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

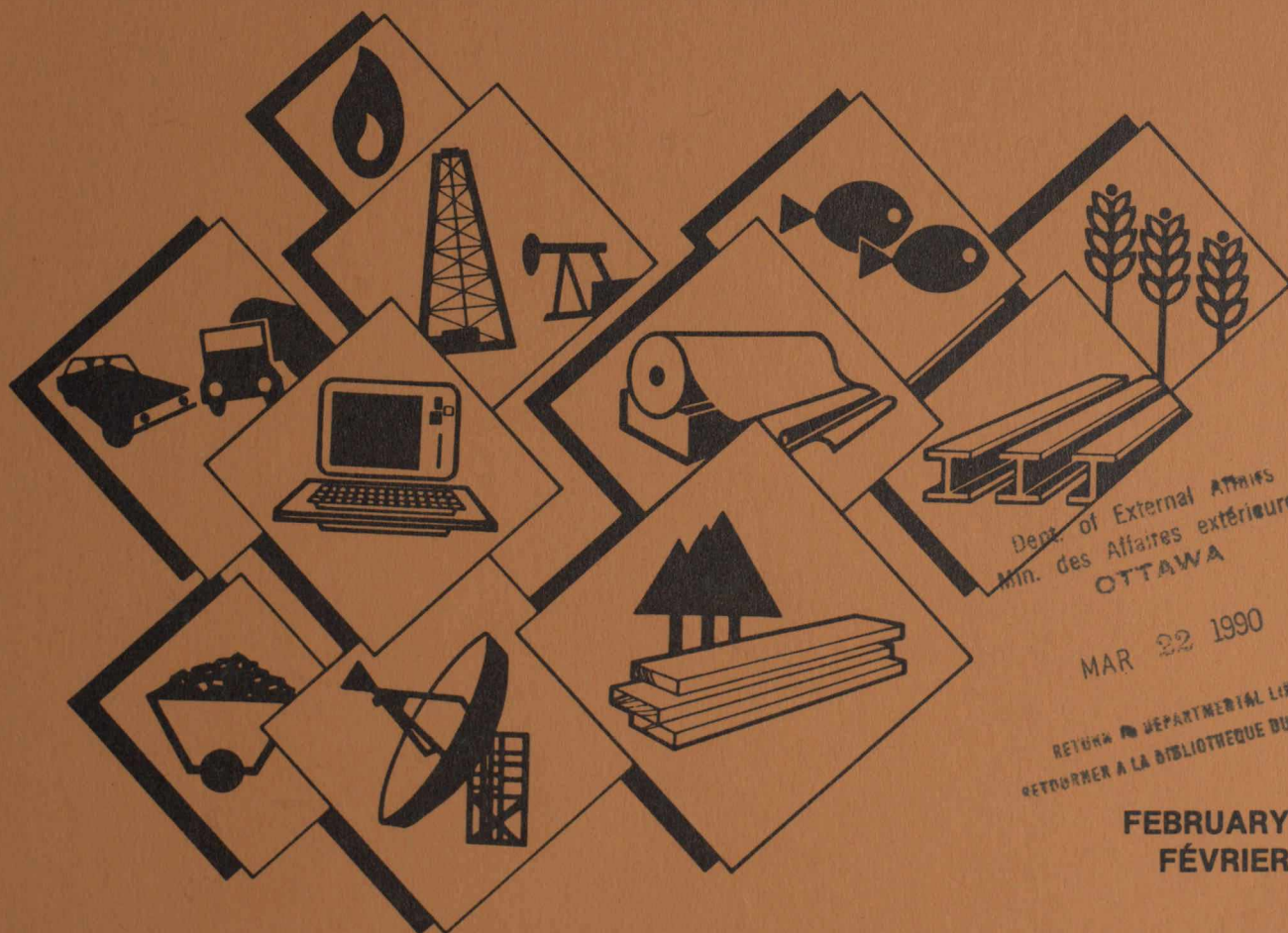
QUARTERLY ACTIVITY REPORT RAPPORT TRIMESTRIEL DES ACTIVITÉS

EUROPE

JULY - SEPTEMBER 1989
(2nd QUARTER FY 1989-90)

JUILLET - SEPTEMBRE 1989
(2^e TRIMESTRE, AF 1989-90)

NON - CIRCULATING /
CONSULTER SUR PLACE



Dept. of External Affairs
Min. des Affaires extérieures
OTTAWA

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FEBRUARY 1990
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EUROPE

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 Asia Pacific, 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 Asie et Pacifique, 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.

STOCKHOLM

VIENNA

WARSAW

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43.247-427

EUROPE

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

POST :401-ANKARA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
TURKEY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINAL NEGOTIATIONS OF LLAD CONTRACT
CONTRACT AWARD TO CDN SUPPLIER

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

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

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

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

215T SELECTION OF ADATS

SYSTEMS; HELP CDN FIRMS KNOW TURKISH MILITARY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

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 :401-ANKARA

007-POWER & ENERGY EQUIP. & SERV.
TURKEY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

CONCLUSION OF FUNDING ARRANGEMENTS FOR LAMAS RIVER PROJECT
CONTRACT SIGNING

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

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

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

THERMAL

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

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

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

NUCLEAR

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

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

TRANSMISSION

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

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

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

PROGRAM

TURKEY, ESPECIALLY IN GAP REGION

IN POWER DEVELOPMENT

THERMAL POWER PLANT REHABILITATION PROGRAM.

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

CESS FOR TURKISH POWER LINE CONSTRUCTION PROJECTS.

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POST :401-ANKARA

007-POWER & ENERGY EQUIP. & SERV.
TURKEY

TRACKING: - ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

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 :401-ANKARA

011-OIL & GAS EQUIPMENT, SERVICES
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

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

SECTOR. INCREASE AWARENESS OF NEW OPPORTUNITIES.

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

OIL EXTRACTION. FOLLOW-UP EQUIPMENT CONTRACTS.

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

TECH APPLICATIONS. SUB-CONTRACTS FOR CDN MANUFACTURED EQPT.

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

IN IRAN/TURKEY PIPELINE & IN SEVERAL NATURAL GAS CONVERSION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 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 :401-ANKARA

005-ADVANCED TECH. PROD. & SERV
TURKEY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INCOMING INFORMATICS AND COMMUNICATIONS TECHNOLOGY MISSION
INCREASED AWARENESS OF CDN CAPABILITY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :401-ANKARA

Arrival of two new Canada-based trade commissioners.

Intensive planning has begun for Quebec Mission to Turkey
January 1990.

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

PACKAGES

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

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 :402-ATHENS

009-FOREST PRODUCTS,EQUIP,SERVICES
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

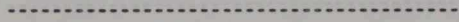
FOLLOW UP ON TIMBER FRAME CONSTR SEM & GET LOC DEV TO BUILD
PUBLISH IN GREEK OF TFC TECHNIQUES & DESIGN SPECS AS REQUES-

TED BY LOCAL ARCHITECTS & ADAPTED TO GREEK NEEDS.

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

\$1 ML SALES IN NEXT 3 YEARS

ESTABLISH CONSIGNMENT PLYWOOD STOCKS IN PIRAEUS
ESTABLISH INITIAL SALES



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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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 :402-ATHENS

005-ADVANCED TECH. PROD. & SERV
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

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

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

SATELLITE TV
INCLUSION OF CDN COS IN SUPPLY OF EQUIPMENT

DATA PROCESSING
INCLUSION OF CDN COS IN SUPPLY OF EQUIPMENT

INFORMATICS
INCLUSION OF CDN COS IN SUPPLY OF EQUIPMENT

ALL SUB-SECTORS

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

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

SWITCHING EQUIPMENT

CHING EQUIPMENT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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 :402-ATHENS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

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

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

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

AEROSPACE

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

1). OA bought ATR42 a/c.
VIP a/c pending new govt. Post is minotoring.
2.)Athens Metro pending election. GM awarded ten
locos contract signature pending. No Cdn bid on
rails. Post in contact with OSE/RR repair shop.

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

Olympic Airways decided to buy ATR42 aircraft.
Decision re VIP aircraft pending and will depend
on new government. Post is monitoring to
establish favourable time for demo. Standstill
till after Nov5 elections.

QUARTER: 3 -----

QUARTER: 4 -----

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

009-FOREST PRODUCTS,EQUIP,SERVICES
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

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

ARRANGEMENTS.

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
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POST :474-BELGRADE

017-OTHER SERVICES
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

001-AGRI & FOOD PRODUCTS & SERVICE
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

FOOD HANDLING, PROCESSING EQUIP

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

PROCESSING EQUIPMENT.

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

POTENTIAL

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 :474-BELGRADE

011-OIL & GAS EQUIPMENT,SERVICES
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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POST :474-BELGRADE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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POST :474-BELGRADE

010-MINE,METAL,MINERAL PROD & SRV
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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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 :474-BELGRADE

009-FOREST PRODUCTS,EQUIP,SERVICES
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - To monitor new Swiss telecommunications law.
National Stand at International TV Exposition
and Technical Exhibition, Montreal, June 17-22,
1989.

Swiss participated in TVI June 22, 1989. She
did not participate due to decision to provide
resources to Cdn... (illegible) ...
... (illegible) ...
... (illegible) ...

QUARTER: 2 Info. Stand at Invitac, 5-8 Sept, 89, and at
Swiss Computer Fair in German speaking region
of Switzerland.

Swiss did not participate due to decision to
provide resources to Cdn. 89-17000. However
party visited Invitac. No Cdn participated.
Decision taken to participate in Swiss Invitac,
Sept, Sept. 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 :474-BELGRADE

Visit of SSEA to Belgrade Non-Aligned Summit created spin-off work for Commercial section ie.briefings,hospitality Honorary Consul in Zagreb officially appointed;commercial briefings,training,reception to introduce him to business community.

Back-to-back major annual trade shows in Zagreb and Plovdiv with official stands and Cdn. company sub-exhibitors

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 :409-BERNE

005-ADVANCED TECH. PROD. & SERV
SWITZERLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

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

SWITZERLAND

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

CHANGES & DEREGULATIONS

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

COMPUTERS HARD/SOFTWARE & COMP

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

10 HIGH VOLUME BUYERS

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

MATERIAL FOR WIN PROGR.

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

25 DISTRIBUTORS)

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

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 :409-BERNE

013-CONSUMER PRODUCTS & SERVICES
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

APPAREL (CLOTH, FUR, SHOES) TEXT

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

GOODS

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

CAPABILITY IN FUR SECTOR (DISTRIBUTE TO 250 BUYERS)

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

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

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

LEISURE PROD. TOOLS HARDWARE

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

EXPORTERS

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

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

009-FOREST PRODUCTS,EQUIP,SERVICES
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

TO ENTER MARKET AND WHO TO DEAL WITH

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

TO ENTER THE MARKET AND WHO TO DEAL WITH

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2

- Visit to Forestry Fair, Lucerne.
- Support claims for customs-reclassifications by key wood importers.
- Visits to three wood importers.

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 :409-BERNE

002-FISHERIES,SEA PRODUCTS & SERV.
SWITZERLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

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

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

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

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

PRODUCERS

PROCESSED FISH & SHELLFISH

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

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

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

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

AND PRODUCERS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :409-BERNE

-EXTOTT/RWT requested up-date of GATT customs tariff data-
base and non-tariff-barriers for 41 tariff item numbers.

-No commercial counsellor for 1 month.

-First Secretary moved SQ's

-National stand at ITU COM 89, Geneva 3-8 Oct. 89. Invita-
tions & questionnaires sent to Swiss telecommunication cos.

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 :423-BONN

004-DEFENCE PROGRAMS, PRODUCTS, SERV
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OTHER DEFENSE PROD & SERV.

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

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

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

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

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

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

MARINE

PRESENTATION ON NFR 90 FRIGATE PROGRAM
MARKET IDENTIFICATION.

HITEC 90
SUPPLIER IDENTIFICATION.

NAVAL INDUSTRY LIAISON
MARKET IDENTIFICATION.

ALL SUB-SECTORS

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

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

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

NATO FRIGATE PROGRAM
EXPORT OPPORTUNITIES.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :423-BONN

004-DEFENCE PROGRAMS, PRODUCTS, SERV
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

NEW ATTACK HELICOPTER
SIMULATOR OPPORTUNITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

Followed up with FRG authorities to identify
outstanding issues.

QUARTER: 3 -----

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 :423-BONN

001-AGRI & FOOD PRODUCTS & SERVICE
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

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

AGRICULTURE SECTOR.

MEAT (HORMONES, THIRD COUNTRY DIRECTIVE)

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

WINE (SUBSIDIES ON GRAPES) PROCESSING

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

INCREASE ACCESS TO EC FOR CDN AGRICULTURAL PRODUCTS.

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 :423-BONN

013-CONSUMER PRODUCTS & SERVICES
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CULTURE INDUSTRIES

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

EXPANSION CONTACTS W/GERMAN PUBLISHERS & AGENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :423-BONN

005-ADVANCED TECH. PROD. & SERV
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :423-BONN

002-FISHERIES,SEA PRODUCTS & SERV.
GERMANY WEST

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:

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 :423-BONN

Hosted visit of Niagara Falls delegation

Matched up German dowel maker AMCO with Ontario firm

Prepared Canada partner search visit for clothing designer
AXIOM

Provided list of contacts for partner search visit of
venison processor HEISTER

Provided range of contacts in Vancouver for car customizer
IRMSCHER

Assisted with referrals for Nova Scotia holiday resort of
HESSENAUER

Completed 300 computer profiles of German companies in
Canada

Provided editorial input and guidance for Price Waterhouse's
new investment guide

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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 :414-BRUSSELS

009-FOREST PRODUCTS,EQUIP,SERVICES
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

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

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

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

IF FUNDING AVAIL, PURSUE RECOMMENDED DEMO HOUSING PROJECT

DING PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :414-BRUSSELS

005-ADVANCED TECH. PROD. & SERV
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Visite Bureau '89
Visite Mtorex

Nombre de contacts Bureau '89
Promotion pour produits canadiens

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :414-BRUSSELS

014-EDUCATION,MEDICAL,HEALTH PROD
BELGIUM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

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

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

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

HOSP. & MEDICAL EQUIP,INSTRUM.

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

GATHER INFO ON PRINCIPLE COMPETITIONS IN BELGIAN MARKET
DETERMINE MARKET CHARACTERISTICS

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

REPRESENTATIVES OR ANY CANADIAN MISSION MEMBERS

TO CONSIDER CDN BUSINESS PROP IN BIOTHECHNOLOGY/DIAGNOSTICS

TRIBUTION ARRANGEMENTS OR OTHER FORMS SUCH AS TECHN EXCHANGE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Suivi normal des dossiers

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 :414-BRUSSELS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
BELGIUM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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 :414-BRUSSELS

Wil report

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CLASSIFICATION: 1
CLASSIFICATION: 2

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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 :476-BUCHAREST

007-POWER & ENERGY EQUIP. & SERV.
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

WATER SUPPLY

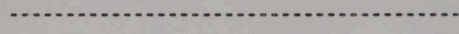
OCI EXPORT PROMOTION FOR CERNAVODA UNITS 3,4 AND 5 ADDITIONAL SALES OF NUCLEAR EQUIPMENT/COMPONENTS SERVICES &

MFG TECHNOLOGY TRANSFER

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

SERVICES SALES TO ROMANIA

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



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

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 :476-BUCHAREST

010-MINE,METAL,MINERAL PROD & SRV
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

COAL

TRIAL ORDERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

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 :476-BUCHAREST

001-AGRI & FOOD PRODUCTS & SERVICE
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

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

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

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

PRELIMINARY PAPERWORK

AND POSSIBLE FUTURE SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

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

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POST :476-BUCHAREST

011-OIL & GAS EQUIPMENT,SERVICES
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

END-USERS

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

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

ENHANCED OIL RECOVERY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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 :476-BUCHAREST

012-CHEM PROD & PETROCHEM,EQP,SERV
ROMANIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

CHEMICALS/PETROCHEMICAL PRODUCTS

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 :476-BUCHAREST

009-FOREST PRODUCTS,EQUIP,SERVICES
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

SUPPORT AS APPROPRIATE FOR CDN SUPPLIERS OF PULP
SPOT SALES

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing contact with Rom importers of cord pulp

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :476-BUCHAREST

Preparing for Octavian Bonea CO tour.

WIN Export System implemented at post.

Commercial Counsellor responsible for post's admin in
the absence of admin officer-July 89
Report on Romania' Draft Five Year Plan , 1991 - 1995.

Preparatory work for technical workshop PERMATRACK

Commercial Counsellor Charge Aug 21 - 25 incl

Detailed planning for Cdn participation in Bucharest
International Fair Oct89

Assistance to Agriculture Canada to obtain in due time

Agri-Food Inspection System Information Outline.

Preparatory work for Canad-Romania Economic Council Oct89

Preparatory work for Dr Flipot/AGRIC CDA's visit end/Sep89

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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 :473-BUDAPEST

007-POWER & ENERGY EQUIP. & SERV.
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

MVMT TO PROVIDE MANAGEMENT SYSTEMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support AECL in their marketing of Slow Poke

AECL team visited Hungary for bilateral discus-
sions.

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

Canadian firm signed memorandum of understanding
with Budapest Gas Works

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :473-BUDAPEST

001-AGRI & FOOD PRODUCTS & SERVICE
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support AGDEVCO in their marketing efforts.

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

QUARTER: 2 Support Agdevco in their marketing efforts

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

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :473-BUDAPEST

011-OIL & GAS EQUIPMENT,SERVICES
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS.

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

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

CONNECTIONS HERE WILL ENABLE CDN MFRS TO COMPETE MORE EFFECT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promotion of Canadian Oil and Gas Equipment

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

QUARTER: 2 Promotion of Canadian oil and gas equipment

Oil and Gas Seminar was organized for Alberta
Mission

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 :473-BUDAPEST

005-ADVANCED TECH. PROD. & SERV
HUNGARY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Northern Telecom to open an office in Budapest.

QUARTER: 2 -----

QUARTER: 3 -----

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 :435-COPENHAGEN

005-ADVANCED TECH. PROD. & SERV
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

ASSIST CDM COS IN CONSOLIDATING BUSINESS
MAINTAIN PRESENT BUSINESS VOLUME

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

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 :435-COPENHAGEN

002-FISHERIES,SEA PRODUCTS & SERV.
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

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

MARKET CONDITIONS

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - World Fishing Exhibition

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

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

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

QUARTER: 3 -----

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 :435-COPENHAGEN

004-DEFENCE PROGRAMS, PRODUCTS, SERV
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

CE BUDGET SQUEEZE

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

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 :435-COPENHAGEN

001-AGRI & FOOD PRODUCTS & SERVICE
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

DUE TO VET. REG.S

CONT TO INTROD & ASSIST GREENLAND BUYERS IN SOURCING IN CDA
IF TRANSPORTATION LINKS MAINTAINED OR EXPANDED EXPECT TO

DOUBLE PRES.CDN SALE

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

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

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

OF MARKET.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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 :435-COPENHAGEN

Departure of Kathryn Hewlett-Jobes 26 July, arrival of John
M. Grantham 29 July.

Visit of the Hon. Monte Kwinter, August 13, 14.

Canada Days in Greenland, Sept. 29 - Oct. 2 inclusive.

Prepared report on Danish Government financing of Ag. Food
Processing R and D 90/93.

Preparation of Nordic Initiatives Mission Oct. 89 incorpora-
ting additional sectors in addition to Advanced Tech.

Preparing programs for approx. 10 companies participating in
ISTCTRNT0 Environmental Mission, November.

Preparation of Ontario Pork Producers Mission.

Investigating market potential for approx. 35 Ontario cos.,
possible participants in Ont. Trade Mission (horizontal)Nov.

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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 :436-DUBLIN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

REGULAR FOLLOW UP WITH AER LINGUS
OVERCOME FOKKER COMPETITION

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

REGULAR FOLLOW UP WITH RYANAIR
PURCHASE OF DASH 8.

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

FLIGHT DEMONSTRATION
CONFIRMED OR NEW ORDERS

EXPLORE LOCAL CONTENT ASPECT
UNKNOWN

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

LIAISON WITH BACKERS OF DUBLIN STOLPORT
LONG TERM POSSIBILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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 :436-DUBLIN

005-ADVANCED TECH. PROD. & SERV
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

EXAMINE SCOPE FOR TECHNOLOGY TRANSFER
JOINT VENTURES AND/OR LICENSING

REGULAR CONTACT WITH CANADIAN SUBSIDIARIES BRANCH PLANTS
INCREASED IMPORTS OF COMPONENTS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

A memorandum of understanding is under
consideration for remote sensing - Geographic
Information Systems.

New contacts being established in both
hardware/software.

QUARTER: 3 -----

QUARTER: 4 -----

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 :436-DUBLIN

001-AGRI & FOOD PRODUCTS & SERVICE
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

EXPLORE EMBRYO TRANSFER MARKET
NEW MARKET SEGMENT

LIAISE WITH DEPT OF AGRICULTURE RE ANIMAL HEALTH
MARKET ACCESS

ASSIST AGENT AT TRADE SHOWS AND RELATED EVENTS
IMPROVED EXPOSURE

EXPLORE MARKET FOR POULTRY STOCK

MISSION TO ONTARIO AND/OR BRITISH COLUMBIA
INCREASED SEMEN ORDERS

SEMI & PROCESSED FOOD & DRINK

FOLLOW UP ON SIAL FROZEN FOOD SEMINAR
EXCHANGE OF TECHNOLOGY

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

MAINTAIN LINKS WITH AGENTS AND BUYERS
NEW ORDERS

REPORT ON 1992 RE FOOD PRODUCTS
INCREASED AWARENESS

FOOD HANDLING,PROCESSING EQUIP

APPROACH MAJOR PROCESSORS
INCREASED AWARENESS

LINK UP WITH IRISH PARTICIPANTS AT SIAL SEMINAR
INCREASED AWARENESS

SPECIAL PROJECT/POULTRY
EQUIPMENT/TURKEY SALE

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 :436-DUBLIN

001-AGRI & FOOD PRODUCTS & SERVICE
IRELAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 Follow up on SIAL '88.
Assess possibilities in embryo transfer.
- QUARTER: 2 Meet with key food importers.
Liaise with local processors re co-operation possibilities.
Promote Canadian participation at Anuga.
- QUARTER: 3 -----
- QUARTER: 4 -----

- Contact maintained with key Irish processors.
Irish interests examining Cdn green products.
Quantity of Cdn wine en route to Irish buyer.
Embryo buyers visited sources in Alta and Ont.
- Launch of Loblaws "green" products in the Quinnsnorth chain. Good publicity for Canada.
Interest in co-operation is still evident.

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 :436-DUBLIN

Reports, approaches and consultations etc in connection
with the Pinewood Nematode.

Ongoing discussions with Irish Air Corps re aircraft,
radar and special software.

Meetings with Irish Government officials concerning
peas/beans, NAFO, meat plants.

Prepare for Alberta Recycling Mission.

Meetings and approaches in relation to Globe 90.

Arrange seminar for Med-Eng Systems Inc at Ordnance
Corps of Irish Army.

Launch of Loblaws range of "green" products at Quinnsworth
supermarkets.

Assess Irish peat harvesting technique on behalf of Fafard
& Fafard of Qubec.

Arrange itinerary for representative from IVI/SNC Defence.

Arrange (licensing) itinerary for representative from
Custom Fabricators & Machinists, New Brunswick.

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 :424-DUSSELDORF

016-INDUSTRIAL MACHIN,PLANTS,SERV.
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT,EQP.

MEET WITH INDUSTRY IN TERRITORY
BETTER AWARENESS OF CDN CAPABILITIES

MEET WITH CDN MANUFACTURERS
POINT OUT OPPORTUNITIES IN TERRITORY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :424-DUSSELDORF

009-FOREST PRODUCTS,EQUIP,SERVICES
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

INVESTIGATE MKT OPP FOR CDN STAIRCASE COMPONENTS RERS
SAMPLE ORDERS FROM LARGE SCALE STAIRCASE SYSTEM MANUFACTU-

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

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

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

PULP AND PAPER PRODUCTS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing support of Canadian forest products
exports.

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :424-DUSSELDORF

013-CONSUMER PRODUCTS & SERVICES
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

CONTINUE EFFORTS IN MKTG TOOLS & HARDWARE
INCREASE MARKET SHARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

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 :424-DUSSELDORF

002-FISHERIES,SEA PRODUCTS & SERV.
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Arrange appointments for the companies in food software division to Netherlands. Contact individual distributors to identify possible partners.

QUARTER: 2 Prepare distribution report on Netherlands market for computer hard and software. Informal meeting of representatives of Netherlands computer hardware/software companies.

QUARTER: 3 -----

QUARTER: 4 -----

Co-ordinated efforts through the Mission Software Division. One Dutch distributor established in order. At least four distributor agreements anticipated. Arranged visits in order for Alberta FFI mission.

Information established and currently being disseminated. Project delayed pending resolution of company allowing business agents at Dutch hardware and software companies and distribution.

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :424-DUSSELDORF

001-AGRI & FOOD PRODUCTS & SERVICE
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

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

IDENTIFY NEW CHANNELS OF DISTRIBUTION
INCREASE SALES BY 10%

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

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 :415-HAGUE, THE

005-ADVANCED TECH. PROD. & SERV
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

PRODUCTS.

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

AND QUALITY PRODUCTS.

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

PRODUCTS.

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

PRODUCTS.

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

PRODUCTS.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

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 :415-HAGUE, THE

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

THUS INCREASE CDN MARKET SHARE

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

THAN WAS PREVIOUSLY THE CASE

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

LEADING TO GREATER OPPORTUNITIES TO BID ON DUTCH REQUIREMENT

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

CHANCES FOR SUCCESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

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 :415-HAGUE, THE

009-FOREST PRODUCTS,EQUIP,SERVICES
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

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

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

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

LIAISE W/KEY LOCAL TRADE PUBLNS: ENCOURAGE COVERAGE OF CDA FOREST PRODUCTS AND KNOW-HOW RE BUILDING SECTOR
ENHANCE CDA'S IMAGE AS ECOLOGICALLY RESPONSIBLE SUPPLIER OF

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Introduce new Canadian exporters to the market.

5 agency agreements signed between Canadian
exporters and Dutch agents.

QUARTER: 3 -----

QUARTER: 4 -----

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 :415-HAGUE, THE

001-AGRI & FOOD PRODUCTS & SERVICE
NETHERLANDS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

INCREASED SALES.

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :415-HAGUE, THE

- Visit of Ontario Minister of Industry, Trade & Technology to Netherlands.
- Visit of President of Investment Canada and President of Conference Board of Canada re ABN Bank seminar.
- Ag Canada poultry slaughtering technical awareness mission to The Netherlands.
- Support for Globe '90 organizers in promoting event in Netherlands.
- Preparations for October Eastern Canada Lumber Mission to Netherlands
- Preparations for unplanned Ontario Environmental Technical awareness mission to Netherlands.
- Support for unplanned mission to Canada by Dutch housing association.

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 :431-HELSINKI

005-ADVANCED TECH. PROD. & SERV
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

BROADCASTING, INC. CABLE TV

CONTINUE REP ON FINNISH TV & CATV IND. TO CDN SUPPLIERS MOVING VERY FAST.
INCREASE CDN FIRMS KNOWLEDGE ON FINNISH MARKET WHICH IS

DEVELOP CONTACT NETWORK BY +637% DURING JAN-SEPT 88.
FIND FURTHER OPPORT FOR CDN FIRMS WHOSE EXP TO FINLAND INCR

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

COMPUTERS HARD/SOFTWARE & COMP

EXPAND POST DATA BASE & UPDATE MARKET REPORT. MORE FIRMS REPRESENTED IN FINLAND.
MORE PRECISE ASSISTANCE TO CANADIAN EXPORTERS.

CONTINUE MAILINGS OF CDN INFORMATICS PUBLIC TO FINNISH IMPOR PRODUCTS.
INCREASED AWARENESS IN FINLAND OF CANADIAN EXPERTISE AND

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

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 :431-HELSINKI

002-FISHERIES,SEA PRODUCTS & SERV.
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

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

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

TO 44.6 TONS IN 1988.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Availability of up to date market information
should increase awareness.

QUARTER: 2 -----

QUARTER: 3 -----

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 :431-HELSINKI

013-CONSUMER PRODUCTS & SERVICES
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

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

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

NEW MKT.

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

OF CDN LABEL BY CONSUMERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

New contacts established for support and
development.

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :431-HELSINKI

Alberta Trade & Development delegation one week visit.

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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 :406-LISBON

002-FISHERIES,SEA PRODUCTS & SERV.
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

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

CLOSER CONTACT WITH LOCAL AUTHORITIES
MAINTAIN ACCESS TO MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 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 :406-LISBON

001-AGRI & FOOD PRODUCTS & SERVICE
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

ONGOING SUPPORT FOR LOCAL AGENTS
CONTINUED EXPORT VALUE GROWTH

SEEDS & SPECIAL CROPS

MARKETING CALLS ON BUYERS
MAINTAIN INTEREST IN CDN PRODUCT

REGULAR MEETINGS WITH LOCAL AUTHORITIES
ENSURE PROMPT ACTION RE DEROGATION

MAINTAIN CLOSE CONTACT WITH PTGSE PHYTOSANITARY REPS
FACILITATE

A BETTER MARKET PENETRATION

PROPOSED INCOMING MISSION
MAINTAIN INTEREST IN CDN PRODUCT

FEED,FERTILIZER & VET PRODUCTS

CONTINUING SUPPORT FOR LOCAL AGENT
MAINTAIN EXPORTS GROWTH RATE

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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 :406-LISBON

005-ADVANCED TECH. PROD. & SERV
PORTUGAL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARKETING CALLS ON POTENTIAL BUYERS
OPEN SALES OPPORTUNITIES

OUTGOING MISSION ON CATV
INCREASED LOCAL AWARENESS ON CDN CAPABILITIES

COMPUTERS HARD/SOFTWARE & COMP

CONTINUING SUPPORT FOR LOCAL AGENTS
MAINTAIN GROWTH RATE IN MARKET SHARE

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

OUTGOING MISSION ON INFORMATICS
INCREASED AWARENESS OF MARKET POTENTIAL

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :406-LISBON

1.Organization of Potatoes Canada/AgricOtt mission to
Portugal, July 89, and participation in program.

2.Organized and accompanied Portuguese Phyto mission to
Canada, July 89.

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 :437-LONDON

009-FOREST PRODUCTS,EQUIP,SERVICES
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

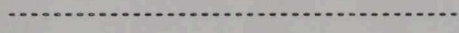
WOOD AND WOOD PRODUCTS

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

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

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

SECTOR PROFILES
POSITION PAPERS FOR CONSULTATION AND ASSESSMENT OF POLICY



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 - series of missions from IWA-union to forestry - All successful in meeting objectives &
to UK and 3 key lumber missions to Canada considerable follow-up now underway.
- continued co-ordination & co-operation of Cdn - considerable studies made. CLA now part of
lumber ind. promotion & technical work on issues BPIP. COFI & BPIP working closely together
- address issues: newsprint quota, dioxins - considerable consultation & publicity underway

QUARTER: 2 a) Monitoring & reporting on Eurocode S/CEN a) CEN issues reported on; briefing meetings
activities. with UK forest trade held.
b) Meet Chairman of large newspaper publishers b) Newsprint issues discussed at senior levels.
on newsprint issue. c) Sector liaison included cement bonded
c) Liaison on sectors other than forest products particleboard, promising new product.

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 :437-LONDON

001-AGRI & FOOD PRODUCTS & SERVICE
UNITED KINGDOM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MEATS & MEAT BY-PRODUCTS

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

UP AT PORTS; FEWER STILL IN 89-90

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

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

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

NEW MARKET FOR INEDIBLE OFFAL

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

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

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

PREPARE ADDITIONAL MARKET PROFILES
STRATEGIC ANALYSIS OF SECTOR

METALS, PRIMARY & FABRICATED

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

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

PREPARE ADDITIONAL MARKET PROFILE
STRATEGIC ANALYSIS AND IDENTIFICATION OF TRADE OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

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

POST :437-LONDON

Visit of Prime Minister Mulroney for address to Canada Club.

Visit of Min Tom Siddon, Fisheries & Oceans

Tourism program given boost by opening of new Air Canada terminal at Heathrow Airport.

Proposed EEC regulation requiring a security deposit for peas & beans necessitated extensive reporting.

Extensive mailouts conducted to financial/investment contacts (Econ Monitor, Fiscal Monitor, Top 1000 Cdn coys, etc) Royal Navy Equpt Exbn; 20 Cdn coys; visit of EXTOTT/TDD/Gibson.

Visit of Min Reid, BC Tourism.

Luggage promotion & exhibition at Canada Hse by Dionite Ltd.

Special market opportunities reports prepared on sporting goods sector and UK boating industry.

Cdn shipt of hazardous waste refused entry at port in Wales.

Reporting/liaison consumed significant post resources.

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :407-MADRID

005-ADVANCED TECH. PROD. & SERV
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REPORT ON NEW TELECOMMUNICATION LAW WHICH HAS BEEN APPROVED
LAW IMPROVES MARKETS FOR ACCESS FOR BROAD RANGE OF CDN

PRODUCTS

ASSIST IMAX CORP TO FOLLOW UP ON LEAD FOR THEATRES
PROSPECTS ARE GOOD FOR THE SALE OF TWO OR THREE THEATRES

ASSIST CDN CO. IN THEIR EFFORTS TO SELL COMMUNICATION EQPT.
SALES OF SEVERAL MILLION DOLLARS

PREPARE ARTICLE-COMPUTER SOFTWARE MARKET IN SPAIN
INTEREST FIVE NEW COMPANIES IN THE SPANISH MARKET

ASSIST SPAR, TELESAT ETC TO PARTICIPATE IN COMM. SATELLITE
CDN PARTICIPATION COULD RESULT IN UP TO \$200 MILLION IN

SALES

DETERMINE OPPORTUNITIES IN STAR RURAL COMMUNICATIONS PROJECT
POSSIBLE CDN PARTICIPATION IN THIS \$300 MILLION PROJECT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Official participation in Informat 89 in
Barcelona
-Business Delegation led by Minister Crosbie
-Ongoing support of Cdn cos.

-Anticipate \$5 million over next 12 months
-Four Cdn CEOs introduced to senior Span officials. Estimate several million dollars sales will result. - Span will be sub-contractor to MATRA for Spanish telecom satellite

QUARTER: 2 -Assist Northern Telecom efforts to establish
market for PABX systems.
-Continued promotion of Remote Sensing Equipment
-EAITC has decided to participate in INFORMAT 90
in Barcelona.

-A Memorandum of Understanding has been signed between local co. Amper and NT.
-DIPIX has made two sales of Aries Analysis Systems. ITRES Research are interested in market.
-Remote preparations began this quarter.

QUARTER: 3 -----

QUARTER: 4 -----

REPT40
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 :407-MADRID

004-DEFENCE PROGRAMS,PRODUCTS,SERV
SPAIN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTACTS WITH MOD PURCHASING DIRECTORATES,ASSOC OF DEFENCE
STIMULATE SPANISH DECISION-MAKERS TO CONSIDER CDW CO. AS

JOINT VENTURE PARTNERS ON NEW MAJOR DEVELOPMENT PROGRAMS.

ASSIST CANADAIR IN ITS EFFORTS TO CONVINCE FOREST PROTECT.
THERE IS POTENTIAL FOR \$100 MILLION SALE

ENCOURAGE SPANISH DEFENCE MANU. ASS. TO TAKE MISSION TO CDA
NEW INDUSTRIAL COOPERATION AGREEMENTS BETWEEN CDW AND

SPANISH CO.

PREPARE NEW MARKET GUIDE/CONTACT LIST FOR DISTRIB. AT HI-TEC
ASSIST 5 CDW COMPANIES TO FIND REPRESENTATION IN SPAIN

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Canadair CL215 marketing supported during Min-
isterial Mission visit by Pres of Canadair
-Officer from post interviewed 50 cos at Hitec
Conference in Ottawa

-Negotiations appear promising for \$200 million
sale
-Many new leads generated. Canada now selling
helicopters to Spain

QUARTER: 2 -Arranged promotional Workshop for EDO Canada
Ltd. re sales of fuel tanks to Spanish Airforce
for F18.

-Appointment of ASSIL S.A. as agent.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :407-MADRID

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COORDINATE MARKETING EFFORTS OF CDN SUPPLIERS OF URBAN TRAN. IT IN BARCELONA.
SUBMISSION OF COMPETITIVE JOINT-VENTURE BID FOR URBAN TRANS-

MARKETING ASSISTANCE TO CAE ON FLIGHT SIMULATORS FOR IBERIA
POSSIBLE SALE OF 3 SIMULATORS

PROMOTE CDN AIRCRAFT & CONSULTING SERVICES & EDC FINANCING
GENERATION OF A NUMBER OF REQUESTS FOR PROPOSALS

DISCUSS IMPORT REQUIRE. IN CONNECTION WITH RAILWAY MODERN.
CDN SUPPLIERS WILL BE ADVISED OF ANY OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Press of UTDC participated in Ministerial Mission
-Assist De Havilland to market DASH 8

-Met with Pres of Catalunya, Mayor of Barcelona and senior transport officers in Madrid. Good sales opportunities in both Barcelona and Madrid
-De Havilland have found client for 2 DASH 8s

QUARTER: 2 -Sale of 10 CL215T Water Bomber and 15 Retrofit Engine Kits by Canadair to ICONA.
-Continued close support of UTDC for Barcelona Metro.
-Support for SEI Ind to promote Bambi Bucket.

-Value:\$C205 million.
-Strong and friendly relations established with local authorities to maximize UTDC chances.
-Sale of sample bucket for fire fighting local company.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :407-MADRID

016-INDUSTRIAL MACHIN,PLANTS,SERV.
SPAIN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP WITH CDTI ON BEHALF OF NRC TECH. TRANSFER OPPORT.
6/8 TECHNOLOGY AGREEMENTS

FOLLOW-UP WITH CANARIES GOV'T RE MONENCO PROP.-POWER PLANT
SHOULD PROJECT GO AHEAD SEVERAL CDN EQUIPMENT SUPPLIERS

SURVEY-I.D. PRODUCTS/SERVICES-WASTE/WATER/POLLUTION EQUIPMT.
INDUCE 8 CDN COMPANIES TO UNDERTAKE NEW MARKETING ACTIVITY

ORGANIZE VISIT TO CDA-IMPORTERS/MUNICIPAL-POLLUTION CONTROL
3/4 JOINT VENTURE AGREEMENTS, TWO CONSULTING SERVICE

WOULD HAVE OPPORTUNITY TO BID SUPPLY MACHINERY.

IN SPAIN

OPPORTUNITIES & 20M IN POTENTIAL SALES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Arrange program for visit by President of AECL

As a result of visit Deputy Director of nuclear division of ENDESA will visit Canada to study AECL technology

QUARTER: 2 -Assisted AECL in its efforts to convince ENDESA to use CANDU technology.
-Barcelona and Madrid reported on potential of Environmental Industry.

-Feasibility study signed between ENDESA/AECL.
-EITC has approved info booth for Water/Waste Water in Barcelona April 90, Mission to Globe 90 in Vancouver.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :407-MADRID

002-FISHERIES,SEA PRODUCTS & SERV.
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

CONTACTS WITH SPANISH IMPORTERS, PROVIDING PRODUCT INFORM.
TRADE LINKS WILL BE IMPROVED STEADILY

ORGANIZE RETURN VISIT BY NWFLD DELEGATION TO BASQUE FISHING
PRODUCT SALES, MARKETING AND INDUSTRIAL COOPERATION IN

ARTICLE ON FISH MARKET IN SPAIN - FOR CDN INDUSTRIES
ENCOURAGE CDN SUPPLIERS TO TAKE A MORE ACTIVE INTEREST IN

CONTACTS WITH SPANISH FISHING CO. INTERESTED IN CDN FISHERIES
IMPROVE ACCESS TO SPANISH MARKET AND THIRD COUNTRY MARKETS

ORGANIZED INCOMING SPANISH VETERINARY MISSION TO CANADA
CONTINUED ACCESS FOR CDN BREEDING STOCK

MARKET RESEARCH-CDN FEED PEAS AND FORAGE
DETERMINATION OF WHETHER MARKET EXISTS.

AGREEMENTS

SPANISH MARKET

TRADITIONALLY SERVICED BY SPANISH COMPANIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Pres of FPI accompanied Min Crosbie on Mission
-Proposed Cdn participation in limentaria 90 in
Barcelona - Spain's largest food show

FPI introduced to one of Spain's largest fishing
cos and major importers. Sales and JV prospects
are promising
-Proposal accepted

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :407-MADRID

Four Spanish economic journalists visit to Canada.

Follow-up in connection World Energy Conference in Montreal
(Sept89)

All officers in Madrid/Barcelona engaged in elaboration of
sector strategies for the next two years & in Seville EXPO92

Possible visit of Minister for Fisheries and Oceans in
connection with NAFO.

Visit of Regional Win Export Manager to repair Win Export
Programme.

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :404-MILAN

009-FOREST PRODUCTS,EQUIP,SERVICES
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

UPDATE FIVE YR "STRATEGIC MARKETING APPROACH" SUBMITTED - 87
UPDATE AND AGREEMENTS ON ACTION PLAN/OBJECTIVES

ELABORATION & DEF'N OF INFORMAL SELLER/BUYER ADVISORY COMM.
MORE COORDINATED MARKETING APPROACH

HOLD TWO/THREE CONFERENCES/WORKSHOPS IN MAJOR CITIES
DISSEMINATION OF TECHNICAL INFO AND INCREASED AWARENESS OF

I.D. NEW/RENEW PERSONAL CONTACTS AMONG MAJOR LUMBER DISTRIB.
ESTABLISH NEW DISTRIBUTORSHIPS AND EXPAND SALES OF LUMBER &

INVESTIGATE ITALIAN IMPORT MARKET - CDN SUPPLY CAPABILITIES
I.D. 2/3 SPECIFIC NICHES AND CDN SUPPLIERS FOR PAPER

OUR SUPPLY POTENTIAL

PLYWOOD

PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 a) Support and assist organizing a construction Lumber mission to Italy.
- b) Forest products Eqpt/Services reports outlining potential tech acquisitions for Cda.
- c) Visit Triveneto and SAIE 2 trade fairs.

- QUARTER: 2 - Initiated calls and,generally, intelligence gathering exercise on woodworking machinery sector
- Also initiated information gathering on advanced building materials sector

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- a) Prom.local lumber trade & Cdn sources.Favourable support for Mission in Nov-Dec 89.
- c) Data collection effected on woodwork in m/cs and advanced Mtl. reports to be released on time
- c) Made 20 new contacts.Reports on show released
- Now in a position to initiate drafting of sectoral report focussing on industrial coop. opportunities
- First step done on preparation of sectoral report

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :404-MILAN

001-AGRI & FOOD PRODUCTS & SERVICE
ITALY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

- MAINTAIN & DEV. NEW CONTACTS WITH INDEPENDENT AGENTS
- I.D. 5/6 INCREMENTAL AGENCIES SUITABLE TO REP. CDN SUPPLIERS
- REPORT ON ANY MARKET ACCESS/PREFERENCE CHANGES & NEW TRENDS
- IMPROVE CDN AWARENESS AND UNDERSTANDING OF ITALIAN FOOD

MARKET

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1
- a) Follow up on contacts established at Cdn participation in Fieragricola-March 89.
 - b) Plan for next year's participation in Fieragricola.
 - c) Support/assist incom.Potato Mission Fall 89

- a) 25 contacts followed.Relevant documentn sent to 30 Cdn suppliers.Report on fair released.
- b) Contacts made with relevant auth. & 10 Cdn potential exhibitors.
- c) Tentative prog.prepared re visits to N.B./PEI

- QUARTER: 2
- Initiate arrangements with FIERAGRICOLA organizers for 1990 official participation
 - Coordinate with Potatoes Canada arrangements for Italian seed potatoes technical mission to Eastern Canada

- Space reserved; dialogue open; all in order
- Full program organized; mission departed as planned

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :404-MILAN

002-FISHERIES,SEA PRODUCTS & SERV.
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UPDATE REPORT ON FROZEN SALMON MARKET INCL. PREFERR. SPECIES MARKET
IMPROVE CDN UNDERSTANDING OF SOMETIMES CHANGING ITALIAN

MAINTAIN & IMPROVE POST'S CONTACTS WITH CDN SUPPLIERS
I.D. NEW SUPPLIERS AND LOCAL IMPORTERS/DISTRIBUTORS FOR SAME

FORWARD PERIODIC REPORTS TO ITALIAN IMPORTERS/DISTRIBUTORS
FACILITATE ADVANCED PROCUREMENT PROCEDURES COMMON IN ITALY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) Support & assist incoming buyers' mission.
b) Participate in Ancona Fishery Fair May 89.

a) Proposal submitted to E.A.
b) Report on Fair complete with list of new contacts, fishery eqpt. and fish products.

QUARTER: 2 - Visit Ancona Fishing Eqpt. Fair and organizers
- Initiate contacts with Itl fish buyers to set stage for 1990 fishery mission to Canada

- Several new contacts established and others re-visited
- Allowed to reconfirm appropriateness and interest in fish buyers mission

QUARTER: 3 -----

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 :404-MILAN

014-EDUCATION,MEDICAL,HEALTH PROD
ITALY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

UNDERTAKE MARKET ANALYSIS OF BIOTECHNOLOGY SECTOR
DETERMINE NATURE/SIZE OF MARKET AND IDENTIFY AREAS OF SALES

INITIATE CONTACTS WITH POTENTIAL INTERMEDIARIES
IDENTIFY 5 TO 10 SOLID POTENTIAL AGENTS/DISTRIBUTORS

POTENTIAL

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) Undertake review and analysis of health care market to determine actual potential for Cdn exporters & j.v. activities.

a) Visited 2 associations to collect materials and info on sector. Reviewed publications, articles.

QUARTER: 2 - Through contacts visit,initiate list of agents,distributors and other intermediaries in health care
- Undertake preparatory work for market analysis of biotechnology sector

- Through three associations, started meeting with reps, etc. and preparation of their coy profiles
- Preliminary data gathered

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
90/01/24

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

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WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :404-MILAN

1. Outgoing furniture mfrs and designers mission to Milan Furniture Show (30 individuals)
2. Cdn speaker at International Technology Convention,
3. Liaison visit by Ontario's MITT office in Paris whose territory includes Italy
4. Marco Polo Trading House Convention in Milan - 10 Cdn coys - Reception provided
5. Ontario Minister of Mines and delegation (6) visit to marble exhibition - cancelled by visitors at last minute
6. Bergamo Conference: participation/presentation of Cdn Amb to GATT, J. Weekes
7. Semaine Quebec-Italie - Identification et invitation des participants avec Delegation

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 :475-MOSCOW

001-AGRI & FOOD PRODUCTS & SERVICE
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

EMBRYO TRANSFER CONTR & IMPLMNT OF J.V. AGREEM FOR CDN FIRMS
\$2 MILLION

RESOLUTION OF VETERINARY OBSTACLES TO SALES OF YOUNG HEIFERS
\$2 MILLION

HORSE MEAT JOINT VENTURE NEGOTIATIONS WITH ALBERTA FIRM
\$1 MILLION

ASSIST PROV OF ALB IN IMPLM J.V. AGREEM W/GOSAGROPROM
\$2 MILLION

4TH SESSION OF THE MIXED AGRIC COMM IN MOSCOW & ALMA ATA
LONG TERM BUSINESS

INTRO QUE AGRO-IND FIRMS TO SOV MKT, AS FOLLOW-UP TO MIN VIS.
LONG TERM BUSINESS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Participation of 2 cdn livestock prod suppliers
at regional exh in Kiev. - Quebec Dairy Industry
mission to RSFSR. - Visit of Quaker Oats delega-
tion to discuss production of Gatorade in USSR.

QUARTER: 2 Mixed Agricultural Commission, Canada-USSR
Moscow

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Dvlpmnt of regional mkt w/good growth potential.
- 4 Quebec cos completed one-week dairy visit &
signed letters of intent for model dairy farm. -
Visits to Moscow & Kiev concluded by signing of
letters of intent with Kiev beverage plant.

Visit of DPM & Agric. Min. Mazankowski accompa-
nied by 12 Canadian companies active in this
sector.

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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 :475-MOSCOW

011-OIL & GAS EQUIPMENT,SERVICES
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONT'D SUPPORT FOR CDN COS STARTING JOINT VENTURES IN USSR. WITH THE SIGNING OF THE JVS TO DATE, POTENTIAL BUSINESS IS IN THE 100 MILLION RANGE

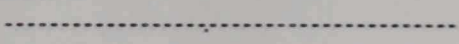
ASSISTING GEN CONTR'S & ENG FIRMS IN FULFILLING COUNTERTRADE THESE COUNTERTRADE ARRANGEMENTS HAVE PERMITTED CANADIAN FIRMS TO WIN \$60 MILLION IN BUSINESS

ASSISTING LARGE CDN OIL/GAS FIRMS IN ESTABL CONTACTS W/MIN OFF-SHORE ENHANCED OIL RECOVERY AND OTHER AREAS EQUAL 50 MILLION

PROVIDING ASSIST TO CDN FIRMS IN CONTRACTING SULPHUR PLANTS \$10 MILLION SALES

COOP W/THE PROV OF ALB IN OIL/GAS MISSIONS TO THE USSR LONG TERM BUSINESS

ASSIST COS SUCH AS GULF CDA,PETROCDA,& OTHERS TO ESTABL CONT LONG TERM BUSINESS



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Planning of pipeline mission from USSR to Ontario and Alberta. Supporting Canadian companies such as Gulf Canada and Dresco. Planning completed for 9 person delegation to travel in October. Post discussed oil and gas equipment in three meetings with Ministry of Oil and Gas.

QUARTER: 3 -----

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 :475-MOSCOW

002-FISHERIES,SEA PRODUCTS & SERV.
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROCESSED FISH & SHELLFISH

NEW FISH PURCHASE COMMITMENT
\$12 MILLION

INTEL GATHERING FOR CDN FISH IND & SUPP ON BILAT FISH RELAT.

LONG TERM RESULTS

ATTEMPT TO DIVERSITY TRADE INTO FISH PROCESS & RELATED EQUIP
\$1 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :475-MOSCOW

005-ADVANCED TECH. PROD. & SERV
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET STUDY ON THIS AREA WILL BE MADE.

LONG TERM BUSINESS

TRY TO INTEREST MAJOR CDN TELECOM CO TO COMPETE IN THIS MKT
LONG TERM BUSINESS

WORKING DIRCETLY W/SMALLER CDN COS TO ESTABLISH DIRECT LINKS
\$10 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :475-MOSCOW

Visit of DPM Mazankowski, September, accompanied by 12
Canadian companies.
Lesdrevmash 89 forestry equipment exhibition, September.

Arrangements for USSR pipeline delegation to Canada.

Arrangements for USSR legal delegation to Canada.

Liaison with USSR Chamber of Commerce on formation of
Canada/USSR Business Council.

Assistance to Winchester Group with exports of Soviet goods
to Canada.

Contacts with Soviet organizations re World Energy Congress,
Montreal, September.

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 :427-MUNICH

008-TRANSPORT SYS,EQUIP,COMP,SERV.
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

ASSIST CDM CO TO GAIN TUV APPROV & INTRODUCE PRODUCT. B) SALES T.B.A.
A) TUV APPROVAL

LOBBY VW TO TRANSFER DIE CASTING TO CANADA.
CREATION OF UP TO 500 JOBS IN CANADA. SALES COULD REACH \$50M

ASSIST CDM CO TO PROMOTE BRAZING SYSTEM.
INCREASE SALES. ASSURE POSITION OF FRG MARKET.

I.A.A. SHOW IN FRANKFURT
PROMOTE OEM CANADIAN CAPABILITIES

ORGANIZE AUTO PARTS SALES MISSIONS.
INCREASE CANADIAN SALES IN THE FRG.

PROVIDE GUIDE ON HOW TO ACCESS FRG AUTO MFGRS.
PROVIDE CANADIAN INDUSTRY WITH AN EFFECTIVE TOOL THEY CAN

USE IN APPROACHING & DEALING WITH FRG CAR MFGRS.

THE GERMAN AUTO IND 1992. SUGGESTIONS ON HOW TO APPROACH IT
PROVIDE INFO ON POSSIBLE AFFECT 1992 ON FRG AUTO INDUSTRY.

AEROSPACE

INTROD. OF MICROWAVE LANDING SYST TO FRG AIRPORTS.
OPENING MARKET FOR MICROWAVE LANDING SYSTEMS.

REPORT ON GERMAN AEROSPACE MARKET
INFORMATION ON STRUCTURE OF FRG AEROSPACE MARKET AND POTEN-

TIAL FOR CANADIAN EXPORTERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Participation at the International Automotive
Fair (IAA) Frankfurt
Automotive parts suppliers' sales mission to
OEM's.

First Cdn participation at the IAA. 4 cos succe-
ssfully introduced to the int'l mkt. Each co ma-
de contact w/potential buyers,agents & j-v part-
ners. - Mission called on 5 German automotive
firms, i.e. BMW,Daimler-Benz,Volkswagen-Audi,Opel

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

111

POST :427-MUNICH

005-ADVANCED TECH. PROD. & SERV
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

SUPPORT BCE MOBILE TO FIND SUITABLE JOINT VENTURE.
ESTABLISH BCE MOBILE AS A JOINT VENTURE PARTNER OF GERMAN CO

TO PARTICIPATE IN THE NEW GERM.PRIV.CELLULAR RADIO NETWORK

SUPPORT CDN CO. TO ESTABLISH OFFICE IN FRG
OPENING OF SALES OFFICE IN FRG.

ARRANGE MINI SOLO SHOW TO PRESENT CDN TELECOM CAPABILITIES
INTRODUCTION OF 6 NEW CDN COMPANIES TO FRG MARKET

COMPUTERS HARD/SOFTWARE & COMP

SUPPORT CDN CO. TO ESTABLISH SOFTWARE J.V. WITH NIXDORF.
JOINT VENTURE.

MICROELECTRONIC MISSION TO CEBIT TO SUPPORT DRIE.
INTRODUCTION OF 6 NEW COMPANIES TO POTENTIAL J.V.PARTNERS

SOFTWARE MISSION FROM QUEBEC
INTRODUCTION OF 6 NEW COMPANIES TO FRG MARKET

SUPPORT PROD DEMO OF COMPUTER HARD/SOFTWARE
INTRODUCTION OF NEW CDN PRODUCTS TO FRG MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participate at Paris Air Show
Participate at Interhospital 89

Representatives of 15 Cdn cos briefed on FRG aerospace market. 20 introductions made between FRG & Cdn cos including MBB/Canadair airbus briefing. - Meetings held with representatives of 6 FRG cos. - see also Investment Prom.activity rep

QUARTER: 2 Preparation for participation at Systems'89.
Schweissen und Schneiden.

Eighteen Canadian companies will be present at the fair at our national stand. Met with rep's of 3 Cdn cos at the fair. One of the cos MVS, had asked for assistance in identifying potential j.v.partners or distributors.

QUARTER: 3 -----

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 :427-MUNICH

005-ADVANCED TECH. PROD. & SERV
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

SUPPORT BCE MOBILE TO FIND SUITABLE JOINT VENTURE.
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QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :427-MUNICH

013-CONSUMER PRODUCTS & SERVICES -
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

ORGANIZE BUYERS MISSION TO VISIT C&GA SHOW AND INDUSTRY
NEW BUYING CONNECTIONS AND DRAW BUYERS ATTENTION TO CANADIAN

POTENTIAL

MUERNBERG TOY FAIR: FEDERAL INFO BOOTH
DRAW ATTENTION OF BUYING ORGANIZATION TO CANADIAN CAPABILI-

TIES.

GET TOY FAIR AUTH. TO ACCEPT CDN PRIVATE SECTOR EXHIBITS.
GIVE CANADIAN COMPANIES OPPORTUNITY TO APPROACH EUROPEAN

MARKET

REPORT ON FRG SPORTING GOODS STANDARDS.
GIVE CDN COMPANIES INFO ON THE BEST APPROACH TO THE FRG MAR-

KET FROM A REGULATIONS AND NORMS POINT OF VIEW

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Participation at Ispo (Fall)'89

Fourteen Canadian companies were present at the fair. On-site sales and 12 month projected sales were \$ 380,000 and \$ 24.4mn respectively. Both are significant increases over previous years.

QUARTER: 3 -----

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 :427-MUNICH

- Preparations for visit of N.B. Premier McKenna -unplanned- to be accompanied by ConGen on calls in B-W & Bavaria
- Visit of Ambassador Delworth, accompanied on calls at Hans-Seidel-Stiftung & Max-Planck-Institut by ConGen.
- Assisted province of B.C. w/administrative preparations for opening of Munich office & with arrangements, guests list
- Arranged program and hosted luncheon for B.C. Deputy Minister of Tourism.
- isit of Gov Gen -unplanned- assisted w/security, customs, protocol & accomodations - ConGen rep at arrival & departure
- Preparations for visit of Mayor ore of Montreal - scheduled for 19-20 October
- Participation (presentation of background info on Canada) at AGF Management Investment Seminar.

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

POST :433-OSLO

004-DEFENCE PROGRAMS,PRODUCTS,SERV
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON DEFENCE TRADE MISSION TO NORWAY, NOV/88
NEW AGENCY AGREEMENTS & IDENTIFICATION OF MKT NICHES FOR

MISSION MEMBERS

FOLLOW UP ON RDP MEETING SCHEDULED FOR FALL.
IDENTIFICATION OF NEW MARKET OPPORTUNITIES FOR CDN EXPORTER
CONT CALLS ON DEFENCE-RELATED IMP AGENTS,PRIME CONTRACTERS
INCREASE AWARENESS IN NORWAY OF CDN EXPERTISE.

ENCOURAGE NORWEGIAN MINISTRY OF DEFENCE OFFICIALS TO VIS CAN
INCREASED AWARENESS OF CDN CAPABILITY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Discussions with MOD on November RDP. Also two
military product demonstrations on NBCW and
night vision

Have had to restart efforts on RDP and will
begin to reap benefits in November's meeting
if Canadian companies follow-up

QUARTER: 3 -----

QUARTER: 4 -----

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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 :433-OSLO

011-OIL & GAS EQUIPMENT, SERVICES
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMP CALLS ON LARGEST IMPORTERS & SUPPLIERS
IDENTIFY LIST OF NEW AGENCIES

PROMOTION OF CDN COLD CLIMATE TECHNOLOGY
POSITIONING CDN COMP. FOR FUTURE PROJECTS IN NORTHERN AREA

MONITOR POTENTIAL GAS PIPELINE CONSTRUCTION PROJECTS
INFORM COMP. OF OPPORTUNITIES FOR CO-OPERATION

ASSIST CDN FIRMS IN FINDING APPROP NORWEGIAN PARTNERS
NEW JOINT VENTURES & POSSIBLE NEW OPPORTUNITIES FOR SALE

TO NORWAY

ENCOURAGE NORWAY COMP TO ATTEND OFFSHORE NEWFOUNDLAND 89
6 NORWEGIAN COMP TO ATTEND EXHIBITION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 World Energy Conference in Montreal

Attended by over 150 Norwegians. The Export Council of Norway had national stand exhibiting prominent Norwegian companies in the energy industry including those with offshore oil and gas related products and engineering services

QUARTER: 3 -----

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 :433-OSLO

005-ADVANCED TECH. PROD. & SERV
NORWAY

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

TELECOM, DATACOM, SAT, SPACECOM

FOLLOW-UP WITH NORWEGIAN SPACE AGENCY RE DEVEL RADARSAT PROJ
NORWAY WILL PARTICIPATE IN RADARSAT PROJECT.

DEVELOP CONTACTS WITH ANDYA ROCKET CENTRE.
POSSIBLE CDN PARTICIPATION IN NORWEGIAN SPACE PROGRAMME.

COMPUTERS HARD/SOFTWARE & COMP

FOLLOW-UP ADVANCED TECHNOLOGY MISSION FALL 1988
3-4 AGENCY AGREEMENTS

ATTEND SOFTWARE 90, OSLO, & CAD/CAM FAIR, OSLO 1989
IDENTIFY NEW MARKET POSSIBILITIES

ATTEND MICRODATA, OSLO MAY/89
IDENTIFY NICHES FOR PL EQUIPMENT & SOFTWARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Visit to CAD/CAM 1989 exhibition in Oslo

Established several new contacts with Norwegian firms for potential cooperation with Canadian companies

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :433-OSLO

- Visit of Premier C. Wells, Government of Newfoundland with Minister and Deputy Minister of Energy. Signing of MOU
- Visit of Ontario Minister of Industry, Trade and Technology Hon. Monte Kwinter and delegation
- Visit of Canadian Coast Guard for week of meetings on VTS (Vessel Traffic Service)
- Report on gas pipeline project developments prepared for Novacorp International Consulting Inc.
- Norwegian general election-change in Norwegian Government

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

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POST :410-PARIS

001-AGRI & FOOD PRODUCTS & SERVICE
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

MISE A JOUR CONTINUELLE DES LISTES D'IMPORTATEURS
MEILLEUR CIBLAGE DES CONTACTS PRIORITAIRES

RECHERCHE SUR LE MARCHÉ DE PORCINS REPRODUCTEURS
INCITATION DES EXPORTATEURS CANADIENS

OBTENTION DU CERTIFICAT SANITAIRE POUR LE BISON
VENTES INITIALES

S'OCCUPER DES PROBL.D'ACCES & DES BARRIERES NON-TARIFAIRES
PROTEGER LES DEBOUCHES PRESENTS ET EN OUVRIR D'AUTRES

MISS.FRANCAISE A L'ONT.PORK CONG(AVEC APPUI FIN.DE L'ONT)
INCITATION DE L'INTERET FRANCAIS AUX RACES CANADIENNES

AMELIORATION DE LIAISON AVEC PRODUCT.FRANC.DE REPROD.PORCINS

SEEDS & SPECIAL CROPS

MISE A JOUR CONTINUELLE DES LISTES D'IMPORTATEURS POTENTIELS
MEILLEUR CIBLAGE DES CONTACTS

S'OCCUP.DES PROB.D'ACCES & BARRIERES NON-TARIFAIRES
PROTEGER LES DEBOUCHES PRESENTS ET EN OUVRIR D'AUTRES

SEM.D'AGRIC.CDA EN NOV.1989 SUR LES LEGUMES SECS
MEILLEURE CONNAISSANCE DES IMPORTATEURS CONCERNANT DISPONI-

BILITE ET QUALITE CANADIENNES.

2E CONSUL.A HAUT NIVEAU DES AGENTS S'OCCUP.DES REL.PHYTOSAN.
MEILLEURE GESTION DES PROBLEMES CANADA/FRANCE ET CANADA/CEE

MEATS & MEAT BY-PRODUCTS

MISE A JOUR CONTINUELLE DES LISTES D'IMPORTATEURS POTENTIELS
MEILLEUR CIBLAGE DE NOS CONTACTS PRIORITAIRES

CONCERTATION AVEC AUTRES MISS.EN EUROPE,EXTOTT & AGRICOTT
PLAN POUR SUPPRIMER TAUX DE DOUANE PROHIBITIF (RECLASSIFICA-

TION OU NEGOCIATIONS DANS GATT).

S'OCCUPER DES PROBLEMES D'ACCES ET BARRIERES NON-TARIFAIRES
PROTEGER LES DEBOUCHES PRESENTS ET EN OUVRIR D'AUTRES

REPT4D
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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 :410-PARIS

001-AGRI & FOOD PRODUCTS & SERVICE
FRANCE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MEATS & MEAT BY-PRODUCTS

VIS.AU CDA D'UNE MISS.DE VETERINAIRES S'OCCUP.HYG.SANITAIRE FUTUR.
FACILITATION DE LA RESOLUTION DES PROBLEMES DU COMMERCE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Identification des exportateurs canadiens de bestiaux et de volailles. - Agreement sea usines de transformation de viande canadienne par la France. - Augmenter la visibilite et l'exportation de produits gourmands du Canada.

-Progres realises dans l'elaboration d'une liste des exportateurs de bisons pour repondre a la demande francaise. - Acces du "smoked meat" sur le marche francais. - Avons travaille avec la soc.francaise FAUCHON (prod.alimentaires de luxe

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :410-PARIS

005-ADVANCED TECH. PROD. & SERV
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATA COM, SAT, SPACE COM

RAPP SUR LE MARCH FRAN, Y COMP LES EFF DE L'ACC EUROP. DE 92
AUGMENTATION DE LA PARTICIPATION CANADIENNE AU MARCH FRAN-

CAIS.

SEMINAIRE, HAUTE TECHNOLOGIE
PROMOTION DE NOUVELLES TECHNOLOGIES ET SOCIETES.

VISITE DU DOCOTT A FRANCE TELECOM ET SECTEUR PRIVE.
MEILLEURE INFORMATION SUR LE MARCHÉ & EVENTUELLEMENT AUGMEN-

TATION DE PARTICIPATION CANADIENNE AU MARCHÉ.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Organisation de seminaire et coordination de
rencontres avec les utilisateurs finaux de
CAO/CFAO applique a la construction navale.

-Identification des integrateurs et acheteurs
potentiels - conclusion d'un accord de represen-
tation avec agent local.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

----- 5
----- 4
----- 3
----- 2
----- 1

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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 :410-PARIS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

EQUIPEMENT & SERVICES POUR COMBAT DES INCENDIES.
VENTE AU MINISTERE INTERIEUR (SECURITE CIVILE)

PROJET CASAP (SOUS-MARINS)
ASSURER MEILLEURE PARTICIPATION INDUSTRIELLE CANADIENNE AU

CL-289: APPUI DES EFF. DE CANADAIR POUR VENT. DANS PAYS TIERS.
ACCORD AVEC SOCIETE FRANCAISE POUR VENTE MOYEN ORIENT ET

PROJETS TICCS ET ERYX.
ACCORDS AVEC SOCIETES CANADIENNES ET EXPORTATION TECHNOLOGIE

SUIVI OFFRES FRANCAISES CHARS LECLERC & VEHIC. BLINDE LEGER.
JV ET TRANSFERTS DE TECHNOLOGIE.

MISSION GDA AU CDA POUR EXPLICATIONS PROCEDURES ACHAT.
SOUSSION ACCRUE INDUSTRIE CANADIENNE SUR PROJETS FRANCAIS.

PROJET.

AFRIQUE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Aider INDAL (Apontage d'helicopteres) a s'im-
planter sur le marche francais.
-Marketing du CL-289.

-Avons conduit briefing et organise des reunions
avec l'Administration et des societes francaises
-Negociation d'un accord de mise en marche pour
les pays du Maghreb et M.O.

QUARTER: 2 -----

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 :410-PARIS

005-ADVANCED TECH. PROD. & SERV
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

RAPP SUR LE MARCH FRANC, Y COMP LES EFF DE L'ACC EUROP. DE 92 CAIS.
AUGMENTATION DE LA PARTICIPATION CANADIENNE AU MARCH FRAN-

SEMINAIRE, HAUTE TECHNOLOGIE
PROMOTION DE NOUVELLES TECHNOLOGIES ET SOCIETES.

VISITE DU DOCOTT A FRANCE TELECOM ET SECTEUR PRIVE. TATION DE PARTICIPATION CANADIENNE AU MARCH.
MEILLEURE INFORMATION SUR LE MARCH & EVENTUELLEMENT AUGMEN-

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Organisation de seminaire et coordination de
rencontres avec les utilisateurs finaux de
CAO/CFAO applique a la construction navale.

-Identification des integrateurs et acheteurs
potentiels - conclusion d'un accord de represen-
tation avec agent local.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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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 :410-PARIS

015-CONSTRUCTION INDUSTRY
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :472-PRAGUE

009-FOREST PRODUCTS,EQUIP,SERVICES
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

PRESENT.& SUPPORT OF OFFERS FM KOCKUMS CANCAR INC.FOR FUTURE AND TECHNOL.
KCCI WITH OUR SUPPORT,HAS EXCELLENT PROSPECTS BASED ON PRICE

IDENT.OF CDN JOINT VENTURE PARTNER FOR BURKOVEC PULP & PAPER CSSR
DEPENDS ON WILLINGNESS OF CDN. J.V. PARTNER TO INVEST IN

IDENT.OF OPP FOR PULP & PAPER MILL COMP REL'D TO CSSR UPDAT. EXES, ETC.
POTENTIAL SALES OF CHEM RECOVERY BOILERS, EVAPORATOR COMPL-

PUBLICATION OF ARTICLES & TECH.PHOTOS IN MAGAZINE
WIDER INFORMATION ABOUT CDN. COS.

CONSULTING & OTHER SERVICES

IDENT OF CDN COS INTERESTED IN BUKOVEC PULP & PAPER MILL
POSSIBLE ROLE FOR CONSULTANT AS PART OF CANADIAN CONSORTIUM

CONT.OF LIAISON W/STATE COMM.FOR SCI-TECH DEV.RE POLLUTION
POSSIBLE R & D CONTRACT

IDENT.CDN COS W/EXPERTISE IN FOREST MANAGEMENT,SILVACULTURE AREAS
POTENTIAL CONSULT.OPPORTUNITIES IN HIGH-POLLUTION FOREST

FIND PARTNER FOR JOINT VENTURE IN PRE-FAB HOUSES
CONCLUSION OF A JOINT VENTURE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Calls on several sawmill and pulp and paper
state enterprises,incl. Paskov, Bukosa Vranov
and Piloimpregna.
Support for KCCI in bidding on sawmill projects
, e.g. Polomka, Vrbno,etc.

B.C. Forestry Technology Mission, May 9-13.
Well-attended seminar and overall good reception
by CSSR officials. Introduced two new companies
to market. KCCI concluded spare parts contract
for Zdirec sawmill.

QUARTER: 2 Brno International Engineering Fair - partici-
pation by Kockums CanCar, CE Lumus/Cowan Lavalin
Support for CE Cda re. pursuit of joint venture
with 1st Brno Engineering. Liaison with Tradex
(CE Canada rep) re financing for Bukovec LWC prj

CE Lumus/Cowan Lavalin meetings with West
Bohemian Paper Mills to define Bukovec project.
Advanced negotiations between KCCI and Smrcina
re. Polomka Sawmill project and N. Moravian
Woodworking ent. re. Olomouc Sawmill project.

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

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POST :472-PRAGUE

011-OIL & GAS EQUIPMENT, SERVICES
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

OIL RE-REFINING PROJECT IN KORAMO KOLIN
CONTRACT MIGHT BE CONCLUDED IN 1989

PIPELINE INSPECTION SERVICES AND EQUIPMENT
CONTRACT NEGOTIATIONS ARE UNDER WAY

TRANSIT GAS PIPELINE AUTOMATION
CONTRACT NEGOTIATION WILL BE HELD SOON

PROMOTION OF NEW COMPANIES IN THIS TERRITORY
ANOTHER ALBERTA TRADE MISSION WILL VISIT 11/88.

SEMINAR ON CDN TECHNOLOGIES APPLICABLE IN CZECHOSLOVAKIA(89)
INTRODUCTION OF CANADIAN CAPABILITIES TO WIDER RANGE OF CSSR

EXPERTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Followup mtg. with Ing. Toman of MPP Bratislava
re. visit to Intercan, Edmonton.
Continuing support for Mohawk/PBS/IRGI consortium
on Koramo Kolin used oil re-refining project.

QUARTER: 2 Follow-up with Ing. Ruml of Plynoprojekt re. his
visit to Intercan trade show in Edmonton.
Assistance to IRGI/PBS/Mohawk in preparation of
final offer for Koramo Kolin used oil refining
project.

QUARTER: 3 -----

QUARTER: 4 -----

Visit of Koramo Kolin technical experts to
Mohawk reference facility.
CSR Minister of Industry agreed to visit same in
July

Sales by Farr (hydraulic power tongs) and Dreco
(Kelly cock) following Toman/Ruml attendance at
Intercan.

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

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POST :472-PRAGUE

001-AGRI & FOOD PRODUCTS & SERVICE
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

SIGNING OF EMBRYO-TRANSFER JOINT VENTURE(WESTERN BREEDERS)
WESTERN BREEDERS INT. SHOULD GAIN MKT. SHARE VIA JOINT VENTURE

NEGOTIATION OF PIG BREEDING JOINT VENTURE(AB SWINE BREED ASS
BREEDING OF CDM PIGS IN CSSR WITH THIRD COUNTRY SALES OPPOR-

2ND MEETING OF CDA-CSSR JOINT AGRICULTURAL COMMITTEE(1989)
FURTHER IMPROVEMENT IN TRADE AND TECHNICAL RELATIONS IN AGRICULTURE

AGRICULTURE MACH,EQUIP,TOOLS

CONT.OF DISC.ON JOINT PROD.OF AGRIC.EQPT OR SMALL TRACTORS
IDENTIFICATION OF PARTNERS AND PROD.AS SUBJECTS OF AGREEMENT

2ND MEETING OF CDA-CSSR JOINT AGRICULTURAL WORKING GROUP.
FURTHER DEVELOPMENT OF COMMERCIAL AND TECHN.RELATIONS AS BASIS OF TRADE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Calls on Ministries of Agriculture in CSR & SSR
to investigate opportunities for food processing
eqpt and technology.
Accompany Dr. Ted Mitenko of Alta Genetics on
calls in SSR.

QUARTER: 2 Visit to Slovakia: -Agrokomplex (agricultural
exhibition) at Nitra -International Wine Comp-
etition at Bratislava -call on co-operative farm
to observe DeCloet tobacco harvester in opera-
tion. Research on mkt for food processing mach.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Received important basic information on prior-
ities in food processing.

Mission Hill won a gold and three silver medals
at the International Wine Competition in
Bratislava.

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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 :472-PRAGUE

010-MINE,METAL,MINERAL PROD & SRV
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Monitoring of Stelco Coilbox project (at NHKG
Ostrava)

Stelco completed major part of computer model
for similation of Coilbox installation at NHKG.

QUARTER: 2 Maintained liaison with NHKG Ostrava re. their
interest in Stelco "Coilbox" technology.

No movement on coilbox as Czechoslovaks ponder
massive rationalization of their steel industry.
Stelco has now provided all technical informa-
tion requested by NHKG.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :472-PRAGUE

Brno International Engineering Fair, Sept. 12-20

Canada-CSSR Nuclear Co-operation Agreement negotiations,
July 5-7

During the reporting period, the following activities were conducted:

1. Brno International Engineering Fair, Sept. 12-20

2. Canada-CSSR Nuclear Co-operation Agreement negotiations, July 5-7

3. [Faint text]

4. [Faint text]

5. [Faint text]

6. [Faint text]

7. [Faint text]

8. [Faint text]

[Faint text]

[Faint text]

[Faint text]

[Faint text]

[Faint text]

[Faint text]

[Faint text]

[Faint text]

[Faint text]

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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 :403-ROME

005-ADVANCED TECH. PROD. & SERV
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PURSUE MKT OPPORT FOR ATC INSTRUM & EQPT IN CONJ W/OUTG.MISS
INCREASED TRADE AND INDUSTRIAL CO-OPERATION

UNDERTAKE MARKET SURVEY ENVIRONMENTAL PRODUCTS & SERVICES
IDENTIFICATION MARKET OPPORTUNITIES IN THIS SECTOR

PURSUE MKT OPPORT FOR SPACE & REMOTE SENSING INSTRUM IN CONJ
INCREASED TRADE AND INDUSTRIAL CO-OPERATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :403-ROME

001-AGRI & FOOD PRODUCTS & SERVICE
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

NEED FOR MULTI-YR DEROGATION FM EEC TO EXPORT SEED POTATOES
STABILIZE MARKET PRESENCE AND INTRODUCE NEW VARIETIES

RENOG OF PLANT HEALTH & VET. REQUI IN VIEW OF ONGOING HARMON
MAINTAIN MARKET ACCESS FOR CATTLE, SEMEN, SEEDS, MEAT ETC.

SUPPORT CDN IND MKTG INIT THROUGH REPRES TO CLIENTS & GOVT
INCREASED SALES IN NICHE MARKETS OF GOOD POTENTIAL.

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 :403-ROME

002-FISHERIES,SEA PRODUCTS & SERV.
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

OBTAIN IT GOVT AUTHORITY FOR IMPORT OF OTHER SHELL FISH
EXPORT AUTHORIZATION

CREATE DATA BASE OF LOCAL IMPORTERS/DISTRIBUTORS
MORE RAPID & DIRECT DISTRIBUTION OF OFFERS/INFO TO LOCAL

EXPAND & UPDATE SERIES OF SPECIES/PROD REPORTS & SUMMARY OF
BUILD HIGHER PROFILE FOR ITALY-CDN FISH TRADE IN BOTH COUN-

IMPORTERS

TRIES

SMOKED SALMON PROM,POSS IN CONJ W/OUTGOING MISS OF SMOK.SALM
ESTABLISH 3 OR 4 AGENCY AGREEMENTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :403-ROME

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

FOLLOW UP ON REPRES TO ITALIAN AUTHO RE ACQUIS OF FIRE-FIGHT
SALE OF TWO ADDITIONAL CL-215

MONITOR PROG OF NEGQ FOR CDA-ITALY AIRWORTHINESS CERT AGREEM
REMOVAL OF IMPEDIMENT TO TRADE IN THIS SECTOR

SUPP CDW IND MKTG INIT THROUGH REPRES TO CLIENT & GOVT AUTHO
INCREASE SALES OF COMPLETE AIRCRAFT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :432-STOCKHOLM

005-ADVANCED TECH. PROD. & SERV
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

REPORT ON CELLULAR RADIO MKT IN SWEDEN
BETTER SOURCING OF NICHE PRODUCTS

GENERAL MKT SURVEY ON TELECOMMUNICATIONS
BETTER SOURCING OF NICHE PRODUCTS

REPORT ON ONGOING LIBERALISA'N OF TELECOM SERV & NEW MARKET.
BETTER SOURCING OF NICHE PRODUCTS

BROADCASTING, INC. CABLE TV

PREPARE SHORT REPORT ON MAJOR CABLE TV OPRTERS IN SWEDEN
BETTER TARGETING OF BUYER CONTACTS FOR CDN SUPPLIES

VISIT BY 2-3 MAJOR SWD. CATV OPRTRS TO CANADA
CLOSER COOP. WITH CDN OPRTRS & EQUIPMT. MFRS.

TRADE MISSION TO SWEDEN & SEMINAR CATV OPER & EQUIP MFG.
INCREASED AWARENESS OF CDN CAPABILITY, NEW BUYING CONNECTION

GOOD MKT PROSPECTS.

CDN BOOTH AT SATELLITE 89, STOCKHOLM

COMPUTERS HARD/SOFTWARE & COMP

CONT DEVEL OF AGENCY CONTACTS THROUGH CORP VISITS
10-15 NEW AGENTS OVER THE YEAR.

PREPARE OVERVIEW OF SWED. COMPUTER & SOFTWARE MARKET
BETTER TARGETING OF CDN PRODUCTS POTENTIAL

IDENTIFY BUYEERS & AGENTS VISITNG MAJOR U.S. COMP. SHOWS.
GENERAL PROMOTION OF CDN CAPACITY WITH THE CDN PRESENCE

AT US SHOWS

PROMOTE CDN PARTICIPATION IN MAJOR EUROPEAN COMP. SHOWS.
BETTER AWARENESS OF CDN CAPACITY

NORDIC REMOTE SENSING SEMINARS PROM CDN R&D & TECH ASPECTS
BETTER AWARENESS IN THE R.S. COMMUNITY OF CDN CAPABILITY

IN THIS SECTOR-& TO PROMOTE R.S. WORLD CONF IN CDN SUMMER89

REPORT ON R.S. ACTIVITIES IN THE PRIVATE SECTOR.
BETTER TARGETING OF BUYERS FOR NICHE PROD & TECHNOLOGY

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POST :432-STOCKHOLM

006-??????

SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :432-STOCKHOLM

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONT TO WORK THROUGH DEFENCE RDP COMMITTEE
IDENTIFICATION OF NEW SALES OPPORTUNITIES

SUPPORT MFRS OF ASW EQUIPMENT IN PROCUREMENT PROCESSES.
INCREASED SALES.

SUPPORT MFRS OF ELECT. EQUIP IN MKT DEVELOPMENT.
INCREASED MARKET EXPOSURE

SUPPORT MFG OF BCW EQUIP IN MKT IDENTIFICATION
INCREASED SALES

INVITE HEAD OF SWED DFCE PRCRMT TO CDA FOR OFF. & IND. VSTS.
IMPROVED

PROFILE FOR CDN PRODUCTION CAPABILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support of Canadian Exporters

Present to military procurement of antenna
systems and GPS Systems

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :432-STOCKHOLM

013-CONSUMER PRODUCTS & SERVICES
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

APPAREL (CLOTH, FUR, SHOES) TEXT

OBTAIN INFO ON CDN PARTICIPATION IN FRANKFURT FAIR, W GERMANY
BUYING CONNECTIONS

ENCOURAGE SWED BUYERS TO ATTEND MTL. & FRANKFURT SHOWS.
INCREASED PURCHASES

ENCOURAGE CDN FURRIER VISIT SWED DISPLAY AT POST OCT/NOV89
INCREASED PURCHASES.

JEWELRY & GIFTWARE

IDENTIFY CDN SUPP OF FTBALL, VOLLEY BALL BASEBALL EQUIP MORE
ADDITIONAL BUYING CONNECTIONS

OBTAIN INFIRM ON LOCAL MKT CONDITIONS IN ABOVE SUB-SECTORS
INCREASED SALES VOLUMES

CONTACT SWED BUYING GROUPS, COOP, TO INFORM ON AVAILABILITY
PURCHASES, INCREASED MARKET SHARE

ENCOURAGE CDN & SWED FIRMS TO EXHIBIT PRODUCTS AT DOMESTIC
PURCHASES, INCREASED MARKET SHARE.

CULTURE INDUSTRIES

FOLLOW UP ON CDN PRIZE-WINNING FILM SHOWN LOCALLY

IDENTIFY CDN FILM PRDCRS, ENCOURAGE THEM TO VISIT MKT
INCREASED PURCHASES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Select fur buyer under incoming buyers program
for Montreal Fur Fair (May 1989) and from the
Cdn fair through trade. - Report on Stockholm's
participation at ISPO Fair Munich Feb, 1989.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Incoming buyers purchased 20 coats at Fair. Very
satisfied with new contacts established. -Report
submitted to TTC, with details of interviews and
purchases. Highly successful Swedish purchases
constituted more than 1/3 of total on site sales

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POST :422-VIENNA

005-ADVANCED TECH. PROD. & SERV
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS HARD/SOFTWARE & COMP

CONTINUATION OF CONTACTS WITH MAJOR AUSTRIAN ORG IN THIS SEC
IMPROVED EXPORT POTENTIAL

INTENSIFIED FOLLOW UP WITH INDUSTRY. AND JOINT RESEARCH
INCREASED SALES,EXTENSION OF COOP EFFORTS INCLUDING VENTURES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up activities on Canadian software mission.
World Tech Fair, Vienna, June 18-22, 1989

Follow-up activities resulted in many excellent connections leading to meaningful cooperation. Info booth on subject fair demonstrated considerable interest.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :422-VIENNA

002-FISHERIES,SEA PRODUCTS & SERV.
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROCESSED FISH & SHELLFISH

EXTENSIVE CANVASS OF AUSTRIAN FISH MANUFACTURERS & IMPORTERS
INCREASE AWARENESS ABOUT CANADIAN SUPPLY POTENTIAL AND

CONSEQUENT INCREASE IN SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 1. Review Canadian presence in Austria market

2. Develop relationships with Austrian fish processors

3. Organize promotional activities in Austria

4. Develop promotional materials

5. Organize trade mission to Austria

6. Develop relationships with Austrian fish processors

7. Organize promotional activities in Austria

8. Develop promotional materials

9. Organize trade mission to Austria

10. Develop relationships with Austrian fish processors

11. Organize promotional activities in Austria

12. Develop promotional materials

13. Organize trade mission to Austria

14. Develop relationships with Austrian fish processors

15. Organize promotional activities in Austria

16. Develop promotional materials

17. Organize trade mission to Austria

18. Develop relationships with Austrian fish processors

19. Organize promotional activities in Austria

20. Develop promotional materials

21. Organize trade mission to Austria

22. Develop relationships with Austrian fish processors

23. Organize promotional activities in Austria

24. Develop promotional materials

25. Organize trade mission to Austria

26. Develop relationships with Austrian fish processors

27. Organize promotional activities in Austria

28. Develop promotional materials

29. Organize trade mission to Austria

30. Develop relationships with Austrian fish processors

31. Organize promotional activities in Austria

32. Develop promotional materials

33. Organize trade mission to Austria

34. Develop relationships with Austrian fish processors

35. Organize promotional activities in Austria

36. Develop promotional materials

37. Organize trade mission to Austria

1. Post has maintained continuing contact with

2. General awareness of post has increased in Austria

3. Trade mission to Austria was successful

4. Relationships with Austrian fish processors have improved

5. Promotional materials have been developed

6. Trade mission to Austria was successful

7. Relationships with Austrian fish processors have improved

8. Promotional materials have been developed

9. Trade mission to Austria was successful

10. Relationships with Austrian fish processors have improved

11. Promotional materials have been developed

12. Trade mission to Austria was successful

13. Relationships with Austrian fish processors have improved

14. Promotional materials have been developed

15. Trade mission to Austria was successful

16. Relationships with Austrian fish processors have improved

17. Promotional materials have been developed

18. Trade mission to Austria was successful

19. Relationships with Austrian fish processors have improved

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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 :422-VIENNA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

ASSIST CDN MANUFACTURER(DEHAVILLAND)WITH THEIR SALES EFFORTS
POSSIBLE PURCHASE OF DASH-8 BY AUSTRIAN AIRLINES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 One deHavilland aircraft sold to local carrier.

Efforts continue to secure the sale of second aircraft

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :471-WARSAW

011-OIL & GAS EQUIPMENT,SERVICES
POLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

ASSIST CDN COMPANY TO SIGN COOP AGREE WITH POLISH OIL/GAS
POSITION COMPANY FOR EXPORT SALES AND PARTICIPATION IN IBRD

FIRST ENERGY PROJECT

FOLLOW-UP TO DEPARTMENTAL NATURAL GAS MISSION
ENCOURAGE PARTICIPANTS TO QUOTE ON POLISH REQUIREMENTS

OBTAIN SPEC ON VAR GAS EQUIP SOUGHT BY POLISH OIL & GAS CO
BRING TWO ADDITIONAL CANADIAN SUPPLIERS INTO POLISH MARKET

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1.Assist Canadian Fracmaster to sign cooperation
Agreement
2. Obtain specification on various other require-
ments.

1. Post has maintained continuing contact with
POGC.
2. General Director of POGC invited to Inter-can
3. Cherco signed \$ 3 million contract with Post
assistance

QUARTER: 2 1. Assist Canadian Fracmaster to sign co-opera-
tion agreement.
2. Obtain specifications on other import requi-
rements.

1. Sales agreement signed between Polish Oil and
Gas Co. and Cherco Compressors of Calgary for
delivery of 5 compressors to Poland. Contract
worth US \$ 2.5 million.

QUARTER: 3 -----

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 :471-WARSAW

009-FOREST PRODUCTS,EQUIP,SERVICES
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

MKT SURV OF PULP/PAPER PROD'RS,FURN.PROD'RS & FOREST MGT OFF
TO OBTAIN PROFILE OF POLISH REQUIREMENTS

OBTAIN SPECIFICATIONS OF PROJECTS AND EQUIPMENT
TO INTRODUCE ONE NEW CANADIAN SUPPLIER ON MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Market survey of sector
2. Introduce one new supplier on market

1. Post commenced series of calls on producers & forwarded specifications to industry
2. General veneers obtained contract with Post assistance

QUARTER: 2 1. Market survey of sector
2. Obtain specifications of other import needs.

1. Market survey still in progress to keep up with very quickly changing industrial relations in Poland.
2. Specifications sent to Canada.

QUARTER: 3 -----

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

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POST :471-WARSAW

001-AGRI & FOOD PRODUCTS & SERVICE
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

COOP AGREEM.BETWEEN GUELPH UNIV & OLSZTYN AGRIC ACADEMY
OVERCOME POLISH GOVERNMENT RESISTANCE TO IMPORTS FROM ABROAD

IN THIS SECTOR

PARTICIPATION OF HYBRID IN LOCAL AGRICULTURAL FAIR
CONTRACT WITH PRIVATE SECTOR BREEDER

WORK WITH CO TO DEVELOP QUOT.FOR TURKEY SLAUGHTERING PLANTS
SALE OF CANADIAN SLAUGHTERING EQUIPMENT AND ADDITIONAL BREE-

DING STOCK

FOOD HANDLING,PROCESSING EQUIP

ASSIST KNUD SIMONSEN IND.IN ITS EFFORTS ON POLISH MARKET
TO ENCOURAGE COMPANY TO BID ON POLISH REQUIREMENTS

VISIT TO FOOD PROC PLANTS & PERS CONT WITH MACH IMPORT DEC.
TO OBTAIN SPECIFICATIONS OF PROJECTS AND PARTICULAR EQUIP-

MENT REQUIREMENTS

IDENTIFY END USERS & DEC MAKERS IN SECT OF INT.TO CDM FIRMS
TO ENCOURAGE CANADIAN COMPANIES TO BID ON PROJECTS

OBTAIN SPECIFICATIONS OF EQUIP SOUGHT BY POLISH PRODUCERS
TO OBTAIN ONE CONTRACT FOR CANADIAN INDUSTRY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Assist KSI in efforts to obtain contract
2. Industry calls
3. Submit specifications to Canadian industry
4. Assist Hybrid Turkeys

1.Post has maintained contact with KSI & is following financing prospects. 2. 6 calls made on industry. 3. Specifications sent to Cdn industry but financing remains problem. 4. Post arranged visit of Hybrid President to Poland

QUARTER: 2 1. Promotion of Canadian technology.
2. Assist Hybrid Turkey.
3. Assist McLean Brothers Fisheries in arranging J.V. contracts.

1. Office maintained assistance to Hybrid Turkey
2. McLean Brothers Fisheries signed two J.V. agreements with Polish companies.

QUARTER: 3 -----

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 :471-WARSAW

005-ADVANCED TECH. PROD. & SERV
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING INC. SPACE SAT

CONT.POLISH INST OF METEOR.& INST.INV.IN POLL.FIGHTING REG.
DELIVERY OF EQUIPMENT BY BARRINGER RESEARCH INC.

PROM.OF NEW TYPES OF EQUIP MADE BY BARRINGER RESEARCH INC.
INCREASE CANADIAN INTEREST IN THE POLISH MARKET

IDENT.SPEC.TYPE OF EQUIP INTENDED FOR USE IN NEW POLL.FIGHT.
OBTAIN ONE CONTRACT FOR CANADIAN COMPANY

OTHER ELECTRONICS

PRESENT.OF CDN CO CAPAB.TO LOCAL PROD'RS OF ELECTRONIC EQUIP
TO INITIATE CANADIAN INTEREST IN POLISH MARKET OPPORTUNITIES

CONTACTING PROD'RS OF ELECTR.EQUIP TO GET SPECIF OF THEIR IM
TO ELICIT OFFERS BY CANADIAN PRODUCERS & ESTABLISH ONE
CANADIAN FIRM ON MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1
1. Contact with Polish Institute of Meteorology and other institutes re pollution control equipment.
 2. Identify further opportunities

1. 6 calls were made during quarter but lack of hard currency financing has so far presented problems
2. Extensive program of calls arranged for visit by Combustion Engineering

- QUARTER: 2
1. Promotion of Barringer Research Inc.
 2. Identify pollution control equipment needs.
 3. Assist Recom Engineering Ltd. in marketing and sales.

1. Continuous promotion of Barringer's interest.
2. Pollution control needs still surveyed with changing Polish political situation. 3. Recom Eng had several meet w/Polish cos reps sales agree on comp hard del to Poland exp bef end 89

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :471-WARSAW

009-FOREST PRODUCTS,EQUIP,SERVICES
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :471-WARSAW

010-MINE,METAL,MINERAL PROD & SRV
GERMANY WEST

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

 1. contact with Polish Institute of Chemistry and other institutions re polonium research equip.
 2. identify further opportunities

- QUARTER: 2

 1. Promotion of Servistar International Inc.
 2. identify polonium research equipment needs.
 3. contact French Engineering Inc. in carbide and metal.

QUARTER: 3 -----

QUARTER: 4 -----

- 1. A polio workshop during summer for work on hard currency financing for the proposed program
- 2. Extensive program of work advanced for equip by German engineering

- 1. Good news promotion of Servistar International
- 2. Polonium central equip still arranged with changing Polish political situation
- 3. Equip for hard currency work possible for the future

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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :471-WARSAW

014-EDUCATION, MEDICAL, HEALTH PROD
GERMANY WEST

MADARA-741 Y201

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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