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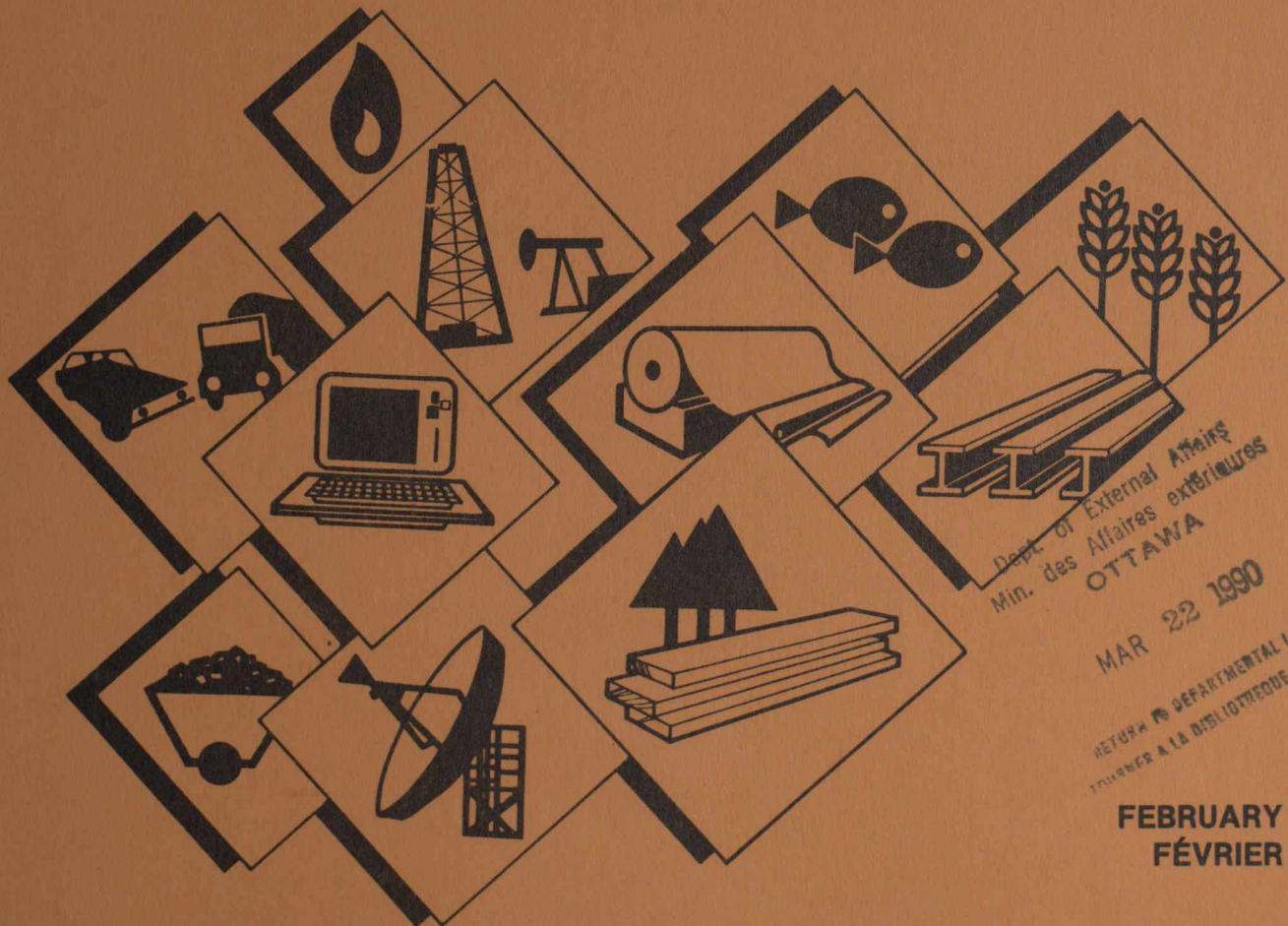
**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE**

**QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**ASIA AND PACIFIC  
ASIE ET PACIFIQUE**

**JULY - SEPTEMBER 1989  
(2nd QUARTER FY 1989-90)  
JUILLET - SEPTEMBRE 1989  
(2<sup>e</sup> TRIMESTRE, AF 1989-90)**

NON - CIRCULATING ?  
CONSULTER SUR PLACE



Dept. of External Affairs  
Min. des Affaires extérieures  
OTTAWA

MAR 22 1990

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**FEBRUARY 1990  
FÉVRIER 1990**





**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM**

**Quarterly Activity Report**  
**July - September 1989**

Following is the Activity Report for the quarter ending September 30, 1989. This report contains a synopsis of activities and results by sector and subsector reported by the missions in Latin America and Caribbean matched against the proposed activities identified in their 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**  
**Julliet - Septembre 1989**

Voici le Rapport des activités du trimestre qui a pris fin le 30 septembre 1989. Le rapport contient un résumé des activités et des résultats déclarés par les missions en Amérique latine et Antilles, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de missions de 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.





ASIA AND PACIFIC  
ASIE ET PACIFIQUE

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

POST :504-BANGKOK

001-AGRI & FOOD PRODUCTS & SERVICE  
THAILAND

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANOLA MEAL TEST TRIALS  
TO SUBSTITUTE SOYABEAN IMPORTS (NEW MARKET FOR CANOLA)

CANADIAN WHEAT BOARD PROGRAM TO INTRODUCE CANADIAN WHEAT  
INCREASED ACCEPTANCE BY THAI MILLERS/BAKERS; INCREASED SALES.

ONGOING CIDA INC. PROJECTS IN VARIETY OF SECTORS.  
JOINT VENTURES.

INTEGRATED LIVESTOCK (DAIRY) PROJECT (CIDA INC FUNDED).  
INCREASED SALES OF LIVESTOCK, SEMEN, ETC. (FOLLOW UP TO

1988 DAIRY MISSION).

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

1988 DAIRY MISSION).

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

1988 DAIRY MISSION).

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

1988 DAIRY MISSION).

-----

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 :504-BANGKOK

011-OIL & GAS EQUIPMENT, SERVICES  
THAILAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

INITIATE PCIAC TECHNICAL ASSISTANCE PROJECT IN BURMA.  
INTRODUCE CANADIAN EXPERTISE.

INVITE PETRO VIETNAM REPS TO CANADA (NTS FUNDED)  
ENHANCE REPUTATION OF CANADIAN TECHNOLOGY.

OIL AND GAS MISSION TO VIETNAM (POSSIBLE)  
DEVELOP NEW MARKET.

REPORT ON PETROLEUM INDUSTRY - VIETNAM  
ENHANCE AWARENESS OF OPPORTUNITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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







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AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :504-BANGKOK

999-MULTIPLE SECTORS  
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Preliminary, preparatory visit to Hat Yai, for  
"Canada Seminar" to be held there end September.  
June 5-7  
On-going support to Thai-Canadian Business Club.

This will be the first time that Embassy will  
arrange direct promotional event outside Bangkok  
. a. Set up position of Exec Dir (NTS funded) b.  
Editing of "Directory of Cdn Bus in Thailand", to  
be publ'd in Oct. c.Plann for bi-month TCBC mag.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INCREASED CALLS ON PRIVATE NETWORKS OPERATORS  
ADDITIONAL OPPORTUNITIES

TECHNICAL DEMONSTRATIONS OF CDN EQUIPMENT  
INCREASED KNOWLEDGE OF CDN CAPABILITIES IN PERIPHERAL REGION

ALL SUB-SECTORS

CONT MONITOR SELECT PROCESS FOR TELETEx/VIDEO STANDARD IN CH  
ADOPTION OF CDN DEVELOPED NAPLPS/NABTS

MATCH EXERCISE BETWEEN CDN CAPABILITIES & MKT  
INCREASED SOFTWARE SALES

PROMOTING CDN SOFTWARE AT INDUSTRY SPECIFIC FAIRS  
INCREASED SOFTWARE SALES

MATCH CDN SOFTWARE SUPP WITH COMPUTER MGF REPRESENT IN PRC  
INCREASED SOFTWARE SALES

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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POST :510-BEIJING

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

SERVICES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROM. PUBLICITY AT TIME OF PRESENT THREE GORGES FEAS.  
INVITATION TO BID ON ENG. & PRODUCTS FOR HYDRO PROJECTS

TRANSMISSION

SUPPORT FOR MARKET PROMOTION BY KEY TOWER MANUFACTURER

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :510-BEIJING

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

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

FOLLOW UP TO RECENTLY COMPL FIELD STUDY ON NON FERROUS MKT

EQUIPMENT AND MACHINERY

FOLLOW UP TO RECENTLY COMPLETED SURVEY ON NON-FERROUS MKT  
MORE CDN INVOLVMENT IN PROJECT OPPORTUNITIES

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TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

SCIENTIFIC EXCHANGE.

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

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

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

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

RURAL SECTOR.

ASSESSMENT OF MKT FOR VEG. OIL PROCESSING [REFINING]  
IDENTIFICATION OF EXPORT OPPORTUNITIES FOR REFINING PLANTS.

INVESTIGATE POTENTIAL FOR GRAIN/SEED CLEANING, MEAT PKG&SEED  
IDENTIFICATION OF EXPORT OPPORTUNITIES FOR AGRI EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON OPPORT. TO SELL COMMUTER AIRCRAFT TO REG. CARR  
INCREASED SALES IN 1989 OF COMMUTER AIRCRAFT & WATER BOMBERS

FOLLOW UP ON PROSPECTS FOR SALES OF RAIL TRACK  
SALE OF TRACK WITHIN WORLD BANK PROJECTS

INVESTIGATE AUTO JOINT VENTURE PROJECTS  
MOU FOR POTENTIAL JOINT VENTURE

UNDERTAKE A SECTOR REVIEW  
LISTING OF OPPORTUNITIES FOR CDN EXPORTERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :534-CANBERRA

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support of Saint John Shipbuilding & several  
systems suppliers to participate in ANZAC Ship  
Program. - Monitoring of Dept of Transport and  
Communications Nat'l Aeronautical Info Processin  
g System North-East Brisbane Project.

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

QUARTER: 2 Support of St. John Shipbldg. & several systems  
suppliers to part. in ANZAC Ship Program. Monito-  
ring of Dept of Transp. & Communic'n Natl Aero-  
nautical Info Processing System. Updating of Air  
Traffic facilities around Australia.

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

QUARTER: 3 -----

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 :534-CANBERRA

005-ADVANCED TECH. PROD. & SERV  
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AERONAUTICAL INFO PROCESSING SYST (NAIPS) CONT TO PROMOTE  
2 CDN COMPANIES IN FINAL ASSESSMENT. CONTRACT AWARDED TO ONE

OF THEM.

PROM RAYTHEON TECHN TO AUSTLN CIVIL AVIAT AUTH FOR SYD AIRP  
RAYTHEON WILL WIN THE CONTRACT

-----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :523-COLOMBO

005-ADVANCED TECH. PROD. & SERV  
SRI LANKA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

REPT4D  
90/01/23

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 :523-COLOMBO

007-POWER & ENERGY EQUIP. & SERV.  
SRI LANKA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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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REPT40  
90/01/23

POST :523-COLOMBO

008-TRANSPORT SYS,EQUIP,COMP,SERV.  
SRI LANKA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/02/01

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

POST :524-DHAKA

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
-----		
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 - made representations on behalf of engineering consultants  
- gave updates of aviation sector

-consultant placed on one short list for multilateral project

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/02/01

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :524-DHAKA

003-GRAINS AND OILSEEDS  
BANGLADESH

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	-----	

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
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QUARTER: 1 -----

QUARTER: 2	-distributed list of Cdn dealers to importers -prepared mini-market survey and distributed it in Cda	-order placed for 10,000 tonnes of canola
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QUARTER: 3 -----

QUARTER: 4 -----



REPT4D  
90/02/01

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

POST :524-DHAKA

011-OIL & GAS EQUIPMENT,SERVICES  
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -send two officials to INTERCAN  
-distribute oil and gas consultant reports

QUARTER: 2 -lobbied for Cdn firm on ABD contract  
-made high level representations on Cdn gas tech  
nology  
- assisted in visit of Cdn firm

QUARTER: 3 -----

QUARTER: 4 -----

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

REPT4D  
90/02/01

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :524-DHAKA

010-MINE,METAL,MINERAL PROD & SRV  
BANGLADESH

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

-----

TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -identified opportunity in establishing coal  
mine

- Bdesh reps went to Cda to meet with Cdn  
investors

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/02/01

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :524-DHAKA

005-ADVANCED TECH. PROD. & SERV  
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 - consultant report on telecommunications, final  
version in print  
- met with Airforce to assist in difficulty  
with Cdn supplier

-final consultant report to be distributed next  
quarter  
- trade dispute not resolved

QUARTER: 3 -----

QUARTER: 4 -----





REPORT 4A  
90/01/24

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

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

POST :524-DHAKA

visit of Speaker of Senate was used to promote trade  
opportunities at high level  
Secretary of Industries visited Canada with 14 person  
business del  
terms of reference issued for consultant report on joint  
ventures  
editing of final report on telecommunications sector  
visit of Chairman of Civil Aviation Authority to Canada

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90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :502-HONG KONG

015-CONSTRUCTION INDUSTRY  
HONG KONG

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

BUILDING PRODUCTS

PREPARATION OF HOFEX'89  
AT LEAST 1 OR 2 SUPPLIERS WILL BE SECURED

PREPARATION OF IBEX'89  
AT LEAST 1 OR 2 SUPPLIERS WILL BE SECURED

MARKET RESEARCH REPORT/STUDY ON H.K. CONSTRUCTION INDUSTRY

NEW BANK OF CHINA BUILDING PROJECT  
C\$5 MILLION

SEMINAR ON CAN EXPERTISE IN HOTEL FIELD AT HOFEX'89  
1989: C\$5 MILLION

TEAM UP H.K.DEV,BLDG CONTR & IMPORTERS W/CDN SUPP OF BLDG MA  
1990: C\$10 MILLION

ARCHITECT,CONS,CONSUL,SERV

PREPARATION FOR IBEX'89

MARKET RESEARCH REPORT/STUDY ON H.K.CONSTRUCTION INDUSTRY

TECH SEMINAR ON USE OF CDN PLYWOOD FOR FORM-WORK AT IBEX'89  
1989: C\$20 M

TEAM UP H.K.DEV.,BLDG CONTR & MAT IMPORTERS W/CDN SUPP OF  
1990: C\$25 M

TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation in IBEX  
Market study - for Building Products  
Market study - for Bldg Security Products

Successful participation in IBEX with 18 participants.  
Market study completed and distr to ISTC, DEA et  
Market study completed and distr to ISTC, DEA et



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

POST :502-HONG KONG

015-CONSTRUCTION INDUSTRY  
HONG KONG

TRACKING:                      ACTIVITIES UNDERTAKEN IN QUARTER:                      QUARTERLY RESULTS REPORTED:

QUARTER: 2 List of large capital and infrastructure projects undertaken and sent to Canada for distribution. Future activity on projects will be reported under 999 (multiple sectors) in future.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :502-HONG KONG

005-ADVANCED TECH. PROD. & SERV  
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

CABLE TV NETWORK EQUIPMENT SUPPLY CONTRACT  
AT LEAST 1 OR 2 SUPPLIERS WILL BE SECURED

MOBILE DATA NETWORK - FIRE SERVICES 2ND GENERATION  
AT LEAST 1 OR 2 SUPPLIERS WILL BE SECURED

COMTEL ASIA '90, DEC 4-7  
OBTAIN OFFICIAL CANADIAN PARTICIPATION WITH 15 TO 20 COMPANIES IN 1990

COMPUTERS HARD/SOFTWARE & COMP

HOSPITALS INFORMATION SYSTEM (4 MILLION)

URBAN COUNCIL LIBRARY AUTOMATION (3 MILLION)

RHK POLICE COMPUTER ASSISTED FINGERPRINT IDENTIFICATION SYST

HK INLAND REVENUE DEPT - AN APPLICATION DEVELOPMENT TOOL(1M)

CO-SPONSORSHIP OF SOFTWARE EXH 89, &/OR AUTOTECH 89 OR SIM EV  
LOCAL PUBLICITY OF CANADIAN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Thus far some 10 Cdn co's will participate in Commtel Asia in Dec. 89.  
2 contracts awarded for hitech eqpt and services and one pending.

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :502-HONG KONG

017-OTHER SERVICES  
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

DISTRIBUTION

IMPROVE CURRENT INVENTORY OF HK TRADERS

IMPROVE KNOWLEDGE/UNDERSTANDING OF DIFF METHODS OF OPERATING  
IMPROVE "PRIMER" AND REPRINT FOR USE BY CANADIAN COMPANIES

CONDUCT SEMINARS ACROSS CANADA  
INTRODUCE CANADIAN COMPANIES TO CONCEPT OF USING TRADERS FOR

PRC & SE ASIAN

REPRINT"PRIMER"& DISTRB TO CDN BUSINESS COMMUNITY

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----







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

POST :502-HONG KONG

014-EDUCATION, MEDICAL, HEALTH PROD  
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Call by NCM on Secretary, Ministry of Water and Power. Regular calls on Ministry of Water Power. The calls by NCM on Chairman, Water and Power Development Authority.

QUARTER: 2 1. Arrange visit of Additional Secretary Min of W & P and Chairman Impda, for MEC.

QUARTER: 3 -----

QUARTER: 4 -----

Quarter grid station bid by C&P Corporation & an extension of 2 weeks for final consideration of prop. The entire period of 2 weeks was requested to allow C&P Corporation to put together a financial package for the grid station.

1. Visit completed in Sept 88. C&P companies interested in power sector projects were able to register their interest with these two key persons.



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

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

POST :502-HONG KONG

Visit of Minister John Crosbie and 10 Cdn companies to HK  
September 1989.

Signing of SARSAT contract between Cable & Wireless and Cdn  
Astronautics Limited.

2 Prov Ministerial visits: BC Min Jansen (with 19 Cdn co's),  
Sask Min Andrews (with 8 Cdn co reps).

National Trust office opening, including press conference &  
reception. Two Cdn legal firms also opened offices in HK -  
McCarthy & McCarthy, Toronto and Ladner Downs, Vancouver

Welcome reception for new HOM.

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

POST :521-ISLAMABAD

007-POWER & ENERGY EQUIP. & SERV.  
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LOBBY WAPDA FOR AWARD OF TAUNSA LOW HEAD HYDEL PROJECT  
BEGINNING OF CONTRACT NEGOTIATION FOR A LOW HEAD PROJECT

WORTH CS100-150 MILLION.

SUPPORT EFORTS OF CDN COY ON PRIVATE THERMAL POWER PROJECT  
INCREASE IN EXPORT OF CANADIAN THERMAL POWER PLANT

EQUIPMENT.

ARRANGE FOR CHAIRMAN, WAPDA TO VISIT CANADA  
A BETTER RAPPORT WITH CANADIAN COMPANIES INTERESTED IN

HYDEL AND THERMAL POWER GENERATION PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Call by HOM on Secretary, Ministry of Water and Power. - Regular calls on Ministry of Water Power. - Two calls by HOM on Chairman, Water and Power Development Authority.

Support grid station bid by Cdn Consortium & win extension of 2 weeks for final consideration of proj. The extra period of 2 weeks was requested to allow Cdn Consortium to put together a financial package for the grid station.

QUARTER: 2 1. Arrange visit of Additional Secretary Min of W & P and Chairman Wapda, for WEC.

1. Visit completed in Sept89. Cdn companies interested in power sector projects were able to register their interest with these two key persons.

QUARTER: 3 -----

QUARTER: 4 -----

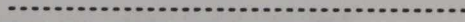
REPT4D  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :521-ISLAMABAD

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
PAKISTAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	INVESTIGATION & REPORTING ON PAKISTAN ARMY PROCURE PROCESS BETTER KNOWLEDGE OF THE PROCUREMENT PROCESS AND FUTURE	NEEDS WILL LEAD TO AN INCREASE IN MARKET PENETRATION.
	INCOMING DEFENCE AND SECURITY EQUIPMENT MISSION ACQUAINT MINISTRY OF DEFENCE PRODUCTION WITH CANADIAN	EXPERTISE IN DEFENCE SECTOR.



TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 HOM call on Secretary Defence Production	Discuss details of visit programme of Incoming Defence Mission to Canada. HOM's visit facilitated in getting necessary information to structure visit programme in Canada.
	QUARTER: 2 1. Arrange Defence mission Jul/Aug. 2. Pursue FMS financing for CMC.	1. Mission postponed; will reschedule early next FY. 2. Pak authorities interested, U.S. will consider case by case basis.
	QUARTER: 3 -----	
	QUARTER: 4 -----	





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

POST :521-ISLAMABAD

001-AGRI & FOOD PRODUCTS & SERVICE  
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Arranged visit of Mr. Ken Lucas, President and latter for Ms. D.Turnbull, V-President, Agrodev Canada Inc. to position them for Second Aquaculture Development Project funded by Asian Development Bank.

QUARTER: 2 1. Help Agrodev secure ADB contract.

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

QUARTER: 3 -----

QUARTER: 4 -----

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90/01/24

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

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

POST :521-ISLAMABAD

Departure of Trade Commissioner and arrival of Counsellor  
(Commercial).

Senior Officials Consultations, August 1989.

World Energy Conference September 15-28, 1989, Montreal.

Export Development Corporation visit, September 9-14,  
Pakistan.

Canada Pakistan Business Council Trade and Investment  
Opportunities Conference November 27-December 4, 1989.

Globe 90 Environment Conference and Fair, March 1990.

- A. Repairs to main building
- B. Main building project
- C. Research/1989 Market study
- D. Canada's Challenge promotion

QUARTER 2 - OBJECTIVE WAS TO ADVANCE MERRILL LYNCH PIERCE  
FENNER SMITH PROJECT  
- NEED TO COMPLETE CPCL, INCL. A STAGE PORTIONS OF  
MERRILL LYNCH PROJECT

QUARTER 3 -----

QUARTER 4 -----

A. Initial potential for exports  
B. Revised market/1989 study  
C. Research/1989 Market study  
D. Canada's Challenge promotion

- EXECUTIVES OF MERRILL LYNCH PIERCE FENNER SMITH  
WENT TO GREAT BRITAIN  
- CPCL HAS BEEN CONTRACTED BY MERRILL LYNCH PIERCE  
FENNER SMITH TO PROVIDE CPCL SUPPORT, ALL IS COMPLETED EXCEPT  
SECTION 4 WHICH IS PENDING.



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

005-ADVANCED TECH. PROD. & SERV  
INDONESIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISIT BY MINISTER FOR TOURISM, POST & TELECOM. TO CANADA (TO APRIL 88 CABINET CHANGE)  
ACCEPTANCE OF INVITATION ISSUED TO PREVIOUS MINISTER (PRIOR

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1.Support companies in pursuit of telecoms/comms projects.

1.Assisted CMC with seminar presentation to Perumtel in support of commercial negotiations.  
-Assisted MITEL with seminar presentation to IPTN in support of marketing of PABX.

QUARTER: 2 -WE HAD PLANNED TO CONCLUDE CAL-LUT PROJECT SINCE COMMERCIAL CONTRACT WAS SIGNED IN JUNE  
-PLANNED TO BE AT TENDER STAGE FOR LAPAN UP-GRADE BY M.D.  
-PLANNED TO RESOLVE DIPIX BANKRUPTCY CLAIMS

-CAL WAS NOT ABLE TO ACCESS NECESSARY SECT 31 FUNDING  
-MD APPOINTED SEVERAL COMPETING AGENTS THUS BLURRING PROJECT PROSPECTS  
-INTERA REP WILL ASSUME SERVICING DIPIX EQUIPMNT

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 :505-JAKARTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETE BUKIT ASSAM PROJECT - RAIL & COMM. SYSTEM  
\$8M IN SALES

BEGIN UPDATE WEST SUMATRA RAILWAY  
CONSULTANCY CONTRACT

COMPLETE SALE - REFIT LOCOMOTIVES  
\$20M

REPAIR/OVERHAUL TWIN OTTERS FOR MERPATI  
\$12

PREPARE DETAILED REPORT ON LRT PROSPECTS  
ANCILLARY EQUIPMENT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

- A.Identified potential Cdn supplier.
- B.Assisted processing \$8m rail/comms sales/serv.
- C.Preliminary indications of sufficient market potential.
- D.Confirmed sale one Challenger; further sales pending.

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

- EXECUTIVES OF MERPATI WERE CHANGED,THERE WAS SECT 31 CREDIT REQUEST REFUSED.
- CPCS HAS BEEN CONTRACTED BY IBRD TO PROVIDE OPS SUPPORT, IAL IS COMPLETING COMMUNICATIONS SECTION & SYSCO IS PENDING.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

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

014-EDUCATION, MEDICAL, HEALTH PROD  
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

- QUARTER: 2 -INVITED CDN FIRMS FOR ADB 2ND HEALTH PROJECT
- SUPPORTED LAVALIN FOR MARINE SCIENCES EDUC PROJ
- SUPPORTED CANEDCOM TO CONDUCT STUDY FOR STM IV
- SUPPORTED MD LEA FOR W-B INST DEV & TRNG PROJ
- PROMOTED CDN EDUCATIONAL EQUIPMENT

- EXPECT 2 CDN FIRMS ON LONG LIST
- LAVALIN SHORT-LISTED. INVITATION LET TO BE ISSUED
- CIDA INC AGREED TO CONTRIBUTE C\$299,982 TOWARDS COST OF STUDY
- MD LEA SUBMITTED PROPOSALS TO MIN. OF PUB WORKS

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 2 -----

QUARTER: 3 -----



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

010-MINE,METAL,MINERAL PROD & SRV  
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

PROM.THE ATTEND.OF POT.BUYERS/AGENTS TO 1989 PROSP & DEV ASS SE  
EXPOSE KEY CONTACTS TO A WIDE SELECTION OF CANADIAN EXPERTI-

GET IN TOUCH WITH THE INDON.WHO STUDIED IN CDA & THAT ARE  
ESTABLISH A NETWORK OF CONTACTS WITHIN THE MINING SECTOR

FOLLOW-UP REGULARLY WITH CDM CONS.ACTIVE IN THE SECTOR REGARDING GOVERNMENT POLICIES  
DETERMINE THE DIRECTIONS OF CHANGE WITHIN THE SECTOR NAMEDLY

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Visit a number of private companies which have  
announced their intention to go ahead with large  
capital investments.

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

QUARTER: 2 -VISITED A NUMBER OF PRIVATE COS WHICH PLAN TO  
PROCEED WITH NEW CAPITAL INVESTMENTS

-IDENTIFIED A NUMBER OF PROJECTS WHICH ARE  
COMING OUT OF EXPLORATION STAGE & PROCEEDING  
WITH ACTUAL PRODUCTION. LOCAL CO ATTENDED  
MINTEK

QUARTER: 3 -----

QUARTER: 4 -----

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

009-FOREST PRODUCTS,EQUIP,SERVICES  
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARE SUMMARY REPORT ON PULP AND PAPER EXPANSION  
INCREASED AWARENESS OF MARKET BY CANADIAN FIRMS

KEEP IN CLOSER TOUCH WITH LOCAL ASSOCIATIONS (APKINDO ISA)  
GET A BETTER UNDERSTANDING OF THE PRIVATE SECTOR

PROM THE ATTEND OF POT BUYERS/AGENTS TO 1989 FOREST IND EQPT TISE  
EXPOSE KEY CONTACTS TO A LARGE SELECTION OF CANADIAN EXPER-

FOLLOW-UP REGUL.WITH CDN CONSUL.& INDO.BUYERS REG.APP.CPPF OF CANADIAN GOODS AND SERVICES  
MORE RAPID IDENTIFICATION OF VIABLE PROJECTS AND PROMOTION

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Visit a number of private companies which have  
announced their intention to go ahead with large  
capital investments.

Have been in touch with a number of contacts in  
the forestry sector with special emphasis on  
the Pulp and Paper sector.

QUARTER: 2 -LOCAL STUDY ON PULP AND PAPER SECTOR WAS  
DISTRIBUTED TO CANADIAN COMPANIES

-THIS STUDY COMMISSIONED BY THE POST, WILL  
PROVIDE GOOD BACKGROUND INFO FOR CANADIAN COS.

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 :505-JAKARTA

007-POWER & ENERGY EQUIP. & SERV.  
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING ASSISTANCE TO ATOMIC ENERGY OF CANADA  
CONTINUED COLLABORATION BETWEEN AECL AND BATAN

LIAISE W/EXECUTING AGENCIES WHICH BENEFIT FM IBRD OR ADB FIN  
INFORM INDUSTRY OF UPCOMING INT. CALL FOR TENDER

FOLLOW THE DOMESTIC DISCUSSIONS CONCERNING THE POSSIBLE  
REPORT TO OTTAWA AND INDUSTRY ON A SECTOR WHERE CANADA HAS

STRONG EXPERTISE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Liaise with executing agencies which benefit  
from IBRD or ADB financing(PLN,MIGAS)

We are organizing participation at the  
Electric-Indonesia trade fair in Nov. and a  
rural electrification mission.  
Approached a number of potential agents.

QUARTER: 2 -LIAISON WITH IBRD, ADB, PLN, PGM IN VIEW OF  
TARGETTING MULTILATERALLY FUNDED PROJECTS  
(POWER AND GAS SECTORS)

-PRESIDENT OF PLN ATTENDED WEC 89. PAITON PROJ  
IS PENDING. NOVACORP IS WELL-POSITIONED AND  
PREPARATIONS ARE UNDERWAY FOR THE UPCOMING ELEC-  
TRICAL MISSION. CDN INDUSTRY INFORMED OF INT  
CALLS FOR TENDERS.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 Introduce new Canadian food products, present Can  
food ingredients, support Can export Board  
marketing program

The new products introduced to local  
distributors; three local companies participating  
in showing display in booth; participants  
approved for CIBI challenge which sales reach  
target level of \$16.2 in during last 4w

QUARTER: 2 Meeting showing display booth representatives  
to CIBI country preparator in Canadian booth  
Board Support of Sales & Displays.

3 participants attended showing display  
participated anticipated sales target; 2  
participants from show after attended CIBI  
show.

QUARTER: 3 -----

QUARTER: 4 -----



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

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

POST :505-JAKARTA

Charge d'Affaires for 1 month

Attendance at PNE in Vancouver

One officer on language training

Turnover in support staff

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

001-AGRI & FOOD PRODUCTS & SERVICE  
MALAYSIA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

LIAISE W/DEPT OF VETER SERV TO LAUNCH COOP LIVESTOCK VENTURE                   BREED FOR TROPICS  
ESTABLISH WORK PRGM & INITIATE ACTIVITIES TO DEVELOP CROSS

CONTINUOUS PROMOTION OF CANADIAN BREEDING LIVESTOCK                   SHEEP STRAINS.  
INCREASE CDN MARKET SHARE BY 10%. ESTABLISH INTEREST IN CDN

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

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

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

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

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



TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Introduce new Canadian food products;market Cdn  
feed ingredients;support Cdn Wheat Board  
marketing program

Five new companies introduced to local  
distributors;three Mlsian coys participating  
in Ginseng Mission to Cda;3 participants  
sponsored for CIGI course;Cdn wheat sales reach  
record level of \$16.2 mn during Jan-Apr

QUARTER: 2 Incoming Ginseng Mission; invite representatives  
to CIGI course; prepration of Canadian Wheat  
Board Report on Grains & Oilseeds.

3 participants attended Ginseng mission;  
purchases anticipated after harvest;3  
participants from flour mills attended CIGI  
course.

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :511-KUALA LUMPUR

011-OIL & GAS EQUIPMENT,SERVICES  
MALAYSIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

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

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

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

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

ASSIST CDN FIRMS TO POSITION THEMSELVES FOR PGUP III PROJECT SALES PROSPECTS  
CONGAS GAS DISTRIBUTION STUDY COMPLETED; CDN COS ALERTED TO

IDENTIFY POTENTIAL CDN COOP. IN PETROLEUM RESEARCH INST. TION PURSUED  
CESO VOLUNTEER ASSIGNED TO INSTITUTE; INSTITUTIONAL COOPERA-

SUPP CDN CO TO MKT TRANSP SERV TO OFFSHORE OIL/GAS INDUSTRY PLIER OF SERVICES  
ESTABLISH COMPANY AS VIABLE ALTERNATIVE TO EXISTING UK SUP-

INFORM CDN OIL/GAS OPERATORS OF EXPLO/PRODUCTION OPPORTUNIT. CONTRACTS  
CDN OPERATORS AWARDED ADDITIONAL PRODUCTION SHARING

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Introduce new oil and gas eqpt and source suppliers to Mlsian market;Promote Cdn involvement in new Petronas Petroleum Research Institute.

6 coys participated at Mlsian Oil & Gas Show; Mlsian attendees at Intercon signed 5 agency agreements;Cdns sought by Petronas to head new Training Institute;Maloney sold 2nd glycol unit at \$1.6 mn.

QUARTER: 2 Follow-up with Cdn participants to 3rd Mlsian Oil & Gas Show providing them with regular info on upcoming opportunities.Assist companies not yet represented locally in finding suitable agent

Increase our market share for oil and gas equipment and services

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :511-KUALA LUMPUR

005-ADVANCED TECH. PROD. & SERV  
MALAYSIA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

MISSION

ENSURE LEADING COS PARTICIPATE IN UPCOMING TRADE MISSIONS  
INCREASE CDN EXPOSURE TO EMERGING COMMERCIAL OPPORTUNITIES

ASSIST CDN COS IN THEIR PLANS TO ESTABL LOCAL JOINT VENTURES  
STRENGTHEN LOCAL CDN PRESENCE IN TELECOMS SECTOR; INCREASE

EQUIPMENT SALES

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

SUPPLY CAPABILITY.

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

TENDER BIDS

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

LOCAL AFFILIATES

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

VIAABLE ALTERNATIVE

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

VISIT MARKET.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promoted Cdn satellite expertise to STM,RTM and  
TV3, Encourage Prov to promote telecoms expertise  
Identify new opportunities for Remote Sensing  
Services & Technology

Director of Satellite unit to visit Cda; Intera  
awarded \$1 mn aerial survey contract, Que defence  
telecoms mission scheduled for Aug; Bercha won  
satellite data interpretation contract; Two Cdn  
companies signed agency agreements.

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

Spectrocan study complete; await project  
implementation; 4 telecom firms participated in  
Quebec mission; Dataradio seminar attracted 58  
agents and end-users; 3 invitees from STM for  
TEMIC program.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :511-KUALA LUMPUR 007-POWER & ENERGY EQUIP. & SERV.  
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

IDENT AREAS WHERE FOREIGN EXPERT REQ IN CONSULTING ENGIN'G  
IDENTIFY SELECT NEW OPPORTUNITIES FOR CDN CONSULTANTS

REVIEW MALAYSIAN CAPABILITIES IN POWER EQUIP SUPPLY & SERV.  
DEVELOP INVENTORY OF LOCAL AGENTS TO JOINTLY BID TENDERS

IDENT NEB SHORT-TERM CONSULT ASSIGNMENT  
SECOND CDN TECHNICAL EXPORT TO NEB; ENHANCE CDA/NEB RELA-  
TIONSHIP

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

NEB, SEB, SESCO participated in power generation  
mission to Cda. Ont Hydro, CI Power submitted  
Siting study proposals for generation proj;  
Alerted Cdn firms to SEB scada equipment reqts;  
Identified WEC candidates for Cdn sponsorship.

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

Produce comprehensive report on proposed major  
projects for period 1990-1995 with focus on  
areas where Canada has strong capabilities. BC  
based Canadian consortium was recently formed to  
actively pursue these projects.

QUARTER: 3 -----

QUARTER: 4 -----







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

POST :511-KUALA LUMPUR

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

ALERT CDN COS TO PRIOR NEW AIRPORT EXPAN PROJ. AEROSPACE SECTOR  
INTRODUCE 2 NEW CDN SUPPLIERS; INCREASE CDN MARKET SHARE IN

COORD PROM EFFORT WITH CDN CO TO MKT TWIN OTTER & DASH-8 COMPETITORS  
MAINTAIN CDN CO AS VIABLE CONTENDER TO SAAB & OTHER

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

GM Cda sold \$100,000 in locomotive parts;  
Raytheon conducted seminar to promote radar  
technology;DCA & MAS reps to attend Abbotsford  
Air Show.Automotive mission visited Klmpr.

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

KTM has convinced Mlsian Treasury to issue  
repeat order for 10 additional GM locomotives  
(rather than call for tender).A sale estimated  
at Cdn Dlr\$21.3 million.Raytheon has now been  
prequalified for the supply of ATC systems to DCA

QUARTER: 3 -----

QUARTER: 4 -----

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

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

POST :511-KUALA LUMPUR

Commonwealth Heads of Government Meeting (CHOGM)

Canasean Program

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

007-POWER & ENERGY EQUIP. & SERV.  
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

FOLLOW DEV. OF CALACA II COAL-FIRED THERMAL PLT 14TH POWER & LOAD DISPATCH CENTRAL  
CANADIAN PARTICIPATION IN BOILER. ISLAND (CALACA II), SCADA

FOLLOWUP LEADS GEN. BY RECENT ELECT. MISSION IN PARTICULAR,  
SALE OF UPWARDS OF \$1 MILLION

MONITOR AGUS III ENG. STUDY(EDC) & PULANGUI V FEASIB. STUDY AND PULANGUI V 1993).  
CDN PARTICIPATION IN THESE HYDRO PROJECTS (AGUS III 1990

MONITOR NEW POWER PROJECTS IN GENERATION, TRANS. & DISTRIB.  
INCREASE CHANCES OF CDA PARTICIPATION.

FOLLOWUP COAL WATER FUEL STUDY (CIDA INC)  
CONVERSION OF DENDRO THERMAL PLANTS TO CWF.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

CPCS Coal-Water fuel study started. Monenco study  
at Semirara started. Pursuing sale of used diesel  
gen-sets to NPC, and sale of steel poles to NPC  
and Meralco, and Meralco tender for elect distr  
equipment. Sold 4 used gen-sets to Phil co.

QUARTER: 2 Support cos pursuing energy related projects.  
Inform Cdn cos of new opportunities. Maintain  
liaison with senior contacts in Nat'l Power Corp  
and Manila Electric Co.

Arranged program of Mr. F T Delgado, SVP-Eng'g  
of Natl Power Corp for his Cda visit. Promoted  
Cdn steel poles with Nat'l Electrification  
Admin, Dept of Trade, & Dept of Env & Natural  
Resources. Informed cos of new Meralco tender.

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :503-MANILA

005-ADVANCED TECH. PROD. & SERV  
PHILIPPINES

<p>PLANNING:</p> <p>VISIT TO CDA OF ASSISTANT SECRETARY OF COMMUNICATIONS BETTER UNDERSTANDING OF CANADIAN CAPABILITIES</p> <p>INFORMATION BOOTH IN PHIL TELECOM 90 HIGHER PROFILE</p>	<p>ACTIVITIES PROPOSED IN POST PLAN:</p>	<p>ANTICIPATED RESULTS:</p>
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<p>TRACKING:</p> <p>QUARTER: 1 Monitored developments on CIDA-EDC Telecoms line of credit and CIDA Tech Assistance grant and advised Cdn cos accordingly. Gathered CVs for new telecoms Commercial officer.</p> <p>QUARTER: 2 Continue to monitor private and public telecoms opportunities. Expedite CIDA-EDC line of credit. Identify broadcast opportunities. Org visit prog in telecoms and broadcast sectors for DOC rep. Org datacoms seminar for Cdn company.</p>	<p>ACTIVITIES UNDERTAKEN IN QUARTER:</p>	<p>QUARTERLY RESULTS REPORTED:</p> <p>Supported sale of 10 radio transmitters and helped in unsuccessful bid for 2 TV transmitters. Met with reps of 6 Cdn cos to update on telecoms situation.</p> <p>Met with DOTC DM Lichauco to promote Cdn capabilities and expedite LOC. Developed many new contacts and identified several new projs in telecom and broadcast. Datacoms seminar attracted over 70 bus and mil reps, and many prospective agents.</p>
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QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 3 -----

QUARTER: 4 -----





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

POST :503-MANILA

003-GRAINS AND OILSEEDS  
PHILIPPINES

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

CEREAL GRAINS

CLOSE CO-ORD W/PHIL ASS'N OF FLOUR MILLERS ON WHEAT TENDERS.  
POSSIBLE INCREASE IN MARKET SHARE ON WHEAT FROM 5% TO 8%.

MARKET DEVELOPMENTS AND U.S. EEP

ASSIST CWB IN IDENTI. CAND. FOR COURSES IN CDN INTERN GRAINS   CANADIAN GRAINS.  
INCREASED AWARENESS OF LOCAL MILLERS ON QUALITIES OF

OILSEEDS

CONTINUE CLOSE LIAISON W/LOCAL FEEDMILLERS TO PROMOTE CANOLA  
INCREASE IN MARKET SHARE FROM 4% TO 5%.

CANOLA MEAL SEMINAR TO SUBSTANTIATE FEED TRIAL RESULTS.  
INFORM LOCAL FEEDMILLERS OF THE QUALITIES OF CANOLA MEAL.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Monitor developments in sector, particularly relating to wheat, feed grains and oilseeds. Alerted Wheat Board to 7 PAFMIL tenders. Followed developments re establishment of 2 new Flour mills.

QUARTER: 2 CONTINUE PROMOTION OF CDN WHEAT TO CAPITALIZE ON MOMENTUM FROM RECENT GRAIN SALES. INVITE NEW FLOUR MILLERS TO VISIT CWB.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Wheat Board successful in selling 490000MT of CWRS valued at Cdn \$105 mm. Organized visit to Wheat Board by 3 reps of PAFMIL and 2 from new flour mills to discuss long-term supply contract

ADDITIONAL SALES OF 35000 MT. THREE OFFICERS OF PHIL ASSOC OF FLOUR MILLERS VISITED CWB TO DISCUSS PROSPECTS FOR DIRECT PURCHASES. PRES OF PUREFOODS, OWNER OF 1 OF NEW FLOUR MILLS VISITED CWB TO DISCUSS FUTURE WHEAT REQUIREMENTS



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

010-MINE,METAL,MINERAL PROD & SRV  
PHILIPPINES

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

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

FOLLOWUP WITH RECIPIENTS OF BROCHURES  
NEW AGENCY AGREEMENTS & EXPORT SALES.

MINING INDUSTRY STUDY  
PROVIDE INFO TO CDN COYS ON AREAS OF OPPORTUNITY IN PHIL.

MINING INDUSTRY.

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TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Develop contacts in new mining cos. Assist local trading cos to obtain rep agreements with Cdn suppliers. Mail mining brochure to contacts identified in mining study and ad in mining journal.

Supported JKS Boyles in product presentation. Sent 2 candidates to Mintec 89, both of whom were highly impressed with Cdn capabilities. Met with rep of Small Miners Assoc to identify opportunities. Sent out 15 project alerts.

QUARTER: 3 -----

QUARTER: 4 -----

----- I -INTEND  
----- I -REFRLO

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :532-MELBOURNE

005-ADVANCED TECH. PROD. & SERV  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :532-MELBOURNE

009-FOREST PRODUCTS,EQUIP,SERVICES  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CDN DISPLAY AT APPITA'89-BRISBANE, QUEENSLAND, MAY 1989  
IMPROVE OPPORTUNITIES FOR PULP/PAPER EQUIPMENT AND SERVICES.

INFO BOOTH AT ALL AUSTRALIA TIMBER CONGRESS,PERTH,U.A. 10/89  
HIGHLIGHT CDN CAPABILITY IN SAWMILLING SECTOR.

ATTEND MAJOR INDUSTRY CONFERENCES, SEMINARS ETC.  
BROADEN CONTACT BASE, GATHER MARKET INTELLIGENCE.

VISIT PLANTS, SAWMILLS AND FORESTRY OPERATIONS  
ADVISE CDN INDUSTRY ON NEW DEVELOPMENTS.

SAWMILL &/OR FOREST HARVESTING SEMINARS IN SELECTED REGIONS  
ENHANCE SALES POTENTIAL OF NEW TECHNOLOGIES.

PREPARE SECTORAL PROJECT LIST  
WIDEN CONTACT/SOURCING BASE.

STUDY LOG HANDLING/CONVERSION TECHNIQUES  
SEEK SALES PROSPECTS FOR CANADIAN SUPPLIERS.

INVESTIGATE LAND MANAGEMENT IN AUSTRALIAN FORESTRY SECTOR  
DATA TO ASSIST CDN FIRMS IN ASSESSING POTENTIAL & APPOINTING  
NEW AGENTS.

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Planning underway for this mission to visit  
Australia Nov.1989, with first rate cooperation  
from local State Govt authorities. - Miss.of Cdn  
pulp & paper equip mfgs attended APPITA 89 held  
May 15-19,1989.

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

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

QUARTER: 3 -----

QUARTER: 4 -----



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

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

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

CONTRACT STUDY OF HEAVY TRUCK AFTERMARKET PARTS  
INDICATION OF POTENTIAL FOR CANADIAN COMPANIES WHICH CAN BE  
VISIT MOTAQUIP 89 TO IDENT AUSTLN CONTACTS IN AUTOMOTIVE SEC  
LISTING OF AUSTRALIAN AGENTS TO MATCH WITH CANADIAN COMPA-

USED FOR RECRUITING AND COUNSELLING  
NIES.

TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

QUARTER: 1 Compile/commission market study for heavy truck  
parts after market.

Consulting bodies evaluated and terms of refer-  
ence for study completed. Proposals requested  
from consultants.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

*[Faint, mirrored text from the reverse side of the page is visible, including phrases like 'compiled and being submitted', 'dialogue continued with', 'developing appropriate strategies', and 'proposed high level financing power'.]*

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :522-NEW DELHI

007-POWER & ENERGY EQUIP. & SERV.  
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONT.TO WORK CLOSELY WITH CDN FIRMS IN DEV.APPROP.STRAT.WHEN  
SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS

CONT WITH MULTI-LEVEL CALL PROG ON GOI OFF IN SUPP OF CDN  
SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS

VIS. OF SEN.OFF. IN DEPT OF POWER FOR REVIEW OF CDN CAPABIL.  
INCREASE IN SALE OF POWER EQUIP & NUMBER OF CDN BILATERAL

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

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

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

PROJECTS.

IN # OF ACTIVE PARTICIPANTS IN MARKET.

IN # OF ACTIVE PARTICIPANTS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Initiate regular mail out of current data and  
development to Cdn contacts; Refine Power Proj.  
Catalogue. - Continue to work closely with Cdn  
firms in developing appropriate strategic when  
pursuing major capital projects.

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

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

Dialogue continued with GOI on final approval on  
Chamera II; Ongoing liaison on Rihand and other  
projects; Proposed High level incoming power  
sector mission postponed.

QUARTER: 3 -----

QUARTER: 4 -----



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :522-NEW DELHI

010-MINE,METAL,MINERAL PROD & SRV  
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CONT TO WORK CLOSELY WITH CDN FIRMS IN DEV.APPROP.STARTEGIES NEXT 12 MONTHS.  
SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS IN

CONTINUE WITH MULTI-LEVEL CALL PROG ON GOI OFFICIALS IN SUPP

3RD WORKING GROUP ON COAL MEETING

CONFIRM BAROGOLAI PROJECT FOR CANADA

IDENTIFY NEW PROJECTS TO BE UNDERTAKEN ON BILATERAL BASIS,

COMPREHENSIVE DIRECT CALL PROG ON KEY OFF IN INDIAN COAL SEC MONTHS  
INCREASE IN NUMBER OF COLLABORATIONS IN SECTOR OVER NEXT 12

EXPLORE INITIATIVES TO HEIGHTEN INTERESTS OF CDN METALLURGIC  
INCREASE LEVEL OF SALES TO INDIAN MARKET IN NEXT 12 MONTHS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

Calls are being made and will continue

QUARTER: 3 -----

QUARTER: 4 -----



REPT4D  
90/01/23

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

POST :522-NEW DELHI

005-ADVANCED TECH. PROD. & SERV  
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

INDUSTRIAL

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

GOODS & SERVICES VALUED AT CDN \$17 MILLION.

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

OVER NEXT COUPLE OF YEARS

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

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

INTENSIFIED EVALUATION OF NEW AGENTS IN SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Efforts are continuing

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

Efforts continue

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

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

POST :522-NEW DELHI

011-OIL & GAS EQUIPMENT,SERVICES  
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTIONAL PROGRAM IN SUPPORT OF EDC/CIDA LINE OF CREDIT  
BETTER AWARENESS IN CANADA AND INDIA OF LOC

CARRY OUT DET REVIEW OF CDN GOVT SUPP TO THIS SEC TO DET IFR SUFFICIENT.  
RATIONALISE GOVT. RESOURCES, DETERMINE IF RESULTS ARE

COMP OF COMPR MKT INFO TOOL ON INDIAN NATURAL GAS SECTOR  
BETTER AWARENESS IN CANADA OF OPPORTUNITIES

IDENT A TURNKEY MAJ CAP PROJ FOR A CONSORT OF CDN NAT GAS  
IN MEDIUM TERM SECURE PROJECT - USE EDC/CIDA LOC



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Incoming Mission to attend InterCan 89 at  
Edmonton, June 89  
Develop high profile marketing Campaign to sup-  
port CIDA/EDC LOC for oil and gas equipment and  
services.

Three member mission attended the event.  
Working Group on Oil & Gas under consideration;  
completed hand books on markets in India for  
equipment and services for (a) oil (b) gas

QUARTER: 2 Organise 2 missions in Oil and Gas around  
Technical Seminar presentations.

These will take place in November 1989

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

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

POST :522-NEW DELHI

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

DASH 8 - DEMONSTRATION IN NEW DELHI  
INCREASE AWARENESS OF GOI DECISION MAKERS

BRING TOGETHER INDIAN REQ WITH CIDA'S PROF DEV TRAINING FUND  
ENHANCE CANADIAN POSITION IN THIS SECTOR

WORK WITH INDIAN RLY & CDN FIRMS TO UPGRADE PATIALA RETURN.  
INCREASE GOODWILL AT INDIAN RAILWAYS



TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Incoming Urban Transit Mission Sept.89

Postponed to December 1989

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4A  
90/01/24

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

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

POST :522-NEW DELHI

Bombay Chamber Visit to Canada - September

World Energy Congress in Canada - Indian Mission - September

Two Catalogue and Video Shows in Bombay

ACTIVITIES UNDERTAKEN IN QUARTER	ACTIVITIES UNDERTAKEN IN QUARTER
<p>Quarter 1</p> <p>Continuing strong demand for selected foodstuffs products noted as reason for the successful event program last year at food fairs in Vancouver. Event emphasis other food products at Calgary, latest sales.</p>	<p>Quarter 1</p> <p>Continuing strong demand for selected foodstuffs products noted as reason for the successful event program last year at food fairs in Vancouver. Event emphasis other food products at Calgary, latest sales.</p>
<p>Quarter 2</p>	<p>Quarter 2</p>
<p>Quarter 3</p>	<p>Quarter 3</p>
<p>Quarter 4</p>	<p>Quarter 4</p>

REPT4D  
90/01/23

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

POST :527-OSAKA

001-AGRI & FOOD PRODUCTS & SERVICE  
JAPAN

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

MEATS & MEAT BY-PRODUCTS

ASSIST AND FOLLOW UP MEAT PURVEYORS MISSION TO ALBERTA  
DIRECT SALES/MARKET DEVELOPMENT

CANADA FOOD FAIR PROGRAMME  
NINE EVENTS IN FISCAL 89/90

SEMI & PROCESSED FOOD & DRINK

PROMOTE CDN FOOD PRODUCTS THROUGH CDA FOOD FAIR PROGRAMME  
MARKET AWARENESS/DEVELOPMENT

CONTINUE MINI-FOOD SHOW PROM IN CONGEN MULTI-PURPOSE ROOM  
DIRECT SALES/NEW AGENCY AGREEMENTS

KOBE IMPORT FAIR  
DIRECT SALES/MARKET AWARENESS

-----

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

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

Continuing strong consumer demand for imported food/beverage products cited as reason for this successful event (proposed last year at Food Pacific in Vancouver). Event compliments other food promotions at Congen. Export sales.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

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

POST :527-OSAKA

002-FISHERIES,SEA PRODUCTS & SERV.  
JAPAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	FISH & SHELLFISH & OTHER PROD	
	CANADA FOOD FAIR PROGRAMME (DEPT. STORES)	
	DIRECT SALES/MARKET DEVELOPMENT/CONSUMER AWARENESS	
	HOTEL/RESTAURANT CANADA FOOD PROMOTION	
	CONSUMER AWARENESS/DIRECT SALES	
	SOLO FOOD SHOW (TWICE PER FISCAL YEAR)	
	NEW AGENCY AGREEMENTS/DIRECT SALES	
	PREPAR OF MKT PROF FOR SPECIES OF PARTICULAR INT TO CDN SUPPL.	OPPORTUNITIES
	IMPROVED KNOWLEDGE OF SECTOR/IDENTIFICATION OF NEW EXPORT	

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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	
QUARTER: 5	-----	
QUARTER: 6	-----	



REPT4D  
90/01/23

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

POST :527-OSAKA

005-ADVANCED TECH. PROD. & SERV  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUPPORT MARKETING ACTIVITIES OF CANADIAN COMPANIES  
DIRECT SALES/NEW AGENCY RELATIONSHIPS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Six coys visited territory; ten appointments made with local contacts. Continuing interest in LAN's, value-added services, and specific application software. Business discussions continuing for at least two companies.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

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

POST :527-OSAKA

009-FOREST PRODUCTS,EQUIP,SERVICES  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

KOBE CITY - CANADA VILLAGE PROJECT  
ORGANIZE PROMOTION ASSOCIATED WITH COMPLETION OF PROJECT

PREFABRICATED HOUSE BUILDERS - WOOD COMPONENT STUDY  
IDENTIFICATION AND DISSEMINATION OF SIZES REQUIRED BY PREFAB

BUILDERS

SURVEY OF BUILDING INTENTIONS BY LOCAL PUBLISH HOUSING CORP.  
PHAZE I TO IDENTIFY HOUSING CORPS.WHICH COULD ADOPT 2X4 AS

CONSTRUCTION SYSTEM

CANADA MINI-HOME SHOW (INCOMING MISSION)  
LOCATE AGENTS,DIRECT SALES FOR CDN EXPORTERS OF FINISHED AND

SEMI-PROCESSED WOOD PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1
- A. Solo Mini-Wood Living Show at Congen
  - B. Vanc Village/Imported Housing Project; video finished, plan seminars in fall/other events
  - C. Lumber Journal Mission to Canada; 4 local coys accompanied by comm officer

- A. Six Cdn participants, 165 attendees, on-site sales, new buying connections established
- B. Jpn 2X4 Assoc. will donate \$10,000 to project
- C. Export sales and new buying connections expected. Follow-up continuing

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

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

POST :519-SEOUL

005-ADVANCED TECH. PROD. & SERV  
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUPPORT 3 CDN FIRMS IN THEIR CURRENT NEGOTIATIONS  
ACHIEVE \$250,000 SALES.

OUTGOING SOFTWARE MISSION  
INTRODUCE 4 CANADIAN FIRMS TO KOREAN BUYERS.

INCOMING REMOTE SENSING AND SPACE TECH MISSION  
INTRODUCE KOREAN END-USERS TO CANADIAN FIRMS.

INSTRUMENT & PROCESS CONTROLS

MONITOR CLOSELY KRN GOVT'S CONTINUED CAMPAIGN FOR IMPORT  
UPDATE LIST OF PRODUCTS OF REPLACEMENT OPPORTUNITY AND

INFORM CDN SUPPLIERS.

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

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

AGENTS.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPT4D  
90/01/23

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

POST :519-SEOUL

001-AGRI & FOOD PRODUCTS & SERVICE  
KOREA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

CONTINUE TO MONITOR KOREAN GOVT.'S POLICY CHANGES FOR  
RE-ESTABLISH CATTLE MARKET FOR CANADIAN EXPORTERS.

ASSIST AGRICOTT IF THEY DECIDE TO HOLD SWINE SEM. IN FALL 89  
EXPAND CANADIAN MARKET SHARE FOR SWINE BREEDING STOCK.

MEATS & MEAT BY-PRODUCTS

MONITOR/ADVISE OTTAWA OF NEW BEEF QUOTA FOR 1989.  
EXPAND CANADIAN MARKET SHARE.

ASSIST GOV'T OF ALTA IF THEY DECIDE TO HOLD BEEF DEMONSTRATION  
DEMONSTRATE THE QUALITY OF CANADIAN BEEF.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

----- 1  
 ----- 2  
 ----- 3  
 ----- 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 :519-SEOUL

003-GRAINS AND OILSEEDS  
KOREA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

CEREAL GRAINS

MONITOR/ADVISE ALFALFA TENDER OPPS. TO OTT./CDN DEHYDRA.ASS.  
INCREASE CANADIAN MARKET SHARE FOR ALFALFA PRODUCTS.

CONTINUE TO LOBBY W/KOREAN FEED IND. TO PRESS KRN GOVT FOR  
SALE OF 300,000 M/T OF BARLEY PER YEAR IF SUCCESSFUL.

ASSIST/ORG. ALFALFA SEM. IN APR.89 IF CDA DECIDE TO HOLD SEM  
DEMONSTRATE VALUE OF USING CANADIAN ALFALFA.

ASSIST/ORG.A WHEAT QUALITY SEMINAR IN NOV. 1989.  
INCREASE CANADIAN MARKET SHARE FOR MILLING WHEAT.

OILSEEDS

CONTINUE TO LOBBY MAFF TO DIVERSIFY IMPRTRS INCL.SML.CRUSHER  
RE-OPENING OF CANOLA SEED MARKET.

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

ASSIST CIGI IN INVITING KOREAN PARTS TO FEED TECH. COURSE.                   INDUSTRY.  
PROVIDE OPPORTUNITIES TO FAMILIARIZE WITH CANADIAN FEED

PRESS THE KOREAN GOVT. FOR REDUC'N OF TARIFF/CANOLA SEED/OIL  
PROVIDE OPPORTUNITIES TO EXPORT CANOLA SEEDS AND OILS.

-----

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----





REPT4D  
90/01/23

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

POST :519-SEOUL

010-MINE,METAL,MINERAL PROD & SRV  
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

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

MARKET

KOREAN INVESTMENT IN URANIUM MINE  
SECURE URANIUM MARKET REQUIREMENT IN KOREA.

METALS, PRIMARY & FABRICATED

TO COMPILE SUPPLY DEMAND LONG-TERM PROJECTION  
TO UNDERSTAND LONG-TERM METAL REQUIREMENTS

TO INDUCE KRN FIRMS TO INVEST IN CDA(ALUM.SMELTER/SILICON)  
TO INTRODUCE CDM PARTNERS AND INDUCE INVESTMENT.

SET UP JOINT-VENTURE FIRMS IN KOREA E.G. INCO LTD.  
PROVIDE CONSULTING SERVICE, KNOW-HOW AND RAW MATERIALS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

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

POST :519-SEOUL

017-OTHER SERVICES  
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

QUARTER: 7 -----

QUARTER: 8 -----

REPT4D  
90/01/23

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

POST :506-SHANGHAI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PROMOTION OF SATELLITE GROUND STATIONS

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

QUARTER: 3 -----

QUARTER: 4 -----



REPT4D  
90/01/23

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

POST :506-SHANGHAI

015-CONSTRUCTION INDUSTRY  
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARCHITECT,CONS,CONSUL,SERV

FOLLOW UP TO CITY TECH 88  
NUMBER OF COOPERATIVE VENTURES SHOULD EMERGE

SYSTEMATIC FOLLOW UP WITH END USERS  
JOINT VENTURES/TECHNICAL TRANSFER AGREEMENTS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/01/23

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

POST :506-SHANGHAI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

----- 1

----- 2

----- 3

REPT4D  
90/01/23

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

POST :506-SHANGHAI

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

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

INCREASED REPRESENTATION TO REGIONAL AIRLINES  
ADDITIONAL SALES OF AIRCRAFT

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4A  
90/01/24

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

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

POST :506-SHANGHAI

INSTALLATION OF EMERGENCY VISA PROGRAM DURING THE SUMMER  
CRISIS NECESSITATED EMERGENCY DIVERSION OF SOME RESOURCES.A  
LOCALLY ENGAGED PROGRAM OFFICER WAS DEDICATED TO THE IMMIGRA  
TION OPERATION FOR A TWO MONTH PERIOD.

NOTE COMMERCIAL CONSUL INCUMBENT BENSON ARRIVED AT POST 19  
AUGUST, WORKLOAD REFLECTS 19 AUGUST TO END SEPTEMBER, IE  
ROUGHLY 0.47 OF THE TOTAL PERIOD.

REPT4D  
90/01/23

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

POST :512-SINGAPORE

005-ADVANCED TECH. PROD. & SERV  
SINGAPORE

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

UPDATE TELECOMS MARKET STUDY  
INCREASED INFORMATION ON SECTOR AND PENETRATION STRATEGY  
LIAISE W/TELECOMS/ADVISE POTENTIAL SUPP. OF OPPORTUNITIES  
A FURTHER INCREASE IN CDN MARKET PENETRATION

REVISION AND UPDATE OF MARKET STUDY FOR THIS SECTOR  
TO INCREASE MARKET INFORMATION AND EXPORT STRATEGY

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

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

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

REPT4D  
90/01/23

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

POST :512-SINGAPORE

001-AGRI & FOOD PRODUCTS & SERVICE  
SINGAPORE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONTINUE TO DEVELOP CLOSER CONTACTS W/MAJOR IMPORTERS  
STIMULATE IMPROVEMENT OF CANADIAN MARKET SHARE IN THE AREA.

SEEDS & SPECIAL CROPS

FOLLOW UP MKT OPPORT FROM CDN SOYBEAN BOARD MISSION & SEM. STIMULATE IMPROVEMENT IN CDN MARKET SHARE.  
ENHANCE IMAGE OF RELIABILITY OF CANADIAN PRODUCTS &

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Food promotion - Meridien Hotel, Singapore  
Food promotion - Singapore Jurong Country Club

Introduce Canadian seafood and beef products and  
Labatt's beer.  
Introduce Canadian seafood, beef products and  
Labatt's beer.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----





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

POST :512-SINGAPORE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

FOLLOW UP MKT OPPORT-OUT OF WEST HITECH EXP CONF IN 09/88  
STIMULATE IMPROVEMENT IN CANADIAN MARKET SHARE.

DEVELOP CONTACTS/LIAISE W/PROCUREMENT STAFF IN AEROSPACE IND  
IMPROVE CANADIAN MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :512-SINGAPORE

014-EDUCATION, MEDICAL, HEALTH PROD  
SINGAPORE

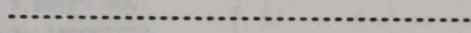
PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ENCOURAGE CDN SUPPLIERS TO HOLD SEMINARS, ETC.  
CREATE MORE ADVERTISING/PROMOTION FOR CDN SUPPLIERS AND

THEIR PRODUCTS

MARKET STUDY ON MEDICAL APPARATUS AND PHARMACEUTICAL  
DETERMINE MARKET OPPORTUNITY FOR CDN SUPPLIERS



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

CONTINUED STUDY OF NEW FOR PROPOSED FOOD PROD. LINE PROD. IDENTIFY NEW OPPORTUNITIES.  
ENHANCE HOME CANNING COMPANIES TO BE ACTIVE IN MARKET.  
PRODUCE PROFILES OF SPECIALTY FOODS & COND. ITEMS FOR DISTRI.  
INCREASE CDN MARKET SHARE BY 10%

IDENTIFY NEW OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :512-SINGAPORE

011-OIL & GAS EQUIPMENT,SERVICES  
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REVISION AND UPDATE BY CONSULTANT OF MARKET STUDY  
INCREASED AWARENESS OF MARKET AND PENETRATION STRATEGY.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :533-SYDNEY

001-AGRI & FOOD PRODUCTS & SERVICE  
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

LIAISON W/AUSTLN QUARANTINE AUTH TO ACHIEVE RELAX OF REQ.  
LOWER COSTS WILL LEAD TO MORE EMBRYOS BEING SHIPPED.

UPDATE AND EXPAND LISTS OF AUSTLM CENTRES & BREED SOC.  
MATCH AT LEAST 3 CANADIAN SUPPLIERS TO LOCAL IMPORTERS.

ENCOURAGE AUSTRALIAN BUYER TO VISIT CAN TO SELECT ANIMALS  
INCREASED SALES.

IDENTIFY LARGE INNOVATIVE STATION HOLDERS(RANCHERS)TO PROM.  
DIVERSIFY NUMBER OF BREEDS WITH SALES POTENTIAL AND INCREASE

CANADIAN PARTICIPATION IN PUA BREEDING PROGRAMS.

SEMI & PROCESSED FOOD & DRINK

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

IDENTIFY NEW IMPORTERS.

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----- VENTURE PARTNERS IN A BIRD MOBILE  
SATELLITE COMMUNICATION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :533-SYDNEY

002-FISHERIES,SEA PRODUCTS & SERV.  
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROCESSED FISH & SHELLFISH

CONTINUING FOLLOW UP TO NOV '87 HAKE MISSION  
TO ASSESS MARKET CONDITIONS CONDUCIVE TO GOOD PROSPECTS FOR

CDN HAKE.

FISH MARKET STUDY TO BE COMPLETED AND MAILED TO MAJOR  
INCREASED EXPORTS THROUGH GREATER AWARENESS OF POTENTIAL IN

AUSTRALIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

----- 1  
----- 2  
----- 3  
----- 4



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

POST :533-SYDNEY

005-ADVANCED TECH. PROD. & SERV  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM DEREGULATION STUDY  
KNOWLEDGE OF OPPORTUNITIES FROM DEREGULATION.

COMPUTERS HARD/SOFTWARE & COMP

DEVELOP GREATER KNOWLEDGE OF SPACE COMMUNICATIONS MKT  
ASSIST 5 CDN COMPANIES TO ENTER THE MARKET.

AGENTS LIST SURVEY  
BETTER SERVICE TO CANADIAN SUPPLIERS, IN LOCATING AND

ASSESSING LOCAL REPRESENTATIVES.

TELECOM DEREGULATION STUDY TO DET IMPACT OF DEREG ON MKT  
ENCOURAGE 5 NEW COMPANIES TO ACCESS THE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TELECOMMUNICATIONS DEREGULATION STUDY - SYDNY  
ASSISTED MLBRN IN THE PREPARATIONS FOR THIS  
STUDY WHICH ALSO INCLUDED A SECTION ON THE EVOLV  
ING PAY TV/CABLE TV MARKET. SEVERAL OTHER REPORT  
WERE COLLECTED AND DISTRIBUTED TO INTERESTED

THE REPORT WAS DISTRIBUTED TO PARTICIPANTS IN  
THE JUNE TELECOM MISSION AND WILL BE GIVEN TO  
OTHER INTERESTED COMPANIES IN JULY. IT PROVIDED  
A GOOD OVERVIEW OF THE IMPACT OF DEREGULATION  
THEREBY AIDING THEIR MARKETING EFFORTS

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :533-SYDNEY

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT, EQP.

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

AUSTRALIAN MARKET.

FOLLOW UP ON MATERIALS HANDLING STUDY. CONTACT 40 CDN COS  
5 NEW CANADIAN COMPANIES IN AUSTRALIAN MARKET

VISIT LOCAL MANUFACTURERS TO INCREASE KNOWLEDGE OF CAPABILIT  
INCREASE POSSIBILITIES OF JOINT VENTURE/MFG UNDER LICENCE

ARRANGEMENTS.

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MATPAK EXHIBITION - SYDNY ATTENDED THIS EXHIBI-  
TION IN MLBRN AS A FOLLOW UP TO PREPARATION OF A  
MAJOR STUDY ON MATERIALS HANDLING. A REPORT WAS  
PREPARED AND DISTRIBUTED IN JULY.

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :533-SYDNEY

009-FOREST PRODUCTS,EQUIP,SERVICES  
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :533-SYDNEY

013-CONSUMER PRODUCTS & SERVICES  
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REPORT TO CDN INDUSTRY ON FINDINGS OF BOOKS PUBL STUDY MISS.  
5 CDN PUBLISHERS SELLING INTO AUSTRALIA

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

POST :533-SYDNEY

REPORT ON OPPORTUNITIES FOR SUPPLY OF RAILROAD EQPMT SENT TO  
40 CDM COS. 5 EXPRESSIONS OF INTEREST HAVE BEEN RECD.

REPORT ON OPPORTUNITIES FOR SUPPLY OF RAILROAD EQPMT SENT TO 40 CDM COS. 5 EXPRESSIONS OF INTEREST HAVE BEEN RECD.

IDENTIFY MARKET OPPORTUNITIES PARTICULARLY FOR STEEL

NEGOTIATE WITH RMTF, WITH ENHANCED STEEL QUOTA FOR CHINA

CONTINUE PROMOTING MEAT PRODUCTS IN NEW ZEALAND

PROMOTE BAKING MIXTURES AND FERT-FERTIC TRIPS TO CANADA

MARKET STUDY FOR PROCESSING PORK CANNERS WITH

PROPOSE CANADIAN FOODS TRAVEL CANADA FROM FALL 1988

EXCURSION SUPPLY SERVICES TO CANADA

DEVELOP NEW FOOD TRAVEL SERVICES

PREPARE NEW BROCHURE FOR SPECIALIZED CHEMIST-BLENDED

ACCOMMODATE MARKET INFO FOR COM PRODUCERS AND EXPORTERS

ACCOMMODATE MARKET INFO FOR PRODUCERS IN ACCESSING JAPANESE MARKET

PROMOTE VALUE OF BAKING PACK WITH LABEL BARRIERS

CONDUCT MARKET RESEARCH ON BLENDED OR BLENDED OR TOMATOES AND PEPPERS

ACCOMMODATE MARKET ACCESS PROBLEMS

DEVELOP SPECIAL CHINA

MARKET STUDY FOR PROCESSING PORK CANNERS WITH

ACCOMMODATE MARKET INFO FOR PRODUCERS AND EXPORTERS

ACCOMMODATE MARKET INFO FOR PRODUCERS IN ACCESSING JAPANESE MARKET

PROMOTE VALUE OF BAKING PACK WITH LABEL BARRIERS

CONDUCT MARKET RESEARCH ON BLENDED OR BLENDED OR TOMATOES AND PEPPERS

ACCOMMODATE MARKET ACCESS PROBLEMS

DEVELOP SPECIAL CHINA

PROPOSE CANADIAN FOODS TRAVEL CANADA FROM FALL 1988

EXCURSION SUPPLY SERVICES TO CANADA

DEVELOP NEW FOOD TRAVEL SERVICES

PREPARE NEW BROCHURE FOR SPECIALIZED CHEMIST-BLENDED

ACCOMMODATE MARKET INFO FOR COM PRODUCERS AND EXPORTERS

ACCOMMODATE MARKET INFO FOR PRODUCERS IN ACCESSING JAPANESE MARKET

PROMOTE VALUE OF BAKING PACK WITH LABEL BARRIERS

CONDUCT MARKET RESEARCH ON BLENDED OR BLENDED OR TOMATOES AND PEPPERS

ACCOMMODATE MARKET ACCESS PROBLEMS

DEVELOP SPECIAL CHINA

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POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

NEGOTIATE IMPORT/EXPORT PROTOCOL FOR BOVINE EMBRYOS  
POTENTIAL ANNUAL SALES OF \$1-2 MILLION

NEGOTIATE ANIMAL HEALTH AGREEMENT FOR JPNSE EXPORTS TO CDA IN CANADA AND RE-EXPORT TO JAPAN  
IMPORT JAPANESE BREEDING STOCK FOR PRODUCTION OF WAGYU BEEF

NEGOTIATE IMPORT PROTOCOL FOR SWINE SEMEN  
SALES OF \$100,000 ANNUALLY

PROMOTE CANADIAN PARTICIPATION IN VIV-ASIA'89, TOKYO IN CANADA AND RE-EXPORT TO JAPAN  
INCREASED AWARENESS OF CDN CAPABILITIES, LEADING TO SALES OF

HORTICULTURE (FRUIT, VEG, FLOR)

APPLE FUMIGATION RESEARCH PROJECT (CODLING MOTH)  
ACCESS FOR CDN APPLES WHEN ACCEPTED

INCLUDE FRESH MUSHROOMS IN CANADA FOOD FAIR PROMOTIONS  
EXPANDED CONSUMER AWARENESS AND SALES

CANADIAN RESEARCH ON VAN CHERRIES  
WHEN ACCEPTED, ACCESS FOR THIS VARIETY

TRIAL SHIPMENTS OF FRESH RASPBERRIES & BLUEBERRIES  
GENERATE NEW BUSINESS

UNDERTAKE RESEARCH ON BLUEMOLD ON TOMATOES AND PEPPERS  
RESOLVE MARKET ACCESS PROBLEM

SEEDS & SPECIAL CROPS

PREPARE MKT PROFILES FOR SPECIALIZED COMMODITIES-BUCKWHEAT LEADING TO INCREASED SALES TO JAPAN  
IMPROVED MARKET INFO FOR CDN PRODUCERS AND EXPORTERS,

ASSIST PEAT MOSS EXPORTERS IN ACCESSING JAPANESE MARKET  
ADDITIONAL SALES OF \$1-2 MILLION ANNUALLY

MONITOR IMPORT QUOTA SITUATION FOR PULSES; ADVISE CDN EXPORT  
INCREASED SALES OF CDN PULSES

MEATS & MEAT BY-PRODUCTS

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



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AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MEATS & MEAT BY-PRODUCTS

WORK WITH CDN EXPORTERS AND PROVINCES RE BEEF AND PORK  
INCREASE CANADA'S MARKET SHARE TO 10%

PROVIDE REGULAR MARKET AND PRICE INFO IN MONTHLY PORK REPORT  
INCREASE KNOWLEDGE AND AWARENESS

IDENTIFY MARKET OPPORTUNITIES PARTICULARLY FOR BEEF  
INCREASE CANADIAN MARKET SHARE

NEGOTIATE WITH MAFF, MITI INCREASED BEEF QUOTA FOR EMBASSY  
INCREASE FROM 64MT TO 100MT

CONTINUE PROMOTING MEAT PRODUCTS IN CDN FOOD FAIRS  
BUILD AWARENESS OF CDN QUALITY

PROMOTE BUYING MISSIONS AND FACT-FINDING TRIPS TO CANADA  
DEMONSTRATE CDN CAPABILITY, SUPPLY, QUALITY

MARKET STUDY FOR PROCESSED PORK (UNDER NTS)  
ASSESSMENT OF EXPORT POTENTIAL, DEVELOPMENT OF MARKETING

STRATEGY AND NEW PRODUCTS

SEMI & PROCESSED FOOD & DRINK

PROMOTE CANADIAN FOODS THRU CANADA FOOD FAIR PROGRAM.  
NEW CONTACTS AND NEW BUSINESS.

ENCOURAGE BUYERS MISSIONS TO CANADA.  
BUILD AWARENESS OF CANADA & DEVELOP NEW BUSINESS.

UTILIZE NEW FOOD TRADE ENQUIRY SERVICE.  
BRING BUYER AND SELLER TOGETHER.

PROVIDE MARKET INTELLIGENCE/SURVEYS ON PRIORITY SECTORS.  
ENCOURAGE NEW CANADIAN EXPORTERS.

PROMOTE DVLPMT OF CUSTOM PACK,BULK,PRIVATE LABEL BUSINESS.  
NEW BUSINESS OF \$50 MILLION IN 3 YEARS.

CONCENTRATE MARKETING EFFORTS ON HIGH POTENTIAL PRODUCTS.  
INCREASED SALES OF 20-30% PER ANNUM.

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

001-AGRI & FOOD PRODUCTS & SERVICE  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

SEEK INCREASED EMBASSY BEEF PROMOTIONAL QUOTA.  
WILL HELP EXPAND PARTICIPANTS IN CDA FOOD FAIRS.

DEVELOP NEW CONTACTS AND NEW BUSINESS RELATIONSHIPS.

FEED, FERTILIZER & VET PRODUCTS

DEV'T OF FUMIGATION PROTOCOL FOR CDN BALED HAY  
EXPORTS OF \$20-25 MILLION ANNUALLY WITHIN 5 YEARS

DEV'T OF HEAT TREATMENT PROCESS FOR SUNCURED CHOPPED HAY  
EXPORTS OF \$1-2 MILLION WITHIN 3 YEARS

ORGANIZE FEEDING TRIALS FOR ALFALFA PRODUCTS  
MAINTAIN AND INCREASE MARKET SHARE

DESSEMINATE TECHNICAL INFO IN JAPANESE TO END-USERS  
BUILD AWARENESS AND DEMAND

INSTITUTE MONTHLY REPORT ON HAY PRODUCTS IMPORT VOLUMES  
PROVIDE TIMELY INFO TO CDN PRODUCERS AND EXPORTERS

INVESTIGATE FEASIBILITY AND COST OF ADVERTISING PRODUCTS  
INCREASED AWARENESS AND CONSUMER DEMAND



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Conduct major CMC pork seminar/reception.  
2. Expand exports of beef. 3. Monitor oil tariff issue. 4. Negotiate bovine embryo agreement. 5. Pursue phytosanitary issues, hay, apples etc. 6. Conduct market surveys.

1. Completed very successfully in May. 2. Ad Agency for beef has been selected. 3. Comprehensive report completed on tariff issue. 4. Health agreement reached. 5. Technical discussions held in April. 6. Four underway in June.

QUARTER: 2 1. Monitor oil tariff issue  
2. Pursue phytosanitary issues, hay, apples  
3. Conduct market surveys  
4. Developed new business in processed foods

1. Comprehensive report completed on tariff issue  
2. Technical discussions held in April  
3. Four surveys completed to date  
4. Major new business generated in bottled water, pet foods, prepared fish

QUARTER: 3 -----

QUARTER: 4 -----



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

005-ADVANCED TECH. PROD. & SERV  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

DEV. COOPERATIONS BETWEEN CDN TELECOM & JPNS FIRMS  
FOLLOW-UP WITH JAPANESE FIRMS AFTER TELECOM SEMINARS OF SE87

MARKETING CDN ELECTRONICS COMPONENTS (SEMICONDUCTORS, IC)  
TO SET UP JAPANESE AGENTS

ENCOURAGING JPN CO. TO INVEST IN CDA IN TELECOM/DATACOM SECT  
TO DEVELOP JOINT VENTURES AND LICENSE

SEEKING JOINT VENTURES AND LICENSES IN MICROELECTRONICS  
SOME JAPANESE INVESTMENT IN MICROELECTRONICS

MARKETING CANADIAN ELECTRONICS COMPONENTS IN JAPAN  
ESTABLISHING JAPANESE AGENTS

TELECOM/DATACOM MISSION TO JAPAN APR. 89  
ESTABLISHING JAPANESE AGENTS.

TELECOM SEMINAR & BUSINESS VISITS IN CANADA OCT. 89  
INCREASED CDN INVOLVEMENT IN JPNS MARKET & JV RELATIONSHIPS.

COMPUTERS HARD/SOFTWARE & COMP

MKTG CDN SOFTWARE FOR VARIOUS FINANCIAL & INDUSTRIAL APPLIC.  
ESTABLISHING JAPANESE AGENTS

ENCOURAGE JPNS CO. TO INVEST IN ELECTRONICS INDUSTRY IN CDA  
FOLLOW-UP JPNS CO. (NEC, CANON, SONY, HITACHI)

MKTG CDN ELECTRONICS PRODUCTS FOR COOPERATION WITH JPNS CO.  
TO DEVELOP JOINT VENTURES AND LICENSE AGREEMENTS

OTHER ELECTRONICS

JPNS ELECTRONIC INDUSTRIES CONTACT PROGRAM ASSESS INVESTMENT  
4-5 POSITIVE INVESTMENT PROSPECTS FOR LONGER TERM

MARKETING SUPPORT FOR CDN ELECTRONIC COMPONENT MANUFACTURERS  
INCREASED RECEPTIVITY OF JPNS CO. AND COMPETITIVE PRICING HAS

OPENED VARIOUS NEW MARKET OPPORTUNITIES, INCREASE EXPORTS.

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

DEVELOPMENT



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

005-ADVANCED TECH. PROD. & SERV  
JAPAN

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1  
1. Contact major Japanese companies.  
2. Request reports of work. 3. Monitor all  
export loans. 4. Organize business advisory  
group. 5. Monitor government policy changes, etc.  
6. Contact major Japanese companies.

QUARTER: 2  
1. Monitor all export loans.  
2. Monitor government policy changes, etc.  
3. Contact major Japanese companies.  
4. Organize business advisory group.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:  
1. Contact major Japanese companies.  
2. Request reports of work. 3. Monitor all  
export loans. 4. Organize business advisory  
group. 5. Monitor government policy changes, etc.  
6. Contact major Japanese companies.  
7. Monitor all export loans.  
8. Organize business advisory group.  
9. Monitor government policy changes, etc.  
10. Contact major Japanese companies.

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

002-FISHERIES,SEA PRODUCTS & SERV.  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

SEEK BETTER MARKET ACCESS FOR IQ ITEMS  
EXPANDED EXPORTS OF IQ ITEMS

UTILIZE FISH TRADE ENQUIRY SERVICE  
BRING BUYER AND SELLER TOGETHER

IMPLEMENTATION OF \$1.8M CAPELIN PROMOTION CAMPAIGN  
EXPAND CONSUMPTION BY 10,000MT IN 3 YEARS

INITIATE MKT DEV'T ACTIVITIES FOR ATLANTIC HERRING ROE  
DOUBLE VOLUME IN 5 YEARS

CONDUCT MARKET STUDIES ON SPECIFIC PRODUCTS WITH POTENTIAL  
DEVELOP NEW EXPORT BUSINESS

DEVELOP MARKETING STRATEGY FOR B.C. FARMED SALMON  
NEW BUSINESS POTENTIAL OF \$10 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

1. Survey completed on farmed salmon, research  
underway on herring roe. 2. Meetings held with  
Japanese, cod & mackerel have access. 3. Launch  
in April. 4. Visited in Apr. 5. Campaign under  
development. 6. 3 ad agencies to submit proposal

QUARTER: 2 1. Implement capelin promotion campaign

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

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :520-TOKYO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

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

N.A.

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

PRODUCTS

AFTERMARKET MISSION TO JAPAN FEB 89  
INCREASED EXPORTS

AFTERMARKET MISSION TO CANADA FEB 89  
INCREASED EXPORTS

INCREASE NUMBER OF CONTACT CALLS TO JPN AUTO PARTS COMPANIES  
10-15 NEW INVESTMENTS/JV OVER THE NEXT 18 MONTHS

ASSIST JPNS AUTO ASSEMBLERS WITH LOCAL PROCUREMENT PLANS

AEROSPACE

CHALLENGER SALES EFFORTS TO COMMERCIAL CUSTOMERS  
ESTIMATED SALES OF TWO AIRCRAFT PER YEAR

AIRSHOW CANADA PROMOTION IN JAPAN  
SJAC GROUP TO ATTEND

FCX PROGRAM SUPPORT TO CANADAIR  
CONTRACT AWARD IN 1990

SUPPORT TO BOEING DE HAVILLAND DASH-8 DEMO FLIGHTS  
CIVILIAN SALES OF DASH 300 IN 1991

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

009-FOREST PRODUCTS,EQUIP,SERVICES  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

CONT. EFFORTS TO INFLUENCE REVISION OF BLDG CODES  
EXPANDED USE OF DIMENSION LUMBER

CONT. RESEARCH OF MARKET FOR BUILDING MATERIALS  
AWARENESS OF THE MARKET FOR CDN PRODUCTS

"CANADIAN VILLAGE" IN KOBE  
SECURING AGENTS/DISTRIBUTORS FOR UP TO 15 CANADIAN COMPANIES

TOKYO INTL GOOD LIVING TRADE SHOW, APRIL 28-MAY 3, 1989  
INCREASED PENETRATION OF CDN MANUFACTURED WOOD AND BUILDING

HOUSING KIT MISSION TO JAPAN OCTOBER '89.  
INTRODUCE CDN MANUFACTURERS TO MARKET REQUIREMENTS AND

MATERIAL PRODUCTS IN JAPAN.

POTENTIAL EXPORT SALES OPPORTUNITIES.

PULP AND PAPER PRODUCTS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 1. Vancouver Village in Kobe - Opening

1. Opening attracted wide press coverage both  
regional and national. Houses were put up  
for sale and over 100 offers of purchase per  
house were received.

QUARTER: 3 -----

QUARTER: 4 -----

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

013-CONSUMER PRODUCTS & SERVICES  
JAPAN

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

MONTREAL FUR FAIR, MAY 89.

JEWELLERY & GIFTWARE

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

FOLLOW-UP ON REQUESTS RE IMPORT OF CDN JEWELLERY  
TO GET NEW DISTRIBUTORS OUTSIDE OF TOKYO

MEET WITH AGENTS AND REVIEW THEIR IMPORT/DIST. STRATEGY  
TO OPEN NEW DISTRIBUTION OUTLETS

ENCOURAGE NEW ENTRANTS INTO THE MARKET  
TO INCREASE OUR SALES IF POSSIBLE

MEET WITH LOCAL AGENTS RE PUBLICITY & PARTICIPATION IN FAIRS                    IN JAPAN  
TO INCREASE THE NUMBER OF DISTRIBUTIONS AND GET BETTER KNOWN

KEEP OTTAWA INFORMED OF MARKET EVOLUTION  
ATTRACT NEW EXPORTERS

CULTURE INDUSTRIES

CONTINUE TO WORK CLOSELY WITH CDN GROUP RE INDIAN ARTS/CRAFT  
TO SELECT ITEMS MOST LIKELY TO FIND ACCEPTANCE IN JAPAN

I.D. GALLERIES THAT MAY SPONSOR CDN ARTISTS (INUIT & INDIAN)  
TO INTRODUCE INUIT AND INDIAN ART TO JAPAN

ASSIST LOCAL AGENTS IN THEIR MARKETING EFFORTS  
TO OPEN NEW DOORS TO CDN INDUSTRY

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

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

USE MAIL ORDER CATALOGUES TO ADVERTISE  
TO INCREASE SALES



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

013-CONSUMER PRODUCTS & SERVICES  
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

UPDATE RESULTS OF CO. THAT ATTENDED TRADE SHOWS LAST YEAR  
TO I.D. CLEARLY THE PRODUCTS CANADA SHOULD FOCUS ON

VISIT HOME CENTRE  
ESTABLISH NEW CONTACTS

TO LOCATE NEW SPORTS EQUIPMENT AGENTS  
TO INCREASE SALES

ENCOURAGE AGENTS OF SPORTS EQPT TO EXHIBIT AT CDN SHOWS  
TO INCREASE NUMBER OF DISTRIBUTORS

PROMOTE IDEA OF SELLING CDN DIY PRODUCTS TO JPN HOME BUILDER  
TO BOOST SALES OF PRODUCTS

INCREASE THE NUMBER OF BUYERS AT MONTREAL SPORTING GOOD SHOW  
TO WIDEN RANGE OF PRODUCTS SOLD IN JAPAN

FURNITURE & APPLIANCES

VISIT DEPT. STORES RE EXHIBITIONS OF CDN PRODUCTS  
OPEN NEW SALES OUTLETS

KEEP UP WITH NEW TRENDS IN JPN/CDN FURNITURE INDUSTRIES  
TO DETERMINE WHICH SECTOR OF THE MARKET THAT COULD BE OF

INTEREST TO CDN EXPORTERS

FURITURE ASS./MAIN MNFG RE IMPORTING SPECIFIC ITEMS  
GET NEW ENTRANTS INTO THE MARKET

PUBLICITY THROUGH TRADE CENTRE CDN RE APPLIANCES  
MAINTAIN OUR SHARE OF THE MARKET

MEET WITH AGENTS TO GENERATE INTEREST IN PROMO CDN PRODUCTS  
FIND NEW WAYS TO MARKET PRODUCTS

ENCOURAGE CO. TO PARTICIPATE IN FURNITURE SHOW  
TO GET NEW EXPORTERS IN JAPAN

ALL SUB-SECTORS

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



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

013-CONSUMER PRODUCTS & SERVICES  
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

1. 15 participants bought for approximately \$2 million.
2. 11 Canadian companies represented.
3. Tokyo, Shimane, Koriyama, Sendai, Morioka, Toyama, Iwate.
4. 17 Shows starting in June.

- QUARTER: 2
1. Carried out survey of marine sports market
  2. Tokyo Int'l Gift Show
  3. Promotion of Embassy services aimed at Jpnse.
  4. Sole fur shows
  5. Vancouver Business Mission

1. Study completed - good potential shown
2. Three Cdn companies represented
3. Production of brochure; increased awareness
4. 18 shows in various parts of Japan
5. Companies introduced to contacts

QUARTER: 3 -----

QUARTER: 4 -----

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

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

POST :520-TOKYO

Visit of Hon. Harvie Andre, Minister of Industry, Science &  
Technology Canada

Visit of Mrs. Mary Collins, Associate Minister of Defence

Visit of B.C. Minister of Int'l Business & Immigration,  
Mr. John Jansen

Visit of Quebec Minister of Industry, Trade & Technology,  
Hon. Pierre MacDonald

Visit of Mayor G. Campbell of Vancouver, B.C.

Alberta Tourism Mission

Japan Trade Mission from Saskatchewan

Marine Biotechnology Mission

Visit of Keith Spicer, Chairman of Canadian Radio-Television  
& Telecommunications Commission (CRTC)

Visit of Mr. D. Moore, President of Canola Council of Canada

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

005-ADVANCED TECH. PROD. & SERV  
NEW ZEALAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

TELECOM'S REPORT UPDATE. (DONE ONCE ALREADY)  
TO KEEP CDN'S AWARE OF OCCURANCES/OPPORTUNITIES IN NEW

ZEALAND.

ON-GOING UPDATE OF MARKET STUDIES  
TO ENSURE CORRECT INFORMATION GOES TO CANADIANS.

ON-GOING VISITS TO INDUSTRY IN NEW ZEALAND  
CLIENT CONTACT, FEEDBACK, SOURCE OF UPDATE ON NEW ZEALAND

INDUSTRY.

ON-GOING UPDATE OF WIN DATABASE  
TO COMPILE DATABASE, CROSS-REF TO APPROPRIATE CANADIAN

COMPANIES.

REPORT ON BROADCASTING DEREGULATION IN NEW ZEALAND  
INFORM CANADIANS OF EMERGING OPPORTUNITIES.

VISITS TO INDUSTRY IN CANADA  
CLIENT CONTACT.

VISITS TO INDUSTRY IN ISLANDS (TERRITORY OUTSIDE NEW ZEALAND)  
IDENTIFY OPPORTUNITIES FOR CDN COMPANIES

ANNUAL STATISTICAL GATHERING - VIA COMPUTER & MODEM  
USE OF ELECTRONIC STATISTICS TO COMPILE ANNUAL UPDATED

REPORTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Telecom Mission to New Zealand; Canadian participation in Satellite Seminar; Program of visits to New Zealand industry.

Successful eight person mission from Canada in June; Canadian display at Satellite Seminar and prominent Canadian role in presentations.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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POST :531-WELLINGTON

009-FOREST PRODUCTS,EQUIP,SERVICES  
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UPDATE FORESTRY EQUIPMENT AGENTS DATABASE

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

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

ZEALAND AND ELSEWHERE.

CEDAR PROMOTION IN ASSOCIATION WITH C.O.F.I., BC  
EXPAND OUTLETS FOR CDN CEDAR, HEM/FIR IN NEW ZEALAND.

KIOSK ON LUMBER AT BUILDEX SHOW  
EXPANDED RECOGNITION OF CANADIAN LUMBER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Newsletter on NZ forest industry produced and sent widely to Canada industry; successful participation in Woodex 89; concept of Canadian Forestry Award developed and implemented with Forestry Industry Engineering Association.

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

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

001-AGRI & FOOD PRODUCTS & SERVICE  
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON CANADIAN SOLO FOOD FAIR  
ONGOING AGENCY RELATIONSHIPS.

FOLLOW UP ON MARCH 89 LD NATHAN IN-STORE PROMOTION  
REPORT CONSUMER REACTION TO PARTICIPANTS.

UPDATE PROCESSED FOOD MARKET SURVEY  
INFORM CANADIAN SUPPLIERS OF MARKET OPPORTUNITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----







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