliers of equipment, services & technology; identify training opportunities resulting from opening of Petronas manpower training centre.

Visit of Alta Min Shaben; MMC awarded contract to build pipeline, Cdn cos to pursue sub-contracts; 12 new cos introduced at GASTECH 88; Home Oil and Gulf Cda signed PSC with Petronas; Nova awarded QC contract. SAIT & Canuck submit training prop.

QUARTER: 4 Identify new equipment suppliers to bid upcoming tenders; Assist consultants and equipment suppliers to obtain CNG contracts; promote Cdn participation in exploration and product activities.

Cardium Tools Services, Cdn Intl Fluid Services submitted bids for Petronas; BC Gas pursuing franchise for gas distribution network; Gulf Cda and IPL signed production sharing contracts with Petronas Carigali.

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 :511-KUALA LUMPUR

007-POWER & ENERGY EQUIP. & SERV.  
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSIST CDN COS BIDDING ACCELERATED TRANSMISSION PROJ.& VARIOUS  
PROJS.FUNDED UNDER ADB & IBRD.

ESTABLISH INITIAL CDN EQPT SALES IN POWER  
SECTOR.CDN CONSORTIUM AWARDED CONSULTING  
CONTRACT FOR 275KV TRANSMISSION PROJ.

SUPPORT AECL MARKETING INITIATIVES WITH PUSPATI RELATED TO TENDER  
FOR FOOD IRRADIATOR & COBALT 60 SALES

AECL AWARDED GAMMA IRRADIATOR CONTRACT

PROMOTE CANADIAN COAL SUPPLIERS WITH NEB

NEB TO PURCHASE 10% OF COAL REQUIRMENTS FOR  
PORT KLANG THERMAL POWER PLANT FROM CDA

FOLLOW UP WITH PARTICIPANTS ON ASEAN POWER TRANSMISSION & DIST.  
MISSION TO CDA TO IDENTIFY SALES PROSPECTS WITH MOST PROMISE.  
ENCOURAGE MORE PRO ACTIVE MARKETING BY CDN SUPPLIERS.

GREATER KNOWLEDGE OF MALAYSIAN MKT. BY CDN.  
SUPPLIERS;AT LEAST 4 CDN COS WHO PARTICIPATED  
IN INCOMING MISSION VISIT MALAYSIA.

PRIORITY TRADE PROMOTION ACTIVITIES TO MARKET CDN CAPABILITIES  
WITH SABAH ELECT BD(SEB) & SARAWAK ELECT SUPPLY CORP.(SESCO)

TRADE COMMISSIONER TO VISIT SEB,SESCO & LOCAL  
INDUSTRY TO IDENTIFY NEW PROJS.;CDN COS INCL  
MEETINGS WITH SERB,SESCO DURING VISITS TO  
MALAYSIA.

PROMOTE INFORMATION EXCHANGE BETWEEN CDN & MALAYSIAN UTILITIES  
RELATED TO REGULATORY POLICIES,OPERATIONS,HUMAN RESOURCE DEV  
ETC.

INCREASE MALAYSIAN FAMILIARITY WITH PROV.  
UTILITIES LEADING TO INSTITUTIONAL CO-OP  
& SALE OF SERVICES.{OPERATIONAL,MAINTENANCE,  
TRAINING}

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGE MORE PROACTIVE MARKETING BY CDN EQUIP  
AND SERVICES SUPPLIERS;FOCUS TRADE PROMOTION EF-  
FORT ON SABAH & SARAWAK ELECTRICITY CORPNS;SUP-  
PORT AECL MARKETING ACTIVITIES WITH PUSPATI;PRO-  
MOTE STRONGER BILATERAL RELATIONS IN ENERGY SECT

10 CO ELECTRICAL EQUIP MISSION SCHEDULED FOR  
SEPT;NEGOTIATIONS UNDERWAY WITH HQI FOR \$1MN EN-  
GINEERING SERVICES FOR SABAH SCADA SYSTEM;AECL  
AWARDED \$1MN CONTRACT FOR GAMMA IRRADIATOR;MLSIA  
ENCOURAGED TO PARTICIPATE IN WEC 89 IN MTL.

QUARTER: 2 -----

QUARTER: 3 Identify upcoming projects to be financed by ADB  
and IBRD;market Canadian capability with Sabah  
and Sarawak State govts; promote Mlsian partici-  
pation at WEC 89 in Montreal.

IBRD tenders supplied to Markham & Trench & both  
to bid;HQI awarded \$600,000 scada syst. contract  
with SEB;Ont Hydro awarded \$350,000 contract w/  
Sesco;alerted Cdn suppliers to solar power pilot  
proj in Sabah,Post briefed WEC Mlsia comm./conf.

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 :511-KUALA LUMPUR

007-POWER & ENERGY EQUIP. & SERV.  
MALAYSIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Identify key areas for cooperation with Canadian utilities; Assist Trench Electric to supply Breaker Switch Reactors to NEB under ADB Loan;

Alerted Ont Hydro To NEB reqmt for generation siting study and proposal now being prepared; Incoming power generation mission approved; Provided commercial intelligence and secure 2 week extension to enable Trench to bid ADB project

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 :511-KUALA LUMPUR

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

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

## ALL SUB-SECTORS

CONTINUE TO PROVIDE SUPPORT TO CDN CO & THEIR LOCAL AGENT IN THEIR PURSUIT OF MAS CONTRACT FOR REPLACEMENT OF EXISTING F-27 AIRCRAFT.	MAINTAIN CDN CO AS CONTENDER AGAINST TOUGH BRITISH & DUTCH COMPETITORS.
ASSISTING CANADIAN CONSULTANTS IN THEIR EFFORT TO SECURE CONSULTING CONTRACTS WITH RAILWAYS.	EXPAND CANADIAN CONSULTANTS' PRESENCE IN RAILWAYS & POSITION THEM FOR DOWNSTREAM WORK AS PRIVATIZATION PROCEEDS.
ASSIST CANADIAN CO IN ITS EFFORT TO INTRODUCE THEIR LOCOMOTIVES INTO MALAYSIA	WIN CONTRACT FOR SUPPLY OF SHUNTERS & SPARE PARTS.
WORK WITH CANADIAN COMPANIES TO IDENTIFY UPCOMING TRANSPORTATION RELATED PROJECTS STEMMING FROM NATIONAL TRANSPORT STUDY.	POSITION CONSULTING COS TO OFFER EQPT. & SERVICES AHEAD OF COMPETITORS.
PROMOTE CDN. MADE AVIONICS,NAVAIDS & ATC EQPT.. FOLLOW-UP ON COMMERCIAL OPPORTUNITIES IDENTIFIED IN THE AEROSPACE PRODUCTS & SERVICES MARKET STUDY	INTRODUCE CDN. SUPPLIERS TO THE MARKET & HELP THEM PURSUE POST RECESSION OPPORTUNITIES.
ASSESS INTEREST ON PART OF RAILWAYS,AIRLINES & BUS COS IN ACQUIRING HEAVY DUTY CLEANING MACHENERY FOR ENGINES & PARTS	HELP CDN. SUPPLIERS OF SUCH MAC HINERY INTRODUCE THEIR EQPT.TO MALAYSIA.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE SALES OF CDN EQUIPMENT AND SERVICES TO RAILWAYS; IDENTIFY AEROSPACE UPGRADE PROGRAM AND ALERT CDN FIRMS TO PURCHASE PLANS FOR AVIONICS, ATC SYSTEMS AND FIRE FIGHTING VEHICLES.	GM CDA AWARDED C\$2MN CONTRACT FOR SHUNTING LOCOS ;CPCS COMPLETED FREIGHT COSTING STUDY;LAVALIN COMPLETED FIRST PHASE OF NAT'L TRANSPORT STUDY & BIDDING ON PHASE II;RAYTHEON INVITED TO GIVE SEMINAR TO DCA,CMC,NORDIC & WALTEK BIDD.UPCOMING
QUARTER: 2 -----	
QUARTER: 3 Alert Canadian companies to Genting highway project;assist de Havilland to market Dash 8; promote Cdn sales to KTM and DCA.	Dessau & Delcan pursuing local associates to bid highway proj;Post organized Dash 8 demo flight; GM Canada met KTM to discuss new rolling stock requirements;Canadian firms alerted to DCA security equipment needs for CHOGM.
QUARTER: 4 Promote Canadian avionics, navadis and ATC equipt;Heighten profile of Cdn equipment and services suppliers with MAS	Consortium including Canadian Marconi, Navtel, Audor, Pelorus and local partner,Airod, to bid turnkey navaid package for Subang Airport; CAE bidding MAS simulator tender

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 :511-KUALA LUMPUR

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
MALAYSIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	CONTINUE TO IDENTIFY NEW CAPABLE AGENTS WITH SUCCESSFUL TRACK RECORDS TO REPRESENT CDN. DEFENCE PRODUCT MANUFACTURERS.	EXPAND LIST OF QUALIFIED AGENTS. INCREASE CHANCES OF SUCCESS IN FUTURE MIN. OF DEFENCE TENDERS.
	MAINTAIN ON-GOING LIAISON BETWEEN MIN OF DEFENCE, TO RESOLVE RDF CONTRACT DISPUTE.	TERMS & CONDITIONS OF CONTRACT FULFILLED TO SATISFACTION OF BOTH SIDES & RDF SYSTEMS OPERATIONAL.
	FOLLOW-UP ON CDN. DEFENCE CHIEF GEN. MANSON VISIT TO MALAYSIA.	STRENGTHEN CDN./MALAYSIAN DEFENCE RELATIONS.
	FOLLOW-UP ON BEHALF OF CDN. PARTICIPANTS AT DSA 88 & SECURE MALAYSIAN CONCURRENCE FOR UPCOMING DEFENCE MISSION.	INTRODUCE SENIOR ARMES FORCES PERSONNEL TO CROSS SECTION OF CDN. DEFENCE PRODUCTS. ESTABLISH INTERPERSONAL LINK BETWEEN HIGH LEVEL RANKING OFFICERS OF ARMED FORCES.
	FOLLOW-UP RCMP EOD TRAINING COURSE PROVIDED TO ROYAL MALAYSIAN POLICE FORCE OFFICERS.	INCREASE SALES OF EXPLOSIVE ORDINANCE DISPOSAL EQPT.
	ASSIST CDN CO IN ITS MARKETING EFFORT TO SECURE SALES OF CRV 7 ROCKETS.	ESTABLISH CANADA AS BEST & MOST DEPENDABLE ROCKET SUPPLIER & SECURE CONTRACT ONCE FUNDS PERMIT TENDER.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 ENHANCE CDN PRESENCE THROUGH ESTABLISHMENT OF NEW AGENCY AGREEMENTS. FOLLOW UP ON COMMITMENTS MADE DURING GENERAL MANSON VISIT. PROMOTE SOURCING OF CDN SECURITY PRODUCTS FOR CHOGM.	SENSTAR & BENDIX AVELIX APPOINTED LOCAL AGENTS; CDN FORCES ATTACHE TO BE POSTED TO KL TO COVER ASEAN COUNTRIES; INCOMING DEFENCE MISSION FIRMED UP FOR NOV; CCC PUTTING TOGETHER CONSORTIUM TO SUPPLY MLSIAN SECURITY PROD REQUIR'T FOR CHOGM.
	QUARTER: 2 Follow up on commitments made during CDS General Manson visit to K.L.; promote EOD sales for CHOGM; assist Bristol Aerospace CRV7 marketing effort; introduce new defence products to MINDEF	Def. Attache arrived Aug; Chief of Army leading miss. to Cda 1 Nov; SMO Exec. Dir. briefing RMP on CHOGM security prod. rqmnts; Chief of Air Force confirmed attendance at Bristol Aerospace fire power demo; Leigh, Litton briefed Mindef on prods.
	QUARTER: 3 Organize incoming defence mission; promote EOD equipment sale for use at CHOGM; introduce new defence products to Mindef.	Chief of Army led 9 man defence mission to Cda meeting 79 equip suppliers; CCC met RMP to promote security products for CHOGM; Bendix Avelex tendered for night vision goggles; RCMP to hold CHOGM security briefing in Kuala Lumpur



PORT 4  
1/10/10

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  
004-DEFENCE PROGRAMS, PRODUCTS, SERV  
MALAYSIA

ST :511-KUALA LUMPUR

ACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 follow-up Incoming Def Mission; assist Bristol Aerospace in the sale of CRV& rockets; Resolve RDF contract dispute.

BC Min Jansen met Army Chief Yaacob; Leigh Instr pursuing equipt supply for new Corvettes; Bendix Avelex NVG on filed trial; Bristol Aerospace repr visited Kimpr twice; CCC Exec VP to meet Mindef on RDF contract next quarter

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

POST :511-KUALA LUMPUR

Canadian Food and Beverage Promotion

Participation of Second Secretary (Commercial) on F.S. Re-  
cruitment Board (Across Canada)

Dehavilland Canada Dash 8 Special Demonstration

Visit of the Hon Louise Robic, Quebec Minister of Cultural  
Affairs and Immigration

Visit of the Hon Robert Andrews, Saskatchewan Minister of  
Trade and Investment

Visit of Senator Raymond Perrault

Asean Trade Commissioners Regional Meeting (Ottawa)

Pacific Rim Opportunities Conference - Montreal (Proc VI)

Raytheon Canada Radar Modernization Project Seminar

Retirement of locally engaged Commercial Officer



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 :503-MANILA

005-ADVANCED TECH. PROD. & SERV  
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

COORDINATION WITH CIDA FOR ALLOCATION OF COMPONENT OF BILATERAL AID PROGRAM DEVOTED TO TELECOMMUNICATIONS

\$5-\$10M IN EQPT & SERVICES CONTRACTS

MAINTAIN CLOSE CONTACTS WITH MOTC, NTC, BUTEL, PLDT, PAFTEL MEMBERS & OTHER PRIVATE SECTOR COS. MONITOR & REPORT ALL POLICY & STRUCTURAL CHANGES.

EARLY IDENTIFICATION OF EXPORT OPPORTUNITIES FOR TRANSMISSION TO CDN EXPORTERS

DISTRIBUTE ADDITIONAL "TELECOMMUNICATIONS PRODUCTS FOR WORLD MARKETS" TO POTENTIAL CLIENTS

INCREASED AWARENESS OF CDN. CAPABILITIES.

PREPARE REPORT ON TELECOM SECTOR & OPPORTUNITIES IN PREPARATION FOR TELECOM MISSION & SEMINAR IN NOV. 88.

ENCOURAGE CDN. PARTICIPATION IN MISSION & STIMULATE INTEREST IN PHILIPPINE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE ESTABLISHMENT OF CIDA/EDC LOC FOR SECTOR . - SUPPORT NT/SRT/CDA WIRE & CABLE RURAL TELECOM PROJ IN MINDANAO. - SUPPORT ATLAS/GEST SUB-CONTRACT BID W/ATT FOR PLDT EXPANSION PROGRAM.

MET WITH NEWLY ARRIVED ATLAS/GEST RESIDENT MGR & ASSISTED IN ESTABLISHING LOCAL CO. - MET WITH SEC OF DOTC & CIDA COUNSELLOR & EDC TO EXPEDITE LOC/MECHANISM. - AMB/TRADE & CIDA OFFICER MET WITH SEC REYES DOTC TO PUSH THIS PROJECT.

QUARTER: 2 Support Canadian bids for Misortel and PLDT-X5.

Monitored situation & maintained close liaison with co representatives, but no action requested. Appears that Misortel bid lost to Koreans.

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 :503-MANILA

999-MULTIPLE SECTORS  
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETION OF DATA INPUT TO COMPUTER BASED PROJECT TRACKING SYSTEM.

BETTER & MORE TIMELY INFORMATION ON PROCUREMENT OPPORTUNITIES TO REGIONAL POSTS AND CDN EXPORTERS & CONSULTANTS.

COMPLETION OF BROCHURE OUTLINING SERVICES PROVIDED BY EXTOTT AND POST TO ASSIST CANADIAN COMPANIES IN PURSUING ADB PROCUREMENT.

MORE CANADIAN COMPANIES SEEKING ASSISTANCE; TAKING AN INTEREST IN ADB PROJECTS.

CONTINUED EFFORT TO STRENGTHEN CONTACTS AT ADB.

TO OBTAIN MORE DETAILED & TIMELY INFO ON PROJECTS OF PARTICULAR INTEREST TO CDN COS. AND TO RESOLVE PROBLEM PROJECTS.

PERSUADE BANK TO INCLUDE CANADIAN CITIES IN ANNUAL PROCUREMENT SEMINARS PROGRAM.

INFORM MORE CANADIAN COMPANIES OF OPPORTUNITIES AND HOW TO PURSUE.

INCREASED CONTACT/LIAISON WITH CO-FINANCING UNIT AND PRIVATE SECTOR DIVISION

GREATER BANK AWARENESS OF CANADIAN INTEREST IN CO-FINANCING OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Prompt response to enquiries;arranging mtgs at ADB for Cdn exporters;issuing tender alerts and providing background info. on upcoming proj. Organiza'n of ADB Seminar series and preparation of background paper on ADB procurement.

Srvcd some 280 requests for info. & mtgs;issued 56 tender alerts on upcoming projects to some 300 cos. Carried out sem. in Clgry,Vncvr & Trnto which attracted over 200 co. participants.Prepared & distr background paper on ADB bid proc.

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 :503-MANILA

001-AGRI & FOOD PRODUCTS & SERVICE  
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAINTAIN CLOSE CONTACT WITH NFAC & MAJOR UREA TRADERS TO DETERMINE FURTHER MARKET INTEREST & CO-OPERATE WITH CIDA RE POSSIBLE BOP AID IN FORM OF UREA.

POSSIBLE ADDITIONAL UREA SALES.

CONTINUED CLOSE LIAISON WITH SWINE BREEDERS & ENCOURAGE & ASSIST THEIR TRAVEL TO CANADA.MAINTAIN CLOSE CONTACTS WITH FEED MILLERS.

CONTINUING SALES{200-300 HEAD/YR}& POSSIBLY CANOLA MEAL AS FEED COMPONENT.ADDITIONAL FEED WHEAT FEED BARLEY SALES

FOLLOW UP ASEAN FOOD PACKAGING & PROSSESSING MISSION TO CANADA IN FALL 87.

INTRODUCTION OF ONE OR MORE CANADIAN SUPPLIERS TO MARKET.

MONITOR CLOSELY POLICIES OF THE DEPT. OF AGRICULTURE ON POSSIBLE 10M CATTLE RESTOCKING PROGRAM.

POSSIBLE MARKET FOR 1600 HEAD OF CATTLE PER YEAR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ORGANIZE VISITS TO ONT PORK CONGRESS & SWINE PRODUCERS/EXPORTERS. - ASSIST BC TREE FRUITS TO SELECT LOCAL DISTRIBUTOR & REPORT ON MKT DEVELOPMENTS. - SUPPORT CIDA'S COMMODITY GRANT PROGRAM(FERTILIZERS).

15 PHIL SWINE GROWERS TRAVELLED TO ONT PORK CONGRESS & MADE SEPARATE TOURS TO CDN SWINE FARMS. -B.C.TREE FRUITS NAMED DISTRIBUTOR.1ST SHIPMENT ON THE WAY. - CONTRACT FOR 14,000 M TONS OF UREA AWARDED TO ESSO CHEMICALS.

QUARTER: 2 Assisted Cdn Swine merchants in developing business. Assisted Cdn dairy suppliers in finding possible market.

Assisted in the organization of 2 separate buying missions to Canada. Resulted in a sale of Cdn \$1.3M to Nestle Phil. of skimmed milk powder.

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 :532-MELBOURNE

005-ADVANCED TECH. PROD. & SERV  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

FOLLOW UP REQUIRED ON DECEMBER COMPUTER/COMMUNICATIONS MISSION.

FINALISATION OF SALES ETC. DISCOVERED DURING MISSION.

COMPILE REVIEW OF FORECASTED DEVELOPMENTS BY TELECOM AUSTRALIA & OTC FOR DISTRIBUTION TO CANADIAN COMPANIES.

THIS WILL ENHANCED OUR AWARENESS OF OPPORTUNITIES AND PROVIDE OPENINGS FOR CANADIAN MANUFACTURERS.

ANALYSE/COMPILE REQUIREMENTS FOR PRIVATE SECTOR NETWORKS INDEP. OF TELECOM.

DITTO. (THIS AREA IS GROWING YET MUCH POTENTIAL REMAINS UNEXPLORED.

??????

FOLLOW UP TO COMPUTER/COMMUNICATIONS MISSION.

TO FINALISE SALES OPPORTUNITIES DISCOVERED DURING MISSION AND TO IDENTIFY NEW AREAS IF INTEREST.

FOLLOW UP TO REMOTE SENSING STUDY SPECIALLY IMAGE PROCESSING SOFTWARE.

TO IDENTIFY FUTURE AREAS OF COLLABORATION BETWEEN CANADIAN AND AUSTRALIAN IMAGE PROCESSING SYSTEM MANUFACTURERS.

TO IDENTIFY SPECIFIC SECTORIAL REQUIREMENTS FOR CANADIAN SOFTWARE I.E. MINING, MEDICAL AND NETWORK MANGEMENT SOFTWARE, IMAGE PROCESSING SOFTWARE (REMOTE SENSING).

TO IDENTIFY NICHE MARKETS OFFERING GOOD POTENTIAL FOR CANADIAN TECHNOLOGY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONTARIO TRADE MISSION - NEW ZEALAND/AUSTRALIA

ALTHOUGH MISSION FOCUS WAS N.ZEALAND,POST ARRANGED INDIVIDUAL APPOINTMENTS FOR MISSION MEMBERS. ISOLATION SYSTEMS IDENTIFIED SEVERAL PROBABLY CUSTOMERS FOR THEIR DEFENCE SURVEILLANCE EQPT. ASSESSMENT DEV GRP IDENTIFIED REP.

QUARTER: 1 NORTHERN TELECOM PACKET SWITCHING CONTRACT

POST ASSISTED NT PERSONNEL IN MONITORING,ARRANGING APPOINTMENTS TO PROMOTE NT BID FOR CDN \$75 MIL CONTRACT. RESULT TO DATE IS THAT NT IS CURRENTLY SHORTLISTED WITH RECOMMENDATION/DECISION EXPECTED IN AUGUST.

QUARTER: 2 Northern Telecom Packet Switching Contract.

Expected contract between \$50-70 million now due in the next month or so. Our extensive lobbying with telecom also involving the High Comm. has been helpful. Northern Telecom rep who might be optim.now says they have 90% chance of win.bid.

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 :532-MELBOURNE

005-ADVANCED TECH. PROD. & SERV  
AUSTRALIA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 3	Post support to Northern Telecom in pursuit of packet switching contract with Telecom Australia	-Northern Telecom awarded contract 11/88 for approximately \$40 million.
QUARTER: 4	Analyse/compile requirements for private sector networks indep of Telecom. Review of developments by Telecom and OTC.	Undertaking visits to local companies canvassing support for cdn participation at Communications' 89 - June 89. Monitor deregulation of Australian carriers-attendance at ATUG Conference.





POST :532-MELBOURNE

009-FOREST PRODUCTS,EQUIP,SERVICES  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

TIMBER FRAME CONSTRUCTION STUDY GROUP NOVEMBER 1987 FOLLOW-UP

EASING OF BUILDING CODE RESTRICTIONS ON MULTI-STOREY STRUCTURES. PROVIDING THE OPP. FOR CDN LUMBER INDUSTRY TO EXPAND SALES BY 15%.

VISIT BY CANADIAN TECHNICAL EXPERTS AS FOLLOW UP TO TIMBER FRAME GROUP.

CHANGES TO BUILDING CODES TO ALLOW MULTI-STOREY WOOD CONSTRUCTION AND INCREASES CDN LUMBER SALES BY 15%.

TO MONITOR AND REPORT ON PROPOSED INITIATIVES TO MODERNIZE AND EXPAND AUSTRALIAN PULP & PAPER INDUSTRY.

IDENTIFICATION OF OPPORTUNITIES FOR CANADIAN FIRMS AND SALE OF \$40-80 MIL.

EQUIPMENT AND MACHINERY

VISITS TO MILLS AND FORESTRY OPERATIONS, PENETRATION OF SECTORAL STUDIES.

TO OBTAIN EARLY ADVICE ON PLANNED PROJECTS AND ALERT CANADIAN SUPPLIERS.

ATTEND MAJOR INDUSTRY CONFERENCES E.G. APPITA'88 IN HOBART, TASMANIA.

BROADEN CONTACT BASE, GATHER MARKET INTELLIGENCE.

FOLLOW UP VISIT OF EDC REPRESENTATIVES IN OCT. '87 ON MAJOR PROJECT FINANCING.

IMPROVE OPPORTUNITIES FOR CANADIAN EQUIPMENT IN FINANCE PACKAGE.

DEVELOP LIST OF MAJOR PROJECTS IN FORESTRY SECTOR.

ENHANCE CANADIAN SUPPLIERS POSITION.

INVESTIGATE PROSPECTS FOR NEW HIGH TECHNOLOGY PRODUCTS IN LOG HANDLING AND CONVERSION.

IDENTIFY NEW BUSINESS FOR CANADIAN EXPORTERS.

STUDY CURRENT LAND MANAGEMENT, SILVCULTURE PRACTICES.

DETERMINE NEW OPPORTUNITIES FOR CANADIAN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INCOMING BUYERS MISSION

POST ARRANGED PULP & PAPER INDUSTRY VISITORS TOUR OF CDN MANUFACTURERS/SUPPLIERS. RESULTS INCLUDE IDENTIFICATION OF EQPT SALES POTENTIAL TO AUSTRALIA PLUS BETTER AWARENESS OF CDN EXPERTISE IN THIS SECTOR.

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 :532-MELBOURNE

009-FOREST PRODUCTS,EQUIP,SERVICES  
AUSTRALIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 2 Capital Projects in Australian Forestry Industry

Continue to follow up to exploit potential. Require concerted effort by Department and DRIE in order to maximise sales opportunities which could exceed \$25 million.

QUARTER: 3 To monitor and report on proposed initiatives to modernize and expand Australian Pulp and Paper Industry.

-Sitrep prepared and distributed 12/88.  
-Preparations started for Cdn Govt/Industry participation at APPITA 89 Show.  
-Post assisted in \$30 million sale of boiler to Tasmania Pulp/Paper Project.

QUARTER: 4 Monitor projects in Australian pulp and paper industry.

Attended int'l pulp & paper conference in Feb.  
- \$200,000 business deal result of Pulp Managers Mission to Canada June 1988 likely to lead to \$6 million. - Detailed planning & coordination for major Canadian display at APPITA 89.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1

QUARTER: 2

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 :532-MELBOURNE

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TO STUDY THE MARKET FOR GOLD MINING AND PROCESSING EQUIPMENT AND  
NOTIFY CDN INDUSTRY.

INCREASED SALES BY 10%.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

-----  
QUARTERLY RESULTS REPORTED:  
INCREASED SALES BY 10%.

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 :532-MELBOURNE

001-AGRI & FOOD PRODUCTS & SERVICE  
AUSTRALIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ASSIST AUST. BUYERS TO VISIT CANADA TO SELECT SPECIFIC BREEDS GENETIC MATERIAL.	INCREASE VISITORS TO CANADIAN A1 CENTRES.
	SUPPORT CANADIAN BREEDERS VISITS TO AUSTRALIA BY PROVIDING FULL INFORMATION ON POTENTIAL PURCHASERS.	MORE MEANINGFUL AND PRODUCTIVE VISITS.
	SUPPORT ONTARIO GOVERNMENT INITIATIVES TO BRING TO CANADA KEY GENETIC MATERIAL IMPORTERS.	INCREASED SALES BY 10% AND CLOSER FEDERAL PROVINCIAL RELATIONS.
<b>SEMI &amp; PROCESSED FOOD &amp; DRINK</b>		
	FOLLOW UP PTI STUDY UNDERTAKEN BY OFFICER FROM EXTOTT(TAN). THIS STUDY TO BE CIRCULATED TO CANADIAN FOOD PROCESSORS.	BE ALERTED TO SPECIFIC GROCERY PRODUCT LINES THAT COULD BE SUPPLIED BY CANADIAN COMPANIES.
	SURVEY TRADE IN AUSTRALIA VIA THE AUSTRALIAN INTERNATIONAL FOOD EXHIBITION HELD MELBOURNE, 10-13 OCTOBER 1988 FOR ADDITIONAL LINES.	IDENTIFY SPECIFIC GROCERY PRODUCTS REQUIRED BY AUSTRALIAN IMPORTERS.
	SUPPORT ONTARIO GOVERNMENT'S INITIATIVES TO PROMOTE ONTARIO FOOD PRODUCTS INTO AUSTRALIA.	INCREASED SALES BY 10% AND CLOSER FEDERAL PROVINCIAL RELATIONS.
	UNDERTAKE AN IN-HOUSE FOOD SAMPLE SHOW BASED ON SPECIFIC FOOD LINES RECOMMENDED BY TAN.	INITIATE SALES OF CAN CONFECTIONARY PRODUCTS.
	TO LIAISE WITH DISTRIBUTORS AND MANUFACTURERS TO IDENTIFY OPPORTUNITIES FOR SALES, LICENSING AND JOINT VENTURES.	TO PROMOTE SALES AND INCREASE RETURNS VIA LICENSING ETC BY ASSISTING IN TWO JV ASSESSMENTS.

-----

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	----	
QUARTER: 2	----	
QUARTER: 3	----	
QUARTER: 4	----	

REPORT #5  
89/10/06

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

532 - MELBOURNE

AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

MINE, METAL, MINERAL PROD & SRV

MINERALS AND MINERAL PRODUCTS

FAMILIARIZE AUSTRALIAN MINING SECTOR WITH ATTRACTIONS OF INVESTING IN CANADA. THREE NEW MAJOR INVESTMENTS IN CDA MINES.

ADVANCED TECH. PROD. & SERV

??????

SELECTED CALLS ON KEY SOFTWARE COMPANIES PROMOTING INVESTMENT IN CANADA. TWO NEW JOINT VENTURES IN CANADA.

AGRI & FOOD PRODUCTS & SERVICE

AGRICULTURE MACH, EQUIP, TOOLS

CALL ON TWENTY MOST PROMINENT AGRICULTURAL MACHINERY & EQUIPMENT MANUFACTURERS TO PROMOTE JOINT VENTURE IN CANADA. ONE NEW INVESTMENT IN CANADA.

NON SECTORALLY ORIENTED ACTIVITIES

DEVELOP PROGRAM WITH DEPT. INDUSTRY TECHNOLOGY & RESOURCES OF VICTORIA STATE GOVERNMENT TO ENHANCE JOINT VENTURES (STRATEGIC PARTNERING PHILOSOPHY). POSSIBLY PRODUCE SEVERAL SERIOUS CANDIDATES.



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 :522-NEW DELHI

007-POWER & ENERGY EQUIP. & SERV.  
INDIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO WORK CLOSELY WITH CANADIAN FIRMS IN DEVELOPING APPROPRIATE STRATEGIES WHEN PURSUING MAJOR CAPITAL PROJECTS.

SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS VALUE \$300-500 MILLION CDN.

EMPHASIZE AND PROMOTE INDUSTRIAL COLLABORATION OPPORTUNITIES IN SECTOR.

INCREASE IN NUMBER OF COLLABORATIONS IN THIS SECTOR AND RESULTING EQUIPMENT/SERVICES SALES

DEVELOP AND MAINTAIN COMPREHENSIVE PROJECT TRACKING SYSTEM FOR PROJECTS IN THIS SECTOR.

SYST. TO BE FULLY DEVELOPED WITHIN 3 MONTH PERIOD & MAINTAINED REGULARLY RESULTING IN IMPROVED PROJ. MONITORING & OVERALL MARKET INTELLIGENCE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

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

Ongoing liaison with Indian govt. and financing agencies for advancement of Canadian interests on projects such as Chamera (Chamba) Yamunanagar, Rihand Unchahar, etc.

QUARTER: 3 Continue to work closely with Canadian firms in developing appropriate strategies when pursuing major capital projects.

Ongoing liaison with Indian Government and financing agencies for advancement of Canadian interests on projects such as Chamera (Chamba) Yamunanagar, Rihand Unchahar, etc.

QUARTER: 4 Continue to work closely with Canadian firms in developing appropriate strategies when pursuing major capital projects

a) Indian Cabinet approval for Cdn bilateral approach to Yamunanagar project obtained.  
b) Dialogue continued with GOI relating to final negotiation session for Chamera II Project.  
c) Ongoing liaison on Rihand, Srinagar, & Nathu



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 :522-NEW DELHI

005-ADVANCED TECH. PROD. & SERV  
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON MOC JAN'88 VISIT FOR IMPLEMENTATION OF MOU(S) POSSIBLY SIGNED DURING VISIT IN DIRECT DIALLING, TRC/DOC. RESEARCH AGREEMENT AND REMOTE SENSING/SATELLITE - INSTITUTIONAL COLLABORATION.

ESTABLISHMENT OF GOVT TO GOVT AND PRIVATE TO PRIVATE STRATEGIC LINKAGES & INDUSTRIAL COLLABORATIONS IN COMMUNICATIONS SECTOR.

ASSESS POSSIBILITY OF PURCHASING INDIAN SOFTWARE FOR CANADIAN COMPUTER INDUSTRY.

ENHANCEMENT OF CDN INDUSTRIAL COMPETITIVENESS AND ALSO ENHANCE CANADIAN HARDWARE EXPORTS TO INDIA.

CONTINUE SUPPORT TO CANAC/ATI FOR RAILWAYS TELECOM PROJECT AND ALSO SPAR IN TDMA DEMO.

EXPORT SALES OF GOODS AND SERVICES VALUED AT C\$ 15M.

PLAN AND EXECUTE POSSIBLE VISIT OF MINISTER OF STATE FOR SCIENCE AND TECHNOLOGY TO INDIA.

RAISE PROFILE OF CANADIAN SPACE/ REMOTE SENSING INDUSTRY IN INDIA.

ORGANISE AND FOLLOW-UP PROPOSED DRIE SPACE INDUSTRY MISSION TO INDIA AS FOLLOW UP TO DRIE INDUSTRIAL COLLABORATION VISIT OCT'87.

IMPROVE BUSINESS PROSPECTS FOR MAJOR CDN COMPANIES SUCH AS SPAR, MDA, DIPIX, INTERRA TECHNOLOGIES ETC.

INITIATE STUDY OF INDIAN SCIENTIFIC INSTRUMENTATION AND ELECTRONIC COMPONENTS IN ORDER TO IDENTIFY CANADIAN EXPORT OPPORTUNITIES

WILL EQUIP POST IN ADVISING CANADIAN COMPANIES SEEKING BUSINESS IN THIS SECTOR.

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP ON MOC JAN.88 VISIT FOR IMPLEMENT'N OF MOV(S) IN DIRECT DIALLING,MOC/TRC RESEARCH AGRMT & REM.SENSING/SATELLITE INSTITU'L COLLAB'N. ASSESS POSSIBILITY OF PURCHASING INDIAN SOFTWARE FRO CDN COMPUTER INDUSTRY.

DISCUSSIONS ON MOV BETWEEN DOC AND TRC CONTINUING. EFFORTS CONTINUING AND INDIAN PRIVATE SECTOR COMPANIES BEING ENCOURAGED TO CONTACT CANADIAN FIRMS.

QUARTER: 1 ORGANISE & FOLLOW-UP PROPOSED DRIE SPACE IND. MISSION TO INDIA AS FOLLOW-UP TO DRIE IND'L COLLABORA'N VISIT OCT. 87. ORGANIZED COMPUTERISED TRACKING SYSTEM FOR INDUSTRIAL COLLABORATION INITIATIVES.

FOLLOWED UP - INCOMING MISSION SCHEDULED FOR NOVEMBER 1988. ORGANISED.

QUARTER: 2 Follow-up on MOC Jan. '88 visit for implementation of MOU, MOC/TRC Research agreement. 2.Organize & follow up proposed DRIE Space Industry mission to India as follow-up to DRIE Industrial collaboration visit Oct. 1987

Discussions on MOU btwn DOC & TRC continuing. 2. Followed up - incoming Mission scheduled for November 1988

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 :522-NEW DELHI

005-ADVANCED TECH. PROD. & SERV  
INDIA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 3	Follow-up on MOC January 88 visit for implementation of MOU, MOC/TRC Research agreement. Continue support to CANAC/ATI for Railways Telecom Project. Organise/follow-up proposed DRIE Space Ind. Miss. to India as follow-up to vis. Oct. 87.	Discussions on MOU between DOC and TRC continuing. Support being provided. Railway telecom tender has not yet been issued. Held highly successful seminars and industry meetings in Delhi and Bangalore in November 88.
QUARTER: 4	Follow-up on MOC January '88 visit for implementation of MOU, MOC/TRC Research agreement. Continue support to CANAC/ATI for Railways Telecom project. 8th IETF, February 1989	Discussions on MOU between DOC and DOT/TRC continuing. Support being provided. Railway Telecom tender has not been issued. Nearly 40 Cdn cos participated. Several agency/joint venture/export cont.

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 :522-NEW DELHI

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

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

INDUSTRIAL COOPERATION ACTIVITIES IN SUPPORT OF AUTOMOTIVE PARTS SECTOR.	1 OR 2 JOINT VENTURES OR TECHNOLOGY TRANSFER ARRANGEMENTS.
DEVELOPMENT OF INCREASED DATA BANK DETAILING INDIAN INDUSTRIAL CAPABILITY TO SUPPORT CANADIAN BIDS WHICH MUST HAVE INDIAN CONTENT.	IN LONG TERM ENHANCED CANADIAN PRESENCE IN RAIL, URBAN TRANSIT AND AEROSPACE SECTORS.
DEVELOP AND COMPUTERIZE INFORMATION ON INDIAN INDUSTRIAL CAPABILITY IN SUPPORT OF EXPANDED INDUSTRIAL COOPERATION FOCUS OF POST.	INCREASED NUMBER OF COLLABORATIVE ARRANGEMENTS BETWEEN INDIAN AND CANADIAN COMPANIES.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 IND'L COLLABORA'M ACTIVITIES IN SUPPORT OF AUTO PARTS;DEVELOP INCREASED DATA BANK DETAILING INDIAN INDUSTRIAL CAPABILITY TO SUPPORT CANADIAN BIDS WHICH MUST HAVE INDIAN CONTENT.	BEING PURSUED.
--	----------------

QUARTER: 2 -----

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 :522-NEW DELHI

011-OIL & GAS EQUIPMENT, SERVICES  
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DEVELOP HIGH PROFILE MARKETING CAMPAIGN IN INDIA & CANADA IN SUPPORT OF CIDA/EDC LINE OF CREDIT FOR OIL AND GAS SECTOR RECENTLY SIGNED.

SIGNIFICANT AND IMMEDIATE INCREASE IN ATTENTION ON CANADIAN CAPABILITY RESULTING IN INCREASED SALES.

PETRO-CANADA - OIL & NATURAL GAS COMMISSION MOU FOR TECHNICAL CO-OPERATION WITH OIL & GAS SECTOR (APPEARS TO LACK STRONG PETRO CANADA INTEREST).

WHEN SIGNED SIGNIFICANT INCREASE IN LINKS BETWEEN CANADIAN COMPANIES AND ONGC

IMPLEMENTATION OF PLAN TO ENCOURAGE MAJOR INDIAN OIL & GAS COMPANIES TO MAKE USE OF CIDA PROFESSIONAL DEVELOPMENT TRAINING FUND.

ENHANCED CONTACT BETWEEN INDIAN OIL OFFICIALS AND CANADIAN EXPERTISE. LONGER TERM COMMERCIAL BENEFITS WILL ACCRUE.

COMPILATION OF COMPREHENSIVE MARKET INFORMATION TOOL SPECIFICALLY FOR OIL & GAS SECTOR TO ENCOURAGE CDN COMPANIES TO CONSIDER INDIAN MARKET IN LIGHT OF RECENTLY SIGNED EDC/CIDA LINE OF CREDIT

DISSEMINATION OF BACKGROUND INFO ON NATURE & STRUCTURE OF ROBUST INDIAN PURCH. PROG. IN OIL & GAS SECTOR LEADING TO INCREASED ENQUIRIES FM CDA & INCREASED COMMERCIAL ACTIVITY.

CARRY OUT DETAILED REVIEW OF CDN GOVT SUPPORT TO THIS SECTOR TO DETERMINE IF THE HIGH LEVEL SUPPORT GIVEN OVER PAST YEARS IS PAYING SUFFICIENT DIVIDENDS.

RATIONALIZE RESOURCES AVAILABLE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Develop high profile mktg. campaign in India and Cda to support CIDA/EDC LOC for Oil & Gas Sector  
2. Implement plan to encourage major Indian Oil & Gas co's to use CIDA Professional Development Training Fund

Initiatives made, more specifically at National Petroleum Show, Calgary in May '88 though LOC was formally signed later.

2. Being pursued with companies

QUARTER: 3 Develop high profile marketing campaign in India and Cda to support CIDA/EDC LOC for Oil & Gas Sector. Implement plan to encourage major Indian Oil & Gas companies to use CIDA Professional Development Training Fund.

Initiatives made & contracts have started being let under LOC. Four successful Seminars on gas were held in Delhi/Bombay/Madras in November 88  
Being pursued with companies.

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 :522-NEW DELHI

Agriculture Canada - Mission on embryo transfer technology

Jan 1989

Visit of Premier Grant Devine of Saskatchewan - Feb 1989

Trade facilitation office - buying mission for sporting  
goods Mar 1989

CIBC - Industrial seminars at Bombay, Madras, Delhi  
Feb 1989

Visit of Hon. Monte Kwinter to Bombay, Madras, Calcutta,  
Delhi Feb 1989

Alberta Oil & Gas Mission Feb 1989

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 :527-OSAKA

005-ADVANCED TECH. PROD. & SERV  
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IDENTIFICATION OF AND NOTIFICATION TO CANADIAN FIRMS WHICH SHOULD BE MADE AWARE OF SPECIFIC MARKET OPPORTUNITIES IN TERRITORY.

FOCUSsing OF SECTORAL CAPABILITIES AND PREPARATION FOR SUPPORT OF NEW MARKETING ENDEAVOURS.

WORK WITH EMBASSY IN TOKYO TO ASSIST IDENTIFICATION OF IMPORTANT TARGET PURCHASERS IN TERRITORY (AS REQUIRED).

IDENTIFICATION OF IMPORTANT CONTACTS FOR PROMOTION ACTIVITIES.

CONVEY INFORMATION CONCERNING PROCUREMENT FOR THE KANSAI INTERNATIONAL AIRPORT TO COMPANIES WITH GOOD SALES POTENTIAL.

PROCUREMENT INFORMATION WILL BE SENT TO FORTY THREE COMPANIES PREVIOUSLY IDENTIFIED AS HAVING INTEREST AND CAPABILITY IN AIRPORT PROJECT.

-----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SOFTWARE MISSION TO JAPAN - PROGRAMME DEVELOPMENT.

MISSION CANCELLED FOR LACK OF INDUSTRY INTEREST IN CANADA.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Telecom Mission: Develop individual programmes for mission participants designed to find new agents, direct sales and market intelligence.

Seven company reps expected to participate in two-day programme.

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 :527-OSAKA

001-AGRI & FOOD PRODUCTS & SERVICE  
JAPAN

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:           ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

FOLLOW-UP WITH FOOD CHAINS/DEPARTMENT STORES TO ENCOURAGE CONTINUED STOCKING OF CANADIAN PRODUCTS AFTER FOOD FAIRS AND TO DETERMINED MARKET ACCEPTANCE AND ADVISE EXPORTERS ON WAYS TO IMPROVE PRODUCT PRESENTATION.

AVAILABILITY OF CANADIAN FOOD PRODUCTS IN STORES. SALES OF \$1.5 MILLION CANADIAN.

MARKET RESEARCH INTO AREAS OF OPPORTUNITIES.

IDENTIFICATION OF CDN PRODUCTS FOR THIS MARKET AND NEW IMPORTERS.

SUPPORT DEPARTMENT STORES/RESTAURANT TO SPONSOR CANADIAN FOOD FAIRS.

FIVE NEW FOOD EXPOSITIONS WILL BE HELD IN DIFFERENT FOOD CHAINS.

FOOD SHOW ON THE PREMISES OF THE CONSULATE GENERAL.

100 JAPANESE COMPANIES TO ATTEND AND \$500000 ON SITE SALES.

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:           QUARTERLY RESULTS REPORTED:

QUARTER: 1 OSAKA MEAT PURVEYORS ASSOCIATION MISSION TO ALBERTA - IDENTIFIED PLAYERS, PERSUADED AND DEVELOPED PROGRAMME IN COORDINATION WITH ALBERTA GOVERNMENT.

FIVE MAN EXECUTIVE-LEVEL MISSION TO ALBERTA REPRESENTS 18 MONTHS OF PUBLIC RELATIONS EFFORTS BY CONGEN AND ALBERTA GOVERNMENT. MISSION RETURNED VERY IMPRESSED WITH ALBERTA BEEF AND RELATIONS ESTABLISHED.

QUARTER: 1 CANADA FOOD FESTIVAL - ROYAL HOTEL POST PLANNED AND INITIATED EVENT COINCIDING WITH CJBC.

NINE DAY EVENT RESULTED IN EXCELLENT PUBLICITY FOR PROMOTION OF CANADIAN FOOD PRODUCT EXPORTS AT CONSUMER LEVEL.

QUARTER: 2 Osaka Solo Food Show at Congen (fair) planning, logistics, set up and follow-up. 2. Nichiro Food Promo. planning, prov. of merchandising aids & display material, & participation by our staff incl. Cdn cooking demonstrations

Better than expected attendance (over 200) w/10 Canadian companies as participants. 2. 748 inst. clients of Nichiro attended, purchasing over \$1 mill. of seafood prod. of F.P.I. of Nfld. & range of prod. from Canada Packers

QUARTER: 3 Canada Food Fair at Daimaru Dept. - Daimaru's firsts Canada food fair; Congen won Daimaru's commitment to hold fair and provided logistical and promotional support.

Resulted in retail sales of approximately \$84,000 (see BAF) and plans by Daimaru for much larger scale Canada promotion in 1989.

QUARTER: 4 Canada Food Fair Programme: Four different organizations sponsored shows during quarter (Hilton New Otani, Miyako Hotels, plus Kintetsu Department Store).

Post initially persuaded organizations to hold these in-store fairs which are now annual events. Post continues to provide organizational and logistical support. See business influenced reports.

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 :527-OSAKA

002-FISHERIES,SEA PRODUCTS & SERV.  
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOLLOW-UP WITH FISH IMPORTERS TO DETERMINE ACCEPTANCE OF CANADIAN FISH PRODUCTS AND WAYS TO IMPROVE PRODUCT PRESENTATION.

BETTER ACCEPTANCE, CONSOLIDATED DISTRIBUTION CHANNELS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OSAKA INTERNATIONAL TRADE FAIR - POST ORGANIZED CANADIAN PAVILLION AT INTEX. FIFTEEN FIRMS PARTICIPATED OVER SEVEN DAY PERIOD.

COORDINATION OF PARTICIPANTS UNDER CANADA BANNER, JUDGED TO BE ONE OF COUNTRIES OF HIGHEST PROFILE. GENERATED CONSIDERABLE VOLUME OF DIRECT SALES AT MINIMAL COST AS PROMOTIONAL PROJECT.

QUARTER: 2 -----

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 :527-OSAKA

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

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP WITH COMPANIES REGISTERED TO ENSURE THEY ARE AWARE OF  
PROCEDURAL CHANGES REGARDING CONTRACT BIDDING.

RESUBMISSION OF REGISTRATION BY SEVEN  
COMPANIES.

WORK WITH KANSAI AIRPORT PROJECT TEAMS (SUMITOMO, MITSUBISHI ETC.  
) TO DETERMINE AND IDENTIFY GAPS WHICH CAN BE FILLED BY CANADIAN  
SUPPLIERS.

INCREASED NUMBER OF CANADIAN COMPANIES FIND-  
ING JOINT VENTURE PARTNERS FOR KIAI AIRPORT  
PROJECT.

TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



527 - OSAKA

JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV. ALL SUB-SECTORS  
PROSPECTIVE CANDIDATES IN THIS SECTOR WHICH HAVE BEEN IDENTIFIED THROUGH INVESTMENT SEMINARS ORGANIZED BY CONGEN DURING 86-87 FY OR IDENTIFIED BY OTHER MEANS WILL BE CONTACTED & THEIR IMMEDIATE INVESTMENT INTENTIONS DETERMINED.

GENERATE TEN NEW ENQUIRES FOR WHICH CONGEN HAS RESOURCES TO FOLLOW-UP WITH TOP THREE BEST PROSPECTS.

?????? ALL SUB-SECTORS  
PROSPECTIVE CANDIDATES IN SECTOR WHICH HAVE BEEN IDENTIFIED THROUGH INVESTMENT SEMINARS ORGANIZED BY CONGEN DURING 86-87 FY OR IDENTIFIED BY OTHER MEANS WILL BE CONTACTED & THEIR IMMEDIATE INVESTMENT INTENTIONS DETERMINED

GENERATE TEN NEW ENQUIRES FOR WHICH CONGEN HAS RESOURCES TO FOLLOW-UP WITH TOP THREE BEST PROSPECTS.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE  
PROSPECTIVE CANDIDATES IN THIS SECTOR WHICH HAVE BEEN IDENTIFIED THROUGH INVESTMENT SEMINARS ORGANIZED BY CONGEN DURING 86-87 FY OR IDENTIFIED BY OTHER MEANS WILL BE CONTACTED AND THEIR IMMEDIATE INVESTMENT INTENTIONS DETERMINED.

GENERATE TEN NEW ENQUIRES FOR WHICH CONGEN HAS RESOURCES TO FOLLOW-UP WITH TOP THREE BEST PROSPECTS.

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY  
PROSPECTIVE CANDIDATES IN THIS SECTOR WHICH HAVE BEEN IDENTIFIED THROUGH INVESTMENT SEMINARS ORGANIZED BY CONGEN DURING 86-87 FY OR IDENTIFIED BY OTHER MEANS WILL BE CONTACTED AND THEIR IMMEDIATE INVESTMENT INTENTIONS DETERMINED.

GENERATE TEN NEW ENQUIRES FOR WHICH CONGEN HAS RESOURCES TO FOLLOW-UP WITH TOP THREE BEST PROSPECTS.

NON SECTORALLY ORIENTED ACTIVITIES

COOPERATE WITH OSAKA CHAMBER OF COMMERCE & INDUSTRY ON PLANS TO SEND INVESTMENT MISSION TO CDA IN SPRING 88.

IDENTIFY & COMMUNICATE IMPORTANT NEW INVESTMENT OPPORTUNITIES TO CHAMBER MEMBERSHIP LEADING TO DIRECT INVESTMENT IN CDA.

REPORT ON STRATEGIES OF OTHER FOREIGN GOVERNMENTS TO PROMOTE INVESTMENT IN KANSAI.

BETTER UNDERSTANDING OF STRATEGIES OF OTHER GOVERNMENTS MAY LEAD TO MORE EFFECTIVE INVESTMENT PROMOTION PRACTICES FOR OURSELVES.

REPORT #5  
89/10/06

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

527 - OSAKA

JAPAN

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

OSAKA CHAMBER OF COMMERCE MFTG. INVSTMT MISSION TO CDA: RECRUIT MEMBERS DEVELOP PROG., LOGISTICS, FOLLOW-UP & REPORT. B. NOMURA SECURITIES INVSTMT MISSION TO CDA: PRESS EXEC. MEMBERS TO COMMIT TO MISSION. C. KANSAI PRODUCTIVITY MISSION TO CDA: DEVELOPED PROGRAMME. D. CORPORATE LIAISON: CONTINUING EFFORTS PERSUADING 10 INVESTMENT PROSPECTS TO VISIT CANADA TO ESTABLISH CONTACTS AND DEVELOP INVESTMENT PLAN.

15 MEMBER MISSION VISITED 7 PROV., RETURNING WITH HIGHLY FAVOURABLE IMPRESSIONS & SPECIFIC INVSTMT PROJS. NOMURA HAS AGREED TO SEND MISSION OF THEIR CLIENTS TO CDA DURING FALL THIS YEAR. EXEC. OF SEVERAL IMPORTANT KANSAI-BASED CORPS RETURNED WITH BETTER AWARENESS OF INVESTMENT CLIMATE IN CDA. ONE INVSTMT PROJ. SUCCESSFULLY COMPLETED, 2 VISITS TO CDA COMPLETED, 1 VISIT POSTPONED TILL AUGUST, 4 PROSPECTS REQUIRE MORE PERSUA'N, 2 COS HAVE OPTED FOR INVSTMT IN THE U.S

QUARTER : 2

OCCI manufacturing investment mission follow-up w/members individually to assess mission success  
2. President Investment Canada P. Labbe visit to Kansai  
3. OCCI mission report - design cover, develop events associated w/report's release, press conference  
4. Quebec Biotechnology Investment Promotion

aged investment in Canada  
2. Program set up to follow up & supp. further investment promo. activ. (Nomura mission to Cda OCCI mission report)  
3. President Saji will participate at press conf. coinciding with visit of President Labbe  
4. Impressive roster of speakers has been assembled for seminar incl. present. by Cda's most import. biotechnology co's and by local biotechnology authorities

Mission mbr rpt to OCCI mbrship supp. & encour-

QUARTER : 3

1. OCCI Manufacturing Mission to Canada - Report  
2. OCCi Report & Release to media - Event  
3. Electrical Machinery Investment Presentations (DRIE/GSTM)  
4. Infotech Investment Presentations (DRIE/IITI)  
5. Corporate Liaison with 12 company case-load  
6. Nomura Securities Seminar and Mission.

Report completed & distributed to 800 companies. Favourable comments made about investment opportunities in Cda mfg. sector. Top media reps from territory attended press conf. with Pres. of OCCI Mr. Saji & Pres. of Invest. Cda Paul Labbe. Detailed presentations made to 14 cos using Congen facilities. Follow-up continuing. General presentations made to prod. exec. at Sanyo, Sharp, Matsushita & Omron. Follow-up continuing. Prelim. planning meetings etc. for events in 1989.

QUARTER : 4

1. Nomura's Cda Investment Seminar: organize and recruit speakers, provide organizational and logistical support & develop programme for keynote speaker from Canada.  
2. Nomura Investment Mission to Canada: initial planning, organization.  
3. Ongoing corporate liaison activities.

1. Cooperation received from Tokyo Embassy for bringing former FTA deputy negotiator. Follow up and agreement to sponsor investment mission to Canada confirmed by Nomura.  
2. Dates established, itinerary under discussion  
3. Post has added 7 investment prospects to ongoing case load from total of 23 cold call visits this quarter.

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

POST :527-OSAKA

Montreal Urban Community in territory for one day programme set up by Post (investment and trade promotion).  
New Brunswick Provincial Government in territory for one day programme set up by Post (investment and trade promotion).  
Alberta Provincial Government in territory for two day programme set up by Post (investment and trade promotion).  
Saskatchewan Provincial Government in territory for two day programme set up by Post (investment and trade promotion).  
Manitoba Minister of agriculture in territory for one day programme set up by Post (trade and investment promotion).  
Minolta "Canada Impressive" tourism promotion.

Consumer Prod. Prom. using multi-purpose room: 6 cos used room individually for garment promotions for cumulative PROC VI in Montreal HOM Spencer away from Post two weeks.

Conference Board of Canada in territory for three day programme set up by Post.

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 :519-SEOUL

005-ADVANCED TECH. PROD. & SERV  
KOREA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

GATHER & UPDATE INFO ON THE PLANNED PROJECTS FOR R.S. SYS  
IN COMING YEARS.

IDENTIFICATION ON CDN OPPORTUNITY.

PREPARE A REPORT ON KOREAN REMOTE SENSING SECTOR'S CURRENT STATUS  
AND PROSPECTS.

INCREASED INTEREST & ACTIVITY IN THIS MARKET  
BY CDN FFIRM.

??????

CATALOGUE SHOW FOR CANADIAN EQUIPMENT.

INCREASED NUMBER OF AGENTS.

HOLD 4-5 INDIVIDUAL COMPANY DEMONSTRATION IN EMBASSY.

ESTABLISH 3 AGENCY/LICENSEE  
AGREEMENTS

ALL SUB-SECTORS

HOLD CATALOGUE SHOWS ON ELECTRONIC COMPONENTS.

INCREASED NUMBER OF ACTIVE LOCAL AGENTS IN  
THIS SECTOR.

UPDATE JOINT VENTURE AND TECHNOLOGY TRANSFER REPORTS.

ATTRACT CDN FIRMS TO INCREASE INDUSTRIAL COO-  
PERATION WITH KOREAN FIRMS.

PLAN FOR TECHNOLOGY TRANSFER SEMINAR IN THIS SECTOR DURING  
PROPOSED CANADA WEEK IN SEOUL.

ESTABLISH TWO TECHNOLOFY TRANSFER AND JOINT  
VENTURE AGREEMENTS IN THIS SECTOR BY FY 88/89

HOLD 3 INDIVIDUAL DEMONSTRATION IN EMBASSY TRADE DISPLAY AREA.

ESTABLISH 3 AGENCY/LICENSEE ARRANGEMENTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)FOLLOW-UP INCOMING DATACOM MISSION.

A)KOREA SECURITIES COMPUTER HAS INVITED  
NEWBRIDGE TECHNOLOGIES AND GANDALF TO  
PARTICIPATE IN THEIR UP-COMING BID REQUEST.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :519-SEOUL

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETE AEROSPACE STUDY.

PROVIDE DETAILED KNOWLEDGE OF KOREAN AEROSPACE PLANS TO CDN INDUSTRY.

COMPLETE INVENTORY OF AVAILABLE AGENTS.

ENSURE CDN FIRM AVOID AGENTS UNACCEPTABLE TO MND.

ESTABLISHED 4 NEW AGENCY ARRANGEMENTS.

TWO CATALOGUE AND VTR PRESENTATIONS IN TRADE CENTER.

INVOLVE 4 NEW CDN FIRMS IN MND PROCUREMENT ACTIVITIES.

PROPOSE CANADA/KOREA AEROSPACE COOPERATION AGREEMENT

ESTABLISHED AGREEMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Hold two catalogue and one VTR presentation in the Trade Center.

Held 3 presentations, 2 by Canadair and 1 by Spar Aerospace. Canadair has appointed one agent and identified potential for the Challenger & CL215. Spar sold Imaging Systems to the Korean military

QUARTER: 4 A) Propose aerospace co-operation agreement  
B) Complete inventory of available agents  
C) complete aerospace study

A) On-going consultations with Korean industry and government  
B) Inventory completed  
C) completed last FY.





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 :519-SEOUL

009-FOREST PRODUCTS,EQUIP,SERVICES  
KOREA

TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

QUARTER: 3 a)Prepare Newsprint Report.  
b)Follow-up on local pulp and paper firms for possible investment.

a)Report completed and distributed.  
b)Two Korean firms announced major investment in this sector. Total investment could reach \$163 million.

QUARTER: 4 A) Hold seminar on thermo mechanical pulp  
B) Study local housing building code, hold a technical seminar on TFC houses in Korea and build one Canadian Style residential house using TFC methods.

A) Seminar held by Nortek and Alberta  
B) Study completed; achieved better awareness of regulations and initiated action to build house. Activity progressing but now on hold pending decision on certain legal aspects of the project.

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 :519-SEOUL

003-GRAINS AND OILSEEDS  
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

ASSIST AND ORGANIZE 1987 WHEAT QUALITY SEMINAR WHICH IS SCHEDULED TO BE HELD IN SEOUL ON 20 NOV 88.

SALES OF 200,000 M/T OF MILLING WHEAT PER YEAR IF RESULTS ARE SUCCESSFUL.

FOLLOW UP DEHYDRATED ALFALFA PELLET WORKSHOPS WHICH WERE HELD IN SEOUL ON 28 OCT AND IN TAEJON ON 30 OCT 87 BY PROVIDING TECHNICAL INFO TO FEED COMPOUNDERS.

DEMONSTRATE VALUE OF USING CANADIAN DEHY ALFALFA

DOCUMENT IMPORT RESTRICTIONS ON MILLING WHEAT. MEET WITH MFA 6 TIMES OVER YEAR TO MAKE CASE FOR IMPORT OF CDN WHEAT.

EXPORTS OF 12 MT OF MILLING WHEAT.

LOBBY WITH KOREAN FEED INDUSTRY TO PRESS THE KOREAN GOVERNMENT FOR LIBERALIZATION OF BARLEY FOR FEED AFTER THE PRESIDENTIAL ELECTION

SALES OF 300,000 M/T OF FEED BARLEY PER YEAR IF THE KOREAN GOVERNMENT DECIDE TO LIBERALIZE FEED BARLEY.

MEET ONCE A MONTH WITH THE KOREAN GOVERNMENT(MTI,MFA AND KFA) ALTERNATELY TO ESTABLISH EQUAL OPPORTUNITIES TO CANADIAN DEHY ALFALFA SUPPLIERS FOR ALFALFA PELLET TENDERS.

ESTABLISH CONTINUING MARKET FOR CDN ALFALFA SALES OF 30,000 M/T OF ALFALFA PELLETS PER YEAR IF KOREAN GOVERNMENT INCREASES THE QUOTA FOR 1988 TO 40,000 M/T.

OILSEEDS

MAKE NECESSARY PRESENTATIONS TO THE KOREAN AUTHORITY WITH REGARD TO THE FORCED DISTRIBUTION OF IMPORTED CANOLA SEED AT A HIGHER PRICE.

EXPAND MARKET POTENTIAL FOR CANOLA SEEDS.

ASSIST AND ORGANIZE CANOLA WORKSHOPS WHICH ARE SCHEDULED TO BE HELD IN KOREA IN EARLY 1988.

PROVIDE KOREAN CRUSHERS WITH NECESSARY TECHNICAL INFORMATION ON CRUSHING CANOLA SEEDS.

DOCUMENT DISPOSITION OF IMPORTED CANOLA SEEDS AND OILS BY WATCHING PUBLISHED ANNOUNCEMENTS, MEETING WITH NACF.

REPORT TO CANADIAN SUPPLIERS ON ENDUSE OF PRODUCT.

MEET WITH MAFF INTERLOCUTORS 6 TIMES/YR. TO DEVELOP EXTENDED LIST OF IMPORTERS INCLUDING SMALL CRUSHERS.

SALES OF 15,000 M/T OF CANOLA SEED IN 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)CONTINUE TO PRESS KOREAN GOVT. TO PROVIDE EQUAL OPPORTUNITY TO CDN ALFALFA PRODUCERS.  
B)ENCOURAGE KOREAN MILLING INDUSTRY TO IMPORT MORE WHEAT.C)FOLLOW 1987 DEHY ALFALFA WORKSHOP TO DEMONSTRATE VALUE.

A)LIAISED ON A CONTINUOUS BASIS.GENERATED SALES OF 5,650 METRIC TONS.B)LIAISED ON A CONTINUOUS BASIS.GENERATED SALES OF 15,000 METRIC TONS.  
C)KUNKUK UNIVERSITY FEED TRIAL COMPLETED.

QUARTER: 2 -----

QUARTER: 3 -----

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 :519-SEOUL

003-GRAINS AND OILSEEDS  
KOREA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 4
- A) Annual wheat, grain and Oilseed survey
  - B) Lobby for liberalization of feed barley market access.
  - C) Lobby with Ministry of Agriculture to further open the Canola seed market

- A) Survey completed and distributed
- B) Projected sales could not be achieved as it is difficult to obtain government approval.
- C) Mission went to Canada but soybean oil surplus limits market potential.

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 :519-SEOUL

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AUTOMOTIVE

CONTACT CDN'KOREAN PARTS COMPANIES WHO PARTICIPATED IN THE PAST AUTOPARTS INCOMING AND OUTGOING MISSION TO DOCUMENT ACTUAL AND POTENTIAL CONTRACTS SIGNED/PLANNED.

ESTABLISH ONE JOINT VENTURE BETWEEN AUTOPARTS COMPANIES.

CONDUCT INVESTMENT AND INDUSTRIAL COOPERATION OPPORTUNITY SEMINAR FOR AUTOMOTIVE INDUSTRY.

INCREASED LOCAL AWARENESS OF OPPORTUNITIES WITH CDN AUTOMOTIVE INDUSTRY.

READ PUBLISHED LITERATURE ON KOREAN LOCALIZATION AND IMPORT DIVERSIFICATION PLANS FOR AUTOPARTS.

MEET EVERY 2 MOS WITH MTI,KFI & OTHER MAJ.SEC .ENSURE CONT'D AWARENESS OF EXISTING SUPPLIERS & DEV'P NEW AWARENESS OF OTHER SUPPLIERS. COYS TO DET. EXPORT OPP.REPORT TO CDN IND.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----



REPORT #5  
89/10/06

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

519 - SEOUL

KOREA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

-----  
QUARTER : 1

- A)REPORT ON NEW CLIMATE FOR FOREIGN INVESTMENT IN KOREA.  
B)DEVELOP INTEREST DURING NORMAL TRADE LIAISON ACTIVITIES.

- A)ATTENDED SEMINAR. PREPARING REPORT.  
B)TWO SPECIFIC OPPORTUNITIES IN THE CONSUMERS ELECTRONICS AND PRINTING BUSINESS WERE IDENTIFIED.

QUARTER : 2  
-----

QUARTER : 3

1. Develop interest during normal trade liaison activity.
2. Support investment promotion activities of Canadian banks.
3. Support investment promotion activities of provincial offices.

1. Liaised and identified three specific opportunities.
2. Provided information on two individual investments.
3. Two major investment projects announced in Ontario

QUARTER : 4

- Organize FTA oriented investment seminar with Korea Trade Association.  
2. Incoming investment mission to Canada  
3. Information campaign  
4. Encourage Korean Pulp and Paper association to consider projects n Canada

- was cancelled. Seminar postponed to next visit in 89/90  
2. Cancelled as funding not available  
3. Translated, printed and distributed Prospectus Canada in Korean language.  
4. Liaised regularly  
Interest demonstrated for one project.

1. Planned to be held during MINT visit which

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

POST :519-SEOUL

Visit of A) Deputy Minister of Trade & Delegation B) Director General, North Asian Bureau  
Provincial Ministerial visits from A) Alberta Intergovernmental Affairs B) Saskatchewan Trade & Immigration C) Quebec International Relations/Saskatchewan Premier visit and aborted but fully planned MINT & delegaiton visit  
MISSIONS A) Airshow Canada B) Drie re investment in automobile sector C) APIAC Tourism Task Force D) OMAF animal by-product Mission Trade Center Presentations A) Canadair CL-215

Incoming Missions to Canada A) Import Diversification B) Canada-Korea Alfafa Seminars C) Globe 90  
Semina: A) Tourism in Canada/Travel Night B) Canada-Korea Alfafa Seminars C) Globe 90  
Market Studies completed: A) food products B) Intellectual property protection and direct investment in Korea C) Canadian Exporters Guide to Korea

For Company cisits: A) Suncor B) Nova Petrochemical/Participation in tip orientation program, proc VI





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 :506-SHANGHAI

006-??????

PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON RESULTS OF INSTRUMENTATION MARKET STUDY AND OUTGOING MISSION.

BUILD ON DEVELOPING AWARENESS OF CDN CAPABILITY. ESTABLISHMENT OF JOINT VENTURES. NEW EXPORT SALES.

PURSUUE PROMOTION OF CANADIAN EXPERTISE IN TERMS OF VESSEL TRAFFIC MANAGEMENT.

SECURE CONTRACT FOR CDN TEAM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT AND PROMOTE CANADIAN PRODUCTS/EXPERTISE IN LOCAL PROJECTS.

ASSISTED IN PRESENT'N TO LOCAL CONTACTS TO PROMOTE CDN ELECTRONIC TIME CARD & PAYROLL SYSTEMS. SUPPORT OF CDN CO. INVOLVED IN PROJ. STUDY OF SHANGHAI VTMS. ASSISTED IN ARGMENTS FOR VISIT OF SHANGHAI TEAM TO VIEW & DISCUSS FUTURE PROJECT

QUARTER: 2 -----

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 :506-SHANGHAI

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

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

- |   |  |
|---|--|
| <p>FOLLOW-UP ON DISCUSSIONS HELD DURING SHANGHAI ECONOMIC LEADERS MISSION IN CDA ON TV TOWER PROJECT.</p> <p>FOLLOW-UP TO SHANGHAI ECONOMIC LEADERS MISSION TO CDA RE TELEPHONE NETWORK EXPANSION.</p> <p>SUPPORT CDN SUPPLIER OF TELEX EXCHANGE EQUIPMENT IN CONCLUDING SALE CONTRACT CURRENTLY IN LAST PHASE OF NEGOTIATIONS.</p> <p>DEVELOP FOCUS ON RURAL TELECOM SECTOR.</p> | <p>FIRMING UP STRUCTURE OF CDN APPROACH TO BLD ON PROJECT WITHIN FY 87/88.</p> <p>ESTABLISH CDN MFTRS AS COMPETITIVE POTENTIAL SUPPLIERS FOR EXPANSION PROJECTS.</p> <p>SALE CONTRACT.</p> <p>PROVIDE MKT INTELLIGENCE ON EMERGING SECTOR.</p> |
|---|--|

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

- |   |  |
|---|--|
| <p>QUARTER: 1 -----</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 To monitor Development of Shanghai Policy on acquisition of satellite ground station.</p> <p>QUARTER: 4 To monitor development in post telecom administration on acquisition of new technologies.</p> | <p>Spar successes in North China &amp; Shandong Peninsula provided opportunity to arrange for Spar experts to come to Shanghai &amp; meet PTA decision makers to sensitize them to advantages of Spar System. Spar is now frontrunner in Shanghai comp</p> <p>Used opportunity of visit of Quebec Minister of International Affairs to present Memotec technology to gathering of senior decision-makers. Also introduced Gandalf Equipment to PTA</p> |
|---|--|



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

POST :506-SHANGHAI

Canada China Trade Coordination Conference

Quebec Minister Gobeil Visit

Preparation for Canada Month

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 :512-SINGAPORE

005-ADVANCED TECH. PROD. & SERV  
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

CONTINUE LIAISON WITH SINGAPORE TELECOMS OFFICIALS ON THE IMPLEMENTATION OF AN ISLAND WIDE DIGITAL COMMUNICATION NETWORK PROJECT

ENSURE THAT AT LEAST ONE CANADIAN COMPANY PARTICIPATES SUCCESSFULLY IN THE PILOT PROJECT.

FOLLOW-UP WITH SINGAPORE TELECOMS OFFICIALS ON THEIR PLANNED INFORMATION NETWORKING SYSTEMS.

ENSURE THAT CAPABLE CANADIAN COMPANIES ARE AWARE OF THIS OPPORTUNITY AND WELL PLACED TO TAKE ADVANTAGE OF IT.

HOLD PRODUCT SEMINARS FOR POTENTIAL CUSTOMER AND REPRESENTATIVES.

INCREASED SALES OF TELECOMMUNICATION PRODUCTS AND SYSTEMS.

IDENTIFY MARKET OPPORTUNITIES FROM SINGAPORE TELECOMS OFFICIALS IN A TIMELY MANNER.

CANADIAN COMPANIES WILL BECOME AWARE OF UPCOMING TENDERS AND PROJECTS, AND HAVE SUFFICIENT TIME TO PREPARE PROJECT PROPOSALS.

??????

CONTINUE TO WORK ON THE TELECOMS NETWORKING AND TRADERS SYSTEMS REQUIREMENTS.

INCREASE CANADIAN COMPANIES' OPPORTUNITIES TO BID ON THE PROJECT.

CONTINUE TO IDENTIFY AND LIAISE WITH LOCAL COMPUTER SOFTWARE AND SYSTEM COMPANIES.

INCREASE THE MARKET SHARE OF CANADIAN COMPUTER SOFTWARE CAPABILITIES.

CONTINUE TO DEVELOP CONTACTS WITH NATIONAL COMPUTER BOARD OFFICIALS.

AN INCREASE IN THE LEVEL OF AWARENESS OF CANADIAN COMPUTER SOFTWARE CAPABILITIES.

WORK WITH SINGAPORE TELECOMS REGARDING THEIR INTEGRATED BILLING SYSTEM REQUIREMENTS.

ENSURE THE PARTICIPATION IN THIS PROJECT BY AT LEAST ONE CANADIAN COMPANY.

PRODUCTS PRESENTATIONS TO LOCAL BUYERS, AGENTS, DISTRIBUTORS INSTITUTIONS, ETC.

INCREASE CANADIAN SUPPLIERS VISITS AND INCREASE SALES.

ENCOURAGE LOCAL SOFTWARE COMPANIES AND INSTITUTIONS TO VISIT CANADA.

INCREASE CANADIAN MARKET SHARE FOR COMPUTER SOFTWARE AND SYSTEMS.

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 :512-SINGAPORE

005-ADVANCED TECH. PROD. & SERV  
SINGAPORE

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	PRODUCT PRESENTATIONS TO LOCAL BUYERS, AGENTS, DISTRIBUTORS ETC.	ORGANIZED SEMINARS IN SINGAPORE FOR TWO CANADIAN COMPANIES (CHUL INTERNATIONAL AND DATACAP SYSTEMS), BOTH WELL-ATTENDED AND BOTH YIELDING GOOD FOLLOW-ON ENQUIRIES.
QUARTER: 2	-----	
QUARTER: 3	To introduce to the Singapore market Canadian software companies and products.	8 companies participated in the Canadian pavilion at the Singapore Informatics'88 exhibition.
QUARTER: 4	Participation in Asia Telecoms.	17 companies participated in Canadian pavilion. Estimated resulting sales approximately \$15m.

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 :512-SINGAPORE

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SINGAPORE

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

AEROSPACE & MARINE

<p>UPDATE MARKET SYRVEY FOR MILITARY AEROSPACE SECTOR.</p> <p>CONTINUE TO DEVELOPE CLOSER CONTACTS WITH PROCUREMENT AND TECHNICAL STAFF IN THE INDUSTRY.</p> <p>FOLLOW UP ON OPPORTUNITIES REVEALED DURING INCOMING DEFENCE MISSION.</p>	<p>TO IDENTIFY MARKET OPPORTUNIEES AND NOTIFY POTENTIAL CANADIAN SUPPLIERS.</p> <p>AN INCREASE IN CANADIAN EXPORTS OF MILITARY AEROSPACE EQUIPMENT.</p> <p>AN INCREASE IN CANADIAN EXPORTS OF MILITARY AEROSPACE EQUIPMENT.</p>
--	---

ARMAMENTS & VEHICLES

<p>CONTINUE TO DEVELOP CLOSER CONTACTS WITH PROCUREMENT AND TECHNICAL STAFF IN THE DEFENCE MINISTRY.</p> <p>IDENTIFY MARKET OPPORTUNITIES AS THEY DEVELOP.</p>	<p>ENSURE THAT LOCAL OFFICIALS ARE AWARE OF CANADIAN CAPABILITIES IN THIS FIELD.</p> <p>ALERT POTENTIAL SUPPLIERS TO UPCOMING OPPORTUNITIES.</p>
--	--

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

QUARTER 1 -----

QUARTER 2 -----

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 :512-SINGAPORE

001-AGRI & FOOD PRODUCTS & SERVICE  
SINGAPORE

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	<b>HORTICULTURE (FRUIT, VEG, FLOR)</b>	
	CONTINUE TO DEVELOP CLOSER CONTACTS WITH MAJOR IMPORTERS.	AN IMPROVEMENT IN THE IMAGE OF CANADIAN PRODUCTS IN THE MARKET.
	PRESENTATIONS TO BULK IMPORTERS, DISTRIBUTORS AND MAJOR RETAIL OUTLETS HIGHLIGHTING CANADIAN PRODUCTS.	STIMULATE IMPROVEMENT OF CANADIAN MARKET SHARE IN FY 1988/89 FOR FRESH APPLES AND FROZEN VEGETABLES.
	<b>SEEDS &amp; SPECIAL CROPS</b>	
	CONTINUE TO DEVELOP A CLOSER RAPPORT WITH MAJOR IMPORTERS AS WELL AS CHINA/SINGAPORE TRADING HOUSES.	IMPROVE ACCESS FOR CANADIAN PRODUCTS TO LOCAL MARKET AND ALSO GAIN ACCESS TO THE CHINESE AND INDIAN MARKETS.
	ENHANCE IMAGE OF RELIABILITY OF CANADIAN PRODUCTS THROUGH FOLLOW-UPS WITH PARTIES INVOLVED IN EXISTING CONTRACTS WHERE PRODUCT QUALITY AND DELIVERY TIMES ARE A PROBLEM.	AN IMPROVEMENT IN THE IMAGE OF CANADIAN PRODUCTS.
	PRESENTATIONS TO BULK IMPORTERS, DISTRIBUTORS AND MAJOR RETAIL OUTLETS.	STIMULATE AN IMPROVEMENT OF CANADIAN MARKET SHARE FOR SOYBEANS, RAPESEED AND MUSTARD SEED
	<b>ALL SUB-SECTORS</b>	
	CONTINUE TO IDENTIFY JOINT-VENTURE PARTNERS OR LICENSEES WITH THE POTENTIAL TOUTILISE CANADIAN ENGINEERING DESIGN EXPERTISE.	AN INCREASE IN MARKET PENETRATION FOR CANADIAN DESIGNED EQUIPMENT.
	ENCOURAGE RELEVANT CONTACTS TO VISIT MAJOR CANADIAN OIL AND GAS EXHIBITIONS.	AN INCREASED IN THE NUMBER OF CANADIAN COMPANIES REPRESENTED IN SINGAPORE.
	MEET WITH LOCAL COMPANIES ACTIVELY PURDUING MAJOR PROJECTS IN ASIA AND ENSURE THAT THEY ARE OF CANADIAN EXPERTISE.	AN INCREASED IN ASIAN MARKET PENETRATION IN CONJUNCTION WITH SINGAPORE COMPANIES.

---

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	----	
QUARTER: 2	----	
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 :512-SINGAPORE

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

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

AEROSPACE

FOLLOW-UP ON MARKET OPPORTUNITIES ARISING OUT OF INCOMING SINGAPORE AVIATION MISSION (NOV.86) AND ASIAN AEROSPACE EXHIBITION (JAN.88).

AN INCREASE IN CANADIAN MARKET PENETRATION, AND AN INCREASED AWARENESS IN CANADA OF LOCAL MARKET OPPORTUNITIES.

CONTINUE TO DEVELOP CONTACTS AND LIAISE WITH PROCUREMENT AND TECHNICAL STAFF IN THE AEROSPACE INDUSTRY.

STIMULATE IMPROVEMENT IN CANADIAN MARKET SHARE.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

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 :512-SINGAPORE

011-OIL & GAS EQUIPMENT,SERVICES  
SINGAPORE

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

<p>CONTINUE TO IDENTIFY JOINT-VENTURE PARTNERS OR LICENCEES WITH THE POTENTIAL TO UTILISE CANADIAN ENGINEERING DESIGN EXPERTISE.</p> <p>PROMOTE VISITS BY RELEVANT CONTACTS TO MAJOR CANADIAN OIL AND GAS EXHIBITIONS.</p> <p>MEET WITH LOCAL COMPANIES ACTIVELY PURSUING MAJOR PROJECTS IN ASIA AND ENSURE THAT THEY ARE AWARE OF CANADIAN EXPERTISE.</p>	<p>AN INCREASE IN MARKET PENETRATION FOR CANADIAN DESIGNED EQUIPMENT.</p> <p>AN INCREASE IN THE NUMBER OF CANADIAN COMPANIES REPRESENTED IN SINGAPORE.</p> <p>AN INCREASE IN ASIAN MARKET PENETRATION IN CONJUNCTION WITH SINGAPORE COMPANIES.</p>
--	--

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

<p>QUARTER: 1 MEET WITH LOCAL COMPANIES ACTIVELY PURSUING MAJOR PROJECTS IN ASIA AND ENSURE THAT THEY ARE AWARE OF CANADIAN EXPERTISE.</p>	<p>CONTACT WITH LOCAL COMPANY LED TO DISCOVERY OF A TENDER IN PROCESS. CANADIAN COMPANY SAIT WAS ADVISED AND SIGNIFICANT CONTRACT (C\$25 MILLION) RESULTED.</p>
--	---

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

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 :512-SINGAPORE

013-CONSUMER PRODUCTS & SERVICES  
SINGAPORE

<p>PLANNING:</p> <p>LEISURE PROD. TOOLS HARDWARE</p> <p>CONTINUE TO DEVELOP A CLOSE RAPPORT WITH IMPORTERS AND END USERS.</p> <p>IDENTIFY AND LIAISE WITH NEWLY ESTABLISHED POTENTIAL IMPORTERS OF CANADIAN HEALTH AND FITNESS EQUIPMENT.</p>	<p>ACTIVITIES PROPOSED IN POST PLAN:</p> <p>-----</p>	<p>ANTICIPATED RESULTS:</p> <p>IDENTIFY POTENTIAL MARKETS AND ENCOURAGE AN INCREASE IN CANADIAN SUPPLIER VISITS.</p> <p>ENSURE THAT LOCAL FIRMS ARE AWARE OF CANADIAN EXPERTISE AND INCREASE CANADIAN MARKET SHARE.</p>
---	---	---

<p>TRACKING:</p> <p>QUARTER: 1 -----</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 -----</p> <p>QUARTER: 4 -----</p>	<p>ACTIVITIES UNDERTAKEN IN QUARTER:</p>	<p>QUARTERLY RESULTS REPORTED:</p>
--	--	------------------------------------

512 - SINGAPORE

SINGAPORE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

AGRI & FOOD PRODUCTS & SERVICE      SEMI & PROCESSED FOOD & DRINK  
CONTACT THE MAJOR FOOD & BEVERAGE PROCESSORS IN SINGAPORE & PROMOTE  
THE INVESTMENT POTENTIAL IN CDA IN THIS SECTOR.

CREATE AN AWARENESS OF THE SCALE OF THE  
ETHNIC FOOD MARKET IN CDA & IDENTIFY NEW  
PROSPECTS FOR SINGAPORE INVESTMENT.

ADVANCED TECH. PROD. & SERV      ALL SUB-SECTORS  
THIS DYNAMIC SECTOR IS GROWING RAPIDLY & INDUSTRY CONTACTS WILL BE  
REGULAR & FREQUENT IN ORDER TO IDENTIFY OPPORTUNITIES AS THEY  
ARISE.

COMPANIES WILL BE ADVISED OF CDN INNOVA-  
TIONS & GROWTH POTENTIAL, & EXECUTIVES  
ENCOURAGED TO INCLUDE CDA IN THEIR TRAVEL  
ITINERARIES.

OTHER SERVICES      ALL SUB-SECTORS  
CONTINUE TO IDENTIFY COMPANIES WHICH HAVE THE POTENTIAL & INTEREST IN  
INVESTING IN CDA AND PROVIDE NECESSARY DETAILED INFORMATION ON INVEST-  
MENT OPPORTUNITIES TO THEM.

IDENTIFY NEW PROSPECTS FOR THE INVESTMENT  
COUNSELLORS MISSION PROPOSED FOR SEPTEMBER  
1988.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

512 - SINGAPORE

SINGAPORE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

-----

-----

-----

QUARTER : 1

-----

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

Promotional campaigns and high-level visits.

Visited 17 potential investors together with Lovatt of Investment Canada. Uncovered number of serious investment inquiries.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1 -----

QUARTER : 2 -----

QUARTER : 3 -----

QUARTER : 4 -----

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 :512-SINGAPORE

12 person-days were spent in Brunei on familiarization vi-  
sits by Second Secretary (Commercial) & 2 Commercial Officer  
Commercial Counsellor participated in Proc VI in Montreal

Minister Andrew (Min. Trade, Saskatchewan) visited Singapore  
with Sask.mission. Visit planned & co-ordinated By Comm.Div.  
Considerable effort was expended planning, together with BC  
Office, for visit in Apr,1989 of BC Min.Intl Business Jansen.

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 :533-SYDNEY

005-ADVANCED TECH. PROD. & SERV  
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

???????

PC, OFFICE AUTOMATION/DATA COMMUNICATION MISSION FOLLOW UP.

ESTABLISH SALES/NEW AGENTS.

REVISION TO 10 MARKET STUDIES IN AREA.

BETTER INFORMATION SUPPLIED TO CANADIAN FIRMS THAT WILL ENHANCE THEIR SALES POTENTIAL. POSSIBLE 10% SALES INCREASE.

???????

FOLLOW UP TO COMPUTER/COMMUNICATIONS MISSION.

TO FINALIZE SALES OPPORTUNITIES DISCOVERED DURING MISSION AND TO IDENTIFY NEW AREAS OF INTEREST.

MARKET STUDY BY POST

VISIT BY FIRMS.

???????

VISIT TO AUTO FACTORIES.

IDENTIFY SALES OPPORTUNITIES.

POST MARKET STUDY.

-----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :533-SYDNEY

014-EDUCATION, MEDICAL, HEALTH PROD  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

BIOTECH STUDY - DISSEMINATION TO CANADIAN INDUSTRY.

ENTRY OF SIX NEW CDN FIRMS INTO THE MARKET; 3  
JOINT VENTURE AGREEMENTS & SALES.

TO INVESTIGATE AND IDENTIFY NEW NICHE MARKETS IN THE BIOTECHNO-  
LOGY FIELD AND NOTIFY CDN INDUSTRY.

JOINT VENTURE AGREEMENTS AND SALES.

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



POST :533-SYDNEY

013-CONSUMER PRODUCTS & SERVICES  
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONDUCT MARKET STUDY OF AUSTRALIAN BOOK MARKET. AIM WILL BE TO SELECT MARKET NICHE WHICH HAVE POTENTIAL FOR CANADIAN BOOK MARKETERS.

INCREASE CANADIAN SHARE OF \$40M IMPORT MARKET  
IMPROVE VISIBILITY OF CANADIAN MADE BOOKS WITHIN THE BOOK TRADE.

ORGANIZE FIRST CANADIAN BOOK BUYING EXHIBITION (INHOUSE) FOR AUSTRALIAN IMPORTERS. CANADIAN BOOK PUBLISHERS ENCOURAGED TO SEND REPS TO SUPPORT THEIR CURRENT BOOK LIST ON DISPLAY.

OPERATION OF BOOK MARKET WILL BE DETAILED.  
PARTICULAR OPPORTUNITIES IDENTIFIED AS HAVING POTENTIAL.

COMPREHENSIVE CATALOGUES WILL BE COMPILED IN THE AREAS OF TOYS AND GAMES, SPORTING GOODS AND JEWELLERY. EACH CATALOGUE WILL CONTAIN ORIGINAL PRODUCT LITERATURE AND INDICATIVE EXPORT PRICES. CATALOGUES WILL BE DISTRIBUTED TO AUSTRALIAN IMPORTERS.

INCREASE KNOWLEDGE OF IMPORTERS ABOUT SPECIFIC PRODUCTS OF CANADA. CATALOGUES WILL BE INSTANT REFERENCE FOR SOURCES OF SUPPLY. INCREASE CANADIAN EXPORTERS IN 3 PRODUCT AREAS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 BRITISH COLUMBIA LEISURE PRODUCTS TRADE MISSION  
MAY 18-25, 1988.

PARTICIPANTS MET WITH POTENTIAL REPRESENTATIVES FOR PROMOTION OF THEIR PRODUCTS. TIED IN WITH FOCUS OF EXPO 88. DIRECT SALES 103,000.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :533-SYDNEY

009-FOREST PRODUCTS,EQUIP,SERVICES  
NEW GUINEA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
89/10/10

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 :533-SYDNEY

008-TRANSPORT SYS,EQUIP,COMP,SERV.  
NEW GUINEA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/10/10

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 :533-SYDNEY

010-MINE,METAL,MINERAL PROD & SRV  
NEW GUINEA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT #5  
89/10/06

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

120

533 - SYDNEY

AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

-----  
EDUCATION, MEDICAL, HEALTH PROD      PHARMACEUTICALS, BIOTECHNOLOGY  
INVESTMENT SEMINAR IN CONJUNCTION WITH MINT MISSION (EXPO 88)

-----  
FOCUS ON SECTORAL INVESTMENT OPPORTUNITIES  
FOR INVESTORS

MINE, METAL, MINERAL PROD & SRV  
INVESTMENT ENCOUNTER SESSIONS

MINERALS AND MINERAL PRODUCTS

TARGETTED AUDIENCE - 4 SESSIONS OF 100  
POTENTIAL INVESTORS.

NON SECTORALLY ORIENTED ACTIVITIES

EDC SEMINAR

ENHANCE AWARENESS OF SERVICES OFFERED.

REPORT #5  
89/10/06

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

533 - SYDNEY

AUSTRALIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER  
-----

RESULTS REPORTED  
-----

QUARTER : 1

SEVERAL INVESTMENT ENQUIRIES RESPONDED TO BY  
POST FORWARDING RELEVANT LITERATURE ON HAND.

QUARTER : 2

QUARTER : 3

QUARTER : 4

ITEMS & SPECIAL TOPICS

PREPARATION OF MARKET PROFILES FOR SPECIFIC PRODUCTS WITH MARKET  
POTENTIAL (SPICE, HONEY, BUCKWHEAT, POLARIS)  
ASSET NEW FEAT HUNT SUPPLIERS IN PENETRATING THE JAPANESE MARKET  
(COMMERCIAL AND ACCOMPANY TRIP/AL VISIT TO TOKYO)  
MONITORING AND REPORT ON MARKET LIBERALIZATION OF JIN (ITEM SUCH AS  
WOLFE)

LEADS & NEXT ST-PRODUCTS

FOCUS ON WITH RECENT NEWS REGARDING WILLING TO CONTACT THROUGH  
INDIVIDUAL CALLS BY PARTICIPATING COMPANIES AND THROUGH FURTHER  
RESEARCH ON MARKET REQUIREMENTS  
CONTINUE TO KEEP REGULARLY AWARE OF MARKET DEVELOPMENTS IN JAP-  
ANE THAT MAY ARISE THROUGH MONTHLY TRADE REPORT

INCREASE EXPORTS FROM 10-15 MILLION IN  
YEAR

EXTRACTS COMPLETE MARKET DATA FOR  
YEAR

NEW BUSINESS DEVELOPMENT

THROUGHOUT RESEARCH AND CANADIAN EXPORTERS  
BY JAPANESE MARKET OPPORTUNITIES

ADDITIONAL SALES OF THAT AREA BY 10-15 MILL-  
ION ANNUALLY

INCREASE CHANGING RATE OF MARKET TRENDS  
INTO JAPAN

100 MILLION IN NEW BUSINESS IN 3 YEAR PERIOD

SETUP SYSTEMS THROUGH NEW SERVICE IN  
INDUSTRIAL JAPANESE MARKET

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 :520-TOKYO

015-CONSTRUCTION INDUSTRY  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

A MARKET SURVEY FOR THIS SECTOR.

TRADE FAIR OR TRADE MISSION PARTICIPATION  
WILL BE ENCOURAGED.

TRANSLATION OF A DIRECTORY OF CANADIAN BUILDING PRODUCTS INTO  
JAPANESE AND DISSEMINATION IN JAPAN.

INCREASE AWARENESS OF CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE  
JAPAN

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

PURSUe IMPORT PROTOCOL FOR BOVINE EMBRYOS

EXPORT MARKET POTENTIAL OF \$1-2 MILLION ANNUALLY.

MAINTAIN CONTACT WITH CANADIAN SWINE EXPORTERS AS FOLLO-UP  
ACTIVITY TO TECHNICAL SWINE SEMINAR HELD IN TOKYO IN MARCH 87.

TO INCREASE CANADIAN PUREBRED SWINE SALES IN JAPAN, BY 25-50 PER CENT.

HORTICULTURE (FRUIT,VEG,FLOR)

APPLE FUMIGATION RESEARCH PROJECT (CODDING MOTH) WORK WITH AGRIC.  
CANADA & JAPANESE MIN. OF AGRIC. TO ESTABLISH AN AGREED FUMIGATION  
PROCEDURE.

WHEN APPROVED BY JAPANESE GOVERNMENT, ACCESS  
FOR CANADIAN APPLES.

DEVELOPMENT OF NEW CUSTOMERS FOR MUSHROOMS

INCREASE EXPORTS FROM \$2-\$4 MILLION IN 2  
YEARS.

PROMOTION OF HORTICULTURAL PRODUCTS IN CANADA FOOD FAIR  
PROGRAM.

EXPANDED CONSUMER AWARENESS AND SALES DEVELOPMENT.

CONTINUE TRIAL SHIPMENTS ON FRESH RABERRIES.

NEW SALES \$100,000 ONCE BUSINESS IS DEVELOPED

EXAMINE THROUGH MARKET RESEARCH PROSPECTS FOR NEW EXPORT ITEMS IN  
HORTICULTURE AREA, GREEN HOUSE AND NURSERY PRODUCTS.

NEW BUSINESS DEVELOPMENT

SEEDS & SPECIAL CROPS

PREPARATION OF MARKET PROFILES FOR SPECIFIC PRODUCTS WITH MARKET  
POTENTIAL (PEAT MOSS, BUCKWHEAT, PULSES)

INCREASED AWARENESS AMONG CANADIAN EXPORTERS  
RE JAPANESE MARKET OPPORTUNITIES.

ASSIST NEW PEAT MOSS SUPPLIERS IN PENETRATING THE JAPANESE MARKET  
(ORGANIZE AND ACCOMPANY INITIAL VISIT TO TOKYO)

ADDITIONAL SALES OF PEAT MOSS, OF \$1-2 MILLION ANNUALLY.

MONITOR AND REPORT ON MARKET LIBERALIZATION OF IQ ITEMS SUCH AS  
PULSES.

INCREASE CANADIAN SHARE OF PULSES IMPORTS  
INTO JAPAN.

MEATS & MEAT BY-PRODUCTS

FOLLOW UP WITH RECENT MEAT BUYING MISSIONS TO CANADA,THROUGH  
INDIVIDUAL CALLS ON PARTICIPATING COMPANIES AND THROUGH FURTHER  
RESEARCH ON MARKET REQUIREMENTS.

\$20 MILLION IN NEW BUSINESS IN 3 YEAR PERIOD.

CONTINUE TO KEEP INDUSTRY ABREAST OF LATEST DEVELOPMENTS IN JAPANESE  
PORK MARKET THROUGH MONTHLY PORK IMPORT.

BETTER INFORMED CANADIAN PORK EXPORTERS ON  
IMPORTANT JAPANESE MARKET.

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 :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE  
JAPAN

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

MEATS & MEAT BY-PRODUCTS

SUPPORT PROVINCES IN THEIR MARKET, DEVELOPMENT EFFORTS FOR BEEF PRODUCTS.

GRADUALLY INCREASE MARKET PENETRATION FOR CANADIAN BEEF.

NEGOTIATE INCREASED BEEF ALLOCATION WITH MINISTRY OF AGRICULTURE FOR USE IN EMBASSY FOOD PROMOTIONS.

INCREASE FROM CURRENT 100 MT QUOTA BY MINIMUM OF 10%.

EMPHASIZE PORK, BEEF AND TURKEY IN ALL CONSUMER AND TRADE ACTIVITIES.

BUILD AWARENESS OF HIGH QUALITY MEAT FROM CANADA.

ENCOURAGE NEW JAPANESE BUYING MISSIONS TO CANADA TO OBSERVE HIGH QUALITY OF CANADIAN MEAT PRODUCTS AND PROCESSING OPERATIONS.

BUILD NEW RELATIONSHIPS AND EVENTUALLY SALES OF CANADIAN MEAT.

SEMI & PROCESSED FOOD & DRINK

SEEK NEW PARTICIPANTS IN CANADA FOOD FAIR PROGRAM. BUILD ON LAST YEAR'S NEW ENTRIES PARTICULARLY NICHIRYU GROUP.

NEW BUSINESS OF \$25 MILLION DURING NEXT 2-3 YEARS.

DEVELOP A PROGRAM OF JAPANESE BUYERS VISITS TO CANADA.

BUILD AWARENESS OF CANADA AS FOOD SUPPLIER AND DEVELOP NEW BUSINESS.

DEVELOP NEW CONTACTS IN FOOD SERVICE SECTOR.

DEVELOP NEW BUSINESS LEADS IN THIS IMPORTANT SECTOR.

PROMOTE DEVELOPMENT OF CUSTOM PACK, BULK & PRIVATE LABEL BUSINESS THROUGH MARKET RESEARCH AND LIAISON WITH THE RETAIL INDUSTRY.

NEW BUSINESS OF \$30 MILLION DURING NEXT 2-3 YEARS.

CONCENTRATE IN IDENTIFYING NEW CUSTOMERS FOR HIGH POTENTIAL PROCESSED PRODUCTS, EG FRENCH FRIES, BOTTLED WATER, MAPLE PRODUCTS, WHISKEY, CUSTOM PACK FOODS.

INCREASED SALES OF 20-30% FOR THESE CATEGORIES AMOUNTING TO \$20 MILLION DURING NEXT 12 MONTHS.

DEVELOP IMPROVED SYSTEMS OF HANDLING TRADE ENQUIRIES FROM POTENTIAL NEW CANADIAN EXPORTERS.

MORE POTENTIAL BUYERS PUT IN CONTACT WITH CANADIAN FOOD EXPORTERS.

FEED, FERTILIZER & VET PRODUCTS

POST WORKING WITH AGRIC. CANADA IN THE DEVELOPMENT OF FUMIGATION TESTS AND NEGOTIATION OF A PROTOCOL FOR HAY PRODUCTS, TO MEET JAPANESE PHYTOSANITARY REQUIREMENTS FOR IMPORTED BALED HAY.

ACCESS TO LONG-FIBRE BALED HAY MARKET OF \$100 MILLION PER YEAR. POTENTIAL SALES \$25-35 MILLION ANNUALLY 1995.

ORGANIZE FEEDING TRIALS USING DEHYDRATED ALFALFA PELLETS.

MARKET MAINTENANCE/EXPANSION OF CURRENT SALES BY 25% (\$10 MILLION/ YEAR).

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 :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE  
JAPAN

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

FEED,FERTILIZER & VET PRODUCTS

THROUGH INDUSTRY AND REPORTING ASSIST CANADIAN EXPORTERS IN DEVELOPING NEW MARKETING TECHNIQUES AND PACKAGING METHODS TO MINIMIZE STORAGE AND HANDLING COSTS.

TECHNICAL PRESENTATIONS TO LARGE FEED USERS/IMPORTERS, TO DEMONSTRATE UTILITY OF ALFALFA PRODUCTS.

INITIATE A REPORT OF PRICES AND IMPORT VOLUMES OF FEEDSTUFFS TO ASSIST THE CANADIAN EXPORTERS IN THEIR MARKETING ACTIVITIES.

INCREASED REVENUE TO CANADIAN EXPORTERS OF \$3-5 MILLION OVER 5 YEARS.

ADDITIONAL ALFALFA PRODUCT SALES OF \$10-20 MILLION ANNUALLY.

CANADIAN EXPORTERS WILL BE IN A BETTER SITUATION TO MAKE MARKETING/PRICING DECISIONS.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION OF SECTOR/PRODUCT PROFILES - ORGANIZE TECHNICAL WORKSHOPS FOR DEHY ALFALFA - IDENTIFY PRODUCTS FOR CUSTOM PACK IN CANADA - INTRODUCE IDENTIFIED CANOLA OIL - PROMOTE CANADIAN FOOD FESTIVALS/BUYING MISSIONS

QUARTER: 2 -----

QUARTER: 3 -Japanese buyers mission to Canada  
-Promote introduction of 100% canola oil at retail.  
-Seek new participants in Cda Food Fair program.  
-Pursue import access for bovine embryos.

QUARTER: 4 1.Japanese buyers mission to Canada  
2.Promo introduction of 100% canola oil at retail.  
3.Seek new participants in Cda Food Fair program  
4. Participation in Foodex

COMPLETED FOR BOTTLED WATER, PEAT MOSS. - RESULTED IN PROD SALES VALUED AT \$3.8 MIL. - BEVERAGES, BREAD MIX UNDER ACTIVE NEGOTIATION. - LICENSE AGREEMENTS SIGNED BY CANOLA COUNCIL & 2 JAPANESE OIL PROCESSORS. - JONATHAN, FUJIYA, NICHIRYU

-Nichiryu, Seiyu, Coop, Jonathan, Jetro, Mitsubishi completed missions to Cda \$15 million in purchases. - Agreement with 2 Japanese oil processors -30 new participants have joined program.-Health agreem.has been reached.-Study to be implemented

1.Nichiryu, Seiyu, Coop, Jonathan, JETRO, Mitsubishi completed missions to Canada \$15 million in purchase.  
2.Agreement with two Japanese oil processors.  
30 new participants have joined program.

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 :520-TOKYO

002-FISHERIES,SEA PRODUCTS & SERV.  
JAPAN

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:           ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

PROMOTE CANADIAN SEAFOOD AT EVERY OPPORTUNITY UNDER CANADA FOOD FAIR PROGRAM.	DEVELOP HIGH QUALITY IMAGE FOR CANADIAN SEAFOOD AND BUILD TRADE AND CONSUMER AWARENESS.
CONTINUE TO PRESS MARKET ACCESS ISSUE IQ ON HERRING, SQUID COD; TARIFF ON HERRING ROE.	IMPROVED MARKET ACCESS AND RETURNS TO CANADIAN FISHERIES SECTOR.
PREPARATION OF MARKET PROFILES ON SPECIES OF PARTICULAR INTEREST TO CANADA-ATLANTIC HERRING ROE, LOBSTER, SEA URCHIN.	IMPROVED KNOWLEDGE OF MARKET SITUATION FOR SELECTED SPECIES.
PROVIDE IMPROVED MARKET INTELLIGENCE INFORMATION OF FISHERIES SECTOR TO CANADIAN INDUSTRY.	PERMIT INDUSTRY TO MAKE MORE INFORMED PRICE/MARKETING DECISIONS.
IDENTIFY MARKET POTENTIAL FOR UNDERUTILIZED SPECIES, EG. SEA URCHIN, SURF CLAM, CAPELIN, DOGFISH.	DEVELOP INCREASED EXPORT BUSINESS FOR UNDERUTILIZED SPECIES.
PROMOTION OF ATLANTIC LOBSTER IN HOTELS, RESTAURANTS AND SUPERMARKETS.	INCREASE IN SALES FROM \$8 MILLION TO \$20 MILLION IN 12 MONTHS.

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:           QUARTERLY RESULTS REPORTED:

<p>QUARTER: 1 ASSIST WITH ATLANTIC CDN HERRING ROE STUDY ASSIST WITH SCALLOP AQUACULTURE PROJECT. DEVELOP PROMOTIONAL CAMPAIGN FOR CAPELIN. INTRODUCE FISHERY PRODUCT TRADE ENQUIRY SERVICE.</p>	<p>SUCCESSFUL MEET HELD IN JPN \$ REPORT BEING PREPARED FOR EXTAFF. -JPNSE TECH EXP BEING SENT TO CDA. - PROMOTIONAL PROPOSALS COMPLETED;FUNDING UNDER CONSIDERATION. - CDN COS &amp; FISH PROD RECEIVING WIDE PUBLICITY THROUGH S K SHIMBUN.</p>
<p>QUARTER: 2 -----</p>	
<p>QUARTER: 3 -Develop promotional campaign for capelin. -Introduce Trade Enquiry Service for fish products. Provide improved market intelligence. -Initiate market development for Atlantic herring roe.</p>	<p>-Project funding now received from ACOA,final planning underway. - Suisan Keizai Shimibun began publishing in Sept. - Fisheries report published ,also detailed species report. - Mission to Japan completed,mkt develop.strategy underway.</p>
<p>QUARTER: 4 1.Develop promotional campaign for capelin 2.Introduce Trade Enquiry Service for fish prdct 3.Provide improved market intelligence 4.Initiate market development for Atlantic herring roe.</p>	<p>1.Project funding now received from ACOA, final planning underway. 2.Suisan Keizai Shimibun began publishing in 88/9 3.Fisheries market report &amp; detailed species rpt 4.Mission to Jpn completed,mkt research underway</p>



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 :520-TOKYO

010-MINE,METAL,MINERAL PROD & SRV  
JAPAN

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 3 Monitoring, analysis of FY89 coking coal negotiations.

Negotiations completed end of December

QUARTER: 4 None

None

POST :520-TOKYO

013-CONSUMER PRODUCTS & SERVICES  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

APPAREL (CLOTH,FUR,SHOES) TEXT

PROVIDE THE JAPANESE FUR INDUSTRY WITH REGULAR INFORMATION FROM CANADA.

CREATE MORE INTEREST IN THE MONTREAL FUR SHOW AND INCREASE IMPORTS BY APPROXIMATELY \$2 MIL NEXT YEAR.

MEET REGULARLY WITH THE JAPAN FUR ASSOCIATION TO EVALUATE THE RESULTS OF OUR PUBLICITY IN JAPAN.

INCREASE AWARENESS OF CANADIAN FURS IN JAPAN AND STIMULATE IMPORTS OF SAME.

MEET REGULARLY WITH AGENTS OF CANADIAN SUPPLIERS IN THE APPAREL INDUSTRY TO EVALUATE PROGRESS OVER THE PAST YEAR.

STIMULATE AGENTS TO BE MORE AGGRESSIVE AND TO PARTICIPATE IN REGIONAL FAIRS.

INTENSIFY PUBLICITY AT THE CANADA TRADE CENTER WITH REGARD TO FUR GARMENTS.

ATTRACT MORE CUSTOMERS', DOUBLE THIS YEAR'S SALES.

ENCOURAGE CANADIAN COMPANIES VISITS TO JAPAN AND ASSIST THEM AS APPROPRIATE

INCREASE NUMBER OF CANADIAN COMPANIES SELLING IN JAPAN.

JEWELRY & GIFTWARE

CONTACT OUTLETS CURRENTLY SELLING CANADIAN JEWELLERY.

INCREASE SALES NEXT YEAR.

FOLLOW UP ON REQUESTS RE IMPORT OF CANADIAN JEWELLERY.

TO GET NEW DISTRIBUTORS.

MEET WITH AGENTS AND REVIEW THEIR IMPORT/DISTRIBUTION STRATEGY.

OPEN NEW DISTRIBUTION OUTLETS.

THROUGH THE OPERATION OF THE CANADA TRADE CENTER & THE DIRECT MAIL CATALOGUE, ENCOURAGE NEW ENTRANTS INTO THE MARKET.

DOUBLE OUR SALES TO JAPAN.

MEET WITH LOCAL AGENTS ON A REGULAR BASIS AND ASSIST THEM RE PUBLICITY AND PARTICIPATION IN FAIRS.

INCREASE THE NUMBER OF DISTRIBUTORS.

PREPARE REGULAR REPORTS FOR CANADIAN EXPORTERS ON MARKET EVOLUTION.

ATTRACT NEW EXPORTERS AND ASSIST PRESENT EXPORTERS.

CULTURE INDUSTRIES

WORK CLOSELY WITH A GROP IN CANADA IN CHARGE OF PROMOTING INDIAN ARTS AND CRAFTS IN JAPAN TO IDENTIFY ITEMS MOST LIKELY TO FIND ACCEPTANCE IN JAPAN.

APPOINTMENT OF DISTRIBUTOR, ESTABLISHMENT OF DISTRIBUTION OUTLETS.

VISIT GALLERIES THAT SPONSOR CANADIAN ARTISTS.

STIMULATE INTEREST IN CANADIAN ART & GET BETTER UNDERSTANDING ON HOW TO EXPAND BUSINESS.

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 :520-TOKYO

013-CONSUMER PRODUCTS & SERVICES  
JAPAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	<b>CULTURE INDUSTRIES</b>	
	ASSIST LOCAL AGENTS IN THEIR MARKETING EFFORTS.	OPEN NEW DOORS TO CANADIAN INDUSTRY.
	INCREASE PUBLICITY OF CANADIAN ARTS AND CRAFTS THROUGH THE CANADA TRADE CENTER.	CREATE GREATER AWARENESS OF OUR PRODUCTS.
	ASSISTS LOCAL AGENTS TO ORGANIZE SOLO SHOWS.	CREATE AWARENESS OF CANADIAN PRODUCTS.
	USE MAIL ORDER CATALOGUE TO ADVERTISE.	INCREASE DIRECT SALES.
	<b>LEISURE PROD. TOOLS HARDWARE</b>	
	FOLLOW UP ON HINODE MISSION RE INTENT OF PURCHASE.	IDENTIFY CLEARLY THE PRODUCTS CANADA SHOULD FOCUS ON.
	INTRODUCE CANADIAN COMPANIES TO NEW DIY STORES THROUGH DIY ASSOCIATION.	TO CREATE AWARENESS OF WHAT CANADA NOW PRODUCES.
	MEET REGULARLY WITH SPORTS EQUIPMENT AGENTS AND INTRODUCE NEW PRODUCTS.	INCREASE SALES.
	ENCOURAGE AGENTS OF SPORTS EQUIPMENT TO PARTICIPATE IN REGIONAL SHOWS.	FIND MORE LOCAL DISTRIBUTORS AND MAKE SPOT SALES.
	PROMOTE IDEA OF SELLING CANADIAN DIY PRODUCTS TO JAPANESE HOME BUILDERS.	GIVE DIY INDUSTRY INCREASED OPPORTUNITIES TO SELL IN THE JAPANESE MARKET.
	SEND NEW BUYERS TO MONTREAL SPORTING GOODS SHOWS.	WIDEN RANGE OF PRODUCTS SOLD IN JAPAN.
	<b>FURNITURE &amp; APPLIANCES</b>	
	VISIT OUTLETS SELLING CANADIAN PRODUCTS AND PROMOTE CANADIAN PRODUCTS.	STRENGTHEN OUR SHARE OF THE MARKET IN SOME AND ENCOURAGE OTHERS TO SELL PRODUCTS ON A CONTINUED BASIS.
	KEEP UP WITH NEW TRENDS IN FURNITURE INDUSTRY AND PREPARE REPORTS FOR THE CANADIAN INDUSTRY.	DETERMINE WHICH SECTORS OF MARKET COULD BE OF INTEREST TO CANADIAN EXPORTERS.
	DIALOGUE WITH FURNITURE ASSOCIATION AND MAIN MANUFACTURERS RE INTEREST IN IMPORTING SPECIFIC ITEMS TO COMPLETE THEIR NEW LINES.	GET NEW ENTRANTS INTO THE MARKET.



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 :520-TOKYO

013-CONSUMER PRODUCTS & SERVICES  
JAPAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	CONSUL & SERVS NOT ELSE SPECI	
	THROUGH THE OPERATIONS OF THE CANADA TRADE CENTER PROMOTE APPLIANCES.	INCREASE OUR SMALL MARKET SHARE.
	THROUGH A PROGRAM OF CALLS WITH AGENTS GENERATE MORE INTEREST IN THEIR PROMOTION OF CANADIAN PRODUCTS.	FIND NEW WAYS AND OUTLETS TO MARKET PRODUCTS.
	THROUGH WIN EXPORTS ENCOURAGE CANADIAN COMPANIES TO PARTICIPATE IN THE FURNITURE SHOW IN NOVEMBER.	INTRODUCE NEW EXPORTERS TO JAPANESE MARKET.
	CONSUL & SERVS NOT ELSE SPECI	
	PURSUE HIGH TARIFFS ISSUE WITH MINISTRY OF FINANCE.	SALES WOULD INCREASE DRAMATICALLY IF DUTIES WERE LOWERED.
	TO IDENTIFY POTENTIAL COMPETITIVENESS OF NEW ENTRIES INTO THE MARKET (USA, AUSTRALIA AND OTHERS).	KEEP OUR SHARE OF THE MARKET.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 MARKETING OF CANADIAN CONSUMER PRODUCTS.	8 NEW AGENCY AGREEMENTS AND SIGNIFICANT BUSINESS INFLUENCED IN TEXTILES AND SPORTING GOODS SECTORS.
	QUARTER: 2 Marketing of Canadian consumer products.	Major fur workshops undertaken in Tokyo and Osaka. Participation in Tokyo Gift Show, DIY Show, World Jewellery Show and Tokyo Packaging Show.
	QUARTER: 3 -Planning participation in Seiyu promotion - Regional shows in Nagoya & Aomori area & others. -Short term preparation for Gift Show,CSFA miss. sporting goods show,Yokohama Show,Yes Yokohama Health care prod.- Int.report on mail order cat.	Successful participation - -Participated in 5 regional shows. - All events now will planned & ready for execution. - Report partially completed. Info from Cdn Co. late to come.
	QUARTER: 4 1.Develop new business in consumer products sector.	1.Participation:Tokyo Sporting Goods Trade Fair, CSGA Mission to Mtl, Tokyo Boat Show, Healthcare '89, YES Yokohama '89

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

POST :520-TOKYO

003-GRAINS AND OILSEEDS  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

STUDY IMPACT OF MAFF CROP DIVERSIFICATION PROGRAM ON JAPANESE PRODUCTION AND IMPORTS OF WHEAT AND BARLEY.

DETERMINE IMPACT, IF ANY, ON CANADIAN GRAIN EXPORTS TO JAPAN.

SUBMISSION OF REGULARLY-SCHEDULED WHEAT AND COURSE GRAIN REPORTS AND AD-HOC REPORTS ON JAPANESE SITUATION WHICH MAY IMPACT ON CDN GRAIN EXPORTS TO JAPAN.

MAINTAIN AND HOPEFULLY EXPAND CANADA'S SHARE OF THE JAPANESE GRAIN MARKET.

STUDY IMPEDIMENTS TO SALE OF CANADIAN FEED WHEAT TO JAPAN(FOB VS C & F SALES, TENDER PROCEDURES ETC.)

LARGER SHARE OF \$200 MILLION JAPANESE MARKET FOR CANADIAN FEED WHEAT.

ANALYSE THE IMPACT OF THE HIGH PRICES CHARGED BY THE FOOD AGENCY WHEN SELLING CANADIAN WHEAT TO THE MILLERS.

A REDUCTION IN THE WHEAT PRICE WOULD CONTRIBUTE TO INCREASED CONSUMPTION.

REPORT ON THE IMPORT PENTIAL FOR MIXED PRODUCTS SUCH AS BREAD MIXES AND PROCESSED PRODUCTS.

INCREASE THE EXPORT OF PROCESSED GRAIN PRODUCTS.

OILSEEDS

WORK TO STRENGTHEN BUSINESS RELATIONSHIPS IN CANOLA SECTOR, BUILDING ON GOODWILL OF PAST 10-15 YEARS.

ADDITIONAL MARKET SHARE GROWTH FOR CANOLA SED, OIL AND MEAL IN JAPAN.

MONITOR AND REPORT ON DEVELOPMENTS IN JAPANESE OILSEEDS MARKET WHICH COULD IMPACT ON CANADIAN EXPORTS.

MAINTENANCE OF CANADIAN SALES OF CANOLA, FLAXSEED, SOYBEANS TO JAPAN.

LIAISE WITH JAPANESE GOVERNMENT AND INDUSTRY CONTACTS RE OIL TARIFF ISSUE, OTHER POSSIBLE MARKET LIBERALIZATION INITIATIVES,

EXPANSION OF CANOLA PRODUCT SALES IN JAPAN.

INVESTIGATE LEVEL OF CANADIAN INTEREST IN FLAXSEED MARKET DEVELOPMENT AND RESEARCH ACTIVITIES.

INCREASED SALES OF CANADIAN FLAXSEED, BY \$5-10 MILLION ANNUALLY.

REVIEW PRECONSULTATIONS/CONSULTATIONS FORMATS TO ASCERTAIN WHERE ADDITIONAL IMPROVEMENTS CAN BE MADE.

MAXIMIZE USEFULNESS OF BILATERAL MEETINGS; STRENGTHEN RELATIONSHIP.

WORK WITH CANOLA OIL PROCESSORS, DISTRIBUTORS, RETAILERS TO INTRODUCE IDENTIFIED CANOLA OIL AT RETAIL LEVEL.

CREATE CANOLA OIL PRODUCT AWARENESS AT CONSUMER LEVEL, ENHANCING OIL SALES.



520 - TOKYO

JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

TRANSPORT SYS,EQUIP,COMP,SERV.          AUTOMOTIVE  
BANKERS OUTREACH PROGRAM HAS REACHED PHASE OF A SECTORAL SEMINAR FOR  
AUTOPARTS CUSTOMERS. OTHER PROSPECTS HAVE BEEN IDENTIFIED. OUTGOING &  
INCOMING MISSIONS OF KEY PARTS COMPANIES WILL FOLLOW. DRIE (MORRISON)  
VISIT OF TARGETTED JPNSE COMPANIES WILL BE SUPPORTED.

JPNSE GREENFIELD & JV INVESTMENT IN CDA.  
ACTIVE LIST OF POTENTIAL INVESTORS.

??????    ??????  
MISSION TO FOLLOW COMPLETED TECHNICAL INDUSTRY BRIEFINGS FOR PROSPECTS  
SELECTED THROUGH BANKING OUTREACH PROGRAM. CONTINUED CORPORATE LIAISON  
WITH JPNSE COMPONENTS COMPANIES. FTA STRENGTHS TO BE EMPHASIZED.

JPNSE GREENFIELD & JV INVESTMENT IN CDA.  
ACTIVE LIST OF POTENTIAL INVESTORS & JV  
PARTNERS. TECHNOLOGY ACQUISITION.

??????    ??????  
EXPAND LIST OF CORPORATE LIAISON CONTACTS WITH SELECTED CONSUMER ELEC-  
TRONICS COMPANIES,WITH EMPHASIS ON STRONGEST BRANCH PLANT ASSEMBLY  
CANDIDATES. FTA CASE TO BE MADE FOR SERVICING N.A. MARKET.

JPNSE GREENFIELD & JV INVESTMENT IN CDA.  
ACTIVE LIST OF POTENTIAL INVESTORS & JV  
PARTNERS. TECHNOLOGY ACQUISITION.

POWER & ENERGY EQUIP. & SERV.          ELECTRICAL MACHINES & SYSTEMS  
DUE TO CDN EXCESS CAPACITY IN CERTAIN SUB-SECTORS,DRIE WILL ASSIST IN  
IDENTIFYING DIRECT,JV & TECH TRANSFER OPPOR. BANKING OUTREACH PROGRAM  
WILL SUPPLEMENT DRIE'S IDENTIFIED JPNSE COS. FOR CORPORATE LIAISON,  
INDUSTRY BRIEFINGS & OUTGOING/INCOMING MISSIONS.

SELECTED INVESTMENT (DIRECT JV,TECH TRANS-  
FER) THAT INCREASE DOMESTIC PRODUCTION &  
IMPROVE PRODUCTIVITY.

AGRI & FOOD PRODUCTS & SERVICE          SERVICES INCLUDING CONSULTING  
PROSPECTS FOR INVESTMENT NOW IDENTIFIED (MISAWA STUDY). CANDIDATES FOR  
NEW MANUFACTURING FACILITIES,TECHNOLOGY TRANSFER & CROSS LICENSING  
WILL BE SELECTED FOR MISSION FOR CDA.

INVESTMENT THAT WILL DEVELOP CDA'S COM-  
PETITIVE POSITION IN THIS SUBSECTOR.

NON SECTORALLY ORIENTED ACTIVITIES

BANKING OUTREACH PROGRAM-BANKERS CUSTOMERS SEMINARS & SECTORAL MIS-  
SIONS FOR FIRST 5 BANKS WILL BE CARRIED OUT IN 88/89. THE PROGRAM  
WILL BE INITIATED WITH ADDITIONAL BANKS CALLING (AS WITH FIRST GROUP)  
FOR INTERNAL BRIEFINGS & "ONE-MAN" BANKER MISSIONS TO CDA.

COMPLETION OF PROGRAM FOR ORIGINAL 5 BANKS  
WILL YIELD SECTORAL RESULTS DESCRIBED  
ABOVE. EXTENSION OF PROGRAM FOR NEW BANKS  
WILL PAVE WAY FOR SIMILAR RESULTS.

CORPORATE LIAISON-IPS,COMMERCIAL SECTION OFFICERS & PROV. REPRESENTA-  
TIVES (WHERE SITE LOCATION DETERMINED) WILL CONDUCT CALLS & FOLLOW  
ACTIVE CASES. INVESTMENT CDA & DRIE WILL PROVIDE REQUIRED ASSISTANCE  
WITH RANKED PROSPECTS.

ALL IDENTIFIED INVESTMENT PROSPECTS WILL  
BE MONITORED,REPORTED ON & MOVED TOWARD  
POSITIVE INVESTMENT DECISIONS WHERE  
POSSIBLE.

PUBLIC RELATIONS-THE KANAO FILM & REPORT HAVE BEEN USED EXTENSIVELY  
BUT ARE BECOMING OUTDATED. A NEW FILM & SHOWCASE LITERATURE ARE RE-  
QUIRED. DIRECT MAIL ACTIVITIES WILL BE EXPANDED. PERIODIC INVESTMENT  
NEWSLETTER WILL BE IMPLEMENTED. IMAGE MEASUREMENT STRATEGIES ARE REQ'D

ADVERTISING & PUBLIC RELATIONS STRATEGY  
FOR INVESTMENT PROMOTION WILL BE MORE  
EFFECTIVE & ITS SUCCESS MEASURED.

520 - TOKYO

JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

AUTO PARTS INCOMING MISSION  
ELECTRICAL MACHINES INCOMING MISSION  
BIOTECHNOLOGY INCOMING MISSION  
DRIE INVESTMENT PROSPECTING MISSIONS TO JAPAN  
BANKING OUTREACH ACTIVITIES  
PUBLIC RELATIONS ACTIVITIES  
CORPORATE LIAISON ACTIVITIES

DEFERRED PENDING MATURATION OF BANKING OUTREACH PROGRAM & OTHER INVEST PROSPECTING EFFORTS IN AUTO PARTS SECTOR. (2)DEFERRED PENDING DRIE ELECTRICAL MACH SECT VISIT TO JAPAN IN FALL OF 88 (3)DEFERRED PENDING FURTHER CORPORATE LIAISON ACTIVITIES IN SECTOR. (4)NO ACTIVITIES IN QUARTER. (5)ORGANIZED SUMITOMO BANK INTERNAL INVEST SURVEY MISSIONS:SUCCESSFUL 2 WK VISIT TO KEY CDN LOCATIONS & IND CONTACTS.(6)OVERSAW SUMMARY BROCHURE & PROSPECTUS CDA BROCHURE.

QUARTER : 2

1.Auto parts mission to Japan.  
2.DRIE investment prospecting mission to Japan.  
3.Banking outreach activities.  
4.Public relations activities.  
5.Corporate liaison activities.

1.Deferred pending j.v. workshop in Cdn in late 88. 2.ACKP/Bower visit to MITI,banks,trading coys in Sept. 3.Successful Bank of Tokyo internal invstmt survey mission;10 days sectorally oriented program,yielding specific invstmt prospects currently being promoted by BOT officers. 4.Conceived & negotiated co-op program for printing/funding FTA brochure with key banks/trading coys;assisted in publica'n by Sumitomo Bank of "Invstmt in Cda" book.5.Individual contact with

QUARTER : 3

1. MITI Investment Mission to Canada. 2. DRIE investment prospecting mission to Japan. 3. Study of sectoral investment trends in U.S.A.,post FTA. 4. Ranking outreach activities. 5. Participation in Invex 88. 6. Public relations activities. 7. Corporate liaison activities.

1. deferred to 1989. 2. Successful visits by IITI(Watkins/Burke)& GSTM(Robinson/Terry).Industry presentations & co.calls which led to solid opport.for follow-up. 3.Cancelled in absence of funding. 4.Obtained agreement of Sumitomo Trust & Bank for '89 mission. 5.Exhibition cancelled. 6.Designed & obtained funding support for comprehensive FTA Comm.Strategy. 7.On-going management of and active particip.in prog.;91 inv.pros. currently on-file;44 compl.invest.in most recent

QUARTER : 4

1.Sumitomo Bank mission of customers  
2.Internal mission of bank officers  
3.Support of ISTC missions  
4.Public Relation activities  
5.Corporate Liaison activities

1.Deferred to 1989/90  
2.Mitsubishi Bank mission completed  
3.Rick Bower visit, review of industrial cooperation agreements, meetings with major investment contacts.  
4.Implemented major elements of FTC communications (Amb. Richie visit, Amb. Steers press conference, newspaper ads, direct mail)  
5.Ongoing management of 94 investor prospects

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

POST :520-TOKYO

Saskatchewan Premier Grant Devine Mission

Mr. Gordon Ritchie (FTA Investment Seminar)

Quebec Minister of Int'l Affairs, Paul Gobeil Mission

Joint Economic Committee

EMR Minister J. Epp Mission

National Defence College Mission

Quintette Arbitrators Visit (incl. Hon. N.T. Nemetz)

Forest Harvesting Equipment Seminar and its Mission

Foodex 89

Manitoba Agriculture Minister Glen Findlay Mission

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 :531-WELLINGTON

009-FOREST PRODUCTS,EQUIP,SERVICES  
NEW ZEALAND

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	WOOD AND WOOD PRODUCTS	
	DISTRIBUTE NEW PUBLICATION OF COUNCIL OF FOREST INDUSTRY BC BUYERS GUIDE TO NZ LUMBER IMPORTERS	THREE NEW AGENCY CONNECTIONS
	LOBBY NZ AUTHORITIES TO RELAX PRESENT IMPORT RESTRICTIONS COVERING SHINGLES/SHAKES	REMOVAL OF IMPORT RESTRICTIONS BY 1988
	EQUIPMENT AND MACHINERY	
	FOLLOW UP OF 87/88 FOREST EQUIP MISSION TO SECURE AGENCY CONNECTIONS	MINIMUM OF 4 AGENCIES TO BE ESTABLISHED
	PROMOTE MANUFACTURE UNDER LICENCE OR JV BY INDUSTRY BLITZ	MINIMUM OF 2 JV'S TO BE ESTABLISHED

---

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	----	
QUARTER: 2	----	
QUARTER: 3	----	
QUARTER: 4	----	

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

POST :531-WELLINGTON

013-CONSUMER PRODUCTS & SERVICES  
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISIT CANADIAN GIFT AND TABLEWARE SHOW JANUARY 1988. INCOMING NZ BUYERS MISSION.

MEET CANADIAN EXPORTERS AND CONDUCT CATALOGUE SHOW ON RETURN.

VISIT TORONTO HARDWARE SHOW FEBRUARY 1988. INCOMING NZ BUYERS MISSION.

MEET CANADIAN EXPORTERS AND CONDUCT CATALOGUE SHOW ON RETURN.

CATALOGUE SHOW, FURNITURE, AUCKLAND, WELLINGTON

INTRODUCE TO NEW ZEALAND IMPORTERS MANUFACTURERS AND BUYERS, CDN FURNITURE, ESTABLISH 4 NEW AGENCIES.

CATALOGUE SHOW, GIFTWARE, AUCKLAND, WELLINGTON

INTRODUCE TO NEW ZEALAND IMPORTERS AND BUYERS CANADIAN GIFTWARES, ESTABLISH 3 NEW AGENCIES.

CATALOGUE SHOW, HARDWARE, AUCKLAND, WELLINGTON

INTRODUCE TO NZ IMPORTERS AND BUYERS CANADIAN HARDWARE, AND TO INCREASE CDN MARKET SHARE BY 10%

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----



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

POST :531-WELLINGTON

001-AGRI & FOOD PRODUCTS & SERVICE  
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

WOOLWORTHS SUPERMARKET PROMOTION 1988 - MARCH

INTRODUCTION OF AND CONSOLIDATION OF APPROX  
10 NEW & EXISTING AGENCY LINES

VISIT FOOD AND BEVERAGE SHOW, TORONTO, 1988. THREE INCOMING NZ  
BUYERS TO SUBJECT SHOW.

SPEAK WITH UNREPRESENTED CDN MANUFACTURERS  
& EXPORTERS & TO ACHIEVE 4 NEW AGENCIES.

CATALOGUE SHOWS, AUCKLAND, WELLINGTON

INTRODUCE 5 NEW CANADIAN COMPANIES TO NZ  
BUYERS AND IMPORTERS

VISIT FOOD PACIFIC 88 IN VANCOUVER

SPEAK WITH CANADIAN EXPORTERS & MANUFACTURERS  
& CONDUCT CATALOGUE SHOW ON RETURN OF 10 NEW  
EXPORTERS

WOOLWORTHS SUPERMARKET PROMO MARCH 1989

INCREASE OF CANADIAN SHARE OF MARKET BY 10%

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :531-WELLINGTON

005-ADVANCED TECH. PROD. & SERV  
NEW ZEALAND

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARATION OF REPORT ON YEAR-AFTER-DEREGULATION OF TELECOMS	IDENTIFICATION OF DIRECTIONS OF TELECOMS ACTIVITIES
PROMOTION OF CANADIAN CAPABILITIES IN IT	REALISING ONE JV IN IT INDUSTRY
PROVIDE ASSISTANCE TO MICROTEL TO INTRODUCE PRODUCT TO ELECTRIC CORP/TELECOMS	MICROTEL AS PREFERRED SUPPLIER FOR AUSSAT
LOBBY DTI TO DEREGULATE TELECOMS NETWORK	PROVIDE OPPORTUNITY FOR MICROTEL

TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

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

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

REPORT 4  
89/10/10

POST :531-WELLINGTON

006-??????

NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

COLLECTION OF BROCHURES FROM CANADIAN EXPORTERS FOR TABLE TOP SHOWS.

INTRODUCTION OF 10 CANADIAN COY TO N.ZEALAND MARKET

2 TABLE TOP SHOWS

ESTABLISH 6 NEW CDN AGENCIES

UPDATE OF ELECTRONICS SURVEY

DISTRIBUTE SURVEY TO 50 CANADIAN COY AND RESULT IN 10 NEW AGENCIES

SURVEY OF INDUSTRIAL PROCESS CONTROL EQUIPMENT IN NZ

INITIAL INTRODUCTION OF NZ MKT TO 15 CDN COYS NOT PRESENTLY EXPORTING

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :531-WELLINGTON

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARATION OF DETAILED REPORT OF NZ MOD OPPORTUNITIES FOLLOWING  
HITECH

IDENTIFICATION OF 4-6 NEW OPPORTUNITIES

LOBBY NZ MOD AND DND TO ENTER INTO PROCUREMENT MOU

ESTABLISHMENT OF EXPANDED MOU

DELINEATION OF STRENGTHS OF NZ AGENTS

4 NEW AGENCY AGREEMENTS

CONVINCING MOD AND DND TO HAVE JOINT DEVELOPMENT

INITIATION OF FIRST SMALL SCALE JOINT DEVELOPMENT PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

531 - WELLINGTON

NEW ZEALAND

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

ADVANCED TECH. PROD. & SERV                    ??????  
CONTINUED INCLUSION OF INVESTMENT & GROWTH OF IT INDUSTRY IN CDA &  
TECHNOLOGY TRANSFER EXAMPLES & INFORMATION IN PUBLICATIONS.

FURTHER INTEREST IN CDA AS AN INVESTMENT  
DESTINATION OF IT INDUSTRY & ESTABLISHMENT  
OF ONE JV.

FOREST PRODUCTS, EQUIP, SERVICES                    EQUIPMENT AND MACHINERY  
THE MARKET SURVEY COMPLETED IN FY 87/88 WILL BE DISTRIBUTED TO CDN  
INDUSTRY WHICH WILL GENERATE INTEREST IN CO-PRODUCTION AT SUPPLY  
LEVEL.

ANTICIPATE TWO CO-PRODUCTION JV.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

531 - WELLINGTON

NEW ZEALAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER RESULTS REPORTED

QUARTER : 1

QUARTER : 2

QUARTER : 3

QUARTER : 4

CA1 EA676 T712 EXF 1989 <sup>March</sup> STORAGE  
Trade and Industrial Development  
Program quarterly activity report  
43247425

LIBRARY E A / BIBLIOTHÈQUE A E



3 5036 01029636 9

