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1990 *March*  
STORAGE

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

QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS

Dept. of External Affairs  
Min. des Affaires extérieures  
OTTAWA

MAR 26 1990

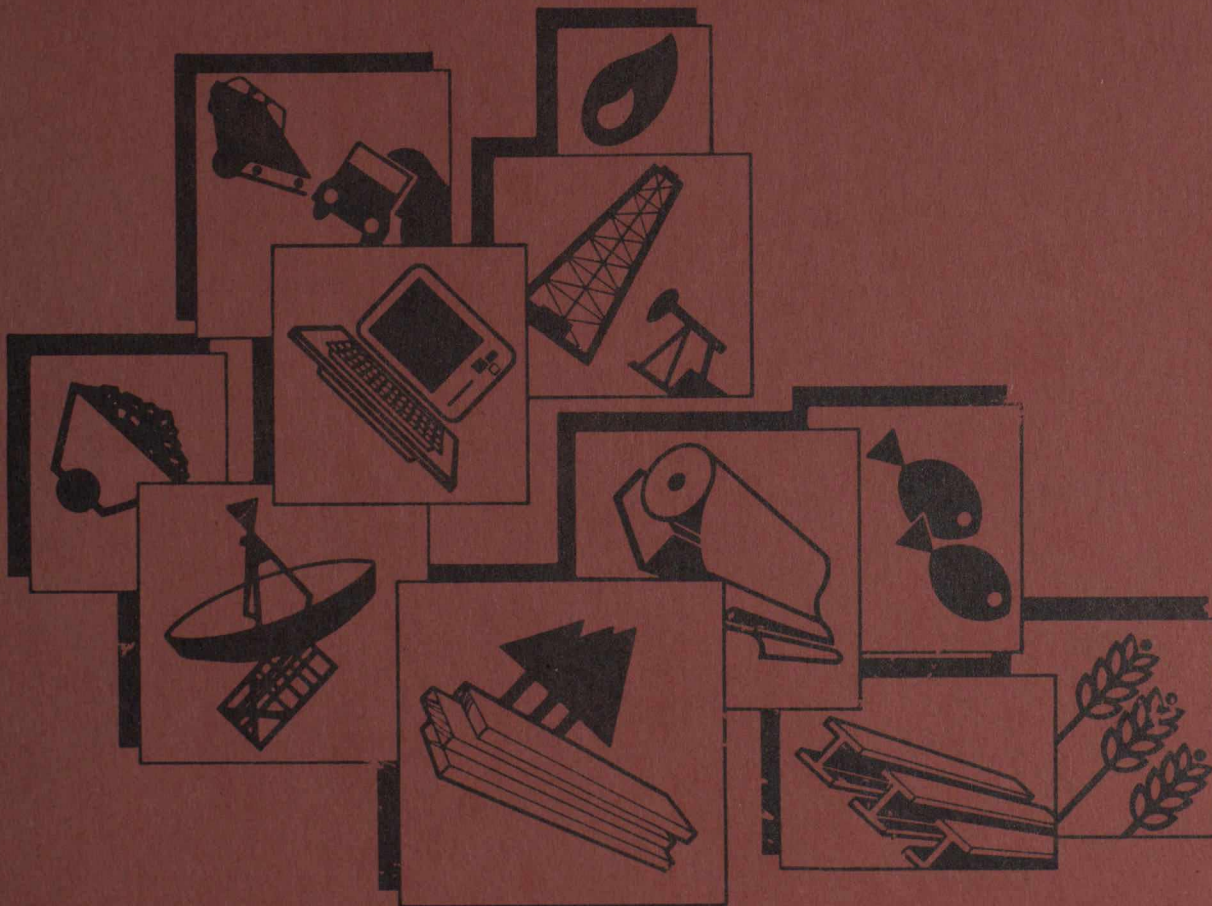
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EUROPE

JANUARY - MARCH 1990  
(4th QUARTER FY 1989-90)

JANVIER - MARS 1990  
(4<sup>e</sup> TRIMESTRE, AF 1989-90)

NON-CIRCULATING ?  
CONSULTER SUR PLACE



JUNE 1990  
JUNE 1990

Affaires extérieures et  
Commerce extérieur Canada

External Affairs and  
International Trade Canada

Canada





## TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

### Quarterly Activity Report January - March 1990

Following is the Activity Report for the quarter ending March 31, 1990. This report contains a synopsis of activities and results by sector and subsector reported by the missions in Europe, matched against the proposed activities identified in their 1989/90 post plan. It also contains a report of special unplanned activities that took place during the report period.

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

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

## PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

### Rapport trimestriel des activités Janvier - Mars 1990

Voici le Rapport des activités du trimestre qui a pris fin le 31 mars 1990. Le rapport contient un résumé des activités et des résultats déclarés par les missions en Europe, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de missions de 1989/90. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

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





**EUROPE**

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

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POST :401-ANKARA

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV  
TURKEY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: ALL SUB-SECTORS

FINAL NEGOTIATIONS OF LLAD CONTRACT  
CONTRACT AWARD TO CDN SUPPLIER

AGGRESSIVE MARKETING OF CDN TRANSPORT AIRCRAFT CAPABILITY  
SHORT LISTING OF CDN SUPPLIER

VISIT TO CDA BY TURKISH MINISTER OF NATIONAL DEFENCE  
PROMOTE CDN CAPABILITY IN DEFENCE SECTOR & ADATS/DASH-8/CL-

PRESENT A BRIEFING BY DEHAVILLAND AIRCRAFT OF CDA LTD.  
PROMOTE DASH-8

ORGANIZATION OF VISIT OF CDN DEFENCE MISSION TO TERRITORY  
INCREASE FAMILIARITY OF TURKISH MILITARY WITH CDN DEFENCE

215T SELECTION OF ADATS

SYSTEMS; HELP CDN FIRMS KNOW TURKISH MILITARY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Assist Canadian company to win LLAD competition  
-Promote Canadair suppliers of coastal patrol aircraft  
-Assist CC in helicopters co-production project

-Company participated in Idea 89 and Paris Air Show. Minister of Defence visited stand.  
-Post organized briefing for MOD by one supplier  
-Evaluation is continuing. Canadian supplier is in the lead.

QUARTER: 2 -Assist Cdn company to win LLAD competition  
-Assist Cdn company to introduce S-2E Tracker upgrade capabilities.  
-Assist Cdn company to qualify for maintenance programme on newly acquired TAF F-5 aircraft.

-The Cdn bidder plus the French competitors are now only two contenders being evaluated.  
-Cdn firm will give TAF a tech briefing on prog.  
-TAF has invited Cdn bidder to apply to give technical briefing.

QUARTER: 3 -Assist Cdn company to win LLAD competition  
-Assist Cdn co in mrktg of jet train. aircraft  
-Asst Cdn co in mrktg Tracker re-engining capab.  
-Asst Cdn co in precision approach radar co-production project

-Cdn bidder expected to receive new questionnaire for further clarification of bid info  
-Cdn co briefed Turkish mil & will submit a bid  
-T Navy briefed by Cdn co & info on ASW expected  
-Cdn co signed a pre agrmnt w/State Avionics Co.

QUARTER: 4 -Assist Cdn co to win LLAD competition. -Assist Cdn co in mktg Tracker re-engining capab. - Assist Cdn co in prequalification for RPV proj. - Assist Cdn coys in prequalification for TAFICS prj.- Preparation of Bell Helicopter bid.

-Work on re-definition of qty of reqmnt is continuing, Cdn co will receive new RFP - Cdn co short-listed & submitted its proposal. - Cdn co short-listed & briefed Turkish military.  
-3 Cdn coys short-listed & attended TAFICS brief

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POST :401-ANKARA

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:URBAN TRANSIT

COMPLETION OF FINAL NEGOTIATIONS ON ANKARA URBAN TRANSIT PRO  
SIGNING FINAL CONTRACT AND START OF CONSTRUCTION WORK

PREPARATION OF A TURNKEY PROPOSAL FOR BURSA LIGHT RAIL TRANS  
AN ATTRACTIVE PACKAGE MAY RESULT IN A CONTRACT AWARD ON SOLE

SOURCE BASIS

SUBMISSION OF A PROPOSAL TO IZMIR MUNICIPALITY - STUDY  
AN EXTERNALLY-FUNDED STUDY COULD LEAD TO AWARD OF STUDY

CONTRACT TO CDN FIRMS ON SOLE SOURCE BASIS

ORGANIZE A BRIEFING ON CDN RAIL COMMUTER TECHNOLOGY  
INFLUENCE THE SPECIFICATIONS TO FAVOUR CDN TECHNOLOGY

SECURE AT LEAST ONE CDN BIDDER FOR EACH TENDER  
CONTRACT AWARDS TO CDN FIRMS

SUB-SECTOR:AEROSPACE

SUBMISSION OF A PROPOSAL FOR LEASE OF TWO FEEDER LINE AIRCRA  
PENETRATING OF TURKISH CIVIL AVIATION MARKET

START TALKS ON CO-PRODUCTIONS OF REGIONAL CARRIER  
CONCLUSION OF AGREEMENT TO CO-PRODUCE AIRCRAFT DASH-8

SUBMISSION OF A PROPOSAL TO SUPPLY FOREST FIRE AIRCRAFT  
CONTRACT AWARD FOR SUPPLY OF FOREST FIRE FIGHTING AIRCRAFT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Assist Canadian Consortium (CC) in concluding  
negotiations for Ankara Urban Transit Project  
(AUTP)  
-Assist Canadian company in winning contract for  
vessel traffic system for Turkish straits

-Significant progress was made on financing  
package. Full agreement expected in July.

-Canadian company has begun working with Turkish  
authorities to prepare tender documents.

QUARTER: 2 -Provide on going assistance to Cdn consortium  
to overcome financing agreement hurdles in  
Ankara Urban Transit Project.  
-Brief Mayor of Izmir and staff on Cdn capabili-  
ty in urban transit.

-Slow progress continues to be made. Mayor of  
Ankara placated and will be patient until finan-  
cial package completed.

-CC has submitted a well prepared proposal to  
City of Izmir. Evaluation continues.



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POST :401-ANKARA

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.  
TURKEY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 -Ankara metro financial package  
-Bursa & Izmir Rapid Transit Projects  
-Vessel Traffic Management in Turkish Straits  
-Railway investment program 1990  
-Visited railway car manufacturing facility

-Financial protocol signed October 1989  
-Briefed company & Mun officials on progress  
-Approached Ministry on behalf of company  
-Obtained bid opportunities for electric locos.  
-Obtained details as to J/V opportunities

QUARTER: 4 -Ankara Metro: Final negotiations on finan. package. - Bursa Rapid Transit Project. - Vessel Traffic Management System. - Turkish air transp (THT) project to proc aircraft.

Agreem. reached on all major aspects, except few issues yet to be solved re repaym.guarantee. - 2 Cdn firms short-listed for eng.serv.tender. -Cdn co approach re BOT model under consideration. - Cdn co short-listed & its bid under evaluation.

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POST :401-ANKARA

SECTOR :007-POWER & ENERGY EQUIP. & SERV.  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:HYDRO

CONCLUSION OF FUNDING ARRANGEMENTS FOR LAMAS RIVER PROJECT  
CONTRACT SIGNING

PROMOTION OF CDN HYDROELECTRIC CAPABILITY  
HAVE AT LEAST ONE CDN FIRM TO ENTER NEGOTIATIONS WITH

PROMOTE CDN CAPABILITY FOR REHABILITATION OF HYDRO PLANTS  
AWARD OF CONTRACT TO AT LEAST ON CDN FIRM FOR HEPP UPGRADING

REPORT ON OPPORTUNITIES IN HYDRO-POWER -POWER GEN. SECTOR  
ENCOURAGEMENT OF CDN SUPPLIERS TO CONSIDER OPPORTUNITIES IN

TURKISH GOV'T FOR A DAM & HEPP PROJECT ON BOT BASIS

PROGRAM

TURKEY, ESPECIALLY IN GAP REGION

SUB-SECTOR:THERMAL

SELECTION OF ONE OF THE TWO INTERNATIONAL CONSORTIA  
SUB-CONTRACT AWARD FOR CANADIAN FIRM

PROMO. OF CDN TECH IN LIGNITE UPGRADING FOR POWER GENERATION  
OPENING OF NEW OPPORTUNITIES FOR CDN ENGINEERING COMPANIES

PROMO. OF CDN TECH. IN UPGRADING OF EXISTING THERMAL PLANTS  
CONTRACT AWARD TO A CDN FIRM FOR IMPLEMENTATION WORK ON

IN POWER DEVELOPMENT

THERMAL POWER PLANT REHABILITATION PROGRAM.

SUB-SECTOR:NUCLEAR

OBTAINING OF \$1.5 BN FINANCING;ACCEPTANCE OF BOT FORMULA.  
ACCEPTANCE OF BOT BY CDN GOVT & SECURING FINANCING WILL RE-

COMPLETION OF NEW FUNDING FORMULA PROP.-NEW FOREIGN PARTICI.  
SIGNING OF CONTRACT

SULT IN CANDU SALE. CANDU TECH. IS FAVOURED BY TURKISH GOVT.

SUB-SECTOR:TRANSMISSION

PARTI. BY CDN FIRMS IN TURKISH POWER TRANS. LINE PROJECTS  
SECURING OF CONTRACT

PUBLICIZATION OF DETAILS OF TURKISH POWER LINE CONST.PROJECT  
PARTICIPATION OF AT LEAST ONE CDN COMPANY IN TENDERING PRO-

CESS FOR TURKISH POWER LINE CONSTRUCTION PROJECTS.



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POST :401-ANKARA

SECTOR :007-POWER & ENERGY EQUIP. & SERV.  
TURKEY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Assist CC in finalization of Lamas River hydro-project  
-Promote Canadian capability in high voltage power transmission sector

-Agreement has been reached on security structure. Contract expected in next quarter.  
-CC has been shortlisted for turnkey construction of Ataturk Dam-Istanbul 380 KV corridor

QUARTER: 2 -Assist CC in Lamas River Hydro-Project.  
-Promote Canadian capability in high voltage power transmission sector

-CC is close to signing final contract; minor issues yet to be settled  
-A Cdn bid has been submitted for the Turkish Electrical Authority conductor tender.

QUARTER: 3 -Assist CC in Lamas River Hydro-Project  
-Promote Canadian capability in high voltage power transmission sector

-CC has been asked to improve its total project cost in view of comparative costs of other BOT HEPP projects  
-Some Cdn companies have obtained through Post biddocs of power line tower construction tender

QUARTER: 4 Promote Canadian HV transmission cable sales.

Cdn company established contact w/turn-key contractors of HV trans lines for sale of cables.

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POST :401-ANKARA

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MACHINERY AND EQUIPMENT

INCREASE OF CALLS ON POTENTIAL CLIENTS-MINIMUM ONE/MONTH  
MORE EFFECTIVE PROMOTION OF CDN CAPABILITIES IN OIL/GAS

SECTOR. INCREASE AWARENESS OF NEW OPPORTUNITIES.

SEMINAR ON TECH FOR RECOVERY OF HEAVY OIL  
WINNING OF A CONSULTANCY CONTRACT TO ASSIST TPAO IN HEAVY

OIL EXTRACTION. FOLLOW-UP EQUIPMENT CONTRACTS.

INCOMING/OUTGOING MISSION FOR NATURAL GAS APPLICATIONS TECH.  
WINNING OF AT LEAST ONE NEW CONTRACT FOR CDN FIRM IN GAS

TECH APPLICATIONS. SUB-CONTRACTS FOR CDN MANUFACTURED EQPT.

ONE INCOMING AND ONE OUTGOING OIL AND GAS MISSION  
INVOLVEMENT OF AT LEAST ONE CDN ENGINEERING/CONSULTING FIRM

IN IRAN/TURKEY PIPELINE & IN SEVERAL NATURAL GAS CONVERSION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Assist CC in bidding on various gas distribu-  
tion projects  
-Promote Canadian capability in underground  
storage of natural gas  
-Promote Canadian capability in sector  
-Provide counsel to a Canadian firm to submit  
bid on important pipeline project.

-CC is negotiating for construction of pipeline  
extension to Ereğli steel mill  
-Canadian companies have not followed up  
-Minister and General Director of TPAO visiting  
Canada in September  
-After extensive meetings in Turkey the Cana-  
dian company has selected a local partner and  
submitted a bid; local info indicates firm is  
well placed.

QUARTER: 2 -----

QUARTER: 3 -Assist Novacorp in bidding for engineering ser-  
vices for pipelines connecting major cities to  
the main line stretching from the Bulgarian bor-  
der to Ankara carrying natural gas imported from  
USSR.

-Nova obtained the contract for the project  
which is approx US \$3.5 million. Nova's current  
contract with the Turkish Pipeline Corp. (BOTAS)  
was also extended (US \$1.0 M).

QUARTER: 4 Asst. Cdn companies in follow-up natural gas  
(NG) distribution projects  
-Asst. Candev Energy Inc in compressed NG trans-  
portation project with BOTAS

-2 Cdn companies are expected to bid  
-BOTAS & Candev decided to conduct feasibility  
studies separately & are currently working to  
complete the studies.



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POST :401-ANKARA

SECTOR :010-MINE,METAL,MINERAL PROD & SRV  
TURKEY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ORGANIZATION OF A FABRICATED STEEL PRODUCTS SUPPLIER MISSION  
INCREASED FAMILIARITY OF TURKISH BUYERS WITH CDN STEEL

INDUSTRY.

ASSIST SRVCE COS WHICH IS NECESSARY STEP/OPENING SECT.IN CDA  
SEE BELOW.

SUB-SECTOR:EQUIPMENT AND MACHINERY

BIDDING SUPPORT FOR CDN FIRM PURSUING UPGRADING-LEAD PLANT  
AWARD CONTRACT FOR PROJECT IMPLEMENTATION TO A CDN FIRM

PROMOTION OF CDN CAPABILITY IN ALUMINUM PLANT MODERNIZATION  
AWARD OF CONTRACT TO A CANADIAN FIRM

PROMOTION OF CDN CAPABILITY - MODERNIZATION OF COPPER PLANT  
CONTRACT AWARD TO CDN FIRM FOR ENGINEERING SERVICES AND PRO-

JECT IMPLEMENTATION/MANAGEMENT

SUB-SECTOR:MINE DEVELOPMENT SERVICES

COMPLETION OF TENDERING PROCESS BY CDN FIRM FOR MINE DEV'T  
CONTRACT AWARD TO CDN FIRM FOR MINE DEVELOPMENT SERVICES

PROMOTION OF CDN CAPABILITY IN COPPER SURVEY PROJECT  
AWARD OF CONTRACT TO ONE CDN FIRM

PROMOTION OF CDN CAPABILITIES IN COAL MINE DEVELOPMENT  
INCREASE FAMILIARITY OF TURKISH COAL PRODUCING FIRMS WITH

CDN EXPERTISE

PROMOTION OF CDN EXPERIENCE/TECH RE GEO/AERIAL MAPPING  
SECURING OF CONTRACTS FOR CDN SUPPLIERS OF MAGNETIC MAPPING

DEVICES

-----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Promote Canadian capability in copper and gold  
survey projects

-Promote Canadian capability in copper and gold  
prospecting activity

-One Canadian company has been awarded a  
contract to explore for copper in six reserve  
areas owned by Black Sea Copper.

-A Canadian company has filed prospecting claim  
and is showing results.

QUARTER: 2 -----

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POST :401-ANKARA

SECTOR :010-MINE,METAL,MINERAL PROD & SRV  
TURKEY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 -Promote Cdn capability in gold and copper prospecting activity  
-Promote Cdn coal washery plant technology/ca-pability  
-Update Cdn exporters on gold import regs in Tur

QUARTER: 4 -Promote Cdn capability in gold & copper pros-pecting activity. - Assist Cdn co in finalizing contract negotiations re lead-zinc plant moder-nization proj. - Assist Cdn co in being short-listed for aluminum smelting plant modern.proj.

QUARTERLY RESULTS REPORTED:

-Cdn co progressed in gold exploration activity  
-Cdn co has been registered w/Turkish Coal Board (TKI) as a potential bidder for coal washery proj  
-Potential gold importer visited Cdn suppliers w/view to establishing direct buying connections

Cdn company is continuing its gold exploration activity. - Cdn company obtained CIDA CPPF assistance to be used in funding. - Cdn company short-listed & receive RFP. - Cdn company short-listed & receive RFP.



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POST :401-ANKARA

SECTOR :005-ADVANCED TECH. PROD. & SERV  
TURKEY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INCOMING INFORMATICS AND COMMUNICATIONS TECHNOLOGY MISSION  
INCREASED AWARENESS OF CDN CAPABILITY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 Held one meeting for frigates and one for ASB aircraft. Promote Westinghouse, Technion and Indal for sensors and helicopter systems. Arrange demo DASH 5 and CVR-7.

QUARTER: 2 Held one meeting for frigates and one for ASB aircraft. Promote Westinghouse, Technion and Indal for sensors and helicopter systems. Arrange demo DASH 5 and CVR-7.

QUARTER: 3 Held one meeting for frigates and one for ASB aircraft. Promote Westinghouse, Technion and Indal for sensors and helicopter systems. Arrange demo DASH 5 and CVR-7.

QUARTER: 4 Held one meeting for frigates and one for ASB aircraft. Promote Westinghouse, Technion and Indal for sensors and helicopter systems. Arrange demo DASH 5 and CVR-7.

Frigate orders to go FMS. One candidate for destroyers. ASB aircraft pending due to elections. Sensors to go FMS. Helicopter systems pending. Most monitoring intentions for ASB aircraft. ASB objectives pending.

Frigate orders to go FMS. One candidate for destroyers. ASB aircraft pending due to elections. Sensors to go FMS. Helicopter systems pending. Most monitoring intentions for ASB aircraft. ASB objectives pending.

Frigate orders will be sought through FMS. One candidate for destroyers. ASB aircraft pending due to elections. Sensors to go FMS. Helicopter systems pending. Most monitoring intentions for ASB aircraft. ASB objectives pending.

Frigate orders will be sought through FMS. One candidate for destroyers. ASB aircraft pending due to elections. Sensors to go FMS. Helicopter systems pending. Most monitoring intentions for ASB aircraft. ASB objectives pending.

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

POST :401-ANKARA

Arrival new Ambassador - series of introductory calls.

Further reporting on latest watersheds in Ankara Urban  
Transit Project.

Presentation to the Turkish Textile Unions, Istanbul.  
Attendance 80 executives.

Inspection FAO - Livestock Improvement Program-Konya,  
financially supported by Embassy

Province of Quebec - Min. of Trade - Export Development  
Mission.

Dept. of Agriculture - Phytosanitary Mission.



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POST :402-ATHENS

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV  
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: ALL SUB-SECTORS

ATTEMPT TO HAVE CMC SPECIFIED FOR NEW FRIGATE RADARS  
GET RADAR COMPANY SPECIFIED BY HN AND INCLUDE IN VARIOUS

PACKAGES

ATTEMPT TO HAVE 2 CDN COS SPECIF. FOR NAVAL AIRCRAFT  
GET ONE OF THE TWO CDN COS SPECIFIED FOR THE NAVAL AIRCRAFT

FOLLOW UP & PROMOTE SONARS AND VDS-INDAL FOR HELICOPTER SUPP  
GET 2 OR 3 COMPANIES SPECIFIED ON NAVAL PROJECTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Have CMC specified for frigates DHC or CL-215  
for ASW a/c. Promote Westinghouse, Fathom, Indal  
for sonars and helicopter systems. Arrange  
demos DASH ASW a/c and CVR-7.

Frigate radars to go FMS. CMC candidate for  
destroyers. ASW a/c pending due to elections.  
Sonars to go FMS. Helicopter systems pending.  
Post monitoring intentions for VIP a/c.  
HAF rejected witnessing CRV-7

QUARTER: 2 Have CMC specified for frigates and DHC or CL-  
215 for ASW aircraft. Promote Westinghouse,  
Fathom and Indal for sonars and helicopter  
systems. Arrange demos DASH 8 ASW aircraft and  
CRV-7.

Frigate radars to go FMS. CMC still candidate for  
destroyers. ASW aircraft pending due to elections  
Sonars to go FMS. Helicopter systems pending.  
Post monitoring intentions for VIP aircraft. HAF  
rejected witnessing CRV-7 demo. Elections Nov5.

QUARTER: 3 Have CMC specified for frigates and DHC or CL-  
215 for ASW a/c. Promote Westinghouse, Fathom  
and Indal for sonars and helicopter systems.  
Arrange demos DASH ASW a/c and CRV-7 firing.

Frigate radars will be bought through FMS. CMC  
may have opportunity for destroyers. Sonars to  
be bought through FMS. Helicopter hauldown syst-  
ems pending ASW a/c tender frozen. Post trying  
to arrange presentation CRV-7 rocket.

QUARTER: 4 Have CMC specified for frigates and DHC or  
CL-215 for ASW aircraft. Promote Westinghouse,  
Fathom and Indal for sonars and helicopter  
hauldown systems. Arrange demos DASH-8 ASW  
aircraft and CRV-7.

Frigate radars will be bought through FMS. CMC  
may have opportunity for destroyers. Sonars to  
be bought through FMS. Helicopter haul down syst  
ems pending. ASW a/c tender frozen. Post trying  
to arrange presentation CRV-7 rocket.

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POST :402-ATHENS

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:WOOD AND WOOD PRODUCTS

FOLLOW UP ON TIMBER FRAME CONSTR SEM & GET LOC DEV TO BUILD  
PUBLISH IN GREEK OF TFC TECHNIQUES & DESIGN SPECS AS REQUES-

TED BY LOCAL ARCHITECTS & ADAPTED TO GREEK NEEDS.

CONT DISTRIB OF TIMBER FRAME CONSTR MANUAL TO ENG/ARCH/INSTI  
GREATER AWARENESS OF CANADIAN TIMBER FRAME HOUSING METHODS

\$1 ML SALES IN NEXT 3 YEARS

ESTABLISH CONSIGNMENT PLYWOOD STOCKS IN PIRAEUS  
ESTABLISH INITIAL SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Propose incoming lumber buyers mission for  
September or October 89. Follow up on TFC  
seminar regarding slaes of plywood and dimension  
lumber. Follow up on newsprint and pulp sectors  
where potential exists.

Post in contact with COFI and lumber cos re  
mission. Also in close contact with local lumber  
and pulp import cos re the increase of market  
share.

QUARTER: 2 Propose incoming lumber buyers mission for  
October or November 1989. Follow up on TFC  
seminar regarding sales of plywood and dimension  
lumber. Follow up on newsprint and pulp sectors  
where potential exists.

Post in contact with COFI nd lumber companies  
re incoming mission. Also in close contact with  
local lumber and pulp import companies re  
attempts to increase our market share.

QUARTER: 3 Propose incoming lumber buyers mission for  
May 1988 part self-funded (return air fares)  
and preparation for TFC seminar in Athens.

After discussions with lumber importers and in  
view of upcoming Quebec mission on January 90,  
lumber mission postponed for mid 1990.

QUARTER: 4 Propose incoming lumber buyers' mission for  
May 1989 part self funded.

Mission will finally take place in May 1990.  
Most of the cost will be covered by Ottawa  
and a small part by BPIB and Greek importers.  
Expectations are for considerably increased  
sales.



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

POST :402-ATHENS

SECTOR :011-OIL & GAS EQUIPMENT, SERVICES  
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:MACHINERY AND EQUIPMENT

ASSIST OTHER CDN COS TO PARTICIPATE IN CONSTR.OF GAS P.L.  
INCLUSION OF CDN COS IN REPS TO BE ISSUED

INTRODUCE CDN CNG TECHNOLOGY TO COMBAT POLLUTION PROBLEMS  
INTRODUCE COS TO GREECE

ASSIST CDN COS TO BE REGISTERED WITH NAPC  
GET 10% OF BUSINESS OF O&G CONSUMABLES AND NEW EXPLORATION

WORK.

SUB-SECTOR:ALL SUB-SECTORS

ASSIST OTHER CDN COS TO PART IN CONSTR OF GAS P.L. & MANAG.  
INCLUSION OF CDN COS IN REPS TO BE ISSUED

INTRODUCE CDN CNG TECHNOLOGY TO COMBAT POLLUTION PROBLEMS  
INTRODUCE COS TO GREECE

ASSIST CDN COS TO BE REGISTERED WITH NAPC  
GET 10% OF BUSINESS OF O&G CONSUMABLES AND NEW EXPLORATION

WORK

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assit cos to participate in construction of  
Gas P/L and management of network.  
Introduce NG technology to combat pollution  
Assist Cdn cos to be registered with NAPC.

Post in contact with owners to increase Cdn participation. Onr contract concluded.  
Second co bid on gas distribution engine.  
CNG technology promoted to authorities.  
Mission 2 officials to petroleum show.

QUARTER: 2 Assist companies to participate in construction  
of Gas P/L and management of network.  
Introduce CNG technology to combat pollution.  
Assist Canadian companies to be registered with  
NAPC.

Post in contact with NAPC to increase Canadian participation. One contract concluded. One co. bid on gas distribution network engineering contract ECNG technology promoted to authorities.  
Mission of 2 buyers/officials to IPS show Edmon.

QUARTER: 3 Assist cos to participate in construction of  
Gas P/L and management of network.  
Introduce CNG technology to combat pollution.  
Assist Cdn cos to be registered with NAPC.

Post in contact with owners to increase Cdn participation. One contract concluded. Second bid on distribution networks under evaluation.  
CNG technology promoted to authorities.

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

POST :402-ATHENS

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES  
GREECE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Assist companies to participate in construction of gas P/L and management of network. Introduce CNG technology to combat pollution. Assist Cdn companies to be registered with NAPC.

Post in contact with DEP & DEPA to increase Cdn participation. One contract concluded. Second bid on distribution networks under evaluation but will likely loose to Sofregas.CNG technology promoted to authorities.Buyer sent to Intercan.



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

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POST :402-ATHENS

SECTOR :005-ADVANCED TECH. PROD. & SERV  
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:???????

ASSIST RURAL TELECOM & OTHER CDN COS BY ALERTING THEM ON UPC  
OBTAIN 5% OF AWARDS IN COMMUNICATION EQUIPMENT

MONITOR DEVELOPMENT OF DATA PROCESSING SYSTEM SWITCHING EQUIPMENT  
INCLUSION OF CDN COS IN SUPPLY OF DATA NETWORK PACKET

SATELLITE TV  
INCLUSION OF CDN COS IN SUPPLY OF EQUIPMENT

DATA PROCESSING  
INCLUSION OF CDN COS IN SUPPLY OF EQUIPMENT

INFORMATICS  
INCLUSION OF CDN COS IN SUPPLY OF EQUIPMENT

SUB-SECTOR:ALL SUB-SECTORS

ASSIST RURAL TELECOM & OTHER CDN COES BY ALERTING THEM  
OBTAIN 5% OF AWARDS IN COMMUNICATION EQUIPMENT

MONITOR DEVELOPMENT OF DATA PROCESSING SYSTEM CHING EQUIPMENT  
INCLUSION OF CDN COS IN SUPPLY OF DATA NETWORK PACKET SWIT-

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assit rural telecom and other Cdn co. by  
alerting on tenders issued. Monitor development  
of data system also satellite TV relay system  
Introduce cos in informatics sector.

Tender transmission on regular basis. Post is  
monitoring and promotes Cdn cos for periphereals  
teleinformatics system. Post is monitoring  
development of satellite Tv relay system.

QUARTER: 2 Assist rural telecom and other Canadian  
companies by alerting on tenders issued.  
Monitor development of data system also satel-  
lite TV relay system.  
Introduce companies in informatics sector.

Transmission of tender on regular basis. Post is  
monitoring and promotes Canadian companies for  
periphereals teleinformatics system. Post is  
monitoring development of satellite TV relay  
system. Little new developments.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :402-ATHENS

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.  
GREECE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:URBAN TRANSIT

ASSIST CDN SUB SUPPL TO GET THEIR EQPT INCL IN 1 OF THE PREG  
TO GET AT LEAST ONE CDN CO INTO A CONSORTIUM

GET A CDN MFGRS TO BID ON TENDER FOR 15 LOCOS WORTH \$30 MIL.  
20% CHANCE OF \$30 MILLION ORDER

GET CDN CO TO BID ON TENDER FOR RAILS  
10% CHANCE OF \$20 MILLION ORDER

SUB-SECTOR:AEROSPACE

FOLLOW ON EVALUATION PROCED TO ASSIST DHC TO BE SPECIFIED  
5% CHANCE OF WINNING BID FOR \$150 MILLION

FOLLOW UP ON GOVT INTENTIONS TO PURCH VIP A/C TO ENSURE THAT  
OBTAIN RFQ SUBMISSION OF OFFER

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ensure DHC is specified for supply of a/c to OA.  
and Canadair shortlist for VIP a/c. Arrange demo  
2)Ensure Cdn equip in Athens Metro. Ensure Cdn  
bid for 15 locos. Ensure Cdn bid for rails.  
Assist Cdn cos pursuing RR repair shop.

QUARTER: 2 Ensure DHC is specified for supply of ircraft  
to Olympic Airways. Ensure Canadair Challenger  
is included in bidders shortlist for VIP air-  
craft. Arrange new demo Challenger aircraft.

QUARTER: 3 Ensure DHC is specified for supply of a/c to OA  
Ensure Canadair is included in bidders shortlist  
for VIP a/c. Arrange new demo Challenger a/c.  
Ensure Cdn participation in bid for 15 locos.

QUARTER: 4 Ensure DHC is specified for supply of a/c to OA.  
Ensure Canadair is included in bidders shortlist  
for VIP a/c. Arrange new demo Challenger a/c.  
Ensure Cdn participation in bid for 15 locos.  
Assist Cdn co pursuing RR repair shop project.

1). OA bought ATR42 a/c.  
VIP a/c pending new govt. Post is minotoring.  
2.)Athens Metro pending election. GM awarded ten  
locos contract signature pending. No Cdn bid on  
rails. Post in contact with OSE/RR repair shop.  
Olympic Airways decided to buy ATR42 aircraft.  
Decision re VIP aircraft pending and will depend  
on new government. Post is monitoring to  
establish favourable time for demo. Standstill  
till after Nov5 elections.

OA ordered ATR 42 a/c. Decision re VIP a/c not  
expected before Apr.90 elections. Post is moni-  
toring to establish favourable time for demo.  
GM awarded 10 locos, contract signature pending.

OA ordered ATR 42 a/c. Decision re VIP a/c not  
expected before April 90 elections. GM awarded  
ten locos contract, signature pending. Post in  
contact with OSE regarding RR repair shop. Gen.  
elections delaying most govt decisions.



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

POST :402-ATHENS

Assisted CFA/Rome in setting up meetings at Hellenic Armed Forces High Command and escorted dring visits.

Organized visits for members of Trade Mission from the Province of Quebec.

Liaised between Hellenic Airforce General Staff and Canadair re documents required for the sale of 1 CL-215 a/c.

Assisted in insuring attendance to Hellenic Cdn Assoc. presentation by Mr. B. Loiselle, V.P., BCI.

Two incoming buyers were invited to attend the Hudson Bay Fur Auction - Toronto.

Participation with Info booth at Agrotica Fair together with two Canadian companies.

Sent two incoming buyers to Canadian sporting Goods Association Show - Montreal.

Official from Greek Ministry of Agriculture visited Canada to inspect seed potato shipment.

Asbestos Institute Seminar - Brussels Mar.19-21.

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

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POST :474-BELGRADE

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
BULGARIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:EQUIPMENT AND MACHINERY

ASSISTANCE TO CDN CO. DURING ROUND OF TECH. NEGOTIATIONS ARRANGEMENTS.  
COMPLETE TECHNICAL DISCUSSIONS PAVING WAY FOR FINANCIAL

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :474-BELGRADE

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:FOOD HANDLING,PROCESSING EQUIP

ASSISTANCE TO RODOPA MEAT INDUSTRY DELEGATION VISITING CDA  
NEGOTIATION OF CONTRACT BY KNUD SIMONSEN INDUSTRIES FOR MEAT

PROCESSING EQUIPMENT.

CONTINUATION OF OUR CONTACTS WITH THE FOOD PROCESSING INDUSTRY  
BETTER INFORMATION ON THEIR INTERESTS AND PURCHASING

POTENTIAL

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :474-BELGRADE

SECTOR :011-OIL & GAS EQUIPMENT, SERVICES  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ACTIVE SUPPORT TO CANADIAN SUPPLIERS OF OIL AND GAS EQUIPMENT AND SERVICES. FREQUENT VISITS TO TWO MAJOR YUGOSLAV PETROLEUM FIRMS TO LEARN AS EARLY AS POSSIBLE OF FUTURE INVESTMENT PROJECTS.

WILLOWGLEN SYSTEMS OF CALGARY WON CONTRACT TO PROVIDE PETROL OF LJUBLJANA WITH A \$4.3 MILLION SCADA SYSTEM. OBTAINED EARLY WARNING OF MAJOR TENDER TO BE RELEASED IMMEDIATELY BY NAFTA-GAS; INFO TRANSMITTED TO CCC\CALGARY AND OTHER FIRMS.

QUARTER: 2 Continued active support to Canadian suppliers of oil and gas equipment and services. Frequent contacts with major Yugoslav oil companies to learn of equipment tendering opportunities.

Interceded with Yugoslav client to ensure favourable consideration of technical aspects of bid (INA-Naftaplin) Continued to press Jugel on decision for Willowglen's participation in jnt. bid for gas distribution system.

QUARTER: 3 Continued active support to Cdn. suppliers of oil and gas equipment and services. Frequent contacts with Yugoslav oil companies to learn of tender opportunities. Continued to press Jugel on Willowglen's SCADA bid.

INA awarded \$350,000 contract to Alberta firm, and has commented favourably on the quality of the product, alluding to more business in the future.

QUARTER: 4 Continued active support to Cdn. suppliers of oil and gas equipment and services. Frequent contacts with Yugoslav oil companies to learn of tender opportunities. Continued to press Jugel on Willowglen's SCADA bid.

INA awarded \$350,000 contract to Alberta firm, and has commented favourably on the quality of the product, alluding to more business in the future.



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :474-BELGRADE

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO MAKE REPRESENTATIONS AT SENIOR LEVEL OF FED AND REPUBLIC GOV'TS TO MOVE AHEAD WITH SALE OF CL-215 WATERBOMBERS. ASSISTED CHC WITH EXPLORATION OF MARKET FOR OFFSHORE HELICOPTER SERVICES. CPCS WAS INTRODUCED TO BULG RAIL DEPT.

STATE OF CONFUSION IN YUGOSLAV GOV'T HAS HALTED PROGRESS ON CL-215 SALE, FINANCING MAJOR PROBLM. CHC HAD GOOD VISIT TO ZADAR AIR BASE AND AGREED TO FEASIBILITY STUDY IN THE FALL WITH OUR HELP. CPCS HAS SUBMITTED BID ON BULGARIAN PROJECT.

QUARTER: 2 Continue to make representations at senior level of Federal and Republic govts. to move ahead with sale of CL-215 waterbombers. Assisted CANAC with market exploration esp. re World Bank railroad rehabilitation project.

JAT's consultant on equipment purchase visited Airshow in Abbotsford to familiarize him with Canadian capabilities. CANAC reports that good prospects for sales of railroad computerized information systems exist.

QUARTER: 3 Assisted Lovat Tunnel in assessing tunnel boring segment of Sofia metro project.

Lovat very optimistic about prospects; we will accompany them to Sofia for further negotiations shortly. Decision expected next quarter.

QUARTER: 4 Assisted Lovat Tunnel in assessing tunnel boring segment of Sofia metro project.

Lovat very optimistic about prospects; we will accompany them to Sofia for further negotiations shortly. Decision expected next quarter.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :474-BELGRADE

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ANIMAL,POULTRY BREEDING STOCK

DAIRY MISSION TO CANADA IN NOV. 88.  
NEGOTIATIONS ON FUTURE PURCHASES OF LIVE ANIMAL BREEDING

STOCK (LIVESTOCK, EMBRYOS AND SEMEN)

VISIT TO NEXT YEAR'S AGRIBITION BY A SELECTED GROUP OF REPS  
BROADEN POSSIBILITIES FOR CDN BREEDING STOCK FROM DAIRY TO

BEEF CATTLE AS WELL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUOUS SUPPORT TO CDN EXPORTERS TO TAKE  
ADVANTAGE OF OPPORTUNITIES IN CATTLE BREEDING,  
GENETIC MATERIAL,OILSEEDS,WHEAT AND ESPECIALLY,  
FOOD PROCESSING.

SEVERAL VISITS MADE TO RODOPA IN SOFIA ON BEHALF  
OF KNUD SIMONSEN WHO RECENTLY SIGNED \$30 MILLION  
CONTRACT TO SUPPLY MEAT PROCESSING PLANT. IN  
EARLY JUNE ARRANGED MEETING AT RODOPA FOR SENATE  
SPEAKER CHARBONNEAU TO ASSIST PROJECT CONCLUSION

QUARTER: 2 Active support to Canadian suppliers of food  
processing machinery,esp. Knud Simonsen Indus-  
tries on \$30 million meat packing plant project.  
Monitoring of agricultural production ie.grains,  
oilseeds,animal husbandry,etc.

Assisted KSI with arrangements for exhibiting  
at Plovdiv trade fair(Bulgaria). Visited plant  
site with Mr. Simonsen.

QUARTER: 3 Worked closely with Canadian seed potato  
exporter to improve market penetration.

Centrocoop contracted with Canadian supplier for  
300 tonnes of top-quality seed stock. Trials  
which were done last summer show excellent re-  
sults and Potatoes Canada will undertake follow-  
up visit in February 1990.

QUARTER: 4 Worked closely with Canadian seed potato  
exporter to improve market penetration.

Centrocoop contracted with Canadian supplier for  
300 tonnes of top-quality seed stock. Trials  
which were done last summer show excellent re-  
sults and Potatoes Canada will undertake follow-  
up visit in February 1990.



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :474-BELGRADE

SECTOR :010-MINE,METAL,MINERAL PROD & SRV  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED TO PRESS OFFICIALS OF RTB\BOR TO SEE WHEN DECISION ON SMELTER PROJECT WILL BE MADE. ASSISTED HOWDEN LTD. AND ALLIS-BOLIDEN ON THEIR RESPECTIVE BIDS FOR MAJDANPEK FLOTATION PROJECT.

CORPORATE RESTRUCTURING AND LABORIOUS DECISION MAKING ARE MAJOR PROBLEMS AT BOR.NO RESULT IS LIKELY UNTIL THIRD QUARTER. HOWDEN AND ALLIS-BOLIDEN BOTH MADE TECHNICAL PRESENTATIONS AT MAJDANPEK; BOTH VERY WELL RECEIVED.

QUARTER: 2 Continued to press officials of RTB Bor to make a decision on acquisition of smelter technology. (Short list down to two competitors-Cda or USSR) Assisted Canadian bidders (two) during bid and negotiations for Majdanpek flotation project.

Majdanpek project awarded to Howden Cda. Contract value over \$5.2 million. RTB Bor project tender to be issued end Nov. Decision expected March 1990.Post continues to actively support Canadian bidders.

QUARTER: 3 Continued to press RTB Bor officials on timing of tender for sulphuric acid plant and smelter technology. Assisted Howden Canada in contract negotiations for Majdenpek flotation project.

Final negotiations now underway between EDC & Jugobanka for \$5.2 million flotation project. RTB Bor project tender to be issued end Feb.'90. Decision expected April 1990. Post continues to actively support Canadian bidder.

QUARTER: 4 Continued to press RTB Bor officials on timing of tender for sulphuric acid plant and smelter technology. Assisted Howden Canada in contract negotiations for Majdenpek flotation project.

Final negotiations now underway between EDC & Jugobanka for \$5.2 million flotation project. RTB Bor project tender to be issued end Feb.'90. Decision expected April 1990. Post continues to actively support Canadian bidder.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :474-BELGRADE

SECTOR :015-CONSTRUCTION INDUSTRY  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INITIATED CONTACTS WITH SEVERAL MAJOR YUGOSLAV TURNKEY PROJECT FIRMS TO SEEK COLLABORATION WITH CANADIAN SUPPLIERS AND CONSULTING ENGINEERING FIRMS. YUGOSLAV FIRMS HAVE WON MANY FOREIGN CONTRACTS IN EAST EUROPE/MIDDLE EAST.

INGRA HAS ALREADY GIVEN SUBCONTRACT TO MARINE INDUSTRIES LTD. FOR BEKHEM HYDRO PROJECT IN IRAQ. HAVE HIGHLIGHTED ACCESS TO EDC LINES OF CREDIT BY CDN FIRMS WHICH SHOULD, IN TIME, GENERATE MORE OPPORTUNITIES FOR CDN SUPPLIERS.

QUARTER: 2 Continued contacts with major Yugoslav turnkey project firms to seek their collaboration with Canadian suppliers and consulting engineers.

Initiated and designed a full-page supplement in Yugoslavia's most influential business newspaper Privredni Pregled, which outlined EDC financing available in third countries, equipment trade shows in Cda, and suggested forms of cooperation.

QUARTER: 3 Continued contacts with major Yugoslav turnkey project firms to seek their collaboration with Canadian suppliers and consulting engineers. Commenced planning of third country cooperation mission scheduled for February 1990 (8 firms)

Firms contacted about mission have been enthusiastic about meeting and cooperating with Cdn. firms in third countries esp. USSR, Middle East, Africa. We are working with some mission members to identify Cdn partners for USSR projects.

QUARTER: 4 Continued contacts with major Yugoslav turnkey project firms to seek their collaboration with Canadian suppliers and consulting engineers. Commenced planning of third country cooperation mission scheduled for February 1990 (8 firms)

Firms contacted about mission have been enthusiastic about meeting and cooperating with Cdn. firms in third countries esp. USSR, Middle East, Africa. We are working with some mission members to identify Cdn partners for USSR projects.



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :474-BELGRADE

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:EQUIPMENT AND MACHINERY

IBRD LOAN FOR THE BOSNIA & HERCEGOVINA FORESTRY PROJECT  
INCREASED AWARENESS OF A RANGE OF CDN FORESTRY CAPABILITY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO SEEK OPPORTUNITIES FOR EXPORTS OF PULP AND WOOD PRODUCTS AS WELL FOR MAJOR CAPITAL PROJECTS IN THIS SECTOR.

CONVINCED H.A. SIMONS TO PURSUE CONSTRUCTION OF APPROX.\$300 MILLION PULP MILL IN SILISTRA BULG. WITH AMB, INTRODUCED SIMONS TO PULP/PAPER CORP. RETURNED WITH SENATE SPEAKER IN JUNE. SIMONS WILL PRESENT FULL PROPOSAL TO CLIENT EARLY AUG.

QUARTER: 2 Continued active support to Canadian bidders on \$300 million bleached kraft pulp mill project at Silistra, Bulgaria.

Met with Bulgarian client to determine time-frame for decision-making; by end of year. Delivered detailed proposal of H.A. Simons to client. Encouraged client to visit Cdn companies(pending

QUARTER: 3 Continued active support to Canadian bidders on \$400 million bleached kraft pulp mill project at Silistra, Bulgaria

Accompanied H.A. Simons delegation to Sofia for technical and financial presentations.Bulgarians seem well disposed to Simons' proposal, and a decision is expected in next quarter.

QUARTER: 4 Continued active support to Canadian bidders on \$400 million bleached kraft pulp mill project at Silistra, Bulgaria

Accompanied H.A. Simons delegation to Sofia for technical and financial presentations.Bulgarians seem well disposed to Simons' proposal, and a decision is expected in next quarter.

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

POST :474-BELGRADE

One Canada-based officer was asked to assist the political program on a human rights issue, which involved two in-country trips, and numerous meetings in Belgrade.



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POST :409-BERNE

SECTOR :005-ADVANCED TECH. PROD. & SERV  
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM,DATAKOM,SAT,SPACECOM

MONITOR DEV'T OF THE MARKET FOR HOME TV DISHES/CONVERTERS  
INCREASE BY 2 THE NUMBER OF CDN COMPANIES REPRESENTED IN

SWITZERLAND

MONITOR THE IMPLEMENTATION OF NEW TELECOM. LAW  
I.D. MARKET OPENINGS AND OPPORTUNITIES BROUGHT BY LEGAL

CHANGES & DEREGULATIONS

MONITOR DEV'T IN THE USE OF SATELLITE CHANNELS  
I.D. OPPORTUNITIES FOR CDA

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

TARGETED MARKETING; MAIL-OUT AND QUESTIONNAIRES  
TO MEASURE INTEREST IN CONSIDERING CDN SUPPLIERS; IDENTIFY

10 HIGH VOLUME BUYERS

DEV DATA-BASE & COMPANY PROFILE SYSTEM-SWI COMPUTER SECTOR  
TO SUPPLY CDN EXPORTERS WITH MORE INFO AND TO PREPARE

MATERIAL FOR WIN PROGR.

INFO BOOTH AT SWISS COMPUTER FAIR IN GERMAN SPEAKING SECTOR  
INCREASE AWARENESS OF CDN PRESENCE ON SWISS MARKET (TARGET

25 DISTRIBUTORS)

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - To monitor New Swiss telecommunications law.  
- National Stand at International TV Symposium  
and Technical Exhibition, Montreux, June 17-22,  
1989.

-Modems deregulated by PTT June 30, 1989. - Post  
did not participate due to decision to devote  
resources to Oct. ITU-COM 89 (Electronic Media)  
in Geneva. Post attended Montreux Show. 2 Cdn  
cos exhibited & Cdns took part in Symposium.

QUARTER: 2 -Info Booth at Ineltec, 5-8 Sept. 89, and at  
Swiss Computer Fair in german speaking section  
of Switzerland.

-Post did not participate due to decision to  
devote resources to Oct. 89 ITUCOM. However  
post visited Ineltec, no Cdns participated.  
-Decision taken to participate in Swiss Data,  
Basel, Sept. 1990.

QUARTER: 3 -Targeted mailout of questionnaires to Swiss cos  
in telecom & informatics industries in order to  
develop local data base to assist Cdn firms  
enter market.

-350 questionnaires sent out, now awaiting  
replies.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :409-BERNE

SECTOR :005-ADVANCED TECH. PROD. & SERV  
SWITZERLAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 4 - Monitor implementation of new Swiss telecom law (PTT deregulation).
- Monitor developments of satellite channels.
- Info booth at Semicon, 6-8 March in Zurich.
- Encourage Canadian/Swiss Joint-Ventures.

- Feb.90 first reading. Completion 91.
- Post attended Space Commerce Fair. 2 Cdn cos had booths; 2 Cdn cos, ISTC, DOC & CSA visited
- 2 Cdn companies had booths. Post visited show
- Proposal for jt robotics proj. under review.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :409-BERNE

SECTOR :013-CONSUMER PRODUCTS & SERVICES  
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:APPAREL (CLOTH,FUR,SHOES) TEXT

REPORT-MARKET FOR FUR GOODS TO DISTRIBUTE TO CDM EXPORTER  
INCREASE AWARENESS OF MARKETING POSSIBILITIES FOR CDM FUR

GOODS

MAILING OF FUR GUIDE TO SWISS FURRIERS  
MAIL REPORT TO 100 CDM FURRIERS. BETTER KNOWLEDGE OF CDM

CAPABILITY IN FUR SECTOR (DISTRIBUTE TO 250 BUYERS)

RECRUITING OF BUYERS FOR 1989 IFF  
RECRUIT 3 NEW BUYERS FOR IFF

RECRUITING OF SWISS BUYERS TO IFF MTL 1990/91  
RECRUIT 3 NEW BUYERS

CALLS ON THE FUR TRADE ASSOCIATION AND 20 FURRIERS  
PREPARATION OF ANALYSE OF PRODUCT NEEDS FOR CDM EXPORTERS

SUB-SECTOR:LEISURE PROD. TOOLS HARDWARE

REPORT-SWISS MARKET FOR SPORTING GOODS  
INCREASED INTEREST IN SWISS MARKET. DISTRIBUTE TO CDM

EXPORTERS

PROMOTE CSGA FEB 89 (MTL) FAIR & RECRUIT BUYERS  
4-5 NEW BUYING CONNECTIONS

PRE-FAIR MAILINGS ISPO FAIRS SEPT '89 AND FEB '90  
AWARENESS OF CDM STAND BY SWISS BUYERS

VISITING SWISSPO TRADE FAIR ZURICH (BUYERS' FAIR)  
IDENTIFY 8-10 NEW OUTLETS FOR WINTER SPORTING GOODS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -recruiting of buyer to visit the Intl Fur Fair in Montreal in May 1989. - visit Swisspo winter sporting goods buyers' fair, in Zurich to meet with agents of Cdn companies and to identify new buyers/agents.

-recruited 3 buyers. One placed \$300,000 order; second concluded agreement for mfg to spec. Expect \$50-100,000 p.a.  
- identified 4 new buyers and potential agents.

QUARTER: 2 -Prefair mailing ISPO Fall, Munich.  
-Preparation of analyse of product needs for Canadian exporters.

-Some 200 buyers alerted to Cdn participation. One new agency agreement concluded and two pending.  
-Calls on three furriers in Berne.

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POST :409-BERNE

SECTOR :013-CONSUMER PRODUCTS & SERVICES  
SWITZERLAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 - Recruiting of buyers to CGSA show in Montreal.  
Mailing CGSA pre-fair documentation to promote visit to show; calls on 10 furriers; visit of sporting goods fair and on sporting goods importers/representatives.

QUARTER: 4 - Recruitment of buyer to Hudson Bay Fur Sales Co. (Feb) Toronto - Rexdale, completed.  
- Sent 3 buyers to CSGA Sport. Good Fair Mtl.

- Three buyers recruited. Ten additional buyers announced their visit to CGSA show.  
Recruiting of one buyer to attend Toronto Fur Auction.  
Located 8 potential agents.  
- Orders placed on site \$195,600 worth of furskins (mink, wild, ranch, MKR).  
- Orders placed at CSGA \$477,000.00



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POST :409-BERNE

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
SWITZERLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARKET STUDY-PART OF STUDY DESCR. IN PULP/PAPER SUB-SECTOR  
STUDY RESULTS SHOULD PROVIDE GUIDE TO CDN INDUSTRY, ON WHEN

TO ENTER MARKET AND WHO TO DEAL WITH

MARKET STUDY OF PULP & PAPER TO DETERMINE KEY LEVELS \$ # ETC  
STUDY RESULTS SHOULD PROVIDE GUIDE TO CDN INDUSTRY, ON WHEN

TO ENTER THE MARKET AND WHO TO DEAL WITH

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2

QUARTER: 3

QUARTER: 4 -----

- Visit to Forestry Fair, Lucerne.
- Support claims for customs-reclassifications by key wood importers.
- Visits to three wood importers.
- Visit of HOLZ exhibition. Meetings with 4 potential importers.
- Mailing "Parallam" for McMillan-Bloedel.
- Meetings with 2 key Cdn wood importers/users and support in customs classification claim.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :409-BERNE

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.  
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:FISH & SHELLFISH & OTHER PROD

SURVEY - 20 LARGEST FISH & SEAFOOD IMPORTERS  
PREPARE ANALYSIS FOR DISTRIBUTION TO CDN SUPPLIERS

2ND SURVEY-NEXT 20 LARGEST FISH & SEAFOOD IMPORTERS  
PREPARE ANALYSIS FOR DISTRIBUTION TO CDN SUPPLIERS.

COORDINATE 2 RESTAURANT PROMOTIONS WITH IMPORTERS  
PROVIDE SUPPORT TO CONSUMERS FOR CDN PRODUCT RECOGNITION

REPORT-SWISS MARKET FOR FISH & SEAFOOD PRODUCTS  
BRING SWISS REQUIREMENTS TO ATTENTION OF CDN EXPORTERS AND

PRODUCERS

SUB-SECTOR:PROCESSED FISH & SHELLFISH

SURVEY-20 LARGEST FISH & SEAFOOD IMPORTERS  
PREPARE ANALYSIS FOR DISTRIBUTION TO CDN SUPPLIERS

2ND SURVEY-NEXT 20 LARGEST FISH & SEAFOOD IMPORTERS  
PREPARE ANALYSIS FOR DISTRIBUTION TO CDN SUPPLIERS

COORDINATE 2 RESTAURANT PROMOTIONS WITH IMPORTERS  
PROVIDE SUPPORT TO CONSUMERS FOR CDN PRODUCT RECOGNITION

REPORT-ON SWISS MARKET FOR FISH & SEAFOOD PRODUCTS  
BRING SWISS REQUIREMENTS TO ATTENTION OF CDN EXPORTERS

AND PRODUCERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - 2nd survey of 20 largest fish/seafood importers - coordinate two restaurant promotions with importers - to compile report on Swiss Market for fish and seafood products.

- Visits to 7 major fish/seafood importers and follow-up (new/additional sourcings); prepare Igeho Fair Basel Nov. 89.  
- first preparations for lobster promotion in 30-45 restaurants/hotels.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 - Survey of 20 largest fish/seafood importers.

- Lobster market report for TAF.  
- Up-dated annot. exp. opport. guide for TAF.  
- Up-dated list of fish/seafood importers.  
- Report on seafood market for ITC/St. John.  
- Report on market opp. for N.B. oyster growers.



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

POST :409-BERNE

Instrumentation and informatics mission: March 20-23, 9 Cdn  
cos visited, 1 co negotiating possible 6 million \$ contract.  
Attended Interlaken Seminar on Tourism, Jan 19-20;  
160 Swiss travel agents/tour operators participated.  
Quebec geomatics mission: March 11-17, 6 Cdn cos visited  
Geneva, Lausanne and Zurich.

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POST :423-BONN

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:OTHER DEFENSE PROD & SERV.

FOLLOW UP ON TRADE ENQUIRIES FROM SECURITY '88 FAIR  
ESTABLISH AND STRENGTHEN CO. CONTACTS: EXP. SALES

REQUEST CDN SUPPLIERS TO SUBMIT NEW PRODUCT INFO FOR DISTR.  
ESTABLISH AND STRENGTHEN CO. CONTACTS: EXP. SALES

CONTINUE SURVEY OF GERMAN MFGRS AND INSTALLERS INTEREST  
IMPROVED ABILITY TO TARGET MARKET SEGMENTS.

CLOSER MONITORING OF FRG GOVT PROCUREMENT  
CDM BIDS ON UP TO 10 MAJOR TENDERS.

SUB-SECTOR PROFILES OF FRG SECURITY PRODUCTS MARKET  
IMPROVED TARGETING OF PROMOTIONAL WORK AND EXPECTED

UP DATE OF DEA LITERATURE ON CDN EXPORT CAPABILITIES  
ON SITE SALES AT SECURITY '90 AS ABOVE.

SUB-SECTOR:MARINE

PRESENTATION ON NFR 90 FRIGATE PROGRAM  
MARKET IDENTIFICATION.

HITEC 90  
SUPPLIER IDENTIFICATION.

NAVAL INDUSTRY LIAISON  
MARKET IDENTIFICATION.

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW-UP TO 1988 DEFENCE MISSION TO GERMAN  
EXPANDED CONTACTS WITH LOCAL COS.

HITEC 89 MEETINGS WITH CAN. FIRMS  
IDENTIFICATION OF NEW SUPPLIERS.

FOLLOW-UP OF 1987 RESEARCH DEV. & PROD. MEETING  
MARKET OPPORTUNITIES.

NATO FRIGATE PROGRAM  
EXPORT OPPORTUNITIES.



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POST :423-BONN

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: ALL SUB-SECTORS

DEFENCE SCIENCE MOU FOLLOW-UP  
NEW R & D PROJECTS.

NEW ATTACK HELICOPTER  
SIMULATOR OPPORTUNITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Cda/FRG bilateral research, development and production meeting (RDP), 5-9 June 1989  
Negotiations to conclude low-level flight simulation development contract finalized.  
High level coordinating group meeting in Lahr

Program of Cda/FRG defence trade and trade mission agreed between senior officials TFB-TDO.  
AE Electronics Stolberg awarded on DM 117 million development contract. Cdn defence policy and implication for Cda/FRG def trade outlined

QUARTER: 2 Cda/FRG bilateral research development and production MOU meeting June 1989.

Followed up with FRG authorities to identify outstanding issues.

QUARTER: 3 Market identification in the marine industry.

Post attended seminar on oil spills combatting equipment hosted by German manufacturers.  
"Niche" market for Canadian firms were identified.

QUARTER: 4 -----

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POST :423-BONN

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:SEMI & PROCESSED FOOD & DRINK

LIVE ANIMALS, SEMEN (SANITARY REGS)  
STANDSTILL, REDUCTION AND REMOVAL OF TARIFFS AND NTBS IN

AGRICULTURE SECTOR.

MEAT (HORMONES, THIRD COUNTRY DIRECTIVE)

GRAINS, OIL AND FLOUR PULSES (SUBSIDIES, LEVIES, IMPORT DEP)

WINE (SUBSIDIES ON GRAPES) PROCESSING

REPORTING, ETC ON CONDUCT OF GATT URUGUAY ROUND  
INFLUENCE FRG TO ADOPT LESS PROTECTIONIST POSITIONS.

INCREASE ACCESS TO EC FOR CDN AGRICULTURAL PRODUCTIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Support/Keep up Cdn exports (e.g. of bovine &  
equine semen) in spite of transfer of competen-  
ces from FRG to EC

Create awareness in Cda by constant reporting.

QUARTER: 4 -----



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POST :423-BONN

SECTOR :013-CONSUMER PRODUCTS & SERVICES  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:CULTURE INDUSTRIES

RESPONSES TO TRADE ENQUIRIES FROM PUBLISHERS & AUTHORS  
RIGHTS SALES OF \$50,000.

EXPANSION CONTACTS W/GERMAN PUBLISHERS & AGENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Frankfurt Fur Fair participation, 5-9 April 1989

Strategy for fur trade and fur promotion in FRG worked out during Fur Fair

QUARTER: 2 -----

QUARTER: 3 Participation in Frankfurt Book Fair 1989 through a Canadian stand.  
Market identification.

Over 100 Cdn firms exhibited in Federal and/or provincial stand. New authors and titles were introduced. One firm has already concluded contracts for sale of rights over \$100,000. Other deals are underway.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :423-BONN

SECTOR :005-ADVANCED TECH. PROD. & SERV  
GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

ANALYSIS & REPORTING ON REFORM OF FED. POSTS & TELECOM  
FACILITATE PROMOTION OF CDN TELECOM PRODUCTS IN FRG.

MONITORING OF GOVT/MIN PROCUREMENT PROGRAMS AND POLICIES  
INCREASE BIDS & CONTRACT AWARDS BY 5%.

EXPAND EXCHANGES BTWN CAN & GER ON BROADBAND COMMUN TECH  
TECHNOLOGY TRANSFER IN ISDN BROADBAND; INITIAL SALES OF  
CDN SERVICES & EQPT.

SUPPORT CDN CO. TO OPERATE MOBILE TELEPHONE NET  
CDN CO. TO OPERATE PRIVATE SECTOR, NET.

PRESENTATION OF CDN EQPT TO BUNDESPOST (W/MUNICH)  
5% INCREASE IN SALES OF EQPT.

FOLLOW UP OF VISIT TO CAN OF MINISTER OF POSTS & TELECOMMUN  
INCREASED PROFILE FOR CANADA IN PROCUREMENT OF TELECOM  
EQUIPMENT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 With general focus on developments in telecommu-  
nications sector to promote business contacts  
between Cdn and German cos with view to forma-  
tion of partnerships to bid on FRG private mobi-  
le tel network (D-Netz)

Two Cdn companies, BCE and CANTEL are now membe-  
rs of consortia competing for licence to operate  
D-Netz

QUARTER: 2 Pursue developments in the telecommunications  
sector with a view to formation of partnerships  
to bid on FRG private mobile tel network.

Follow-up with FRG authorities to ensure Cdn  
interests in this bid are protected.

QUARTER: 3 Support for bids of BCE Mobile and Cantel to  
operate mobile telephone network.

Regular reporting on evolution of competitive  
process was done by post. Contract was eventual-  
ly awarded to local firm.

QUARTER: 4 -----



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POST :414-BRUSSELS

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:WOOD AND WOOD PRODUCTS

REVIEW POSS. INTRO OF FURTHER MFG'D PROD: SOLID MD PANELING  
TO DETERMINE POSSIBILITY TO CHANGE CUSTOMER TASTES

CONT'D PROM VIA VIDEO/TECHNICAL LITERATURE OF TFC CONSTRUCT  
INCREASE MARKET/CONSUMER AWARENESS OF TFC AND RELATED BUIL-

CONT'D PROMOTION OF LESS WELL KNOWN CANADIAN SPECIES  
INCREASED AWARENESS AND DEMAND FOR CANADIAN PRODUCTS

IF FUNDING AVAIL, PURSUE RECOMMENDED DEMO HOUSING PROJECT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Grading mission COFI, BC - Press release for  
IB in Echo des Bois + Houthandel en Mijverheid  
COMPD mission - Follow-up Batibouw 89 - Prepara-  
tion Batibouw 90

Tres bonne perspectives de ventes pour la firme  
belge INTHOS qui represente plusieurs firmes  
canadiennes (est. 1.000.000,-\$)

QUARTER: 2 Etude de marché sur les bois de trituration  
(pulpwood)  
Préparation d'une mission de l'Est du Canada  
(BPIB) - bois durs et résineux

Implantation et accroissement des ventes des  
bois de l'Est du Canada

QUARTER: 3 a) BPIB mission (hard and softwood)  
b) Attendance BATIMAT, Paris  
c) Preparation of BATIBOUW 90  
d) Packaging board : world conference  
e) Visit of International Furniture Show

a) Increased sales on long term for Eastern  
Canadian lumber  
b) Introduction of Cdn cos. on Belgian market  
via Batibouw  
e) Seeking opportunities for Cdn companies

QUARTER: 4 1. Batibouw construction fair  
2. Lumber mission from Quebec  
3. Oriented Strandboard Mission

1. Expected sales (lumber, parket, construction  
material)  
2. idem  
3. Increase OSB/waferboard sales in Belgium.

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POST :414-BRUSSELS

SECTOR :005-ADVANCED TECH. PROD. & SERV  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Planifier et coordonner importante presence cdnn  
FTI dont participation de Alberta, Quebec,  
Ontario + missions  
Organisation de Software mission 89

Plus de 34 "exposants cdns presents FTI  
Nombreux contacts etablis - rapport positif des  
participants  
25 demandes d'informations sur logiciels et  
produits informatiques

QUARTER: 2 Visite à Bureau '89  
Visite à Météorex

Nombre de contacts à Bureau '89  
Promotion pour produits canadiens

QUARTER: 3 a) Preparation of LRIS mission, Alberta  
b) Medica TIP mission

a) Visit to 6 Belgian companies/institutes  
showed big interest  
b) Several meetings with Belgian companies were  
made by post

QUARTER: 4 Prepare INVESTECH 90  
Visit to EUROTECH 90 trade show in Brussels

Attended two seminars on technological transfer



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POST :414-BRUSSELS

SECTOR :014-EDUCATION, MEDICAL, HEALTH PROD  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: PHARMACEUTICALS, BIOTECHNOLOGY

PURSUER CONTACTS W/IND FED(FECHIM) & IMPORTERS/DIST OF DIAGN.  
BETTER KNOWLEDGE OF MARKET

CONT TO UPDATE LIST OF CDN PROD'RS WHO SEEK TO DEV THEIR EXP  
FACILITATE SETTING UP CONTACTS, INCLUDING FOR VISITING CDM CO

INCR PROM'L ACTIV. I.E. ARTICLES IN TRADE REVIEWS  
WIDEN FIELD OF POTENTIAL BELGIAN CANDIDATES WHO ARE PREPARED

SUB-SECTOR: HOSP. & MEDICAL EQUIP, INSTRUM.

FOLLOW-UP TO CANADIAN PARTICIPATION IN EXPOMED 88.  
INCREASED POSSIBILITIES FOR DISTRIBUTION ARRANGEMENTS

GATHER INFO ON PRINCIPLE COMPETITIONS IN BELGIAN MARKET  
DETERMINE MARKET CHARACTERISTICS

EXAM POSS CDN MISS TO THE BENELUX: AIDS FOR HANDICAPPED  
INCREASED BILATERAL COOPERATION IN THIS SECTOR THROUGH DIS-

REPRESENTATIVES OR ANY CANADIAN MISSION MEMBERS

TO CONSIDER CDM BUSINESS PROP IN BIOTECHNOLOGY/DIAGNOSTICS

TRIBUTION ARRANGEMENTS OR OTHER FORMS SUCH AS TECHN EXCHANGE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Suivi des dossiers commences par l'agent qui  
s'occupait de ces secteurs

QUARTER: 2 Suivi normal des dossiers

QUARTER: 3 1. Faire un suivi rapproche du dossier CDSL  
(carte de sante) avec autorites locales et  
partenaire belge  
2. Preparer visite P.M. Devine (Sask) sur meme  
sujet en Janvier 1990

QUARTER: 4 (1) CDSL mission postponed till end April 90  
(2) Post will follow-up with few Cdn visitors/  
exhibitors at EXPOMED 90 (in May)

Plusieurs contacts important et potentiels ont  
ete informe du potentiel canadien dans ces sec-  
teurs en recevant, entre autres, le "Canadian  
Medical Device Directory".

1. Contrat pour Phase 1 du projet belge signe  
(valeur approx. \$ 750.000)  
2. Une mission ira en Sask. vers Fev/Mars 90  
pour etudier sur place l'experience  
canadienne

(1) Post still hopes that close monitoring and  
efforts will be fruitful for CDSL future in  
Belgium and Europe  
(2) Some distribution agreements are likely to  
be signed

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POST :414-BRUSSELS

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ARMAMENTS & VEHICLES

MISSION DE QUELQUES 30 INDUSTRIELS BELGES AU CDA EN MAI 89  
DEVELOPPEMENT DU J.U. ET DE LA COOPERATION INDUSTRIELLE

INITIER DES CONTACTS AVEC DES MENSUELS D'INFO & ASSOC PROF.  
MIEUX CERNER LES BESOINS DU MARCHÉ

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Mission de 46 industriels belges au Canada pour  
seminaire sur le theme de la cooperation indus-  
trielle.

Franc success de cette mission, tant a Ottawa  
qu'a Montreal et a Toronto.  
Les principaux interesses sont prêts a "recipro-  
quer" en venant ici

QUARTER: 2 Suivre dossier appel d'offres pour simulateur  
de mines (CAE)  
Relancer Ottawa pour obtenir chiffres et details  
nouveau livre blanc Défense afin faire suivi  
mission belge au Canada

CAE a reçu principaux documents requis et est  
"short-listed"  
Une rencontre avec industriels belges et  
directeur national de l'armement est prévu dès  
que renseignements seront disponibles

QUARTER: 3 Reunion de travail pour suivi du MOU a eu lieu  
le 15/01/90 en presence du DNA, du BDIG et  
d'industriels belges.

Situation nouvelle qui prevaut de part & d'autre  
(coupures budgetaires, desengagements) a ete  
presentee, expliquee et de nouvelles avenues de  
cooperation possible ont ete etudiees.

QUARTER: 4 Responsive only since new "worldwide situation"  
(i.e. East-West detente, budget cuts.)  
Does preclude new industrial cooperation accords

Keeping our contacts - both civilian and  
military -informed about new Cdn budget and  
spendings



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POST :476-BUCHAREST

SECTOR :007-POWER & ENERGY EQUIP. & SERV.  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

SUPPORT FOR CERNAVODA UNITS 1,2 & LEASE/SALE OF CDN WATER  
TRAINING, TECHNICAL SERVICE, ADDITIONAL EQUIPMENT & HEAVY

WATER SUPPLY

OCI EXPORT PROMOTION FOR CERNAVODA UNITS 3,4 AND 5  
ADDITIONAL SALES OF NUCLEAR EQUIPMENT/COMPONENTS SERVICES &

MFG TECHNOLOGY TRANSFER

SUPPORT FOR NUCLEAR COUNTERTRADE ACTIVITIES  
FOREIGN EXCHANGE ACCUMULATION TO SUPPORT CDN EQUIPMENT &

SERVICES SALES TO ROMANIA

SUPPORT FOR CANDU 600 MARK II MARKETING BEYOND CERNAVODA  
UPDATING FOR NEW UNITS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Lobbying on behalf of Cdn nuclear suppliers for  
Units 1 and 2; Clarification of payments mecha-  
nism for Units 3, 4 and 5.

Payments mechanism re supply for Units 3,4, 5  
still unresolved. Romdel which was to have visi-  
ted AECL in Jan still does not have authority  
despite numerous representations at all levels  
in Romania.

QUARTER: 2 Lobbying on behalf of Cdn nuclear suppliers  
for units 1 and 2 and clarifying payment  
mechanism for units 3, 4 and 5.Continue to press  
issue of Rom del to Cda/AECL.

No progress on payment mechanism.Rom del to Cda  
now 9 months overdue seems to have finally  
obtained mandate but departure uncertain.

QUARTER: 3 Continued efforts on behalf of AECL and Cdn  
nuclear equipment suppliers to clarify  
outstanding issues re units 1 and 2, and 3,4,5.

No remarkable progress

QUARTER: 4 Continue to monitor Rom govt activities related  
to progress of Cernavoda Candu project.  
Assist AECL and Cdn Nuclear Equip Suppliers in  
reorientation of strategy in Rom nuclear  
program in view of Dec'89 events.

Work on units 1 and 2 continues subject to  
more stringent QA inspection and re-checking of  
previous works'quality.

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POST :476-BUCHAREST

SECTOR :010-MINE,METAL,MINERAL PROD & SRV  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

SUPPORT FOR CDN CO. INVOLVED IN SELLING OF IRON ORE, SULPHUR  
TO INCREASE CDN SHARE IN SUPPLYING THE ROMANIAN MARKET

SUPPORT PROSPECTIVE CDN SUPPLIERS OF COKING COAL  
INCREASED INTEREST OF ROMS & CDNS IN SUPPLY OF CDN COKING

SEMINARS/WORKSHOPS TO SUPPORT CDN PROMOTIONAL EFFORTS  
ENHANCED CDN PROFILE WITH POTENTIAL END-USERS & FURTHER

CALL/VISITS TO APPROPRIATE ROMANIAN OFFICIALS  
TO MAINTAIN FAVOURABLE IMAGE FOR THE CANADIAN PRODUCTS.

TRIAL ORDERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing contact with Rom importers of iron ore,  
sulphur, asbestos and providing appropriate  
information to interested Cdn companies

Iron ore: price factor main impeding element  
Sulphur: Cansulex offer not accepted  
Asbestos: LAB Chrysotyle signed a 750 to contract with Rom FTO subject to import licence being issued by MFT.Roms now want to renegotiate price

QUARTER: 2 Ongoing contact with Rom importers of metals  
and mineral products.

Romania no longer interested in Cdn supply.  
Price and distance factors main impediments.

QUARTER: 3 Ongoing contacts with Romanian importers of  
metals and mineral products.

Some interesting exchanges of views with Rom specialists and decision makers.  
Asbestos : LAB succeeded, with Emb help, in selling 700 tonnes to Romania. 200 tonnes are still in Constanta harbour

QUARTER: 4 Specific contacts with relevant Rom officials  
directly involved in this field of activity.  
Post participation in an European workshop on asbestos organized by Cdn Institute of Asbestos,  
External Affairs and EMR

Romanians are willing to restart specific imports from Canada if commercial terms are adequate.  
Romanian officials mostly share the view points expressed during the asb workshop in Brussels



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POST :476-BUCHAREST

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ANIMAL,POULTRY BREEDING STOCK

SUPPORT CDN CO. INVOLVED IN THE EXPORT OF TURKEY BREEDING  
CREATE A SMALL BUT STEADY MARKET IN ROMANIA.

CALLS/VISITS TO APPROPRIATE ROMANIAN OFFICIALS  
TO CREATE A FAVOURABLE IMAGE FOR CDN PRODUCTS/SPEEDING UP

PRELIMINARY PAPERWORK

ORGANIZING/HOSTING TECH SEMINATRS/WORKSHOPS CDN PROMO EFFORT  
ENHANCE CDN PROFILE WITH ROMANIAN SPECIALISTS AND END-USERS

AND POSSIBLE FUTURE SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing contact with Rom importers of raw hides,  
breeding swine, bovine semen and embryos.

Raw hides: Emb proposed Incoming Mission sponsored by OMAF; Cdn sales increased fm 3.0 mm to 10 mm\$ as promised by the Rom decision makers  
Breeding swine: Rom FTO interested in Cdn offer  
Bovine semen: Rom FTO studying Cdn offers

QUARTER: 2 Ongoing contact with Romanian importers of raw  
hides, breeding swine, semen.

Raw hides:embassy succeeded arrangement of incoming mission OMAF sponsored.Canadian sales increased to \$15.0 mln.  
Breeding swine:Romanians switched inquiry to fresh semen.

QUARTER: 3 Ongoing contact with Romanian importers of raw  
hides, turkey poults.  
Selective contacts with potential Romanian im-  
porters of breeding swine and bovine semen.

Raw hides:OMAF sponsored mission increased Cdn sales to \$15 million.  
Turkey poults : 3rd shipment arrived with a high rate of mortality due to carrier (TAROM)  
Breeding swine: Roms cancelled enquiry

QUARTER: 4 Direct contact with high-ranking Romanian  
agricultural officials to try to increase Cdn  
share in the Romanian market.  
Selective contacts with potential Rom importers  
of breeding swine/bovine and semen

It has been agreed with Rom Min of Agric and Food Ind to revitalize the Cdn-Rom joint agric commission.  
First trial orders of swine semen will be delivered to COMTIM Timisoara

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POST :476-BUCHAREST

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW-UP ON MARKET OPPORTUNITIES GENERATED BY NPS 88  
IMPROVED COMMUNICATION BETWEEN LEADING CDN SUPPLIERS & ROM

END-USERS

FOLLOW-UP DR. SCHMID'S VISIT OCT 88 TO ROMANIA  
GENERATE CANADA-ROMANIA COOPERATION IN THIRD COUNTRY PROJECT

FOLLOW-UP NEWLY SIGNED AOSTRA MOU WITH ROMPETROL  
OPEN UP NEW POSSIBILITIES FOR MARKETING CDN EXPERIENCE IN

ENHANCED OIL RECOVERY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up with Rompetrol on opportunities for  
jointly working in third market projects.

No substantive progress. AOSTRA has encountered  
difficulties re greaseless compressors - working  
on resolving.

QUARTER: 2 Followup with Rompetrol on opportunities for  
jointly working in third market projects.

Arrangements in place for AOSTRA's outgoing  
mission to Romania, October, 1989 to discuss  
new market opportunities.

QUARTER: 3 Continued followup with oil & gas sector to  
identify third market projects opportunities.

AOSTRA mission revisited Romania during TIB'89  
to reinforce ties and continue dialogue with  
Rompetrol and Rom Oil Sector officials includ-  
ing Deputy Minister of Oil.

QUARTER: 4 Identify new opportunities opened up by release  
of imports following events of Dec'89.

Post assisted in organizing visit of high  
ranking official of Rom Oil & Gas Ministry to  
National Petroleum Show/Calgary, June'90.



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POST :476-BUCHAREST

SECTOR :012-CHEM PROD & PETROCHEM,EQP,SERV  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

DEVELOP/MAINTAIN CLOSE RELATIONSHIP WITH FTO TERRA  
EARLY ADVICE RE ROM IMPORT REQUIREMENTS

WORKING WITH ISTD/ITC'S & CDN SUPPLIERS OF CHEMICAL/PETROCH. CHEMICALS/PETROCHEMICAL PRODUCTS  
TO INCREASE THE CDN SHARE IN THE ROMANIAN MARKET FOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :476-BUCHAREST

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:PULP AND PAPER PRODUCTS

SUPPORT AS APPROPRIATE FOR CDN SUPPLIERS OF PULP  
SPOT SALES

VISIT OF SOME POTENTIAL END-USERS-SUITABILITY OF CDN PRODUCT  
INCREASE THE CDN SHARE OF THE ROMANIAN MARKET FOR PULP

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing contact with Rom importers of cord pulp

Sellers market. Only two potential Cdn suppliers - Tembec and Western Pulp Ltd - are fully committed elsewhere. Rom request - 3,000 tons.

QUARTER: 2 Ongoing contact with Romanian importers of cord pulp.

Seller's market. Only two potential Canadian suppliers: TEMBEC and WESTERN PULP LTD. They are fully committed elsewhere. Romanian standard request 3,000 tons.

QUARTER: 3 Ongoing contact with Rom importers of pulp & paper

Cord pulp : Sellers' market. Only two Canadian suppliers : TEMBEC and Western Pulp. They are fully committed elsewhere. Romanian standard request : 3,000 tonnes.

QUARTER: 4 Ongoing contact with Rom officials on pulp and paper.  
Specific contacts with the representative of Rom responsible Ministry in order to create the premises for entering the Rom market.

Romanians agreed in principle on re-equipment of their pulp and paper mills with Cdn assistance. Romanians are interested in importing pulp and newsprint from Canada. Cdn potential cos are slow in reaction.



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

POST :476-BUCHAREST

- Valeriu Costea, Commercial Officer - WIN seminar - Cdn Embassy/Paris - January, 1990
- Octavian Bonea, Commercial Officer - Seminar on Asbestos Cdn Embassy/Brussels - March, 1990
- Keith McFarlane, Commercial Counsellor - on leave - 24 Feb - 4 March, 1990
- Keith McFarlane and Val Costea accompanied HOP during visit to Brasov - February, 1990
- Keith McFarlane and Octavian Bonea visited Poultry Complex/ Bacau - February, 1990
- Keith McFarlane as Charge Mar 5 - 17 while Ambassador on A.L

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POST :473-BUDAPEST

SECTOR :007-POWER & ENERGY EQUIP. & SERV.  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

REACT LTD(CALG)IS STILL TO RUN 2 PILOT PROJ PLANNED ORIG.  
FULLY EXPECT PROJECTS WILL LEAD TO MAJOR SALES.

MAJOR MARKETING INITIATIVES BY ONTARIO HYDRO  
POTENTIAL SALES OF NUCLEAR SIMULATORS AND POSSIBLE JV WITH

MVMT TO PROVIDE MANAGEMENT SYSTEMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support AECL in their marketing of Slow Poke

AECL team visited Hungary for bilateral discussions.

QUARTER: 2 Support Consulgaz (Gaz Metropolitan) in their efforts to introduce technology to convert diesel engines to natural gas use.

Canadian firm signed memorandum of understanding with Budapest Gas Works

QUARTER: 3 -----

QUARTER: 4 -----



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POST :473-BUDAPEST

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CONT EFFORTS TO ATTRACT CDN FARM EQUIP MFRS TO HUNGARY  
CO-PRODUCTION OF CANADIAN EQUIPMENT IN HUNGARY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support AGDEVCO in their marketing efforts.

Deputy Min. of Agriculture and Food visited  
Western Farm Progress Show

QUARTER: 2 Support Agdevco in their marketing efforts

Large heifer requirement brought to their  
attention, unfortunately bid not succesful.

QUARTER: 3 -----

QUARTER: 4 Support Canadian exporters of agricultural  
technology and equipment.

First Canada-Hungary Joint Agricultural  
Committee Session and Business mission  
February 26-27,1990.

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POST :473-BUDAPEST

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES  
HUNGARY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

ONGOING INVEST BY EDM FIRMS IN THIS SECT TOWARDS MORE CLOSER  
EXPECT TO SEE STEADY INCREASE IN CDN SALES IN THIS SECTOR

WE WILL CONT ENCOURAGING CDN COS TO CONSIDER THE BENEFITS  
IT IS HOPED THAT THE ESTABLISHMENT OF MORE PERMANENT MKTG

CONNECTIONS HERE WILL ENABLE CDN MFRS TO COMPETE MORE EFFECT

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promotion of Canadian Oil and Gas Equipment

Key executives of the Oil and Gas Trust visited  
Intercon'89.

QUARTER: 2 Promotion of Canadian oil and gas equipment

Oil and Gas Seminar was organized for Alberta  
Mission

QUARTER: 3 -----

QUARTER: 4 Support Consulgaz in their business efforts in  
Hungary.

Consulting Contract (\$120,000 US) signed with  
Budapest Gas Works.



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POST :473-BUDAPEST

SECTOR :005-ADVANCED TECH. PROD. & SERV  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

ALL CDN TELECOM MFRS MUST SPEND TIME & MONEY REQ'D THIS MRKT  
SMALL BUT EXPANDING SALES

ASSIST N.TELECOM EFFORTS TO SELL DIGITAL SWITCHING EQUIP.  
POTENTIAL MAJOR SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Northern Telecom in their efforts to  
sell telephone exchanges

Northern Telecom to open an office in Budapest.

QUARTER: 2 -----

QUARTER: 3 Support Northern Telecom in their marketing  
efforts.  
Support Canadian exporters of high tech,  
computers, electronics.

Northern Telecom office opened in Budapest PT  
tender for several switches issued.  
Post participated in East Eurocomm'89.

QUARTER: 4 Support Northern Telecom in their marketing  
efforts.

a, Northern Telecom submitted a bid for rural  
switching systems.  
b, Northern Telecom signed a letter of intent  
to form a joint venture with Austria Telecom  
and BHG.

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POST :435-COPENHAGEN

SECTOR :005-ADVANCED TECH. PROD. & SERV  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

COMPUTERIZED LISTING OF LOCAL SECTOR CONTACTS/INTERESTS  
IMPROVED ABILITY TO INTRODUCE NEW CANADIAN PRODUCTS

ASSIST CDN COS IN CONSOLIDATING BUSINESS  
MAINTAIN PRESENT BUSINESS VOLUME

INTRODUCE NEW CANADIAN COMPANIES APPROX 8 PER QUARTER  
2 NEW BUYING CONNECTIONS PER QUARTER.

UPDATE REOPRT ON DANISH ADVANCED TECH SECTOR.  
FACILITATE UNDERSTANDING OF DANISH MARKET

CANVAS/VISIT SELECTED COMPANIES IN JUTLAND  
ESTABLISH NEW POTENTIAL DISTRIBUTOR CONTACTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Organized Ont. Govt. trade mission May 30- June  
1. - Follow up visits to participants in Jutland  
of incoming buyers mission. - Aquaculture mission  
May 1 - 10 - Lumber Mission May 22 - 26.

- 5 companies participated and met with potential  
reps. - Has had to be postponed to Aug./Sept  
as several key contacts were unavailable before  
holiday break & we have change in Commercial  
Counsellor. - Post TDO organized & briefed cos.

QUARTER: 2 -Nordic Initiatives Mission.  
-Follow-up to incoming Telco Mission March 1989.  
-Assisting Cdn firms to adjust to increasingly  
competitive computer software market in Denmark.

-Successor to Advanced Tech Mission. 15 Cdn  
companies to visit Denmark October 1989.  
-Postponed to next Quarter due to workload.  
-Have overcome representation problems  
encountered by three Canadian exporters.

QUARTER: 3 1) Nordic Initiatives Mission  
2) Environmental Technologies Mission  
3) Computerised listing of sector contacts

1) 8 of 12 firms have done/will do business in  
next 6-9 mnths. 2) 12 eqpt/svcs firms visited -  
much potential. ISTCTOR report to follow.  
3) Liaising with Paris Emb & Extott TPP re  
adaptation to Win Contact.

QUARTER: 4 1. Listing of local contacts/interests  
2. Update report on Danish Advanced Tech Sector  
3. Canvas/Visit selected companies in Jutland.

1. Now incorporated into WIN Contact list.  
2. Telecomms Section covered. Comprehensive,  
sector report for first quarter 90/91  
3. Met several coys through exp/IDP/TIP activi-  
ties. Others during Cdn blitz scheduled Jun90.



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POST :435-COPENHAGEN

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:FISH & SHELLFISH & OTHER PROD

SUPL MKT INTELL ON DANISH DOMESTIC & INTL. FISHERIES.  
BETTER INFORMED CANADIAN AUTHORITIES AND COMPANIES ON WORLD

MARKET CONDITIONS

ASSIST BOTH CDN EXPORTERS AND DANISH IMPORTERS.  
INCREASED TRADE AND MAINTENANCE OF MARKET SHARE

PROMOTE CDN PROD/SPECIES COMMANDING HIGHER PRICES IN EUROPE  
DIVERSIFICATION OF EXPORT PRODUCT RANGE-IE., EEL, MONKFISH

FOLLOW UP NFLD INTEREST IN ROE PROCESSING TECH.  
TRANSFER OF ROE PROCESSING TECHNOLOGY TO CANADA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - World Fishing Exhibition

- 15 Cdn participants. Post assisted in organizing and hosted reception with Danish industry.

QUARTER: 2 -Support to ITCOTT and ITCMCTON for technology research projects.  
-Assist Cdn firms in promotion of new species.

-Arranged comprehensive programs of meetings.  
-Possible market for blue mussels.

QUARTER: 3 1) Mtgs at Anuga and subsequent follow up re lobster promotion Feb89 and CAFE  
2) Support export activities of a large no. of Cdn fish exporters

1) Attempt to counteract mkt stagnation due to Danish Govt policy of dampening consumer spending  
2) Maintain and increase markets.

QUARTER: 4 1. Major survey Danish fish importers/processors  
2. Pursued lobster promotion.  
3. Follow-up Nfld interests in roe processing technology.

1.Annotated fish prods guide + updated list of 80 importers indicating species of interest.  
2.Postponed due to Cdn difficulties in quoting price required for Promotion. 3.Ball in Cdn court re roe processing tech. No further action.

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POST :435-COPENHAGEN

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV  
DENMARK

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

WORK W/DAN. GOVT & IND TO MINIMIZE IMPACT OF OFFSETS ISSUE.  
CONTINUED SALES POSSIBILITIES

REG CALLS ON KEY DEC MAKERS IN DEFENCE.  
TO MAINTAIN CDN MARKET SHARE IN FACE OF SEVERE DANISH DEFEN-

CE BUDGET SQUEEZE

FOLLOW UP TO DEFENCE PRODUCTS MISSION DEC.88  
INTRODUCTION OF NEW CANADIAN SUPPLIERS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Hi-Tech/Armx, Ottawa  
- Paris Air Show

-Comm.Counsellor briefed 37 Cdn companies on prospects in Denmark. - Sales of \$2.9M during period were realized. - Comm.Counsellor attended & promoted sale of Dash 8 to Danish firm as well as identifying new tech transfer opportunities

QUARTER: 2 -Support to C-Tech in their bid for fixed sonars to Danish Navy.  
-Address growing Danish concern over SNC Armaments slowness of uptake on offset.

-Met with Naval procurement and advised Cdn firm on revision of bid - resulted in contract going to C-Tech.  
-Made representations to Danish authorities and accomp Cdn V-P on mtgs with DK Min & Fed of Ind.

QUARTER: 3 1) Follow up with C-Tech re offset obligations.  
2) RFQ support to Tecmotiv and Leigh Instruments and follow up with Danish military on their behalf.

1) Referred a number of Danish firms to C-Tech  
2) They are now in a better position to deal with Danish military.

QUARTER: 4 1.ISTC/ADIB offsets study - visit to Dk 13Mar  
2.Assistance to Canadair (CL227), Bendix Avelex and Ballistech.  
3. Follow-up to Defence Prods Mission Dec88.

1. Very positive exchange of views with our 2 key Dk offsets contacts.  
2. Placed in contact w. appropri. military materiel officials/prospective reps. 3. Resulted in C-Tech contract to supply RDN with fixed sonars.



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POST :435-COPENHAGEN

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

BREEDING STOCK.ENCOURAGE CDN SUPPLIERS TO MRKT IN DEN. DUE TO VET. REG.S  
MAINTAIN NEWLY OPENED MARKET PREVIOUSLY IN DANGER OF CLOSURE

COMT TO INTROD & ASSIST GREENLAND BUYERS IN SOURCING IN CDA DOUBLE PRES.CDN SALE  
IF TRANSPORTATION LINKS MAINTAINED OR EXPANDED EXPECT TO

AS FOLLOW UP TO SIAL 88.INTRODUCE FRUIT SNACK FOOD TO DEN.  
COVERAGE OF DANISH MARKET WITHIN A YEAR

ASSIST CDN COS INTERESTED IN DANISH AG/FOOD PROCESSING TECH.  
MARKET MAINTENANCE WITH SOME POSSIBILITY OF EXPANSION

DETAILED ANAL OF N.A. EXPORTS TO DEN. TO ALERT CDN/NEW OPPTS. OF MARKET.  
DIVERSIFICATION OF PRODUCTS THUS INCREASING CANADIAN SHARE

INVESTIGATE LOSS OF \$10M EXPORT OF PANCREATIC GLANDS/INSULIN  
REGAIN LOST MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Herring UNGSKUET exhibition. Ont.Govt.had info  
booth which post assisted by manning.  
- Feed Pea Mission June 21-26

- Promoted Cdn Hereford cattle which took all  
top honours at show.  
- Promoted use of Cdn feed peas and explored  
tech transfer prospects.

QUARTER: 2 -Assist Cdn firms in preparing for participation  
in Canada days in Greenland Sep 29 to Oct 1.  
-Introduce Fruit Snack Food to Danish market.

-With leadership of EXTOTT/TPS and ITCMCTON 10  
Cdn firms participated.  
-Unsuccessful. Market is dead due to Danish  
tariffs, luxury tax and markups.

QUARTER: 3 1) Attended ANUGA Fair  
2) Met w. major customer re Cdn maple sugar  
supplier situation.  
3) Post/ITCMCTON follow up with KNI Greenland

1) Update info on current S/D picture with key  
Cdn/Dk firms. 2) Customer now aware of Cdn  
industry. Invited buyers to Cda, firm declined.  
3) KNI has appointed buyer for Cdn from 1/90 -  
has already increased Cdn purchases.

QUARTER: 4 1. Follow up fm SIAL 88 with Cdn suppliers.  
2. Investigate loss of Pancreatic glands/insulin  
market.  
3. Met and briefed new Royal Greenland Trading  
buyer for sourcing fm N Am.

1. Dk could become principal focus for Cdn wild  
rice sales in Europe.  
2. Situation has been resolved.  
3. Increased sales. Visit to Cda planned May90.

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

POST :435-COPENHAGEN

Business Contact Canada Workshop, Kolding Jutland 30Jan90.

Alberta Trade/Investment/Technology Mission

Visit of Saskatchewan Agent General, London 12/13 Mar90.

Investment Development Program Meeting, The Hague, 21/22  
Feb90

ISTCOTT/ADIB Defence Offset Study

CAI/SAS Canadian Tourism Promotion 19Feb90.

Commercial Counsellor, Chargé d' Affaires a.i. 17 March to  
4 April.

New Secretary to Commercial Counsellor hired/retirement of  
previous Secretary.

CO visit to Cebit 90, Hannover. Met 25 Cdn firms - pre-show  
mailing to 75 Danish organisations.



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

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POST :436-DUBLIN

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.  
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:AEROSPACE

REGULAR FOLLOW UP WITH AER LINGUS  
OVERCOME FOKKER COMPETITION

REGULAR FOLLOW UP WITH GUINNESS PEAT AVIATION RE"OPTIONS"  
5 DASH 8'S

REGULAR FOLLOW UP WITH RYANAIR  
PURCHASE OF DASH 8.

FOLLOW UP WITH IRISH AIR CORPS RE SPECIAL DASH 8 (TRITON)  
SALE OF TWO PATROL TRITONS

FLIGHT DEMONSTRATION  
CONFIRMED OR NEW ORDERS

EXPLORE LOCAL CONTENT ASPECT  
UNKNOWN

APPROACH DEPT OF TRANSPORT RE REGIONAL AIRPORT MODERNIZATION  
SALE OF AVIONICS RELATED EQUIPMENT

LIAISON WITH BACKERS OF DUBLIN STOLPORT  
LONG TERM POSSIBILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Support Cdn aerospace companies in Irish marketplace.  
Attend Paris Air Show.

QUARTER: 2 Whilst GPA have already placed their "big" order for Dash 8's, we have devoted our attention to Irish Air Corps interest in several products.

QUARTER: 3 Maintain links with Guinness Peat Aviation, Aer Lingus & Ryanair.  
Follow up with Irish contacts from Paris Airshow

QUARTERLY RESULTS REPORTED:

Raytheon unsuccessful in large radar tender.  
Pelorus MLS supplied to small regional airport.  
Tenders/presentations to Irish Air Corps for patrol planes, radar and software.

Tender submissions from Innotech (Dash 8).  
The Air Corps are also favouring the Litton V5 radar. Westec of Vancouver have also submitted quotations for parts software.

With GPA - this is basically "post sale" follow-up.  
Follow up undertaken.  
See Defence products re Dash 8 Tender.

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POST :436-DUBLIN

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.  
IRELAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Maintain contact with Guinness Peat Aviation,  
Aer Lingus, IACO and also Air Corps (see Defence  
Products) re Dash 8.

Meetings with Guinness Peat Aviation and IACO at  
Shannon.

QUARTERLY RESULTS REPORTED:

ACTIVITIES UNDERTAKEN IN QUARTER:

Quarter 4 results report detailing activities undertaken in the quarter, including contact with Guinness Peat Aviation, Aer Lingus, IACO, and Air Corps regarding Dash 8 products.

Quarterly results reported, detailing the outcomes of meetings with Guinness Peat Aviation and IACO at Shannon.



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POST :436-DUBLIN

SECTOR :005-ADVANCED TECH. PROD. & SERV  
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

EXAMINE SCOPE FOR TECHNOLOGY TRANSFER  
JOINT VENTURES AND/OR LICENSING

REGULAR CONTACT WITH CANADIAN SUBSIDIARIES BRANCH PLANTS  
INCREASED IMPORTS OF COMPONENTS

MONITOR INTRODUCTION OF MMDS AND RELATED CABLE TV NEEDS  
SALES OF EQUIPMENT AND CONSULTANCY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist Cdn high-tech companies.  
Explore possibilities of local involvement  
prior to 1992.

Encouraging level of interest from various  
companies - All Computer; Cognos; ATI and  
Magus.

QUARTER: 2 Assess and monitor those sectors where  
technological co-operation can be encouraged  
prior to 1992.

A memorandum of understanding is under  
consideration for remote sensing - Geographic  
Information Systems.  
New contacts being established in both  
hardware/software.

QUARTER: 3 -----

QUARTER: 4 Publicise Marketplace'90 (High Tech) in London.  
Follow up meetings with Northern Telecom (Irl).

Irish companies did not travel to London en  
masse but several are corresponding with various  
companies. Various visits re special software.  
Sale of NT DPN 10 switch to AN Post (Irish  
Postal Service).

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :436-DUBLIN

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
IRELAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ANIMAL,POULTRY BREEDING STOCK

EXPLORE EMBRYO TRANSFER MARKET  
NEW MARKET SEGMENT

LIAISE WITH DEPT OF AGRICULTURE RE ANIMAL HEALTH  
MARKET ACCESS

ASSIST AGENT AT TRADE SHOWS AND RELATED EVENTS  
IMPROVED EXPOSURE

EXPLORE MARKET FOR POULTRY STOCK

MISSION TO ONTARIO AND/OR BRITISH COLUMBIA  
INCREASED SEMEN ORDERS

SUB-SECTOR:SEMI & PROCESSED FOOD & DRINK

FOLLOW UP ON SIAL FROZEN FOOD SEMINAR  
EXCHANGE OF TECHNOLOGY

LIAISON WITH FOOD RESEARCH CENTRES IN IRELAND AND CANADA  
INCREASED CO-OPERATION

MAINTAIN LINKS WITH AGENTS AND BUYERS  
NEW ORDERS

REPORT ON 1992 RE FOOD PRODUCTS  
INCREASED AWARENESS

SUB-SECTOR:FOOD HANDLING,PROCESSING EQUIP

APPROACH MAJOR PROCESSORS  
INCREASED AWARENESS

LINK UP WITH IRISH PARTICIPANTS AT SIAL SEMINAR  
INCREASED AWARENESS

SPECIAL PROJECT/POULTRY  
EQUIPMENT/TURKEY SALE



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :436-DUBLIN

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
IRELAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up on SIAL '88.  
Assess possibilities in embryo transfer.

Contact maintained with key Irish processors.  
Irish interests examining Cdn green products.  
Quantity of Cdn wine en route to Irish buyer.  
Embryo buyers visited sources in Alta and Ont.

QUARTER: 2 Meet with key food importers.  
Liaise with local processors re co-operation  
possibilities.  
Promote Canadian participation at Anuga.

Launch of Loblaw's "green" products in the  
Quinnsworth chain. Good publicity for  
Canada.  
Interest in co-operation is still evident.

QUARTER: 3 -----

QUARTER: 4 Maintain contact with key food and agri  
importers.  
Develop cattle semen/embryo market.

Improved sales for dried peas, grass-seed corn  
and animal feed components. New market for soup  
ingredients from Thomas J. Lipton. New channel  
of distribution for Semex Ireland should improve  
sales.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :436-DUBLIN

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.  
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP RE SIAL BREAKFAST SEMINAR  
TECHNOLOGY EXCHANGE

COOPERATE WITH IRISH SEA FISHERIES BOARD  
INCREASED INDUSTRY COOPERATION

EXAMINE MARKET POTENTIAL FOR HARVESTING/PROCESSING EQUIPMENT  
NEW MARKET POTENTIAL/SALES

FOLLOW UP RE IRISH VISITORS TO WORLD SYMP.ON FISHING GEAR  
NEW MARKET POTENTIAL/SALES

ASSESSMENT OF FISHERY SECTOR RE 1992  
INCREASED AWARENESS RE COMPETITION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Explore co-operation possibilities between  
processors.  
Examine market for fishery and processing  
equipment.

No developments despite post approaches to  
local processors.  
Local distributor negotiating with Fishmore  
(previously Simnar).

QUARTER: 2 Explore co-operation possibilities between  
Canadian and Irish processors.

Have met with Irish processors but they have  
not developed links.  
New local agent for Kobelt steering gear  
(for trawlers).

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :436-DUBLIN

- Canada Business Days undertaken in Limerick, Shannon, Navan, Galway, Drogheda and Dundalk.
- Preparation for visits of Hon. Ministers Crosbie and Valcourt, concerning the NAFO issue.
- Newfoundland mission to assess Irish Government programs for fisheries, industrial and financial services development.
- Visit of Hon. J. Ghiz (Premier of Prince Edward Island) to promote Heritage 1990.
- Matters relating to Irish Presidency of the EEC.
- Attend Asbestos seminar in Brussels (organized by the Asbestos Institute of Montreal).
- Talks with Irish Government officials re NAFO, animal traps, lobster, residue monitoring, double-tax agreement, Globe 90.
- Publicize Marketplace 90 (high tech) in London.
- Skydome presentation and reception.
- Win training in Paris.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :424-DUSSELDORF

SECTOR :016-INDUSTRIAL MACHIN,PLANTS,SERV.  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:MANUFACT & MATERIAL PLANT,EQP.

MEET WITH INDUSTRY IN TERRITORY  
BETTER AWARENESS OF CDN CAPABILITIES

MEET WITH CDN MANUFACTURERS  
POINT OUT OPPORTUNITIES IN TERRITORY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continued work in Environmental Services support  
ing the Globe 90 Conference, the World Energy  
Congress and the export of environmental equip-  
ment and services.

Assisted Globe 90 w/participation in Envitec.  
Provided further detailed advice about important  
Contacts in environmental sector in Germany. Or-  
ganized mission to Envitec of Cdn waste disposal  
cos.and authorities.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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POST :424-DUSSELDORF

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:WOOD AND WOOD PRODUCTS

INVESTIGATE MKT OPP FOR CDN STAIRCASE COMPONENTS  
SAMPLE ORDERS FROM LARGE SCALE STAIRCASE SYSTEM MANUFACTURERS

RERS

CONT EFFORTS W/GERMAN WOOD HOUSE BUILDERS TO INCR CDN CONT.  
SAMPLE ORDERS FRO FLOORING, PANELLING AND SIDING

PRODUCE FOLDER ON CDN CAPABILITIES IN THE WOOD PROD.SECTOR  
SAMPLE ORDERS FOR CANADIAN FINISHED PRODUCTS

ACTIVE SUPPORT OF UNIVERSITY SEMINARS ON WOOD BLDG MATERIALS  
INCREASE AWARENESS ON PROVEN CANADIAN BUILDING COMPONENTS

SUB-SECTOR:PULP AND PAPER PRODUCTS

CDN IND WELL ORG'D IN THIS SUB-SECTOR.  
WE EXPECT CANADIAN INDUSTRY TO HOLD ITS MARKET SHARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing support of Canadian forest products exports.

Positive sales dev.in hand-crafted log-homes.  
-Reviewed COMDP prog.w/Ott officers+COFI rep.  
-Jack Munro-led IWA mission useful in reassuring lumber clients of security of supply.  
-Reported on Wood Products Sales outlook.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :424-DUSSELDORF

SECTOR :013-CONSUMER PRODUCTS & SERVICES  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:LEISURE PROD. TOOLS HARDWARE

CONTINUE EFFORTS IN MKTG TOOLS & HARDWARE  
INCREASE MARKET SHARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Furniture mission to Ligna trade fair  
(May 1989).

A technology & equipment sourcing mission initiated by ISTC TOR and organized by our office. Companies now have new ideas on plant layout and equipment needs plus inside look at German furniture industry.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :424-DUSSELDORF

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:FISH & SHELLFISH & OTHER PROD

UPDATE FISH FACT SHEETS DESCRIBING MARKET  
MAKE CDN AWARE OF OPPORTUNITIES & DISTRIBUTION CHANNELS

"CANADA" SECTION IN TRADE JOURNAL  
HIGHER PROFILE FOR CDN FISH

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 arrange appointments for two seminars on Fed  
software in action in Netherlands,  
invite individual visitors to identify suitable  
partners.

QUARTER: 2 prepare/distribute report on Netherlands market  
for computer hard and software,  
Enlarge Fishery Directory of Netherlands  
computer hard/software operators

QUARTER: 3 prepared presentation of telecon exporters  
free seminar.

Quarterly results reported for Q1-89  
1. Development of foreign promotion of fish  
and seafood products  
2. Participation at several trade fairs  
(see table for details)

Quarterly results reported for Q2-89  
1. Large trade show-Exhibition  
National stand - 2B exhibition  
Canada section at large  
foreign fair-Exhibition  
Targeted for Q3-89, 1989

Quarterly results reported for Q3-89  
1. Seminar on fish marketing  
2. Free seminar

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POST :424-DUSSELDORF

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:SEMI & PROCESSED FOOD & DRINK

INTRODUCTION TO NEW FIRMS OF FROZEN PRE-COOKED MEALS  
INCREASE ANNUAL SALES BY 5-10%

IDENTIFY NEW CHANNELS OF DISTRIBUTION  
INCREASE SALES BY 10%

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A. Development of Tengelmann promotion of Cdn  
food products  
B. participation at Seafood Outlook Conference  
(St. John's April 14-17)

-Agreed date for promotion (Oct. 1-13/1990)  
-Agreed on coordination of info flow involving  
Post, Tengelmann reps. + Ottawa - Selected prom-  
otional venues (Magnet+Grosso markets) - Establ-  
ished Fed/Prov. meeting for July

QUARTER: 2 -----

QUARTER: 3 Anuga Trade Show-Cologne  
National Stand - 30 exhibitors  
Nexos Mission to Anuga  
Tengelmann Promotion  
Targetted for Oct 1-13, 1990

Exh reported on site sales of \$7.4 mln & future  
expectations of \$77.3 mln). 20 new exporters  
introduced to methods of doing business in Eur.+  
quality levels. - Joint Consulate-Tengelmann  
prom at Anuga to motivate Cdn co partic agreem.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :415-HAGUE, THE

SECTOR :005-ADVANCED TECH. PROD. & SERV  
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP ON INTEREST GENER BY INFO BOOTH IN EUROCOMM, 12/88  
5 NEW AGENCIES FOR CANADIAN MANUFACTURERS.

PREP/DIST REPORT ON NETH MKT FOR COMPUTER HARD/SOFTWARE  
INTRODUCE 5 NEW FIRMS TO DUTCH MARKET.

ENLARGE ENB DIR OF NETHS TELECOM EQUIP IMP/AGENTS & VISIT CO  
IDENTIFY NEW IMPORTERS/AGENTS INTERESTED IN CANADIAN

ENLARGE EMBASSY DIR OF NETHS COMPUTER HARD/SOFTWARE IMPORTER  
REINFORCE IMAGE OF CANADA AS SOURCE FOR INNOVATIVE AND

MATCHMAKER MISSION TO "HET INSTRUMENT" MAY 1990  
AT LEAST 5 NEW AGENCIES FOR CANADIAN INSTRUMENTATION

INCOMING LAB. EQUIP AGENTS/DISTR MISSION FROM BENELUX  
AT LEAST 5 NEW AGENCIES FOR CANADIAN INSTRUMENTATION

INFO BOOTH AT EUROCOMM 90 EXHIBITION  
AT LEAST 5 NEW AGENCIES FOR CANADIAN DATACOM/TELECOM

REPORT ON NETHS MARKET FOR INSTRUMENTATION  
INTRODUCE 5 NEW FIRMS TO DUTCH MARKET.

PRODUCTS.

AND QUALITY PRODUCTS.

PRODUCTS.

PRODUCTS.

PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Arrange appointments for ten companies on Fed  
Software Mission to Netherlands.  
Assist individual visitors to identify suitable  
partners.

Co-ordinated Neths program for Benelux Software  
Mission. One Canadian subsidiary established  
in Neths. At least four distributor agreements  
anticipated  
Arranged visits in Neths for Alberta FTI mission

QUARTER: 2 Prepare-distribute report on Netherlands market  
for computer hard and software.  
Enlarge Embassy directory of Netherlands  
computer hard/software importers

Information assembled and currently being  
"structured"  
Project delayed pending evaluation of software  
allowing keyword search of Dutch hardware  
and software importers and distributors.

QUARTER: 3 Prepared mini-mission of telecom exporters  
from Montreal.

Two companies from Montreal mini-mission  
identified good potential distributors.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :415-HAGUE, THE

SECTOR :005-ADVANCED TECH. PROD. & SERV  
NETHERLANDS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Arrange appointments for 12 member Marketplace mission of instrumentation & Datacom & software firms.  
Recruit participants for September environment protection conference.

Many of marketplace mission participants made worthwhile contacts.  
Three companies recruited for environment conference as participants.

Co-ordinated with program for Europe...  
Mission One Canada...  
in Netherlands...  
anticipated...  
Arranged visits to Netherlands...  
Information...  
Project...  
The companies...  
identified...

QUARTER: 4 Arrange appointments for 12 companies...  
Software Mission to Netherlands...  
Asiatec...  
QUARTER: 3 Prepare...  
for computer...  
Europe...  
computer...  
QUARTER: 2 Prepared...  
from...

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :415-HAGUE, THE

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

SERVICE INCREASING FLOW OF ENQUIRIES FROM CDN SUPPLIERS  
ALLOW DUTCH OFFICIALS TO EVALUATE NEW DEFENCE PRODUCTS &

THUS INCREASE CDN MARKET SHARE

DEVELOP CLOSER CONTACTS WITH SR. MILITARY OFFICIALS  
IMPROVED ACCESS FOR CDN BUSINESSMEN TO MORE SENIOR LEVELS

THAN WAS PREVIOUSLY THE CASE

PREPARE RESEARCH DEV'T & PRODUCTION STEERING COMMITTEE  
IMPROVED CONTACT WITH DUTCH MOD, IMPROVED FLOW OF INFO

LEADING TO GREATER OPPORTUNITIES TO BID ON DUTCH REQUIREMENT

DEV. COMPUTER DATABASE TO TRACK MARKET PROSPECTS  
TIMELY INFO/ADVICE TO CDN EXPORTERS WILL ENHANCE THEIR

CHANCES FOR SUCCESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Organize DirGen Defence Programs Branch visit  
Attend HITEC conference in Ottawa  
Follow up with Dutch MOD and individual services  
re ongoing projects

Successful visit of DirGen Defence Programs  
Organized State Secretary for Defence and del  
visit to ARMX  
Organized Army simulation team visit of ARMX  
Supported Diemaco, Canadair, J.D. Hepburn, etc

QUARTER: 2 Assist Canadair in their efforts to be included  
on Army RPV shortlist.  
Assist Diemaco in their efforts to be included  
on Army rifle shortlist.

Arranged meetings for Canadair and Diemaco  
with Army and Netherlands MOD.  
Introduced Canadian manufacturer of battle-  
field telecom antennae to Dutch agent who is  
pursuing ongoing project.

QUARTER: 3 Assist Canadair to pursue Army RPV project  
Assist Leblanc & Royle to pursue battlefield  
antennae project

Arranged meeting for General Manager of Canadair  
with Major General in charge of RPV project.

Leblanc & Royle presented proposal worth  
\$19 million.

QUARTER: 4 Organize visit of Assoc Minister of Nat'l  
Defence to Netherlands.

Assoc. MND supported marketing campaigns of Cdn  
companies.

Assist Canadian companies bidding on sonar  
project.

Cdn coys made presentations on sonar to Dutch  
Navy  
Attended Atlantic Hitec

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

POST :415-HAGUE, THE

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:WOOD AND WOOD PRODUCTS

MONITOR DUTCH VIEWS ON PLANT HEALTH ISSUES & ARGUE CDN POSTM  
CONTINUED UNRESTRICTED ACCESS TO EEC FOR CDN SOFTWOOD LUMBER

MARKET REPORT ON FOREST PRODUCTS MARKET  
INTRODUCE 5 NEW EXPORTERS TO DUTCH MARKET

INCOMING FOREST-BASED DIY & BUILDING PRODUCTS BUYERS MISSION  
INTRODUCE KEY BUYERS/IMPORTERS TO SELECTED CDN SUPPLIERS

LIAISE W/KEY LOCAL TRADE PUBLNS: ENCOURAGE COVERAGE OF CDA  
ENHANCE CDA'S IMAGE AS ECOLOGICALLY RESPONSIBLE SUPPLIER OF

FOREST PRODUCTS AND KNOW-HOW RE BUILDING SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Liaise with local trade press re Cdn forest  
products in building applications

Leading local publication preparing article to  
be followed by Canada special later in year.  
Liaised with leading lumber importers.  
Assisted Toronto Homebuilders mission  
Coordinated Cdn program for local housing assn

QUARTER: 2 Introduce new Canadian exporters to the market.

5 agency agreements signed between Canadian  
exporters and Dutch agents.

QUARTER: 3 -----

QUARTER: 4 Arrange CSB/Waferboard manufacturers mission.

OSB mission was successful. Number of  
opportunities identified by mission members.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :415-HAGUE, THE

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

SERVICES INCR FLOW OF ENQ FROM CDN SUPPLIER & LOCAL IMPORT  
EXPANDING MARKET SHARE.

ENC DUTCH IMP/AG TO VISIT CDN STANDS AT MAJOR EUR FOOD SHOWS  
INCREASING AWARENESS OF CANADIAN SUPPLY CAPABILITIES.

ESTABLISH DATABANK ACTUAL & POT. DUTCH AGENTS IMPORT.BUYERS INCREASED SALES.  
MORE COMPLETE INFORMATION ON IMPORTERS WILL LEAD TO

ANALYSE ROLE OF WHOLESALE CENTRE CATERING TO THE HOTEL/REST  
INCREASE EXPORTS IN HOTEL/RESTAURANT SECTOR.

INITIATE EXAM & EVALUTE OF IMPLIC OF EUROPE 1992 FOR CDN EXP  
ADJUSTMENT OF MARKET STRATEGIES & TACTICS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

Participation during April 13-21 in the 21st Int'l  
Electrical Technology and Professional  
Exhibition Show.

1. Planned program for Nordic initiative mission  
will be completed.  
2. Prepared new 1989-90 report on electrical &  
electronic equipment for Finland

1. Nordic initiative mission  
2. Visit to Sweden BR in April  
3. Environmental Technology Mission

52,000 visitors attended the Show and attended  
popular open house providing information on  
Canadian companies, products, descriptions and  
listings from our show go.

1. Mission to take place first two days of next  
quarter. 25 meetings have been scheduled and 100  
invitations sent out for a reception on  
the 1st day of the mission's visit to Sweden.  
2. Completed mission report on the Finnish  
market.

1. Mission generated sales and representation  
agreements for 3 mission members.  
2. Increased awareness of CDN products and  
services among contacts for 25 exhibitors.  
3. To date progress on 2 projects completed.

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

POST :415-HAGUE, THE

Invitations to Dutch attendees Minister Luncheon WEF/Davos

Arrangements for Investment Development Officers meeting  
at Hague 20-22 February

Ongoing support for Globe 90 Fair/Conference

Incoming visit Minister Veitch, B.C. Minister of Int'l  
Business and Immigration; assisted re program.

Incoming visit of Mayor J.Reimer of Edmonton; arranged  
program of visits.

Incoming visit Alderman J. Bethel of Edmonton; arranged  
program of visits.

Counsellor (Commercial) attended Hitec Conference in  
Halifax.

Incoming mission of "Marketplace" companies. Arranged  
individual itineraries.

Incoming mission OSB/Waferboard manufacturers (ISTC/IRPI)  
Arrange program of visits.

Minister (Commercial/Economic) and Commercial Officer  
attended "Canada/UK Marketplace" seminar in London

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

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POST :431-HELSINKI

SECTOR :005-ADVANCED TECH. PROD. & SERV  
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:BROADCASTING, INC. CABLE TV

CONTINUE REP ON FINNISH TV & CATV IND. TO CDN SUPPLIERS  
INCREASE CDN FIRMS KNOWLEDGE ON FINNISH MARKET WHICH IS  
DEVELOP CONTACT NETWORK  
FIND FURTHER OPPORT FOR CDN FIRMS WHOSE EXP TO FINLAND INCR

MOVING VERY FAST.  
BY +637% DURING JAN-SEPT 88.

ORGANIZE CATV INDUSTRIES MISSION TO CANADA  
MAINTAIN GROWTH MOMENTUM SETTING 89 INCREASE AT 10%.

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

EXPAND POST DATA BASE & UPDATE MARKET REPORT.  
MORE PRECISE ASSISTANCE TO CANADIAN EXPORTERS.  
CONTINUE MAILINGS OF CDN INFORMATICS PUBLIC TO FINNISH IMPOR  
INCREASED AWARENESS IN FINLAND OF CANADIAN EXPERTISE AND

MORE FIRMS REPRESENTED IN FINLAND.

PRODUCTS.

HARDWARE/SOFTWARE MISSION TO FINLAND.  
FOLLOW-UP ON LAST YEAR'S MISSIONS AND INCREASE MARKET GAIN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation during April 18-21 in the Eltek 89  
Electrical Technology and Professional  
Electronics Show.

52,000 visitors attended the Show; our stand was  
popular with visitors requesting information on  
Canadian companies, products, descriptions and  
listings from our demo pc.

QUARTER: 2 1. Planned program for Nordic Initiative mission  
software companies.  
2. Prepared new 1989-90 report on electronic &  
electric equipment for Finland

1. Mission to take place first two days of next  
quarter. 66 meetings have been scheduled and 120  
invitations sent out for a reception.  
2. Concise/precise information on the Finnish  
market.

QUARTER: 3 1. Nordic Initiative Mission  
2. Visit to Systems 89 in Munich  
3. Environmental Technology Mission

1. Mission generated sales and representation  
agreements for 3 mission members.  
2. Increased awareness of Cdn products and  
established contacts for Cdn exhibitors.  
3. To date progress on 2 projects confirmed.



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :431-HELSINKI

SECTOR :005-ADVANCED TECH. PROD. & SERV  
FINLAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 4
1. Visit to Cebit 90 computer show, Hannover.
  2. Air Traffic Control Workshop.
  3. Worked closely with Finnish Foreign Trade Assoc to promote Finnish participation in Globe 90 and 2 day program in Toronto.

1. Established new contacts with Cdn suppliers and Finnish importers.
2. Finnish MBA introduced to Cdn products and services for Finnish modernisation program.
3. Delegation of 30 of which 20 co's exhibited.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :431-HELSINKI

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.  
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:FISH & SHELLFISH & OTHER PROD

FISHERIES PRODUCTS IN FINLAND REPORT  
BETTER KNOWLEDGE OF DEMAND AND MARKET.

CONTINUED DEVELOPMENT OF CENTRAL NETWORK & DISTR OF INFO  
MAINTAIN GROWTH OF CDN SALES OF SHRIMPS FROM 2 TONS IN 1986

TO 44.6 TONS IN 1988.

CDN SPECIALTY SEAFOOD INFO DAY INCLUDING "DEGUSTATION"  
RAISE INTEREST OF IMPORTERS AND CATERERS IN CDN PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Report on the Fish Market in Finland updated.  
Directory of Fish Importers compiled.

Availability of up to date market information  
should increase awareness.

QUARTER: 2 -----

QUARTER: 3 1. Visit Anuga Food Fair in Cologne.

1. Good opportunity to present Canadian products  
to Finnish food buyers. Over 300 Finnish  
delegates attended Anuga.

QUARTER: 4 1. Lobster market survey completed.  
2. Lobster promotion project planned for Fall 90

1. Showed increased imports over last year.  
2. Good timing for initiative as interest of  
major food chain stores is developing.  
Adjustment to local taste still remains an open  
question.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :431-HELSINKI

SECTOR :013-CONSUMER PRODUCTS & SERVICES  
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:LEISURE PROD. TOOLS HARDWARE

INSTORE PROMOTION. CDN SPORTING GOODS USING LOCAL ATHLETES  
GREATER EXPOSURE. INCREASED SALES BY 5%.

ANNUAL DISPLAY OF SPRTNG GDS & RCPTN FR MAJOR DISTRIB.  
MAINTAIN MARKET SHARE IN HOCKEY EQUIPMENT AND DEVELOP

NEW MKT.

EXPLORE VIABILITY OF NEW PRODUCTS ON FINNISH MARKET  
DIVERSIFY FROM HOCKEY EQUIP. BENEFIT FROM GOOD PERCEPTION

OF CDN LABEL BY CONSUMERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up with Finnish importers who had  
attended Ispo 89 and visited the Canadian stand.

New contacts established for support and  
development.

QUARTER: 2 1. Worked closely with Finnish Hockey Federation  
trying to secure attendance of Gretzky and Kurri  
at special sporting goods events.  
2. Visited garden supplies show (Finland in  
(Bloom) and home furniture show (Habitare).

1. Efforts were not succesful. Event postponed.  
2. Assessing the market potential of Canadian  
products.

QUARTER: 3 1. Recruitment of buyers to CSGA 90  
2. Visit to Educa Fair

1. Add new Canadian sporting goods to existing  
product lines.  
2. Sourcing new outlets for Canadian educational  
products.

QUARTER: 4 Reception in honour of Premier of Sask. G.Devine  
and Saskatoon bid for Intl Junior Hockey Champs  
excellent occasion to promote Cdn sporting goods  
2. Sent 2 buyers to CSGA, Montreal, Feb 90.

Hockey equipment needed encouragement after  
second year of slow sales due to mild winters.  
2. In process of negotiating new sports lines.



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :431-HELSINKI

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CONTINUE TO BUILD UP CONTACTS IN FINNISH DEFENCE FORCES  
BETTER KNOWLEDGE OF FINNISH REQUIREMENTS.

LOCATE NEW POTENTIAL AGENTS FOR CDN DEFENCE PRODS SUPPLIERS. ARE INVITED TO BID ON AT LEAST 2 NEW PROJECTS.  
INCREASED PRESENCE OF CDN DEFENCE PROD: ENSURE THAT CDN CO.

DEFENCE PRODUCTS AND RELATED SERVICES REPORT.  
IMPROVE KNOWLEDGE OF FINNISH MARKET IN CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Finland's Market Overview report prepared for  
participation in Hitec 89.

Extremely worthwhile to raise interest in this  
small but rich market.

QUARTER: 2 Demonstration of Canadian equipment organized by  
Canadian manufacturer and local agent.

Parties involved seemed to be interested.

QUARTER: 3 1. Promote integrated interception and radio  
direction finding equipment to Finnish Air  
Force.

1. Canadian supplier and its Finnish agent well  
positioned.

QUARTER: 4 1. Actively supported NT's bid to Finnish  
defence for communication network.  
2. Finnish Defence Mission to Canada project  
initiated.

1. NT was among finalists. Contract awarded to  
Swedish competitor.  
2. Finnish authorities interested and timing of  
event set for Fall 90.

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

POST :431-HELSINKI

In conjunction with CAI, AC, tourism offices of Ont,BC,NS,  
Alta held workshop for 30 travel industry representatives.  
Lumber shipment infested by pinewood nematode has developed  
into a time consuming major issue.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :406-LISBON

SECTOR :003-GRAINS AND OILSEEDS  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:CEREAL GRAINS

ONGOING MKT CONTACTS WITH EXPANDED POTENTIAL CUST BASE  
TIMELY ADVISE TO EXPORTERS TO TRENDS & OPPORTUNITIES.

CALLS ON MILLERS & IMPORT AGENTS  
ASSESS COMPETITION CAPABILITIES

OUTGOING MISSION FROM CANADA TO PORTUGAL  
INCREASE MARKET SHARE

SUB-SECTOR:OILSEEDS

ONGOING CALLS ON CLIENTS AND POTENTIAL IMPORTERS  
OPEN NEW SALES OPPORTUNITIES

MEETINGS WITH LOCAL AUTHORITIES RE CANOLA  
ACCEPTANCE TO CANOLA FOR HUMAN CONSUMPTION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Initiate contacts with major millers.

Met with LUSOGRAIN to examine current situation and prospects for Canadian wheat. Assisted in preparations for mission to Canada (CONAGRA).  
-Delayed due to time limitations.

-Meet with number of private sector grain buyers.

QUARTER: 2 -----

QUARTER: 3 -Meet with private sector grain buyers.

-Met with key contacts in wheat, pulse and oilseeds markets, and reported findings to Canadian officials.

QUARTER: 4 -Maintain contact with major grain buyers.  
-Organize seminar sponsored by Ontario and its bean industry.

-Market opportunities are being met by Canadian exporters.  
-Seminar was successful although attendance level was below expectations.



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :406-LISBON

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:FISH & SHELLFISH & OTHER PROD

ONGOING PROGRAM OF MARKETING CALLS ON MAJ IMPORTERS  
REPORTS TO EXPORTERS ON OPPORTUNITIES

CLOSER CONTACT WITH LOCAL AUTHIRITIES  
MAINTAIN ACCESS TO MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Marketing calls on major codfish buyers.  
-Maintain database on fisheries issues.  
-Report to Ottawa on Portugal's position(s) at  
September meeting of NAFO.

-Buyers concerned at apparent shortages.  
-Met with officials to discuss latest catch data  
-Met with SecState Fisheries and with DirGen  
Fisheries. Positions have not changed signi-  
ficantly since November 1988.

QUARTER: 2 -----

QUARTER: 3 -Organize and implement campaign actions.  
-Maintain contact with local officials.  
-Maintain contact with major customers.

-Visits of Parl del and industry group were  
successful.  
-Met with senior officials re programs for above  
visits.  
-Met with major northern buyers.

QUARTER: 4 -Follow-up to visits of Parl del and industry  
group.  
-Maintain contact with major customers.  
-Assess developments in govt positions.

-Media impact of visits was reported to Ottawa.  
-Met with potential new buyers.  
-Positions remained unaltered.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :406-LISBON

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ANIMAL,POULTRY BREEDING STOCK

ONGOING SUPPORT FOR LOCAL AGENTS  
CONTINUED EXPORT VALUE GROWTH

SUB-SECTOR:SEEDS & SPECIAL CROPS

MARKETING CALLS ON BUYERS  
MAINTAIN INTEREST IN CDN PRODUCT

REGULAR MEETINGS WITH LOCAL AUTHORITIES  
ENSURE PROMPT ACTION RE DEROGATION

MAINTAIN CLOSE CONTACT WITH PTGSE PHYTOSANITARY REPS  
FACILITATE

A BETTER MARKET PENETRATION

PROPOSED INCOMING MISSION  
MAINTAIN INTEREST IN CDN PRODUCT

SUB-SECTOR:FEED,FERTILIZER & VET PRODUCTS

CONTINUING SUPPORT FOR LOCAL AGENT  
MAINTAIN EXPORTS GROWTH RATE

INCOMING MISSION ON ALFAFA [CUBES & PELLETS]  
SECURE & EXPAND MARKET SHARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Initiate actions for early derogation re seed potatoes.  
-Maintain pressure on Portuguese authorities to open market for Canadian dairy cattle breeding stock.

-Met with major importers and with local authorities.  
-DG Livestock's authorization was given early in May. Market potential estimated at 5000-7000 head.

QUARTER: 2  
-Maintain close contact with DGL's office re Canadian dairy cattle exports.  
-Organize meetings with government and industry reps to seek early actions re SP derogation.

-With AgricOtt and PotCda reps met with CNPPA officials and with industry. Several improvements to the current procedures were discussed.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :406-LISBON

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
PORTUGAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 3 -Begin preparations for possible participation at promo events in 90-91.  
-Maintain pressure on authorities re seed potato derogation and related actions.
- QUARTER: 4 -Ensure that seed potato imports are received in good order.  
-Facilitate introduction of new seed potato varieties.  
-Organize two alfalfa missions.

- Met with local reps re potential interest in participation at Braga Fair.  
-Derogation was granted. CNPPA assigned an expert to oversee SP shipments.
- Only minor problems reported.  
-Meetings of Canadian suppliers with local authorities identified key actions to be taken.  
-Mission participants expressed satisfaction with results.



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POST :406-LISBOW

SECTOR :005-ADVANCED TECH. PROD. & SERV  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARKETING CALLS ON POTENTIAL BUYERS  
OPEN SALES OPPORTUNITIES

OUTGOING MISSION ON CATV  
INCREASED LOCAL AWARENESS ON CDN CAPABILITIES

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

CONTINUING SUPPORT FOR LOCAL AGENTS  
MAINTAIN GROWTH RATE IN MARKET SHARE

EXPAND NETWORK OF CONTRACTS WITH POTENTIAL BUYERS  
MAINTAIN GROWTH RATE IN MARKET SHARE

OUTGOING MISSION ON INFORMATICS  
INCREASED AWARENESS OF MARKET POTENTIAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Prepare for implementation of Canadian booth  
at MUNICIPALIS 89.

-Given insufficient interest of Canadian compa-  
nies project was aborted.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :437-LONDON

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:WOOD AND WOOD PRODUCTS

MONITORING, REPORTING AND RECOM. ON MAJOR ACCESS ISSUES  
IMPROVED STRATEGIC FRAMEWORK FOR APPROPRIATE INTERVENTION,

DECISIONS AND POLICY.

WITH COFI-BPIP, ASSESS OPPORTUNITIES FOR WOOD PRODUCT IN UK  
INCREASED INFORMATION, MARKET DEVELOPMENT, PROMOTION AND

SALE

MEET WITH SENIOR EXECUTIVES OF TFC CO. & ESTATE AGENCIES  
REVITALIZE LEVEL OF TFC HOUSING STARTS

SECTOR PROFILES

POSITION PAPERS FOR CONSULTATION AND ASSESSMENT OF POLICY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - series of missions from IWA-union to forestry  
to UK and 3 key lumber missions to Canada  
- continued co-ordination & co-operation of Cdn  
lumber ind. promotion & technical work on issues  
- address issues: newsprint quota, dioxins

- All successful in meeting objectives &  
considerable follow-up now underway.  
- considerable studies made. CLA now part of  
BPIP. COFI & BPIP working closely together  
- considerable consultation & publicity underway

QUARTER: 2 a) Monitoring & reporting on Eurocode S/CEN  
activities.  
b) Meet Chairman of large newspaper publishers  
on newsprint issue.  
c) Liaison on sectors other than forest products

a) CEN issues reported on; briefing meetings  
with UK forest trade held.  
b) Newsprint issues discussed at senior levels.  
c) Sector liaison included cement bonded  
particleboard, promising new product.

QUARTER: 3 1. Interbuild  
2. Newsprint issue with EC

1. Interbuild exhibition successful Cdn demon-  
stration along with related missions - NEXOS &  
panel products.  
2.Consultations on Cdn newsprint quota with EC  
leading to autonomous quota of 680,000 tons.

QUARTER: 4 1.Newsprint quota - planning to minimize quota  
difficulties in 1990. 2.Plant health-consulta-  
tion with industry & Forestry Commission.  
3.Technical info to Cdn ind - forest products.  
4.Market promotions of selected products.

1.Special initiatives on Cda/EC newsprint quota.  
2.Expanded mill certification official 1st qtr  
1990.  
3.Ongoing consults/liaison - Eurocode 5/CEN.  
4.Continuing promo value added wood products.



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POST :437-LONDON

SECTOR :005-ADVANCED TECH. PROD. & SERV  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

OVERVIEW OF UK MARKET

ASSIST CDN COMPANIES TO IDENTIFY MORE CLEARLY OPPORTUNITIES

CONVERSION OF EXISTING CONTACT/CO. IN SECTOR TO WIN  
POTENTIAL AGENTS

CO-PROMOTIONAL COMPANY SEMINARS AT CANADA HOUSE  
NEW SALES OFFICE FOR CDN FIRMS IN THE UK

PREPARATION OF UK MARKET REPORTS - CIRCULATE TO CDN INDUSTRY  
HEIGHTENED INTEREST IN UK MARKET BY CDN SUPPLIERS

IDENTIFICATION OF UK BUYERS FOR PEMD/MISSION TRIPS TO CDA  
INTRODUCE NEW CDN SUPPLIERS TO UK MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Installation of phase II WIN equipment, testing,  
debugging it and training new users.  
British Electronics Week Info Booth.  
UK launch of DBA Communications & Senstar UK at  
Canada House.

Phase II WIN equipment now installed and working  
but residual equipment and software problems remain.  
British Electronics Week very successful  
with about 40 Investment/Sourcing leads. Both  
company launches very successful.

QUARTER: 2 a) Updating of sector papers on telecoms and  
informatics export opportunities.  
b) Lay groundwork for repeat of highly successful  
Canada/UK Marketplace.

a) Update completed.  
b) Approval received from Ottawa for March 90  
Canada/UK Marketplace in London.

QUARTER: 3 1. Preparation & planning for Marketplace 90.  
2. Preparation & planning for implementation of  
new WIN Version 4.

1. Initial planning & preparations completed -  
event well on track.  
2. Post ready for new WIN 4.00

QUARTER: 4 1. Canada-UK Marketplace.  
2. Preparation for WIN 4.  
3. Preparation for Communications'90 trade fair.

1. V.successful event with 46 participants  
anticipating \$7m in biz over next 18 months.  
2. Successful training course in Feb; arrival of  
WIN 4 delayed. WIN file server failure problem.  
3. Exhibitor list, catalogue entry & ads done.



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

POST :437-LONDON

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MEATS & MEAT BY-PRODUCTS

ONGOING LIAISON WITH UK IMPORTERS-IMPROVE DOCUMENTARY PROCE.  
FEWER PROBLEMS EXPERIENCED IN FY 88/89 WITH SHIPMENTS HELD

UP AT PORTS; FEWER STILL IN 89-90

CONT. MONITORING OF SITUATION ON HORMONE BAN  
POSSIBLE FURTHER DELAY IN BAN BEING IMPLEMENTED

ENCOURAGE CDN EXPORTERS-EXPORT HORMONE FREE BEEF  
NEW MARKET TO BE DEVELOPED. LIMITED RESULTS IN YEAR ONE.

ENCOURAGE CONT. EXPORTS OF EDIBLE PORK/BEEF OFFAL  
MAINTENANCE OF MARKET SHARE OF EDIBLE PORK OFFAL; DEVELOP

NEW MARKET FOR INEDIBLE OFFAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Encourage Cdn beef exporters to export hormone-free beef to UK.  
- Encourage continued Cdn exports of edible pork offal & inedible beef offal for petfood; continued monitoring of hormone ban.

- Little interest it seems in exporting hormone free beef to UK due to lack of capacity & certification problems. - Trades continue; there is opportunity for edible beef offal fm culled cows flwg derogation to EC Hormone directive.

QUARTER: 2 a) Cancel/delay meat hormone ban  
b) Encourage exports of hormone-free beef to UK

a) Derogation for culled cows agreed.  
b) Canadian producers showing interest in UK market for first time.

QUARTER: 3 1. Liaison with Brit importers, Cdn exporters & Cdn vet authorities to improve documentation procedures.  
2. Encourage sales of hormone-free beef to UK.

1. No delays during quarter at ports of entry due to documentary problems.  
2. Possibility of new Cdn plant to be approved by EC will mean UK importers will be more willing to buy from Canada.

QUARTER: 4 Encourage exports of hormone-free beef to UK

Negotiations with MAFF to allow UK imports of Canadian bison meat. Should be achieved by 2nd quarter FY90-91.

REPT4D  
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :437-LONDON

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:FISH & SHELLFISH & OTHER PROD

CONT. LIAISON WITH UK PURCHASERS  
INCREASED AWARENESS OF CANADIAN SUPPLIERS

LOBSTER PROMOTION  
INCREASED AWARENESS OF CDN LOBSTER

STUDY OF IMPACT OF PRICE RISE ON CANNED SALMON MARKET  
INFORM CANADIAN INDUSTRY OF IMPLICATIONS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Prepared and presented paper on UK fish market to Seafood Outlook 89, St John's, Nfld and took out two UK buyers to conference.

Increased awareness in Nfld of UK opportunities.

New buying connections for unidentified fish species from Nfld to UK.

QUARTER: 2 Undertake detailed planning of first-time Canadian lobster promotion in London.

Four maritime provinces and battery of industry speakers from Canada and UK recruited for October promotion.

QUARTER: 3 Lobster promotion.

Good attendance by trade and coverage by trade press raised awareness about Canadian lobsters.

QUARTER: 4 Liaison visits to companies.

Tour of Liverpool, Hull and Grimsby ahead of new season has generated a number of enquiries, and planned visits to Newfoundland by 2 buyers.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :437-LONDON

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP TO MINE COUNTER MEASURES MISSION  
PROMOTION OF JOINT VENTURES BETWEEN CDN & UK MCM COMPANIES

TO PURSUE UK AND THIRD COUNTRY MARKETS

FOLLOW UP TO FARNBOROUGH INTERNATIONAL 88  
PROMOTION OF CDN AEROSPACE PRODUCTS AND COMPANIES TO UK MOD

AND UK INDUSTRY

CDA/UK RDP STEERING COMMITTEE APRIL 89  
I.D. OF COOPERATIVE DEFENCE DEVELOPMENT PROJECTS BETWEEN

CDA & UK

CDN INDUSTRIAL BRIEFINGS TO UK MOD AT CDA HOUSE  
IN DEPTH EXPOSURE OF UK MOD OPERATIONAL AND REQUIREMENTS

PERSONNEL TO CDN NICHE CAPABILITIES

PARIS AIRSHOW JUNE 89  
PROMOTION OF CDN PARTICIPATION IN AEROSPACE JOINT VENTURE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation in Hitec 89 and Paris Airshow 89.  
Continuing promotion of Cdn high technology  
companies to UK MOD at High Commission.

BA order for 20 Regional Jets from Canadair  
worth C\$350 m; Bombardier acquisition of Shorts  
for C\$60 m with UK govt assistance \$1.5 b; Indal  
company promos at HiCom.

QUARTER: 2 a) Royal Navy Equipment Exhibition 89.  
b) Promotional seminars to UK MOD by MED-ENG and  
Sparton Canada.  
c) Lay groundwork for sector mission to UK.

a) Promoton of j/v's between Cda & UK industry.  
b) UK MOD may acquire bomb disposal suit for  
evaluation.  
c) Recruitment underway for March 90 mission.

QUARTER: 3 Royal Navy Equipment Exhibition

Four Canadian companies (Computing Devices,  
SEA Industries, Canadian Astronautics and  
Canadair) were represented on company stands  
and received very good exposure.

QUARTER: 4 Participation in Atlantic Hitech.

Met with 20 Hitech companies in Maritimes to  
develop marketing plans for UK market.



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AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :437-LONDON

SECTOR :010-MINE,METAL,MINERAL PROD & SRV  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MINERALS AND MINERAL PRODUCTS

CONTACT WITH GOVT/ASBESTOS ASS. TO MONITOR LEGISLATION  
REGULAR REPORTS TO BE MADE

MAINTAIN EXISTING & EXPAND RANGE OF CONTACTS-METAL BUYERS  
HOLD OR INCREASE CDA MARKET SHARE

PREPARE ADDITIONAL MARKET PROFILES  
STRATEGIC ANALYSIS OF SECTOR

SUB-SECTOR:METALS, PRIMARY & FABRICATED

ACTIVELY ENCOURAGE FORMATION OF NICKEL/COPPER STUDY GROUPS  
ESTABLISHMENT OF STUDY GROUP

CONT. MONITORING/REPORTING ON INTERNATIONAL METALS SCENE  
INSIGHT INTO MARKET ACTIVITY

PREPARE ADDITIONAL MARKET PROFILE  
STRATEGIC ANALYSIS AND IDENTIFICATION OF TRADE OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1.Prepare additional market profiles  
2.Monitor and report on International metals scene.

Reports have been prepared covering:Cdn.mineral/  
metal exports to UK in 1988,Cdn.coal sales to UK  
tests on Stewart Lake Graphite samples,formation  
of International Molybdenum Assoc.,sale of BP  
Minerals to RTZ plc.

QUARTER: 2 1. Prepare additional market profiles.  
2. Monitor and report on International  
minerals and metals scene.

Reports prepared on reaction to the US EPA  
ban on asbestos and on British Steel's first  
year in the private sector.

QUARTER: 3 1. Prepare additional market profiles  
2. Monitor and report on International  
minerals and metals scene

1. Dialogue with Asbestos Information Centre  
re EPA ban continues  
2. Attended and reported on seminar relating  
to UK mining companies

QUARTER: 4 Monitor and report on International  
minerals and metals scene.

1. Attended and gave Post report to Brussels  
meeting organised by Asbestos Institute.  
2. Arranged and attended meetings with LME and  
RTZ for President of Mining Assoc. of Canada.  
3. Met with Aluminium Fedn. re ingot tariff.

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

POST :437-LONDON

Program organisation for: Prem Devine, Sask; ADM K. Lynch, DM  
Gorbet, W. Dobson FINOTT; DPM Mazankowski; Mayors Reiser/Edmtn &  
Cutler/Westmount; Cdn Dairy Commn R Morin; OMTN G. Denis; Assoc  
Min Nat Def Collins; Waferbd Missn; Govnr Bank/zambia Bussiere  
2. Liaison/intro mtgs with new Sec Gen (Cdn) at IMO.  
3. Attend Wilton Pk & CBI Seminars-US & EEC Competition &  
Competitiveness issues. 4. Co-ord consult contract study on  
UK Govt support for Tradeable Services. 5. Attend Euro Conf  
Transport Ministers, Hague. 6. Dedication of an officer to  
Conf on Securities & Co-op in Europe (CSCE). 7. Organised  
Cdn grp stand for 8 coys Oceanology Intl. Results incl over  
\$100,000 with gd prospects \$1-1.5million. 8. Provided rpts  
to EMROTT/COGLA on Piper Alpha enquiry & UK oil/gas profile  
to ITCEDMN for NPS Calgary. 9. To Cda for Software'90 trade  
fair & Marketplace briefing; Paris for Regional WIN system  
Mgrs Conf & WIN training. 10. Investmt speacial advisor spoke  
at MidEast seminars. 11. Link 92' project organised as part  
of "Going Global". 12. Planned in-put for "Cda in City".



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :407-MADRID

SECTOR :005-ADVANCED TECH. PROD. & SERV  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

REPORT ON NEW TELECOMMUNICATION LAW WHICH HAS BEEN APPROVED PRODUCTS  
LAW IMPROVES MARKETS FOR ACCESS FOR BROAD RANGE OF CDM

ASSIST IMAX CORP TO FOLLOW UP ON LEAD FOR THEATRES  
PROSPECTS ARE GOOD FOR THE SALE OF TWO OR THREE THEATRES

ASSIST CDM CO. IN THEIR EFFORTS TO SELL COMMUNICATION EQPT.  
SALES OF SEVERAL MILLION DOLLARS

PREPARE ARTICLE-COMPUTER SOFTWARE MARKET IN SPAIN  
INTEREST FIVE NEW COMPANIES IN THE SPANISH MARKET

ASSIST SPAR, TELESAT ETC TO PARTICIPATE IN COMM. SATELLITE SALES  
CDM PARTICIPATION COULD RESULT IN UP TO \$200 MILLION IN

DETERMINE OPPORTUNITIES IN STAR RURAL COMMUNICATIONS PROJECT  
POSSIBLE CDM PARTICIPATION IN THIS \$300 MILLION PROJECT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Official participation in Informat 89 in Barcelona  
-Business Delegation led by Minister Crosbie  
-Ongoing support of Cdn cos.

-Anticipate \$5 million over next 12 months  
-Four Cdn CEOs introduced to senior Span officials. Estimate several million dollars sales will result. - Span will be sub-contractor to MATRA for Spanish telecom satellite

QUARTER: 2 -Assist Northern Telecom efforts to establish market for PABX systems.  
-Continued promotion of Remote Sensing Equipment  
-EAITC has decided to participate in INFORMAT 90 in Barcelona.

-A Memorandum of Understanding has been signed between local co. Amper and NT.  
-DIPIX has made two sales of Aries Analysis Systems. ITRES Research are interested in market.  
-Remote preparations began this quarter.

QUARTER: 3 Commercial Div.in Madrid has continued promotion of remote sensing equip.Barcelona post started process of recruitment for Informat 90.

Scintrex participated at conference and fair held in Madrid.Terra Soft appointed new agent: IBERFOR.Barcelona post nominated 2 companies and initiated work with EXTOTT/TDE on INFORMAT.

QUARTER: 4 Promotion and selection of Cdn cos to participate in Informat 90 by Barcelona Post.Promotion of Cdn communications technology for Olympics.MLS program promotion via JV between Cdn co and Inisel and Cecelsa.

Negotiations completed for space and firms selection continuing.Laser telecoms presentation to Olympic organizers (COOB) well received.On MLS we stand good chance of winning.

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POST :407-MADRID

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
SPAIN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CONTACTS WITH MOD PURCHASING DIRECTORATES,ASSOC OF DEFENCE  
STIMULATE SPANISH DECISION-MAKERS TO CONSIDER CDN CO. AS

JOINT VENTURE PARTNERS ON NEW MAJOR DEVELOPMENT PROGRAMS.

ASSIST CANADAIR IN ITS EFFORTS TO CONVINCE FOREST PROTECT.  
THERE IS POTENTIAL FOR \$100 MILLION SALE

ENCOURAGE SPANISH DEFENCE MANU. ASS. TO TAKE MISSION TO CDA  
NEW INDUSTRIAL COOPERATION AGREEMENTS BETWEEN CDN AND

SPANISH CO.

PREPARE NEW MARKET GUIDE/CONTACT LIST FOR DISTRIB. AT HI-TEC  
ASSIST 5 CDN COMPANIES TO FIND REPRESENTATION IN SPAIN

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Canadair CL215 marketing supported during Min-  
isterial Mission visit by Pres of Canadair  
-Officer from post interviewed 50 cos at Hitec  
Conference in Ottawa

-Negotiations appear promising for \$200 million  
sale  
-Many new leads generated. Canada now selling  
helicopters to Spain

QUARTER: 2 -Arranged promotional Workshop for EDO Canada  
Ltd. re sales of fuel tanks to Spanish Airforce  
for F18.

-Appointment of ASSIL S.A. as agent.

QUARTER: 3 Presentation of F-18 Fuel Tanks by EDO.

EDO made successful presentation with post  
assistance.Spanish Air Force F-18 are very in-  
terested.Tests will be required. Joint venture  
a possibility.

QUARTER: 4 Support provided by Bristol Aerospace (BAL) on  
on F5 Modernization program.  
Initiated survey on behalf of Canadair re inter-  
est on CL 229 Surveillance Systems.

JV between BAL and CASA in advanced stage of  
negotiation. Business value \$80 million.  
Interest in Defense Ministry regarding  
full presentation to Defense Staff.



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POST :407-MADRID

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

COORDINATE MARKETING EFFORTS OF CDN SUPPLIERS OF URBAN TRAN. IT IN BARCELONA.  
SUBMISSION OF COMPETITIVE JOINT-VENTURE BID FOR URBAN TRANS-

MARKETING ASSISTANCE TO CAE ON FLIGHT SIMULATORS FOR IBERIA  
POSSIBLE SALE OF 3 SIMULATORS

PROMOTE CDN AIRCRAFT & CONSULTING SERVICES & EDC FINANCING  
GENERATION OF A NUMBER OF REQUESTS FOR PROPOSALS

DISCUSS IMPORT REQUIRE. IN CONNECTION WITH RAILWAY MODERN.  
CDN SUPPLIERS WILL BE ADVISED OF ANY OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Press of UTDC participated in Ministerial Mission  
-Assist De Havilland to market DASH 8

QUARTER: 2 -Sale of 10 CL215T Water Bomber and 15 Retrofit Engine Kits by Canadair to ICONA.  
-Continued close support of UTDC for Barcelona Metro.  
-Support for SEI Ind to promote Bambi Bucket.

QUARTER: 3 Municipal decision was expected on award of detailed engineering for Montjuic Metro in Barcelona. In Madrid assist UTDC with their project definition of Metro to Airport.

QUARTER: 4 Visit of UTDC to Madrid and Barcelona. Madrid/Barrajas Transport System and Montjuic Metro projects still in play.

-Met with Pres of Catalunya, Mayor of Barcelona and senior transport officers in Madrid. Good sales opportunities in both Barcelona and Madrid  
-De Havilland have found client for 2 DASH 8s  
-Value:\$C205 million.  
-Strong and friendly relations established with local authorities to maximize UTDC chances.  
-Sale of sample bucket for fire fighting local company.

Despite best price, technology political decision taken to award Montjuic to Matra UTDC cancelled Dec.89 visit. Prepared Jan.90 calls on Madrid City Hall and transportation authorities.

If a hitech system is accepted UTDC has a good chance in Madrid. Local transport authorities in Barcelona still consider UTDC a player.

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POST :407-MADRID

SECTOR :016-INDUSTRIAL MACHIN,PLANTS,SERV.  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW-UP WITH CDTI ON BEHALF OF NRC TECH. TRANSFER OPPORT.  
6/8 TECHNOLOGY AGREEMENTS

FOLLOW-UP WITH CANARIES GOV'T RE MONENCO PROP.-POWER PLANT  
SHOULD PROJECT GO AHEAD SEVERAL CDN EQUIPMENT SUPPLIERS  
WOULD HAVE OPPORTUNITY TO BID SUPPLY MACHINERY.

SURVEY-I.D. PRODUCTS/SERVICES-WASTE/WATER/POLLUTION EQUIPMT.  
INDUCE 8 CDN COMPANIES TO UNDERTAKE NEW MARKETING ACTIVITY  
IN SPAIN

ORGANIZE VISIT TO CDA-IMPORTERS/MUNICIPAL-POLLUTION CONTROL  
3/4 JOINT VENTURE AGREEMENTS, TWO CONSULTING SERVICE  
OPPORTUNITIES & 20M IN POTENTIAL SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Arrange program for visit by President of AECL

As a result of visit Deputy Director of nuclear division of ENDESA will visit Canada to study AECL technology

QUARTER: 2 -Assisted AECL in its efforts to convince ENDESA to use CANDU technology.  
-Barcelona and Madrid reported on potential of Environmental Industry.

-Feasibility study signed between ENDESA/AECL.  
-EITC has approved info booth for Water/Waste Water in Barcelona April 90, Mission to Globe 90 in Vancouver.

QUARTER: 3 -----

QUARTER: 4 -----



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :407-MADRID

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:FISH & SHELLFISH & OTHER PROD

CONTACTS WITH SPANISH IMPORTERS, PROVIDING PRODUCT INFORM.  
TRADE LINKS WILL BE IMPROVED STEADILY

ORGANIZE RETURN VISIT BY MWFLD DELEGATION TO BASQUE FISHING  
PRODUCT SALES, MARKETING AND INDUSTRIAL COOPERATION IN

ARTICLE ON FISH MARKET IN SPAIN - FOR CDN INDUSTRIES  
ENCOURAGE CDN SUPPLIERS TO TAKE A MORE ACTIVE INTEREST IN

CONTACTS WITH SPANISH FISHING CO. INTERESTED IN CDN FISHERIES  
IMPROVE ACCESS TO SPANISH MARKET AND THIRD COUNTRY MARKETS

ORGANIZED INCOMING SPANISH VETERINARY MISSION TO CANADA  
CONTINUED ACCESS FOR CDN BREEDING STOCK

MARKET RESEARCH-CDN FEED PEAS AND FORAGE  
DETERMINATION OF WHETHER MARKET EXISTS.

AGREEMENTS

SPANISH MARKET

TRADITIONALLY SERVICED BY SPANISH COMPANIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Pres of FPI accompanied Min Crosbie on Mission  
-Proposed Cdn participation in limentaria 90 in  
Barcelona - Spain's largest food show

FPI introduced to one of Spain's largest fishing  
cos and major importers. Sales and JV prospects  
are promising  
-Proposal accepted

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :407-MADRID

SECTOR :014-EDUCATION,MEDICAL,HEALTH PROD  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:PHARMACEUTICALS, BIOTECHNOLOGY

SURVEY - I.D. SPECIFIC SECTORS OFFERING OPPORTUNITIES  
IMPROVE OUR CAPACITY TO SOURCE POTENTIAL EXPORTERS IN CDA

INFORM EXPORTERS OF LOCAL OPPORTUNITIES

VISIT BARCELONA TO CALL ON MAJOR IMPORTERS IN SECTOR  
INFORM IMPORTERS OF AVAILABILITY OF CDN PRODUCTS AND DETER-

MINE THEIR INTEREST

INVITE SECTOR SPECIALIST TO ASSIT IN GENERAL MARKET SURVEY  
IMPROVE OUR CAPACITY TO SOURCE POTENTIAL EXPORTERS IN CDA.

INFORM EXPORTERS OF LOCAL OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Prepare report on Spanish pharmaceutical sector

Report completed

QUARTER: 2 -Promote Cdn pharmaceutical/healthcare products.

- Reported new agency agreement.
- Wide mailings of sector related material to contacts.
- Exports increased by \$1 million.

QUARTER: 3 Promote Cdn pharmaceutical/healthcare products.  
Meet with Spanish Healthcare Products Mfrs.  
Association (FENIN).

20% increase in exports to Spain during Jan-Sept 89 period.Processed increased number of enquiries local company joint venture with Pharma Lab Montreal (investment \$0.5 million).

QUARTER: 4 -----



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

POST :407-MADRID

Alfalfa Mission March 90

Revised EC Phytosanitary Requirements for Cdn Lumber have  
required continous liaison with Spanish Ag.Ministry.  
WIN Export Manager at Seminar in Paris, Jan 90.

Visit of Agriculture Canada official to discuss Animal  
Health Regulations.

Two Spanish Tourism Journalists Visit Canada.

ARCO 90 Art and Video Show, February 90.

EC 1990 Automotive Seminar, Jan 90/Commercial Counsellor  
participated.

IDP Seminar - The Hague, Feb 90.

Asbestos Institute Seminar - Brussels, March 90 - Special  
Report Prepared.

Raymond Chabot International Office inauguration Madrid/Bar-  
celona, March 90.

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POST :404-MILAN

SECTOR :005-ADVANCED TECH. PROD. & SERV  
ITALY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

I.D. MOST SUITABLE LOCAL COMPANIES TO ACT AS AGENTS  
INCREASE NUMBER OF CDN COMPANIES REPRESENTED AND THEREBY

EXPAND SALES

CONTINUOUS MONITORING OF TELECOM MARKET TO ALERT CDN SUPPL.  
INCREASE CDN AWARENESS OF MARKET AS A LARGE AND POTENTIALLY

PROFITABLE ONE

UNDERTAKE STUDY OF FIBER OPTICS SECTOR TO ASSESS MARKET  
DETERMINE APPROPRIATENESS OF FUTURE TRADE MISSION IN THIS

AREA

I.D. MOST APPROPRIATE LOCAL CO. CAPABLE OF ACTING AS AGENTS  
APPOINTMENT OF ADDITIONAL AGENTS AND THEREBY INCREASED SALES

MONITOR LOCAL MARKET TRENDS TO SOURCE ACTIVELY CDN SUPPLIERS  
INCREASE CDN AWARENESS OF MARKET AND ESTABLISH A FEW BUYING

CONNECTIONS

I.D. SPECIALIZED TRADE MAGAZINES SUITABLE TO INTRO. NEW PROD  
INCREASE ITALIAN AWARENESS OF CDN SUPPLIERS AND EXPAND SALES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) Visit specialized trade fairs to evaluate and  
gather info for Cdn industry.  
b) Preparatory activities for Cdn participation  
at SMAU 89.  
c) Assist cdn coys locating agents/distributors.

a) Visited BIAS,INTEL & SCANITALIA sectoral  
fairs.Contacts established.  
b) Major elements re cdn booth established. Re-  
cruitment of Cdn coys continues.  
c) Three distribs. selected.Agreements underway.

QUARTER: 2 - Liaise with SMAU informatics show organizers &  
make all necessary arrangements for Cdn offic-  
ial participation.  
- Contact specialized press to get coverage of  
Cdn participation in SMAU

- All stand,logistical and marketing aspects  
under post responsibility completed prior to  
show  
- Contacts made with press; info supplied and  
stage set for exhibition coverage

QUARTER: 3 . Provide logistical and marketing assistance to  
respectively organizers & exhibitors (and visit-  
ing Cdns) at SMAU 89.  
. Visit other fairs (e.g. MACMOSAN, QES, ExpoCT)  
call on local coys and attend spec. seminars.

. Six agents/distributors identified during SMAU  
exhibition,other 12 to 15 pending and estimated  
sales of several million dlrs over next 12 mos.  
. Identified new potential agents; met/assisted  
any Cdn in attendance.

QUARTER: 4 . On a responsive basis, prepare program of  
visits for visiting Cdn coys and officials.  
. Ongoing program of visits to trade fairs and  
contacts with local reps, associations, etc.

. Allowed collection of infos on instrumentation  
mkt and other products offered by Cdn coys.  
. New agents and potential buyers of Cdn pro-  
ducts identified.



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

POST :404-MILAN

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:WOOD AND WOOD PRODUCTS

UPDATE FIVE YR "STRATEGIC MARKETING APPROACH" SUBMITTED - 87  
UPDATE AND AGREEMENTS ON ACTION PLAN/OBJECTIVES

ELABORATION & DEF'N OF INFORMAL SELLER/BUYER ADVISORY COMM.  
MORE COORDINATED MARKETING APPROACH

HOLD TWO/THREE CONFERENCES/WORKSHOPS IN MAJOR CITIES  
DISSEMINATION OF TECHNICAL INFO AND INCREASED AWARENESS OF

I.D. NEW/RENEW PERSONAL CONTACTS AMONG MAJOR LUMBER DISTRIB.  
ESTABLISH NEW DISTRIBUTORSHIPS AND EXPAND SALES OF LUMBER &

INVESTIGATE ITALIAN IMPORT MARKET - CDN SUPPLY CAPABILITIES  
I.D. 2/3 SPECIFIC NICHES AND CDN SUPPLIERS FOR PAPER

OUR SUPPLY POTENTIAL

PLYWOOD

PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 a) Support and assist organizing a construction lumber mission to Italy.
- b) Forest products Eqpt/Services reports outlining potential tech acquisitions for Cda.
- c) Visit Triveneto and SAIE 2 trade fairs.

- QUARTER: 2 - Initiated calls and,generally, intelligence gathering exercise on woodworking machinery sector
- Also initiated information gathering on advanced building materials sector

- QUARTER: 3 . Organize inst.participation at SAIE Building Show,assist enquirers & Cdn coys present.
- . Organize Eastern softwood sales mission to Italy.
- . Attend Marketplace

- QUARTER: 4 All round assistance was provided to outgoing missions for BC Secondary Wood Products and Waferboard/OSB.

- a) Prom.local lumber trade & Cdn sources.Favourable support for Mission in Nov-Dec 89.
- c) Data collection effected on woodwork in m/cs and advanced Mtl. reports to be released on time
- c) Made 20 new contacts.Reports on show released

- Now in a position to initiate drafting of sectoral report focussing on industrial coop. opportunities
- First step done on preparation of sectoral report

- . Over 5000 Eur.professionals visited stand; 500 enquiries handled;lots of literature distributed
- . Unfavourable market conditions forced cancellation
- . Roughly 20-25 worthwhile inquiries handled.

- Cdn coys were able to establish very useful contacts with local agents/importers. Several additional visits/meetings were held with local lumber trade firms and 2 major shows were attended,resulting in valuable new business.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :404-MILAN

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MAINTAIN & DEV. NEW CONTACTS WITH INDEPENDENT AGENTS  
I.D. 5/6 INCREMENTAL AGENCIES SUITABLE TO REP. CDM SUPPLIERS

REPORT ON ANY MARKET ACCESS/PREFERENCE CHANGES & NEW TRENDS MARKET  
IMPROVE CDM AWARENESS AND UNDERSTANDING OF ITALIAN FOOD

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) Follow up on contacts established at Cdn participation in Fieragricola-March 89.  
b) Plan for next year's participation in Fieragricola.  
c) Support/assist incom.Potato Mission Fall 89

a) 25 contacts followed.Relevant documentn sent to 30 Cdn suppliers.Report on fair released.  
b) Contacts made with relevant auth. & 10 Cdn potential exhibitors.  
c) Tentative prog.prepared re visits to N.B./PEI

QUARTER: 2 - Initiate arrangements with FIERAGRICOLA organizers for 1990 official participation  
- Coordinate with Potatoes Canada arrangements for Italian seed potatoes technical mission to Eastern Canada

- Space reserved; dialogue open; all in order  
- Full program organized; mission departed as planned

QUARTER: 3 . Ensure positive promotional impact in Italy of Cdn official participation in ANUGA fair.  
. Visit largest Ital. food fair, SIPRAL, and assist Cdn coys/organizations present.

. Cdn exhibitors doc. provided to 25 Itl.buyers . Met Itl buyers,established good contacts with organizers of SIPRAL,Tecnoconserve,Euroconserve & identified Itl Tech Transfer partners in food processing for B.C.

QUARTER: 4 Act as project manager of and organize activities for Cdn official stand (150 sq.m.) at Fieragricola,Verona incl.recruitment of exhibitors, booth design, set up, etc. as well as press and PR activities.

7 Cdn coys/organizations exhibited. Design/contractor firm chosen produced excellent quality stand. Organized seminar for Semex attended by 100 people.Many new contacts made by exhibitors and over 100 inquiries received.



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POST :404-MILAN

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

UPDATE REPORT ON FROZEN SALMON MARKET INCL. PREFERR. SPECIES MARKET  
IMPROVE CDN UNDERSTANDING OF SOMETIMES CHANGING ITALIAN

MAINTAIN & IMPROVE POST'S CONTACTS WITH CDN SUPPLIERS  
I.D. NEW SUPPLIERS AND LOCAL IMPORTERS/DISTRIBUTORS FOR SAME

FORWARD PERIODIC REPORTS TO ITALIAN IMPORTERS/DISTRIBUTORS  
FACILITATE ADVANCED PROCUREMENT PROCEDURES COMMON IN ITALY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) Support & assist incoming buyers' mission.  
b) Participate in Ancona Fishery Fair May 89.

a) Proposal submitted to E.A.  
b) Report on Fair complete with list of new contacts, fishery eqpt. and fish products.

QUARTER: 2 - Visit Ancona Fishing Eqpt. Fair and organizers  
- Initiate contacts with Itl fish buyers to set stage for 1990 fishery mission to Canada

- Several new contacts established and others re-visited  
- Allowed to reconfirm appropriateness and interest in fish buyers mission

QUARTER: 3 . Solidify previously made contacts with Itl fish buyers for June 90 incoming mission.  
. Assist BC Trade Dev.Corp. initiate fish promotional action with Italian importers  
. Encourage Itl participation in Aquaculture,Vcr

. Established buyers needs and fish species of interest and market terms sought.  
. Meeting alerter BC of limitations to increased mkt share and possible remedies  
. High interest in collab. in fish farming

QUARTER: 4 Proposal for incoming fishery mission to Cda. Contacted buyers to whom info and doc have been provided about fishery areas.Promotion of Cdn participation to Ancona fishery fair and mailing of doc about Cdn aquaculture and fishery events.

7 large and reputable Itl buyers selected and invited to visit Cda.Contacts established with potential Cdn participants interested in Italian fishery sector events.Good new contacts established for increasing fish products trade.

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POST :404-MILAN

SECTOR :014-EDUCATION, MEDICAL, HEALTH PROD  
ITALY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

UNDERTAKE MARKET ANALYSIS OF BIOTECHNOLOGY SECTOR  
DETERMINE NATURE/SIZE OF MARKET AND IDENTIFY AREAS OF SALES

POTENTIAL

INITIATE CONTACTS WITH POTENTIAL INTERMEDIARIES  
IDENTIFY 5 TO 10 SOLID POTENTIAL AGENTS/DISTRIBUTORS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) Undertake review and analysis of health care market to determine actual potential for Cdn exporters & j.v. activities.

a) Visited 2 associations to collect materials and info on sector. Reviewed publications, articles.

QUARTER: 2 - Through contacts visit, initiate list of agents, distributors and other intermediaries in health care  
- Undertake preparatory work for market analysis of biotechnology sector

- Through three associations, started meeting with reps, etc. and preparation of their coy profiles  
- Preliminary data gathered

QUARTER: 3 . Service inquiries from Cda and Italy  
. Visit MACMOSAN fine chemicals and biotechnology fair  
. Continue collection of info on health sector, & on biotechnology sector for report on same

. Five inquiries handled  
. Several useful contacts established with Itl coys including with 2 Itl monthly magazines about printing of articles on Cdn industry.

QUARTER: 4 . Continued to develop list of potential agents and distributors.  
. Interviewed key associations and selected cos to collect info on biotechnology sector in Italy.

. Began report on biotechnology sector in Italy.



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

POST :404-MILAN

Western European IDP officers meeting in Hague.

Interpost Meeting in Rome.

Visit of Quebec Minister of International Affairs,  
C. Ciaccia, and delegation.  
Secondary Wood Products Mission from British Columbia.

Canadian Waferboard /Strandboard Mission led by ISTC.

Ontario MITT visit in preparation for their upcoming Milan  
office opening.

EXTOTT/TDE visit to survey instrumentation sector in  
Northern Italy.

Consulate intervention in dispute between Semi Tech (Cda)  
and unions resulting from closure of Singer plant.

Accompany Cdn visitors to Automated Factory Exhibition in  
Genova.

Quarter 1: Activities undertaken in quarter:  
Post visited with board meeting in  
at regional level in Kiev. - Quebec Dairy Industry  
delegation to ISTC. - Visit of Quebec Dairy delegation  
to ISTC to discuss production of Gatorade in Kiev.

Quarter 2: Visit Agricultural Commission, Canada-USDA  
Moscow

Quarter 3: -

Quarter 4: Visit of representatives of Alberta Agriculture  
to Moscow and Leningrad, in preparation for formal  
consultations between ISTC/Exportprom and  
Alberta Agriculture.

Quarter 5: Support to Canadian Wheat Board in its relations  
with ISTC. - 2 visits to ISTC in Moscow and Leningrad.  
- 1 visit to ISTC in Leningrad to discuss wheat export  
agreements. - 1 visit to ISTC in Leningrad to discuss  
wheat export agreements.

Visit of ISTC 2 Agric. Min. representatives arranged  
by ISTC Canadian delegation arrive in this  
month.

Meetings covered here were: meeting of  
ISTC/Exportprom and ISTC/Exportprom and  
Alberta Agriculture.

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POST :475-MOSCOW

SECTOR :003-GRAINS AND OILSEEDS  
UNION OF SOVIET SOC REP

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

IMPLEMENTING 1986-1990 LONG TERM GRAINS AGREEMENT  
\$10 BILLION OVER 5 YEARS

ALBERTA WHEAT POOL/RSFSR SEED EXCHANGE TESTS  
\$2 MILLION

ALBERTA/RSFSR CANOLA/DURUM WHEAT PROJECT  
\$2 MILLION

3 SEED PROTOCOL AGREE.(FOR KING GRAIN, OSECO & ALB WHEAT POOL  
\$1 MILLION

SMALL BAKERIES USING CDN FROZEN DOUGH TECHNOLOGY  
\$2 MILLION

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Support to Canadian Wheat Board in its relations  
with Soviet customers.

QUARTER: 3 -----

QUARTER: 4 -----

Post assisted with Wheat Board meetings in  
September.



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POST :475-MOSCOW

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

EMBRYO TRANSFER CONTR & IMPLMNT OF J.V. AGREEM FOR CDN FIRMS  
\$2 MILLION

RESOLUTION OF VETERINARY OBSTACLES TO SALES OF YOUNG HEIFERS  
\$2 MILLION

HORSE MEAT JOINT VENTURE NEGOTIATIONS WITH ALBERTA FIRM  
\$1 MILLION

ASSIST PROV OF ALB IN IMPLM J.V. AGREEM W/GOSAGROPROM  
\$2 MILLION

4TH SESSION OF THE MIXED AGRIC COMM IN MOSCOW & ALMA ATA  
LONG TERM BUSINESS

INTRO QUE AGRO-IND FIRMS TO SOV MKT,AS FOLLOW-UP TO MIN VIS.  
LONG TERM BUSINESS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation of 2 cdn livestock prod suppliers  
at regional exh in Kiev. - Quebec Dairy Industry  
mission to RSFSR. - Visit of Quaker Oats delega-  
tion to discuss production of Gatorade in USSR.

Dvlpmnt of regional mkt w/good growth potential.  
- 4 Quebec cos completed one-week dairy visit &  
signed letters of intent for model dairy farm. -  
Visits to Moscow & Kiev concluded by signing of  
letters of intent with Kiev beverage plant.

QUARTER: 2 Mixed Agricultural Commission, Canada-USSR  
Moscow

Visit of DPM & Agric. Min. Mazankowski accompa-  
nied by 12 Canadian companies active in this  
sector.

QUARTER: 3 -----

QUARTER: 4 Visit of representatives of Alberta Agriculture  
to Moscow and Ufa, in preparation for Annual  
Consultations between RSFSR Gosagroprom and  
Alberta Agriculture.

Meetings covered horse meat packing plant  
project, beverage bottling, seed exchanges and  
model farm project.

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

POST :475-MOSCOW

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES  
UNION OF SOVIET SOC REP

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CONT'D SUPPORT FOR CDN COS STARTING JOINT VENTURES IN USSR. IN THE 100 MILLION RANGE  
WITH THE SIGNING OF THE JVS TO DATE, POTENTIAL BUSINESS IS

ASSISTING GEN CONTR'S & ENG FIRMS IN FULFILLING COUNTERTRADE FIRMS TO WIN \$60 MILLION IN BUSINESS  
THESE COUNTERTRADE ARRANGEMENTS HAVE PERMITTED CANADIAN

ASSISTING LARGE CDN OIL/GAS FIRMS IN ESTABL CONTACTS W/MIN 50 MILLION  
OFF-SHORE ENHANCED OIL RECOVERY AND OTHER AREAS EQUAL

PROVIDING ASSIST TO CDN FIRMS IN CONTRACTING SULPHUR PLANTS  
\$10 MILLION SALES

COOP W/THE PROV OF ALB IN OIL/GAS MISSIONS TO THE USSR  
LONG TERM BUSINESS

ASSIST COS SUCH AS GULF CDA,PETROCDA,& OTHERS TO ESTABL CONT  
LONG TERM BUSINESS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Planning of pipeline mission from USSR to Ontario and Alberta. Supporting Canadian companies such as Gulf Canada and Dreco.

Planning completed for 9 person delegation to travel in October. Post discussed oil and gas equipment in three meetings with Ministry of Oil and Gas.

QUARTER: 3 Pipeline technology mission to Canada. Visit of Alberta Minister of Intergovtl Affairs Horsman. Assistance to Lavalin, Gulf Canada.

In Oct.1989 8 Soviet pipeline specialists visited Alberta & Ontario. Interest generated in Cdn pipeline eqpt & services. Min Horsman had useful mtgs at USSR Min of Oil Industry

QUARTER: 4 Planning for Soviet Mission to National Petroleum Show (NPS) in Calgary. Support for activities of Canadian companies such as CMG and Gulf Canada.

Completed report on oil/gas opportunities in USSR for publication at time of NPS. Premier Devine met with Min of Oil Industry to discuss Sask/USSR coop in petroleum. Organized visit of 5 person del to NPS including Soviet Oil Min.



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POST :475-MOSCOW

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.  
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:PROCESSED FISH & SHELLFISH

NEW FISH PURCHASE COMMITMENT  
\$12 MILLION

INTEL GATHERING FOR CDN FISH IND & SUPP ON BILAT FISH RELAT.

LONG TERM RESULTS

ATTEMPT TO DIVERSITY TRADE INTO FISH PROCESS & RELATED EQUIP  
\$1 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  
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POST :475-MOSCOW

SECTOR :005-ADVANCED TECH. PROD. & SERV  
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

MARKET STUDY ON THIS AREA WILL BE MADE.  
LONG TERM BUSINESS

TRY TO INTEREST MAJOR CDN TELECOM CO TO COMPETE IN THIS MKT  
LONG TERM BUSINESS

WORKING DIRECTLY W/SMALLER CDN COS TO ESTABLISH DIRECT LINKS  
\$10 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 Planning of pipeline mission from USSR to Ontario and Alberta. Supporting Canadian companies such as Gulf Canada and Orca.

QUARTER: 2 Pipeline technology mission to Canada. Visit of Alberta Minister of Intergovt Affairs Korason. Assistance to Levelin, Gulf Canada.

QUARTER: 3 Planning for Soviet Mission to National Petroleum Show (NPS) in Calgary. Support for activities of Canadian companies such as URG and Gulf Canada.

Planning completed for 9 person delegation to travel in October. Post discussed oil and gas equipment in three meetings with Ministry of Oil and Gas.

In Oct. 1989 2 Soviet pipeline specialists visited Alberta & Ontario. Interest generated in oil pipeline exp't & services. Min Korason had useful talks at USSR Min of Oil Industry

Completed report on oil/gas opportunities in USSR for publication at time of NPS, Premier. Devises met with Min of Oil Industry to discuss Suez/Red Sea exp't in petroleum. Organized visit of 3 people del to NPS including Soviet Oil Min.



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

POST :475-MOSCOW

Visit of Saskatchewan Premier Grant Devine, January 1990

Visit of Canadian business reps and events re opening of  
McDonalds Restaurant, January 1990

Waste Management/Environment Mission from Alberta,  
January 1990

Hymao Noranda Pulp and Paper Seminar, February 1990

Visit on USSR Foreign Economic Relations Minister Katushev  
to Canada

Steltech Mission to USSR (5 steel mills in 5 cities)

Several reports on USSR credit worthiness situation

Visit of Asbestos Institute of Canada, Director General,  
Michel Gratton

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POST :427-MUNICH

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:AUTOMOTIVE

ASSIST CDN CO TO GAIN TUV APPROV & INTRODUCE PRODUCT. B) SALES T.B.A.

A) TUV APPROVAL

LOBBY VW TO TRANSFER DIE CASTING TO CANADA.  
CREATION OF UP TO 500 JOBS IN CANADA. SALES COULD REACH \$50M

ASSIST CDN CO TO PROMOTE BRAZING SYSTEM.  
INCREASE SALES. ASSURE POSITION OF FRG MARKET.

I.A.A. SHOW IN FRANKFURT  
PROMOTE OEM CANADIAN CAPABILITIES

ORGANIZE AUTO PARTS SALES MISSIONS.  
INCREASE CANADIAN SALES IN THE FRG.

PROVIDE GUIDE ON HOW TO ACCESS FRG AUTO MFGRS. USE IN APPROACHING & DEALING WITH FRG CAR MFGRS.  
PROVIDE CANADIAN INDUSTRY WITH AN EFFECTIVE TOOL THEY CAN

THE GERMAN AUTO IND 1992. SUGGESTIONS ON HOW TO APPROACH IT  
PROVIDE INFO ON POSSIBLE AFFECT 1992 ON FRG AUTO INDUSTRY.

SUB-SECTOR:AEROSPACE

INTROD. OF MICROWAVE LANDING SYST TO FRG AIRPORTS.  
OPENING MARKET FOR MICROWAVE LANDING SYSTEMS.

REPORT ON GERMAN AEROSPACE MARKET TIAL FOR CANADIAN EXPORTERS  
INFORMATION ON STRUCTURE OF FRG AEROSPACE MARKET AND POTEN-

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Participation at the International Automotive  
Fair (IAA) Frankfurt  
Automotive parts suppliers' sales mission to  
OEM's.

First Cdn participation at the IAA. 4 cos succ  
ssfully introduced to the int'l mkt. Each co m  
de contact w/potential buyers,agents & j-v par  
ners. - Mission called on 5 German automotive  
firms,i.e. BMW,Daimler-Benz,Volkswagen-Audi,Op



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POST :427-MUNICH

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.  
GERMANY WEST

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 3 Preparations and recruiting for incoming automotive buyers mission.

Mission scheduled for February,1990 and is expected to have up to 20 members representing all German auto manufacturers.

QUARTER: 4 Assist cdn company to obtain TÜV approval. Incoming auto OEM buyers mission.

TÜV approval obtained for Wedgeclamp Int'l Co. now able to promote and sell product in FRG. All major FRG auto cos except Ford participated. 12 Cdn companies visited. Contracts signed and pending valued at Cdn \$ 122.

POST :427-MUNICH

SECTOR :005-ADVANCED TECH. PROD. & SERV.  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM, DATACOM, SAT, SPACECOM

SUPPORT BCE MOBILE TO FIND SUITABLE JOINT VENTURE.  
ESTABLISH BCE MOBILE AS A JOINT VENTURE PARTNER OF GERMAN CO

TO PARTICIPATE IN THE NEW GERM.PRIV.CELLULAR RADIO NETWORK

SUPPORT CDN CO. TO ESTABLISH OFFICE IN FRG  
OPENING OF SALES OFFICE IN FRG.

ARRANGE MINI SOLO SHOW TO PRESENT CDN TELECOM CAPABILITIES  
INTRODUCTION OF 6 NEW CDN COMPANIES TO FRG MARKET

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

SUPPORT CDN CO. TO ESTABLISH SOFTWARE J.V. WITH NIXDORF.  
JOINT VENTURE.

MICROELECTRONIC MISSION TO CEBIT TO SUPPORT DRIE.  
INTRODUCTION OF 6 NEW COMPANIES TO POTENTIAL J.V.PARTNERS

SOFTWARE MISSION FROM QUEBEC  
INTRODUCTION OF 6 NEW COMPANIES TO FRG MARKET

SUPPORT PROD DEMO OF COMPUTER HARD/SOFTWARE  
INTRODUCTION OF NEW CDN PRODUCTS TO FRG MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participate at Paris Air Show  
Participate at Interhospital 89

Representatives of 15 Cdn cos briefed on FRG aerospace market. 20 introductions made between FRG & Cdn cos including MBB/Canadair airbus briefing. - Meetings held with representatives of 6 FRG cos. - see also Investment Prom.activity rep

QUARTER: 2 Preparation for participation at Systems'89.  
Schweissen und Schneiden.

Eighteen Canadian companies will be present at the fair at our national stand. Met with rep's of 3 Cdn cos at the fair. One of the cos MVS, had asked for assistance in identifying potential j.v.partners or distributors.

QUARTER: 3 Participated at Systems'89 with National Stand.  
Quebec Software Mission and Seminar.  
ConGen provided itineraries for mission members, guest and media lists and liaison with Bav. Gov't.

15 cos on stand generated on-site sales of \$Cdn 742,000 & expect sales of \$ Cdn 19mn. The cos handled over 1,000 enquiries, appointed 11 agents & have 49 pending. - Event sponsored by Bav & Quebec Gov'ts. 6 Cdn cos participated at seminar



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POST :427-MUNICH

SECTOR :005-ADVANCED TECH. PROD. & SERV  
GERMANY WEST

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 Arrangement of mini solo show to present Cdn  
telecom capabilities.  
Software Mission to Cebit'90.

QUARTERLY RESULTS REPORTED:

Note: This show has been folded into a broader,  
four sector, show planned for Stuttgart in Oct'90  
. Five new companies introduced to potential  
buyers and joint venture partners at Cebit.

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POST :427-MUNICH

SECTOR :005-ADVANCED TECH. PROD. & SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM,DATAKOM,SAT,SPACECOM

SUPPORT BCE MOBILE TO FIND SUITABLE JOINT VENTURE.  
ESTABLISH BCE MOBILE AS A JOINT VENTURE PARTNER OF GERMAN CO

TO PARTICIPATE IN THE NEW GERM.PRIV.CELLULAR RADIO NETWORK

SUPPORT CDN CO. TO ESTABLISH OFFICE IN FRG  
OPENING OF SALES OFFICE IN FRG.

ARRANGE MINI SOLO SHOW TO PRESENT CDN TELECOM CAPABILITIES  
INTRODUCTION OF 6 NEW CDN COMPANIES TO FRG MARKET

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

SUPPORT CDN CO. TO ESTABLISH SOFTWARE J.V. WITH NIXDORF.  
JOINT VENTURE.

MICROELECTRONIC MISSION TO CEBIT TO SUPPORT DRIE.  
INTRODUCTION OF 6 NEW COMPANIES TO POTENTIAL J.V.PARTNERS

SOFTWARE MISSION FROM QUEBEC  
INTRODUCTION OF 6 NEW COMPANIES TO FRG MARKET

SUPPORT PROD DEMO OF COMPUTER HARD/SOFTWARE  
INTRODUCTION OF NEW CDN PRODUCTS TO FRG MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participate at Paris Air Show  
Participate at Interhospital 89

Representatives of 15 Cdn cos briefed on FRG aerospace market. 20 introductions made between FRG & Cdn cos including MBB/Canadair airbus briefing. - Meetings held with representatives of 6 FRG cos. - see also Investment Prom.activity rep

QUARTER: 2 Preparation for participation at Systems'89.  
Schweissen und Schneiden.

Eighteen Canadian companies will be present at the fair at our national stand. Met with rep's of 3 Cdn cos at the fair. One of the cos MVS, had asked for assistance in identifying potential j.v.partners or distributors.

QUARTER: 3 Participated at Systems'89 with National Stand.  
Quebec Software Mission and Seminar.  
ConGen provided itineraries for mission members, guest and media lists and liaison with Bav. Gov't.

15 cos on stand generated on-site sales of \$Cdn 742,000 & expect sales of \$ Cdn 19mn. The cos handled over 1,000 enquiries,appointed 11 agents & have 49 pending. - Event sponsored by Bav & Quebec Gov'ts. 6 Cdn cos participated at seminar



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

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POST :427-MUNICH

SECTOR :005-ADVANCED TECH. PROD. & SERV  
GERMANY WEST

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Arrangement of mini solo show to present Cdn  
telecom capabilities.  
Software Mission to Cebit'90.

Note: This show has been folded into a broader,  
four sector, show planned for Stuttgart in Oct'90  
. Five new companies introduced to potential  
buyers and joint venture partners at Cebit.

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

POST :427-MUNICH

SECTOR :013-CONSUMER PRODUCTS & SERVICES  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:LEISURE PROD. TOOLS HARDWARE

ORGANIZE BUYERS MISSION TO VISIT C&GA SHOW AND INDUSTRY  
NEW BUYING CONNECTIONS AND DRAW BUYERS ATTENTION TO CANADIAN

POTENTIAL

MUERNBERG TOY FAIR: FEDERAL INFO BOOTH  
DRAW ATTENTION OF BUYING ORGANIZATION TO CANADIAN CAPABILI-

TIES.

GET TOY FAIR AUTH. TO ACCEPT CDN PRIVATE SECTOR EXHIBITS.  
GIVE CANADIAN COMPANIES OPPORTUNITY TO APPROACH EUROPEAN

MARKET

REPORT ON FRG SPORTING GOODS STANDARDS.  
GIVE CDN COMPANIES INFO ON THE BEST APPROACH TO THE FRG MAR-

KET FROM A REGULATIONS AND NORMS POINT OF VIEW

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Participation at Ispo (Fall)'89

Fourteen Canadian companies were present at the fair. On-site sales and 12 month projected sales were \$ 380,000 and \$ 24.4mn respectively. Both are significant increases over previous years.

QUARTER: 3 Preparations for Ispo Spring.

25 companies are expected to participate on the Canadian National Stand at Ispo Spring.

QUARTER: 4 Nueremberg Toy Fair

Get authorities to accept Canadian private sector exhibitors.  
Report on sporting goods standards in FRG to assist Canadian companies.

Two Canadian exhibitors accepted.  
Report prepared and released in time for Ispo Spring'90.

QUARTER: 2 Preparation for participation at Systems '89.  
Schweizer und Schneider.

Eighteen Canadian companies will be present at the fair at our national stand.  
Met with reps of 3 Can cos at the fair. One of the cos has asked for assistance in identifying potential J.V. partners or distributors.

QUARTER: 3 Participated at Systems '89 with national stand.  
Gibbs Software Mission and Saffier.  
Contact provided literature for fair mission numbers,  
best and office lists and liaison with Rev.  
Saffier.

15 cos on stand generated on-site sales of \$100,000 & expect more of 3 Can cos. The cos handled over 1,000 inquiries, appointed 11 agents & have 40 pending. - Ispol sponsored by Rev. Saffier. Co. by 4 Can cos participated at national



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

POST :427-MUNICH

Unplanned visit of tech. transfer mission of 12 people from Québec.

Arrangements for an unplanned visit by delegation/mission led by mayor of Ville de Laval to Munich.

Canadian German Business Club luncheon arranged & hosted by Consul General, attended by 70 plus local business people.

One day visit program arranged for ambassador who was then accompanied on local calls by Consul General.

Unplanned one week visit of ISTC official studying German high speed rail tech. Itinerary & appoint. provided by post.

Trade officer from post participated at three day WIN training seminar in Paris.

LE officer researched & presented brief synopsis of FRG auto sector at Europe 1992 auto industry seminar in Toronto.

Assisted ConGen Düsseldorf with preparations for IFAT'90.

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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

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POST :433-OSLO

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP ON DEFENCE TRADE MISSION TO NORWAY, NOV/88 MISSION MEMBERS  
NEW AGENCY AGREEMENTS & IDENTIFICATION OF MKT NICHES FOR

FOLLOW UP ON RDP MEETING SCHEDULED FOR FALL.  
IDENTIFICATION OF NEW MARKET OPPORTUNITIES FOR CDN EXPORTER

CONT CALLS ON DEFENCE-RELATED IMP AGENTS,PRIME CONTRACTERS  
INCREASE AWARENESS IN NORWAY OF CDN EXPERTISE.

ENCOURAGE NORWEGIAN MINISTRY OF DEFENCE OFFICIALS TO VIS CAN  
INCREASED AWARENESS OF CDN CAPABILITY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Discussions with MOD on November RDP. Also two  
military product demonstrations on NBCW and  
night vision

Have had to restart efforts on RDP and will  
begin to reap benefits in November's meeting  
if Canadian companies follow-up

QUARTER: 3 -----

QUARTER: 4 RDP meeting in Canada

Accompanied Norwegian RDP mission members to  
Canada. Results positive for four firms which  
are currently following up in Norway.



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

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POST :433-OSLO

SECTOR :011-OIL & GAS EQUIPMENT, SERVICES  
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: ALL SUB-SECTORS

COMP CALLS ON LARGEST IMPORTERS & SUPPLIERS  
IDENTIFY LIST OF NEW AGENCIES

PROMOTION OF CDN COLD CLIMATE TECHNOLOGY  
POSITIONING CDN COMP. FOR FUTURE PROJECTS IN NORTHERN AREA

MONITOR POTENTIAL GAS PIPELINE CONSTRUCTION PROJECTS  
INFORM COMP. OF OPPORTUNITIES FOR CO-OPERATION

ASSIST CDN FIRMS IN FINDING APPROP NORWEGIAN PARTNERS  
NEW JOINT VENTURES & POSSIBLE NEW OPPORTUNITIES FOR SALE

TO NORWAY

ENCOURAGE NORWAY COMP TO ATTEND OFFSHORE NEWFOUNDLAND 89  
6 NORWEGIAN COMP TO ATTEND EXHIBITION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 World Energy Conference in Montreal

Attended by over 150 Norwegians. The Export Council of Norway had national stand exhibiting prominent Norwegian companies in the energy industry including those with offshore oil and gas related products and engineering services

QUARTER: 3 Visit of Continental Shelf and Petroleum Technolgy Research Institute (IKU-Sintef) of Norway to Canada

Signing of Memorandum of Understanding between IKU-Sintef and the Alberta Oil Sands Technology and Research Authority in enhanced oil recovery cooperation

QUARTER: 4 Visit west coast of Norway to meet with companies in the oil and gas related industries and research facilities

Identified and expanded contacts and potential buyers of Canadian products and services

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

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POST :433-OSLO

SECTOR :005-ADVANCED TECH. PROD. & SERV  
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM, DATACOM, SAT, SPACECOM

FOLLOW-UP WITH NORWEGIAN SPACE AGENCY RE DEVEL RADARSAT PROJ  
NORWAY WILL PARTICIPATE IN RADARSAT PROJECT.

DEVELOP CONTACTS WITH ANDYA ROCKET CENTRE.  
POSSIBLE CDN PARTICIPATION IN NORWEGIAN SPACE PROGRAMME.

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

FOLLOW-UP ADVANCED TECHNOLOGY MISSION FALL 1988  
3-4 AGENCY AGREEMENTS

ATTEND SOFTWARE 90, OSLO, & CAD/CAM FAIR, OSLO 1989  
IDENTIFY NEW MARKET POSSIBILITIES

ATTEND MICRODATA, OSLO MAY/89  
IDENTIFY NICHES FOR PL EQUIPMENT & SOFTWARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Visit to CAD/CAM 1989 exhibition in Oslo

QUARTER: 3 Advanced Technology Mission to Oslo, October'89  
Canada Days in Iceland, Reykjavik, October'89  
Attended CAD/CAM Fair in Oslo'89

QUARTER: 4 Attended CEBIT'90 in Hannover and Software'90 in  
Oslo

Established several new contacts with Norwegian firms for potential cooperation with Canadian companies

Renewed contacts. 1-2 new agency contracts signed for Canadian companies  
Ongoing work to identify potential agencies for Canadian manufacturers of advanced technology

Did extensive mailing prior to CEBIT and established several new contacts at Software as well



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POST :433-OSLO

Winter Cities'90 in Tromsøe. Total of 75 Canadians participated either as exhibitors, speakers or in conference  
Participation in "Let's talk trade" conferences on EEC 1992 as resource specialist in oil and gas workshop  
Members of Nfld MOU Committee visited Norway to examine real opportunities for investment and technical cooperation  
Visit from EPR to Norway to discuss Pinewood nematode issue with local Norwegian officials

POST :410-PARIS

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
FRANCE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ANIMAL,POULTRY BREEDING STOCK

MISE A JOUR CONTINUELLE DES LISTES D'IMPORTATEURS  
MEILLEUR CIBLAGE DES CONTACTS PRIORITAIRES

RECHERCHE SUR LE MARCHÉ DE PORCINS REPRODUCTEURS  
INCITATION DES EXPORTATEURS CANADIENS

OBTENTION DU CERTIFICAT SANITAIRE POUR LE BISON  
VENTES INITIALES

S'OCCUPER DES PROBL.D'ACCES & DES BARRIERES NON-TARIFAIRES  
PROTEGER LES DEBOUCHES PRESENTS ET EN OUVRIR D'AUTRES

MISS.FRANCAISE A L'ONT.PORK CONG(AVEC APPUI FIN.DE L'ONT)  
INCITATION DE L'INTERET FRANCAIS AUX RACES CANADIENNES

AMELIORATION DE LIAISON AVEC PRODUCT.FRANC.DE REPROD.PORCINS

SUB-SECTOR:SEEDS & SPECIAL CROPS

MISE A JOUR CONTINUELLE DES LISTES D'IMPORTATEURS POTENTIELS  
MEILLEUR CIBLAGE DES CONTACTS

S'OCCUP.DES PROB.D'ACCES & BARRIERES NON-TARIFAIRES  
PROTEGER LES DEBOUCHES PRESENTS ET EN OUVRIR D'AUTRES

SEM.D'AGRIC.CDA EN NOV.1989 SUR LES LEGUMES SECS  
MEILLEURE CONNAISSANCE DES IMPORTATEURS CONCERNANT DISPONI-

2E CONSUL.A HAUT NIVEAU DES AGENTS S'OCCUP.DES REL.PHYTOSAN.  
MEILLEURE GESTION DES PROBLEMES CANADA/FRANCE ET CANADA/CEE

SUB-SECTOR:MEATS & MEAT BY-PRODUCTS

MISE A JOUR CONTINUELLE DES LISTES D'IMPORTATEURS POTENTIELS  
MEILLEUR CIBLAGE DE NOS CONTACTS PRIORITAIRES

CONCERTATION AVEC AUTRES MISS.EN EUROPE,EXTOTT & AGRICOTT  
PLAN POUR SUPRIMER TAUX DE DOUANE PROHIBITIF (RECLASSIFICA-

S'OCCUPER DES PROBLEMES D'ACCES ET BARRIERES NON-TARIFAIRES  
PROTEGER LES DEBOUCHES PRESENTS ET EN OUVRIR D'AUTRES

BILITE ET QUALITE CANADIENNES.

TION OU NEGOCIATIONS DANS GATT).



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

POST :410-PARIS

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MEATS & MEAT BY-PRODUCTS

VIS.AU CDA D'UNE MISS.DE VETERINAIRES S'OCCUP.HYG.SANITAIRE FUTUR.  
FACILITATION DE LA RESOLUTION DES PROBLEMES DU COMMERCE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Identification des exportateurs canadiens de bestiaux et de volailles. - Agreement sea usines de transformation de viande canadienne par la France. - Augmenter la visibilite et l'exportation de produits gourmands du Canada.

-Progres realises dans l'elaboration d'une liste des exportateurs de bisons pour repondre a la demande francaise. - Acces du "smoked meat" sur le marche francais. - Avons travaille avec la soc.francaise FAUCHON (prod.alimentaires de luxe

QUARTER: 2 Identification des exportateurs canadiens de bestiaux et de volailles. Présentation de produits cdns aux acheteurs de grande surface; identification importateurs potentiels d'aliments & boissons.

Avons reçu d'AGRCD A une liste de 30 troupeaux de bisons indemnes de tuberculoses et de brucelloses. Activité maintenue durant la période.

QUARTER: 3 Agrément des usines de transform'n de viandes. Prods cdns de boucherie. Organisa'n d'une quin-zaine avec un grand magasin. Présentation de produits canadiens aux acheteurs de grandes chaînes de distribution.

Accord du Gouv Français pr abattage de la viande de bison. Viande de bison vendue ds des grandes surfaces & chez bouchers. Appui à Hôtel Sheraton (Paris) pr une quinzaine cdnne ds leur restaurant.Avons dev. liste imprtrs des magasins

QUARTER: 4 -----

QUARTER: 2 Préparation d'une mission de recherche de services à partenaires. Appuyer missions à l'approche cédex en matière de mise en marché des services de lutte contre les incendies de forêt.

QUARTER: 3 CL 227.

Mission de coopération dans le matériel de Défense. Mission du secteur aéronautique et aérospatial canadien dirigée par le Ministre John Crosbie (Oct. 89).

QUARTER: 4 -----

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

POST :410-PARIS

SECTOR :005-ADVANCED TECH. PROD. & SERV  
FRANCE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM,DATAKOM,SAT,SPACECOM

RAPP SUR LE MARCH FRANCOIS COMP LES EFF DE L'ACC EUROP. DE 92  
AUGMENTATION DE LA PARTICIPATION CANADIENNE AU MARCH FRANCOIS

CAIS.

SEMINAIRE, HAUTE TECHNOLOGIE  
PROMOTION DE NOUVELLES TECHNOLOGIES ET SOCIETES.

VISITE DU DOCOTT A FRANCE TELECOM ET SECTEUR PRIVE.  
MEILLEURE INFORMATION SUR LE MARCHÉ & EVENTUELLEMENT AUGMEN-

TATION DE PARTICIPATION CANADIENNE AU MARCHÉ.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Organisation de seminaire et coordination de  
rencontres avec les utilisateurs finaux de  
CAO/CFAO applique a la construction navale.

-Identification des integrateurs et acheteurs  
potentiels - conclusion d'un accord de represen-  
tation avec agent local.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :410-PARIS

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

EQUIPEMENT & SERVICES POUR COMBAT DES INCENDIES.  
VENTE AU MINISTERE INTERIEUR(SECURITE CIVILE)

PROJET CASAP (SOUS-MARINS)  
ASSURER MEILLEURE PARTICIPATION INDUSTRIELLE CANADIENNE AU

CL-289:APPUI DES EFF.DE CANADAIR POUR VENT.DANS PAYS TIERS.  
ACCORD AVEC SOCIETE FRANCAISE POUR VENTE MOYEN ORIENT ET

PROJETS TICCS ET ERYX.  
ACCORDS AVEC SOCIETES CANADIENNES ET EXPORTATION TECHNOLOGIE

SUIVI OFFRES FRANCAISES CHARS LECLERC & VEHIC.BLINDE LEGER.  
JV ET TRANSFERTS DE TECHNOLOGIE.

MISSION GDA AU CDA POUR EXPLICATIONS PROCEDURES ACHAT.  
SOUMISSION ACCRUE INDUSTRIE CANADIENNE SUR PROJETS FRANCAIS.

PROJET.

AFRIQUE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Aider INDAL (Apontage d'helicopteres) a s'im-  
planter sur le marche francais.  
-Marketing du CL-289.

-Avons conduit briefing et organise des reunions  
avec l'Administration et des societes francaises  
-Negociation d'un accord de mise en marche pour  
les pays du Maghreb et M.O.

QUARTER: 2 a)Préparation d'une mission défense en France.  
b)Recherche de marchés & partenariats.  
c)Apporter cohésion à l'approche cdne en  
matière de mise en marché des services de lutte  
contre les incendies de forêt.

a)Avons obtenu accord de la DGA pour recevoir la  
miss. cdne. b)Entente de principe signée entre  
INDAL & ALCATEL-CILAS:Négociations DCN.c)Rencon-  
tres a/principaux resp. de la Séc. Civile. Rap-  
ports aux soc. cdnes concernées(CANADAIR/CONAIR

QUARTER: 3 CL 227.  
Mission de coopération dans le matériel de  
Défense. Mission du secteur aéronautique et  
aérospatial canadien dirigé par le Ministre John  
Crosbie (Oct. 89).

Briefing cdn & coord. du progr. de présent'n à  
DCN & État Major de la marine. Préparation et  
coord'n générale avec DGA/EXTOTT. Organsa'n des  
réunions de travail;plusieurs prises de contact  
près des coop'ns & partenariats éventuels.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :410-PARIS

SECTOR :005-ADVANCED TECH. PROD. & SERV  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM,DATAKOM,SAT,SPACECOM

RAPP SUR LE MARCH FRANCOIS COMP LES EFF DE L'ACC EUROP.DE 92  
AUGMENTATION DE LA PARTICIPATION CANADIENNE AU MARCH FRAN-

CAIS.

SEMINAIRE, HAUTE TECHNOLOGIE  
PROMOTION DE NOUVELLES TECHNOLOGIES ET SOCIETES.

VISITE DU DOCOTT A FRANCE TELECOM ET SECTEUR PRIVE.  
MEILLEURE INFORMATION SUR LE MARCHÉ & EVENTUELLEMENT AUGMEN-

TATION DE PARTICIPATION CANADIENNE AU MARCHÉ.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Organisation de seminaire et coordination de  
rencontres avec les utilisateurs finaux de  
CAO/CFAO applique a la construction navale.

-Identification des integrateurs et acheteurs  
potentiels - conclusion d'un accord de repre-  
tation avec agent local.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :410-PARIS

SECTOR :017-OTHER SERVICES  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Rédaction d'un survol économique du territoire.

Compilation de l'information et de la doc.  
Sélection de points d'intérêt spécifiques à  
notre mission. Rédaction et finalisation du  
texte. Production de supports acétates pour  
projection.

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER 1: Calls on several specialists and paper state enterprises, incl. Bafkov, Buzova Vranov and Pilsen. ...  
... e.g. Poltava, Vokna, etc.

QUARTER 2: Two international Engineering Fair - partial-  
... support for CE G&S for pursuit of joint venture  
... with for Bino Engineering. Liaison with Trade  
... (CE Canada) for financing for Buzovec (JC pr)

... Well-attended seminar and overall good reception  
... by CEK officials. Introduced the new companies  
... to market. KCCI contacted spare parts contract  
... for Jaltac specialist.

... CE Luskova/Down level in meetings with West  
... Bohemia Paper Mills to define Buzovec project.  
... advanced negotiations between KCCI and Bohemia  
... re. Poltava Specialist project and B. interview  
... recording etc. re. Bohemia Specialist project.

POST :472-PRAGUE

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:EQUIPMENT AND MACHINERY

PRESENT.& SUPPORT OF OFFERS FM KOCKUMS CANCAR INC.FOR FUTURE  
KCCI WITH OUR SUPPORT,HAS EXCELLENT PROSPECTS BASED ON PRICE

AND TECHNOL.

IDENT.OF CDN JOINT VENTURE PARTNER FOR BURKOVEC PULP & PAPER  
DEPENDS ON WILLINGNESS OF CDN. J.V. PARTNER TO INVEST IN

CSSR

IDENT.OF OPP FOR PULP & PAPER MILL COMP REL'D TO CSSR UPDAT.  
POTENTIAL SALES OF CHEM RECOVERY BOILERS, EVAPORATOR COMPL-

EXES, ETC.

PUBLICATION OF ARTICLES & TECH.PHOTOS IN MAGAZINE  
WIDER INFORMATION ABOUT CDN. COS.

SUB-SECTOR:CONSULTING & OTHER SERVICES

IDENT OF CDN COS INTERESTED IN BUKOVEC PULP & PAPER MILL  
POSSIBLE ROLE FOR CONSULTANT AS PART OF CANADIAN CONSORTIUM

CONT.OF LIAISON W/STATE COMM.FOR SCI-TECH DEV.RE POLLUTION  
POSSIBLE R & D CONTRACT

IDENT.CDN COS W/EXPERTISE IN FOREST MANAGEMENT,SILVACULTURE  
POTENTIAL CONSULT.OPPORTUNITIES IN HIGH-POLLUTION FOREST

AREAS

FIND PARTNER FOR JOINT VENTURE IN PRE-FAB HOUSES  
CONCLUSION OF A JOINT VENTURE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Calls on several sawmill and pulp and paper  
state enterprises,incl. Paskov, Bukosa Vranov  
and Piloimpregna.  
Support for KCCI in bidding on sawmill projects  
, e.g. Polomka, Vrbno,etc.

B.C. Forestry Technology Mission, May 9-13.  
Well-attended seminar and overall good reception  
by CSSR officials. Introduced two new companies  
to market. KCCI concluded spare parts contract  
for Zdirec sawmill.

QUARTER: 2 Brno International Engineering Fair - partici-  
pation by Kockums CanCar, CE Lumus/Cowan Lavalin  
Support for CE Cda re. pursuit of joint venture  
with 1st Brno Engineering. Liaison with Tradex  
(CE Canada rep) re financing for Bukovec LWC prj

CE Lummus/Cowan Lavalin meetings with West  
Bohemian Paper Mills to define Bukovec project.  
Advanced negotiations between KCCI and Smrcina  
re. Polomka Sawmill project and N. Moravian  
Woodworking ent. re. Olomouc Sawmill project.



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 :472-PRAGUE

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
CZECHOSLOVAKIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 Lobbying on behalf of Kockums CanCar bid for Polomka sawmill project - Min of For. Trade, FTO Drevounia, end-user and CSR Ministry of Forests. Assistance to CE Lummus/Cowan Lavalin consortium in prep of bid for Bukovec LWC pulp/paper mill.

CE Lummus/Cowan Lavalin team visited West Bohemia Pulp Mills 6/12/89 to present technical proposals for LWC and newsprint mill turnkey projects. Beginning of installation of KCCI sawmill machinery at Zdirec. HASO prop for Ruz.

QUARTER: 4 Assistance to Cowan Lavalin in their effort to develop proposal for Bukovec LWC paper mill project. Conveyed H.A. Simons technical proposal for upgrade of Ruzomberok pulp mill to fto and end user.

Cowan Lavalin formed consortium with Repap and Ferrostal (FRG) to bid on Bukovec LWC project in form of joint venture. Have also suggested to client that capacity be increased for economic efficiency. Installation of eqpt at Zdirec cont

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POST :472-PRAGUE

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES  
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MACHINERY AND EQUIPMENT

OIL RE-REFINING PROJECT IN KORAMO KOLIN  
CONTRACT MIGHT BE CONCLUDED IN 1989

PIPELINE INSPECTION SERVICES AND EQUIPMENT  
CONTRACT NEGOTIATIONS ARE UNDER WAY

TRANSIT GAS PIPELINE AUTOMATION  
CONTRACT NEGOTIATION WILL BE HELD SOON

PROMOTION OF NEW COMPANIES IN THIS TERRITORY  
ANOTHER ALBERTA TRADE MISSION WILL VISIT 11/88.

SEMINAR ON CDN TECHNOLOGIES APPLICABLE IN CZECHOSLOVAKIA(89) EXPERTS  
INTRODUCTION OF CANADIAN CAPABILITIES TO WIDER RANGE OF CSSR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Followup mtg. with Ing. Toman of NPP Bratislava  
re. visit to Interan , Edmonton.  
Continuing support for Mohawk/PBS/IRGI consortium  
on Koramo Kolin used oil re-refining project.

Visit of Koramo Kolin technical experts to  
Mohawk reference facility.  
CSR Minister of Industry agreed to visit same in  
July

QUARTER: 2 Follow-up with Ing. Ruml of Plynoprojekt re. his  
visit to Interan trade show in Edmonton.  
Assistance to IRGI/PBS/Mohawk in preparation of  
final offer for Koramo Kolin used oil refining  
project.

Sales by Farr (hydraulic power tongs) and Dreco  
(Kelly cock) following Toman/Ruml attendance at  
Interan.

QUARTER: 3 Call on TCPL subsidiary, Pipetronix, Karlsruhe  
FRG for briefing on pipeline inspection tech.  
and services as prep. for assistance on forth-  
coming TRANSGAS pipeline insp. contracts.

Czechoslovak delegation from NPP Bratislava  
visited Alberta under terms of their technical  
cooperation agreement with AO STRA

QUARTER: 4 Recruitment of incoming buyers for National  
Petroleum Show (NPS) in Calgary, June '90.



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POST :472-PRAGUE

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ANIMAL,POULTRY BREEDING STOCK

SIGNING OF EMBRYO-TRANSFER JOINT VENTURE(WESTERN BREEDERS)  
WESTERN BREEDERS INT. SHOULD GAIN MKT. SHARE VIA JOINT

VENTURE

NEGOTIATION OF PIG BREEDING JOINT VENTURE(AB SWINE BREED ASS  
BREEDING OF CDN PIGS IN CSSR WITH THIRD COUNTRY SALES OPPOR-

TUNITIES

2ND MEETING OF CDA-CSSR JOINT AGRICULTURAL COMMITTEE(1989)  
FURTHER IMPROVEMENT IN TRADE AND TECHNICAL RELATIONS IN

AGRICULTURE

SUB-SECTOR:AGRICULTURE MACH,EQUIP,TOOLS

CONT.OF DISC.ON JOINT PROD.OF AGRIC.EQPT OR SMALL TRACTORS  
IDENTIFICATION OF PARTNERS AND PROD.AS SUBJECTS OF AGREEMENT

2ND MEETING OF CDA-CSSR JOINT AGRICULTURAL WORKING GROUP.  
FURTHER DEVELOPMENT OF COMMERCIAL AND TECHN.RELATIONS AS

BASIS OF TRADE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Calls on Ministries of Agriculture in CSR & SSR  
to investigate opportunities for food process-  
ing eqpt and technology.  
Accompany Dr. Ted Mitenko of Alta Genetics on  
calls in SSR.

Received important basic information on prior-  
ities in food processing.

QUARTER: 2 Visit to Slovakia: -Agrokomplex (agricultural  
exhibition) at Nitra -International Wine Comp-  
etition at Bratislava -call on co-operative farm  
to observe DeCloet tobacco harvester in opera-  
tion. Research on mkt for food processing mach.

Mission Hill won a gold and three silver medals  
at the International Wine Competition in  
Bratislava.

QUARTER: 3 Assisted in promotion of Crown Canadian whiskey  
by co-hosting reception.

QUARTER: 4 Visit of Agric. Canada and Potatoes Canada  
representatives.

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POST :472-PRAGUE

SECTOR :010-MINE,METAL,MINERAL PROD & SRV  
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Monitoring of Stelco Coilbox project (at NHKG Ostrava)

Stelco completed major part of computer model for simulation of Coilbox installation at NHKG.

QUARTER: 2 Maintained liaison with NHKG Ostrava re. their interest in Stelco "Coilbox" technology.

No movement on coilbox as Czechoslovaks ponder massive rationalization of their steel industry. Stelco has now provided all technical information requested by NHKG.

QUARTER: 3 Liaison with foreign trade corp. Keramika, sole importer of asbestos. Provided them with EMR materials supporting use of asbestos and countering US EPA proposed ban on use of asbestos

QUARTER: 4 Prepared program for Steltech team re. coilbox technology. However, visit was postponed.



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

POST :472-PRAGUE

WIM Export seminar in Paris, Jan 16-19

Visit of Mathew Horsman, Financial Post, Jan 25-Feb 1.

Andrew Sarlos Delegation, Jan. 29-Feb. 2. (est of Central  
European Development Corp.)

Foreign Investment Protection Agreement negotiations with  
CSFR Ministry of Finance, Feb. 12-13.

President Havel's visit to Canada, Feb. 22-23.

Novatel presentation to Ministry of Communications, Feb 28-  
Mar 2.

Visit of Governor of Bank of Canada, Mar 13-16.

Asbestos Institute Meeting in Brussels, Mar. 19-20.

Visit of Senior Economist of EDC, Francois Jeanjean, Mar 28-  
Apr 2.

Preparations for visits of DMT (Apr. 4-6) and Minister of  
Finance (Apr. 13-16)

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POST :403-ROME

SECTOR :005-ADVANCED TECH. PROD. & SERV  
ITALY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PURSUE MKT OPPORT FOR ATC INSTRUM & EQPT IN CONJ W/OUTG.MISS  
INCREASED TRADE AND INDUSTRIAL CO-OPERATION

UNDERTAKE MARKET SURVEY ENVIRONMENTAL PRODUCTS & SERVICES  
IDENTIFICATION MARKET OPPORTUNITIES IN THIS SECTOR

PURSUE MKT OPPORT FOR SPACE & REMOTE SENSING INSTRUM IN CONJ  
INCREASED TRADE AND INDUSTRIAL CO-OPERATION

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Analysis of Italian involvement in EEC/ESA  
programs and possibilities for Canadian  
subcontracting through new Italian Space Agency,  
Selenia Spazio etc.

Outgoing Mission of Canadian Space Companies  
planned for Fall 90. SED Systems, SPAR, and MDA  
talking to ASI/Italian Space Agency re above.  
High priority sector.

QUARTER: 4 -----



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POST :403-ROME

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP TO RE-ACTIVATED CANADA-ITALY RDP COMM.MEETING  
OBTAINING OF CONTRACTS BY CANADIAN COMPANIES

IDENT OF EXPORT OPPORT RELATED TO MAJOR CDN & ITALIAN ACQUIS  
INCREASED TRADE AND INDUSTRIAL COOP.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Annual sector report for distribution at HITEC.

QUARTER: 2 REPORT ON ITALIAN SPACE AGENCY AND MARKET

SET STAGE FOR OUTGOING SPACE COYS MISSION  
FALL 1990.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :403-ROME

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
ITALY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

NEED FOR MULTI-YR DEROGATION FM EEC TO EXPORT SEED POTATOES  
STABILIZE MARKET PRESENCE AND INTRODUCE NEW VARIETIES

RENOG OF PLANT HEALTH & VET. REQUI IN VIEW OF ONGOING HARMON  
MAINTAIN MARKET ACCESS FOR CATTLE,SEMEN,SEEDS,MEAT ETC.

SUPPORT CDN IND MKTG INIT THROUGH REPRES TO CLIENTS & GOVT  
INCREASED SALES IN NICHE MARKETS OF GOOD POTENTIA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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POST :403-ROME

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:FISH & SHELLFISH & OTHER PROD

OBTAIN IT GOVT AUTHORITY FOR IMPORT OF OTHER SHELL FISH  
EXPORT AUTHORIZATION

CREATE DATA BASE OF LOCAL IMPORTERS/DISTRIBUTORS  
MORE RAPID & DIRECT DISTRIBUTION OF OFFERS/INFO TO LOCAL

IMPORTERS

EXPAND & UPDATE SERIES OF SPECIES/PROD REPORTS & SUMMARY OF  
BUILD HIGHER PROFILE FOR ITALY-CDN FISH TRADE IN BOTH COUN-

TRIES

SMOKED SALMON PROM,POSS IN CONJ W/OUTGOING MISS OF SMOK.SALM  
ESTABLISH 3 OR 4 AGENCY AGREEMENTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :403-ROME

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:AEROSPACE

FOLLOW UP ON REPRES TO ITALIAN AUTHO RE ACQUIS OF FIRE-FIGHT  
SALE OF TWO ADDITIONAL CL-215

MONITOR PROG OF MEGO FOR CDA-ITALY AIRWORTHINESS CERT AGREEM  
REMOVAL OF IMPEDIMENT TO TRADE IN THIS SECTOR

SUPP CDW IND MKTG INIT THROUGH REPRES TO CLIENT & GOVT AUTHO  
INCREASE SALES OF COMPLETE AIRCRAFT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :403-ROME

Visit of Quebec Minister for International Affairs,  
John Ciaccia 6-8 Feb/90

IDP Officers' Meeting - Hague

Visit to Italy by NSA Program Managers (1 1/2 weeks)

Two visits to Rome by Montreal area del re Alitalia service

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POST :432-STOCKHOLM

SECTOR :005-ADVANCED TECH. PROD. & SERV  
SWEDEN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM, DATACOM, SAT, SPACECOM

REPORT ON CELLULAR RADIO MKT IN SWEDEN  
BETTER SOURCING OF NICHE PRODUCTS

GENERAL MKT SURVEY ON TELECOMMUNICATIONS  
BETTER SOURCING OF NICHE PRODUCTS

REPORT ON ONGOING LIBERALISA'N OF TELECOM SERV & NEW MARKET.  
BETTER SOURCING OF NICHE PRODUCTS

SUB-SECTOR:BROADCASTING, INC. CABLE TV

PREPARE SHORT REPORT ON MAJOR CABLE TV OPERTERS IN SWEDEN  
BETTER TARGETING OF BUYER CONTACTS FOR CDN SUPPLIES

VISIT BY 2-3 MAJOR SWD. CATV OPRTRS TO CANADA  
CLOSER COOP. WITH CDN OPRTRS & EQUIPMT. MFRS.

TRADE MISSION TO SWEDEN & SEMINAR CATV OPER & EQUIP MFG.  
INCREASED AWARENESS OF CDN CAPABILITY, NEW BUYING CONNECTION

GOOD MKT PROSPECTS.

CDN BOOTH AT SATELLITE 89, STOCKHOLM

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

CONT DEVEL OF AGENCY CONTACTS THROUGH CORP VISITS  
10-15 NEW AGENTS OVER THE YEAR.

PREPARE OVERVIEW OF SWED. COMPUTER & SOFTWARE MARKET  
BETTER TARGETING OF CDN PRODUCTS POTENTIAL

IDENTIFY BUYEERS & AGENTS VISITNG MAJOR U.S. COMP. SHOWS.  
GENERAL PROMOTION OF CDN CAPACITY WITH THE CDN PRESENCE

AT US SHOWS

PROMOTE CDN PARTICIPATION IN MAJOR EUROPEAN COMP. SHOWS.  
BETTER AWARENESS OF CDN CAPACITY

NORDIC REMOTE SENSING SEMINARS PROM CDN R&D & TECH ASPECTS  
BETTER AWARENESS IN THE R.S. COMMUNITY OF CDN CAPABILITY

IN THIS SECTOR-& TO PROMOTE R.S. WORLD CONF IN CDN SUMMER89

REPORT ON R.S. ACTIVITIES IN THE PRIVATE SECTOR.  
BETTER TARGETING OF BUYERS FOR NICHE PROD & TECHNOLOGY



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POST :432-STOCKHOLM

SECTOR :005-ADVANCED TECH. PROD. & SERV  
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:OTHER ELECTRONICS

CONT PROM OF CDN FIRMS TO ERICSSON WHO HAVE INDICATED OFFSET  
3-5 NEW BUYING CONNECTIONS

CONT PROM OF CDN ELECT., COMP THROUGH CORPORATE VISITS

CONT SUPPORT & PROM OF NEW GENERATION OF LSDN CHIPS

JOURNALISTS FM ELECTRONIKVARLDEN TO BE INVITED TO CDA.  
BETTER PRESS COVERAGE OF NEW PRODUCTS

PROM. CDN PRTCPTN IN MAJOR EUROPE ELECT. COMPONENTS FAIR. DISTRIBUTORS  
BETTER AWARENESS OF CDN CAPABILITY AMONG SWE OEMS &

SUB-SECTOR:CONSULTING & OTHER SERVICES

COMPUTOR JOURNALISTS MISSION TO CANADA  
BETTER PRESS COVERAGE FOR CDN PRODUCTS

INDENTIFY CDN SOFTWARE HOUSE INTREST IN OPENING LOCAL OFFICE  
LONG TERM SALES NOT POSSIBLE WITHOUT LOCAL PRESENCE.

TRADE MISSION & CDN BOOTH AT MAJOR COMPUTER FAIR OCT89  
BETTER EXPOSURE OF CDN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 To get the Win System running

It works more or less

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :432-STOCKHOLM

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CONT TO WORK THROUGH DEFENCE RDP COMMITTEE  
IDENTIFICATION OF NEW SALES OPPORTUNITIES

SUPPORT MFRS OF ASW EQUIPMENT IN PROCUREMENT PROCESSES.  
INCREASED SALES.

SUPPORT MFRS OF ELECT. EQUIP IN MKT DEVELOPMENT.  
INCREASED MARKET EXPOSURE

SUPPORT MFG OF BCW EQUIP IN MKT IDENTIFICATION  
INCREASED SALES

INVITE HEAD OF SWED DFCE PRCRMT TO CDA FOR OFF. & IND. VSTS. PROFILE FOR CDN PRODUCTION CAPABILITIES  
IMPROVED

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support of Canadian Exporters

Present to military procurement of antenna systems and GPS Systems

QUARTER: 2 -----

QUARTER: 3 Support Canadian manufacturers of protective clothing and equipment used in nuclear power plants. Provide agent with contacts.

Provided Herasco A/S Denmark with complete list of all product managers/purchasing officers in Swedish power plants. Danish company will visit and give demonstration of equipment to Sydkraft, Malmo in near future. Visited Danish co. in Dec.

QUARTER: 4 -----



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POST :432-STOCKHOLM

SECTOR :013-CONSUMER PRODUCTS & SERVICES  
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:APPAREL (CLOTH,FUR,SHOES) TEXT

OBTAIN INFO ON CDN PARTICIPATION IN FRANKFURT FAIR,W GERMANY  
BUYING CONNECTIONS

ENCOURAGE SWED BUYERS TO ATTEND MTL. & FRANKFURT SHOWS.  
INCREASED PURCHASES

ENCOURAGE CDN FURRIER VISIT SWED DISPLAY AT POST OCT/NOV89  
INCREASED PURCHASES.

SUB-SECTOR:JEWELERY & GIFTWARE

IDENTIFY CDN SUPP OF FTBALL,VOLLEY BALL BASEBALL EQUIP MORE  
ADDITIONAL BUYING CONNECTIONS

OBTAIN INFIRM ON LOCAL MKT CONDITIONS IN ABOVE SUB-SECTORS  
INCREASED SALES VOLUMES

CONTACT SWED BUYING GROUPS, COOP, TO INFORM ON AVAILABILITY  
PURCHASES, INCREASED MARKET SHARE

ENCOURAGE CDN & SWED FIRMS TO EXHIBIT PRODUCTS AT DOMESTIC  
PURCHASES, INCREASED MARKET SHARE.

SUB-SECTOR:CULTURE INDUSTRIES

FOLLOW UP ON CDN PRIZE-WINNING FILM SHOWN LOCALLY

IDENTIFY CDN FILM PRDCRS, ENCOURAGE THEM TO VISIT MKT  
INCREASED PURCHASES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Select fur buyer under incoming buyers program  
for Montreal Fur Fair (May 1989) and from the  
Cdn fair through trade. - Report on Stockholm's  
participation at ISPO Fair Munich Feb, 1989.

Incoming buyers purchased 20 coats at Fair. Very  
satisfied with new contacts established. -Report  
submitted to TTC, with details of interviews and  
purchases. Highly successful Swedish purchases  
constituted more than 1/3 of total on site sales

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POST :432-STOCKHOLM

SECTOR :013-CONSUMER PRODUCTS & SERVICES  
SWEDEN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 2 Participate in Ispo Sporting Goods Fair. Invite Swedish buyers. Attend reception held on site at Cdn stand. Interview exhibitors. Provide them with Swedish contacts. File and report action.

Successful project. Reception well attended by ca 37 Swedish buyers. Despite only 13 Canadian exhibitors 4 obtained Swedish reps. and agencies pending. Report submitted to EXTOTT and DRIE.

QUARTER: 3 Trade promotion visit Gothenburg, identifying new wholesalers/agents in hardware, technical aid for disbles, bicycle sectors.

Interviewed 16 wholesalers, six new calls. Received enquiries from all firms visited, providing contacts in given sectors plus goal tender equip ,hardwood flooring,building supplies,garden products,advertising promotional products.

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Support of Canadian Exporters

QUARTER: 2 -----

QUARTER: 3 Support of manufacturers of various products  
and various of home knowledge products  
contacted with trade fairs, etc.

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Support of Canadian Exporters

QUARTER: 2 -----

QUARTER: 3 Support of manufacturers of various products  
and various of home knowledge products  
contacted with trade fairs, etc.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Increasingly more than 1/3 of total sales  
continued more than 1/3 of total sales  
continued more than 1/3 of total sales  
continued more than 1/3 of total sales

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Select for buyer under increasing budget program  
for Montreal fair (May 1989) and fair the  
can fair through trade - Report on Stockholm's  
participation at Ispo fair (March 1989)



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POST :422-VIENNA

SECTOR :005-ADVANCED TECH. PROD. & SERV  
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

CONTINUATION OF CONTACTS WITH MAJOR AUSTRIAN ORG IN THIS SEC  
IMPROVED EXPORT POTENTIAL

INTENSIFIED FOLLOW UP WITH INDUSTRY.  
INCREASED SALES,EXTENSION OF COOP EFFORTS INCLUDING VENTURES

AND JOINT RESEARCH

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up activities on Canadian software mission.  
World Tech Fair, Vienna, June 18-22, 1989

Follow-up activities resulted in many excellent connections leading to meaningful cooperation. Info booth on subject fair demonstrated considerable interest.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :422-VIENNA

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:SEMI & PROCESSED FOOD & DRINK

INTENSIFIED CONTACTS WITH AUSTRIAN FOOD TRADE  
INCREASE IN EXPORT PERFORMANCE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :422-VIENNA

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.  
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:PROCESSED FISH & SHELLFISH

EXTENSIVE CANVASS OF AUSTRIAN FISH MANUFACTURERS & IMPORTERS  
INCREASE AWARENESS ABOUT CANADIAN SUPPLY POTENTIAL AND  
CONSEQUENT INCREASE IN SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 1. Assist Canadian Promotor to sign cooperation agreement  
2. Obtain specifications on various other requirements.

QUARTER: 2 1. Assist Canadian Promotor to sign cooperation agreement.  
2. Obtain specifications on other required requirements.

QUARTER: 3 Bring additional companies to market.

QUARTER: 4 1. Bring additional companies to market.

1. Post has maintained continuing contact with PASC.  
2. General Director of PASC invited to interview.  
3. Charles signed 2.5 million contract with Post assistance.

1. Sales agreement signed between Polish Off and Sea Co. and Charles Compressors of Calgary for delivery of 3 compressors to Poland. Contract worth in a 2.5 million.

Divisions signed cooperation agreement with Polish Off and Sea Company.

1. Preparations made for Charles Compressors and Promotor visit as part of DPA Memorandum Mission in April 1989.

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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

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POST :422-VIENNA

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.  
AUSTRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:AEROSPACE

ASSIST CDN MANUFACTURER(DEHAVILLAND)WITH THEIR SALES EFFORTS  
POSSIBLE PURCHASE OF DASH-8 BY AUSTRIAN AIRLINES

-----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 One deHavilland aircraft sold to local carrier.

Efforts continue to secure the sale of second  
aircraft

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :471-WARSAW

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES  
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:MACHINERY AND EQUIPMENT

ASSIST CDN COMPANY TO SIGN COOP AGREE WITH POLISH OIL/GAS  
POSITION COMPANY FOR EXPORT SALES AND PARTICIPATION IN IBRD

FIRST ENERGY PROJECT

FOLLOW-UP TO DEPARTMENTAL NATURAL GAS MISSION  
ENCOURAGE PARTICIPANTS TO QUOTE ON POLISH REQUIREMENTS

OBTAIN SPEC ON VAR GAS EQUIP SOUGHT BY POLISH OIL & GAS CO  
BRING TWO ADDITIONAL CANADIAN SUPPLIERS INTO POLISH MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Assist Canadian Fracmaster to sign cooperation  
Agreement  
2. Obtain specification on various other require-  
ments.

1. Post has maintained continuing contact with  
POGC.  
2. General Director of POGC invited to Intercan  
3. Cherco signed \$ 3 million contract with Post  
assistance

QUARTER: 2 1. Assist Canadian Fracmaster to sign co-opera-  
tion agreement.  
2. Obtain specifications on other import requi-  
rements.

1. Sales agreement signed between Polish Oil and  
Gas Co. and Cherco Compressors of Calgary for  
delivery of 5 compressors to Poland. Contract  
worth US \$ 2.5 million.

QUARTER: 3 Bring additional companies to market

Consulgas signed co-operation agreement with  
Polish Oil and Gas Company

QUARTER: 4 1. Bring additional companies to market.

1. Preparations made for Cherco Compressors and  
Fracmaster visit as part of DPM Mazankowski  
Mission in April 1990.

POST :471-WARSAW

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:EQUIPMENT AND MACHINERY

MKT SURV OF PULP/PAPER PROD'RS,FURN.PROD'RS & FOREST MGT OFF  
TO OBTAIN PROFILE OF POLISH REQUIREMENTS

OBTAIN SPECIFICATIONS OF PROJECTS AND EQUIPMENT  
TO INTRODUCE ONE NEW CANADIAN SUPPLIER ON MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Market survey of sector  
2. Introduce one new supplier on market

1. Post commenced series of calls on producers & forwarded specifications to industry  
2. General veneers obtained contract with Post assistance

QUARTER: 2 1. Market survey of sector  
2. Obtain specifications of other import needs.

1. Market survey still in progress to keep up with very quickly changing industrial relations in Poland.  
2. Specifications sent to Canada.

QUARTER: 3 1. Market survey of sector.

1. Update obtained on Kwidzyn which was then sent to various companies including Abitibi Price.

QUARTER: 4 1. Market survey of sector.

1. Co-ordinated visit of Abitibi Price to Kwidzyn. Investment study underway.



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POST :471-WARSAW

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ANIMAL,POULTRY BREEDING STOCK

COOP AGREEM.BETWEEN GUELPH UNIV & OLSZTYN AGRIC ACADEMY  
OVERCOME POLISH GOVERNMENT RESISTANCE TO IMPORTS FROM ABROAD

IN THIS SECTOR

PARTICIPATION OF HYBRID IN LOCAL AGRICULTURAL FAIR  
CONTRACT WITH PRIVATE SECTOR BREEDER

WORK WITH CO TO DEVELOP QUOT.FOR TURKEY SLAUGHTERING PLANTS  
SALE OF CANADIAN SLAUGHTERING EQUIPMENT AND ADDITIONAL BREE-

DING STOCK

SUB-SECTOR:FOOD HANDLING,PROCESSING EQUIP

ASSIST KNUD SIMONSEN IND.IN ITS EFFORTS ON POLISH MARKET  
TO ENCOURAGE COMPANY TO BID ON POLISH REQUIREMENTS

VISIT TO FOOD PROC PLANTS & PERS CONT WITH MACH IMPORT DEC.  
TO OBTAIN SPECIFICATIONS OF PROJECTS AND PARTICULAR EQUIP-

MENT REQUIREMENTS

IDENTIFY END USERS & DEC MAKERS IN SECT OF INT.TO CDN FIRMS  
TO ENCOURAGE CANADIAN COMPANIES TO BID ON PROJECTS

OBTAIN SPECIFICATIONS OF EQUIP SOUGHT BY POLISH PRODUCERS  
TO OBTAIN ONE CONTRACT FOR CANADIAN INDUSTRY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1
1. Assist KSI in efforts to obtain contract
  2. Industry calls
  3. Submit specifications to Canadian industry
  4. Assist Hybrid Turkeys

- QUARTERLY RESULTS REPORTED:
1. Post has maintained contact with KSI & is following financing prospects.
  2. 6 calls made on industry.
  3. Specifications sent to Cdn industry but financing remains problem.
  4. Post arranged visit of Hybrid President to Poland

- QUARTER: 2
1. Promotion of Canadian technology.
  2. Assist Hybrid Turkey.
  3. Assist McLean Brothers Fisheries in arranging J.V. contracts.

1. Office maintained assistance to Hybrid Turkey
2. McLean Brothers Fisheries signed two J.V. agreements with Polish companies.

- QUARTER: 3
1. Visit to food processing plants.
  2. Identify endusers and decision makers.
  3. Obtain specification of equipment sought by Poland.

1. Visits made to Polish processors and distributed as part of Canadian Aid Mission

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POST :471-WARSAW

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
POLAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 4
1. Visit to food processing plants.
  2. Identify end users and decision makers.
  3. Obtain specification of equipment sought by Poland.

1. Visits by P.E.I. and Semex Canada.
2. Negotiation of MOU on agriculture.

1. Post has maintained contact with ISI & is following financing prospects. 2. 5 calls made on industry. 3. Specifications sent to C&I industry but financing remains problem. 4. Post arranged visit of hybrid program to Poland.

1. Office maintained relations to Hybrid Turkey. 2. Action on other fisheries signed two A.V. agreements with Polish companies.

1. Visits made to Polish processors and distillers as part of Canadian Aid Mission.

1. Analyst ISI in efforts to obtain contract. 2. Industry calls. 3. Report applications to Canadian industry. 4. Analyst hybrid program.

1. Promotion of Canadian technology. 2. Analyst Hybrid Turkey. 3. Analyst Hybrid Turkey fisheries in arranging A.V. contracts.

1. Visits to food processing plants. 2. Identify end users and decision makers. 3. Obtain specification of equipment sought by Poland.



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POST :471-WARSAW

SECTOR :005-ADVANCED TECH. PROD. & SERV  
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:REMOTE SENSING INC. SPACE SAT

CONT.POLISH INST OF METEOR.& INST.INV.IN POLL.FIGHTING REG.  
DELIVERY OF EQUIPMENT BY BARRINGER RESEARCH INC.

PROM.OF NEW TYPES OF EQUIP MADE BY BARRINGER RESEARCH INC.  
INCREASE CANADIAN INTEREST IN THE POLISH MARKET

IDENT.SPEC.TYPE OF EQUIP INTENDED FOR USE IN NEW POLL.FIGHT.  
OBTAIN ONE CONTRACT FOR CANADIAN COMPANY

SUB-SECTOR:OTHER ELECTRONICS

PRESENT.OF CDM CO CAPAB.TO LOCAL PROD'RS OF ELECTRONIC EQUIP  
TO INITIATE CANADIAN INTEREST IN POLISH MARKET OPPORTUNITIES

CONTACTING PROD'RS OF ELECTR.EQUIP TO GET SPECIF OF THEIR IM  
TO ELICIT OFFERS BY CANADIAN PRODUCERS & ESTABLISH ONE CANADIAN FIRM ON MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Contact with Polish Institute of Meteorology  
and other institutes re pollution control equip-  
ment.  
2. Identify further opportunities

1. 6 calls were made during quarter but lack of  
hard currency financing has so far presented  
problems  
2. Extensive program of calls arranged for visit  
by Combustion Engineering

QUARTER: 2 1. Promotion of Barringer Research Inc.  
2. Identify pollution control equipment needs.  
3. Assist Recom Engineering Ltd. in marketing  
and sales.

1. Continuous promotion of Barringer's interest.  
2. Pollution control needs still surveyed with  
changing Polish political situation. 3. Recom  
Eng had several meet w/Polish cos reps sales  
agree on comp hard del to Poland exp bef end 89

QUARTER: 3 1. Assist Recom Engineering Ltd. in sales  
2. Identify pollution control equipment needs

1. Recom Engineering Ltd. signed \$ 100,000 con-  
tract  
2. Contacts maintained through visit by Ministry  
of Environment

QUARTER: 4 1. Assist Recom Engineering Ltd. in sales.  
2. Identify pollution control equipment needs.

1. Kaodidak signed contract for computer  
diskettes.

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POST :471-WARSAW

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ANIMAL,POULTRY BREEDING STOCK

EMB SHOULD CONT TO LIAISE W/MIN OF AGRIC & END USER  
TO EMPHASIZE CANADIAN GOVERNMENT SUPPORT FOR THIS EXPORT.

SUB-SECTOR:FOOD HANDLING,PROCESSING EQUIP

CALLS ON FOREIGN TRADE ENTERPRISES  
OBTAIN PROFILE OF GDR REQUIREMENTS

OBTAIN CANADIAN OFFERS  
OBTAIN ONE CONTRACT IN THIS SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. To liaise with Ministry of Agriculture re opportunities.  
2. Support Hydrid Turkeys  
3. Calls on Foreign Trade Organizations

1. Post made series of calls in agr sector and discussed visit by GDR Minister of Agriculture to Canada in Fall. 2. Post discussed possible visit to Cda by Hybrids key GDR contact in Fall. 3. 4 calls made on various agri related organiz.

QUARTER: 2 1. Promote Canadian technology in turkey breeding.  
2. Promote slaughtering technology.

1. Info on Cdn technology passed on to GDR cos. 2. Several meetings between Quebec Trade Mission members and GDR cos have been held during Fall Leipzig Fair

QUARTER: 3 Liaison with Nahrung and Ministries

Regular meetings held in Berlin

QUARTER: 4 1. Liaison with Nahrung and ministries.

1. Met in Berlin and Leipzig.



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POST :471-WARSAW

SECTOR :003-GRAINS AND OILSEEDS  
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:CEREAL GRAINS

REGULAR REPORTING OF WEATHER AND CROP CONDITIONS  
ALERT CWB TO POSSIBLE GDR REQUIREMENTS

MAINTAIN CONTACT WITH GDR DECISION MAKERS  
ALERT CWB TO GDR CONCERN AND NEEDS

FLAG CONTINUING CWB INT DURING NEXT GDR/CDA MIXED COMMISSION  
CONTINUE TO DEMONSTRATE CANADIAN INTEREST IN THIS SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1. Reports on weather and crop conditions  
2. Maintain contact with decision makers

QUARTER: 3 Maintain contact with Mahrung and promote visit  
by Minister of Agriculture of Canada

QUARTER: 4 1. Maintain contact with Mahrung.

1. Report on weather & crop conditions completed  
2. Meetings have taken place at Leipzig Fall  
Fair 1989, attended by Quebec trade mission,  
Alberta and Ontario government representatives.

Minister's visit postponed as result of political  
changes in GDR

1. Discussions held with Mahrung on continuing  
grain purchases from Canada.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Market survey of GDR requirements  
2. Calls on key decision makers  
3. Assist GDR on Croxson bid  
4. Assist GDR with Berlin Seminar  
5. Flag GDR interest during GDR/CDA MEC in Ottawa

1. Calls made on major GDR agency firms  
2. Ambassador & Commercial Counselor called on  
WOTI re Croxson project  
3. Seminar postponed  
4. MEC flagged GDR interest in submitting GDR bid

QUARTER: 2 1. Market survey of requirements  
2. Identify Albertan and Quebec firms for market  
3. Promote GDR, U.S. Stock sales

Meetings with GDR officials and representatives re  
Lewallen offer for Wittensberge and Croxson  
bids.

QUARTER: 3 1. Support for Minister Stasler's GDR  
2. Market survey of GDR requirements

1. GDR lost Croxson deal to Sweden at 12th  
level.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :471-WARSAW

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.  
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:FISH & SHELLFISH & OTHER PROD

LIAISE REG W/GDR FISHERIES OFF ON ALLOC,FISHING PLANS,PURCH.  
OBTAIN GDR SUPPORT FOR FANDOTT NAFO CONCERNS. MAINTAIN CDN

FISH EXPORTS & OTHER COMPENSATING MEASURES SUCH AS CREW EXCH

POST MAY BE REQ'D TO ASSIST IN DIPLOMATIC INIT.REGARD.NAFO  
OBTAIN GDR SUPPORT FOR FANCO NAFO CONCERNS.MAINTAIN CDN FISH

EXPORTS & OTHER COMPENSATING MEASURES SUCH AS CREW EXCHANGES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1. Liaise regularly with GDR officials.

1. Regular liaison by Commercial Counsellor undertaken.

QUARTER: 3 Liaison with Fischimpex

Post clarified discrepancies in fish supplies from various supplier vis-a-vis GDR purchase commitment in fall. 2. Post discussed position

QUARTER: 4 1. Liaison with Fischimpex.

1. Maintained contact.



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POST :471-WARSAW

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:PULP AND PAPER PRODUCTS

MARKET SURVEY OF GDR REQUIREMENTS  
ALERT CANADIAN INDUSTRY TO GDR REQUIREMENTS

IDENTIFY COMPANIES INTERESTED IN GDR MARKET  
ESTABLISH ONE CDN FIRM AS LONG TERM SUPPLIER

WORK WITH ALBERTA & QUEBEC GOVTS TO IDENT INTERESTED FIRMS  
ESTABLISH ONE CDN FIRM AS LONG TERM SUPPLIER

SUB-SECTOR:EQUIPMENT AND MACHINERY

CONTINUE CALLS ON KEY DECISION MAKERS  
ALERTING CANADIAN COMPANIES ON INVESTMENT DECISION STATUS

SEMINAR ON KLOCKNER STADLER HURTER CAPABILITIES  
DEEPENING KSH CONTACTS WITH KEY OFFICIALS AT ALL LEVELS RE

VISIT BY TECHNICAL TEAM TO H.A. SIMONS  
SENSITIZE KEY WITTENBERGE DECISION MAKERS TO H.A. SIMONS

FLAGGING CANADIAN INTERESTS DURING NEXT GDR/CANADA MEC  
TO EXERT PRESSURE ON GDR

SCHWEDT PROJECT

CAPABILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Market survey of GDR requirements  
2. Calls on key decision makers  
3. Assist KSH on Crossen bid  
4. Assist KSH with Berlin Seminar  
5. Flag KSH interest during GDR/CDA MEC in Ottawa

1. Calls made on major GDR agency firms  
2. Ambassador & Commercial Counsellor called on MOFT re Crossen project  
3. Seminar postponed  
5. MEC flagged Cdn interest in supporting KSH bid

QUARTER: 2 1. Market surveys of requirements  
2. Identify Albertan and Quebec firms for market  
3. Promote KSH, H.A. Simons sales

Meetings with GDR officials and discussions on Canadian offer for Wittenberge and Crossen projects.

QUARTER: 3 1. Support for Kloeckner Stadler Hurter  
2. Market survey of GDR requirements

1. KSH lost Crossen deal to Sweden on price basis

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :471-WARSAW

SECTOR :010-MINE,METAL,MINERAL PROD & SRV  
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:EQUIPMENT AND MACHINERY

MARKETING SEMINAR SPONSORED BY COMPANY IN BERLIN  
BROADEN AND DEEPEM CONTACTS WITH TECHNICAL PERSONNEL

ASSIST GOODYEAR ON COOP W/SKET CONC REQ FOR WIRE MAKING MACH  
CONTACT BETWEEN SKET AND GOODYEAR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Develop further contacts in sector  
2. Assist Goodyear

1. Post made calls on agency firms during progr-  
am visit.  
2. Two calls made in support of Goodyear

QUARTER: 2 1. Assist Goodyear in sales effort

Post contacted Transinter, the purchaser of  
Goodyear conveyor beltings. Sales prospects  
remain fair.

QUARTER: 3 Assist Goodyear in co-operation with SKET

Continuing discussions with Transinter

QUARTER: 4 1. Assist Goodyear in co-operation with SKET.

1. Continuing discussions.



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POST :471-WARSAW

SECTOR :014-EDUCATION,MEDICAL,HEALTH PROD  
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:HOSP. & MEDICAL EQUIP, INSTRUM.

CALLS ON GDR AGENCY FIRMS & FOREIGN TRADE ENTERPRISES  
DEVELOP PROFILE OF GDR REQUIREMENTS

ALERT CANADIAN FIRMS TO GDR REQUIREMENTS  
FAMILIARIZE GDR CONTACTS WITH CANADIAN CAPABILITIES

WORK W/ALBERTA & QUEBEC GOVTS TO IDENTIFY INTERESTED FIRMS  
INTRODUCE TWO CANADIAN COMPANIES ON GDR MARKET

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Calls on GDR agency firms & foreign Trade  
Enterprises  
2. Alert Canadian companies

1. Two calls made  
2. Items publicized in Canadexport but no inter-  
est to date.

QUARTER: 2 1. Maintain calls on GDR companies and officials  
2. Assist companies at Leipzig Fair

Several GDR companies and officials contacted  
at Leipzig Fall Fair 1989.

QUARTER: 3 Hospital modernization

No highlights.

QUARTER: 4 1. Hospital modernization.

1. No highlights.

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

POST :471-WARSAW

Increased economic/commercial reporting caused by  
political upheaval in GDR.  
Food aid programme for Poland and incoming missions.

Preparations and attendance at seminars on Poland held  
in Canada, January 1990.

Preparations for visit of D.P.M. Mazankowski and 24  
companies.

Preparations for visit of Minister of Finance M. Wilson.

Negotiation of FIPA.



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