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

NON - CIRCULATING /
CONSULTER SUR PLACE

QUARTERLY ACTIVITY REPORT RAPPORT TRIMESTRIEL DES ACTIVITÉS

AFRICA AND MIDDLE EAST AFRIQUE ET MOYEN-ORIENT

JULY - SEPTEMBER 1988
(2nd QUARTER FY 1988-89)

JUILLET - SEPTEMBRE 1988
(2^e TRIMESTRE, AF 1988-89)

Dept. of External Affairs
Min. des Affaires extérieures
OTTAWA

MAR 1989

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FEBRUARY 1989
FÉVRIER 1989

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report July - September 1988

Following is the Activity Report for the quarter ending September 30, 1988. This report contains a synopsis of activities and results by sector and subsector reported by missions in Africa and the Middle East, 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 reporting period.

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités juillet - septembre 1988

Voici le Rapport des activités du trimestre qui a pris fin le 30 septembre 1988. Le Rapport contient un résumé des activités et des résultats déclarés par les missions en Afrique et le Moyen-Orient 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.

AFRICA & MIDDLE EAST
AFRIQUE ET MOYEN-ORIENT

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REPORT 4
89/02/06

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 :325-ABIDJAN

005-COMM. & INFORM. EQP.& SERV
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

OBTENTION DU PLAN DIRECTEUR DES COMMUNICATIONS REVISE PAR LA
DCGTX DISPONIBILITE FIN DECEMBRE'87.

IDENTIFICATION DE BESOINS EN EQUIPEMENT ET
SERVICES POUR DIFFUSION AUPRES DES FOUR-
NISSEURS CANADIENS.

SUITE PARTICIPATION DE DECIDEURS IVOIRIENS A TELECOM 87,
RENCONTRE AVEC CEUX-CI POUR DETERMINER SUIVI A DONNER.

POSITIONNEMENT DE 2 FIRMES CANADIENNES EN VUE
D'APPELS D'OFFRES.

SUITE A LA DIFFUSION DU PLAN REVISE, INVITATION DES FIRMES
CANADIENNES A VISITER L'ONT ET LES P & T.

INSCRIPTION DE FIRMES COMME FOURNISSEURS ET
PROMOTION DE LEURS PRODUITS. NOMINATION
D'AGENTS LOCAUX.

COMPUTERS, SOFTWARE & SYSTEMS

SUIVI DU PLAN D'INFORMATISATION SCOLAIRE NATIONALE DE CI

IDENTIFICATION DES BESOINS POUR DIFFUSION
AUPRES DE FOURNISSEURS CAN. DE LOGICIELS ET
SUPPORTS INFORMATIQUES

AVISER FIRMES CANADIENNES

GENERER INTERET DE 6-8 FOURNISSEURS CANADIENS

ORGANISATION D'UNE MISSION DE PRODUCTEURS DE LOGICIELS ET DISTRI-
BUTEURS DE SUPPORTS INFORMATIQUES AUX JAI 02. 88-89

PARTICIPATION DE 4-5 FIRMES. PROMOTION ET
VENTE DE LOGICIELS DANS LA SOUS-REGION.
CO-PRODUCTION DE LOGICIELS AVEC SPECIALISTES
LOCAUX.

2. VISITES AU SECRETARIAT DE L'INFORMATIQUE.

IDENTIFICATION DES PRENEURS DE DEDISION POUR
LES ACHATS DANS LE CADRE DU PLAN D'INFORMATI-
SATION NATIONALE ET OBTENTION DU CALENDRIER
D'EXECUTION DE CE PLAN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SESSION DE FORMATION EN COLLABORATION AVEC LE
SGI. - MISSION ETUDE PROJET D'INFORMATISATION DE
COMMUNE DE COCODY.

INITIATIVE QUI S'INSCRIT DANS EFFORT DE MARKET-
ING DE TELEMEDIATIQUE. - DYNABEC A REMIS RAPPORT
EN AOUT D'ETUDE FONCTIONNELLE.

QUARTER: 2 Suivi de visite de reps de SGI a SIM-Mtl en
juin 88.
Rencontre preparatoire pour notre participation
aux J.A.I. de janvier 89.

Rapport detaile en voie de preparation aussitot
que Plan Directeur d'informatisation sera
arrete.

Choix de themes de presentations a etre finale-
ment determines grace a ses suggestions.

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 :325-ABIDJAN

007-POWER & ENERGY EQUIP. & SERV.
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

PROJETS CENTRE -ARAIGNEE (ELECTRICIFICATION RURALE)

FOURNITURE D'EQUIPEMENTS CANADIENS

SIGNATURE DU PROTOCOLE D'ENTENTE POUR FOURNIR UNE FIRME CANADIENNE COMME CONSULTANT A LA DCGTX POUR LE PROGRAMME NATIONAL D'ENERGIE.

OBTENTION DE L'ETUDE PAR LAVALIN ET PARTICIPATION DE FIRMES CANADIENNES DANS DEVELOPPEMENTS FUTURS.

AUGMENTER NOTRE PRESENCE AUPRES DE L'ECCI AFIN DE L'INFLUENCER A UTILISER DES PRODUITS CANADIENS.

IDENTIFICATION DE NOUVEAUX PROJETS DANS LE CADRE D'UNE EXTENSION DES RESEAUX EXISTANTS ET DANS L'UTILISATION DE SOURCE DE SUBSTITUTION D'ENERGIE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DEMANDE DE SNC/DESSEAU POUR FINANCEMENT SEE/ACDI (15%) DE PROJET INFORMATISATION DE GESTION DE PROJETS A EECI (EST. \$6.5 M).

ACCORD DE PRINCIPE DE PARTIE CDN RISQUE DE BLOCAGE DU COTE IVOIRIEN DCGTX.

QUARTER: 2 Mission exploratoire de 3 cibles venues evaluer besoins de convertisseurs de phase/pompe a eau suite au projet d'aide de distribution electrique (projet Araignee).

Counselling donne a ces nouveaux venus en Afrique et suivi pour obtenir resultats de leur enquete.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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 :325-ABIDJAN

008-TRANSPORT SYS,EQUIP,COMP,SERV.
IVORY COAST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

RELANCER LE PROJET DE TRANSPORT URBAIN A BOUAKE AVEC LES
AUTORITES

OBTENIR UNE DECISION DEFINITIVE RE AVAL DE
L'ETAT AU FINANCEMENT DU PROJET.

EVALUER LES BESOINS DE LA SOTRA ET DES AUTRES OPERATEURS POUR LES
AUTOBUS.

OBTENIR AUTOBUS PAR LA SNVI

EVALUER LES BESOINS EN CAMIONS DE TRANSPORT

SI LES CONCLUSIONS LE JUSTIFIENT OBTENIR DES
SOUSMISSIONS DE DEUX FIRMES CANADIENNES

SUIVRE L'EVOLUTION DE L'ETUDE SUR LE TRANSPORT URBAIN D'ABIDJAN
PAR LA DCGTX QUI VA DEBUTER EN JANVIER'88.

TENTER D'OBTENIR LES RESULTATS PRELIMINAIRES
POUR ETE'88 RE LA POSSIBILITE D'UN SYSTEME
DE TRAMWAYS.

RAIL

ASSISTANCE TECHNIQUE A LA REGIE ABIDJAN-NIGER (RAN) SOUS FORME DE
CONTRACT D'ENTRETIEN DES LOCOMOTIVES ET GESTION PREVENTIONELLE
DE L'ENTRETIEN PAR LA CANAC.

INTENTION DE LA RAN D'ACHETER PIECES ET
EQUIPEMENT DU CANADA.

SUIVI DU PROGRAMME INFORMATIQUE FOURNI PAR SECP

ATTRIBUTION D'UN CONTRACT D'INFORMATISATION A
LA SECP.

SUIVI DE LA MISSION CANADIENNE A ABIDJAN DU 30 OCTOBRE AU
4 NOVEMBRE 1987.

RECEPTION DU RAPPORT DE MISSION DE DRIEOTT

PROJET DE TRANSPORT URBAIN D'ABIDJAN, BASE SUR SYSTEME
FERROVIAIRE, EN PREPARATION PAR VILLE D'ABIDJAN ET DCGTX

OBTENTION DES RESULTATS PRELIMINAIRES DE
L'ETUDE PREVUE POUR '89. OBTENTION DU MONTANT
DE FINANCEMENT QUI SERA ACCORDE PAR LA B.M.
DANS LE CADRE DU 3E PRET URBAIN.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECHERCHE DU PLAN NATIONAL DES TRANSPORTS (PNT)
ELABORE PAR DCGTX.

PUBLICATION PAS ENCORE DISPONIBLE.

QUARTER: 2 Obtention du Plan National des Transports (PNT)
elabores par la DCGTX (50 volumes).

Depouillement en cours pour identifier les
secteurs offrant des possibilites pour les ctes
cdnes et determiner ainsi notre strategie future
pour concentration de nos efforts promotionnels.

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 :325-ABIDJAN

002-FISHERIES, SEA PRODUCTS & SERV.
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

COLLECTE D'INFORMATIONS SUR LES DISPOSITIONS MISES EN PLACE POR
L'IMPORTATION DES POISSONS ET DIFFUSION AUPRES DES FOURNISSEURS
CANADIENS.

VISITES A LA DIRECTION DES PECHEES

ATTENTE DES COMMENTAIRES D'OTTAWA SUR NOTRE RAPPORT SOUMIS
CONCERNANT POTENTIEL IVOIRIEN

MISE EN CONTACT DES FOURNISSEURS CANADIENS
IDENTIFIES AVEC LES IMPORTATEURS IVOIRIENS.

ETUDE DU MARCHÉ DES POISSONS

MISE A JOUR DES BESOINS, DES IMPORTATEURS-
CLES ET DE LA CONCURRENCE ET SOUMISSION A OT-
TAWA.

ORGANIZATION DE MISSION DE 3 ACHETEURS DE POISSONS AU CANADA

PREMIERES VENTES DE POISSON CANADIEN EN CI
AVANT LA FIN '88

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISITE DE PROSPECTION D'ACHETEUR (IMPAC) POUR
APPROVISIONNEMENT REGULIER DE HARENG & MAQUERAUX

SUIVI DE VISITE NOUS INDIQUE POTENTIEL REDUIT DE
MARCHÉ POSSIBLE A/C TAUX ELEVE DU \$ COUT REVIENT
NON CONCURRENTIEL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
89/02/09

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 :325-ABIDJAN

Absence totale de continuite des operations du poste: nvl
secretaire entre en fonction le 18 juillet, nouveau chef de
Appui/direction au groupe de contractuels locaux devant as-
surer organis'n/logistique du sem. de IRPP sur les NCM
Counselling donne au Rep de Hydro Que. Intl desireux d'org.
sem. sur elect./environnement (activite qu'on voudrait voir

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :301-ADDIS ABABA

007-POWER & ENERGY EQUIP. & SERV.
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

OBTAIN DETAILED DEVELOPMENT PLAN FOR SECTOR FROM EELPA AND
PROVIDE ADVANCE INFO TO CDN INDUSTRY.

COMPANIES WILL BE BETTER INFORMED ABOUT
MARKET OPPORTUNITIES.

OBTAIN DETAILED TOR FOR GEOTHERMAL DEVELOPMENT.

COMPANIES WILL BE IN BETTER POSITION TO BID
ON GEOTHERMAL PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST MORE CDN CONSULTING FIRMS FOR POWER GENERATORS STUDY, MINING EXPLORATION AND IMPLEMENTATION OF TURN KEY PROJECTS.

SMALL HYDRO PROJECT STUDY UNDER NEGOTIATION
-MORE CDN COS INTERESTED IN MINING.
-CDN FIRM WORKING ON ETHIO-DJIBOUTI POWER TRANSMISSION STUDY.

QUARTER: 2 Increase number of contacts with EELPA, Central Planning Committee & Gov't Procurement Agencies to promote Cdn expertise.

Maintained contact and Cdn involvement in EELPA projects.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :301-ADDIS ABABA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

OBTAIN DETAILED DEVELOPMENT PLANS FOR ETHIOPIAN AIRLINES.

CDN COMPANIES WILL BE BETTER INFORMED ABOUT
MARKET OPPORTUNITIES.

INVESTIGATE STATUS OF PLANS FOR MAINTENANCE CENTRE FOR ETHIOPIAN
AIRLINES.

CDN COMPANIES WILL BE BETTER INFORMED OF
MARKET OPPORTUNITY.

INVESTIGATE, ANALYSE AND EVALUATE TRAINING REQUIREMENTS OF
ETHIOPIAN AIRLINES

ESTABLISH LINKAGE BETWEEN CDN ORGANIZATION
AND EA TRAINING DIRECTORATE.

MONITOR PROGRESS OF FLEET ACQUISITION PLANS FOR ETHIOPIAN
AIRLINES

POSITION AT LEAST ONE CDN COMPANY TO BID OF
AIRCRAFT TENDER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SIGNING OF CONTRACT FOR ASSAB-ADDIS PIPELINE.
PROMOTE SALES OF PARTS AND SERVICES TO ETHIOPIAN
AIRLINES. - PROMOTE SALES OF TRANSPORT CONSTRU-
TION EQPT.

ANNULLED.
EDC'S DECISION AWAITED TO FINANCE SALES TO
ETHIOPIAN AIRLINES & WATER RES. COMMISSION.

QUARTER: 1 MONITOR DEVELOPMENT OF ETHIO-DJIBOUTI RAIL LINK.

AWAITING SPECIFIC DETAILS AND PROJECT IDENTIFI-
CATION. - PROPOSALS FOR DJIBOUTI AIRPORT EXPAN-
SION SUBMITTED.

QUARTER: 2 Monitor Dev't of Djibouti-Ethiopian Rail Link.
Provide assistance to Cdn co. to promote sales
to Ethiopian Airlines (EAL).

Project not yet identified.
EDC's proposal to finance EAL requirement
accepted.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :301-ADDIS ABABA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

OBTAIN DETAILED TOR FOR 7TH TELECOM PROJECT (WB)

PROVIDE ADVANCE INFO TO CDN COMPANIES.

ENCOURAGE EQUIPMENT MANUFACTURERS TO DEMONSTRATE CDN SUPPLY
CAPABILITY FOR RURAL TELECOM

POSITION CDN COMPANIES TO BID ON INTL TENDERS

ENCOURAGE CDN MANUFACTURERS/INSTITUTIONS TO DEVELOP TRAINING
ACTIVITIES.

ESTABLISH LINKAGES WITH ETH TELECOM AUTHORITY
(ETA)

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAINTAIN CONTACT WITH LOCAL GOV'T OFFICIALS FOR
RURAL TELECOM. PROJECT.

PROJECT PREPARATIONS UNDERWAY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

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POST :301-ADDIS ABABA

014-EDUCATION,MEDICAL,HEALTH PROD
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EDUCATIONAL SERVICES,EQUIPMENT

INVESTIGATE REQUIREMENTS FOR EQUIPMENT, SUPPLIES AND SERVICES BY
MINISTRIES OF HEALTH, EDUCATION; OBTAIN TENDER NOTICES.

CDN COMPANIES WILL BE BETTER INFORMED RE
MARKET OPPORTUNITIES.

MONITOR PREPARATION OF 7TH EDUCATION PROJECT AND OBTAIN DETAILED
TOR.

POSITION CDN COMPANIES/ORGANIZATIONS TO BID
ON INTL TENDERS ANTICIPATED LATE 88.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MONITOR DEV'T PLANS FOR 7TH EDUCATION PROJECT.

PROJECT IDENTIFIED AND NEGOTIATION UNDERWAY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :301-ADDIS ABABA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

.....

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MONITOR DEVELOPMENT OF ETHIO-DJIBOUTI RAIL LINK.

-AWAITING SPECIFIC DETAILS AND PROJECT IDENTIFICATION.

-PROPOSALS FOR DJIBOUTI AIRPORT EXPANSION SUBMITTED.

QUARTER: 2 Follow up proposals submitted by Cdn firm for expansion of Djibouti Airport.

Proposals under evaluation.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :301-ADDIS ABABA

001-AGRI & FOOD PRODUCTS & SERVICE
DJIBOUTI

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MONITOR DEVELOPMENT PLANS OBTAIN TENDER NOTICES FOR EQUIPMENT,
SUPPLIES, SERVICES.

COMPANIES WILL BE BETTER INFORMED RE MARKET
OPPORTUNITIES,

OBTAIN DETAILED TORS FOR MULTILATERAL PROJECTS IN AGRICULTURE,
LIVESTOCK DEVELOPMENT ETC.

POSITION CDN COMPANIES TO BID ON INTL TENDERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :301-ADDIS ABABA

007-POWER & ENERGY EQUIP. & SERV.
DJIBOUTI

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
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :301-ADDIS ABABA

014-EDUCATION, MEDICAL, HEALTH PROD
DJIBOUTI

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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 GENERALIZATION OF TRANSPORT AND SERVICE OF TRANSPORT COMMISSIONS, ASSISTANCE TO TRANSPORT OF GOODS, VISITS TO

QUARTER: 2 ASSISTANCE TO TRANSPORT OF GOODS, VISITS TO TRANSPORT COMMISSIONS, ASSISTANCE TO TRANSPORT OF GOODS, VISITS TO

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 GENERALIZATION OF TRANSPORT AND SERVICE OF TRANSPORT COMMISSIONS, ASSISTANCE TO TRANSPORT OF GOODS, VISITS TO

QUARTER: 2 ASSISTANCE TO TRANSPORT OF GOODS, VISITS TO TRANSPORT COMMISSIONS, ASSISTANCE TO TRANSPORT OF GOODS, VISITS TO

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :326-ALGIERS

001-AGRI & FOOD PRODUCTS & SERVICE
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUER LES CONSULTATIONS DE CCC ET CCL AVEC LES ORGANISMES
D'ETAT ALGERIENS.

MAINTENIR NOS MARCHES.

PARTICIPATION A LA FOIRE AGRICOLE INTERNATIONALE EN SEPT/OCT.'88

ACCROISSEMENT DE NOTRE PART DU MARCHÉ

SEMINAIRES TECHNIQUES DURANT LA FOIRE

FAIRE CONNAITRE LES PRODUITS ET LES SERVICES
CANADIENS AINSI QUE LE FINANCEMENT CANADIEN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEGOCIATIONS SEE/BADR POUR LIGNE DE CREDIT.
WESTERN FARM SHOW.
COMMISSION MIXTE.

MISE EN PLACE DE MECANISMES FINANCIERS POUR SOU-
TENIR NOS VENTES.
DELEGATION ALGERIENNE ACCOMPAGNEE D'UN AGENT
COMMERCIAL.
DEVELOPPEMENT DU SECTEUR A HAUT NIVEAU.

QUARTER: 2 a)Ligne credit SEE revolving mise en place.
b)Mission Pommes de terre.
c)Mission ACDI Protection des Vegetaux.

a)Plusieurs contrats bois et autres matieres.
b)Parait etre prometteuse.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :326-ALGIERS

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

SUIVI DES JOURNEES TECHNIQUES DE GHARDAIA

SUIVI: VISITE AU CANADA DE REPRESENTANTS ALGERIENS DANS LE
DOMAINE DE L'AVIATION CIVILE.

VISITE EN ALGERIE DE SPECIALISTES GOUVERNEMENTAUX/PRIVES
CANADIENS.

VISITE AU CANADA DES PRENEURS DE DECISIONS ALGERIENS(MINISTERE
DES TRANSPORTS ET ENTREPRISES NATIONALES).

DEMONSTRATIONS DE PRODUITS CANADIENS EN ALGERIE ET FOURNITURE
D'ECHANTILLONS A TITRE GRATUIT.

CONTRATS COMMERCIAUX - COOPERATION ACCRUE

FAMILIARISATION AVEC CAPACITES CAN.-ETABLIS-
SEMENT D'UN PLAN D'ACTION POUR LA COOP.CANADO
-ALGERIENNE-FAMILIARISATION AVEC BESOINS
ALGERIENS.

FAMILIARISATION AVEC CONTEXTE ET BESOINS AL-
GERIENS. - ETABLISSEMENT D'UN CLIMAT DE CON-
FIANCE.

FAMILIARISATION AVEC CAPACITES CAN.-FAMILIA-
RISATION AVEC BESOINS ALGER.-PREPARATION DE
SOUMISSIONS CANADIENNES.

FAMILIARISATION AVEC PRODUITS CAN.-ETABLISSE-
MENT D'UN CLIMAT DE CONFIANCE - VENTES EVEN-
TUELLES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 GENERAL:RENCONTRE AMBASSADEUR AVEC MINISTRE DES
TRANSPORTS. COMMISSION MIXTE.
AVIATION CIVILE:PROMOTION DIVERS DOSSIERS.
FERROVIAIRE: VISITE GM

QUARTER: 2 a)Plan Navigation Aerienne. b)Bell Helicoptere.
c)VME Volvo/camions. d)GM Locomotives.
e)LNS/Camions anti-incendie. f)CPCS.
g)Standard Aero/Refaction moteurs Aeronefs.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

MISE A JOUR NOS ACTIVITES ET RELANCER LE
MOMENTUM.
DISCUSSION/PROCES VERBAL EXTENSIF.
CONTRAT HELICOPTERES.

a)Projet avance mais Cdns doivent agir rapide-
ment. b)Contrat signe en principe. c)Contrat
finance en principe. d)Contrat 36 mn\$; 2e phase
en preparation. e)Negociations prometteuses.
g)Offre financiere en voie de finalisation.

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 :326-ALGIERS

011-OIL & GAS EQUIPMENT, SERVICES
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

SUIVI - MISSION DE L'ALBERTA

VISITES REGULIERES DES SOC.IMPLIQUEES-FAMILIARISATION/CLIMAT DE CONFIANCE - VENTES EVENTUELLES.

CAMPAGNE DE FAMILIARISATION AVEC CAPACITES ET PRODUITS CANADIENS

PLUS DE SOUMISSIONS DE SOCIETES CAN.SUITE AUX A.O.I. - RECOURS AUX SOCIETES CANADIENNES LORS DE SOUMISSIONS.

VISITES AU CANADA DES PRENEURS DE DECISION ALGERIENS

FAMILIARISATION/ETABLISSEMENT D'UN CLIMAT DE CONFIANCE - NEGOCIATIONS DE CONTRATS.

PROMOTION DES BESOINS ALGERIENS AUPRES DES SOCIETES CANADIENNES

SOUMISSIONS CANADIENNES. - CONTRATS EVENTUELS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NATIONAL PETROLEUM SHOW. VISITE AMBASSADEUR AU MINISTRE DE L'ENERGIE. COMMISSION MIXTE. RENCONTRE AMBASSADEUR/SONATRACH. VISITE PETRO-CANADA.

DELEGA'N ALGERIENNE A DECOMANDE A LA DERNIERE MINUTE MAIS AVONS SOUTENU EFFORT PAR LA PARTICIPATION D'UN AGENT COMMERCIAL. MISE A JOUR DE NOS RELATIONS ENERGETIQUES. PREPARATION PARTICIPATION SONATRACH AU CERI DE SEPTEMBRE '88.

QUARTER: 2 a)Stream-Flo/Tetes de puits.
b)Mission Sonatrach au Canada et participation au CERI.
c)Global Thermoelectric.

a)Projet d'essai de l'equipement en cours.
b)Present'n Loi Algerienne Hydrocarbures;bonnes rela'ns dev. a/grandes soc. algerienne;Miss. n'a en fin de compte pu participer/contribuer CERI
c)Contrat signe a ete repudie par le ministre.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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 :326-ALGIERS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISITE MINISTERIELLE ALGERIENNE AU CANADA

MEILLEURE CONNAISSANCE DES DISPOSITIONS CANADIENNES

CONVENTION DE COOPERATION DOC/MPTA

PLUSIEURS PROJETS EN COMMUN

JOURNEES TECHNIQUES ET VISITE DE REPRESENTANTS GOUVERNEMENTAUX DU CANADA.

FAMILIARISATION CAPACITES CANADIENNES/BESOINS ALGERIENS - CLIMAT DE CONFIANCE - PLAN D'ACTION.

SUIVI DE CONTRATS IMPORTANTS

SIGNATURE DE CONTRATS IMPORTANTS

VISITE AU CANADA DES PRENEURS DE DECISION ALGERIENS

MAINTENIR ELAN DANS CE DOMAINE - NEGOCIATION DE CONTRATS - SIGNATURE DE CONTRATS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISSION MDC/JULIEN.
COMMISSION MIXTE.
SALON INFORMATIQUE.

MISE A JOUR DE TOUS LES DOSSIERS.
DOSSIER SPAR PEUT-ETRE RECUPERE (\$20MM)
PARTICIPATION CANADIENNE - CONTRATS EN VUE.

QUARTER: 2 a) Norther Telecom.
b) LNS/Tours mobiles
c) Norther Telecom/Paquet switching
d) SR Telecom/Projet pilote Tipasa

a) Projet joint-venture en negociation.
b) Projet parait favorable.
c) Offre soumise toujours a l'etude.
d) Projet finalise: debutera sous peu.

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 :326-ALGIERS

010-MINE,METAL,MINERAL PROD & SRV
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

SUIVI - MISSION DE L'ALBERTA

CONTINUER A FAIRE CONNAITRE LES SOCIETES ET
EXPERTS CANADIENS DANS LE DOMAINE

MISSION OFFICIELLE PAR LE GOUVERNEMENT FEDERAL OU DE L'ALBERTA

OBTENIR CONTRATS D'EXPLOITATION DANS LES
DOMAINES PLOMB, ZINC OU OR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
89/02/09

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 :326-ALGIERS

Foire d'Alger - fin (22 juin au 3 juillet)

Mission du Quebec

Mise en place de deux nouvelles lignes de credit

Mission (ACDI) Protection des Vegetaux

Revue secteur energetique en Algerie (rapport pour Nuclear
Task Force)

Mission Sonatrach du CERI et a l'industrie petroliere Cdne

Mission projet Tourisme

Projet CEGIR

Contrat majeur Locomotives

REPORT 4
89/02/06

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 :340-AMMAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PENDING DECISION ON PART OF TELECOMMUNICATIONS CORP.(TCC)TO PROCEED WITH PARTIAL PRIVATIZATION PROGRAM AND PROCUREMENT OF THIRD FAMILY OF SWITCHING PRODUCTS.

IDENTIFICATION OF CONSULTING AND EQUIPMENT SUPPLY OPPORTUNITIES FOR CDN FIRMS.

WORLD-BANK FUNDED PROCUREMENT OF RURAL TELEPHONE EQUIPMENT TO LINK OUTLYING TOWNS AND VILLAGES WITH NATIONAL TELEPHONE GRID.

AWARD OF TENDERS TO CDN SUPPLIERS BASED UPON TIMELY ADVICE OF INTERNATIONAL BID OPPORTUNITIES.

PRIVATE SECTOR INITIATED SEMINAR PROGRAMS IN JORDAN FOR LOCAL COMPUTER USERS/CUSTOMERS IN DATA NETWORKING TECHNOLOGY AND PRODUCTS FROM CDA.

GREATLY ENHANCED MARKET PRESENCE BY CDN SUPPLIERS BASED ON EFFECTIVE MARKETING AND SUPPORT PROGRAMS TO LOCAL USERS/CUSTOMERS.

POTENTIAL ESTABLISHMENT OF ASSEMBLY/PARTIAL MANUFACTURING FACILITY IN JORDAN BY LEADING CDN TELECOMM EQUIPMENT.

CDN COMMITMENT TO JV/TT IN SECTOR WILL BE MANIFESTED TO AUTHORITIES AND ASSIST IN OVER-ALL SECTORAL EFFORTS IN KINGDOM.

INTRODUCTION OF SELECTED CDN EQUIPMENT IN RURAL TELEPHONY TO TCC WITHIN CONTEXT OF BILATERAL DEVELOPMENT ASSISTANCE PROGRAM.

ADDITIONAL PROCUREMENT OF CDN PRODUCTS AFTER SUCCESSFUL INTRODUCTION UNDER AID PROGRAM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECEIPT OF BIDS BY TELECOMM CORP. (TCC) FOR FIRST PHASE OF 88-89 PROCUREMENT PROGRAM (WOODEN POLES AND CABLE REQUIREMENTS).

CDN SUPPLIER LOW BIDDER ON WOODEN POLE REQUIREMENTS; MID-TABLE PLACING BY CABLE SUPPLIER. BIDS UNDER ANALYSIS WITH SHORTLIST TO BE RELEASED IN 3 MTHS. GOOD PROSPECTS FOR CDN \$4.4 MN MINIMUM IN SALES.

QUARTER: 2 Promotion of Cdn computer technology to local distributors and end users.On-going promotion of Cdn Telecomm expertise to Jordanian Telecommunications Corp (TCC) who are in midst of US\$200 mill procurement program.

Visit by Farabi Ltd.rep introduced specialized eqpt for Arabiza'n of comp.term. Dstrbtr/sales of upto C\$250,000 identified.N.Telecom tech'l sem.10Aug.highlighted switching tech. to TCC mngmt/eng. staff.Sem.intended to support C\$70mn

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 :340-AMMAN

003-GRAINS AND OILSEEDS
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZATION OF ASSESSMENTS BY LOCAL IMPORTERS OF CANOLA SAMPLES PROVIDED BY CDN EXPORTERS.

SUBSTANTIAL MARKET PENETRATION BY CANOLA OIL ONCE IMPORTERS AND CONSUMERS VIEW PRODUCTS AS VIABLE PRICE ALTERNATIVE TO TRADITIONAL SOYA AND CORN OILS.

ASSESSMENT OF PARTICIPATION BY JORDANIAN CANDIDATES IN CIGI INTERNATIONAL GRAINS COURSE AT WINNIPEG IN 1988/89.

INTRODUCTION OF CDN TECHNOLOGY TO JORDANIAN MILLERS AND GOVT CONTROLLED BAKERIES FROM WHICH MARKET PROMOTION EFFORTS FOR GRAINS AND FLOUR CAN BE FOCUSED.

SEMINAR PROGRAM IN JORDAN BY CANOLA COUNCIL OF CANADA AS PART OF REGIONAL INITIATIVE PROPOSED BY THE EMBASSY IN IRAQ.

EXTENSIVE PUBLIC EDUCATION REGARDING CDN CANOLA PRODUCTS AND EXPERTISE WHICH WILL IMPACT ON BUYING DECISIONS OF LOCAL IMPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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 :340-AMMAN

007-POWER & ENERGY EQUIP. & SERV.
JORDAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AWARD OF CONTRACT WITH THE JORDAN ELEC AUTHORITY(JEA)FOR THE AQA-
BA II THERMAL POWER STATION & NUMBER OF TRANSMISSION AND POWER
GENERATION FEASIBILITY STUDIES.

SIGNIFICANT CDN PARTICIPATION IN CONSULTING
ENGINEERING REQUIREMENTS OF JEA PLANNING;
SLIM HOPES FOR AQABA II PROJECT.

AWARD OF CONTRACT FOR PROCUREMENT OF TRANSDUCERS,INSULATOR
WASHING,STRINGING EQUIPMENT AND OTHER MAINTENANCE EQUIPMENT
REQUIREMENTS OF JEA.

SUCCESSFUL MARKET PENETRATION BY AT LEAST ONE
OF CDN FIRMS WHO PARTICIPATED IN RECENTLY
ISSUED TENDERS.

DEFINITION OF JEA LONG TERM PLANNING FOR UTILIZATION OF INDIGEN-
OUS HYDRACARBON FUELS FOR FEEDSTOCKS IN ELECTRICAL POWER GENERA-
TION SECTOR.

OPPORTUNITY FOR CDN EXPERTISE IN ELECTRICAL
ASPECTS OF HYDROCARBON DEVELOPMENT INCLUDING
POWER LINES AND ASSOCIATED EQUIPMENT.

ASSESSMENT OF TRANSMISSION LINE REQUIREMENTS FOR EXPECTED RISHA-
AMMAN GRID CONNECTION.

POSSIBLE CDN PARTICIPATION IN ENGINEERING AND
/OR EQUIPMENT PROCUREMENT ASPECTS OF RISHA-
AMMAN PROJECT.

ASSESSMENT OF ELECTRICAL TRANSMISSION REQUIREMENTS OF PROPOSED
SULTANI DEVELOPMENT UTILIZING SHALE OIL AS FEEDSTOCK FOR
POWER GENERATION.

PROVISION OF EARLY DATA CDN INDUSTRY ON PROJ-
ECT AND ACTICIPATED REQUIREMENTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT BY JORDANIAN MINISTER OF ENERGY TO TORONTO
FOR DISCUSSIONS WITH SENIOR EXECUTIVES OF
ONTARIO HYDRO.

ONT. HYDRO & JORDAN ELEC AUTHORITY CONSIDERING
COOP'N IN INTL MKTG EFFORTS IN MIDDLE EAST;STAFF
EXPERTS FM HYDRO & ENERGY MNGMT PROGRAMS TO BE
EXAMINED BY CIDA INDUS'L COOP'N AND BILATERAL
DEVELOPMENT PROGRAMS RESPECTIVELY.

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 :340-AMMAN

014-EDUCATION,MEDICAL,HEALTH PROD
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

IMPLEMENTATION OF UNIV OF TORONTO/PALESTINE HOSPITAL NEUROLOGICAL CENTRE PROJECT.	POTENTIAL EQUIPMENT SUPPLY AND SPECIALIZED SERVICE OPPORTUNITY IN PROJECT WITH READILY VISIBLE CDN ORIENTATION.
DETAILED MARKET ASSESSMENT OF POTENTIAL OPPORTUNITIES IN THE SUPPLY OF MEDICAL PHARMACEUTICALS, BIOLOGICAL REAGENTS AND OTHER SIMILAR PRODUCTS.	SUCCESSFUL MARKET PENETRATION BY INCREASING NUMBER OF FIRMS MANUF BIOLOGICAL PRODUCTS INCDA FOR EXPORT.
INITIATION OF CDN-SPONSORED ACTIVITIES IN RSPECT OF CURRICULUM DEVELOPMENT FOR THE AL-QUDS OPEN UNIVERSITY PROJECT; COORDINATED BY ACCC REGIONAL OFFICE IN AMMAN.	PARTICIPATION IN AQOU PROJECT BY THREE CDN AGENCIES FOCUSING UPON CURRICULUM DEVELOPMENT IN DISTANCE EDUCATION FIELD.
FOLLOW-UP TO JAN. 88 EDUCATIONAL SERVICES AND TRAINING MISSION TO JORDAN.	DEFINITION OF SALES/PROJECT OPPORTUNITIES FOR FFIRMS PARTICIPATING ON MISSION FOR IMPLEMENTATION BY END-1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Support for marketing efforts of Cdn suppliers of equip and services related to production of pharmaceutical capsules in Jordan. Original plant equip sourced from Cda.

Award of contract to Technophar,Windsor Ont for supply of specialized equip/srvcs to Arab Centre for Pharmaceuticals/Chemicals.EDC financing in final stages of approval for transaction valued at approx. Cdn \$750,000.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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 :340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZATION OF FARM MANAGEMENT AGREEMENTS BY CDN CONSULTANTS FOR MAJOR CEREAL GRAINS FARM DEVELOPMENT PROJECTS IN THE SOUTH EAST JORDAN.

ESTABLISHMENT OF LOCAL OFFICES BY AT LEAST TWO CDN FIRMS WHO WILL MANGE PRIVATE SECTOR FARMS IN SE. ADDITIONAL WORK IN MARKET WILL LIKELY RESULT.

RETURN TO COMMERCIAL SUPPLY/SHIPMENT BY CDN SEED POTATO EXPORTERS TO JORDANIAN PRIVATE SECTOR BUYERS; POSSIBLE PENETRATION OF JORDAN COOPERATIVES FOR CDN SEED.

SALES OF BETWEEN 250-600MY OF CDN SEED POTATOES TO JORDAN BY CDN EXPORTERS IN 1988/89 PERIOD.

ADDITIONAL PROMOTION OF CDN SUPPLIERS TO JORDANIAN IMPORTERS AND RETAIL DISTRIBUTORS OF FOOD PRODUCTS, INCL MAJOR SUPERMARKET OPERATORS.

SALES OF CDN FOOD PRODUCTS TO BUYERS SUCH AS SAFEWAY JORDAN, BARQ AND OTHER SUPERMARKET OPERATIONS.

FOLLOW-UP TO MARCH 87 AGRICULTURAL EQUIPMENT MISSION TO JORDAN AND POTENTIAL PILOT PROJECT FOR MECHANIZATION OF LENTILS HARVESTING.

INTRODUCTION OF CDN TILLAGE, SEEDING & HARVESTING EQUIPMENT TO JORDAN COOPERATIVES AND PRIVATE SECTOR AGENCIES.

VISITS TO CANADA BY JORDANIAN IMPORTERS OF LIVESTOCKS'DAIRY SEMINARS IN JORDAN FOR PUBLIC AND PRIVATE SECTOR IMPORTERS.

INTRODUCTION OF CDN BRED GOATS AND DAIRY CATTLE TO JORDANIAN BREEDERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INCEPTION SEMINAR FOR CDN LENTILS MECHANIZATION PROJECT AT THE JORDAN UNIVERSITY OF SCIENCE AND TECHNOLOGY (JUST).

SEMINAR MARKS FIRST STEP IN INTRODUCTION OF CDN DRYLAND FARMING EQUIPMENT SYSTEM FOR USE IN LENTILS CULTIVATION AND HARVESTING. PROGRAM LASTING 26 MONTHS, SUPPORTED BY CIDA INC., NOW UNDERWAY.

QUARTER: 1 OPENING OF SAFEWAY STORE OUTLET IN AMMAN ON 30 JUNE 1988; TRAVEL TO CDA BY DIRECTOR OF BARQ SUPERMARKETS.

SAFEWAY STORE FEATURES MCCAIN PRODUCTS AS WELL AS CDN MAPLE SYRUP & SIMILAR PRODUCTS;BARQ VISIT INTENDED TO IDENTIFY CDN CONSOLIDATOR FOR SHIPMENTS TO JORDAN OF SPICES, SPECIALTY PRODUCTS AND DRY GOODS.

QUARTER: 2 Promotion of Cdn food prods to local buyers;support to visiting mktg. reps during trips to territory.

First order from newly opened Safeway Supermarket to McCain's for frozen juice concentrates valued at Cdn \$125,000. Repeat orders anticipated throughout year.

QUARTER: 3 -----

QUARTER: 4 -----

340 - AMMAN

JORDAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

SERVICE INDUSTRIES

SERVICES NOT ELSEWHERE SPECIF.

ENCOURAGE POTENTIAL INVESTORS ACTIVE IN THESE INDUSTRIAL SECTORS TO UNDERTAKE RECONNAISSANCE VISITS TO CDA FOR "FIRSTHAND" VIEW OF OPPORTUNITIES IN CDA.

IDENTIFICATION OF 6-10 POTENTIAL INVESTOR CANDIDATES WHO WILL UNDERTAKE SUCH VISITS IN 88/89 PERIOD.

CONSTRUCTION INDUSTRY

BUILDING PRODUCTS

PROMOTION OF OPPORTUNITIES CDA CONF. TO LOCAL INDUSTRIALISTS AS MECHANISM FOR ASSESSING CDA AS DESTINATION FOR FOREIGN INVESTMENT LOCATION OF REGIONAL OFFICES I.A.

PARTICIPATION BY AT LEAST 6-10 JORDANIAN DELEGATES AT MARCH 89 CONFERENCE.

CONSUMER PRODUCTS

FURNITURE & APPLIANCES

PROMOTION OF OPPORTUNITIES CDA CONF. TO LOCAL INDUSTRIALISTS AS MECHANISM FOR ASSESSING CDA AS DESTINATION FOR FOREIGN INVESTMENT LOCATION OF REGIONAL OFFICES I.A.

PARTICIPATION BY AT LEAST 6-10 JORDANIAN DELEGATES AT MARCH 89 CONFERENCE.

INDUSTRIAL MACHIN, PLANTS, SERV.

MANUFACT & MATERIAL PLANT, EQP.

PROMOTION OF OPPORTUNITIES CDA CONF. TO LOCAL INDUSTRIALISTS AS MECHANISM FOR ASSESSING CDA AS DESTINATION FOR FOREIGN INVESTMENT LOCATION OF REGIONAL OFFICES I.A.

PARTICIPATION BY AT LEAST 6-10 JORDANIAN DELEGATES AT MARCH 89 CONFERENCE.

EDUCATION, MEDICAL, HEALTH PROD

PHARMACEUTICALS, BIOTECHNOLOGY

No proposed activities indicated

NON SECTORALLY ORIENTED ACTIVITIES

CONTINUING LIAISON WITH OFFICIALS OF CDN BANKS ACTIVE IN REGION IN TERMS OF PRIVATELY ADMINISTERED INVESTMENT SYNDICATES & OTHER OFFSHORE BANKING MECHANISMS WHICH MIGHT HAVE ATTRACTION TO JORDANIAN INVESTORS.

RECRUITMENT OF 2-5 SYNDICATE MEMBERS WHICH WILL SERVE TO ENCOURAGE ADDITIONAL LOCAL MARKETING EFFORTS BY CDN BANKS.

REPORT #5
89/02/08

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

340 - AMMAN

JORDAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

TWO TRIPS TO POST TERRITORY IN QUARTER BY
GESCOMONT REPS PROMOTING INVESTMENT CONFERENCE
IN MONTREAL, JULY '88.

UP TO 10 JORDANIAN PARTICIPANTS RECRUITED FOR
CONFERENCE.

QUARTER : 2

QUARTER : 3

QUARTER : 4

BY ENCOURAGING OVERSEAS INVESTORS BY 20 MILLION
DOLLARS IN EXCHANGE FOR FINANCING FOR 1980 SALES
TO 100 BY PRIVATE COMMERCIAL INSTITUTIONS.

COMPLETE CURRENT CONTRACT & RESEARCH
PRODUCTS FOR ADDITIONAL SALES OF MORE THAN
500 MILLIONS AT A VALUE OF 200 MILLION.

SECURE A PLACE FOR CANADIAN EXPORTERS IN
RAPIDLY EXPANDING SAUDI PRIVATE SECTOR FOR
AGRICULTURE TRADE, VALUE OF 400 MILLION.

QUARTERLY RESULTS REPORTED:

1.1. Complete structure and result in assembly
project including completely finished. Supply-
time continuing.
2.1.2. signed contract 5000 units November
delivery.

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 :340-AMMAN

Northern Telecom Technical Seminar, 10 August 1988.

REPORT 4
89/02/06

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 :346-BAGHDAD

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AUTOMOTIVE		
	DISCUSSIONS WITH IRAQI MINISTRY OF TRADE ON UMBRELLA AGREEMENT FOR FINANCING OF NEW SALES TO IRAQ INCLUDING OIL BARTER AS A FORM OF PAYMENT.	DEVELOP NEW SALES WHICH COULD REACH ONE-HUNDRED MILLION DOLLARS.
	ASSIST GMMD TO RECOVER APPROXIMATELY 8 MILLION DLRS STILL OWED TO ITS BANKERS FOR PREVIOUS SALES TO IRAQ.	BY RECOVERING OVERDUE PAYMENTS OF \$5 MILLION. HELP TO ENCOURAGE NEW FINANCING FOR GMMD SALE TO IRAQ BY PRIVATE COMMERCIAL INSTITUTIONS.
	SUPPORT SNVI'S ACTIVITIES IN IRAQ & THEIR REQUEST FOR GOVERNMENT FINANCING FROM CANADA FOR THEIR CURRENT AND FUTURE SALES OF AMBULANCES.	COMPLETE CURRENT CONTRACT & EXCHANGE PROSPECTS FOR ADDITIONAL SALES OF MORE THAN 500 AMBULANCES AT A VALUE OF \$60 MILLION.
	WORK WITH PRIVATE IRAQI IMPORTERS OF AUTOMOTIVE PARTS TO HELP THEM SOURCE PRODUCTS IN CANADA AS THEIR RESPONSIBILITY FOR IMPORTS INCREASES AND ACCESS TO HARD CURRENCY IMPROVES.	SECURE A PLACE FOR CANADIAN EXPORTERS IN RAPIDLY EXPANDING IRAQI PRIVATE SECTOR FOR AUTOMOTIVE PARTS, VALUE OF \$20 MILLION.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
	QUARTER: 2 Continue to support GMMD in their efforts to finalize sales of finished product and promote assembly project.	U.S. Congress sanctions may result in assembly project becoming completely Canadian. Negotiations continuing. GATCO signed contract 5000 units November delivery.
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 :346-BAGHDAD

009-FOREST PRODUCTS,EQUIP,SERVICES
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

ENSURE COMPLETE FULFILLMENT OF CONTRACT TO SUPPLY 22,000 M.T. OF NEWSPRINT BY INTERNATIONAL BOARD OF MARKETING ASSOCIATES (MONTREAL).

IF CONTRACT IS SATISFACTORILY CONCLUDED, PROSPECTS FOR ADDITIONAL SALES OF \$20 MILLION FROM CANADA WILL BE EXCELLENT.

RECRUIT MAJOR CANADIAN NEWSPRINT PRODUCERS TO BID ON IRAQI 1988-89 REQUIREMENTS.

TOTAL IRAQI MARKET CAN BE SECURED FOR CDN PRODUCERS IF ONE OR MORE EXPORTERS WILLING TO SUPPLY IRAQ.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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 :346-BAGHDAD

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	TELECOMMUNICATIONS (INC SPACE)	
	RENDER ASSISTANCE IN RE-OPENING CONTRACT NEGOTIATIONS WITH IRAQI MINISTRY OF DEFENCE.	SUCCESSFUL CONCLUSION OF THIS DEAL WOULD ALLOW BCI TO RE-OPEN LOCAL OFFICE AND PROVIDE NEEDED REVENUES OF APPROX. \$60 MILLION TO REMAIN IN IRAQI MARKET.
	SUPPORT ON-GOING ACTIVITIES OF BCI AFTER RE-ESTABLISHMENT OF LOCAL OFFICE IN LIAISON WITH M.O.D. AND PTT.	PROMOTE ADDITIONAL IRAQI INTEREST IN CANADIAN GOODS AND SERVICES.
	ASSUMING BCI IS SUCCESSFUL IN OBTAINING SECTION 31 FINANCING, POST WILL COMMENCE MORE ACTIVE PROMOTION OF OTHER CANADIAN COMMUNICATIONS PRODUCTS IN IRAQ.	DEVELOP NEW PROJECTS/SUPPLY CONTRACTS WHICH OF CANADIAN GOVERNMENT FINANCING IS AVAILABLE COULD EXCEED \$200 MILLION.

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

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

POST :346-BAGHDAD

003-GRAINS AND OILSEEDS
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

ASSIST CANADIAN WHEAT BOARD IN ITS RELATIONS WITH IRAQI GRAIN BOARD IN THIRD YEAR OF CANADA-IRAQ LONG TERM AGREEMENT.

ENSURE SMOOTH RUNNING OF LTA AND ASSIST WHEN PAYMENTS TO CWB ARE DELAYED.

MONITOR STATUS OF TRANSPORTATION CREDITS GRANTED BY USA AND AUSTRALIA AND ADVISE CWB ABOUT RECOMMENDED CANADIAN POLICY.

HELP TO PROTECT SIZEABLE CANADIAN MARKET SHARE OF IRAQI GRAIN IMPORTS.

CO-ORDINATE NEW TRAINING ACTIVITIES OF CANADIAN INTERNATIONAL GRAINS INSTITUTE FOR IRAQI SPECIALISTS.

ENHANCE REPUTATION OF CANADA AS TECHNOLOGICALLY ADVANCED SUPPLIER OF HIGHEST QUALITY MILLING WHEAT.

OILSEEDS

CANOLA TECHNICAL AWARENESS SEMINARS (ORIGINALLY SCHEDULED FOR 1987/88 TO BE RESCHEDULED) CANADIAN INDUSTRY MUST BE CONVINCED OF ATTRACTIVENESS OF IRAQI AND ARAB MARKET.

IMPROVE ARAB AWARENESS OF TECHNICAL, NUTRITIONAL AND AGRICULTURAL MERITS OF GROWING AND CONSUMING CANADIAN CANOLA.

CONTINUE WORK WITH APPLIED AGRICULTURAL RESEARCH CENTRE AND COLLEGE OF AGRICULTURE, UNIVERSITY OF BAGHDAD, TO EXPAND FIELD TRIALS OF CANADIAN CANOLA CULTIVATED IN IRAQ.

PRELIMINARY RESULTS HAVE BEEN OUTSTANDING; IF EXPERIENCE CONTINUES, LARGE MARKET FOR CANOLA SEED COULD BE CREATED.

WORK WITH ARAB FEDERATION FOR FOOD INDUSTRIES TO INCREASE EXPOSURE TO CANADIAN TECHNOLOGY AND EXPERIENCE IN OILSEEDS AND OTHER FOOD AREAS.

WITH GREATER EXPOSURE, ARAB (AND IRAQI) FOOD INDUSTRIES ARE MORE LIKELY TO SEEK OUT CDN SOURCES OF SUPPLY.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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POST :346-BAGHDAD

011-OIL & GAS EQUIPMENT,SERVICES
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

AFTER RADICAL RESTRUCTURING OF IRAQI OIL MINISTRY AND AFFILIATED STATE COMPANIES,CONTINUE TO INVESTIGATE IMPORT REQUIREMENTS, AND PROMOTE CANADIAN CAPABILITY.

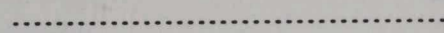
INCREASE INTEREST ON PART OF IRAQI IMPORTERS IN CDN PRODUCTS AS ALTERNATIVE TO GOODS TRADITIONALLY PURCHASED.

CONTINUE TO SUPPORT ACTIVITIES OF FIRMS SUCH AS CANUSA COATING SYSTEMS AND NOVACORP TO HELP THEM EXPAND PRODUCTIVE RELATIONSHIP WITH MAJOR CONTRACTORS AND SUPPLIERS IN FIELD.

ALLOW CANADIAN FIRMS TO IMPROVE THEIR CHANCES OF RECEIVING PAYMENT BY SELLING TO IRAQ VIA ESTABLISHED SUPPLIERS.

INCREASE LIAISON WITH LOCAL OFFICES OF MAJOR FIRMS (I.E. SAIPEM, HYUNDAI, ENI, ETC) RECENTLY AWARDED IPSA II PIPELINE CONSTRUCTION PROJECT CONTRACT.

ENCOURAGE PRIME CONTRACTORS TO INCLUDE CDN GOODS AND SERVICES WHERE TECHNICALLY SUITABLE AND COMPETITIVE.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 2 Facilitate work of Canadian oil and gas equipment and services companies in Iraq and introduce new companies.

Computer Modelling Grup (CMG) introduced to State Company of Oil Projects.

QUARTER: 3 -----

QUARTER: 4 -----

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

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

POST :346-BAGHDAD

TID Manager arrival August-Charge from 15 August to end of period.

Arrival of UN Forces (mainly Canadians) during absence HCM and Political Officer required half time of TID Manager.

Preparation for Baghdad International Fair.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :341-CAIRO

003-GRAINS AND OILSEEDS
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OILSEEDS

GAIN APPROVAL FOR CANOLA TO BE IMPORTED.

CANOLA APPROVED.

IDENTIFY POTENTIAL IMPORTERS/PROCESSORS.

CANOLA IMPORTED: \$3 MIL SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Canola - Monitor and assist with approval steps.

Followed up and negotiated approval program to be done by Ministry of Health.

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 :341-CAIRO

007-POWER & ENERGY EQUIP. & SERV.
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT OF AECL FOR CANDU SALE.

ANALYSE 5-YEAR PLAN AND IFI PIPELINE TO SELECT BEST CANDIDATE
PROJECTS FOR CANADIAN SALES EXPORTS.

COMPLETE SIGNATURE AND FINANCING AGREEMENT FOR \$24 MILLION
METRO-SEPTIA PROJECT.

SHORTLIST OF 5 PROJECTS FOR CANADIAN
SUPPLIERS.

CONTRACT IN FORCE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 (A) FINALIZE DAMANHOOR AGREEMENT
(B) FINALIZE METRO SEPTIA PROJECT

LOAN SIGNED. PEOPLE'S ASSEMBLY APPROVAL 21 JUNE
DECREE ISSUED. GUARANTEE.
EDC RE-SUBMITTED COMPETITIVE FINANCE OFFER.
FAVOURABLE DECISION AWAITED.

QUARTER: 2 Complete Metro-Septia contract and issuance of
all Damanhour loan documents.
2. Monitor ESNA Dam project to see if SNC has
chance to renew negotiations.

Supported Cda Wire Cable final negs for signing
of contract - intervened to obt. loan agreement
& legal opinions for Damanhour in order Babcock
& Wilcocks could get EDC finan. - confirmed SNC
has no chance as Italians contracted ESNA projec

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :341-CAIRO

011-OIL & GAS EQUIPMENT,SERVICES
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

VISITS TO AGENTS, PUBLIC SECTOR OFFICIALS, AND JV OPERATORS TO
GATHER INFO, PREPARE REPORT.

SECTOR PROMOTIONAL STRATEGY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 (A) ENSURE PARTICIPATION AT NPS
(B) EXPAND REPORT ON OIL & GAS SECTOR

QUARTER: 2 Finalize draft expanded oil/gas report.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ENSURED EGYPTIAN PARTICIPATION AT NPS.
VISITED 35 OIL/GAS COMPANIES MOSTLY ASSOCIATED
WITH THE SERVICING INDUSTRY.
PREPARING DRAFT EXPANDED SECTORAL REPORT.

Latest round of calls which concentrated on the
servicing industry did not yield enough sub-
stance to produce a final expanded report.
Extended leave and TD precluded any further
progress.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :341-CAIRO

009-FOREST PRODUCTS,EQUIP,SERVICES
ARAB REPUBLIC OF EGYPT

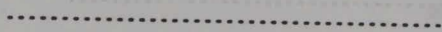
PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

KEEP IN CONTACT WITH LUMBER IMPORTERS TO SEEK OPPORTUNITIES
AND UPDATE REPORTS ON LUMBER MARKET SITUATION FOR FOLLOW-UP
BY CANADIAN EXPORTERS.

\$35 MILLION EXPORTS IN 1988/89.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 EXPAND ON LAST SECTOR REPORT, INITIATE NEW SALES

SALES REPORTED 10,000 CU.M. SPF
3,000 M.T. UNBLEACHED PULP AND
2,000 M.T. NEWSPRINT

QUARTER: 2 Follow up with lumber importers and Canadian
suppliers the reintroduction of Canadian lumber
to local market.

Two visits to lumber importers in Alexandria re-
sulted in sale of 40,000 cubic meters and two
sectorial reports sent to Canadian suppliers
that led to above sales.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :341-CAIRO

005-COMM. & INFORM. EQP.& SERV
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ANALYSIS OF NEW 5-YEAR PLAN

SHORTLIST OF GOVERNMENT INVESTMENT PROJECTS
OF INTEREST.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Follow-up on following projects: a) Remote Sensing Lab & Ground Station; b) Planned production line for telephone exchange (EPABX); c) Data network and X.25 linking system.

Finan. for remote sens. lab proved to be essent. & due to absence of EDC, no Cdn partic. in project. Telephone exchange tender to be iss. next OCT or NOV. Started implem., succ. in intro. Cdn Co. "Farabi" to local author. Farabi may be succ

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :341-CAIRO

010-MINE,METAL,MINERAL PROD & SRV
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

THE CIDA COMMODITY AID TENDER TO INTRODUCE CANADIAN SPEC
COKING COAL IN 1988 AND SULPHUR IN 1989.

- 1) INITIAL SALE OF 40,000 TONNE COAL.
- 2) ACCEPTANCE OF CANADIAN SPEC FOR MINING WITH OTHERS.

STUDY OF EGYPTIAN MARKETS FOR CANADIAN MINERAL EXPORTS.

SECTOR STRATEGY AND PROMOTIONAL PLAN.

FOLLOW-UP SUCCESS IN USE OF INTRODUCTORY CANADIAN AID COAL
SHIPMENTS AND SEEK ADAPTATION OF EGYPTIAN SPECS TO PERMIT
CANADIAN QUOTES.

FIRST COMMERCIAL SHIPMENT OF CANADIAN COAL.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :319-DAMASCUS

011-OIL & GAS EQUIPMENT,SERVICES
SYRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZATION OF CONTRACT WARD TO CDN FIRM FOR GAS TREATMENT PLANT REQUIRED FOR THAYYEM GAS FIELD IN NORTHEAST OF SYRIA.

CDN PARTICIPATION IN THAYYEM PROJECT SHOULD TRIGGER EXTENSIVE MARKET PENETRATION BY CDN FIRMS IN THIS SECTOR.

CONFIRMATION OF CANADIAN OCCIDENTAL PETROLEUM EXPLORATION ACTIVITY IN MARKET. BLOCK UNDER CONSIDERATION IN THE SOUTH OF SYRIA NEAR THE JORDAN BORDER.

MARKET PRESENCE BY CDN EXPLORATION FIRM SHOULD RESULT IN COMMERCIAL SPINOFF FOR CDN SERVICE FIRMS IN SEISMIC AND DRILLING ACTIVITIES.

RENEWED VISITS TO MARKETS BY REPS OF CDN OILFIELD EQUIPMENT MANUFACTURERS AND SOLIDIFICATION OF RELATIONSHIPS WITH LOCAL AGENTS.

ENHANCED PARTICIPATION BT CDN FIRMS IN ON-GOING EQUIPMENT TENDERS ISSUED BY SPC AND AL-FURAT CO.

ASSESSMENT OF NEW SYRIAN GAS FIELDS WHICH ARE EXPECTED TO BE BROUGHT INTO PRODUCTION IN THE 1988-90 PERIOD.

EXPANDED SCOPE OF FOR PROCUREMENT OF CDN PRODUCTS AND TECHNOLOGY TO BRING GAS WELLS INTO ACTIVE USE.

ANALYSIS OF REQUIREMENTS OF HOMS AND BANIAS REFINERIES IN TERMS OF UPGRADING AND/OR EXPANSION OF EXISTING FACILITIES.

IDENTIFICATION OF LONGER TERM PROJECTS IN DOWNSTREAM OIL AND GAS ACTIVITIES. EXTERNAL FINANCING WILL BE ESSENTIAL.

PARTICIPATION BY SYRIAN OFFICIALS IN 1988 NPS IN CALGARY.

IDENTIFICATION OF NEW AREAS IN OIL AND GAS SECTOR WHERE CDN EXPERTISE MAY BE APPROPRIATE (EG. OIL SHALE).

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :319-DAMASCUS

001-AGRI & FOOD PRODUCTS & SERVICE
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ENHANCED PROMOTIONAL EFFORTS WITH GOVT REGISTERED "MIXED AGRICULTURAL COMPANIES" TO EXPLORE POSSIBLE INTEREST IN CDN PRODUCTS AND SERVICES FOR FARM DEVELOPMENT PROJECTS.

INITIAL CONSULTANCY CONTRACT BY CDN FIRM FOR FARM MANAGEMENT; POSSIBLE IMPORTS OF CDN DAIRY CATTLE BY ONE FIRM.

FOLLOW-UP TO SYRIAN PARTICIPATION AT WESTERN CANADA FARM PROGRESS SHOW IN JUNE 87. ASSESSMENT OF TRIALS PROGRAM FOR CDN FARM IMPLEMENTS WITH GEN ORG. FOR AGRIC MERCHANIZATION.

POSSIBLE CONSIGNMENT OF CDN ROCKPICKERS OR OTHER SPECIALIZED IMPLEMENTS FOR TRIALS PROGRAM WITH G.O.A.M.

SUPPORT EFFORTS OF LOCAL AGENTS FOR CDN FOOD PRODUCTS EXPORTERS IN ANTICIPATION OF EASING OF IMPORT RESTRICTIONS PLACED UPON PRIVATE SECTOR SYRIAN IMPORTERS.

RETURN TO PREVIOUS SALES LEVEL (EG 500K TO \$1M) OF CDN FOLLD PRODUCTS IN MARKET.

POTENTIAL INTRODUCTION OF CDN SEED POTATO VARIETIES WITH THE GENERAL ORGANIZATION FOR SEED MULTIPLICATION (GOMS) IN ALEPPO.

AFTER TRIALS PROGRAM, INCLUSION OF CDN VARIETIES IN GOSM CALLS FOR TENDER BY FOREIGN SEED POTATO SUPPLIERS. BASIS FOR PENETRATION OF "DUTCH" MARKET.

FOCUS FOOD PRODUCTS PROMOTIONAL EFFORTS ON STATE PURCHASING AGENCIES SUCH AS GEZA WITH EMPHASIS ON RAW MATERIALS, OILSEED PRODUCTS (CANOLA) AND CEREAL GRAINS.

INITIAL TRIAL ORDERS FOR CDN PRODUCTS BY GEZA THROUGH SUCCESSFUL TENDER PARTICIPATION BY CDN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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POST :319-DAMASCUS

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

DECISION BY SYRIAN TELECOMMUNICATIONS ESTABLISHMENT (STE) REGARD-
ING PROCUREMENT OF SWITCHING AND PABX TECHNOLOGY DUE TO UNAVAILA-
BILITY OF EXTERNAL FINANCING.

POTENTIAL CONTRACT AWARD FOR TWO PROJECTS TO
NORTHERN TELECOM IF FINANCING COULDBE PUT IN
PLACE.

ON GOING ASSISTANCE TO CDN FIRMS SUCH AS MARMAH MICROSYSTEMS,
ALIS AND GANDALF IN MARKETING EFFORTS TO KEY PUBLIC SECTOR
AGENCIES IN SYRIA.

ENHANCED MARKET PENETRATION BY CDN SUPPLIERS
OF COMPUTER HARDWARE AND SOFTWARE SYSTEMS.

ASSESSMENT OF PRIVATE SECTOR CAPABILITY IN COMPUTER FIELD (PRES-
ENTLY CONFINED TO ENTERTAINMENT APPLICATIONS) IN ORDER TO IDENT-
IFY POTENTIAL LOCAL AGENTS FOR CDN SUPPLIERS.

POTENTIAL BASIS FOR RECRUITEMENT OF PARTICIP-
ANTS FOR INCOMING COMPUTER TECH MISSION TO
CDA.

TO WORK CLOSELY WITH NORTHERN TELECOMM TO UNDERTAKE VISIT TO CDA
BY DIRECTOR GENERAL OF STE FOR DISCUSSIONS WITH INDUSTRY AND GOVT
CONCERNING SWITCHING AND PABX PROJECTS.

POTENTIAL AVAILABILITY OF CREDIT FACILITIES
TO STE IN ORDER THAT INITIAL EQUIP PROCUREME-
NT CAN BE UNDERTAKEN.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :319-DAMASCUS

009-FOREST PRODUCTS,EQUIP,SERVICES
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

INTRODUCTION OF CDN EXPERTISE TO SYRIAN AUTHORITIES IN CONTROL OF EFFLUENTS FROM PULP PRODUCTION FACILITIES.

POTENTIAL CONSULTANCY CONTRACT FOR CDN FIRM IF FINANCING CAN BE FOUND.

ASSESSMENT OF SYRIAN PROCUREMENT FOR FINE PAPER AND NEWSPRINT FOR LOCAL INDUSTRIES.

CONTINUED PENETRATION BY EXPORTERS SUCH AS UNI-PAPER AND IBMC IN MONTREAL N GEZA TENDERS

ASSESSMENT OF LONGER TERM REQUIREMENTS BY SYRIAN PULP PRODUCTION FACILITIES FOR UPGRADING OR EXPANSION OF EXISTING FACILITIES.

IDENTIFICATION OF LONGER TERM PROJECT OPPORTUNITIES FOR CDN PULP AND PAPER EQUIP AND EXPERTISE. EXTERNAL FINANCING REQUIRED.

VISITS TO EXISTING PULP FACILITIES IN NORTH OF SYRIA IN ORDER TO DETERMINE LONG TERM PRIORITIES.

ESTABLISHMENT OF CONTACT WITH PROCUREMENT OFFICIALS OF STATE ENTERPRISES FOR PULP AND PAPER PRODUCTION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :319-DAMASCUS

013-CONSUMER PRODUCTS
SYRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ON-GOING PROMOTION OF CDN CONSUMER PRODUCTS(WITH FOCUS UPON TEXTILES AND HARDWARE) AT DAMASCUS INTERNATIONAL FAIRS.

RELAXATION OF IMPORT QUOTA RESTRICTIONS TO PRIVATE SECTOR BUYERS; IMPROVED SALES OF TRADITIONAL CDN CONSUMER PRODUCTS EXPORTS TO THE MARKET.

CERTIFICATION BY SYRIAN STATE ENTERPRISES RESPONSIBLE FOR PROCUREMENT OF PHARMACEUTICAL AND BIOLOGICAL PRODUCTS OF CDN MANUFACTURED VACCINATION AND ANIMAL PHARMACEUTICAL PRODUCTS.

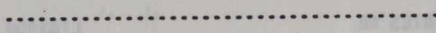
EXPANDED MARKET POTENTIAL FOR CDN FIRMS SUCH AS PVU AND CONNAUGHT LABS IN TENDERS ISSUED BY PHARMEX.

ASSISTANCE TO MAYSIA IMPORT-EXPORT OF MONTREAL IN EFFORTS TO INTEREST GOVERNMENT TEXTILE MILLS IN SYRIA TO ASSESS CDN PRODUCED CLOTH.

POTENTIAL PUBLIC SECTOR SALES BY MAYSIA OF PRODUCTS WHICH THEY REPRESENT IN THE REGION.

IF QUOTA RESTRICTIONS LIFTED, RENEWED PROMOTIONAL EFFORTS ON BEHALF OF CDN TRADING HOUSES INTERESTED IN EXPORTS OF MAJOR APPLIANCES AND FURNITURE.

RENEWED PROCUREMENT BY SYRIAN PRIVATE SECTOR BUYERS OF TRADITIONAL CDN CONSUMER PRODUCTS SUCH AS KITCHEN APPLIANCES AND AIR CONDITIONING UNITS.



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
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POST :308-HARARE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUED CONTACT WITH NATIONAL RAILWAYS OF ZIMBABWE RE LOCO & SPARE REQUIREMENTS

GM TO BE AWARDED CONTRACT TO SUPPLY DIESEL LOCOS IN 1988/87

CONTINUED CIDA PRIVATE SECTOR LINE OF CREDIT IN 1988/89 AND ONWARDS

INCREASE SALES AIRCRAFT SPARES

CLOSE CONTACT WITH ZIMBABWE MINISTRY FINANCE & AIR ZIMBABWE

SALE OF CHALLENGER AIRCRAFT & DASH 8'S IN 1988/89

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 (A)CONTINUED CONTACT WITH NATL RAILWAYS OF ZIMBABWE RE REQUIREMENTS FOR NEW LOCOMOTIVES (B) LIAISON WITH MINISTRY OFFICIALS MAINTAINED RE POTENTIAL SALE CHALLENGER AIRCRAFT TO ZIMBABWE GOVERNMENT.

(A)WORLD BANK FUNDING TO BE NEGOTIATED. GM CDA ONE OF TWO CONTENDERS TO SUPPLY. (B) ZIMBABWE CABINET CONTINUES TO SUPPORT PURCHASE OF CHALLENGER AIRCRAFT. FINANCING REMAINS OBSTACLE TO CONCLUDING DEAL.

QUARTER: 1 CONTINUED CONTACT WITH RELEVANT MINISTRIES RE HARARE INTEGRATED TRANSIT SYSTEM

LIAISON WITH EDC & MINISTRIES DEALING WITH PROJ. 3 COS (1 CDN) ASKED TO SUBMIT DETAILED SUBMISSIONS ON FINANCING. EDC IS INVOLVED.OVERALL PROJECT EQUATES TO \$600 MILLION WITH SCALED DOWN PROJECT OF \$100 MILLION.

QUARTER: 2 Continued contact with National Railways of Zimbabwe (NRZ) re requirements for locomotives and coaches. Liaison with Ministry Officials re potential sale of Challenger and Dash 8 aircraft.

Tender document for coach requirement (277) over 8 yrs obtained and forwarded to Ottawa for distribution to interested cos.While financing remains obstacle for Challenger sales Air Zimbabwe expressed interest in Dash 8/short listed.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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 :308-HARARE

007-POWER & ENERGY EQUIP. & SERV.
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

CANADIAN UTILITIES HAVE CONTINUED CONTACT WITH ZIMBABWEAN ELECTRICAL UTILITY.

AWAITING PUBLISHING OF TENDERS FOR EXPANSION AND REHABILITATION PROJECTS

POST TO MAINTAIN CONTACT WITH ZIMBABWEAN UTILITY RE TENDER OPPORTUNITIES.

INCREASED CANADIAN SHARE OF MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 KARIBA SOUTH POWER STATION EXPANSION & POWER LINE REHABILITATION PROJECTS. FUNDED WORLD BANK POWER TWO PROJECT SHOULD BE IN PLACE SEPT 88. CONTINUED EFFORTS TO SECURE CDN INVOLVEMENT. ALSO NOTIFYING CDN COS OF TENDER OPPORTUNITIES.

4 CDN COS SUBMITTED PREQUAL DOCUMENTS FOR KARIBA SOUTH EXPANSION. SHORT LIST OF 11 FROM 32 SUBMISSIONS. LACK OF FINANCING & ADMINISTRATIVE PROBLEMS MAY RESULT IN SHORT LIST BEING MODIFIED. POST HAS SUBMITTED DETAILS OF 2 FURTHER TENDERS

QUARTER: 2 Kariba South Power Station Expansion and Power line rehabilitation projects. Continued efforts for Canadian involvement.

Post still awaits from Utility details of proposed sequence events for power sector rehabilitation. As yet no clear programme as there are number of alternatives, thermal hydro or imports of power for Mozambique Cabora Bassa.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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POST :308-HARARE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CIDA FINANCING HAS OPENED UP OPPORTUNITIES FOR TELECOMMUNICATION EQUIPMENT - RURAL COMMUNICATION SERVICES A PRIORITY	INCREASED SHARE OF MARKET
MISSION TO KEEP CANADIAN EXPORTERS ADVISED OF OPPORTUNITIES IN SECTOR - TENDERS	INCREASED SHARE OF MARKET
CANADIAN ORGANIZATIONS HAVE SUBMITTED PREQUALIFICATIONS FOR A NUMBER OF STUDIES	CANADIAN INVOLVEMENT IN CONSULTANCIES
TO MAINTIAN CONTACT WITH UTILITIES ADVISING CANADIAN ORGANIZATIONS OPPORTUNITIES	INCREASED CANADIAN INVOLVEMENT
SUPPORT OF JOINT VENTURE APPROACH TO MARKET BY SR TELECOM & MITEL	ESTABLISHMENT CANADIAN ZIMBABWEAN JOINT VENTURE TELEPHONES & PABX

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

<p>QUARTER: 1 CONTINUED LIAISON WITH ZIMBABWE POSTS AND TELECOMMUNICATIONS CORP (PTC) RE REQUIREMENTS FOR WIDE RANGE OF EQUIPMENT.</p> <p>QUARTER: 2 Continued liaison with Zimbabwe Posts and Telecommunications Corp. (PTC) re requirements wide range equipment.</p> <p>QUARTER: 3 -----</p> <p>QUARTER: 4 -----</p>	<p>NUMBER OF CANADIAN COMPANIES HAVE SENT EXPRESSIONS OF INTEREST IN SUPPLYING REQUIREMENTS. SOURCE OF FUNDING STILL TO BE IDENTIFIED.</p> <p>Canadian companies have submitted expressions of interest in supplying. Key question is financing</p>
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REPORT 4
89/02/06

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POST :308-HARARE

009-FOREST PRODUCTS,EQUIP,SERVICES
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAJOR PROJECT - PULP & PAPER PLANT STILL ACTIVELY BEING PURSUED.
ONE CDN FIRM KLOECKNER STADLER HURTER ONE OF THREE COMPANIES
SHORTLISTED.

CONTRACT AWARDED TO CDN FIRM

A J SYMONS OF VANCOUVER CARRIED OUT TWO FORESTRY STUDIES TO DATE.
TO MONITOR FURTHER OPPORTUNITIES.

INCREASED CDN SHARE OF MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CANADIAN INVOLVEMENT IN ZIMBABWE PULP AND PAPER
PROJECT.

KSH OF MONTREAL SHORT LISTED. FINAL BIDS SUBMIT-
TED IN JUNE. CONTINUED LIAISON.

QUARTER: 2 Canadian involvement in Zimbabwe pulp and paper
project.

KSH of Montreal short listed. Bids from short
listed companies being studied. Key question
appears to be financing.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :308-HARARE

010-MINE,METAL,MINERAL PROD & SRV
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CANADIAN GOVERNMENT SPONSORED MINING MISSION HAVE VISITED TERRI-
TORY. POST FOLLOWING-UP.

INCREASED SHARE MARKET

TO ENLARGE ON BREAKTHROUGH CREATED BY CANADIAN FINANCING DLOC

INCREASED SHARE MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1

QUARTER: 2

QUARTER: 3

QUARTER: 4

REPORT 4A
89/02/09

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

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

POST :308-HARARE

Angola dvlpmt in telecom. srvcs. Details of proposed projects forwarded to Ottawa for info, Cdn companies.
USA/EPA prop. to ban asbestos. Post was involved in discussions w/Zimbabwe Govt. & priv. contacts re ban use/asbestos.
Post involved w/arranging reps. fm Zimbabwe & Botswana (7) to attend IRPP Sem. in Nairobi Oct. 4-7.
Botswana Dept. Avia'n are requesting submis. re Flight Info. Region over Botswana (FIR). Post. invlvd in discus'ns with Increase Cdn interest in Med. Tenders Docs. for req'ments in Mozambique, Malawi, Zimb., Angola forwarded to a No. Cdn Cos.
Post also heavily involved re arranging visit to Cda of CAPSSA Board (8) bus. miss. attend CEA mtg. Clgry 2/10/88.
Mozambique power sector req'ments. Latest IDA financed tenders. Details obtained fm Maputu/Cdn suppliers US\$9.3 mn.
Special report on Zimbabwe Budget for 1988/89.

Extensive preparations - itinerary and reception plus supporting travel for visit by Agent General for Quebec.
Heavy involmt w/Forestry Comm. & Min. Natural Resources to resolve outstanding payment problem on behalf TM Thomson.

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :322-KINSHASA

010-MINE,METAL,MINERAL PROD & SRV
ZAIRE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

MISE EN PLACE D'UN CREDIT FOURNISSEURS AVEC DES FINANCIERS PRIVES
ET LA SEE POUR LA GECAMINES.

PERMETTRE UNE MEILLEURE PENETRATION DE MARCHÉ

ETABLIR AVEC LES PRINCIPAUX ACHETEURS DU ZAIRE, UNE LISTE DES
FOURNITURES USUELLES.

PERMETTRE AUX FOURNISSEURS CANADIENS DE DEVELOPPER
DES RELATIONS COMMERCIALES A LONG TERME.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :322-KINSHASA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTION AU ZAIRE DES PRODUITS ET EQUIPEMENTS DE TRANSPORT
CANADIENS.

AUGMENTATION DES EXPORTATIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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POST :322-KINSHASA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

PARTICIPATION A LA PHASE PILOTE D'UN PROJET DE TELEPHONIE CELLULAIRE. INTRODUCTION DE LA TECHNOLOGIE CANADIENNE.

PARTICIPATION DE SOCIETES CANADIENNES A LA REALISATION D'UN RESEAU DE TELEPHONIE CELLULAIRE. AUGMENTATION DES EXPORTATIONS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :322-KINSHASA

009-FOREST PRODUCTS,EQUIP,SERVICES
ZAIRE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

ESTABLISSEMENT DE CONTACT AVEC BUREAUX D'ACHATS CANADIEN.

MEILLEURE CONNAISSANCE DU MARCHE ZAIROIS ET
AUGMENTATION DES EXPORTATIONS.

UTILIZATION LIGNE DE CREDIT ACDI POUR ACHAT DE PAPIER.

PENETRATION DU MARCHE.

RECENSEMENT DES UTILISATEURS DE PRODUITS DE PATES ET PAPIER.

AUGMENTATION DES EXPORTATIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :322-KINSHASA

014-EDUCATION, MEDICAL, HEALTH PROD
ZAIRE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REPertoire DES IMPORTATEURS ET EXPORTATEURS

INFORMATION POUR SOCIETES CANADIENNES INTERESSEES AU MARCHÉ

SEMINAIRE INFORMATION POUR SOCIETES CANADIENNES INTERESSEES AU MARCHÉ MONTREAL & TORONTO

INTRODUCTION DE 10 NOUVELLES FIRMES AU MARCHÉ DU ZAIRE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE
BAHRAIN

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
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :348-KUWAIT

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

TIME: 10:00

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
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES
BAHRAIN

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
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :348-KUWAIT

012-PETROCHEM & CHEM PROD,EQP,SERV
BAHRAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

THE POST VISITED LOCAL GOVT OFFICIALS IN ALL GULF COUNTRIES. SEVERAL LOCAL BUSINESS PEOPLE ALSO VISITED THE SHOW AT THEIR OWN EXPENSE. REPORTS TO RETURNING VISITORS TO THE COMPANY THAT IT IS 1 OF HIGHEST AND GROWING MARKET. ALSO, AN ATTENDANCE AT 1988 YEAR'S CONF. FOR PETROCHEM INDUSTRY WHICH ENDED WITH SUCCESS IN ATTRACTING ATTENTION FROM SELF. THAT VISITORS & DESCRIBED ALL INVITED TO COMPANY & COMPANY DID NOT WORK FOLLOWING UP ON OPPORTUNITIES.

QUARTER: 1 CONF: Conference
Follow up on opp.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :348-KUWAIT

014-EDUCATION,MEDICAL,HEALTH PROD
BAHRAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

----- 1 (STYLED)
----- 2 (STYLED)
----- 3 (STYLED)
----- 4 (STYLED)

REPORT 4
89/02/06

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011-OIL & GAS EQUIPMENT, SERVICES
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO MEET WITH HIGH LEVEL OFFICIALS IN ALL GULF OIL COMPANIES IN ORDER TO PROMOTE CANADIAN CAPABILITIES.

ENCOURAGE COMPANIES, PARTICULARLY FROM ALBERTA TO DO MORE PROSPECTING IN AREA.

INTRODUCE NEW EXPORTERS TO AGENTS, OIL COMPANIES.

FIVE NEW AGENCY AGREEMENTS

ENCOURAGE OIL COMPANIES TO SEND EMPLOYEES FOR TRAINING IN CANADA

LONG TERM PROGRAM TO INCREASE AWARENESS OF CANADIAN INDUSTRY AND CAPABILITIES.

SECTORAL REPORT TO BE DISTRIBUTED TO CANADIAN EXPORTERS

INCREASED FAMILIARITY WITH MARKET ENCOURAGING MORE FREQUENT MARKET VISITS.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISITORS TO NPS

THE POST INVITED 5 LOCAL O&G SECT OFFICIALS FM ALL GULF COUNTRIES. SEVERAL LOCAL BUSINESS PEOPLE ALSO VISITED THE SHOW AT THEIR OWN EXPENSE. REPORTS FM RETURNING VISITORS TO NPS CONFIRM THAT IT IS 1 OF PREMIER O&G SHOWS IN WORLD.

QUARTER: 2 CERI Conference.
Follow up to NPS.

Bldg. on attendance at last year's conf., post undertook major promo'l campaign which succeeded in attracting attendees from Gulf. Post visited & debriefed all invitees to NPA (7) & ensured Cdn cos were following up on opportunities.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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POST :348-KUWAIT

014-EDUCATION,MEDICAL,HEALTH PROD
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HOSP. & MEDICAL EQUIP, INSTRUM.

FOLLOW-UP ON ONTARIO/FEDERAL PARTICIPATION IN MEDICARE'87

PARTICIPANTS WILL CONTINUE CORRESPONDENCE
WITH KEY CONTACTS

SECTORAL REPORT

ENCOURAGE GREATER PARTICIPATION IN MARKET BY
CANADIAN COMPANIES

PROMOTE DOCTOR TRAINING IN CANADA BY REGIONAL HOSPITALS

LONG TERM CONTACT AND FAMILIARITY BY END
USERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 EDUCATION MISSION TO KUWAIT,U.A.E.

2 GOV'T REPS ACCOMPANIED BY 7 CDN COS TO KUWAIT
& THE UAE. COS WERE INTRODUCED TO SENIOR GOVT &
PRIVATE OFFICIALS IN A VARIETY OF SECTORS. MANY
SOLID BUSINESS LEADS WERE IDENTIFIED REINFORCING
THE EXCEL'T POT.WHICH EXISTS IN ALL AREAS OF EDU

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE
KUWAIT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAINTAINING CONTACTS WITH KEY IMPORTERS OF AGRICULTURE AND FOOD PROJECTS

INCREASED AWARENESS

WORK CLOSELY WITH SELECT IMPORTERS TO DETERMINE REQUIREMENTS AND EMBASSY TO TAKE LEAD IN OBTAINING QUOTES

REGATE BAD WILL CREATED BY SEVERAL CANADIAN COMPANIES IN PAST. SINCE FAIL TO RESPONDE TO SOURCING INQUIRIES

BUILD UP-TO-DATE BASE OF INTERESTED EXPORTERS AND ENCOURAGE FRE-QUENT MARKET VISITS

BETTER RESPONSE RATE AND INCREASED SALES

CAREFULLY MONITOR PROJECT ACTIVITY AND REPORT IN TIMELY FASHION

INCREASE EXPORTER AWARENESS OF PROJECTS AT EARLY STAGES OF IMPLIMENTATION

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Food Pacific.

Extensive meetings and mailings led to participation by 4 local traders.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :348-KUWAIT

007-POWER & ENERGY EQUIP. & SERV.
KUWAIT

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
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :348-KUWAIT

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KUWAIT

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	ENCOURAGE CANADIAN EXPORTERS TO VISIT MARKET.	INCREASE SALES BY 40%
	IDENTIFY SPECIFIC OPPORTUNITIES AND REPORT IN TIMELY MANNER.	GREATER PROJECT PURSUIT BY CANADIAN EXPORTERS
	THROUGH CONFERENCE (SUCH AS HITEC) BETTER ACQUAINT EXPORTERS WITH MARKET AND SALES TECHNIQUES.	INCREASE SALES BY 25% BY ENCOURAGING GREATER FOLLOW-UP OF OPPORTUNITIES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 -----	
	QUARTER: 2 Follow up on Selected projects.	Post continued to closely co-operate with variety of companies in efforts to obtain sales on variety of large projects. Several companies are well positioned to be awarded contracts in near future.
	QUARTER: 3 -----	
	QUARTER: 4 -----	

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :348-KUWAIT

009-FOREST PRODUCTS,EQUIP,SERVICES
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

IDENTIFYING KEY PURCHASERS IN TERRITORY AND PROMOTE OVERALL CAPABILITIES

GREATER AWARENESS OF CANADA IN MARKET.INCREASED SOURCING REQUESTS

WORK CLOSELY WITH DRIE/IRPI TO IDENTIFY CANADIAN EXPORTERS INTERESTED IN MARKET AND CANADIAN PRODUCTS AVAILABLE

HAVE LIST OF EXPORT READY FIRMS TO MIDDLE EAST TO RESPOND TO INQUIRIES

COMPILE PREVIOUS SOURCING REQUESTS FROM LOCAL IMPORTER

IDENTIFY SPECIFIC TARGET PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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POST :348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES
QATAR

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
89/02/06

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 :348-KUWAIT

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

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
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :348-KUWAIT

015-CONSTRUCTION INDUSTRY
QATAR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1

QUARTER: 2

QUARTER: 3

QUARTER: 4

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE
QATAR

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
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES
UNITED ARAB EMIRATES

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
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE
UNITED ARAB EMIRATES

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
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :348-KUWAIT

014-EDUCATION,MEDICAL,HEALTH PROD
UNITED ARAB EMIRATES

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
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :348-KUWAIT

005-COMM. & INFORM. EQP.& SERV
UNITED ARAB EMIRATES

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
89/02/06

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

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POST :348-KUWAIT

009-FOREST PRODUCTS,EQUIP,SERVICES
OMAN

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
89/02/06

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 :348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES
OMAN

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

POST :348-KUWAIT

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

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
89/02/06

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 :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE
OMAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

SERVICE INDUSTRIES
INVESTMENT INTERESTS ARE GROWING & BETWEEN 20% AND 30% FROM DIRECT INVEST-
MENTS, REAL ESTATE, JOINT VENTURE CAPITAL, AND BUSINESS LEAD DEVELOPMENT.
LOCAL INVESTORS, BOTH PRIVATE & INSTITUTIONAL, OFFER PROMISING RANGE OF
OPPORTUNITIES WITHIN OMAN AND COMPATIBLE WITH OUR EXPORT PROMOTION

KEY ACTIVITIES UNDERTAKEN

CALLS ON LEADING FOREIGN FIRMS IN ORDER TO INCREASE AWARENESS OF
OQA.

ONE OF BEST WAYS TO ATTRACT INVESTMENT IS TO INCREASE GENERAL AWARE-
NESS OF OQA AS A DESTINY & TOURISM DESTINATION. IN ORDER TO COMPLETE
INCREASED MAILING CAMPAIGN IN OQA & PROMOTE TOURISM AT SEVERAL POINTS
WITH EMPHASIS ON BUSINESS & TRADE TRAVEL AGENTS.

INTENSIVE CONTACT WILL BE MAINTAINED WITH OQA FOR, LOOKING TO ATTRACT INVEST-
IN A VARIETY OF AREAS ALLOWING US TO AD-
DRESS SPECIFIC INDUSTRIES.

INCREASE INVESTMENT IN OQA, CONTINUE TO
CALL EFFECT WHICH TAKE PLACE AFTER AN
INDIVIDUAL VISITS & INVESTS IN OQA.

INCREASED AWARENESS & VISITS TO OQA WILL
LEAD TO INCREASED INVESTMENT.

REPORT 4
89/02/06

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 :348-KUWAIT

014-EDUCATION, MEDICAL, HEALTH PROD
OMAN

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
89/02/08

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

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KUWAIT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

SERVICE INDUSTRIES

SERVICES NOT ELSEWHERE SPECIF.

ENROURAGE GULF COUNTRIES INVESTMENT AUTHORITIES TO SEND TEAMS OF REAL ESTATE & BOND EQUITY INVESTMENT OFFICIALS ON TAILORED TOURS OF CDA.

INCREASE COMMUNICATION BETWEEN CDA FIN. & REAL ESTATE INSTITUTIONS & LOCALS. INCREASE INVESTMENT BY 50%.

SERVICE INDUSTRIES

SERVICES NOT ELSEWHERE SPECIF.

BUILD ON SIGNIFICANT PARTICIPATION FROM ARAB PENINSULA TO PAST BUSINESS OPPORTUNITIES CDA CONFERENCE IN CDA.

INCREASE NUMBER OF VISITORS FROM 75 TO 150

SERVICE INDUSTRIES

SERVICES NOT ELSEWHERE SPECIF.

INVESTMENT INTERESTS ARE EXTREMELY DIVERSE RANGING FROM DIRECT INVESTMENTS, REAL ESTATE, JVS, VENTURE CAPITAL, ACQUISITIONS, LAND DEVELOPMENT. LOCAL INVESTORS, BOTH PRIVATE & INSTITUTIONAL OFTEN REQUEST NAMES OF INDIVIDUALS WITHIN WELL KNOWN CDN COMPANIES WITH WHOM THEY CAN MAKE

ULTIMATE RESULT WILL BE ONGOING CONTACT WITH CDN COS. LOOKING TO ATTRACT INVEST. IN A VARIETY OF AREAS ALLOWING US TO ADDRESS SPECIFIC INQUIRIES.

NON SECTORALLY ORIENTED ACTIVITIES

CALLS ON LEADING WEALTHY FAMILIES IN ORDER TO INCREASE AWARENESS OF CDA.

INCREASE INVESTMENT IN CDA. CONTINUE SNOW-BALL EFFECT WHICH TAKES PLACE AFTER AN INDIVIDUAL VISITS & INVESTS IN CDA.

ONE OF BEST WAYS TO ATTRACT INVESTMENT IS TO INCREASE GENERAL AWARENESS OF CDA AS A COUNTRY & TOURISM DESTINATION. WE EXPECT TO COMPLETE INCREASED MAILING CAMPAIGNS ON CDA & PROMOTE TOURISM AT MAJOR FAIRS & WITH CHAMBERS OF COMMERCE & MAJOR TRAVEL AGENTS.

INCREASED AWARENESS & VISITS TO CDA WILL LEAD TO INCREASED INVESTMENTS.

REPORT #5
89/02/08

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

348 - KUWAIT

KUWAIT

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER	RESULTS REPORTED
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QUARTER : 1

THE POST ACTIVELY PLANS TO EXPAND ITS BASE OF CONTACTS IN THE INVESTMENT DOMAIN IN ORDER TO PROMOTE CANADA AS AN INVESTMENT DESTINATION.
(2) KEY INVESTOR HOSPITALITY.

RESULTS ARE OFTEN DIFFICULT TO QUANTIFY, HOWEVER, THE RECENT ACQUISITIONS IN CDA BY THE KIO (CONS BATH & CED SYST CERTAINLY CONFIRM INCREASED INVESTMENT ACTIVITIES BY KUWAITIS IN CDA).
(2) THESE EVENTS OFTEN PROVE EXCELLENT VENUES FOR OPEN DISCUSSION AS WELL AS A SMALL TOKEN OF APPRECIATION TO THOSE INVESTING IN CDA. SIGNIFICANT INSIGHT INTO THE INVEST "PSYCHE" IS GAINED THEREBY ALLOWING DEV OF STRATEGIES TO FURTHER PROMOTE CDA. THE EMB NORMALLY STAGES THESE EVENTS AROUND

QUARTER : 2

Double Taxation/Joint Investment Agreement.

Team from Kuwait visited Canada in September for further negotiation. More will be required.
Reciprocal Ministerial visits envisaged.

QUARTER : 3

QUARTER : 4

REPORT 4A
89/02/09

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 :348-KUWAIT

- WIN exports-Installation-also developed special registry programs.
- Education-section assumed responsibility for this sector which is increasingly prominent.
- QGPC Staffing significant effort in assisting in finding Cdn employees.
- Agcan initiated series of invitations for visits to Cda requiring extensive time & meetings.
- EMROTT requested series of reports on Omani Minerals situation & initiated mission to Oman (Nov 88).
- Gulf war ceasefire lead to increased inquiries from exporters and reporting on new optimism in Gulf.
- DOCOTT initiated technical seminars for JAN 89 for 3 of our 5 countries.
- Ontario NEX mission required larger than normal preparation due to unique nature of mission.
- PEI fisheries delegation required thorough reporting and set up.
- Wrinkles developed in pursuit (Confidential) of major contract for one exporter whose sales coned total \$45 million.

QUARTER 1
 EXCESSIVE SIB FOR FLIGHT CALIBRATION SYSTEM.
 COMPLETION OF WORKORDER FINANCING & TACETS IN
 OTHER RAILWAY SIBS CONTRACTS. SPARE AND
 SIBS. SUCCESS WITH AVIATION MAINTENANCE FACILITY
 PROJECT.

QUARTER 2
 QUARTER 3
 QUARTER 4

QUARTER 1
 FINANCIAL TO IMPROVE FLIGHT CALIBRATION SYSTEM
 BY TRY AIRWAY. MAINTENANCE IN LOW AGREEMENT
 FOR MANAGERIAL CREDITIVES. AGREEMENT TO SIB
 IN AVIATION SECTOR.

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 :304-LAGOS

001-AGRI & FOOD PRODUCTS & SERVICE
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO LIAISE WITH MINISTRY OF AGRICULTURE IN SUPPORT OF HOWE INTERNATIONAL DESIGN CONSULTANCY ON NAT'L GRAINS STORAGE PROGRAMME.

SUCCESSFUL IMPLEMENTATION OF THE CONSULTANCY PUTTING CANADA IN GOOD POSITION FOR CONSTRUCTION CONTRACTS.

CONTINUE TO PURSUE OPPORTUNITIES FOR CANADIAN MILK PRODUCTS(POWDER/EVAP.).SEEK DIVERSIFICATION OF PRODUCTS AT COMPETITIVE PRICES FOR NIGERIAN & GHANAIAAN MARKETS.

BROADEN OUR MKT NICHE IN AN AREA WHICH HAS BEEN CDA'S LARGEST EXPORT TO NIGERIA AND OPEN NEW ACTIVITY IN GHANA.

PROVIDE CANADIAN COMPANIES,DRIE,EXTERNAL AFFAIRS WITH A CURRENT LISTING OF POTENTIAL AGRICULTURAL EQUIPMENT DISTRIBUTORS AND REPRESENTATIVES.

ASSESSMENT OF EQUIP.REQUIREMENTS & CREDIT-WORTHY REPRESENTATIVES.INTRODUCTION OF TWO NEW CDN COMPANIES TO THE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE FOOD PACIFIC 88.
PROMOTE WCFPS/SEND INCOMING BUYER.
PROMOTE CANADIAN CAPABILITY IN SPECIALIZED EQUIPMENT.

SELECTED AND BRIEFED INCOMING BUYER FOR WCFPS.
PREPARING FOLLOW-UP REPORT. AGENCY AGREEMENT SIGNED FOR AQUAMARINE HARVESTERS.

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 :304-LAGOS

007-POWER & ENERGY EQUIP. & SERV.
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:
ALL SUB-SECTORS

ANTICIPATED RESULTS:

SUPPORT TO FEDERAL PIONEER & LOCAL REPRESENTATIVE IN ONGOING NE-
GOTIATIONS TO SELL TRANSFORMERS TO NEPA, WITH POTENTIAL OF JOINT
VENTURE WITH LOCAL COMPANY IN FUTURE FOR REPAIR AND OVERHAUL.

THAT CONTRACT WILL BE SUCCESSFULLY SIGNED,
FINANCING ORGANIZED AND EXPORT OF FINISHED
UNITS COMMENCE.

MONITOR TENDER DOCUMENT RELEASE FOR THE REGIONAL INTER-CONNECTION
PROGRAMME FUNDED BY THE AFRICAN DEVELOPMENT BANK \$100 M FOR FIRST
PHASE TRANSMISSION LINE BETWEEN GHANA AND NIGERIA.

CANADIAN SUPPLIERS WILL BID FOR THE SUPPLY OF
EQUIPMENT AND SERVICES.

EXAMINE FEDERAL GOVT 5-YR DEVELOP PLAN TO ASSESS PROGRAMMES OF
PROCUREMENT & REHABILITATION BY NEPA & THE STATES RURAL ELECTRI-
FICATION PROGRAMME. WORLD BANK FUNDING FOR \$350 M WITH E/GERMANY
IS NEGOTIATING LOAN OF \$67 M & BULGARIA A CREDIT OF \$50 M.

CANADIAN COMPANIES TOGETHER WITH LOCAL REPRE-
SENTATIVES WILL MAKE SALES OF EQUIPMENT AND
SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SEND INCOMING BUYER TO NPS. PURSUE OPPORTU-
NITIES FOR OIL AND GAS EQUIPMENT AND SERVICES.
PURSUE 132 KV TRANSMISSION PROJECT.

SELECTED & BRIEFED BUYER FOR NPS. COMMENCED
STRATEGY IN OIL & GAS SECTORS IN GHANA (PCIAC)
AND NIGERIA. CANADIAN COMPANY IN EUROPEAN CON-
SORTIUM BIDDING FOR SELECTED LINES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :304-LAGOS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

GOVERNMENT OF NIGERIA STILL UNDECIDED ON PURCHASE OF SATELLITE TECHNOLOGY AND ITS IMPLEMENTATION. TENDERS CALLED FOR REHABILITATION OF EARTH STATIONS.

SATELLITE PROJ WILL PROCEED & SPAR WILL BE SUCCESSFUL SUPPLIER. POST WILL CONTINUE TO PURSUE ANCILLIARY OPPORT. INCLUDING TRAINING AND TECHNOLOGY TRANSFERS.

EVALUATION UNDERWAY OF RURAL TELECOMMUNICATIONS OPTIONS, INCLUDING TRIAL OF SR TELECOM'S SR100 EQUIPMENT.

FUNDING WILL BE ALLOCATED TO SECTOR, SR TELECOM'S FIELD TRIALS SUCCESSFULLY COMPLETED AND SALES TO FOLLOW (EG. TO STATE GOVTS).

OUTSTANDING REQUIREMENT ON PART OF NITEL TO UPGRADE AND PURCHASE EXCHANGE AND SWICHTING EQUIPMENT. POST WILL ANALYSE PLANS, OBTAIN TENDERS AND REPORT OPPRTUNITIES TO DRIE, DEA, DOC.

SUCCESSFUL SALES BY CANADIAN COMPANIES WILL AIM TO GET FIRM PREQUALIFIED AND SHORTLISTED.

OBTAIN FROM NITEL & MINISTRY OF COMMUNICATIONS FORECAST OF PROJ.& REQUIREMENTS IN COMMUNICATIONS SECTOR AND DISSEMINATE TO CANADIAN COMPANIES.

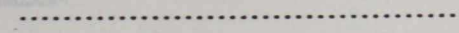
IMPROVED INFORMATION FOR CANADIAN SUPPLIERS AND LONGER LEAD TIME FOR MARKETING EFFORTS.

PROMOTION OF CANADIAN MANUFACTURERS WITH NITEL AND MINISTRY OF COMMUNICATIONS.

INTRODUCTION OF 1 NEW COMPANY TO NIGERIAN MARKETPLACE & ENHANCE POSITION OF THOSE WITH EXISTING OR PAST PRESENCE.

FOLLOW-UP AND REPORT ON TENTATIVE PLANS TO ALLOW MODEST PRIVATIZATION OF SOME OF NITEL'S FUNCTIONS & TO UNDERTAKE SOME EQUIPMENT ASSEMBLY AND/OR REPAIR IN NIGERIA.

CONTACT FOR CANADIAN COMPANIES WITH NEW PLAYERS IN SECTOR AND EVALUATION OF POTENTIAL FOR JOINT VENTURES IN NIGERIA.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SATELLITE:REFURBISHMENT OF EARTH STATIONS IN NIGERIA & SETTLEMENT OF DISPUTE IN GHANA. IMPROVE ACCESS OF CANADIAN COMPANIES TO MARKET AND BUILD AWARENESS OF CANADIAN CAPABILITIES.

MONITORED NIG CONTRACT(NOT YET AWARDED)& DISPUTE IN GHANA(PROGRESS TOWARDS RESOLUTION BEING MADE) CONTINUED LIAISON WITH NITEL & MINISTRY.SUCCESSFUL INTRODUCTION OF 2 NEW COS TO MKT WITH APPOINTMENT OF REPRESENTATIVES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :304-LAGOS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REHABILITATION AND UPGRADE OF COMMUNICATIONS EQUIPMENT INCOMPLETE TO DATE.

ENSURE ROLE FOR CANADIAN COMPANY IN PROJECT

CONTRACT SIGNED FOR NAVIGATIONAL AIDS WITH CDM CO. WHICH HOLDS PRIORITY POSITION IN DEFENCE 1988 BUDGET

THAT FUNDS WILL BE APPROVED CDN FIRM WILL SUPPLY EQUIPMENT.

UTILISE EXPOSURE AFFORDED BY MDC STUDY TEAM VISIT IN EARLY 1988.

ENHANCE KNOWLEDGE & IMPRESSION OF CDN DEFENCE INDUSTRIES AND INTRODUCE ONE NEW FIRM TO MARKETPLACE.

ENDEAVOUR TO OBTAIN FORWARD PLANNING AND PROCUREMENT DETAILS FROM NIGERIAN ARMY, AIRFORCE AND NAVY AND TO DISSEMINATE THEM TO CANADIAN SUPPLIERS.

IF FUNDING IS FORTHCOMING, SUCCESSFUL SUPPLY BY TWO CANADIAN FIRMS OF DEFENCE RELATED EQUIPMENT.

CAPITALISE ON REQUEST TO VISIT CANADA BY JOINT CHIEFS OF STAFF TO EXAMINE CANADIAN EXPERIENCE IN FORCES INTEGRATION.

INCREASED AWARENESS OF CANADIAN CAPABILITY AND IMPROVED CONTACTS FOR POST PERSONNEL LEADING TO POTENTIAL ORDERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP ON COMMUNICATIONS EQUIPMENT UPGRADE.
CONTINUE FOLLOW-UP FROM HI-TECH 88.

ADVANCE PROMOTION OF ARMX 89 & USED IT AS REASON TO INCREASE CALLS ON MILITARY. PROMOTION OF CDN PRESENCE AT FARNBOROUGH. TRACKING OF MILITARY PROCUREMENT & PROMOTION OF CANADIAN CAPABILITY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :349-LIBREVILLE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

RENCONTRE AVEC MINISTERE DU PLAN POUR OBTENIR PROGRAMMATION ET
ANALYSER POSSIBLE SECTEURS D'INTERVENTION DANS CADRE BANQUE
MONDIALE.

OBTENTION DE PLANIFICATION DANS LE TEMPS.
MONTANT D'INTERVENTION. ENREGISTRER INTERET
CANADIEN.

BANQUE AFRICAINE DEVELOPPEMENT. RENCONTRE MINISTERIELLE AVEC
TRAVAUX PUBLICS POUR ANALYSER MOYENS LOCAUX D'INTERVENTION.

ENREGISTRER INTERET CANADIEN. OBTENIR COUTUME
CONTRACTUELLE AUX TRAVAUX PUBLICS.

RECHERCHE DE SOCIETES CANADIENNES INTERESSEES ET LES INTRODUIRE
AUPRES INTERVENANTS LOCAUX.

SELECTIONNER ET TRAVAILLER EN PROFONDEUR AVEC
1 OU 2 SOCIETES CANADIENNES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :349-LIBREVILLE

007-POWER & ENERGY EQUIP. & SERV.
GABON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

RENCONTRES MINISTERIELLES POUR CLARIFIER FINANCEMENT

POSITIONNER LE CANADA

RENCONTRE A LA PRESIDENCE AVEC PRESIDENT ET HAUT REPRESENTANT

APPUI POUR OBTENTION POURSUITE PROGRAMME/
HYDRAULIQUE ET ADDUCTION D'EAU.

MISSION COMMERCIALE AXIE SUR LES SECTEURS DE FORETS, PETROLE ET
CONSTRUCTION, AUTOMNE 1988.

OCTROI DE CONTRATS DANS CHACUN DE CES SEC-
TEURS ET DE PROJETS 'JOINT VENTURES'.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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 :349-LIBREVILLE

010-MINE,METAL,MINERAL PROD & SRV
GABON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINE DEVELOPMENT SERVICES

RENCONTRE INTERMINISTERIELLES A LA PRESIDENCE

FAIRE LE POINT SUR NOUVELLES PROPOSITIONS
CANADIENNES.

NEGOCIATION AU PLAN ET AUX FINANCES POUR INSCRIPTION DANS PRO-
GRAMMATION.

S'ASSURER D'INSCRIPTION FINANCIERE POUR
BUDGET 88.

SUIVI A LA SEE ET ACDI

S'ASSURER APPUI ACDI ET FINANCEMENT SEE.

MISION TECHNIQUE AU CANADA DG MINISTERE DES MINES

NEGOCIATION TECHNIQUE AVEC GROUPE-CANADA ET
FINANCIERE AVEC SEE ET ACDI



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :349-LIBREVILLE

015-CONSTRUCTION INDUSTRY
GABON

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ARCHITECT, CONSTRUCT SERVICES	
	RENCONTRE AU NIVEAU DE LA PRESIDENCE	FAIRE EN SORTE QUE FINANCES ET PLAN APPUIE DEMARCHE PRESIDENTIELLE.
	DEVELOPPEMENT DES CONTACTS AU NIVEAU MINISTERIEL - EDUCATION NATIONALE/AFF. ETRANGERES	DISCUTER PROGRAMMES ET POSITIONNER LE CANADA
	RENCONTRE MINISTERIELLE AUX TRAVAUX PUBLICS	POSITIONNER SOCIETES CANADIENNES ET OBTENIR PARTENAIRES LOCAUX.

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 :303-NAIROBI

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE AMMUNITION SALE TO DOD.

ORDER WORTH \$0.5 MILLION

PROMOTION OF SALE OF DASH 8-M AIRCRAFT TO DOD TO REPLAÇE RECENTLY
DESTROYED BUFFALO.

POSSIBLE SALE OF 2 AIRCRAFT WORTH UP TO
\$24 MILLION.

ANALYSE COMPETITION, INVESTIGATE DOD PROCUREMENT PLANS ESPECIALLY
COMM, EQUIP, OBTAIN TOR FOR TENDERS, REPORT TO DRIE, DEA, DND ETC.

INTRODUCE TWO NEW COMPANIES TO MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE SALE OF DASH 8 AIRCRAFT TO DEPT OF
DEFENSE.

CONTINUED TO LEND SUPPORT TO BOEING/DHC SALES
TEAM WITH DEFENSE OFFICIALS IN FINALISING SALES
CONTRACT FOR 3 AIRCRAFT.

QUARTER: 2 Assist Boeing/DeHavilland Cda in negotiations of
contract with MOD for sale of 3 Dash 8 aircraft.

Considerable assistance to DHC by liaison bet-
ween MOD, also EDC. Contract seems likely.

QUARTER: 3 -----

QUARTER: 4 -----

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POST :303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

CONTINUE ASSISTING CANADIAN COMPANY IN EFFORTS TO OBTAIN TELEX SWITCHING CONTRACT UNDER WORLD BANK CREDIT.

CONTRACT IF SUCCESSFUL WORTH \$5 MILLION

CONTINUE TO ASSIST CDN COMPANY TO OBTAIN CONTRACT FOR RURAL TELECOMMUNICATIONS EQUIPMENT TO KENYA POSTS & TELECOMMUNICATIONS AUTHORITY.

CONTRACT VALUE \$1 MILLION PLUS POTENTIAL FOR DOWNSTREAM CONTRACTS.

GATHER MARKET INTELLIGENCE ON MAJOR COMPETITORS, DEVELOPMENT PLANS OF KENYA P & T AND ADVANCE TOR FOR TENDERS FOR USE BY DRIE, DEA, DOC.

INTRODUCE TWO NEW COMPANIES TO MARKET.

GATHER MARKET INTELLIGENCE ON INFORMATICS SECTOR AND REPORT TO DEA, DRIE, ETC.

INTRODUCE 2 NEW COMPANIES TO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE SALE OF SR TELECOM RURAL AUTOMATION POINT TO MULTI POINT ACCESS RADIO EQUIPMENT AND CDN MARCONIS AUTO-TELEX SWITCHING EQUIPMENT TO THE KENYA POSTS & TELECOM CORP.

CONTINUED SUPPORT TO SRT AND CDN MARCONI IN PURSUING CONTRACTS.

QUARTER: 2 Support Cdn Marconi Company for bid for telex switching contract, and SR Telecom regarding rural radio equipment bid. Identify oncoming KPTC requirements.

Support of CMC contributed to successful negotiation of commercial contract, but signing delayed pending resolu'n EDC/GOK impasse on sovereign guarantee issue. Continued assist SRT nego'ns w/KPTC. Seeking mor precision on KPTC.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :303-NAIROBI

011-OIL & GAS EQUIPMENT,SERVICES
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE PROPOSAL SUBMITTED BY CDN COMPANY FOR EXTENSION
OF MOMBASA-NAIROBI OIL PIPELINE TO UGANDAN BORDER.

CONTRACT FOR CDN COMPANY IF PROPOSAL ACCEPTED

PROMOTE PROPOSAL SUBMITTED BY CDN COMPANY FOR
REHABILITATION AND UPGRADING OF MOMBASA OIL
REFINERY.

CONTRACT FOR CDN COMPANY IF PROPOSAL ACCEPTED

INVESTIGATE PLANS FOR EXPLORATION,EQUIPMENT TENDERS, ESPECIALLY
GEOTHERMAL SECTOR AND REPORT TO DRIE,DEA,PROVINCES.

POSSIBLE CONTRACTS FOR DRILLING,SERVICES OR
EQUIPMENT. INTRODUCE TWO NEW COMPANIES TO
MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT LAVALIN'S ACTIVITIES TO OBTAIN CONTRACT
FOR WSET KENYAS PIPELINE EXTENSION TO ELDORET.-
CONTINUE PROMOTION OF CDN SURVEYORS & DRILLING
CONTRACTORS FOR BUSINESS W/MULTI NATIONALS IN
OIL & GAS EXPLORATION & W/KENYAN GOVT.

INCREASED ACTIVE SUPPORT FOR LAVALIN WITH ENERGY
MINISTRY IN ITS EFFORTS TO SECURE PIPELINE CON-
TRACT. VISIT OF MINISTER OF ENERGY TO CANADA,AND
CONTINUOUS FOLLOW-UP BY POST WITH MINISTRY WERE
HIGHLIGHTS.

QUARTER: 2 Monitor developments in West Kenya pipeline
project on behalf of lavalin and EDC. Promote
image of Cdn drilling contractors with GOK and
multinationals.

Discussed pipeline proj. with GOK& Parastatal
officials,Lavalin rep and EDC.Lavalin/french
joint bid competes with Jpnse.Financing impasse
& possible W.B. involvement complicate matter.
Bawden Won Drilling contract w/total & partners.

QUARTER: 3 -----

QUARTER: 4 -----

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POST :303-NAIROBI

001-AGRI & FOOD PRODUCTS & SERVICE
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WORLD BANK-FINANCED ANIMAL HEALTH PROJECT WORTH APPROX. \$15M MAY PROVIDE OPPORTUNITIES FOR CDN CONSULTANTS WHO HAVE SUBMITTED BIDS.
DOWNSTREAM OPPORTUNITIES FOR CDN EQUIPMENT SUPPLIERS.

POSSIBLE CONSULTING SERVICES AND EQUIPMENT CONTRACTS.

DEPT SPONSORED VISIT OF PROMINENT KENYAN AGRICULTURAL CONSULTANT TO FARM PROGRESS SHOW,REGINA,1987. MACHINERY AND EQUIPMENT SALES MAY RESULT. KEN INTEREST BY SEVERAL LOCAL PURCHASERS HAS BEEN GENERATED BY THE VISITOR.

AGRICULTURAL MACHINERY AND EQUIPMENT SALES POTENTIALLY WORTH SEVERAL MILLION DOLLARS OVER NEXT 2-3 YEARS.

INVESTIGATE OPPORTUNITIES FOR EXPORT OF CDN BOVINE SEMEN AND EMBRYO TRANSFER TECHNOLOGY IN LIGHT OF EMERGING DEMAND. ANALYSE DEMAND FOR BOVINE BREEDING STOCK AND REPORT ON MARKET.

SIGNIFICANT SALES OF BOVINE SEMEN, EMBRYO TRANSFER TECHNOLOGY AND BOVINE BREEDING STOCK.

INVESTIGATE OPPORTUNITY TO ESTABLISH J/V COMMERCIAL BOVINE AI STATION AND REPORT ON MARKET TO DEA,AG,ODA,DRIE,ETC.

SALES OF EQUIPMENT AND SERVICES.

(PROPOSED AGRICULTURE CANADA LIVESTOCK TECHNICAL MISSION EARLY /89 WILL SUPPORT ACTIVITIES 1 AND 2).



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT SEMEX & OTHERS TO EXPORT CDN BOVINE SEMEN & EMBRYO TRANSPLANT TECHNOLOGY. STIMULATE INTEREST OF KENYAN ORGANIZATIONS IN CDN AGRICULTURE/LIVESTOCK SHOWS & GENERATE INTEREST AMONGST CDNS IN NAIROBI INTL SHOW.

SUPPORT CONTINUED AS INDICATED. INTEREST GENERATED IN CDN DAIRY INDUSTRY VIDEO. TENTATIVE PLANS FOR T.V. SHOWING DEVELOPED.

QUARTER: 2 Promote sale of bovine embryo and semen to local dairy farmers.

Efforts resulting in positive interest and enquiries.Sales in next FY look promising.Cdn dairy promotional video cassette we circulated aroused new interest in cdn dairy cattle. Still working on T.V. showing.

QUARTER: 3 -----

QUARTER: 4 -----

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POST :303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CDM COMPANY HAS APPLIED FOR CPPF STUDY FINANCING FOR ENTEBBE AIRPORT REHABILITATION.

CIDA APPROVAL OF STUDY MAY LEAD TO DOWNSTREAM SERVICES AND EQUIPMENT CONTRACTS.

IF IFI FUNDING BECOMES AVAILABLE FOR RAILWAY AND/OR ROAD REHABILITATION AND UPGRADING PROGRAMS POST WILL ANALYSE DEVELOPMENT PLANS,OBTAIN ADVANCE TENDER INFO AND REPORT OPPORTUNITIES TO DRIE,DEA.

FOR SERVICES,SPARE PARTS,AND SOME NEW EQUIPMENT. WE WILL AIM TO INTRODUCE TWO NEW COMPANIES TO MARKET.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :303-NAIROBI

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

ANALYSE PREPARATION OF WORLD BANK FINANCED REHABILITATION OF TELECOMMUNICATIONS INFRASTRUCTURE PROGRAM, OBTAIN ADVANCE TENDER INFO AND REPORT TO DRIE, DEA, DOC.

POSSIBLE CONTRACTS FOR CONSULTANCY FIRMS AND EQUIPMENT SUPPLIERS. GET ONE CDN COMPANY ON SHORT LIST.

ANALYSE PREPARATION OF KAGERA BASIN MICROWAVE LINK PROJECT FUNDED BY AFDB, OBTAIN ADVANCE TENDER INFO AND REPORT TO DRIE, DEA, DOC.

POSSIBLE CONTRACTS FOR CONSULTANCY FIRMS AND EQUIPMENT SUPPLIERS. GET ONE CDN COMPANY ON SHORT LIST.

INVESTIGATE DEVELOPMENT PLANS FOR UP & T AND REPORT OPPORTUNITIES TO DEA, DRIE, DOC.

INTRODUCE 2 NEW COMPANIES TO MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :303-NAIROBI

014-EDUCATION,MEDICAL,HEALTH PROD
UGANDA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MBALE HOSPITAL REHABILITATION PROJECT FINANCED BY AFDB WILL NEED CONSULTANTS AND EQUIPMENT SUPPLIERS.(STUDY ALREADY COMPLETED)

POSSIBLE CONTRACTS FOR CDN FIRMS. POST WILL ATTEMPT TO GET CDN COMPANY ON SHORT LIST.

MULAGO HOSPITAL REHABILITATION PROJ WILL REQUIRE CONSULTANTS TO DO STUDY AND,IF POSITIVE,WILL NEED EQUIPMENT SUPPLIERS FOR IMPLEMENTATION. PROJECT FINANCED BY AFDB.

POSSIBLE CONSULTING AND EQUIPMENT SUPPLY CONTRACTS. POST WILL ATTEMPT TO GET CDN COMPANY ON SHORT LISTS.

PROJECT FOR REHABILITATION OF MAKERERE UNIVERSITY TO BE FINANCED BY SEVERAL DONORS WILL CALL FOR CONSULTANCY WORK, AND LATER, EQUIPMENT.

POSSIBLE CONTRACTS FOR CDN FIRMS. POST WILL ATTEMPT TO GET CDN COMPANY ON SHORT LIST.

INVESTIGATE DEVELOPMENT PLANS FOR HEALTH,EDUCATION SECTORS;GATHER ADVANCE PROJECT AND TENDER DATA; REPORT OPPORTUNITIES TO DEA,DRIE.

INTRODUCE TWO NEW COMPANIES TO MARKET

ANALYSE PROJECT PREPARATION (SEE BELOW) FOR NGW WB PROJECTS AND REPORT KEY INFO TO DEA,DRIE.

ATTEMPT TO GET CDN COMPANIES PREQUALIFIED FOR SERVICES/EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :303-NAIROBI

011-OIL & GAS EQUIPMENT,SERVICES
TANZANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PCIAC-SPONSORED SIESMIC PROGRAM OF ABOUT 780 LINE KMS. IN N.E. OF COUNTRY IS REACHING COMPLETION. IF DRILLABLE LOCATION IDENTIFIED PCIAC MAY CONSIDER DRILLING A LAND WELL. POST WILL ANALYSE AND REPORT PROGRESS TO DEA,DRIE.

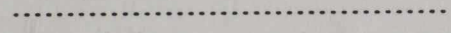
POSSIBLE EXPLOITABLE OIL DISCOVERY AND FOLLOW-ON BUSINESS FOR CDN. FIRMS. WILL AIM TO GET CDN COMPANIES PREQUALIFIED.

TPDC PLANS TO DEVELOP SONGO-SONGO GAS FIELD. THIS 5 YEAR \$450M PROJECT ENVISAGES UTILIZING 63M CUBIC FEET OF GAS DAILY FOR A FERTILIZER PLANT. WILL ANALYSE AND REPORT STATUS AND OPPORTUNITIES TO DEA,DRIE.

POSSIBLE CONTRACT. WILL AIM TO GET CDN COMPANY PREQUALIFIED THEN SHORT LISTED.

WILL INVESTIGATE AND ANALYSE DEVELOPMENT PLANS FOR SECTOR TO INFORM DEA,DRIE, MARKET OPPORTUNITIES.

INTRODUCE TWO NEW COMPANIES TO MARKET.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUATION OF GOT'S WORLD BANK-FUNDED RAILWAY REHABILITATION PROGRAM WILL OFFER OPPORTUNITIES FOR CDN CONSULTANTS AND EQUIPMENT SUPPLIERS. POST WILL ANALYSE PLANS AND REPORT OPPORTUNITIES TO DEA,DRIE.

POSSIBLE CONTRACTS. WILL AIM TO GET CDN COMPANY PREQUALIFIED THEN SHORTLISTED.

CONTINUATION OF GOT'S WORLD BANK-FUNDED ROADS REHABILITATION PROGRAM WILL ALSO OFFER OPPORTUNITIES TO CDN CONSULTANTS AND SUPPLIERS. POST WILL ANALYSE PLANS AND REPORT OPPORTUNITIES TO DEA,DRIE.

POSSIBLE CONTRACTS. WILL AIM TO GET CDN COMPANY PREQUALIFIED THEN SHORT-LISTED.

UNCONFIRMED PLANS TO REHABILITATE AN EXPAND REGIONAL AIRPORTS WOULD, IF UNDERTAKE, OFFER CONSULTANCY AND EQUIPMENT SUPPLY OPPORTUNITIES. POST WILL INVESTIGATE, ANALYSE AND REPORT OPPORTUNITIES TO DEA,DRIE.

POSSIBLE CONTRACTS. WILL AIM TO GET CDN COMPANY PREQUALIFIED.

INVESTIGATE COMPETITION,ANALYSE DEVELOPMENT PLANS AN REPORT MARKET OPPORTUNITIES TO DEA,DRIE, ESPECIALLY ADVANCE TENDER NOTICES.

AIM TO INTRODUCE TWO NEW COMPANIES TO MARKET IF ANALYSIS PROVES MARKET FEASIBLE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :303-NAIROBI

007-POWER & ENERGY EQUIP. & SERV.
TANZANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MONITOR DEVELOPMENT FOR MINI HYDROELECTRIC POWER PLANT PROJECT IN RUFUJI BASIN UNDER STUDY BY GOT. IF FEASIBILITY SUBSTANTIATED THERE MAY BE OPPORTUNITIES FOR CDN CONSULTANTS AND SUPPLIERS.

POSSIBLE CONTRACTS. WILL ATTEMPT TO GET CDN FIRM ON SHORT LISTS.

AFDB-FUNDED PANGANI FALLS HYDROELECTRIC POWER DEVELOPMENT STUDY WILL CALL FOR CONSULTANTS, AND ULTIMATELY EQUIPMENT FOR IMPLEMENTATION. POST WILL ANALYSE PLANS AND REPORT OPPORTUNITIES TO DRIE,DEA.

POSSIBLE CONTRACTS FOR INTERESTED CANADIAN COMPANIE. WILL AIM TO GET CDN COMPANY ON LISTS.

KIHANSI POWER PROJECTS IN RUFUJI BASIN REQUIRES \$2M FEASIBILITY STUDY BUT STILL LACKS FUNDING COMMITMENTS IS OF POTENTIAL INTEREST TO CANADIAN CONSULTANTS AND SUPPLIERS. POST WILL REPORT OPPORTUNITIES TO DEA,DRIE.

POSSIBLE CONTRACTS. WILL AIM TO GET CDN COMPANY ON SHORT LIST.

WILL INVESTIGATE COMPETITION,ANALYSE DEVELOPMENT PLANS AND REPORT POTENTIAL SECTOR OPPORTUNITIES TO DEA,DRIE.

INTRODUCE TWO NEW CDN COMPANIES TO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :303-NAIROBI

- Preparation for Que. Agent General (London) visit, and attended/advised at meetings etc. Arranged for him.
- Helped develop program for visit of Kenyan Finance Minister to Canada.
- Extensive assistance advising, planning, coordinating IRPP Seminar for region on GATT/URUGUAY round Oct.4/88,Nairobi.

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POST :305-PRETORIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :305-PRETORIA

014-EDUCATION, MEDICAL, HEALTH PROD
LESOTHO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 -----

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QUARTER: 4 -----

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POST :305-PRETORIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

LOCOMOTIVES

CONTINUING

AEROSPACE

STATED REQUIREMENT IS NEW PROJECT NOT YET FORMALLY ESTABLISHED TO
CREATE REGIONAL FEEDER AIRLINE BY SWAZILAND LESOTHO AND BOTSWANA.

ESTABLISH CANADIAN INTEREST IN PARTICIPATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :305-PRETORIA

014-EDUCATION, MEDICAL, HEALTH PROD
SWAZILAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :305-PRETORIA

007-POWER & ENERGY EQUIP. & SERV.
SWAZILAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :327-RABAT

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

APPUI INTENSIF DONNE AUX SOCIETES CANADIENNES QUI SE TROUVENT SUR LA COURTE LISTE DE FOURNISSEURS D'EQUIPEMENTS DE TELECOMMUNICATIONS.

ATTEINDRE L'ETAPE DE LA NEGOCIATION DE CONTRATS ET DE LEUR SIGNATURE.

AIDER LE CONSULTANT SELECTIONNE A MENER L'ETUDE SUR LE SECTEUR DE L'INFORMATIQUE AU MAROC (RAPPORT PICARD)

DEFINITION PRECISE DU POTENTIAL DU MARCHE.

POURSUIVRE ASSIDUMENT TOUS LES A.O.I. LANCES PAR L'ONPT DANS LE CADRE DE SON PROGRAMME DE MODERNISATION.

OBTENIR 10 A 20% DES CONTRATS.

DEFINIR LES POSSIBILITES DE MARCHE DANS LE CADRE DU PROJET DE 2E CHAINE DE TELEVISION AU MAROC.

PARTICIPATION CANADIENNES A CE PROJET A HAUTEUR DE 10 A 15%.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONCLURE LES NEGOTIA'NS DU CONTRAT BELL CDA/ONPT
FAIRE LA PROMOTION D'UNE PARTICIPATION CDNE AU
PROJET DE LA 2E CHAINE DE TELEVISION.

LE CONTRAT BCI/ONPT A ETE SIGNE. VIDEOTRON A
PRIS UNE PARTICIPATION DANS LE CAPITAL ACTION DE
LA 2E CHAINE.

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 :327-RABAT

007-POWER & ENERGY EQUIP. & SERV.
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSEILLER DEUX SOCIETES CANADIENNES DANS LEURS SOUMISSIONS SUITE
A DES A.O.I. DE L'O.N.E.

OBTENTION D'AU MOINS UN CONTRAT D'UNE VALEUR
DE \$10M.

CONSEILLER L'INDUSTRIE CANADIENNE DANS LE MONTAGE DE CONSORTIA ET
DE PACKAGE FINANCIER EN VUE DE POURSUIVRE DEUX GRANDS PROJETS
D'INVESTISSEMENTS DANS LE SECTEUR ENERGETIQUE.

PREQUALIFIER AU MOINS UN GROUPE ET ARRETER
LES GRANDS PRINCIPES DU MONTAGE FINANCIER.

ASSISTER L'INDUSTRIE DANS SES NEGOCIATIONS POUR L'OBTENTION D'UN
CONTRAT DE CENTRALE HYDRO-ELECTRIQUE OU DE CENTRALE THERMIQUE.

OBTENTION D'UN CONTRAT DE L'ORDRE DE \$150 M
A \$200 M.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OBTENIR AU MOINS UN CONTRAT DE \$10 M AUPRES DE
L'O.N.E.
PREQUALIFIER AU MOINS UN GROUPE POUR LE PROJET
DE CENTRALE THERMIQUE A JORF LAFAR.

WESTINGHOUSE A OBTENU UN CONTRAT DE \$7 MILLIONS.
REYNOLDS & ALCAN ONT SOUMISSIONNE SUR UN A.O.I.
DE CABLES. BBC CDA & COMBUSTION ENGINEERING FONT
PARTIE D'UN CONSORTIUM INT'L QUI SOUSMISSIONNERA
SUR CE PROJET.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :327-RABAT

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETER LA MISE EN PLACE DU FINANCEMENT POUR DES VENTES DE
MATERIEL FERROVIAIRE ET ROUTIER.

CONCLUSION DES VENTES ET LIVRAISON DES
PRODUITS.

APPUYER LES FABRICANTS CANADIENS D'APPAREILS ET D'EQUIPEMENTS
AERIENS ET ROUTIERS DANS LA POURSUITE D'OPPORTUNITES PRECISES.

ATTEINDRE LE STADE DE LA NEGOCIATION DE CON-
TRAT.

DEMONSTRATION SUR LE TERRAIN DES CAPACITES CANADIENNES DANS LE
DOMAINE DU TRANSPORT AERIEN.

VENTE POSSIBLE D'APPAREILS ET D'EQUIPEMENTS.

ELABORER ET METTRE EN PLACE AVEC DIVERSES GRANDES SOCIETES CANA-
DIENNES LA STRATEGIE POUR OURSUIVRE LES PROJETS CITES EN 7-9.

POSITIONNER FAVORABLEMENT PLUSIEURS SOCIETES
CANADIENNES SUR CES MARCHES.

EXPLORER LA FAISABILITE DE PARTICIPATION CANADIENNE SUR DE GRAN-
DS PROJETS TELS LA LIAISON FERROVIAIRE MARRAKECH-AGADIR ET LA
LIAISON FIXE MAROC-ESPAGNE.

FORMATION DE CONSORTIA EN VUE DE LA POURSUITE
DE CES PROJETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COMPLETER LA MISE EN PLACE DU FINANCEMENT AVEC
L'O.N.C.F. ET LA PROTECTION CIVILE.
APPUYER LA VENTE D'AVIONS.

PRET O.N.C.F. ET P.C. ONT ETE SIGNES ET LA
MARCHANDISE LIVREE. UNE VENTE DE 500 JEEPS A ETE
REALISEE.
DE HAVILAND EST SUR LE SHORT LIST DE LA RAM.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :327-RABAT

014-EDUCATION, MEDICAL, HEALTH PROD
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSISTER LES SOCIETES CANADIENNES QUI SOUMISSIONNENT SUR LES
A.O.I. DE L'OPPPT, DU MINISTERE DE L'EDUCATION NATIONALE ET DU
MINISTERE DE LA SANTE PUBLIQUE.

BIEN POSITIONNER DES SOCIETES POUR OBTENTION
DE 2 OU 3 CONTRATS.

FAIRE LE SUIVI SUR LES DIVERS A.O.I. LANCES DANS LE CADRE DE
PROJETS FINANCES PAR LES INSTITUTIONS MULTILATERALES.

S'ASSURER QUE LES SOCIETES CANADIENNES SOU-
MISSIONNENT SUR CES A.O.I. ET EN REMPORTENT
QUELQUES-UNS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OBTENIR DES CONTRATS DE L'OPPPT.

LAB VOLT A SIGNE UN CONTRAT DE DLRS \$2 MILLIONS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :327-RABAT

003-GRAINS AND OILSEEDS
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PREPARER UN RAPPORT DETAILLE SUR LA STRUCTURE DU MARCHÉ MAROCAIN
DES OLEAGINEUX ET LE DIFFUSER DIRECTEMENT A L'INDUSTRIE.

SUSCITER L'INTERET DES FOURNISSEURS CANADIENS
A SOUMISSIONNER DIRECTEMENT SUR LES APPELS
D'OFFRES.

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 :347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE & MARINE

ENGINE OVERHAUL WORK FOR C-130 AND PILATUS (PT6)

PLACE CANADIAN SHOPS ON SECOND SOURCE LIST.

PURSUIT OF CANADIAN INVOLVEMENT IN AIRSTRIPS PROJECT.

SALE OF STOL AIRCRAFT AND AVIONICS.

ESTABLISH PROMOTION PROGRAM FOR CL1227

HAVE KSA DELEGATION VIEW DEMO IN CANADA.
ESTABLISH APPROPRIATE AGENT.

ARMAMENTS & VEHICLES

FINALIZE SALE OF PIRANHAS TO MINISTRY OF DEFENCE

\$50M COMPONENT FOR CANADA

KEEP MOWAG PROPOSAL ALIVE WITH NATIONAL GUARD PENDING BUDGET ALLOCATION

OBTAIN INVITATION FOR PRICING DISCUSSIONS

OBTAIN CANADIAN PARTICIPATION IN PROPOSAL TO RE-ENGINE ARMoured VEHICLES.

CANADIAN GROUP TO BID ON REFIT PROGRAM

RE-INTRODUCE ILITIS FOR NEW FORCES BEING ESTABLISHED.

HAVE ILITIS INVITED TO DEMONSTRATE.

ELECTRICAL & ELECTRONIC

SUPPORT CANADIAN FIRMS REGISTERED AS SUB-SUPPLIERS TO ARMY AVIATION BASE.

\$10-20 MILLION SALES.

ENCOURAGE MDA TO DEMONSTRATE AIRBOURNE SAR.

OBTAIN INVITATION TO QUOTE A SYSTEM

PURSUE CANADIAN BIDDER FOR TAIF SECURITY SYSTEMS. INVOLVE CCC IF NECESSARY.

PERSUADE CANADIAN FIRM TO MAKE QUOTATION.

DETERMINE MARKET FOR ELECTRONIC WARFARE SIMULATION TRAINING.

PREPARE REPORT ON SIZE OF MARKET AND ENTRY POSSIBILITIES.

ENCOURAGE MID-SIZE CANADIAN FIRMS TO PARTICIPATE IN SMALLER SECURITY JOBS.

J-V BID BY ONE OF SEVERAL QUALIFIED CANADIAN GROUPS.

SUPPORT CANADIAN FIRMS TO MOVE INTO MAINTENANCE SECTOR FOR NAV AIDS.

J-V PARTICIPATION IN O&M CONTRACT AT AIRPORT.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :347-RIYADH

005-COMM. & INFORM. EQP.& SERV
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

CONTINUE DISCUSSIONS WITH KACST REGARDING CANADIAN TRAINING OF
TECHNICIANS AND MAPPERS.

TRAINEE PLACEMENTS IN CANADA

PROMOTE NEW ENHANCEMENTS ONCE MAJOR FACILITY COMPLETE AT KACST.

GENERATE REQUESTS FOR BUDGETARY PROPOSALS.

PURSUUE WITH MEPA USE OF CANADIAN EQUIPMENT FOR POLLUTION MONITO-
RING.

OBTAIN INVITATION FOR PROPOSAL.

MEET WITH DIRECTORS TO DETERMINE WHETHER THERE IS SUPPORT FOR
SYNTHETIC APETURE RADAR CAPABILITY.

ESTABLISH WHETHER THIS WILL BE NEW AREA OF
KACST ACTIVITY.

TELECOMMUNICATIONS (INC SPACE)

SUPPORT EFFORTS BY BELL CANADA INTERNATIONAL TO RENEW ADVISORY
CONTRACT TO SAUDI TELECOM.

SIGNING OF CONTRACT.

SUPPORT SR TELECOM PROPOSALS FOR RURAL RADIO SYSTEM.

SALE OF FIRST SRT SYSTEM TO PTT.

CONTINUE SUPPORT FOR SPECTRUM MANAGEMENT PROPOSAL AT PTT.

OBTAIN CONTRACT.

ESTABLISH STRONG AGENTS FOR PAQUET SWITCH MANUFACTURER.

SALES IN 1989 WHEN SERVICE INTRODUCED.

INTRODUCE CANADIAN TEST EQUIPMENT.

ESTABLISH LOCAL AGENTS.

ESTABLISH DEMO SYSTEM FOR CANADIAN SATELLITE COMMUNICATIONS.

OBTAIN REQUEST TO BID PROPOSED MFA LINK.

COMPUTERS, SOFTWARE & SYSTEMS

SUPPORT BCI OFFER ON MACHINE READABLE PASSPORTS.

RECEIVE INVITATION FOR FINANCIAL PROPOSAL.

SUPPORT SUPPLEMENTAL SALES OF BILINGUAL TERMINALS TO NATIONAL
INFORMATION CENTRE.

FURTHER SALE HUNDRED UNITS.

INTRODUCE CANADIAN SOFTWARE MANAGEMENT FIRMS TO MARKET.

ESTABLISH CANADIAN-SAUDI JOINT VENTURE.

ORGANIZE CANADIAN COMPUTER SPECIALISTS GROUP IN KINGDOM.

IMPROVE INTELLIGENCE ON AND RESPONSE TO
UPCOMING COMPUTER PROJECTS.

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :347-RIYADH

005-COMM. & INFORM. EQP.& SERV
SAUDI ARABIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 Report on Computer Hardware Products Report
is being drafted, March 1988.

QUARTER: 3 -----

QUARTER: 4 -----

By mutual agreement, revised the structure of building operations of agencies of government in this sector has been met. This agreement will continue.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :347-RIYADH

008-TRANSPORT SYS,EQUIP,COMP,SERV.
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

ESTABLISHMENT OF CANADIAN/SAUDI AUTO PARTS DISTRIBUTION CENTER.

CDN AUTO PARTS SALES OF \$20-\$30 MILLION.

ASSIST IN ESTABLISHING CDN/SAUDI AUTOPARTS MANUFACTURING JOINT VENTURE; INVOLVING SEVERAL SAUDI/CDN COMPANIES.

ESTABLISHMENT OF CDN/SAUDI JOINT VENTURE.

PROMOTE CDN GARAGE/SERVICE EQUIPMENT. MEET SENIOR MANAGERS TO INTEREST THEM IN CANADIAN PRODUCT AND INVITE THEM TO ATTEND THE AIA SHOW IN MONTREAL 1988.

ESTABLISH 3 NEW AGENCIES/DISTRIBUTOR-SHIPS

INTRODUCE CDN UTILITY TRUCKS TO MAJOR SAUDI DISTRIBUTORS. IDENTIFY MAJOR PROJECTS IN COMING F/Y AND ADVISE CDN COMPANIES OF PROJECTS

INCREASE THE ASSOCIATION OF CDN/SAUDI FIRMS FOR JOINT BIDS.

AEROSPACE

PURSUE DISCUSSIONS BETWEEN AVELEX AND ARABASCO FOR AGENCY AGREEMENT.

FLOW THROUGH ENGINE COMPONENT WORK FOR AVELEX

PRESS FOR FORMAL SUBMISSION TO SAUDI OF DASH 8 AIRCRAFT FOR REGIONAL SERVICE.

RECEIVE REQUEST FOR FINANCIAL PROPOSAL

PURSUE WITH AGRICULTURAL CORPORATIONS USE OF LIGHT AIRCRAFT FOR CROP SPRAYING.

LIGHT AIRCRAFT DEMONSTRATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :347-RIYADH

014-EDUCATION, MEDICAL, HEALTH PROD
SAUDI ARABIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	HOSP. & MEDICAL EQUIP, INSTRUM.	
	BUILD ON RECENTLY CONCLUDED AGENCY AGREEMENTS TO INTRODUCE FURTHER CANADIAN EXPERTISE IN SAUDI.	2 - 3 NEW AGENCY AGREEMENTS.
	ARRANGE FOR CANADIAN COMPANIES TO BE INVITED TO PARTICIPATE IN GOVERNMENT AND PRIVATE HOSPITAL TENDERS FOR MEDICAL EQUIPMENT (KING FAISAL UNIV. JEDDAH).	2 - 3 AGENCY AGREEMENTS WITH SAUDI COMPANIES.
	INTRODUCE CANADIAN EXPERTISE TO AUTHORITIES RESPONSIBLE FOR THE SETTING UP OF KING FAHAD MEDICAL CITY IN RIYADH.	ALLOW CDN COMPANIES TO PARTICIPATE TO THE UPCOMING TENDERS.
	JEC SUB-COMMITTEE MEETING	IDENTIFY PROJECTS FOR CANADIAN COMPANIES (4)
	EDUCATIONAL SERVICES, EQUIPMENT	
	BUILD UPON CURRENT TRAINING MEDICAL STAFF IN CANADA	INCREASE AMOUNT OF TRAINEES UP TO 1,000 BY 1990
	ARRANGE VISIT OF RYERSON TO PURSUE FURTHER POLYTECHNICAL INSTITUTE PLANNED BY ROYAL COMMISSION JUBAIL AND YANBU	ESTABLISHMENT OF POLYTECHNICAL INSTITUTE UNDER RYERSON SUPERVISION
	INTRODUCE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES.	TO ENABLE CDN COS TO BID ON MOH AND OTHER PUBLIC AND PRIVATE HOSPITALS.
	SERVICES INCLUDING CONSULTING	
	PROMOTE CANADIAN EXPERTISE IN O. & M. OF MEDICAL EQUIPMENT IN KSA	OBTAIN FROM MOH HOSPITAL MANAGEMENT AN O. & M CONTRACT IN KINGDOM IN ASSOCIATION WITH LOCAL CO.
	LOBBY KSA AUTHORITIES TO INVITE CDN COMPANIES TO PARTICIPATE IN MEDICAL TRAINING PROJECTS OF MOH.	TWO INVITATIONS TO BID.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 -----	
	QUARTER: 2 Report on Canadian Healthcare Products Mission to Saudi Arabia, March 1988.	Six month assessment revealed that objective of building awareness of canadian capability in this sector has been met. Sales agreements still pending.
	QUARTER: 3 -----	
	QUARTER: 4 -----	

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :347-RIYADH

001-AGRI & FOOD PRODUCTS & SERVICE
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

VISIT ON A REGULAR BASIS (TWICE PER YEAR) AGRICULTURAL AREAS (HA'IL, TABUK, GASSIM AND AL KHARJ).

RAISE AWARENESS AMONG MAJOR FARMS OF CANADIAN TECH. AND OBTAIN RFQS.

EXPLORE POTENTIAL FOR FABA BEAN CANNING PLANT

JOINT VENTURE CARRING PLANT IN CANADA FOR EXPORT TO KINGDOM OF SAUDI ARABIA.

DEVELOP PROGRAMME OF SEMINARS WITH MINISTRY OF AGRICULTURE IN AREAS OF POTATOES ETC.

RAISE CANADIAN PROFILE IN MINISTRY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAJOR FOOD PROMOTION EVENT TO BE HELD LATER THIS YEAR IN COOPERATION WITH LARGE FOOD IMPORTER.

ONE COMPANY IS SERIOUSLY WORKING ON PROJECT WHICH WILL INVOLVE A NUMBER OF CANADIAN FOOD EXPORTERS WHO ARE EXPECTED TO BREAK INTO LOCAL MARKET FOR THE FIRST TIME.

QUARTER: 1 SAUDI AGRICULTURAL SHOW AND MISSION.

SHOW MAY LEAD TO ONE J-V IN ADDITION TO POSSIBLE SALES OF \$ 5 MILLION. MISSION TO HA'IL AND GASSIM IDENTIFIED POTENTIAL IN SEED CLEANING AND HANDLING AND ALTERNATIVE CROPS.

QUARTER: 2 Follow-up with Saudi business visitors to Regina Western Canada Farm Show - June 22-25/88.
Follow-up with Saudi business visitors to Food Pacific, Vancouver, August 30 - September 2/88.

Sale of 341 holstein cows for Saudi dairy farm under negotia'n; estimated value \$1/2 mn, \$1mn j.v. for poultry farm being negotiated. 3 reps. of Saudi cos. attended the show. Expected sales in next 12 mths estimated to be \$1-2 million.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :347-RIYADH

011-OIL & GAS EQUIPMENT,SERVICES
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

URGE ALBERTA GOVERNMENT TO INVITE AGENTS TO TRADE SHOWS IN CANADA

DEVELOP DIRECT CONTACTS BETWEEN CANADIAN AND SAUDI FIRMS.

CONVINCE CANADIAN PIPELINE TECHNICAL COMPANIES TO BE MORE AGGRESSIVE.

SALE OF SCADA AND OTHER PIPELINE TECHNOLOGIES POTENTIAL \$50 MILLION.

DELEGATION OF AGENTS TO NPC IN CALGARY, JUNE 88.

IDENTIFY AND SEND SAUDI REPS TO NPC'88.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT #5
89/02/08

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

347 - RIYADH

SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

MINE, METAL, MINERAL PROD & SRV MINERALS AND MINERAL PRODUCTS
PUT SAUDI COMPANIES IN TOUCH WITH POTENTIAL CANADIAN PARTNERS IN
MINING SECTOR.

SAUDI DIRECT INVESTMENT IN CANADIAN MINING
COMPANIES AND JOINT VENTURE COOPERATION
ABROAD.

COMM. & INFORM. EQP. & SERV ALL SUB-SECTORS
CIRCULATE INFORMATION TO POTENTIAL INVESTORS ON EMERGING GROWTH COMPANIES IN HI-TECH FIELDS.

INCREASED SAUDI VENTURE CAPITAL INVOLVEMENT IN HI-TECH COMPANIES.

SERVICE INDUSTRIES SERVICES NOT ELSEWHERE SPECIF.
MAINTAIN & EXPAND CONTACTS WITH SENIOR BANKERS SPECIALIZING IN PERSONAL BANKING TO PUBLICIZE SPECIFIC INVESTMENT OPPORTUNITIES AMONG THEIR CLIENTS.

FIND SAUDI FINANCING FOR SPECIFIC CANADIAN INVESTMENT PROPOSALS.

NON SECTORALLY ORIENTED ACTIVITIES

PURSUe PERSONAL CONTACTS WITH CORE GROUP OF 150 LEADING SAUDI BUSINESSMEN TO PROMOTE INVESTMENT OPPORTUNITIES IN CANADA.

EXPAND INTEREST IN CANADA AS AN INVESTMENT DESTINATION AND INCREASE VISITS TO CANADA BY POTENTIAL INVESTORS.

INCLUDE INVESTMENT COMPONENT IN PROGRAM FOR HIGH LEVEL BUSINESS DELEGATIONS TO CANADA.

INCREASED INTEREST IN REAL ESTATE & OTHER CANADIAN INVESTMENTS.

PROMOTE BUSINESS IMMIGRANT PROGRAM AMONG LARGE COMMUNITY OF AFFLUENT EXPATRIATE BUSINESSMEN CONSIDERING EMIGRATION.

FURTHER INCREASE NUMBER OF INVESTOR IMMIGRANTS TO CANADA.

REPORT #5
89/02/08

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

347 - RIYADH

SAUDI ARABIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

QUARTER : 2

QUARTER : 3

QUARTER : 4

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

POST :347-RIYADH

- Following Economic/Commercial reports prepared:repair and overhaul contract potential with Royal Saudi Air Force.
- Spar Aerospace contract potential with Arab Satellite Communications organization.
- Survey of coarse grains and oil seed market.
- Business opportunities in Yemen Arab Republic.
- Lumber market opportunities in Saudi Arabia.
- Market opportunities for canadian chemicals used in operation and maintenance.

REPORT 4
89/02/06

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 :342-TEL AVIV

014-EDUCATION, MEDICAL, HEALTH PROD
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

IDENTIFY MAIN IMPORT/DISTRIBUTION CHANNELS FOR HEALTH CARE PRODUCTS.

COMPILE AGENTS/DISTRIBUTORS LIST AND PRIORITIZE PRODUCTS ACCORDING TO MARKET AND NEEDS.

IDENTIFY CANADIAN SOURCES-PREPARATION FOR AND FOLLOW-UP OF MAJOR TRADE SHOW (MEDAX).

AGENCY AGREEMENTS, EXPORT SALES.

COMPLETE INVENTORY OF ISRAELI CAPABILITIES IN THIS SECTOR AND PROMOTE AND MATCH UP WITH CANADIAN REQUESTS FOR TECHNOLOGY.

JOINT VENTURES/LICENSING ARRANGEMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) ORGANISE PARTICIPATION IN MAJOR MEDICAL DEVICE SHOW, JERUSALEM.
B) OUTGOING J-V MISSION
C) TIP WORKSHOP '88

A) SUCCESSFULLY EXHIBITED
B) CANCELLED OWING TO SECURITY CONCERNS
C) 2-WEEK TOUR OF CDM INDUSTRY COMPLETED

QUARTER: 2 Ascertain market requirements in the education and healthcare.

Follow-up on Medax Show and C.O. visit to Cdn companies in healthcare sector.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV.
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ASCERTAIN WHICH OF 76 COMPANIES SUBMITTED AS SUPPLIERS OF 30 PRODUCT GROUPS WILL BE INVITED TO BID ON ESTIMATED C\$65M AUXILIARY EQUIPMENT FOR NEW POWER STATION.

UTILITY WILL SOLICIT LOAN FROM EDC IN SEGMENTS AS BIDDING PROGRESSES. POST WILL PROVIDE FREQUENT UPDATE TO EDC.

WORK WITH KEY AGENTS/UTILITY PERSONNEL TO IDENTIFY ADDITIONAL OPPORTUNITIES FOR CDA. CURRENT 30 PRODUCTS BASED ON PREVIOUS CDN SUPPLY. THERE ARE SOME 500 ITEMS TO BE PURCHASED.

ANTICIPATED RESULTS:

ENABLES POST TO ALERT COMPANIES, PROVIDE INFORMATION ON UTILITY PROCUREMENT PRACTICES, MONITOR RESPONSES & REACTIONS OF CLIENT.

ENABLE OPTIMUM FLEXIBILITY IN LOAN CONDITIONS DURING THE PROCUREMENT PHASE.

EXPAND PARAMETERS OF PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ADVERTISE FORTHCOMING TENDER FOR COAL-FIRED STATION AND ASSIST CDN FIRM TO GET ON SHORTLIST.

QUARTER: 2 Established comprehensive list of Israeli firms importing energy related equipment.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CIPS, WITH ONTARIO HYDRO, WAS SHORTLISTED AND HAS SUBMITTED PROPOSAL. POST HAS LOBBIED AT MINISTRY AND AT ALL LEVELS WITHIN ELECTRICITY AUTHORITY.

Following June International Energy Conference comprehensive list compiled and direct contacts with importers established.

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

POST :342-TEL AVIV

003-GRAINS AND OILSEEDS
ISRAEL

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	FOLLOW-UP ON OUTGOING CANOLA MISSION (MARCH 87).	INITIAL SALE OF CANOLA (SEEDS AND MEAL) ON TRIAL BASIS.
	CONTINUED REPRESENTATION WITH GOVERNMENT TRADE ADMINISTRATION AND INDUSTRIAL COOPERATION AUTHORITY ON BUY-BACK REQUIREMENTS.	PREVENT RECURRENCE OF BARTER ISSUE.

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

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :342-TEL AVIV

016-INDUSTRIAL MACHIN,PLANTS,SERV.
ISRAEL

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ANALYZE TOTAL IMPORTS THIS SUBSECTOR INTERMS OF CANADIAN CAPABILITY.	ESTABLISHED PRODUCT/SUPPLIER LIST.
	CONTACT POTENTIAL SUPPLIERS - ADVISE CURRENT MARKET VOLUME FOR THEIR PRODUCTS. SOLICIT INTEREST IN THIS MARKET. REQUEST CATALOGUES, BROCHURES, VCR TAPES, OTHER MARKETING AIDS.	BASIS FOR IN-DEPTH MARKET PROMOTIONAL ACTIVITY.
	CONTACT HEAD BUYERS, POTENTIAL AGENTS/DISTRIBUTORS - IDENTIFY CANADIAN SOURCES FOR SPECIFIC REQUIREMENTS. EVALUATE POTENTIAL REPS AND REPORT TO CANADIAN COMPANIES.	GREATER AWARENESS OF CANADIAN POTENTIAL NEW TRADE LINKS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 SCHEDULE OF VISITS TO MAJOR IMPORTERS OF CAPITAL EQUIPMENT TO ASCERTAIN REQUIREMENTS FOR AND INTEREST IN CDN EQUIPMENT FINANCED BY DIRECT LOC FROM EDC.	VISITED (AND REPORTED) ISRAEL CHEMICALS, PETRO-CHEM ENTERPRISES, OIL REFINERIES LTD.,AND ISRAEL AMERICAN PAPER MILLS.
	QUARTER: 2 Formulate proposal for outgoing capital equipment mission, tentatively FY 89/90.	Determined requirement of major investment projects and reported.
	QUARTER: 3 -----	
	QUARTER: 4 -----	

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POST :342-TEL AVIV

001-AGRI & FOOD PRODUCTS & SERVICE
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

STUDY MARKET CHANNELS.

IDENTIFICATION OF BEST OPPORTUNITIES

SOURCING STUDY.

SELECTION OF EXHIBITORS AT AGRITECH.

INVENTORY OF TECHNOLOGY AVAILABLE IN ISRAEL FOR TECHNOLOGY INFLOW PROGRAM.

PREPARE FOR INCOMING MISSION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -STUDY MARKET CHANNELS FOR IMPORTED AGRICULTURAL EQUIPMENT WITH VIEW TO EVENTUAL PARTICIPATION IN "AGRITECH'89".

- STUDY COMPLETED; INDICATES TECHNOLOGY TRANSFER MISSION PREFERABLE TO EXHIBIT.

QUARTER: 2 Preparatory work for Agritech 89.
Finalize investigation of oilseeds market.

Continuing study of appropriate technologies available and import requirements in preparation for Agritech 89.
No market at present in view of subsidized European imports.

QUARTER: 3 -----

QUARTER: 4 -----

342 - TEL AVIV

ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

EDUCATION, MEDICAL, HEALTH PROD HOSP. & MEDICAL EQUIP, INSTRUM.
THIS PROGRAM IS SERVED BY OUR TECHNOLOGY INFLOW ACTIVITY WHICH IS LARGELY DEMAND DRIVEN. ENCOURAGE CDN COS TO EXAMINE ISRAELI TECHNOLOGY USING TECHNOLOGY INFLOW PROGRAM SUPPORT. ALSO, ASSIST ENTREPRENEURIAL IMMIGRANTS.

TWO JV'S, 10 NEW BUSINESS STARTUPS, VIA ENTREPRENEURIAL IMMIGRATION PROGRAM.

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY
THIS PROGRAM IS SERVED BY OUR TECHNOLOGY INFLOW ACTIVITY WHICH IS LARGELY DEMAND DRIVEN. ENCOURAGE CDN COS TO EXAMINE ISRAELI TECHNOLOGY USING TECHNOLOGY INFLOW PROGRAM SUPPORT. ALSO, ASSIST ENTREPRENEURIAL IMMIGRANTS.

TWO JV'S, 10 NEW BUSINESS STARTUPS, VIA ENTREPRENEURIAL IMMIGRATION PROGRAM.

AGRI & FOOD PRODUCTS & SERVICE AGRICULTURE MACH, EQUIP, TOOLS
THIS PROGRAM IS SERVED BY OUR TECHNOLOGY INFLOW ACTIVITY WHICH IS LARGELY DEMAND DRIVEN. ENCOURAGE CDN COS TO EXAMINE ISRAELI TECHNOLOGY USING TECHNOLOGY INFLOW PROGRAM SUPPORT. ALSO, ASSIST ENTREPRENEURIAL IMMIGRANTS.

TWO JV'S, 10 NEW BUSINESS STARTUPS, VIA ENTREPRENEURIAL IMMIGRATION PROGRAM.

AGRI & FOOD PRODUCTS & SERVICE FOOD HANDLING, PROCESSING EQUIP
THIS PROGRAM IS SERVED BY OUR TECHNOLOGY INFLOW ACTIVITY WHICH IS LARGELY DEMAND DRIVEN. ENCOURAGE CDN COS TO EXAMINE ISRAELI TECHNOLOGY USING TECHNOLOGY INFLOW PROGRAM SUPPORT. ALSO, ASSIST ENTREPRENEURIAL IMMIGRANTS.

TWO JV'S, 10 NEW BUSINESS STARTUPS, VIA ENTREPRENEURIAL IMMIGRATION PROGRAM.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5
89/02/08

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

342 - TEL AVIV

ISRAEL

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

PROMOTION OF PARTICIPATION IN J-V'S IN CANADA
BASED ON CONTRIBUTION OF ISRAELI TECHNOLOGY.
EQUITY IN EXCHANGE FOR TECHNOLOGY (RATHER THAN
CAPITAL, WHICH IS CONTROLLED).

SERIES OF VISITS IN TERRITORY HAS HAD WIDER
IMPACT THAN ANTICIPATED. POST RECEIVES SEVERAL
ENQUIRIES PER WEEK FROM ISRAELI FIRMS ABLE AND
WILLING TO INVEST CAPITAL AS WELL.

QUARTER : 2

Primarily passive.
Responding to enquiries.

4 Israeli firms investigating establishing
manufacturing facilities in Canada.

QUARTER : 3

QUARTER : 4

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :342-TEL AVIV

Visit of NRC CDA-Israel MOU co-ord. Roy Lake in Aug. Post located/arranged visit w/32 cos & ascertained technological Assisted Nautel, Hlfx, w/their nego'ns w/Min. of Comm. & made represent'ns on their behalf to Min. of Ind. & Trade to 1988 Annual Questionnaire on World Wheat and Coarse Grains completed.

REPORT 4
89/02/06

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 :324-TUNIS

016-INDUSTRIAL MACHIN,PLANTS,SERV.
TUNISIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	ASSISTER LA SOCIETE SMC DANS LES DERNIERES PHASES DE L'OCTROI DU CONTRAT - BARRAGE BARBARA.	SIGNATURE DU CONTRAT
	SECURISER AUPRES DES AUTORITES TUNISIENNES L'INCLUSION DES SERVICES DE SOGEC/IDEONIC LAVALIN DANS L'ENVELOPPE CANADIENNE, SANS AOI, POUR LE PROJET CHU BOURGUIBA.	FINALISATION DES NEGOTIATIONS ET OCTROI DU CONTRAT AU CANADA.
	ASSISTER LA SOCIETE TRIAD ENGINEERING DANS SES NEGOTIATIONS POUR LE PROJET DE L'EXTENSION DE LA RAFFINERIE DE BIZERTE.	SELECTION DE TRIAD ET OCTROI DU CONTRAT.
	PROMOUVOIR L'INDUSTRIE CANADIENNE SPECIALISEE DANS LA GESTION DES PROJETS POUR LE PROJET DE L'AMENAGEMENT DU LAC DE TUNIS.	SOUSSION PAR AU MOINS UNE SOCIETE CANADIENNE.
	PROMOUVOIR COMPETENCES CANADIENNES DANS SECTEUR PATE ET PAPIER AUPRES DES AUTORITES LOCALES (SNCPA).	SOUSSION PAR AU MOINS UNE FIRME CANADIENNE POUR LE PROJET DE L'EXTENSION DE L'USINE PAPIER KRAFT A KASSERINE.

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

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :324-TUNIS

001-AGRI & FOOD PRODUCTS & SERVICE
TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

REGLEMENT DES CLAUSES SANITAIRES (VACCINS ET AUTRES)

SIGNATURE D'UNE NOUVELLE CONVENTION SANITAI-
RE POUR LES GENISSES

ASSISTANCE A LA COMPAGNIE VENTES INT'L D'ANIMAUX DU QUEBEC POUR
REVENIR EN TUNISIE HONORER ET SAUVER AINSI LA REPUTATION CDN.

ACCOMPLISSEMENT DU CONTRAT DEJA SIGNE EN 1986

IDENTIFICATION D'UNE OPPORTUNITE POUR OFFRIR DES SERVICES CANA-
DIENS DANS LE DOMAINE DE LA TRANSPLANTATION EMBRYONNAIRE ET
L'INSEMINATION ARTIFICIELLE.

SOUMISSION PAR AU MOINS UNE SOCIETE CANADIEN-
NE POUR L'OFFRE DE SES SERVICES.

SEEDS & SPECIAL CROPS

CONTINUER DISCUSSIONS AVEC AUTORITES LOCALES A PROPOS DES QUES-
TIONS TECHNIQUES ET SANITAIRES RELATIVES AUX SEMENCES CANADIENNES

REGLEMENT DU PROBLEME SANITAIRE ET SIGNATURE
D'UNE CONVENTION ENTRE LES DEUX PAYS.

CONTINUER A SENSIBILISER LES UTILISATEURS TUNISIENS SUR LA BONNE
QUALITE DE LA SEMENCE CANADIENNE ET SON RENDEMENT.

INTRODUCTION SUR LE MARCHÉ, A TITRE EXPERI-
MENTAL DE NOUVELLES VARIETES.

ASSISTANCE A POTATOES CANADA DANS SES EFFORTS DE PENETRATION DU
MARCHÉ.

ACCEPTATION DE QUELQUES LIVRAISONS SEMI-COM-
MERCIALES.

INTENSIFIER LES CONTACTS AVEC LES HAUTS RESPONSABLES DU MINISTERE
DE L'AGRICULTURE EN VUE DE FAIRE VALOIR LA QUALITE CANADIENNE.

OBTENTION D'UN PERMIS D'IMPORTATION REGULIER
COMME C'EST LE CAS POUR D'AUTRES PAYS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION & ORGANISATION DE LA MISSION EN
TUNISIE DES RESPONSABLE DE L'OBPMB; SENSIBILISA-
TION SUR LA QUALITE DES HARICOTS EN PROVENANCE
DU CANADA (SEANCES D'INFORMATION, PROJECTION DE
FILM).

BON DEROULEMENT DE LA MISSION. SATISFACTION DE
LA PARTIE TUNISIENNE SUITE AU 1ER CONTRAT DE 700
MT. PROPOSITION D'UN ACCORD A LONG TERME DE
FOURNITURE A LA TSIE DE SES BESOINS EN NAVY
BEANS(HARICOTS BLANCS) A L'ETUDE.

QUARTER: 1 SUIVI DE NOTRE TOURNEE AU SUD TUNISIEN DANS LE
CADRE DU SECTEUR DE LA PECHE.

CONFIRMATION DE LA PARTICIPATION DE 5 SOCIETES
CANADIENNES AU SALON INTL. DE LA PECHE, PREVU
POUR LE MOIS DE SEPTEMBRE.

QUARTER: 1 ORGANISER MISSION DE POTATOES CANADA AVEC REMISE
DU DOSSIER AUX AUTORITES TUNISIENNES (PROBLEME
PHYTOSANITAIRE)

AUTORITE TUNISIENNES DEMEURENT INTRANSIGEANTES
DERRIERE FACADE DES RECOMMANDATIONS EPP0;
TENTATIVE DE DISCUSSIONS BILATERALES LORS DE
RENCONTRE NAPPO/EPP0.

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POST :324-TUNIS

001-AGRI & FOOD PRODUCTS & SERVICE
TUNISIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 2 Preparation et organisation de la mission en Tunisie de hauts fonctionnaires d'Agriculture Canada relative au dossier des semences de pommes de terre.

Ref. mission entre ds le cadre du suivi des discussions bilaterales NAPPO-Eppo. Bon deroulement -Remise d'un dossier complet sur probleme sanitaires aux autorites locales. Reaction et resultat prevus pour 1 exercice en cours.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :324-TUNIS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

EXPLORER POSSIBILITES DU RELANCEMENT DU PROJET DU RESEAU PRIVE DE TELECOMMUNICATIONS AVEC MINISTERE DE L'INTERIEUR.

OBTENIR INDICATION DEFINITIVE SUR LE SORT DE CE PROJET ET PERSPECTIVES POUR BCI.

PROMOTION D'UNE COOPERATION TECHNIQUE ENTRE LES MINISTERES CANADIEN ET TUNISIEN DE COMMUNICATIONS DANS LE DOMAINE DE LA GESTION DU SPECTRE.

ETABLISSEMENT D'UN PROGRAMME D'ASSISTANCE TECHNIQUE ENTRE LES 2 MINISTERES.

PROMOTION D'UN ACCORD TUNISO-CANADIEN DE COOPERATION SCIENTIFIQUE EN MATIERE DE TELECOMMUNICATIONS.

COMMENCER UN DIALOGUE ENTRE AFF. EXT. DOC ET GOVT. TUNISIEN SUR UN ACCORD POSSIBLE.

PROMOTION DES MANUFACTURIERS CANADIENS D'EQUIPEMENTS DE COMMUTATION AUPRES DES PTT TUNISIENNES.

SOUSSIONS PAR AU MOINS UNE FIRME CDNNE POUR L'ETABLISSEMENT D'UNE SOCIETE MIXTE TUNISO-CDNNE POUR LE MONTAGE D'EQUIPEMENT.

INFORMER L'INDUSTRIE CANADIENNE DES PRINCIPAUX PROJETS EN TELECOMMUNICATIONS DANS LE CADRE DU NOUVEAU PLAN ECONOMIQUE.

SOUSSION PAR AU MOINS DEUX SOCIETES CANADIENNES EN REPOSE AUX AOI.

BROADCASTING (INC CATV)

ASSISTER CCC DANS LA FINALISATION DE LEUR CONTRAT (FINANCEMENT, FORMATION ETC..) AVEC LES PTT-RADIO-DIFFUSION.

OCTROI FINAL DU CONTRAT AVEC MISE EN PLACE DES INSTRUMENTS DE FINANCEMENTJ

ETABLIR CONTACT AVEC ARAB SPACE SCENE (GROUPE MANGO) AFIN DE PRESENTER COMPETENCE ET EXPERTISE CANADIENNES.

IDENTIFICATION D'AU MOINS UN PROJET CONJOINT AVEC LE CANADA EN TELEDIFFUSION PAR SATELITE.

FAIRE PRESENTER SERVICES/EXPERTISES DE RADIO CANADA AUPRES DE HAUTS FONCTIONNAIRES DE LA TELEDIFFUSION.

ETABLIR UNE COOPERATION INSTITUTIONNELLE ENTRE LA RADIO CANADA ET LES PTT.

PROMOUVOIR EXPERTISE CANADIENNE EN GESTION DU RESEAU CABLE POUR TV AVEC SECTEUR PRIVE TUNISIEN.

ETABLISSEMENT D'UNE SOCIETE MIXTE DANS L'INDUSTRIE DES INSTALLATIONS CABLES TV.

PROMOUVOIR MANUFACTURIERS CANADIENS DES ANTENNES ET EMETTEURS RADIO/TV AUPRES DES PTT TUNISIENS.

SOUSSION PAR AU MOINS UNE COMPAGNIE CANADIENNE EN REPOSE AUX AOI MENTIONNES CIBAS.

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POST :324-TUNIS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION ET ORGANISATION D'UNE MISSION EN TUNISIE DE HAUTS FONCTIONNAIRES DU DOCOTT (CADRE DU PROJET DE LA GESTION DU SPECTRE).
ACHEVEMENT DE LA 1ER PHASE DE COOPERATION TECHNIQUE ENTRE 2 MINISTERES DE COMMUNICATIONS; SOUMISSION D'UNE PROPOSITION POUR LA 2EME PHASE DE COOPERATION (ETUDE DE FAISABILITE DETAILLE) A TRAVERS LA PARTICIPATION D'UNE SOCIETE CONNE.

QUARTER: 2 Assister SR Telecom dans la preparation de leur soumission pour telephonie rurale. Preparation des rapports sur financement concurrentiel offert pour projets de Northern Telecom et Leblanc and Royle.
Amelioration de la position canadienne pour Northern Telecom et L & R Telecom au sein des PTT au niveau technique et financier. Decision attendue avant fin 1988.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :324-TUNIS

Visite d'une delegation importante pr la participation cdne
au SIPAT 88 (Salon International de la Peche).

Visite de la mission commerciale du Gouvernement du Quebec
(7 societes).

Visite de deux hauts fonctionnaires d'Agriculture Canada
(cadre projet vente semences de pommes de terre).

Visite de liaison des responsables de la SEE pour la Tunisie
(cadre ligne de credit).

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POST :321-YAOUNDE

007-POWER & ENERGY EQUIP. & SERV.
REPUBLIC OF CAMEROON

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

OBTENIR LE PROGRAMME D'APPROVISIONNEMENT ANNUEL DE LA SONEL ET LE
DISTRIBUER AUX SOCIETES CANADIENNES.

ENCOURAGER LES FOURNISSEURS POSSIBLES A
APPROCHER LA SONEL.

APPUYER LE CONSORTIUM CANADIEN CHARGE DES ETUDES POUR LE PROJET
DE BARRAGE DU NACHTIGAL.

FINALISATION DES ETUDES DE FAISABILITE ET
PREPARATION DE L'AVANT PROJET DETAILLE

APPUYER LE CONSORTIUM CANADIEN POURSUIVANT LA REALISATION D'UN
PROJET DE DISTRIBUTION DE GAZ GPL.

DEPOT DE L'AVANT PROJET DETAILLE ET NEGOCIA-
TION QUANT A SA REALISATION.

APPUYER LE SECTEUR PRIVE DANS LE SECTEUR DES MICRO-CENTRALES.

ETUDES ET EVENTUELLEMENT REALISATION DE
MICRO-CENTRALES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 APPUYER LE CONSORTIUM CANADIEN QUI A OBTENU UNE
ENTENTE POUR REALISER LES ETUDES POUR LE PROJET
DE BARRAGE DU NAGHTIGAL.

AVONS FAIT DES REPRESENTATIONS AUPRES DES NOU-
VEAUX MINISTRES DU PLAN ET DES MINES, EAU ET
ENERGIE AINSI QU'AUPRES DE LA SONEL.

QUARTER: 1 APPUYER LES EFFORTS DES SOCIETES CANADIENNES
POURSUIVANT DES PROJETS PRECIS.

UNE SOCIETE CANADIENNE A OBTENU UN MCPP POUR LES
ETUDES CONCERNANT LE PIPELINE LIMBE-DOUALA.

QUARTER: 2 Appuyer le consortium canadien poursuivant la
realisation d'un projet de distribution de gaz
GPL. Encourager les fournisseurs Cdns du domai-
ne electrique a s'interesser aux contrats.

Realisation de cet important proj.,une delega'n
technique Cmrnse est a suivre une formation de
3 semaines au Cda sous l'egide du consortium.
Apres consulta'n avec la mission,3 soc. cdnes
ont obtenus/PDME pr prospector le marche Cmrns.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :321-YAOUNDE

014-EDUCATION,MEDICAL,HEALTH PROD
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROJET DE CONSTRUCTION DE 6 LYCEES TECHNIQUES.

TRAVAUX EN COURS

SUIVRE DE PRES L'EVOLUTION DES PROJETS D'EDUCATION ENVISAGES PAR
LE CAMEROUN EN COLLABORATION AVEC LA BANQUE MONDIALE.

IDENTIFICATION DE POSSIBILITES COMMERCIALES
POUR LES SOCIETES CANADIENNES.

PROJET INCINERATEURS PATHOLOGIQUES

IDENTIFICATION DE POSSIBILITES COMMERCIALES
POUR LES SOCIETES CANADIENNES.

EFFECTEUR DES REPRESENTATIONS AUPRES DU CENTRE UNIVERSITAIRE DE
LA SANTE POUR LA VENTE DE VALVES CARDIO-VASCULAIRES.

IDENTIFICATION DE POSSIBILITES COMMERCIALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 S'assurer de l'evolu'n normale de l'avancement
des travaux de construction de 6 lycees
techniques. Effectuer un suivi des projets
d'education de la Banque Mondiale.

Nombreuses interven'ns ont ete faites par la
miss. aupres des autorites locales pr s'assurer
que les decaissements de la contrepartie Cmrsnes
s'effectuaient selon l'echeancier prevu.L'appui
fourni par la miss. permet proj.educa'n/Tchad.

QUARTER: 3 -----

QUARTER: 4 -----

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POST :321-YAOUNDE

015-CONSTRUCTION INDUSTRY
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FAIRE DES REPRESENTATIONS AUPRES DES AUTORITES LOCALES EN APPUI
AUX SOCIETES CANADIENNES INTERESSEES AU PROJET D'ADDITION D'EAU
DE DOUALA.

OCTROI D'UN CONTRAT SOUS LA SURVEILLANCE ET
LE CONTROLE DES TRAVAUX ET POSSIBILITE DE
VENTE D'EQUIPEMENT.

FOURNIR DE LA DOCUMENTATION RT ORGANISER DES RENCONTRES ENTRE DES
SOCIETES CANADIENNES DU SECTEUR ET LES RESPONSABLES CAMEROUNAIS
AUTANT DU SECTEUR PUBLIC QUE PRIVE.

MEILLEURE CONNAISSANCE DES TECHNIQUES ET MA-
TERIAUX UTILISES AU CANADA.

ETABLIR DES CONTACTS PLUS FREQUENTS AVEC LES AUTORITES LOCALES
DANS LE SECTEUR DE L'HABITAT ET DE LA CONSTRUCTION.

MEILLEURE COMPREHENSION DU SECTEUR DE L'HABI-
TAT ET DE LA CONSTRUCTION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FAIRE DES REPRESENTATIONS AUPRES DES AUTORITES
LOCALES EN APPUI AUX SOCIETES CANADIENNES
INTERESSEES AU PROJET D'ADDITION D'EAU DE
DOUALA.

AVONS FAIT DES REPRESENTATIONS D'APPUI AUPRES
DE LA PRESIDENCE ET DES NOUVEAUX MINISTRES DU
PLAN & DES MINES,EAU ET ENERGIE.LA VISITE DU
DIRIGEANTS DU CONSORTIUM CANADIEN FUT EGALEMENT
TRES UTILE.

QUARTER: 2 Faire des representations aupres des autorites
locales en appui aux societes canadiennes
interesseees au projet d'adduction d'eau de
Douala.

Des dev. majeurs sont intervenus au cours de la
derniere visite du consortium Cdn alors que les
autorites locales ont laisse entrevoir la possi-
bilite de nego'ns gre a gre avec le consortium
sous reserve del'apport d'une enveloppe

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 :321-YAOUNDE

009-FOREST PRODUCTS,EQUIP,SERVICES
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

GARDER LE CONTACT AVEC LA SEE ET L'ACDI EN VUE DE REALISER DES
VENTES DE BIENS ET SERVICES CANADIENS DANS CE SECTEUR.

VENTES PREVUES DE \$30 MILLIONS

CONTINUER LES CONTACTS AVEC LE CENADEFOR ET LES CONSULTANTS
CANADIENS, RESPONSABLES DE LA PROMOTION DES PME FORESTIERES.

VENTES PREVUES DE \$30 MILLIONS

EXPLORER LE SECTEUR DE TRANSFORMATION DU BOIS.

IDENTIFIER UN OU DEUX PROJETS INTERESSANTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 GARDER LE CONTACT AVEC LA SEE ET L'ACDI EN VUE
DE REALISER LES VENTES DE BIENS ET SERVICES
CANADIENS DANS CE SECTEUR.

LE TRIMESTRE A VU LA CONCRETISATION DU FINANCE-
MENT SEE/ACDI D'UNE VALEUR DE 16\$ MILLIONS POUR
LA CONSTRUCTION ET LA FOURNITURE D'EQUIPEMENT
POUR UNE SCIERIE-ECOLE.

QUARTER: 1 EXPLORER LE SECTEUR DE LA TRANSFORMATION DU
BOIS.

SUITE A UN SUIVI REGULIER AUPRES DE LA SOCIETE
NAT'LE D'INVSTMT, UN GROUPE CDN A REMPORTE UN
APPEL D'OFFRES INT'L PR EFFECTUER UNE ETUDE SUR
UN COMPLEXE INTEGRE A SANGMELIMA.

QUARTER: 2 Garder le contact avec SEE et ACDI en vue de
realiser des ventes de biens et services
canadiens dans ce secteur.

Le CDM et la section commerciale ont fait des
representations aux autorites locales en vue de
faire avancer le dossier de la scierie-ecole pr
laquelle un financement de \$16 millions est en
place (SEE - ACDI).

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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 :321-YAOUNDE

008-TRANSPORT SYS,EQUIP,COMP,SERV.
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUIVRE LE DEVELOPPEMENT DU PROJET DE DEVELOPPEMENT PORTUAIRE DU
GRAND BATANGA.

IDENTIFICATION DE POSSIBILITES COMMERCIALES.

ENCOURAGER L'ACHAT DE CAMIONS CANADIENS DANS LES SECTEURS CIVILS
ET MILITAIRES.

VENTES DE CAMIONS CANADIENS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 GARDER UN CONTACT REGULIER AVEC LES SOCIETES
CAMAIR ET REGIFERCAM.

AVONS REVU DIRECTEUR GENERAL DE LA CAMAIR
CONCERNANT POSSIBILITE DE VENTE DE 2 DASH-8.

QUARTER: 2 Encourager l'achat de camions canadiens dans les
secteurs civils et militaires.
Encourager l'achat de nouvel equipement canadien
dans les secteurs civils et militaires.

Avons eu des discussions d'ordre technique avec
Ministere du Plan.Le Cameroun s'est dit pret a
conclure un contrat commercial rapidement.Les
autorites Cmrnses ont signe un bon de commande
en vue de la livraison de 2 helicopteres Cdns.

QUARTER: 3 -----

QUARTER: 4 -----

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

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

POST :321-YAOUNDE

- Visite du Directeur pour l'Afrique de la société pour l'Expansion des Exportations (SEE).
- Signature d'une nouvelle convention de coopération industrielle Canado-Camerounaise.
- Signature a Ottawa d'un protocole d'appui technique entre l'assemble nationale du Cameroun et le GRDI.
- Missions de consultants en vue de la mise en place d'une ligne de credit ACIDI pour produits de base.
- Mission d'operationnalisation de renforcement d'entreprises (cooperation industrielle).

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Program quarterly activity report
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