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STORAGE

External Affairs and  
International Trade Canada

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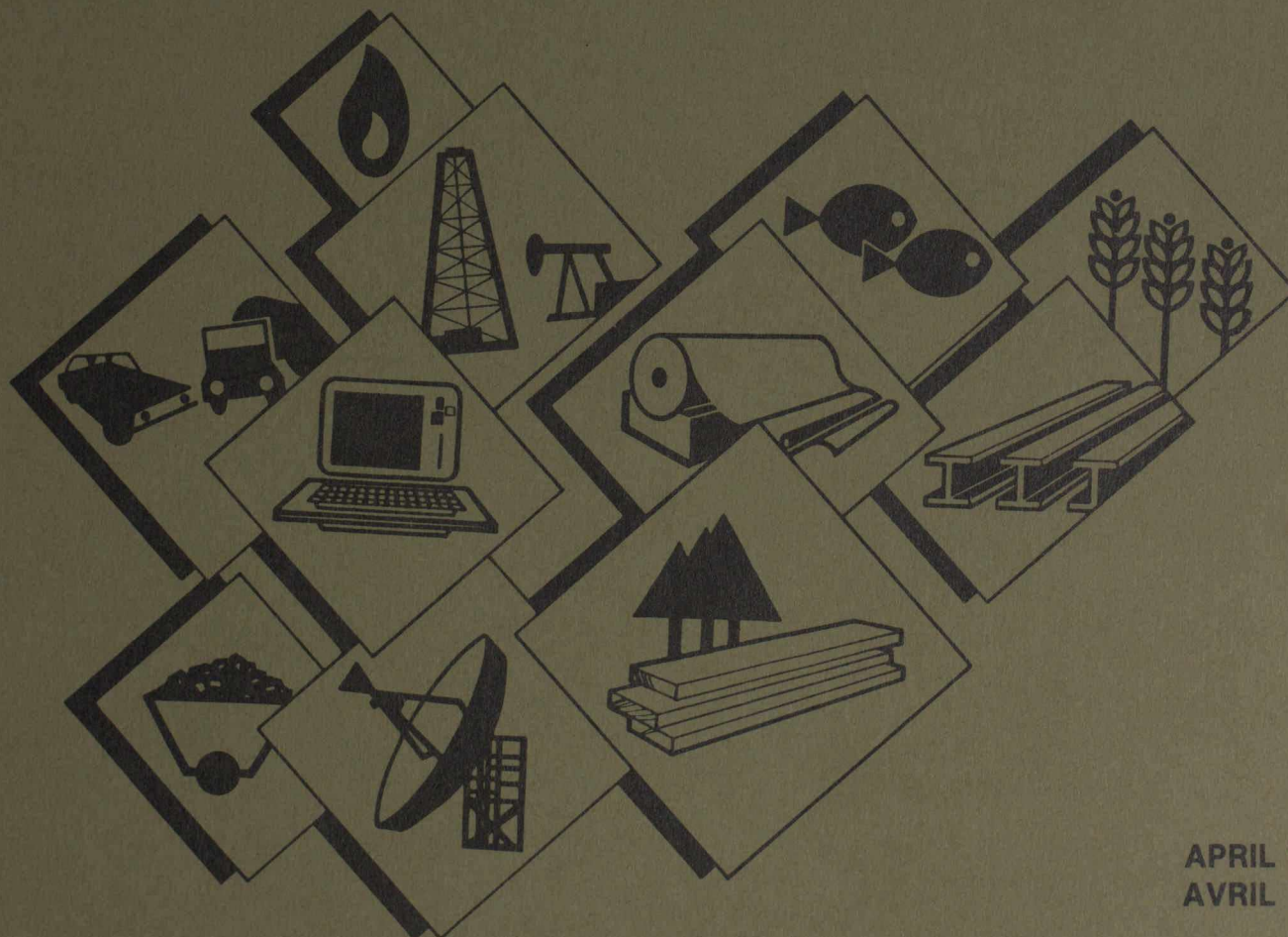
**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE**

**QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**AFRICA AND MIDDLE EAST  
AFRIQUE ET MOYEN-ORIENT**

OCTOBER - DECEMBER 1989  
(3rd QUARTER FY 1989-90)

OCTOBRE - DÉCEMBRE 1989  
(3<sup>e</sup> TRIMESTRE, AF 1989-90)



APRIL 1990  
AVRIL 1990



## TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

### Quarterly Activity Report October - December 1989

Following is the Activity Report for the quarter ending December 31, 1989. This report contains a synopsis of activities and results by sector and subsector reported by the missions in Africa and Middle East, 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 Octobre - Décembre 1989

Voici le Rapport des activités du trimestre qui a pris fin le 31 décembre 1989. Le rapport contient un résumé des activités et des résultats déclarés par les missions en Afrique et Moyen-Orient, 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.

THE HISTORY OF THE

REIGN OF

THE GREAT BRITAIN

IN THE

REIGN OF

THE GREAT BRITAIN

IN THE

REIGN OF

THE GREAT BRITAIN

IN THE

AFRICA AND MIDDLE EAST  
AFRIQUE ET MOYEN-ORIENT

MISSION	PAGE
ABIDJAN	1
ADDIS ABABA	6
ALGIERS	11
AMMAN	17
BAGHDAD	23
CAIRO	29
DAMASCUS	37
HARARE	41
KUWAIT	47
LAGOS	67
LIBREVILLE	73
NAIROBI	76
PRETORIA	86
RABAT	87
RIYADH	93
TEHRAN	103
TEL AVIV	104
TUNIS	110
YAOUNDE	115

Dept. of External Affairs  
Min. des Affaires extérieures  
**OTTAWA**

JUN 4 1990

RETURN TO DEPARTMENTAL LIBRARY  
REVENIR À LA BIBLIOTHÈQUE DU MINISTÈRE

AFRICA AND MIDDLE EAST  
ARABIE ET MONTEN ORIENT

PAGE

1

6

11

17

23

29

37

43

47

67

73

76

86

87

93

103

104

110

112

MISSISSIPPI

ABIDJAN

ADDIS ABABA

ALGERES

AMMAN

BAGHDAD

CAIRO

DAMASCUS

HARARE

KUWAIT

LAGOS

LIBREVILLE

NAIROBI

PRETORIA

RABAT

RYADH

TEHRAN

TEL AVIV

TUNIS

YAOUNDE

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1980

REVENUE & LA RECHERCHE EN HISTOIRE  
REVUE DE HISTOIRE ET DE GÉOGRAPHIE

REPT4D  
90/04/05

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 :325-ABIDJAN

005-ADVANCED TECH. PROD. & SERV  
IVORY COAST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATA COM, SAT, SPACE COM

OBTENIR PLUS D'INFO SUR PLAN DIRECTEUR NATIONAL DES TELECOM  
IDENTIFICATION DES BESOINS EN EQPT INDICATION DU CALENDRIER

PREVU POUR INSTALLATION DES SYSTEMES.

FAIRE INVENTAIRE DES BESOINS EN EQPT DE TELE RURALE DANS  
ALERER INDUSTRIE DU CLAENDRIER POSSIBLE DES AOI

COMPUTERS HARD/SOFTWARE & COMP

OBTENIR PLUS D'INFO SUR PLAN DIRECTEUR NATIONAL D'INFORMATIO  
I.D. DES SECTEURS PRIORITAIRES PREVUS, MEILLEUR APPUI/

INTRODUCTION A DONNER AUX FOURNISSEURS CDNS.

I.D. DES PRENEURS DE DECISION DANS SECTEURS RETENUS COMME

APPUYER PROPOSITION DE STAGE AU SGI D'EXPERTS/PERSONNES  
MIEUX NOUS POSITIONNER POUR MIEUX APPECIER DEVELOPMENTS

FUTURS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Du Plan Informatique National 2 secteurs  
"promoteurs" retiennent notre attention  
-d'informatisation de la gestion municipale  
-l'introduction de l'informatique dans le  
système éducatif

Requête de financement sous Ligne de crédit  
BOAD/SEE en préparation pour réalisation du  
volet gestion municipale

QUARTER: 2 Meme si decisions tardent toujours pour la mise  
en oeuvre de projets pilotes dans les 2 secteurs  
d'interet du Plan Informatique National.

Avons conseille & appuye SCI/Telematiatique dans  
la formulation de requete de financement sous  
ligne de credit BOAD/SEE qui devrait etre  
presentee bientot.

QUARTER: 3 Appel d'offres pour eqpt de projets pilotes  
(Lycées Techniques) a été annulé pour vice de  
formes.

Suivons de près le développement du secteur pour  
appuyer fournisseur cdn intéressé à pénétrer ce  
marché d'informatique scolaire. Un J.V.  
d'assemblage d'ordinateurs s'en suivait.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :325-ABIDJAN

009-Forest PRODUCTS,EQUIP,SERVICES  
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

RECHERCHE DU PLAN NATIONAL DE REBOISEMENT ET PROJETS DE CREAT  
IDENTIFICATION DES BESOINS CIBLAGE POUR CIES CDNES.

RECHERCHE DU CALENDRIER D'EXECUTION DE PROJ/REPROD DES SEMIS  
IDENTIFICATION DES BESOINS CIBLAGE POUR CIES CDNES.

SUIVI DU PROGRAMME APD DANS LE DOMAINE POSSIBLE.  
EXPLOITER SOURCE DE FINANCEMENT RECOMMANDER PARTENARIAT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Affectation de conseiller technique cdn aupres  
du ministre responsable du secteur devrait aider  
a identification de calendrier d'execution des  
projets de reboisement/gestion dans Plan  
National.

Appuyons etude de faisabilite de projet de co-  
entreprise pour production de semis pour rebois-  
ement (transfert technologique gestion &  
formation).

QUARTER: 3 Analyse de dossier ACDI-Inc sur projet de J.V.  
pour production de semis pour reboisement et  
appui donné à étude exploratoire de faisabilité.

Le premier déboursement du prêt sectoriel fores-  
tier de B.M. devrait permettre la réalisation de  
projets de reboisement et de gestion forestière.  
Suivons le développement du secteur.

QUARTER: 4 -----



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AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :325-ABIDJAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRANSMISSION

FINANCEMENT DIT "PRET STRUCTUREL" DE RESTRUCTURATION DE GEST POURRAIT AIDER A MIEUX NOUS POSITIONNER POUR VENTES FUTURES  
PRESTATION DE SERVICE DE CONSULTANT EN GESTION/INFORMATIQUE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Suivi de mission exploratoire pour évaluer besoins de convertisseurs de phase,+ pompe a eau suite au projet ``contres-araignées''.  
-Fournir consultant à la DGCTX pour le Programme National d'énergie.

-Attendons résultats des discussions du rapport final avec ACIDI pour évaluer marché possible et développe strategie pour pénétrer marché.  
-Hydro Québec Int'l vient de mobiliser un consultant pour un contrat de 2 ans à la DCGTX.

QUARTER: 2 Conflit d'autorite & manque de ressources financières dans ce secteur; serait privilegie dans negociations FMI/BM pour developper nouveau programme des prets d'ajustement structurel du pays.

Suivis effectifs demeurent sans resultat notable; attendons deblocage des fonds.

QUARTER: 3 Situation inchangée.

Attendons deblocage desw fonds du FMI/BM. Une des 2 équipes de consultants cdns déjà en place à la DCGTX.

QUARTER: 4 -----

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90/04/05

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4

POST :325-ABIDJAN

010-MINE,METAL,MINERAL PROD & SRV  
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

SUIVI DES RECENTS ACHATS D'EQPT D'EXPLO & ANALYSE EN LAB EQPT.  
IDENTIFICATION DE BESOINS FUTURS EN PERSONNES-RESSOURCES ET

SUIVI SUR PROJET DE CO-ENTREPRISE CDO-IVOIRIEN POUR EXPLOITE EQPT.  
IDENTIFICATION DE BESOINS FUTURS EN PERSONNES-RESSOURCES ET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Un troisième projet de développement  
d'exploitation minière vient d'intéresser un  
autre groupe Cdn

Appui à initiative mais demeurons inquiets  
de perdre crédibilité auprès d'autorité locale  
devant résultats qui tardent à se matérialiser

QUARTER: 2 Société mixte canado-ivoirienne devrait être  
constituée bientôt pour exploitation minière de  
gisement aurifère, les travaux de pré-production  
d'exploitation devraient entraîner des investis-  
sements de l'ordre de 6m\$ sur 2 ans.

Avons favorisé à maintes reprises contacts entre  
les parties pour que les négociations finalement  
aboutissent à un accord. Attendons résultats.

QUARTER: 3 Formation de sociétés mixtes canado-ivoiriennes  
tardent à se réaliser. Les négociations sont  
ardues mais toujours prometteuses de succès.

Un consultant cdn (contrat ACIDI) est en place à  
la SODEMI. 2 des 3 projets de J.V. pour  
exploration/exploitation minière augurent bien  
ce qui entraînerait un investissement de près de  
2m \$ CDN.

QUARTER: 4 -----

REPORT 4A  
90/04/05

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 :325-ABIDJAN

Evalua'n de la situa'n écon. en C.I. pr les prochains 18  
mois à la lumière du progr. FMI/BM d'ajustem. struct'l (PAS)  
Ré-évaluation de la stratégie des opérations de la section  
commerciale ds le contexte de restruct'n économique du pays.  
Congédiment de l'agent commercial local.

Conférence des délégués commerciaux d'Afrique à Ottawa et  
participation à Carrefour 89.

Miss. Agri Cda pr l'ident'n des paramètres d'un projet de  
coop'n pr le dév. intégré de la PME agro-alimentaire ivrnnne.  
Préparation de notre participation aux J.A.I. 90

Interventions répétées pr trouver règlement acceptable pr la  
levée des réserves pr la récep'n déf. de la Polyclin. Cocody

QUARTER: 2 Provided assistance to Cdn companies to promote  
sales to Ethiopian Airlines (EAL).

QUARTER: 3

QUARTER: 4

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90/04/05

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

007-POWER & ENERGY EQUIP. & SERV.  
ETHIOPIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	HYDRO	
	POWER TRANSMISSION	
	CDN FIRMS PREQUALIFIED	
	HYDRO STUDY	
	RESPONSE FM CDN FIRM AWAITED	
	CONSULTING AND OTHER SERVICES	
	CDN FIRMS WORKING ON PROJECT	

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-Follow up Gode-Dire Dawa Gas Pipeline project -Follow up Mining projects with EMRDC -Maintain contact with EELPA	- Cdn firm expressed interest in Project - Cdn firms have expressed interest - Cdn firms working on Power projects
QUARTER: 2	Follow up projects and provide assistance to Canadian power companies.	On power transmission lines to Djibouti and Sudan. On hydro projects with EELPA.
QUARTER: 3	-----	
QUARTER: 4	-----	

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90/04/05

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

POST :301-ADDIS ABABA

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

PLANNING:            ACTIVITIES PROPOSED IN POST PLAN:            ANTICIPATED RESULTS:

AEROSPACE

AIRCRAFT ASSEMBLY

HANGAR MAINTENANCE

AIRCRAFT SALES & PARTS

OTHER MAINTENANCE SERVICES

TRACKING:            ACTIVITIES UNDERTAKEN IN QUARTER:            QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Promote sales to Ethiopian Airlines. - Follow up purchase of used aircraft by Cdn firm.  
-Follow up African Regional Airline "Great Lake District" project with Uneca. - Follow up Road Maintenance Project with ETCA

-More sales of parts & services to EAL anticipated. - Made initial contacts with Eth Gov't officials. - Cdn firm submitted proposals; results awaited. - Prequalification Notice awaited.

QUARTER: 2 Provide assistance to Cdn companies to promote sales to Ethiopian Airlines (EAL).

Requirement for another test cells being pursued with EAL.  
Sales of aircraft parts and services.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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POST :301-ADDIS ABABA

015-CONSTRUCTION INDUSTRY  
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ARCHITECT, CONS, CONSUL, SERV

SALES OF MACHINERY  
UNDER NEGOTIATION

SPARE PARTS  
UNDER NEGOTIATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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 :301-ADDIS ABABA

001-AGRI & FOOD PRODUCTS & SERVICE  
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Arrange visit for Gov't officials to witness Cdn expertise in Woody Biomass

Visit took place and Cdn firm negotiating contract on Woody Biomass Project.

QUARTER: 2 Investigate opportunities for potential equipment and services sales relating to Gov't Agricultural projects.

Contact maintained with Gov't officials at MOA.

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) participation au 3e Salon Petits Elevages  
b) atelier agricole au Cereale  
c) analyse potentiel ventes chatot  
d) visite Ambassadeur au Ministere Agriculture  
actualiser Proc. Commercial State Ag.

a) potentiel important laine, viande, lait  
b) les produits en discussion, potentiel agricole  
identifie  
c) potentiel viande, lait, produits  
d) suivi/proposition plusieurs clients

QUARTER: 2 a) rapport Agro-Alimentaire en Afrique  
b) consultation avec de M. (Visite Ambassadeur  
au D.S. de OMC, c) Commission Interministerielle de  
Lait.  
e) Ligne de credit CEE revivante

a) important travail à analyser les marchés prio-  
ritaires pour le CEE. b) Vente à contract impor-  
tant de lait dur/50 Miliatonnes. c) Devis dossier  
des Carottes. d) vente à contract de Lait de 4  
millions. e) accord avec CEE revivante

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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

005-ADVANCED TECH. PROD. & SERV  
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Follow up WB financed telecom projects and  
provide info and assistance to Canadian firms.

Tenders for supply of Telecom eqpt. being  
pursued.  
Follow up computer and remote sensing projects.

QUARTER: 3 -----

QUARTER: 4 -----



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90/04/05

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

001-AGRI & FOOD PRODUCTS & SERVICE  
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUER LES CONSULTATIONS AVEC LES EXPORTATEURS.  
OBTENIR DE NOUVEAUX MARCHES.

MISSION AGRICOLE ET BETAIL (BOVIN LAITIER)  
PENETRATION DU MARCHÉ

REVOIR PROGRAMME POUR LA QUALITE DES OEUFs DE POUSSINS  
PENETRATION DU MARCHÉ. VOIR NIVEAU D'ECLOSION ET DE

FERTILITE

MISSION ET SEMINAIRE TECHNIQUE POMME DE TERRE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) participation au 3e Salon Petits Elevages  
b) mission avicole au Canada  
c) analyse potentiel ventes tabac  
d) visite Ambassadeur au Ministre Agriculture  
actuellement Pres. Commission Mixte Cda-Alg.

a) potentiel important identifie; sera suivi  
b) un projet en discussion, potentiel sectoriel  
identifie  
c) potentiel restreint, a poursuivre  
d) suivi/promotion plusieurs dossiers

QUARTER: 2 a)rapport Agro-Alimentaire en Algerie  
b)commission cdne du Ble. c)Visite Ambassadeur  
au D.G. de OAIC. d) Commission canadiennes du  
Lait.

a) Important survol & analyse des marches prio-  
ritaires pour le Cda. b) Vente & contrat impor-  
tant de Ble dur/50 MilleTonnes. c) Suivi dossier  
des Cereales. d) vente & contrat de Lait de 4  
millions. e)contr boie & amiante 99% lign credit

e) Ligne de credit SEE Revolving

QUARTER: 3 -----

QUARTER: 4 -----

REPT40  
90/04/05

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

005-ADVANCED TECH. PROD. & SERV  
ALGERIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

VISITES AU CANADA DES PRENEURS DE DECISIONS ALGERIENS.  
MAINTENIR RELATIONS. NEGOCIATION DE CONTRACTS. VENTES

EVENTUELLES.

VISITE ALGERIENNE AU CANADA A HAUT NIVEAU  
FAMILIARISATION - COOPERATION PLUS INTENSE

VISITE CANADIENNE EN ALGERIE A HAUT NIVEAU  
SOUTIEN DES ACTIVITES. PROMOTION GENERALE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) discussions et promotion du secteur a tous  
les niveaux y compris ministeriel

a) discussions avancent lentement mais d'une ma-  
niere prometteuse sur "partenariat" d'ensemble;  
un projet important au stade de negociations;  
projet pilote telefonie rurale complete

QUARTER: 2 a) Presentation du DMS au MPTA par BCI/Northern  
b) Visite communications Canada  
c) Envoi 2 techniciens du Min. Interieur pr re-  
soudre problemes avec RACE.

a) Interet dans le DMS  
b) Revue Cooperation et commerciale  
c) solutionner probleme

QUARTER: 3 -----

QUARTER: 4 -----

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POST :326-ALGIERS

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

MISSION FERROVIAIRE  
PERSUADER ALGNS DE LA COMPETENCE ET COMPETITIVITE DES

CANADIENS

CONTINUER PROMOTION SECTEUR FERROVIAIRE (LOCOMOTIVES ET SER)  
VENTES EN 1989

JOURNEE TECHNIQUE EN ALGERIE SECTEUR FERROVIAIRE  
DEMONSTRER QUALITE DES PRODUITS ET SERVICES CANADIENS

SEMINAIRE UN JOUR: AERONEFS  
ATTEINDRE TOUS LES CLIENTS POTENTIELS VENTES EVENTUELLES

VISITE FORCES AERIENNES: AERONEFS  
ETABLISSEMENT D'UN CLIMAT DE CONFIANCE. VENTES EVENTUELLES

DEMONSTRATIONS DE PRODUITS  
FAMILIARISATION - ETABLISSEMENT D'UN CLIMAT DE CONFIANCE -

VENTES

VISITES D'ALGERIENS AU CANADA  
FAMILIARISATION - ETABLISSEMENT D'UN CLIMAT DE CONFIANCE -

COOPERATION

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) terrestres: 3 grands projets de cooperation  
commerciale et industrielle en discussion  
b) aerien-aeronefs

a) projets avancement bien et possibilite de concretisation en 1989  
b) 3 helicopteres vendus et livres

QUARTER: 2 a) Ferroviaire: grands projets de coop et com  
en discussion pour voiture de banlieu & autre  
b) Aeronautique:-Mission algne a 27eme Conf de l'ACI a Mtl. c) Negociation contrat important pour rev/repairation des moteurs ALLISON(C-130)

a) discussion avance bien, possibilite de concretisation des projets 1989/90  
b) Programme de rencontres avec fournisseurs cdns  
c) signature de contrat eventuel

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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 :326-ALGIERS

014-EDUCATION,MEDICAL,HEALTH PROD  
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

ACTIVITES DE VENTES D'EQUIPEMENT  
VENTES D'EQUIPEMENT EN 1988/89

PRODUITS PHARMACEUTIQUES  
VENTES DE PRODUITS PHARACEUTIQUES

JOURNEE TECHNIQUE EN ALGERIE SECTEUR EQUIPEMENT  
AUGMENTER CONSIDERABLEMENT NOTRE CHIFFRE D'AFFAIRES

ECHANGES DE VISITES / PRENEURS DE DECISION  
FAMILIARISATION / PROMOTION GENERALE

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	a) questionnaire roduits et Equipements pharma- ceutiques et veterinaires a EXT/TAR b) ventes d'equipements educatifs	a) premiere etape d'identification du potentiel b) projets importants en negociation avancee
QUARTER: 2	a) Discussion de travail entre Ambassade et spe- cialistes algs médicaux EDUCATION: a) suivi normal des nombreuses con- sultations.	a) potentiel dans quelques secteurs identifiées, seront suivis. EDUCATION: a) augmentation des ventes d'equipe- ment didactiques
QUARTER: 3	-----	
QUARTER: 4	-----	

REPT4D  
90/04/05

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POST :326-ALGIERS

011-OIL & GAS EQUIPMENT,SERVICES  
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CERI CONFERENCE  
RAPPROCHEMENT CDA/ALGERIE SECTEUR GAZ

PARTICIPATION AU NPS  
FAMILIARISATION AVEC CAPACITES CNDNMS CONTRATS EVENTUELS

JOURNEES TECHNIQUES  
PLAN D'ACTION POUR SOCIETES CDNES Y COMPRIS TRANSFERT

TECHNOLOGIQUE

OUVERTURE D'UN BUREAU DE LIAISON  
MEILLEUR SUIVI DES DOSSIERS ET DES OPPORTUNITES. PRESENCE

LOCALE

VISITE ALGNE QU CANADA A HAUT NIVEAU  
FAMILIARISATION COOPERATION PLUS INTENSE

VISITE AU NIVEAU DES GOUVERNEMENTS PROVINCIAUX  
FAMILIARISATION AVEC POTENTIEL DU MARCHÉ.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) delegation Sonatrach, ENTP, ENAFOR a Intercon /Edmonton  
b) forage/production

a) Mission s'est tres bien deroulee, nos efforts dans ce secteur en furent bien avances  
b) contrats en voie de finalisation pour de l'equipement et services

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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

010-MINE,METAL,MINERAL PROD & SRV  
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

LE CDA FAIT PLUSIEURS ETUDES AFIN DE PENETRER LE MARCHE  
DEFINIR LE MARCHE ET LES PROJETS

SUIVI MISSION ALBERTA 1987 POUR LE SECTEUR.  
CONTINUER A FAIRE CONNAITRE LES SOCIETES ET EXPERTS CDNS

JOURNEE TECHNIQUE DANS LE DOMAINE DES SERVICES ENGINEERING  
DEMONTRER COMPETENCE ET QUALITE DES SERVICES ET EQUIPEMENTS

DANS LE DOMAINE

CANADIENS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) promotion ventes d'amiante  
b) etude de marche et de reglementation de  
l'amiante  
c) projet miniers - developpement de l'exploita-  
tion

a) ventes progressent, contrats signes  
b) assoc'n d'amiante tres reconnaissante  
c) discussions continuent, projets devraient  
aboutir en 1989

QUARTER: 2 Lac d'Amiante

Contrat amiante signe avec ERCC,ERCO,ERCE  
16 millions

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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POST :340-AMMAN

011-OIL & GAS EQUIPMENT,SERVICES  
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

WESTBRUNE DRILLING/NRA CONTRACT  
NEW AGREEMENT FOR RIG LEASE - \$5M

EXTENSION OF P.C.I.A.C. PROJECT  
ADDITIONAL WORK UNDER \$ 13 M GRANT

MULTINATIONAL CONCESSION AGREEMENT WITH JORDAN  
PRESENCE OF CDN RISK CONTRACTOR IN JORDAN

GAS UTILIZATION STUDY: RISHA REGION  
CDN INVOLVEMENT IN JORDAN'S GAS DEVELOPMENT

TAR SANDS AND OIL SHALE DEPOSITS : DEFINITION  
IMPORTANT RESOURCE DEVELOPMENT PROJECTS WILL NEED CONSULTING

EXPERTISE IN DEFINITION PHASE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support and promotion of Canadian expertise in seismic acquisition through presence of large Canadian crew in region under auspices of PCIAC project

Visit by President of Canadian seismic contractor; progress in negotiations for possible joint venture with Syrian client. Review of Jordan program under PCIAC with Natural Resources Authority (NRA)

QUARTER: 2 1. Risha Gas Utilisation Study.

1. Project has been delayed pending further assessment of Jordanian Gas deposits by local authorities.

QUARTER: 3 1.Risha/Zarqa Utilisation (Pipeline) Study  
2.Establishment of Resident Manager Position for PCIAC Project.  
3.Petrofina Exploration

1.Post influence resulted in award of contract to Novacorp valued at \$250,000.  
2.Position has resulted in greater coordination with Embassy and on identifying opportunities.  
3.Nabors Drilling won million dollar contract.

QUARTER: 4 -----

REPT4D QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
 90/04/05 AT MISSIONS ABROAD FOR FISCAL YEAR 89  
 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :340-AMMAN

005-ADVANCED TECH. PROD. & SERV  
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

## ALL SUB-SECTORS

AWARD OF CONTRACT: TCC PROCUREMENT PROGRAM  
 CONTRACTS OF OVER \$50 M TO CDN EXPORTERS

RE-STRUCTURING OF TELECOM CORPORATION (TCC)  
 PRIVATIZATION WILL REQUIRE MANAGERIAL SERVICES

INTRODUCTION OF CDN COMPUTER CAPABILITY IN REMOTE SENSING  
 NEW MARKET FOR SOFTWARE APPLICATIONS

INTRODUCTION OF PRIVATE PAGING SYSTEM IN JORDAN  
 EQUIPMENT & SERVICES SUPPLY OPPORTUNITY

SUPPORT PRIVATE SECTOR EFFORT IN X25 PROTOCOL MARKETING  
 CDN INVOLVEMENT IN PACKET SWITCHING DEVELOPMENT

FOCUS ON DATA TRANSMISSION APPLICATION IN SECTOR  
 IDENTIFY NEW SALES OPPORTUNITIES FOR CDN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Support marketing efforts of Canadian suppliers  
 with key Jordanian public and private sector  
 telecom buyers

QUARTER: 2 1.Support and promotion of CDN expertise with  
 key local clients.

QUARTER: 3 1.Telecoms mission specialised in data trans-  
 mission.  
 2.PSD project follow-up.  
 3.Support Cdn expertise.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Participation by TCC director Planning in Temic  
 89; sales of \$375,000 of Canadian telecom and  
 computer equipment to Jordanian clients during  
 quarter

1. Major client, TCC, has experienced budget cut  
 and sales will be increasingly difficult. In  
 this quarter, post visited several non-TCC  
 end users in support of Cdn exporters. Sales  
 of C\$ 500,000. were recorded and more expected

1.Highly successful mission visited Jordan.One  
 company has already returned for follow-up.  
 2.PSD received loan extension and purchased  
 \$2.5 million of additional CDN equipment.  
 3.Post attended Harris Farinon tech seminars.



REPT4D  
90/04/05

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POST :340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE  
JORDAN

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

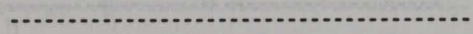
CANADA-JORDAN LENTIL MECHANIZATION PROJECT                   MENT SALES  
SUCCESSFUL DEMONSTRATION OF CDN DRYLAND FARMING TECH;EQUIP-

CERTIFICATION OF ADDITIONAL CDN SEED POTATO VARIETIES  
3 NEW TYPES TO BE APPROVED IN 89-90

AGRI-CHEMICALS PRODUCTION JOINT VENTURE (PRIVATE SECTOR)  
CONSTRUCTION OF LOCAL PLANT USING CDN TECHNOLOGY

SOUTHEAST CEREAL GRAINS PROJECT  
AWARD OF MANAGEMENT CONTRACT TO CDN CONSULTANT

INTRODUCTION OF 6 NEW SEED POTATO VARIET.FOR PHASE I TRIALS  
CERTIFICATION FOR IMPORT IN 1991 (2 YEAR PROGRAM)



TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

- QUARTER: 2 1. ntroduction of Cdn Seed Potato varieties to Jordanian Market
- 2. Lentil Mechanisation Project
- 3. Feed-Mill Implementation

- 1. Post has visited appropriate authorities to ensure successful distribution & testing.
- 2. Post has worked closely with CDN & local agency to monitor implementation
- 3. Post is liaising with local contacts

- QUARTER: 3 1.Introduction of Cdn seed potato varieties.
- 2.Lentil Mechanisation Project.
- 3.Feed Mill Technology
- 4.Promotion of Cdn livestock

- 1.Greater than expected response to upcoming intro could result in \$ 1 mn in actual sales.
- 2.Demo Project helped Cdn Coy obtain large commercial contract for eqpt and services sale
- 4.Several Cdn coys responding to dairy tender.

QUARTER: 4 -----

REPT4D  
90/04/05

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POST :340-AMMAN

007-POWER & ENERGY EQUIP. & SERV.  
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

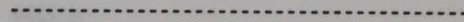
FINALIZATION OF SULTANI SHALE PLANT FEASIBILITY  
DECISION TO BUILD 25MW DEMONSTRATION PLANT

REACTIVATION OF AQABA PHASE II PROJECT  
RE-TENDERING OF POWER STATION PROJECT

CDN STAFF EXPERTS PROGRAM  
SOLIDIFICATION OF MANAGERIAL LINKS WITH J.E.A.

IMPLEMENTATION OF CIDA HIGH VOLTAGE LAB PROJECT  
CDN RESEARCH AND TRAINING EXPERTISE WITH J.E.A.

MONITORING OF TRANSMISSION AND MAINTENANCE EQUIPT TENDERS  
SUPPLY OPPORTUNITIES FOR CDN EXPORTERS



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support efforts of Canadian utilities seeking  
institutional linkages with Jordan Electricity  
Authority for domestic and third country market  
opportunities

Signature of MOU between JEA and Ontario for  
Third Country marketing cooperation; commencem-  
ent of staff experts program at JEA by Hydro li-  
ve line, international consulting and load mana-  
gement personnel.

QUARTER: 2 1. Implementation of CIDA High Voltage Lab  
2. Monitoring of tenders

1. Project delayed for at least one year  
2. Post has been heavily involved in promotion  
of CDN capabilities in energy sector. One CDN  
consortium was awarded high profile pre-feas  
study and a other poised to win major contract

QUARTER: 3 1.Implementation of High Voltage lab  
2.Promote increased Cdn participation in tenders

1.Lab Project delayed  
2.Two projects valued at over \$ 8 mn were won  
during third quarter by Cdn consultants.This  
will put Cdn eqpt suppliers in excellent  
position to bid for sales.

QUARTER: 4 -----

REPT4D  
90/04/05

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POST :340-AMMAN

014-EDUCATION,MEDICAL,HEALTH PROD  
JORDAN

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

PALESTINE HOSPITAL NEUROLOGY CENTRE PROJECT  
VISIBLE CDN PRESENCE IN DEVELOPMENT OF LOCAL NEUROLOGICAL

CARE.

AL-BASHIR CANCER CENTRE PROJECT  
CDN COBALT THERAPY UNITS NOW WORKING IN JORDAN; ADDITIONAL

SERVICE REQUIREMENTS

ESTABLISHMENT OF ACCC REGIONAL OFFICE  
THREE (3) TRAINING PROJECTS APPROVED FOR JORDAN

FOLLOW-UP TO JUNE'88 EDUCATION AND TRAINING SERVICES MISSION  
IDENTIFICATION OF NEW TRAINING PROJECTS FOR PURSUIT BY CDN

EXPORTERS

CDN PRIMARY HEALTHCARE PROJECT-MINISTRY OF HEALTH  
INTROD OF CDN EXPERT.TO MIN IN ASSESSING REQUIR OF REG'L

PRIMARY HEALTHCARE CENTRES;IDENT.OF FUTURE EQUIP.& SERV.REQ.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Utilization of CIDA Institutional Cooperation  
program as mechanism for enhanced market partici-  
pation by Canadian educational institutions and  
training organizations.

Visit to Cda by DG Vocational Training Corp. and  
Director Occupational Safety and Health Institu-  
te; visits to Jordan by reps of McGill, univers-  
ity of Windsor and NB Community College to refi-  
ne Institutional projects and proposals

QUARTER: 2 1. Primary Health Care Project

1. CDN consultant has begun work with assistance  
from Embassy. World Bank funding for large  
scale primary health care project is close to  
being finalised giving CDN companies favourable  
position when WB project implemented.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :340-AMMAN

King Hussein visit to Canada required extensive follow-up.

Visit by CIDA and EXTOTT Desk Officers for Jordan required required planning and follow-up.

Food Aid donation to Jordan required large amount of input from Commercial Section in attempt to achieve grain sales.

Visit by CIDA Industrial Cooperation Manager was oriented to commercial (private) sector in Jordan.

Negotiations of CANAC project in Jordan grew increasingly complex and required heavy post participation.

New Brunswick Potato Project required larger than expected amount of resources due to surprisingly positive response.

TEMIC Seminars took greater than expected coordination by Section officers.

Annual Grain Market Survey required extensive effort due to local draught conditions causing market disruptions.

Retirement of Commercial Officer and extended leave of support PY required staffing action of 2 positions.

Short-term arrears on EDC loans required intervention of Embassy.

REPT4D  
90/04/05

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POST :346-BAGHDAD

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

IDENTIFICATION OF OLD MODEL AUTOMOTIVE PARTS EXPORTERS  
INCREASED PURCHASING FROM CANADA

AUTO PARTS MISSION TO BAGHDAD, BASRAH, OCT 89  
INCREASE PURCHASING FROM CANADA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -ASSIST BOEING CANADA,DE HAVILLAND DIVISION WITH  
DASH 8 CONTRACT.  
-ASSIST GE LOCOMOTIVES CANADA WITH RAILWAY  
PROJECT.

A-NEGOTIATIONS IN PROCESS,CONTINGENT ON  
FINANCING.  
B-GE VISITED IRAQI RAILWAYS TO CLEAR SPARE PARTS  
ISSUE,OPENING WAY FOR FURTHER NEGOTIATIONS.

QUARTER: 2 -ASSIST BOEING CDA,DE HAVILLAND DIV WITH DASH 8  
CONTRACT.  
-ASSIST GE LOCOMOTIVES CANADA WITH RAILWAY  
PROJECT.

A-BOEING TEAM TRYING TO ARRANGE FINANCING;WILL  
VISIT BAGHDAD FOR FINAL NEGOTIATIONS NEXT  
QUARTER.  
B-NO ACTIVITY THIS QUARTER.

QUARTER: 3 -ASSIST BOEING CANADA,DE HAVILLAND DIVISION  
-ASSIST GIFFELS WITH AUTO PARTS PLANT PROPOSAL  
-ASSIST GE LOCOMOTIVES CANADA WITH RAILWAY  
CONTRACT.  
-ESTABLISH CONTACTS FOR GM,DIESEL DIV.

-DASH 8 NEGOTIATIONS ARE CONTINUING.  
-VISITORS FROM IRAQI ENG.INDUSTRIES TO CANADA.  
-GE LOCOMOTIVES WON SPARE PARTS CONTRACT.  
-GM,DIESEL DIV.WILL SUBMIT PROPOSAL IN EARLY  
1990.

QUARTER: 4 -----

REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :346-BAGHDAD

011-OIL & GAS EQUIPMENT,SERVICES  
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

OIL AND GAS MISSION PROPOSED  
HEIGHTEN AWARENESS OF CDN CAPABILITY

IDENTIFY REQUIREMENTS OF IMPORTERS SINCE CEASE-FIRE  
ENSURE MORE CDN COMPANIES ENTER MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :346-BAGHDAD

012-CHEM PROD & PETROCHEM,EQP,SERV  
IRAQ

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SURVEY OF IMPORT REQUIREMENTS  
IDENTIFICATION OF REQUIREMENTS

PROPOSED PETROCHEMICALS MISSION TO IRAQ, SEPT 89  
INCREASED AWARENESS OF CANADIAN CAPABILITIES

PLASTEX 89 - INCOMING BUYERS TORONTO JUNE 89  
FIRST SALES OF CANADIAN MACHINERY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :346-BAGHDAD

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SURVEY OF INDUSTRIES RECENTLY PRIVATIZED  
IDENTIFICATION OF REQUIREMENTS AND HEIGHTEN AWARENESS OF CDN

CAPABILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPT4D  
90/04/05

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POST :346-BAGHDAD

013-CONSUMER PRODUCTS & SERVICES  
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

IDENTIFICATION OF IMPORTERS WITH FOREIGN FUNDS  
PROMOTION OF CANADA AS SOURCE  
PROPOSED TRADING HOUSE MISSION  
ESTABLISH APPROPRIATE LINKAGES BETWEEN IRAQI BUYERS AND

ACTIVE EXPORTERS

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 Assist AECI to conclude agreements in bilateral  
treaty covering nuclear coop.  
- Assist AECI to participate in tender for 50 MW  
research/light power reactor.

- Submitted amendments through IFA and the  
Nuclear Power Plants Authority approval.  
- Obtained tender data and background data for  
AECI to prepare a bid.

QUARTER: 2 Provide AECI with necessary info on tendering  
procedure for experimental reactor/coordinate  
for visit of client. Identify opportunities for  
Cdn. exp. in Cairo Gas Power Plant project for  
water treatment portion.

Assisted AECI in reaching decision re how to  
submit offer. Visited client & provided back-  
ground data & identified competitors. Obtained  
specs prior to announcement of tender. Flagged  
opportunity to Cdn. exps.

QUARTER: 3 Provide AECI with info on Mediation Protection  
System (MPS) and follow-up on Mini Reactor two  
year follow-up on El Arish & Cairo West projects.  
Support Cdn. Wine, Subsect & Bilcocka & MFA  
ongoing projects.

Flagged AECI with local auth to prep for MPS &  
secured info for reactor bid/identified/flagged  
Cairo W & Arish Projects to Cdn./facilitated  
com. docs for Cdn. backed EIS permit to electricity  
Minister & sought financing for AECI bid on assist

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :346-BAGHDAD

OVERSAW THE CONSTRUCTION OF THE NEW CDN PAVILION AT THE  
BAGHDAD INTERNATIONAL FAIR(BIF).

ORGANIZED CDN PARTICIPATION IN BIF FOR 10 COMPANIES.

ORGANIZED AND ACCOMPANIED CANADA-ARAB BUSINESS COUNCIL  
EXECUTIVE VISIT TO IRAQ.

ORGANIZED JEC PRELIMINARY MEETINGS FOR GGB AND GMT

REPT4D  
90/04/05

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POST :341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT BABCOCK & WILCOX 300MW BOILER BID FOR ASYIUT HYDRO  
\$35 M CONTRACT

SUPPORT MONENCO ENGINEERING SUBCONTRACT BID FOR ESNA HYDRO  
\$35 M CONTRACT

SUPPORT CDA WIRE,ET AL EXECUTION OF SMOUBRA & DAMANMOUR PJT  
ENHANCE CDN PROSPECTS TO BID FOR UNITED PROJECTS

UPDATE SURVEY OF MKT PROSPECTS & AGENTS  
BETTER DEFINE SPECIFIC REQUIREMENTS & AGENTS ABLE TO PROMOTE

CDA

ENSURE RANGE OF EQUIP SUPP PLUG INTO UPCOMING AFDB&IBRD PROJ  
GET MORE CDN SUPPLIERS PREQUALIFIED TO BID IN 89

DETERMINE IF GOE TO SEEK FUNDS FOR 1ST NUCLEAR PLANT  
ENSURE ATOMIC ENERGY OF CDN IS WELL POSITION TO BID

DETERMINE IF GOE TO STUDY TRANSMISSION LINES WITH ZAIRE  
PLUG CONSULTANTS INTO PREQUALIFICATION & BIDDING

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist AECB to conclude amendments to bilateral  
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- Assist AECL to participate in tender for 50 MW  
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procedure for experimental reactor/coordinate  
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submit offer. Visited client & completed back-  
ground data & identified competitors. Obtained  
specs prior to announcement of tender. Flagged  
opportunity to Cdn coys.

QUARTER: 3 Provide AECL with info on Radiation Protection  
System (RPS) and follow-up on Mini Reactor ten-  
der;Followup on El Arish & Cairo West projects;  
Support Cda Wire, Babcock & Wilcocks & AECL  
ongoing projects.

Plugged AECL into local auth to preq for RPS &  
secured info for reactor bid;Identified/flagged  
Cairo W & Arish Projects to Cdns;Facilitated  
loan docs for CWC,backed B&W promo to electricit  
Minister & sought financing for B&W bid on Assut

QUARTER: 4 -----

REPT4D  
90/04/05

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 :341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

ON GOING INTRO OF LUMBER,NEWSPRINT EXPORTERS TO IMPORTERS  
EXPAND CDN SALES TO \$40M

ENCOURAGE CDN TO EXPAND VOL LUMB & PAPER NEWSPRINT SALES  
EXPAND SALES & CONSOLIDATE CDN HOLD ON LONG TERM MKT AS

IMPORTERS. SHIFT TO INCREASE BUS THROUGH REEXPORTING 10% PUR

ENCOURAGE LUMB PRODUCERS TO EXPAND INTO METRIC SPECS  
EXPAND SALES INTO METRIC HALF OF MKT NOT EXPLOITED BY CDA

REINTRODUCE CDN FINE PAPER PRODUCTS  
ESTABLISH A NEW COMMODITY MKT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continue to coordinate follow-up between Lumber  
importers & Cdn suppliers to assure continuity  
of Cdn exports to that market. - Follow-up the  
idea of Egyptians purchasing lumber mission to  
Cda in order to inspect/buy redwood subst.lumber

Follow-up & mkt situation reports telexed to  
BPIB & COFI resulted to sale of 10,000 CuM.  
Better understanding of local mkt highlited Egyp  
tian magnitude which resulted to Chairman BPIB  
visiting Egypt in July 89.

QUARTER: 2 Follow-up on lumber strategy report:(a)for esta-  
blishment of new J/V coy to resaw Canadian  
lumber.  
(b)for lumber mission to Canada.  
Spotted 2 tenders to supply pulp.

Coy established & Vice Chairman visiting Cda to  
sign LTA for lumber supplies, resulted in sale  
of 10,000 CuM. Mission proceeding to Canada  
Oct.16 to 27/89.  
Alerted Cdn coys who bid & sold 3,000 CuM.

QUARTER: 3 Guide FABAS lumber mission accross Cda and  
introduce new Cdn wood suppliers met during  
mission to Egyptian importers.

FABAS inspected & accepted redwood substitutes  
from Cda;Cdns are negotiating 20,000 CuM of  
lumber;Private sector opened L/C for 47,000 CuM.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :341-CAIRO

003-GRAINS AND OILSEEDS  
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

SUPPORT GOVT EFFORTS TO CERTIFY CANOLA FOR CONSUMPTION  
GET CANOLA OIL SPECIFIED IN GOVT TENDERS

IDENTIFY PROSPECTIVE EGYPTIAN CANOLA FARMERS  
INTRODUCE CDN CANOLA FARMING EXPERTISE

SUPPORT GEFCO TO PRIVATELY IMPORT & BOTTLE CANOLA  
ESTABLISH CANOLA IN SUPERMKTs TO INDUCE CDNS TO SIGN-UP

ENCOURAGE CANOLA COUNCIL TO INCLUDE CAIRO IN FEB/89 MISSION  
FACILITATE SPECIFICATION OF CANOLA & STIMULATE FARMERS

GET AG CDA TO INC. EGYPT IN 1989 ANIMAL FEEDS TECHNICAL SEM  
ACCELERATE ACCEPTANCE OF CANOLA MEAL AS FEED & STIMULATE

MORE AGENTS

INTEREST

FARMING

GRAIN HANDLING EQUIPMENT

INTRODUCE CDN SILOS SUPPLIERS TO LOCAL REPS FOR CIDA TENDER  
ESTABLISH NEW CDN SUPPLIERS IN MKT FOR FURTHER PROJECTS

SUPPORT CIDA PROPOSAL TO SUPPLY WHEAT AS 1989-90 FOOD AID  
KEEP CDN GRAIN MERCHANTS INVOLVED IN MARKET

GET AG CDA TO INC. CAIRO IN 1989 ANIMAL FEEDS TECH SEM  
SUPPORT INTRODUCTION OF BARLEY TO REPLACE CORN AS ANIMAL

FEED.

CONVINCE GOVT TO TENDER FOR BARLEY INSTEAD OF CORN  
ESTABLISH NEW COMMODITY MKT

INTRODUCE BARLEY EXPORTERS TO CASH-PAYING PVT IMPORTERS  
ESTABLISH NEW COMMODITY MKT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Follow-up on seed potatoes trials.

Official trial results obtained & faxed to Potatoes Canada. Two cdn varieties registered for next tender paving the way for the first large commercial sale of seed potatoes to Egypt.

REPT4D  
90/04/05

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 :341-CAIRO

003-GRAINS AND OILSEEDS  
ARAB REPUBLIC OF EGYPT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 Undertake annual grains survey; Monitor market for ops to bid on cash tenders.

Survey done and post flagged spot wheat tender for which Cargill contracted 20,000 tons.

QUARTER: 4 -----

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REPT4D  
90/04/05

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 :341-CAIRO

001-AGRI & FOOD PRODUCTS & SERVICE  
ARAB REPUBLIC OF EGYPT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UPDATE AGRICULTURAL SECTOR REPORT  
FLAG BEST PROSPECTS TO CDN SUPPLIERS, & UPGRADE PROMOTION

HELP ARRANGE LOCAL 89 FIELD TRIALS OF CDN SEED POTATOES  
SATISFY GOVT 1989 TENDER PREREQUISITE OF OPEN MKT FOR POT-

EXPLORE OPTIONS TO FINANCE TOBACCO  
ESTABLISH A NEW LONG-TERM MARKET

SUPPORT INTERCAM PROPOSALS TO JOINT-VENTURE IN JUICE PROD.  
\$2 M CONTRACTS & ASSIST DEVELOPMENT OF EGYPTIAN FOREIGN

MINI-SURVEY OF EXPANDING DAIRY INDUSTRY  
CONFIRM CDN COMPETITIVENESS & PROSPECTS IN ORDER TO RESTIM-

LAUNCH PROMOTION OF SEMEN & EMBRYO TRANSPLANTS  
REINTRODUCE CDN EXPERTISE & GAIN ACCEPTANCE OF REPUTATION

INTRODUCE PRIVATE IMPORTERS OF LENTILS & LINSEED  
REINTRODUCE CDN SUPPLIERS ON LONG-TERM BASIS

IDENTIFY LAND RECLAMATION PROJECTS FUNDED BY IBRD & ARABS  
PLUG-IN CDN FARM CONSULTING SERVICES WITH EQUIP PACKAGES

ATOES CDA

EXCHANGE EARNINGS.

-ULATE CDN MARKETING

FOR BREEDING EXPERTISE

TO FOLLOW

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Spotted local coys request for skim milk & butter.

Spotted IBRD loan to establish a private plant for fruits & vegetables processing.

QUARTER: 3 Encourage Cdn livestock genetic material suppliers to initiate marketing; Explore EDC support for tobacco sales; Support seed potato bids.

QUARTER: 4 -----

Letter of intent issued for the sale of 2000 tons skim milk.

Cdn coys advised of tender, one of which expressed interest & purchased tender documents.

Agency agreement signed for genetic materials mktg; Ont Tobacco Marketing Board offered 3,000 tons of tobacco using EDC insurance-contract promising; First ever contract for 3800 tons potatoes.

REPT4D  
90/04/05

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 :341-CAIRO

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PETROLEUM AND PRODUCTS

CONFIRM PROJECTS REQS FOR BALANCE OF 5 YR PLAN  
SECURE INCLUSION OF INTERESTED COYS ON BIDDERS LISTS.

CONFIRM FUNDING FROM IBRD, EGY PUB SECTOR & FOR CORPS  
IN SPITE OF UNAVAILABILITY OF CDN GOVT SPONSORED CREDITS,

PREPARATION OF A MKT REPORT  
GENERATE CDN INTEREST IN EGYPT. ESTABLISH MARKETING STRATEGY

SUPPORT ECOLE DES HAUTES ETUDES COMM. RECRUITMENT EFFORTS  
UTILIZE EGYPT PRESENCE IN MTL TO INTRODUCE THEM TO CDN

ENCOURAGE CDN COYS ON ALTA M.E. MISSION TO VISIT EGYPT  
INTRODUCE CDN COYS TO MAJOR FOREIGN & EGYPT PLAYERS. ACCELER

MACHINERY AND EQUIPMENT

COMPLETE A DEFINITIVE ASSESSMENT OF MKT OPPORTUNITIES  
MATCH CDN SUPP WITH LOCAL REPS & SECURE INCLUSION OF CDN

ENCOURAGE PICO TO DVP CONTACTS W/CDN COYS  
PREQUALIFICATION OF CDN COYS AS POTENTIAL SUPP & POSSIBLE

GATHER INFO ON PICO BIDS BY SENTRY PIPING SYSTEMS  
SUPPORT PICO/SENTRY EFFORTS IN SECURING POSSIBLE CONTRACTS

CONT TO FLAG UPCOMING BID ROUND FOR NEW OIL/GAS CONCESSIONS  
STIMULATE CDN BIDDING EFFORTS WHICH HAVE BEEN LIMITED IN

SOLICIT HQ ASSISTANCE IN GUARANTEE EGYPT PRESENCE AT NPS90  
INCREASED EGYPT EXPOSURE TO CDN PROD & EXPERTISE

SUPPORT ECOLE DES HAUTES ETUDES COMM RECRUITMENT EFFORTS  
UTILIZE EGYPT PRESENCE IN MTL TO INTRODUCE THEM TO CDN COYS

COOPERATE WITH THE S. ALTA INSTITUTE FOR TRAIN RECRUITMENT  
INCREASED CDN PROFILE IN EGYPT. POSSIBLE JV TRAIN PROGRAM

FOCUS CDN COYS ON VIABLE MKT PROSPECTS

COYS & TECHNOLOGY.

-ATE THE DEVELOP OF MKT LEADS IDENTIFIED BY THE EMBASSY.

COYS ON BIDDERS LISTS

AGENCY AGREEMENTS

TOTALLING \$6M

THE PAST

& TECHNOLOGY

IN EGYPT



REPT4D  
90/04/05

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 :341-CAIRO

008-TRANSPORT SYS,EQUIP,COMP,SERV.  
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

SUPPORT CDN PROPOSALS TO LIC. MFG TRUCK TOPS & TIRE SEALOR  
\$1.5M IN NEW BUSINESS

COMPLETE MINI SURVEY OF AUTOPARTS MKT  
IF PROMISING,ENCOURAGE CDN SUPPLIERS TO ESTABLISH LOCAL

ENCOURAGE IMPORTERS TO ATTEND 1989 CDN AUTO SHOWS  
IMPROVE ACCESS FOR CDN BUSINESS MAN SIGNING OF AGENCY

IDENTIFY PROD & SERV REQ FOR \$180 M IBRD RAIL PROJECT  
PLUG IN CDN SUPPLIERS TO RAILWAY & LOCAL REPS AS NECESSARY

DISTRIBUTORS

AGREEMENTS

ENCOURAGE ONT GOVT TO INCLUDE EGYPT IN 1989 M.E. MISSION  
ESTABLISH NEW MKT FOR CANADA

AEROSPACE

SUPPORT DEHAV & CDAIR SALES OF DASH 8 & CL215 TO EGYPTAIR  
EGYPTAIR MAY CONSIDER PURCHASE OF AIRCRAFT USING OWN

SUPPORT AVIATION TRAIN PROG AT MCGILL FOR EGY OFFICIALS  
IMPROVING CDN ACCESS TO AVIATION AUTHORITY & ENCOURAGE EGYPT

CONFIRM PROSPECT TO SUPPLY EGYPTAIR WITH TRAIN SIMULATOR  
IF PROMISING,INTRODUCE & PROMOTE CAE TO EGYPTAIR

CONFIRM CVL AVIATION AUTH TO FUND MOB CNTL TWR AT TABA AIRP.  
IF PROMISING,INTRODUCE & PROMOTE SUPP TO CIVIL AVIATION

SUBSTANTIAL FINANCING

-IAN OFFICIALS TO INSPECT CIVIL AVIATION TECH IN CANADA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up on World Bank proposed loan to Egyptian Railways (over 50 M US dollars). Flag opportunities to anadian coys.

QUARTER: 2 Keep following on World Bank proposed loan to Egyptian Railways (US\$50). Identify flag opportunities re container terminal to Cdn coys. Identify opportunities for Cdn coys in ship-building/management.

Loan approval is still pending on railways adopting WB recommendations & Egypt signing rescheduling agreement with WB. However foreign govts offering financing will have access to these projects regardless W.B. loan status.

Pending on signing rescheduling agreement between GOE and World Bank. Canac was advised of tender issuance. Requirement for payment facilities not as an option but is a must.

REPT4D  
90/04/05

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 :341-CAIRO

008-TRANSPORT SYS,EQUIP,COMP,SERV.  
ARAB REPUBLIC OF EGYPT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 Identify ops for Cdn coys re overhall/maintenan-  
ce complex for Egypt Air; Followup on IBRD loan  
(US\$50 M) for Eg Railways;  
Conduct prelim market survey on autoparts market  
and flag it to Cdn industry.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Egyptair tender expected by end '90; Railway loan  
depends on GOE rescheduling with IBRD in 90;  
Preliminary results suggest Cdn prices not  
competitive.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:  
QUARTER: 1 Follow up on World Bank proposed loan to Egypt-  
on Railway (over 50 x US dollars). Investigate  
prices to various coys.  
QUARTER: 2 Keep following on World Bank proposed loan to  
Egyptian Railways (US\$50). Identify/flagging  
various re contracts awarded to Cdn coys.  
Identify opportunities for Cdn coys in  
air/transportation.

REPT4D  
90/04/05

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 :319-DAMASCUS

011-OIL & GAS EQUIPMENT,SERVICES  
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

EXPLOR WORK INITIATION IN MARATHON GAS CONCESS N CENTRAL SYR  
OPPORTUNITY FOR LEASE OF CDN DRILLING RIGS AND GAS ENGINEE-

RING SERVICES

AL-FURAT CO. DEVELOPMENT OF OMAR ASSOCIATED GAS PROJECT  
BID OPPORTUNITIES FOR CDN SEISMIC CREWS IN REGION; EPC CON-

TRACT

QUALIF OF ADD'L CDN OILFIELD EQUIP SUPP WITH AL-FURAT CO/SPC  
ADDITIONAL SUCCESS BY CDN FIRMS IN SYRIAN TENDERS FOR OIL-

FIELD EQUIPMENT

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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 :319-DAMASCUS

001-AGRI & FOOD PRODUCTS & SERVICE  
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PENETRATION BY CDN EXPORTERS WITH MIXED AGRICULTURAL COS      SECTOR  
INTRODUCTION OF CDN DRY LAND FARMING TECHNIQUES TO PRIVATE

INTRODUCTION OF CDN SEED POTATOES TO MINISTRY OF AGRICULTURE  
CERTIFICATION AND ELIGIBILITY FOR IMPORT BY 1991

MONITORING OF GEZA TENDERS FOR CDN PRODUCED FOOD PRODUCTS  
TRIAL ORDERS FOR CDN EXPORTERS

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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 :319-DAMASCUS

005-ADVANCED TECH. PROD. & SERV  
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

DECISION BY SYRIAN TELECOM EST.(STE) ON PABX/SWITCHING PROJ.  
POTENTIAL CONTRACTS FOR CDN SUPPLIER

FUTURE PROCUREMENT PROG BY SYRIAN SCIENTIFIC RESEARCH COUNC.  
ADDITIONAL EQUIPMENT SALES BY 3 CDN SUPPLIERS

MONITOR PRIVATE SECTOR ACTIVITY IN COMPUTER FIELD  
RECRUITMENT PROSPECTS FOR FUTURE IN COMING MISSION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----  
Maintaining contact with National Railways of Syria re requirements for locomotives and carriages.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----  
Maintaining contact with National Railways of Syria re requirements for locomotives and carriages.

QUARTER: 1 -----  
Visit to Damascus National Railways of Syria following visit of U.S. Officials. Continued contacts with ministry and Air Ministry re sale of Dash 8 aircraft.

QUARTER: 2 -----

Quarterly results reported for the first quarter of the fiscal year 1989. The main activity was the visit of U.S. officials to the National Railways of Syria. The visit was successful in establishing a joint approach for purchasing locomotives and carriages. The U.S. officials will be present in Damascus in the second quarter of the fiscal year 1989. The visit was successful in establishing a joint approach for purchasing locomotives and carriages. The U.S. officials will be present in Damascus in the second quarter of the fiscal year 1989.

Quarterly results reported for the second quarter of the fiscal year 1989. The main activity was the visit of U.S. officials to the National Railways of Syria. The visit was successful in establishing a joint approach for purchasing locomotives and carriages. The U.S. officials will be present in Damascus in the second quarter of the fiscal year 1989.

REPT4D  
90/04/05

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 :319-DAMASCUS

009-FOREST PRODUCTS,EQUIP,SERVICES  
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

VISIT TO DEIR EZOR PAPER MILL COMPLEX  
IDENTIFICATION OF MEDIUM TERM SERVICES REQUIREMENTS

RELEASE OF L/C'S BY SYRIAN GOVT.FOR'87/88 PAPER SALES  
NEW TENDERS/ORDERS IN 1989-90

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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 :308-HARARE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

CONTINUED CONTACT WITH RAILWAYS  
SALE OF GM LOCOS AND DASH 8.

CONTINUED CIDA PRIVATE SECTOR LINE OF CREDIT 89/90  
INCREASE SALES AIRCRAFT SPARES.

CONTINUED CONTACT WITH MINISTRIES RE CHITUNGWIZA  
CONTRACT TO BE AWARDED TO CANADIAN COMPANY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Maintaining contact with National Railways of Zimbabwe (NRZ) re requirement for locos and carriages.

QUARTER: 2 Maintaining contact with National Railways of Zimbabwe (NRZ) re requirements for locos and carriages.

QUARTER: 3 Visits to Bulawayo National Railways of Zimbabwe H.Q. following visit of W.B. Officials. Continued contacts with ministry and Air Zimbabwe re sale of Dash 8 aircraft

QUARTER: 4 -----

Still awaiting publishing of tender for NRZ requirement for 30 locomotives. Competition will be between GM Cda & GE UK. Much will depend on financial package & delivery dates. Requirement for 270 coaches valued at \$180 million & exploring

Tender for locos will be adjudicated at end of Sept 89. General Motors Representative in Zimbabwe & will be present. Still exploring possibility of joint approach for carriages between Canadian and Zimbabwe company.

Tender for supply of 30 locos still not adjudicated. General Motors of Cda 1 of 5 main contenders. Railway 2 proj funded by W.B. Training & Dev. requirements being closely followed.

REPT4D  
90/04/05

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 :308-HARARE

005-ADVANCED TECH. PROD. & SERV  
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

???????

EXPANDED RURAL COMM SERVICES WITH CIDA FINANCING  
INCREASED SHARE OF MARKET.\

MISSION TO KEEP CANADIAN EXPORTERS ADVISED ON OPPORTUNITIES  
INCREASED SHARE OF MARKET.

CONT CONTACT W/TELECOMM UTILITIES RE OPPORT FOR CDN PRODUCTS  
INCREASED SHARE OF MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Post continues to monitor developments in  
Zimbabwe Posts & Telecommunications Corp. re  
requirements for wide range of telecommunication  
equipment and services.

PTC has received brochures and price lists from  
potential Cdn suppliers of required equipment.  
The PTC is involved in pricing exercise for best  
source of supply. Financing will be required.

QUARTER: 2 There have been continued contacts with Zimbabwe  
Posts & elecommunications Corporation re requi-  
rements for range of equipment and services.

PTC is in contact with number of Canadian sup-  
plier of telecommunications equipment & services  
. Financing is main restraint.

QUARTER: 3 Maintaining contacts with Zimbabwe posts & tele-  
communications re requirements range of equip-  
ment and services.

PTC telecommunications systems is in great need  
of rehabilitation & modernisation and service  
deteriorating. Finance remains major restraint.

QUARTER: 4 -----



REPT4D  
90/04/05

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 :308-HARARE

007-POWER & ENERGY EQUIP. & SERV.  
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

STILL AWAITING ZIM GOZ DECISION RE SOURCE OF INCREASED POWER  
INCREASED CANADIAN PARTICIPATION.

WORLD BANK II POWER REHAB PROGRAMME. AWAITING PUBLISHING  
INCREASED CANADIAN PARTICIPATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Zimbabwe Electricity Supply Authority (ZESA)  
Power Expansion & Rehabilitation projects Post  
continues to Monitor developments keeping Drie/  
Gatt Ottawa informed

Although GOZ had given go ahead for Kariba South  
Expansion, expert opinion is now that expansion  
of Hwange Thermal (Stage 3) is most suitable.  
Dev. being closely monitored. Post has forwarded  
details of tender requirements fin'd by WB to Ot

QUARTER: 2 Zimbabwe Electricity Supply Authority (ZESA)  
Power Expansion & Rehabilitation projects. Post  
monitoring developments & keeping ISTC/GATT  
Ottawa informed.

No clear picture has as yet emerged re stages  
for meeting Zimbabwe's future power requirements  
.Looks as if Kariba South Expansion will be  
first step with possibility of additional ther-  
mal capacity. Developments being monitored.

QUARTER: 3 Zimbabwe electricity supply authority power  
expansion, rehabilitation project. Post  
continues to monitor developments keeping ISTC/  
GATT Ottawa in picture.

Details of 2 tender requirement power line & ma-  
terial requirements plus preliminary work on  
batoka gorge scheme sent to Ottawa one cdn  
company also bidding for hwange thermal rehabi-  
litation.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :308-HARARE

011-OIL & GAS EQUIPMENT,SERVICES  
ZIMBABWE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

LOOKING AT INVOLVEMENT PROPOSED 175KM PIPE LINE MUTARE-HARAR  
CANADIAN INVOLVEMENT.

MAINTAINING CONTACT W/MIN OFF RE PROPOSED NEW WHITE FUELS  
CANADIAN INVOLVEMENT.

KEEPING ABREAST WITH DEV RELATING TO PROPOSED OIL REFINERY  
CANADIAN INVOLVEMENT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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 :308-HARARE

014-EDUCATION, MEDICAL, HEALTH PROD  
ZIMBABWE

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

CONTACT ESTABLISHED W/MAJOR IMPORTERS IN TERR. CDN EXP ADVIS  
INCREASED SHARE MARKET.

TENDER DOCUMENTS FOR GOVT REQ CONTINUE TO BE OBTAINED & FORW  
INCREASED SHARE MARKET.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :308-HARARE

Post continued to be heavily involved w/activities relating to Gloc 1989/90 alloc.,sourcing enq.,related admin details.  
Malawi energy 1 proj req'd contacts w/Malawi Electricity supply re number consult.req. Acres & Ont Hydro prequalified  
Post involved w/preparations for Zimbabwe Int'l Trade Fair 1990. Meetings with 5 local exhibitors and stand designer.  
Post fully involved w/preparations for Que Govt Trade Miss.  
Preparing itin.,econ.,info & accomp.on visits in Har.& Bul.  
Preparation of itinerary and accompany on calls - Official visit by new EDC Area General Manager.  
Preparation of itin.in Zimb.,Botsw.& Malawi for visit by high level team from MacDonald Dettwilers Ass.,Vanc.-Parsis  
Begin preparations for high level mining investment mission to Canada.  
Recruit delegates from Mocambique and Zimbabwe for Temic.

REPT4D  
90/04/05

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 :348-KUWAIT

011-OIL & GAS EQUIPMENT,SERVICES  
BAHRAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up to Middle East Oil & Gas Show

Several opportunities have been identified and are currently being pursued. Three separate agency agreements are currently under negotiation

QUARTER: 3 Introduce new exporters to agents and oil companies.

45 Oil & Gas related coys participated at Mktplace. Kuwait presence provided focal point for Cdn firms interested in Int'l sales in this sector. - Post maintained ongoing contact & personal visits w/key off.through attendance at fairs

QUARTER: 3 Continues to meet with high level officials in National Oil Coys in order to promote Canadian capabilities.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :348-KUWAIT

005-ADVANCED TECH. PROD. & SERV  
BAHRAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up to Telcom Seminars Jan 89 and Mecom  
Jan 89

Several sales reported as a result of activities  
at mecom

QUARTER: 2 Remote Sensing Report.

Report released in July.

QUARTER: 3 Electrical Buyers Mission

Mission resulted in increased awareness of  
Canadian capabilities.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE  
BAHRAIN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Prepared report on potential for Canadian processed food in territory

Report will allow us to work closely with food processors and importers to determine potential for Canadian products

QUARTER: 2 Processed food report completed.

Finalized late September.

QUARTER: 3 Continued to work closely with select importers to determine requirement. Carefully monitor activity and report in timely fashion.

Many enquiries will result from participation at MEFEX. Embassy staff maintain good relations w/agric. affairs & faish resources auth. We are aware of new projects through our contacts.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :348-KUWAIT

014-EDUCATION, MEDICAL, HEALTH PROD  
KUWAIT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRAINING/EDUCATION EQUIPMENT & SERVICES REPORT ON GULF  
INCREASED MARKET AWARENESS OF POTENTIAL OPPORTUNITIES.

ENCOURAGE MINISTER OF HIGHER EDUC TO VISIT ONT  
GRATEFUL SENIOR LEVEL AWARENESS OF CANADIAN CAPABILITY.

PREPARE SUMMARY OF CDN COMM COLLEGES & UNIVERSITY SITUATION  
USEFUL MARKETING TOOL DEVELOPED FOR COMPLEX CANADIAN

CONDUCT BRIEFINGS REGULARLY ON CANADIAN UNIVERSITY/COLLEGE  
INCREASE NUMBER OF STUDENTS ATTENDING POST-SECONDARY

SUPPLIER SITUATION.

SCHOOL IN CANADA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPT4D  
90/04/05

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 :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE  
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO BUILD UP-TO-DATE EXPORTER AND IMPORTER LISTS  
LISTS PREPARED FOR USE ON WIN SYSTEM.

PROCESSED FOOD OPPORTUNITIES REPORT - GULF  
INCREASED MARKET AWARENESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Prepared report on potential for Canadian pro-  
cessed food in territory

Report will allow us to work closely with food  
processors and importers to determine potential  
for canadian products

QUARTER: 2 Processed food report completed.

Finalized late September.

QUARTER: 3 Continued to work closely with select importers  
to determine requirement.  
Carefully monitor activity and report timely  
fashion.

Many enquiries will result from participation at  
MEFEX.

Embassy staff maintain good relations w/agric.  
affairs & fish resources auth. We are aware of  
new proj through our contacts.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :348-KUWAIT

005-ADVANCED TECH. PROD. & SERV  
KUWAIT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING REPORT  
INCREASED MARKET AWARENESS.

INSTRUMENTATION REPORT  
INCREASED MARKET AWARENESS.

FOLLOW UP TO TELECOM SEMINARS JAN 89 AND MECOM JAN 89  
INCREASED SALES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up to Telecom Seminars Jan 89 and Mecom  
Jan 89

Several sales reported as a result of activities  
at Mecom

QUARTER: 2 Remote Sensing Report.

Report released in July.

QUARTER: 3 Electrical Buyers Mission

Mission resulted in increased awareness of  
Canadian capabilities.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :348-KUWAIT

011-OIL & GAS EQUIPMENT,SERVICES  
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

OIL AND GAS EQUIPMENT & SERVICES REPORT  
IDENTIFY POTENTIAL OPPORTUNITIES

FOLLOW UP MIDDLE EAST OIL & GAS SHOW - MARCH 89  
TO IDENTIFY GOOD SALES LEADS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Follow-up to Middle East Oil & Gas Show

QUARTER: 3 Encourage oil coys from Canada to visit Gulf

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Several opportunities have been identified and are currently being pursued. Three separate agency agreements are currently under negotiation.

Post Lobbied successfully to have fourth annual Arab Gas & Oil tech. Exh. included in our list of activities (Mar 18-21,'90). More Cdn coys will participate as a result of Federal presence

REPT4D  
90/04/05

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 :348-KUWAIT

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

HITEC FOLLOW UP CONTINUES  
INCREASED SALES BY ENCOURAGING GREATER FOLLOW-UP OF

OPPORTUNITIES.

ATTEND HITEC 89 - SCHEDULED FOR MAY 89  
MORE COMPANIES PURSUING PROSPECTS IN GULF

UPDATE DEFENCE/SECURITY REPORT  
BETTER INSIGHT INTO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Attend Hitec 89  
Identify specific opportunities and report in  
timely manner  
Follow up on selected projects

Post attended Hitec/ARMX which was useful exerci  
se to follow-up with key Cdn contacts & encoura  
ge new cos to pursue opportunities in Gulf.  
MDA Radar opportunities. - F-18 flight simulator  
for Kuwait Air Force was focus of our activities

QUARTER: 2 Defence report.

Finalized September 30, 1989.

QUARTER: 3 Encourage Canadian exporters to visit and follow  
up on their marketing efforts.

Potential, CAE F-18 flight simulator sales to  
Kuwait required considerable activity at senior  
levels.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :348-KUWAIT

003-GRAINS AND OILSEEDS  
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PREPARE REPORT ON GRAINS,OILSEEDS & SPECIALTY CROPS MKT POTE  
TO DETERMINE WHETHER SECTOR IS WORTH PURSUING.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Report on grains, oilseeds and market potential

Report will be available next quarter based on data provided by Canadian Wheat Board during recent visit.

QUARTER: 3 Maintain contacts with key importers of agriculture and food products.

Report on grains and flour market in Gulf forwarded to GMT during October.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :348-KUWAIT

011-OIL & GAS EQUIPMENT,SERVICES  
QATAR

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up to Middle East Oil & Gas Show

Several opportunities have been identified and are currently being pursued. Three separate agency agreements are currently under negotiation.

QUARTER: 3 Encourage oil coys from Canada to visit Gulf.

Post lobbied successfully to have fourth annual Arab Gas & Oil Tech.Exh. included in our list of activities (Mar 18-21,'90). More Cdn Coys will participate as a result of Federal presence

QUARTER: 4 -----

Post attended Middle East Oil & Gas Show which was held in London on 12-14 October with key Cdn contacts & encourage new com to pursue opportunities in Gulf. USA Trade Representative - P-18 flight simulator for Kuwait Air Force was added to our activities

Finalized December 22, 1989.

Activities for P-18 flight simulator cases in Kuwait required considerable activity at center level.

REPT4D  
90/04/05

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 :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE  
QATAR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Prepared report on potential for Canadian processed food in territory

Report will allow us to work closely with food processors and importers to determine potential for Canadian products

QUARTER: 2 Processed food report completed.

Finalized late September.

QUARTER: 3 Continued to work closely with select importers to determine requirement. Carefully monitor activity and report in timely fashion.

Many enquiries will result from participation at MEFEX.

Embassy staff maintain good relations w/agric. affairs & fish resources auth. We are aware of new projects through our contacts.

QUARTER: 4 -----

REPT4D  
90/04/05

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

58

POST :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE  
UNITED ARAB EMIRATES

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Prepared report on potential for Canadian processed food in territory

Report will allow us to work closely with food processors and importers to determine potential for Canadian products

QUARTER: 3 Continued to work closely with select importers to determine requirement. Carefully monitor activity and report in timely fashion.

Many enquiries will result from participation at MEFEX. Embassy staff maintain good relations w/agric. affairs & fish resources auth. We are aware of new projects through our contacts.

QUARTER: 4 -----



REPT4D  
90/04/05

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 :348-KUWAIT

011-OIL & GAS EQUIPMENT,SERVICES  
UNITED ARAB EMIRATES

PLANNING:      ACTIVITIES PROPOSED IN POST PLAN:      ANTICIPATED RESULTS:

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TRACKING:      ACTIVITIES UNDERTAKEN IN QUARTER:      QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up to Middle East Oil & Gas Show

Several opportunities have been identified and are currently being pursued. Three separate agency agreements are currently under negotiation.

QUARTER: 3 Encourage Oil Coys from Canada to visit Gulf.

Post lobbied successfully to have fourth annual Arab Gas & Oil Tech. Exh. included in our list of activities (Mar 18-21,'90). More Cdn Coys will participate as a result of Federal presence

QUARTER: 4 -----

REPT4D  
90/04/05

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

60

POST :348-KUWAIT

005-ADVANCED TECH. PROD. & SERV  
UNITED ARAB EMIRATES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up to Telecom Seminars Jan 89 and Mecom  
Jan 89

Several sales reported as a result of activities  
at Mecom

QUARTER: 3 Electrical Buyers Mission

Mission resulted in increased awareness of  
Canadian capabilities.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :348-KUWAIT

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
UNITED ARAB EMIRATES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Attend Hitec 89  
Identify specific opportunities and report in  
timely manner  
Follow up on selected projects

Post attended Hitec/ARMX which was useful exer-  
cise to follow-up with key Cdn contacts & encou-  
rage new cos to pursue opportunities in Gulf.  
MDA Radar opportunities. - F-18 flight simulator  
for Kuwait Air Force was focus of our activities

QUARTER: 3 Identify specific opportunities and report in  
timely manner.

Assisted Bristol Aerospace during recent Gulf  
marketing tour. Bristol demonstrations likely to  
take place in Oman later this year.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :348-KUWAIT

003-GRAINS AND OILSEEDS  
UNITED ARAB EMIRATES

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Report on grains, oilseeds and market potential

Report will be available next quarter based on data provided by Canadian Wheat Board during recent visit.

QUARTER: 3 Maintain contacts with key importers of agriculture and food products.

Report on grains and flour market in Gulf forwarded to GMT during October.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE  
OMAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Prepared report on potential for Canadian processed food in territory

Report will allow us to work closely with food processors and importers to determine potential for Canadian products

QUARTER: 3 Continued to work closely with select importers to determine requirement. Carefully monitor activity and report in timely fashion.

Many enquiries will result from participation at MEFEX. Embassy staff maintain good relations w/agric. affairs & fish resources auth. We are aware of new projects through our contacts.

QUARTER: 4 -----



REPT4D  
90/04/05

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 :348-KUWAIT

011-OIL & GAS EQUIPMENT,SERVICES  
OMAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up to Middle East Oil & Gas Show

Several opportunities have been identified and are currently being pursued. Three separate agency agreements are currently under negotiation.

QUARTER: 3 Encourage Oil Coys from Canada to visit Gulf.

Post lobbied successfully to have fourth annual Arab Gas & Oil Tech. Exh. included in our list of activities (Mar 18-21,'90). More Cdn Coys will participate as a result of Federal presence

QUARTER: 4 -----

QUARTER: 1 Assisted Canada Int'l Fr Fielding its personnel for 30 railway consultants.  
Assist DE Canada (DE Niger) in contract negotiations.

Three CIBC consultants were established in Nigeria and project continuing as planned. Organized Nigerian delegation to Ottawa Canada.

QUARTER: 2 Continued assistance to CINEC International in fielding its personnel for World Bank consultant for contract. Liaison with Nigerian Ministry of Transport and Airways on the proposed sale of 15 locomotives by DE Canada.

Assisted with visit of CINEC to project and discuss revised offer of financing

QUARTER: 3 Continue to support DE Canada on sale of locomotives to NIG.  
Report to CINEC on ongoing contract project sale of loco and rails etc to NIG.

QUARTER: 4 -----

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

POST :348-KUWAIT

INVIVBLES REPORT

INVESTMENT INSURANCE GUARANTEE AGREEMENT

CAE F-18 SIMULATOR - SENIOR LEVEL ACTIVITY REQUIRED OF  
EMBASSY

Planning for garment negotiations with U.A.E.

Arranging for double taxation agreement with U.A.E.

Responding to requests for information on barley for U.A.E.  
and Kuwait

World Energy Conference follow-up.

Marketplace participation

Ontario Hydro - Hydro Quebec bid through Arab fund for  
Jordan, Syria, Iraq, Turkey, Egypt Interconnect project  
J. Brenchley (GMT) Visit



REPT4D  
90/04/05

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 :304-LAGOS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZE EDC FINANCING PKG FOR CONTRACT AWARDED TO BOMBARDIE  
CONCLUDE SALE OF \$110M IN EQUIPT, ESTABLISH LONG TERM

CDN PRESENCE.

CONTINUE TO SUPPORT CANAC IN WORLD BANK FUNDED SPARE PARTS  
CONCLUDE SALE OF UP TO \$10M IN EQUIPT & SERVICES.

MONITOR DEBATE ON MASS TRANSIT IMPLM. PLAN WHICH MAY PROVIDE  
ALERT CANADIAN COMPANIES TO ANY OPPORTUNITIES PRESENTED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist Canac Int'l in fielding its personnel for  
WB railway consultancy.  
Assist GE Canada (Ex Bombardier) on contract for  
locomotives.

Two consultants in place and organized for rest  
of team.

Signed contract amendment between GE Cda and  
NMOT with revised scope of supply (50 to 15,  
addit \$8.5M spares)

QUARTER: 2 Continued assistance to CANAC International in  
fielding its personnel for World Bank consult-  
ancy for contract. Liaison with Nigerian  
Ministries of Transport and Finance on the  
proposed sale of 15 locomotives by GE Canada.

Three CANAC consultants now established in  
Nigeria and project continuing as planned.  
Organized Nigerian delegation to Airshow Canada.

QUARTER: 3 Continue to support GE Canada on sale of locomo-  
tives to NRC.  
Support to CANAC on ongoing rehab project plus  
sale of locos and rails etc to NRC.

Assisted with visit of EDC to present and  
discuss revised offer of financing.

QUARTER: 4 -----

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

POST :304-LAGOS

007-POWER & ENERGY EQUIP. & SERV.  
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT FED. PIONEER & MARKHAM ELEC. IN NEG. ON 132 TRANS LI TOTAL PROJECT.  
CANADIAN WILL BE SUCCESSFUL IN BEING AWARDED PART OF

SUPPORT FED. PIONEER & LOCAL REP IN DEV. A PROPOSAL FOR REP  
PROPOSAL APPROVAL PENDING FINANCING.

SUPPORT ONT. HYDRO IN THEIR BID TO LINK NEPA ON IBRD FUNDED SECTOR.  
ONTARIO HYDRO WILL RE-ESTABLISH A STRONG CDN PRESENCE IN

SUPPORT CGE & ACRES ON CDN\$70M AKOSOMBO DAM REHAB. PROJ.  
SALE OF UP TO CDN \$ 32M IN EQUIPMENT & SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist Ontario Hydro in bid for WB supported  
NEPA utility partnership, on visit and in  
soliciting CIDA funding.  
Support to Federal pioneer, local rep, and  
Monenco for ongoing project interests with NEPA.

Successful visit, selection of local rep, sub-  
mission of proposal to NEPA. \$400K from CIDA for  
Phase 1. Federal Pioneer et al well positioned;  
awaiting financing. Monenco submitted proposal  
for proj management in IBRD power sector rehab.

QUARTER: 2 Continue to support Ontario Hydro in bid for  
Utility Partnership program, and Monenco, Federal  
Pioneer, and other companies in bids for con-  
tracts with NEPA. Continued progress toward Cdn  
participation in Akosombo rehabilitation for VRA

Federal Pioneer met with NEPA re: rehab of sub-  
stations in northeastern Nigeria. Assisted with  
Nigerian & Ghanaian participation at WEC. Acres  
undertaking supervisory study of rehabilitation;  
EDC line of credit now in place in Ghana.

QUARTER: 3 Support to Cdn companies with various bids to  
NEPA.

Ontario Hydro unsuccessful on Utility Partner-  
ship bid.  
Monenco won WB consultancy for power sector  
programme.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :304-LAGOS

005-ADVANCED TECH. PROD. & SERV  
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

ASSISTANCE TO SPAR IN PURSUIT OF REHAB OF 2 EXISTING INTNL  
SPAR WILL BE SUCCESSFUL BIDDER

ASSIST TO SPAR IN BID FOR REHAB OF DOMSAT EARTH STATION  
SPAR WILL BE SUCCESSFUL BIDDER

ASSESS OF WBIRD COMMISSIONED STUDIES OF SECTOR TO DET.OPPORT  
INTRODUCTION OF NEW CANADIAN FIRMS TO MARKET.

SEMINAR PROGRAMME TO COINCIDE WITH MISSION  
ENHANCE CANADA'S IMAGE AS ALTERNATIVE SUPPLIER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Continue to encourage Cdn companies to assess  
opportunities in Nigeria, with Nitel, public  
sector and private sector (eg oil companies).  
Support to SR Telecom.

QUARTER: 3 Promote Cdn companies with Nitel and Min. of  
Communications.  
Support for Cdn companies in ADB projects in  
sector.

QUARTER: 4 -----

SR Telecom signed contract to supply systems in  
Nigeria and resolved issue of representation.  
Commenced study of market to be disseminated to  
Cdn companies and gov. agencies. Monitored World  
Bank Loan and Tenders emanating from it.

GPT Canada secured contract to supply equipment  
to NITEL.  
Leblanc and Royle interested in North-South  
Transmission Project (575 KV).  
Intelcan chosen for Benin (PNAM) Project.

REPT4D  
90/04/05

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 :304-LAGOS

011-OIL & GAS EQUIPMENT, SERVICES  
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSISTANCE TO SITE OIL AS FOLLOW UP TO NPS 88  
VISIT TO NIGERIA FOR DEMONSTRATION AND SUBSEQUENT SALE OF

EQUIPMENT.

MONITOR THE DEV. ON PHASE II OF IBRD FUND PETROCHEMICAL  
ALERT CANADIAN COMPANIES OF PROJECTS AND BIDS FOR BOTH

PROPOSALS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Monitoring of developments in implementation of  
three sector megaprojects (Oso condensates, LNG  
project, phase II of petrochemicals project).  
Assist Cdn coys in their pursuit of existing  
projects (IBRD Refineries Rehabilitation Proj.).

Financing for Oso project expected to be  
approved late 1989 and initial tenders for  
equipment/services are appearing. Commenced study  
of Nigerian oil/gas sector to provide up-to-date  
information on market opportunities.

QUARTER: 3 Monitor developments in mega projects in sector  
(OSO Condensates, LNG Project, petrochemicals  
complex, Ondo State tar sands) and interest Cdn  
suppliers.

Consulted with Alberta Oil Sands Technical  
Research Authority on possible involvement in  
Ondo State Tar Sands project.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :304-LAGOS

001-AGRI & FOOD PRODUCTS & SERVICE  
NIGERIA

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

ALL SUB-SECTORS

HOWE INT'L CONSULTANCY ON NAT'L STRATEGIC GRAINS RESERVE                    CONTRACTS.  
SUCCESSFUL IN PLACING CDA IN GOOD POSITION FOR PHASE II

SUPPORT HOWE INT'L PROPOSAL FOR A MAINT. FOR NAT'L STRATEGIC                    STORAGE.  
PROPOSAL APPROVAL AND HIGHER PROFILE FOR CDA IN GRAINS

-----

TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :304-LAGOS

Attendance at Consultative Group Meeting on Nigeria in  
Paris, Nov 7-8 and subsequent reporting.  
Attendance at and follow-up to Marketplace'89, Oct 29-16 Nov

Attendance at African Trade Commissioners Meeting in Ottawa,  
Nov 20-22  
Organized visit to Nigeria of Ms. W. Hoskin/EMRand sponsor-  
ship of major conf speaker re:safe use of asbestos in workpl

REPT4D  
90/04/05

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 :349-LIBREVILLE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONFIRMER L'INTERET DI MIN.DES TRANP.DU GABON POUR EQUIP CDN

VERIFIER LA DISPONIBILITE D'UN FINANCEMENT SEE/ACDI

CONCERTATION AVEC LA B.MONDIALE & CONSULTANT CDN PRESSENTI

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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 :349-LIBREVILLE

011-OIL & GAS EQUIPMENT,SERVICES  
GABON

PLANNING:            ACTIVITIES PROPOSED IN POST PLAN:            ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

SOUSSION DES RAPPORTS D'ETUDES MCPP,BASSIN SEDIM,PIPELINE  
SOUTENIR L'INTERET DU GABON POUR UNE INTERVENTION CANADIENNE

RENCONTRE A LA DIRECTION GENERALE DES HYDROCARBURES  
OBTENTION D'UNE LETTRE D'INTENTION

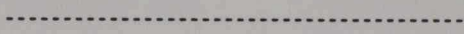
RENCONTRE A LA PRESIDENCE  
OBTENIR UN ACCORD DE PRINCIPE

TERMINER LA FORMATION DES STAGIAIRES DU GABON AUX HEC  
RAFFERMIR NOS APPUIS A LA DGH

ELABORATION DU CODE PETROLIER (MCP/ACD1)  
CONSOLIDER LA PLACE DU CANADA DANS LE SECTEUR

APPEL D'OFFRES POUR LA SYNTHESE DU BASSIN SEDIMENTAIRE

POURSUITE DES INITIATIVES SUR LE PIPELINE  
SCENARIO DE FINANCEMENT PRECISE



TRACKING:            ACTIVITIES UNDERTAKEN IN QUARTER:            QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPT4D  
90/04/05

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 :349-LIBREVILLE

007-POWER & ENERGY EQUIP. & SERV.  
GABON

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

CONTROL SYSTEMS

REUNIONS PERIODIQUES AVEC LE CONS.TECH CDN AU MIN ENERGIE  
IDENTIFIER LES OCCASIONS EN TEMPS OPPORTUN

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

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

Recent budget constraints in all our immediate efforts to ensure status in all our important sectors. Continue to provide follow on liaison and support for ongoing work in the sector.

ECG report visited. We noted that in progress therefore few times ago. We just completed study on when time and currently reviewing follow. No new developments on our's. Kanyas still in our in status report. ECG reviewing financing.

Quarter 1 exploring opportunities under Kanyas's railroad, when train regime airport development project and identifying opportunities in port expansion.

Quarter 2 exploring opportunities under Kanyas's railroad, when train regime airport dev program. identifying opportunities in port expansion.

----- 3 -----  
----- 4 -----

REPT4D  
90/04/05

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 :303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

GOV STILL WORKING ON MEDIUM & LONG TERM SOLUTIONS TO URBAN  
POSSIBLE SALES OF CANADIAN SERVICES AND EQUIPMENT. AMOUNTS

NOT PREDICTABLE AT THIS STAGE.

"NEEDS ASSESS" OF KENYA AIRWAYS IN86/87 BY CDN CONSULTANT  
PLACEMENT OF CANADIAN CONSULTING SERVICES CONCEIVABLE IN

PERIOD UNDER REVIEW.

PORTS AUTH PLANS CONSTRUCT CONT FREIGHT STATION ADJ MOMBASA  
IMPOSSIBLE TO KNOW WHETHER OR WHAT OPPORTUNITIES FOR CDN'S.

CAUTIONS OPTIMISM MERITED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Exploring opportunities under Kenya's railroad,  
urban trans regional airport development progr-  
ams. Identifying opportunities in port expansion

Recent budget constraints in CIDA have thwarted  
our immediate efforts to pursue studies in rail  
and urban transit sector. Continue to provide  
follow on liaison and support for baggage handl-  
ing project.

QUARTER: 2 Exploring opportunities under Kenyas railroad,  
urban trans, regional airport dev programs.  
Identifying opportunities in port expansion.

CPCS reps visited KR. WB action plan in progress  
therefore few immed opps.WB just completed study  
on Urban Trans and currently reviewing options.  
No new developments on ports.Kenyans still inter-  
est in Mathews eqpt, EDC reviewing financing.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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 :303-NAIROBI

007-POWER & ENERGY EQUIP. & SERV.  
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LAVALIN AWARDED CPPF FOR FEASIB STUDY FOR WEST KENYA CEMENT  
IF STUDIES POSITIVE & GOK PROCEEDS, CDN CONSULTANTS & EQUIP

SUPPLIERS WILL BE IN GOOD POS FOR CONTR WORTH OVER \$C 50 M

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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 :303-NAIROBI

011-OIL & GAS EQUIPMENT,SERVICES  
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CAN (LAVALIN IN CONSORTIUM W/SOGEA OF FRANCE) HAS BID IN COM WORTH UP TO C\$ 72 IN OVER 3 YR PERIOD W/INITIAL BUS IN 88/89  
CHANCES FOR LAVALIN SERVICES & CDN EQUIP SUPPL CONTRACTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Monitor developments in West Kenya Pipeline project. Promote Cdn Drilling Contractors with GOK and WB.

Letter of intent signed by Kenyans with French, Jap & Cdn (Lavalin) companies pipe con,contract now being drawn up and hopefully signed next quarter. Sponsorship by HQ of MD Nat Oil Corp to Intercon 89.

QUARTER: 2 Monitor developments in West Kenya Pipeline Project. Promote CDN drilling Contractors with GOK and WB.

Consortium members have agreed on price and shares.This has been forwarded to Min Finance for approval.EDC awaiting finalization to begin loan doc preparation. Cdn drilling firms have bid on WB geotherm equip contract.Await decision

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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 :303-NAIROBI

005-ADVANCED TECH. PROD. & SERV  
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

CONTINUE ASSISTING CDN MARCONI TO OBTAIN AUTO TELEX SWITCHING CONTRACTS WORTH C\$7.4 MILLION (C\$5.6 MILLION PLUS C\$1.8 MILLION ADD-ON TO FOLLOW).

CONTINUE TO ASSIST SR TELECOM TO OBTAIN CONTRACT W/KPTC IF SUCCESSFUL, SALE OF 60 SYSTEMS VALUED AT OVER US\$20 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Canadian Marconi bid for telex switching contract, and SR Telecom concerning rural access radio equipment.

Canvassing on behalf of Marconi with Minister & PS in the face of threatened cancellation of the award. To date no definite decision made by Kenyans. Liaison with SRT agent & KP&TC to keep abreast of developments in project proposal.

QUARTER: 2 Support Canadian Marconi bid for telex switching contract, and SR Telecom concerning rural access radio equipment.

Met with finance Perm Sec who has found option which would avoid need for sovereign guarantee. He urged Marconi return resolve problem with Ngeny. SRT agent advises that KPTC board will meet to review and authorise transaction.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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

80

POST :303-NAIROBI

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

BOEING/DE HAVILLAND CDA NEGOT W/MOD COULD RUN INTO 1989/90  
CONTRACT FOR SUPPLY OF 3 DASH.8 VALUED AT APPROX. US\$ 40  
MILLION.

ASSIST SALES PROMOTION BY CDN COS OF REPLAC PARTS & ASSEMBL  
CONTRACTS TOTTALLING C\$ 4 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assistance to boeing de/De Havilland Cda in fin-  
alising contract with defence for sale of 3 Dash  
8 aircraft.

Contract has now been signed by all parties.

QUARTER: 2 Assistance to Boeing DeHavilland CDA in finali-  
sing contract with defence for sale of 3 DASH8  
aircraft.

Contract has been signed.GOK now finalising  
loan preconditions to enable first payment to  
be made to supplier. Dehavilland reps due to  
visit Nrobi in October to facilitate process.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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 :303-NAIROBI

001-AGRI & FOOD PRODUCTS & SERVICE  
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

POST INTRO CDN SUPPLIERS OF BOVINE DAIRY SEMEN & EMBRYO  
WE ARE OPTIMISTIC SALES OF AT LEAST \$1 M WILL RESULT IN

89/90 AND FOLLOW-ON SALES IN ENSUING YEARS.

CDN FIRMS, SEMEX, DISCUSS W/KENYAN PRI SECTOR EXTAB A.I.  
IF NEGOTIATIONS SUCCESSFUL, SEMEX WILL PROVIDE TECH ASSIST

& TRAINING, SEMEN & LIVE BREEDING STOCK & VET PRODUCTS.

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promote Kenyan familiarity with and purchase of  
Canadian Agricultural Technology, Machinery,  
Equipment and bovine semen.

Continued dissemination of information to con-  
tacts attendance of J.K. Waweru Chief Exec KNFU  
to Western Cda Farm Progress Show sponsored by  
headquarters. Too early to assess results.

QUARTER: 2 Promote Kenyan familiarity with and purchase  
of Canadian agricultural technology,Machinery,  
equipment and bovine semen.

Continue to send out information and literature  
to contact.Met with newly formed and broadly  
based Intl Agric Forum, and established basis  
for future coop and possible mission to Cda in  
1990.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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 :303-NAIROBI

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LAVALIN PRESENTED TO GOU FINAL CPPF STUDY ON REHAB. OF ENTEB  
EVENTUAL ADDITIONAL CDN CONSULTANCY CONTRACTS, AND EQUIPMENT

CONTRACTS AT IMPLEMENTATION STAGES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPT4D  
90/04/05

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 :303-NAIROBI

011-OIL & GAS EQUIPMENT,SERVICES  
TANZANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PCIAC-SPONSORED SEISMIC HYDROCARBON EXPLORATION ACTIVITIES  
SEISMIC AND DRILLING WORK FOR CDN COS, RESULTANT EXPLOTABLE

DISCOVERIES WITH POTENTIAL SALE OF CDN SERVICES & EQUIPMENT.

HARDY BBT STARTING CPPF STUDY FOR TPDC ON FEASIBILITY GAS PI  
IF PROJ PROVED FEASIBLE & FINANCING FOUND, IMPLEMENTATION

COULD PROVIDE LUCRATIVE CONTRACTS FOR SALE OF CDN SERVICES

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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 :303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CPCS RECENTLY AWARDED LONG-TERM W.B. STUDY ON MNGMT & REHAB  
SEVERAL OPPORTUNITIES FOR CDN COS FOR CONSULTANCY WORK,

POSSIBLY EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05  
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 :303-NAIROBI

007-POWER & ENERGY EQUIP. & SERV.  
TANZANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOR AFDB FINANCED PANGANI FALLS HYDROELECTRIC POWER DEV STUD BETTER FOR CDN SUPPLIERS WHEN IMPLEMENTED.  
REMOTE CHANCE ACRES MIGHT WIN AWARD IN WHICH CASE OPPORT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 Avoir aide CCI à soumissionner divers contrats. Avoir aide APC contrat gestion OEP. Organisation participation faire d'info de base. Organisation voyage Cde à haute fonctionnaires BIR de Kf. Organisation voyage au Cde dir. ci. OEP

QUARTER: 2 Avoir aide CCI à soumissionner divers contrats. Avoir aide APC à soumissionner contrat gestion OEP. Organisation participation faire d'info de base. Organisation voyage au Cde dir. ci. OEP. Organisation voyage au BIR de Kf. Organisation voyage au Cde dir. ci. OEP.

QUARTER: 3 Avoir aide CCI à soumissionner divers contrats. Avoir organisation BIR. Avoir aide APC, leçons en Kf et autres sites OEP à soumissionner pour divers sites.

QUARTER: 4 -----

Beil est actuellement en négociation pour divers contrats (2200 millions) OEP pour contrat avec OEP. Haute fonctionnaires malawiens sont plus conscients de technologies OEP.

Beil est en négociation pour divers contrats (2200 millions) OEP pour contrat avec OEP. Haute fonctionnaires malawiens sont plus conscients de technologies OEP.

Beil est en négociation pour divers contrats (2200 millions) OEP pour contrat avec OEP. Haute fonctionnaires malawiens sont plus conscients de technologies OEP.

REPT4D  
90/04/05

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 :305-PRETORIA

007-POWER & ENERGY EQUIP. & SERV.  
LESOTHO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

ENTIRE HYDRO COMPONENT HIGHLANDS WATER SCHEME

MISSION WILL CONTINUE TO EXPLORE OPPORTUNITIES IN THIS SECT.

-----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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 :327-RABAT

005-ADVANCED TECH. PROD. & SERV  
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

APPUI INTENSIF A DONNER A LA SOCIETE QUI A DEJA GAGNE  
REMPORTER LA 2EME PARTIE DU CONTRAT.

POUR SUIVRE ASSIDUMENT TOUS LES A.O.I. LANCES PAR L'ONPT  
OBTENIR 1 OU 2 MARKES

APPUI A SOCIETE CDNNE POUR PREQUALIFICATION POUR PROJET  
BIEN POSITIONNER SOCIETE CDNNE

ELABORER ET METTRE EN PLACE STRATEGIE AVEC SOCIETE CDNNE  
ASSURER PRESENCE CDNNE AUX A.O.I. ET POSITIONNER FAVORABLE-

MENT FIRME CDNNE.

SUIVRE DE PRES LE MARCHE DE L'INFO. DES GRANDS SRVCS PUBLICS  
SI A.O.I., AMENER SOCIETE CDNNE A PARTICIPER ET A SE

POSITIONNER

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Avons aidé BCI à soumissionner divers contrats.  
Avons aidé APG contrat Gestion ONPT. Organisa-  
tion participation Foire d'Info de Casa. Organisa-  
tion voyage Cda 2 hauts fonctionnaires SIIM de  
MTL. Organisation voyage au Cda dir. gl. ONPT

Bell est actuellement en négociation pour divers  
contrats (\$200 millions). APG doit gagner contrat  
avec ONPT. Hauts fonctionnaires marocains sont  
plus conscients de technologies cdnnes.

QUARTER: 2 Avons aidé BCI à soumis. divers contrats. Avons  
aidé APG à soumis. contrat Gestion ONPT. Organisa-  
tion participation Foire d'Info de Casa. Organisa-  
tion voyage au Cda Dir Cl ONPT. Organisa-  
tion voyage au TEMIC  
2 hauts fonctionnaires du Min Postes et Telecom.

Bell est en négoc. pour divers contrats (\$200 M)  
Hauts fonctionnaires marocains sont plus conscients  
de tech. cdnnes. 4 socs et 3 conférenciers  
cdns vont participer à Foire d'Info. 3 socs cdns  
(ETI, Setym, Nortel) ont ouvert bureaux au Maroc.

QUARTER: 3 Avons aidé BCI à soumis. divers contrats. Avons  
organisé SITEB. Avons aidé M2S, Leblanc et Royle  
et autres stes Cdnnes à soumissionner pour di-  
vers AOI.

Bell est en négoc. pour divers contrats (\$170 M)  
4 stes et 3 conférenciers Cdns ont participé au  
SITEB. Hauts fonctionnaires et gens d'affaires  
Marocains sont plus conscients de technologie  
canadiennes.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :327-RABAT

007-POWER & ENERGY EQUIP. & SERV.  
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

VISITE DE COMPAGNIES CANADIENNES AU MAROC  
PREPARER DEUXIEME PHASE CENTRALE THERMIQUE JORF LASFAR 1993-

95 EVALUER POTENTIEL ET SE POSITIONNER POUR PRJET M'JAARA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Avons aidé HQI pour diverses activités au Maroc.  
Avons suivi appels d'offres de l'Office National  
d'Electricité (ONE).

HQI est en négoc. avec firme espl pour construc-  
tion barrage au Maroc. Alcan a gagné contrat de  
de \$12.5 m pour aluminium avec ONE. 5 firmes cdn  
vont soumissionner AOI 8,000 poteaux de bois.  
Westinghouse Cda ont soumis. AOI transformateurs

QUARTER: 2 Avons aidé HQI pour diverses activités au Maroc.  
Avons suivi développement dans secteur pétrolier  
Avons organisé voyage au Cda du Min de l'Energie  
et Mines.

HQI a signé accord avec firme espl pour constru-  
ction barrage au Maroc. Vont soumissionner en  
Oct 1989. Ministre et ses adjoints sont plus  
consciens de technologies cdnnes.

QUARTER: 3 Avons aide HQI et Dessau pour diverses activites  
au Maroc. Avons suivi developpement dans secteur  
petroliers.

HQI/Dessau avec partenaire Esp. preparent propo-  
sition pour construction barrage Dchar El Oud.  
Cdn. Oxy Pete considere investissement au Maroc.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :327-RABAT

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

## ALL SUB-SECTORS

EXPLORER LA FAISABILITE DE PARTICIPATION CDNNE SUR LE PROJ.  
FORMATION D'UN CONSORTIUM

ETUDE DE MARCHÉ POUR EQUIPMENTS FERROVIAIRES  
IDENTIFIER MARCHÉ

ETUDE DE MARCHÉ POUR BATEAUX DE PECHE  
IDENTIFIER MARCHÉ

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Avons suivi marché pour avions DASH-8 Triton.  
Avons suivi avec Royal Air Maroc demande pour un  
banc d'essai de réacteurs.  
Avons suivi contrat G.M. pour 4 locomotives  
(avec SEE/ACDI).

QUARTER: 2 Avons suivi marché pour avions DASH-8 Triton.  
Avons suivi avec Royal Air Maroc demande pour un  
banc d'essai de réacteurs. Avons suivi contrat  
G.M. pour 4 locomotives (avec SEE/ACDI).

QUARTER: 3 Avons suivi marche pour avions DASH-8 Triton.  
Avons suivi avec Royal Air Maroc demande pour un  
banc d'essai de reacteurs. Avons aide CANAC a  
soumissionner pour deux AOI pour ONCF.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

DeHavilland prépare offre pour 9 avions Triton,  
valeur approx \$270 millions. MDS prépare une  
offre pour un banc d'essais. G.M. essaie tou-  
jours de trouver moyens de financement, vu  
manque financement ACDI.

DeHavilland prépare offre pour 9 avions Triton,  
valeur approx \$270 millions. MDS prépare une  
offre pour un banc d'essais. G.M. essaie tou-  
jours de trouver moyens de financement, vu  
manque financement ACDI.

Innotech/DeHavilland ont depose offre pour 9 av-  
ions Dash-8 Triton. MDS a effectue visite au Ma-  
roc et a depose offre pour banc d'essai. CANAC  
va soumissionner pour AOI pour projet teleinfor-  
matique.

REPT4D  
90/04/05

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 :327-RABAT

002-FISHERIES,SEA PRODUCTS & SERV.  
MOROCCO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INFORMER LES COMPAGNIES CDN DU LANCEMENT DES DIFFERENTS PROJ LE DEVELOP. DE CE SECTEUR AU MAROC & PAR VOIE DE CONSEQUENCE  
PERMETTRE AUX SOCIETES CDN DE PRENDRE UNE PART ACTIVE DANS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Avons complété étude de marché pour équipement pour industrie de pêche et avons proposé mission dans le secteur pour fin 1989.

Espérons faire connaître l'industrie cdne de pêche au Maroc et, par conséquent, entrer dans le marché marocain des équipements de pêches.

QUARTER: 2 Avons complété étude de marché pour équipement pour industrie de pêche. Avons commencé organisation d'une mission dans le secteur pour printemps 1990.

Espérons faire connaître l'industrie cdne de pêche au Maroc et, par conséquent, entrer dans le marché marocain des équipements de pêches.

QUARTER: 3 Avons commence organisation d'une mission dans secteur peche pour fevrier 1990. Avons effectue mission au Sud du Maroc afin de rencontrer industrie de la peche.

Esperons faire connaître l'industrie cdne de peche au Maroc et, par consequent, entrer dans le marche marocain des equipements de peches. Avons maintenant des bons contacts dans cette industrie.

QUARTER: 4 -----



REPT4D  
90/04/05

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 :327-RABAT

003-GRAINS AND OILSEEDS  
MOROCCO

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUER SUIVI ET ASSISTANCE & EN PHASE FINALE DE NEGOCIAT.  
REMPORTER LE CONTRAT DE 8 MILLIONS DES SILOS DE SAFI

SUIVRE DE PRES TOUT A.O.I. EN EQUIPEMENT DE STOCKAGES                   AU MOINS UN CONTRAT.  
ASSURER LA PREQUALIFICATION DE SOCIETES CDNNES ET REMPORTE

ENQUETE SUR LA SITUATION DE BLE, DES CEREALES ET DES OLEAGI.                   FINANCEMENT CONCURRENTS  
MISE A JOUR DES POSSIBILITES EXPORTS. OBTENTION INFOS SUR

ETUDE DE MARCHE SUR LES EQUIPEMENTS RELATIFS A LA MANUTENTIO  
PRODUCTION D'UN RAPPORT

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ANNEXE

MARKET OF THE INVOLVEMENT IN FRONTIER TRADE PROJECT  
SALE OF EXHA AIRCRAFT AND AIRCRAFTS

ESTABLISH PROMOTION PROGRAM FOR ELZET AND CLEB                   AGENT  
WANT THE DELEGATION VISEU DEMO IN CIA. ESTABLISH APPROPRIATE

UPDATE HIGH MARKET STUDY ON DEFENSE PRODUCTS  
CON CONTRACTS TO APPOINT AGENTS

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

POST :327-RABAT

Avons organise participation a la Foire d'Informatique de Casa SITEB (10-14 octobre)

HQI a signe accord avec Dragados (Espagne) afin de proposer construction d'un barrage au Maroc.

Avons organise mission au Cda d'un haut fonctionnaire des Dmaines Royaux dans secteur agriculture.

Avons participe (agent commercial) au Carrefour Export 1989 et a Conf. des delegues commerciaux en Afrique (Cons. Comm.)

Lavalin a signe un contrat de \$ 3 million pour projet assainissement Rabat/Sale.

REPT4D  
90/04/05

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 :347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

FINALIZE SALE OF PIRANHAS TO MINISTRY OF DEFENCE  
\$50M COMPONENT FOR GM CANADA

KEEP MOWAG PROPOSAL ALIVE WITH NATIONAL GUARD PENDING BUDGET  
\$100M COMPONENT FOR GM CANADA

MARKET STUDY

RAISE AWARENESS OF MARKET OPPORTUNITIES IN KSA

CDN PARTIC. IN PROPOSAL TO RE-ENGINE ARMoured VEHICLES  
CDN GROUP TO BID ON REFIT PROGRAM

ELECTRICAL & ELECTRONIC

SUPPORT CDN FIRMS REGISTERED AS SUB-SUPPLIERS TO ARMY AVIAT.  
\$10-20 MILLION SALES

ENCOURAGE MODA TO DEMONSTRATE SIDE LOOKING AIRBORNE RADAR  
OBTAIN INVITATION TO QUOTE A SYSTEM

PURSUE CDN BIDDER FOR TAIF SECURITY SYSTEMS.  
PURSUADE CDN FIRM TO MAKE QUOTATION

DETERMINE MARKET FOR ELECTRONIC WARFARE SIMULATION TRAINING  
PREPARE REPORT ON SIZE OF MARKET AND ENTRY POSSIBILITIES

GET MID-SIZE CDN FIRMS TO PARTIC. IN SMALL SECURITY JOBS  
J.-V. BID BY ONE OF SEVERAL QUALIFIED CDN GROUPS

SUPPORT CDN FIRMS TO MOVE INTO MAINTENANCE SECTOR-NAV AIDS  
J.-V. PARTICIPATION OF O & M CONTRACT AT AIRPORT

AEROSPACE

PURSUIT OF CDN INVOLVEMENT IN FRONTIER FORCES PROJECT  
SALE OF STOL AIRCRAFT AND AVIONICS

ESTABLISH PROMOTION PROGRAM FOR CL227 AND CL289  
HAVE KSA DELEGATION VIEW DEMO IN CDA. ESTABLISH APPROPRIATE

AGENT

UPDATE MINI MARKET STUDY ON DEFENCE PRODUCTS  
CDN COMPANIES TO APPOINT AGENTS

REPT4D  
90/04/05

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 :347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SAUDI ARABIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Mission to ARMX 89 (23-25 May 89)  
Finalise sale of Piranhas to MODA

3 agents & 1 rep from Ministry of Interior visited ARMX 89. Cdn consortium formed to export NBC equip. Agency arrangements now being finalised. Negotiations concluded. Contract awaits signature of Minister.

QUARTER: 2 GM (CANADA) AND MOWAG REPS MADE PRESENTATION TO MODA.  
AMBASSADOR MET WITH PRINCE ABDULLAH SECOND DEPUTY PRIME MINISTER RESPONSIBLE FOR SAUDI ARABIA NATIONAL GUARD.

MODA ACCEPTED PROPOSAL AND NOW WAITING FOR COST AND SCHEDULING DETAILS FROM GM (CANADA) AND MOWAG SANG ALSO INTERESTED IN PURCHASING PIRANHA VEHICLES FROM CANADA. CONTRACT ESTIMATED TO BE \$1.2 BILLION.

QUARTER: 3 Ambassador met with GM (Canada) reps. on several occasions in both Canada and Saudi Arabia to pursue light armoured vehicle contract with MODA  
TID officers assisted EMR officials to conclude remote sensing contact with MODA.

Intense negotiations are continuing with MODA on LAV contract which according to GM officials is in final stages. Ambassador signed contract on behalf of CCC/EMR for phase I of project. Phase 1 value \$ 170000.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :347-RIYADH

005-ADVANCED TECH. PROD. & SERV  
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

SEMINAR ON CDN CAPABILITY IN RURAL TELECOMMUNICATIONS  
NORTHERN TELECOM AND SR TELECOM TO OBTAIN CONTRACTS

SUPPORT FOR SPECTRUM MANAGEMENT PROPOSAL AT PTT  
OBTAIN CONTRACT

MINI MARKET STUDY OF TELECOMMUNICATIONS SECTOR  
RAISE AWARENESS OF MARKET OPPORTUNITIES IN KSA

ESTABLISH STRONG AGENTS FOR PAQUET SWITCH MANUFACTURER  
SALES IN 1990 WHEN SERVICE INTRODUCED

INTRODUCE CDN TEST EQUIPMENT  
ESTABLISH LOCAL AGENTS

ESTABLISH DEMO SYSTEM FOR CDN SATELLITE COMMUNICATIONS  
OBTAIN REQUEST TO BID PROPOSED MFA LINK

COMPUTERS HARD/SOFTWARE & COMP

SUPPORT SUPPLEMENTAL SALES OF BILINGUAL TERMINALS  
FURTHER SALES OF ONE HUNDRED UNITS

SUPPORT BCI ON MACHINE READABLE PASSPORT EQUIPMENT  
RECEIVE INVITATION FOR FINANCIAL PROPOSAL

MINI MARKET STUDY OF COMMUNICATIONS AND INFORMATICS  
3 CDN REPS TO APPOINT AGENTS

INTRODUCE CDN SOFTWARE MANAGEMENT FIRMS TO MARKET  
ESTABLISH CDN-SAUDI JOINT VENTURE

ORGANIZE CDN COMPUTER SPECIALISTS GROUP IN KINGDOM  
IMPROVE INTELLIGENCE ON AND RESPONSE TO UPCOMING COMPUTER

PROJECTS

REMOTE SENSING INC. SPACE SAT

DISCUSSIONS WITH KACST REGARDING CDN TRAINING OF TECH/MAPPER  
TRAINEE PLACEMENT IN CANADA

DETERMINE NEEDS OF MODA FORE REMOTE SENSING  
CDN COMPANIES TO PURSUE OPPORTUNITIES IN KSA

REPT4D  
90/04/05

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 :347-RIYADH

005-ADVANCED TECH. PROD. & SERV  
SAUDI ARABIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	<p>REMOTE SENSING INC. SPACE SAT</p> <p>PURSUE WITH MEPA USE OF CDN EQPT FOR POLLUTION MONITORING OBTAIN INVITATION FOR PROPOSAL</p> <p>MEET WITH KACST DIRECTORS - SUPPORT FOR SYNTHETIC APERTURE ESTABLISH WHETHER THIS WILL BE NEW AREA OF KACST ACTIVITY</p>	

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	<p>QUARTER: 1 Determine needs of MODA for Remote Sensing</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 Telecom Mission concluded successful visit to Riyadh and Jeddah. JEC Telecommunications sub-committee meeting held in Riyadh.</p> <p>QUARTER: 4 -----</p>	<p>EMR Technical proposal accepted by MODA.\$2 million contract awaits signature by the Minister.</p> <p>Telecom Mission Members concluded contracts valued at over \$2 million. Groundwork laid for visit by senior Saudi Telecom officials (probably to inc. Minister Kayyal) in early spring.</p>

REPT4D  
90/04/05

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 :347-RIYADH

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

ESTABLISHMENT OF CDN/SAUDI AUTO PARTS DISTRIBUTION CENTRE  
SALES OF \$20-30 MILLION P.A.

FINALIZE AGENCY AGREEMENT FOR SALES OF CDN HEAVY DUTY TRUCKS  
SALES OF \$10-15 MILLION P.A.

ASSIST IN EST. CDN/SAUDI AUTO PARTS MANUFACTURING FACILITIES  
ESTABLISHMENT OF CDN/SAUDI J. - V.

I.D. SAUDI PARTNERS FOR CDN SUPPLIERS OF GARAGE SERVICE EQPT  
ESTABLISH 3 NEW AGENCIES/DISTRIBUTORSHIPS

AEROSPACE

DISCUSSIONS BETWEEN AVELEX/ARABASCO FOR AGENCY AGREEMENT  
FLOW THROUGH ENGINE COMPONENT WORK FOR AVELEX

FORMAL SUBMISSION OF DASH-8 AIRCRAFT FOR REGIONAL SERVICE  
RECEIVE REQUEST FOR FINANCIAL PROPOSAL

PURSUE -AGRI CORP. USE OF LIGHT AIRCRAFT FOR CROP SPRAYING  
LIGHT AIRCRAFT DEMONSTRATION

DEVELOP PROPOSAL-EDC FINANCING SALE OF VIP HELICOPTER TO YAR  
SALE OF 1 BELL HELICOPTER 212 TO YEMEN ARAB REPUBLIC

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 INVITED 200 CANADIAN AUTO PARTS MANUFACTURERS TO  
EXHIBIT AT JEDDAH MOTOR SHOW - DECEMBER 89.

EXTOTT/TCM IN COOPERATION WITH THE AUTOMOTIVE  
INDUSTRIES ASSOCIATION OF CANADA ASSISTING WITH  
RECRUITMENT.

QUARTER: 3 Contacted 98 Canadian aftermarket autoparts man.  
to either participate or provide us with prod.  
lit. for distribution

12 companies provided promotional materials.  
One coy. which participated (Shamla Int.)  
reported immediate sales of CDN \$ 4,000,000 with  
potential of \$ 3 million sales for the next 12  
months.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :347-RIYADH

014-EDUCATION, MEDICAL, HEALTH PROD  
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HOSP. & MEDICAL EQUIP, INSTRUM.

CONTACTS WITH AGENCIES TO INTRO. FURTHER CDN EXPERTISE & CO.  
2-3 AGENCY AGREEMENTS

CDN CO. TO BE INVITED TO PARTIC. IN TENDERS FOR MEDICAL EQPT  
2-3 AGENCY AGREEMENTS

WATCH FOR NEW TENDERS & INFORM CDN COMPANIES  
TO ALLOW CDN COMPANIES TO PARTICIPATE IN UPCOMING TENDERS

CONTACTS WITH MAJOR PUBLIC SECTOR HOSPITALS I.D. NEEDS  
IDENTIFICATION OF AND SALES IN NICHE MARKETS

ENCOURAGE CDN CO. TO PARTICIPATE IN MIDDLE EAST MEDICARE  
INITIATE SALES AND AGENCY AGREEMENTS

EDUCATIONAL SERVICES, EQUIPMENT

INCREASE TRAINING OF SAUDI MEDICAL STAFF IN CDA  
INCREASE NUMBER OF TRAINEES TO 500 BY 1991

FOLLOW-UP ACTIVITIES IDENTIFIED BY JEC  
3 TRAINING CONTRACTS

FOLLOW-UP CONCLUSION OF 2 PROPOSALS CONCERNING HEALTH CARE  
2 CONTRACTS

MARKET SURVEY WILL BE PREPARED FOR DISTRIBUTION  
TO STIMULATE THE INTEREST OF CDN SUPPLIERS BY PROVIDING INFO

ON MARKET OPPORTUNITIES

STRENGTHEN CONTACTS-MINISTRY OF INTERIOR-SEARCH & RESCUE  
25 TRAINEES

STRENGTHEN CONTACTS-INSTITUTE OF PUBLIC ADMIN. PROMOTE TRAIN  
3 TRAINEES

DEVELOP CONTACTS BETWEEN MOI & CDN COLLEGES TRAIN POLICE/PER  
4 TRAINEES

SERVICES INCLUDING CONSULTING

ASSIST CDN CO. IN CONCLUDING TRAINING PROPOSALS  
2 CONTRACTS



REPT4D  
90/04/05

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 :347-RIYADH

014-EDUCATION, MEDICAL, HEALTH PROD  
SAUDI ARABIA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

SERVICES INCLUDING CONSULTING

ASSIST NEWLY EST. J.-V. TO OBTAIN HOSPITAL MNGMT CONTRACT  
1 CONTRACT

LOBBY KSA AUTHORITIES TO INVITE CDN CO.-MEDI. TRAIN. PROJECT  
1 PROJECT

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Market survey on healthcare.  
Follow up to JEC

QUARTER: 2 JEC FOLLOW UP

QUARTER: 3 Saudi Healthcare Exhibition (8-12 October, 1989)  
Jeddah

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

The market survey used was modified to include market data for distribution in Canada. Regular visits and follow-up initiative were undertaken to build upon the momentum generated by JEC

REGULAR VISITS AND FOLLOW-UP INITIATIVES WERE UNDERTAKEN TO BUILD UPON THE MOMENTUM GENERATED BY JEC IN FEBRUARY 1989.

Increased Canadian visibility in KSA. Excellent opportunity for recruitment of agents and identification of business opportunities. 11 Canadian participants through agents, 4 CDN coys were on location and 9 had lit. at CDN booth.

REPT4D  
90/04/05

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 :347-RIYADH

001-AGRI & FOOD PRODUCTS & SERVICE  
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ORGANIZE SELF FINANCED MISSION TO AGRIBITION JUNE 1990  
2-3 NEW AGENCY AGREEMENTS

BIANNUAL VISITS TO MAJOR AGRICULTURE AREAS  
RAISE AWARENESS OF CDN CAPABILITIES AND IDENTIFY SPECIFIC

PREPARE MARKET SURVEY FOR AGRICULTURE & FOOD SECTORS  
HEIGHTEN CDN INTEREST IN SAUDI MARKET

EXPORT OPPORTUNITIES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :347-RIYADH

011-OIL & GAS EQUIPMENT, SERVICES  
SAUDI ARABIA

PLANNING:                      ACTIVITIES PROPOSED IN POST PLAN:                      ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CONTACTS WITH ARAMCO AND OTHER OIL INDUSTRY CONTACTS                      PROJECTS  
MONITOR LEVEL OF OIL SECTOR ACTIVITY. IDENTIFY UPCOMING

PREPARE GROUNDWORK FOR KSA MISSION TO NPS'90  
IDENTIFY BEST KSA REPS TO SEND TO NPS'90

PROMOTE CDN EXPERTISE IN SUPERVISORY CONTROL & DATA ACQUIS.  
SALES OF CDN SOFTWARE AND HARDWARE TO KSA

PROMOTE KSA & YEMENI ATTENDANCE AT INTERCAN '89  
INCREASE BUSINESS CONNECTIONS IN THIS SECTOR

ENCOURAGE CDN PARTICIPANTS IN MIDDLE EAST OIL SHOW  
NEW AGENCY AGREEMENTS



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 :347-RIYADH

Visit to Canada arranged for senior advisor to Saudi Arabia  
National Guard who is interested in investing in Canada.  
Implemented two meetings of JEC Telecom subcommittee  
Riyadh (October 89) and Ottawa (December 89)  
Mission from the Province of Quebec (19-26 October, 1989)

REPORT 4A  
90/04/05

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 :344-TEHRAN

Delegation to Canada led by DM for Int'l Affairs-Ministry of  
Petroleum - Dec89  
Tehran Metro Delegation Visit to Canada - Dec89

GMT Director Visit, Nov89

REPT4D  
90/04/05

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 :342-TEL AVIV

005-ADVANCED TECH. PROD. & SERV  
ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

GENERATE WIDE RANGE OF CONTACTS WITH MAJOR AGENTS/DISTRIBUT.  
UPDATED INFORMATION ON MAJOR OPPORTUNITIES.

PROMOTE AVAILABILITY OF EDC FINANCING.  
GET ACCESS TO MAJOR PROJECTS.

GENERATE INTEREST IN ISRAELI MARKET IN CDN SUPPLIERS  
MORE AGGRESSIVE PRESENCE OF CDN COMPANIES IN THE RELEVANT

MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Identify new potential markets offered by the National telephone company, especially in the framework of the "DIGITALISATION" P.C.M program for the exchange centers. Identify new opportunities in Telecommunications software.

Several meetings and technical discussions were held with BEZEK management. Investments priorities, technical requirements, and financing requests are ascertained in details. A general mailing of relevant literature has been done.

QUARTER: 2 -----

QUARTER: 3 IDENTIFY OPPORTUNITIES FOR CDN PRODUCTS IN THE FIELD OF TELECOMMUNICATIONS AND ENVIRONMENT PROTECTION.

POST HOPES TO ORGANISE AN OUTGOING MISSION TO ISRAEL FOR ENVIRONMENT PROTECTION TO BE FOLLOWED BY A SEMINAR.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :342-TEL AVIV

001-AGRI & FOOD PRODUCTS & SERVICE  
ISRAEL

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

AGRICULTURE MACH,EQUIP,TOOLS

CONDUCT MARKET RESEARCH OF IMPORT POTENTIAL  
ASSIST IN DEFINING MARKET NEEDS

SEMINAR ON DAIRY CATTLE GENETICS (MAY 1989)  
PROMOTE JOINT VENTURES

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Promotional activities for Agritec 89 will be resumed towards end of 89 as exhibition is postponed to March 90.

QUARTER: 2 PROMOTION OF GRAINS/OILSEEDS

ANNUAL SURVEY - COARSE GRAINS/OILSEEDS 1988-89

QUARTER: 3 PROMOTIONAL ACTIVITIES FOR AGRITECH '90

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Regular promotional activities for grains seeds, agricultural implements continued.  
Visit of large Canadian contingent of seed exporters used for promotional activities.  
PEMD visit to promote Canadian turkey stock.

DUE TO LIBERALIZATION IN OILSEEDS MARKET, INTEREST IN CANOLA WAS REVIVED. RE-ACTIVATED PREVIOUS MARKET CONTACTS FOR GRAINS/OILSEEDS.

PREPARATION OF ANNUAL SURVEY -

RESUMED PROMOTIONAL ACTIVITIES FOR AGRITECH 90 WHICH WAS POSTPONED TO MARCH 90. PREPARED SECTORIAL REPORTS AND BEGAN INITIAL RECRUITMENT. PREPARED ANNUAL SURVEY QUESTIONNAIRE FOR WHEAT, COARSE GRAINST, OILSEEDS.

REPT4D  
90/04/05

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 :342-TEL AVIV

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

I.D. DECISION MAKERS AT ISRAEL PORTS/RAILWAYS AUTH. ... ISRAEL  
ESTABLISH DETAILED BUYERS LIST OF RAILWAY EQUIPMENT IN

CONTACT POTENTIAL SUPPLIERS, SOLICIT INTEREST FOR THIS MKT  
ESTABLISH DETAILED SUPPLIER LIST

EVALUATE POTENTIAL AGENTS  
IMPROVE AWARENESS OF CDN POTENTIAL, GENERATE NEW DIRECT  
RELATION BETWEEN CDN SUPPLIERS & ISRAELI BUYERS.

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RAIL : Preselect the six most appropriate poten-  
tial agents to represent the Canadian companies  
interested in the railway development project ,  
promote EDC financing available for the project.  
AEROSPACE :Support marketing of CANADAIR,DEHAVIL

BOMBARDIER and U.T.D.C have recived a detailed  
report on the railway project . BOMBARDIER is  
preparing a visit to Israel to finalyse agency  
contract and meet with IPRA . Information has be  
en gathered on the French competition activities

QUARTER: 2 -----

QUARTER: 3 RAIL: PORTS AND RAILWAY AUTHORITY SHOULD ANNOUNC  
E OPENING OF TENDERS IN NEAR FUTURE. POST IS WOR  
KING WITH BOMBARDIER.

POST IS ENCOURAGING BOMBARDIER TO INVITE KEY DEC  
ISION MAKERS TO CANADA AS SOON AS POSSIBLE. AS W  
ELL POST IS ADVIZING BOMBARDIER ON POTENTIAL AGE  
NTS.

QUARTER: 4 -----



REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV.  
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

THERMAL

IDENTIFY DETAILED REQUIREMENTS OF ISRAEL ELECTRIC CORP.  
ENABLE POST TO ADVISE COMPANIES ON IEC DETAILED SHOPPING

LIST AND ON IEC PROCUREMENT PRACTICES.

ASCERTAIN IEC FINANCING REQUIREMENTS AND PROMOTE EDC LINES  
MAINTAIN COMPETITIVE FINANCING ENVIRONMENT.

PROMOTE CDN CAPABILITY IN VIEW OF NEW THERMAL PLANT  
IMPROVE AWARENESS OF CDN EQUIPMENT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 A NEW POWER STATION (THERMAL) WILL BE BUILT IN THE EARLY '90S. OPPORTUNITIES FOR EQUIPMENT FOR EXISTING FACILITIES ARE ALSO GOOD. POST IS IN CONTACT WITH ELECTRIC CORPORATION AND INFORMS INTERESTED PARTIES OF OPPORTUNITIES ON A REGULAR BASIS.

HAVING SOLD LITTLE TO THE ISRAELI ELECTIC CORPORATION RECENTLY POST HOPES TO REESTABLISH FORMER MARKET SHARE IN THIS SECTOR.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :342-TEL AVIV

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

- MANUFACT & MATERIAL PLANT, EQP.
- CONTACT POTENTIAL SUPPLIERS - SOLICIT INTEREST IN THIS MARKET
- IMPROVEMENT OF MARKET PROMOTIONAL ACTIVITY
- PROMOTION OF EDC FINANCING TO PURCHASING MANAGERS
- INCREASE AWARENESS OF CDN POTENTIAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Identify the recent changes in the purchasing decision making process of the three largest industrial concerns (CLAL, KOOR, I.C.L) ; Promote EDC financing for small and medium size investments in Canadian machinery ; Reassess potential agents

Close relationships develop with NEGEV PHOSPHATES LTD and with DEAD SEA WORKS LTD . An updated list of the new leading purchasing managers in the three Concerns has been realized ; A comprehensive mailing of EDC literature and follow up .

QUARTER: 2 -----

QUARTER: 3 RECENT VISIT OF EDC OFFICIALS TO ISRAEL HAS REVEALED ISRAELI INTEREST FOR CDN MADE INDUSTRIAL EQUIPMENT THIS DESPITE FIERCE COMPETITION FROM EUROPEAN SUPPLIERS

POST HOPES TO INCLUDE CDN MANUFACTURERS OF INDUSTRIAL MACHINERY IN PLANNED MULTI SECTORIAL MISSION TO ISRAEL.

QUARTER: 4 -----

REPORT 4A  
90/04/05

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 :342-TEL AVIV

POST PARTICIPATED IN MEDAX 89 A MEDICAL PRODUCTS AND TECHNOLOGY TRADE SHOW.

IN CONJUNCTION WITH ABOVE SHOW POST PREPARED PROGRAMS FOR CDN VISITORS IN RELATED FIELDS.

DURING PERIOD BOTH COMMERCIAL OFFICERS HAVE TRAVELLED TO CANADA. (TIP AND MARKETPLACE).

PROGRAM MANAGER ATTENDED BIOTECH CONFERENCE IN MTL.

PROGRAM MANAGER DELIVERED A SPEECH IN TORONTO.

POST ASSISTED EXTOTT/EPG IN THEIR PREPARATION FOR BOPS CONSULTATIONS ON ISRAEL.

POST RECEIVED VISIT OF EXTOTT DESK OFFICER FOR ISRAEL.

REPT4D  
90/04/05

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

005-ADVANCED TECH. PROD. & SERV  
TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

DEPENDANT DE L'ACCORD DE L'ACDI/SEL, PREP. D'UNE ETUDE DE FAIS DE DEVELOPPEMENT D'UN CAHIER DES CHARGES AVEC SPECIFICATIONS CANADIENNES.

ASSISTER NORTHERN TELECOM DANS LEUR NEGOC. POUR LE PROJ. TRANS SELECTION DE NORTHERN TELECOM ET OCTROI DE CONTRAT

ASSISTER SR TELECOM DANS LEURS NEGOC. POUR LE PROJ. DE TEL. RUR SELECTION DU SR TELECOM ET OCTROI DE CONTRAT

ORG. PARTIC. CDNNE A LA FOIRE DE TELECOM 88 & JOURNEES TECHN. AMELIORER LE PROFIL CDN DANS CE SECTEUR COMME LEADER MONDIAL ET APPUYER SOUMISSIONS CDNNE EN COURS D'EVALUATION

ENCOURAGER PART. TUNIS. AU PROG. DE FORMATION DU TEMIC MEILLEURE COMPREHENSION DES SYSTEMES DE TELECOMMUNICATIONS CANADIENS.

PROMOUVOIR L'EXPERTISE CDNNE EN MAT DE LA GESTION DU SPECTRE SOUMISSION A UN AOI PAR AU MOINS UN GROUPE CDN.

IDENT UN PART LOCAL POUR UN SPOUMIS CDN CONC AOI TERM TELEX SOUMISSION CONJOINTE PAR UNE FIRME CANADIENNE

ORG UNE VIS AU CDA DU DGT POUR CONNAITRE LES EXPLOIT. DU RES. CONCRETISER LE CONTRAT EN FAVEUR DU CDA & NORTHERN TELECOM AVEC POSSIBILITE DE CREATION D'UN NOUVEAU JV EN TUNISIE

BROADCASTING, INC. CABLE TV

ASSIST. CCC & LR TELECOM DANS LEUR NEG. POUR LA POURS. DU PROJ. OCTROI DU CONTRAT POUR LE CANADA

DEPENDANT DA L'ACCORD D'ACDI/SEL, PREP. D'UNE ETUDE DE FAISIB. DEVELOPPEMENT D'UN CAHIER DES CHARGES AVEC SPECIFICATIONS CANADIENNES.

SENSIBILISER LES PARTENAIRES CDNS & TUNIS. POUR POURSUIVRE EN SOUMISSION A L'ACDI PAR UN GROUPE TUNISO-CANADIEN

REPT4D  
90/04/05

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

005-ADVANCED TECH. PROD. & SERV  
TUNISIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Assister S.R. Telecom dans la préparation et la présentation de leur offre (téléphonie rurale).  
Négociations avec les P.T.T. et sensibilisation concernant la même offre.

- Bon déroulement  
- Compagnie canadienne désormais sur short list.  
Résultats attendus prochainement.

QUARTER: 3 Même soutien à SRT dans projet de téléphonie rurale

Beaucoup de facteurs laissent espérer suite aux différents contacts.  
Prochain exercice sera la période déterminante pour connaître le dénouement de cette affaire.

QUARTER: 4 -----

REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :324-TUNIS

017-OTHER SERVICES  
TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONSUL & SERVS NOT ELSE SPECI

APPUYER LE CONSORTIUM TRIAD/CPCS DANS LEUR POURSUITE DU PROJ  
SELECTION DU GROUPE CANADIEN ET OCTROI DU CONTRAT.

APP.LES 3 FIRM.CDNNES DANS LEUR POURSUITE DU PROJ.DES ETUDES  
SELECTION D'UNE FIRME CDNNE ET OCTROI DU CONTRAT

AIDER SNC DANS LA PREPARATION DE LEUR OFFRE FINANCIERE POUR  
PREPARATION DU CAHIER DES CHARGES PAR LE CANADA ET EVENTUEL-

LE SOUMISSION PAR FIRME CANADIENNE.

ASSISTER LA FIRME AGROVET DANS SES DEMARCHES DEJA ENTREP.  
OBTENTION D'UN OU DE DEUX CONTRATS.

ASSISTER CONSORTIUM DIRIGE PAR LA SNC DANS LA PREP.DE SOUMIS  
SELECTION DU GROUPE CANADA ET NEGOCIATION DU CONTRAT.

ORGAN.DES MINI-SEM.SPEC.AU SEIN DE LA STEG SUR L'EXPERT.CDNN  
MEILLEURE COMPREHENSION DU PROFILE DE L'INDUSTRIE CANADIENNE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Assistance à la compagnie Arno Electric dans  
leur projet d'électrification haute tension  
avec la S.T.E.G.

Présentation de l'offre.  
Résultats seront connus durant prochain exercice

QUARTER: 4 -----

REPT4D  
90/04/05

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 :324-TUNIS

001-AGRI & FOOD PRODUCTS & SERVICE  
TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

MAINTENIR PRESSION POUR REUNIR LE COMITE DE VIGILANCE(MIN.AG LE CDA.  
SIGNATURE D'UNE NOUVELLE CONVENTION SANITAIRE BILATERAL AVEC

ASSIST.A LA SOC.SEMEX CDA DANS LEURS EFFORTS DE PENETRATION  
SOUSSION A DES AOI ET OBTENTION D'UN CONTRAT.

ENCOUR.MEME SOC.A POUSSER SES DISC.AVEC AUTOR.LOCALES POUR  
REALISATION D'UN PROJET MIXTE ET AUGMENTATION DES VENTES.

IDENTIFICATION DE QUELQUES AGENTS LOCAUX POUR APPUYER INT.CD  
MEILLEUR SUIVI DES DEMARCHES AUPRES DES AUTORITES LOCALES.

SEEDS & SPECIAL CROPS

CONTINUER LES DISC.AVEC RESPONS.TUNIS.A PROPOS DES PROB.SAN. TECHNIQUES.  
SIGNATURE D'UNE CONVENTION BILATERALE REGLANT LES QUESTIONS

ASSISTANCES A POTATOES CANADA DANS SES EFFORTS NUES.  
IMPORTATIONS DE QUELQUES QUANTITES DE VARIETES DEJA RECON-

SENSIBILISER LES UTILISATEURS LOCAUX SUR LA BONNE QUALITE DUSTRIE CANADIENNE  
MEILLEURE COMPREHENSION ET AMELIORATION DU PROFIL DE L'IN-

AIDER A DEV.UN PROJ.DE FORMATION ENTRE 3 MIN.D'AGRICULTURE INCLUS LES SEMENCES CDNNES.  
TUNISIE POURRA FAIRE DES CONTROLES LOCAUX INDEPENDANTS Y

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Clôture des négociations avec les autorités locales concernant les conditions sanitaires pour importation de génisses et signature d'une nouvelle convention sous une autre forme.

Elimination des barrières sanitaires devant nos exportateurs de bétail.  
Participation d'une société canadienne (Shore Holstein) à un important AOI. Résultats attendus au courant de l'actuel exercice.

QUARTER: 3 Assistance à Potatoes Canada dans leurs démarches de pénétration du marché tunisien sur des bases commerciales

Réussite dans l'obtention de l'autorisation d'importation des échantillons de semences.  
Promesse d'étudier possibilité pour importations sur base commerciale de quelques variétés canadiennes par le G.I.L.

QUARTER: 4 -----

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

POST :324-TUNIS

- Organisation d'une mission d'évaluation et suivi de quatre membres de l'Institut de l'Amiante.
- Organisation de la participation d'un dir.gen. de l'Intl. Livestock Manag.Schools au symposium sur amélior.génét.vache
- Participation à conférence des délégués commerciaux d'Afrique à Ottawa (20-22 nov 89).
- Préparation et suivi d'offre de SR Telecom re: projet téléphonie rurale.



REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :321-YAOUNDE

015-CONSTRUCTION INDUSTRY  
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUIVI PONCTUEL AUPRES DE LA PRESIDENCE RELATIVEMENT AU PROJ.  
OCTROI GRE A GRE DES CONTRATS DE REALISATION, SURVEILLANCE ET

CONTROLE.

VISITE DE REP PAR L'EXPORTATEUR CDN DANS LE PROJ DE CONSTR.  
APPROBATION DU PROJET PAR LES AUTORITES LOCALES. ATTRIBUTION

DU MARCHÉ.

MISS DE REPRESENT DE HAUT NIVEAU VISANT A APPUYER L'OFFRE  
OCTROI DU CONTRAT DE REALISATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Representations sur le territoire d'exportateurs  
canadiens dans le domaine de la construction.

QUARTER: 2 REPRESENTATION SUR LE TERRITOIRE D EXPORTATEURS  
CANADIENS DANS LE DOMAINE DE LA CONSTRUCTION

QUARTER: 3 REPRESENTATION SUR LE TERRITOIRE D EXPORTATEURS  
CANADIENS DANS LE SECTEUR DE LA CONSTRUCTION

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

une societe a poursuivi durant le trimestres les  
negociations menant a l'obtention d'un projet de  
construction de Cite Universitaire (80M Dolcan).  
Le contrat commercial est a l'etude a la Commis-  
sion nationale des marches.

LE PROJET DE CONTRAT DU PROJET DE LA CITE  
UNIVERSITAIRE POURRAIT ETRE MODIFIE PAR LA DGTC.  
UNE PHASE DE NEGOCIATION ENTRE LA DGTC ET  
L EXPORTATEUR EST SUR LE POINT D ETRE ENGAGEE.

CERTAINES MODIFICATIONS AUX CONDITIONS  
FINANCIERES SONT EN COURS DE NEGOCIATIONS ENTRE  
LA DGTC ET L EXPORTATEUR

REPT4D  
90/04/05

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 :321-YAOUNDE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUIVRE LE DEVELOP DU PROJ D'APPROV EN EQUIP PORTU DE L'ONPC  
VENTES COMMERCIALES PAR FOURNISSEURS CANADIENS

SUIVRE LE PROJ DE GRANDES REVISIONS DE LOCO DE REGIFERCAM  
OBTENTION DE SOUS-CONTRATS POUR CERTAINES SOCIETES CDNNES

APPUYER DIVERSES SOC CDNNES POURSUIVANT DES CONTRATS D'INFOR  
ADJUDICATION DE CERTAINS CONTRATS A CES SOCIETES

DEMARCHAGE ASSIDU AUPRES DE LA REGIFERCAM  
AUGMENTER LA PRESENCE CANADIENNE DANS LE DOMAINE DES FOURNI-

S'ASSOC AUX BAILLEURS DE FONDS MULTIL(BM)DANS LEUR PROGRAM.  
SUSCITER L'INTERET DE SOCIETES CANADIENNES A PARTICIPER AUX

TURES FERROVIAIRES

APPELS D'OFFRES A VENIR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Appuyer diverses sociétés canadiennes poursuivant des contrats d'information de services reliés au secteur des transports.

Une firme cdnne a signe durant le trimestre un protocole d'entente avec le Ministère des Transports pour la réalisation d'une étude (350 M Dolcan). Sur l'informatisation des Titres de transport.

QUARTER: 2 APPUYER DIVERSES SOCIETES CANADIENNES POURSUIVANT DES CONTRATS D INFORMATISATION DE SERVICES RELIES AU SECTEUR DES TRANSPORTS

LE CONTRAT D ASSISTANCE TECHNIQUE REMPORTE EN GRE A GRE PAR LAVALIN DANS LE CADRE DU SIXIEME PROJET ROUTIER FAIT L OBJET D UNE REVISION A LA DGTC.

DEMARCHAGE ASSIDU AUPRES DE LA REGIFERCAM

QUARTER: 3 APPUYER DIVERSES SOCIETES CANADIENNES POURSUIVANT DES CONTRATS D INFORMATISATION DES TITRES DE TRANSPORT  
DEMARCHES AUPRES DE LA CAMAIR

LE CONTRAT D ASSISTANCE TECHNIQUE A ETE REMPORTE PAR LAVALIN DANS LE CADRE DE DU SIXIEME PROJET ROUTIER.

QUARTER: 4 -----

REPT4D  
90/04/05

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 :321-YAOUNDE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

APPUYER LE CONSORTIUM CDN POURSUIVANT LA REALIS.D'UN PROJ.  
ADJUDICATION GRE-A-GRE DU MANDAT D'EXECUTION SUITE A LA

REALISATION DE L'AVANT-PROJET DETAILLE

POURSUIVRE NOS REPRESENTATIONS AUPRES DES AUTORITES LOCALES  
PREPARATION DE L'AVANT-PROJET DETAILLE. FINALISATION DU MON-

TAGE FINANCIER

POURSUIVRE LE DEMARCHAGE AUPRES DE LA SONEL EN VUE DE FAIRE  
AUGMENTATION DES FOURNITURES CANADIENNES DE MATERIEL ELEC-

TRIQUE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Appuyer le Consortium canadien poursuivant la  
realisation d'un projet de distribution de Gaz  
GPL.

Les autorites camerounaises ont fait connaitre  
leur desir de voir le projet aller de l'avant et  
ont charge le Consortium de produire une offre  
financiere.

QUARTER: 2 APPUYER LE CONSORTIUM CANADIEN POURSUIVANT LA  
REALISATION D UN PROJET DE DISTRIBUTION DE  
GAZ GPL

LE MINISTRE DES MINES, DE L EAU ET DE L ENERGIE  
A INAUGURE L OUVERTURE DE 2 MINI-CENTRES PILOTES  
DE DISTRIBUTION DE GPL DANS LE CADRE DE L APD.  
LES TRAVAUX SE POURSUIVENT AFIN DE METTRE EN  
PLACE UNE SOCIETE MIXTE LIQUIGAZ-CAMEROUN

QUARTER: 3 ETUDE DE MARCHÉ SUR LE SECTEUR HYDRO-ELECTRIQUE.  
(SONEL)  
RENCONTRES AVEC RESPONSABLES DE LA SONEL

IDENTIFICATION DES DISTRIBUTEURS CAMEROUNAIS  
D EQUIPEMENTS ENERGITIQUES  
IDENTIFICATION D UN BESOIN D EQUIPEMENT DE  
TRANSMISSION DES DONNEES

QUARTER: 4 -----

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

POST :321-YAOUNDE

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALISER LE CONTRAT DE VENTE DE 2 HELICOPTERES A LA SECUR.  
MISE EN PLACE DU FINANCEMENT ET LIVRAISON DES APPAREILS

RE-ACTUALISER LE CONTRAT DE FOURNITURE DE CAMIONS DE TRANSP.  
ENTENTE ENTRE EXPORTATEURS ET FORCES ARMEES LOCALES

PRESENT.AUX AUTORITES LOCALES DE L'EXPERT.CDNNE DANS SECT.MI  
QUELQUES CONTRATS DE FOURNITURES AUX FORCES ARMEES LOCALES

CONTACTS REGULIERS AUPRES DU MINISTERE DE LA DEFENSE  
ETRE ALERTES DES POSSIBILITES DE CONTRATS DE FOURNITURE.

FORMATION AU CANADA D'OFFICIERS LOCAUX.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Appuyer le societe Bell Textron a finaliser la  
vente de deux helicopteres a la Securite Interieure.

Les autorites ont du remettre leur mission a  
Montreal pour prendre livraison des 2 appareils  
apres le 1er juillet. Une nouvelle date sera  
presentee et la 2e partie de l'avance de 15% du  
prix de l'achat est a completer.

QUARTER: 2 . APPUYER LA SOCIETE BELL TEXTRON A FINALISER LA  
VENTE DE 2 HELICOPTERES A LA SECURITE INTERIEURE  
. APPUYER LA SOCIETE ATCO DANS SON PROJET DE  
VENTE DE BARRAQUES MILITAIRES  
. APPUYER LA SOCIETE BOEING DE HAVILLAND

. 2 HELICOPTERES LIVRES  
. DOCUMENTATIONS DISTRIBUEES. VISITE D UN  
REPRESENTANT ATCO  
. PROJET DE REPARATION SUR APPAREILS BUFFALO EN  
DISCUSSIONS

QUARTER: 3 LA LIVRAISON DE 2 HELICOPTERES BELL A LA  
SECURITE INTERIEURE A ETE EFFECTUEE.CE PROJET  
EST COMPLETE

PROJET DE VENTE DE BARRAQUES MILITAIRES ATCO ET  
LA REPARATION DES AVIONS BUFFALOS NE POURRONT  
RECEVOIR DE SUITE FAUTE DE FINANCEMENTS SEE

QUARTER: 4 -----



REPT4D  
90/04/05

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 :321-YAOUNDE

014-EDUCATION,MEDICAL,HEALTH PROD  
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSTRUCTION DE SIX LYCEES TECHNIQUES  
FIN DES TRAVAUX SELON ECHEANCIER

SUIVRE L'EVOL.DES PROJ D'EDU SOUS FINANCEMENT BANQUE MONDIAL DIENNES  
IDENTIFIER ET FAIRE CONNAITRE DEBOUCHES POUR SOCIETES CANA-

MISE EN PLACE DU VOLET FORMATION DU PROJ DE 6 LYCES TECHNIQ  
VOLET FORMATION OPERATIONNEL AVEC INSTITUTIONS CANADIENNES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Mise en place du volet formation du projet de  
six Lycees techniques.

Les negociations ont ete completees avec les  
autorites locales et une societe canadienne  
d'experts-conseils est en voie d'etre selection-  
nee a titre d'agent de suivi.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A  
90/04/05

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 :321-YAOUNDE

R.MILLINGTON, LIQUIGAZ  
J.R. WELLINGTON, WELLINGTON INT  
MICHEL CHAMPOUX, SIMARD-BEAUDRY INT  
SELINE GRANDCHAMP, ACDI/SEL  
PIERRE LAMY, DESSAU  
M.LALANDE, CRDI  
ROBERT CHRETIEN, LIQUIGAZ  
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JEAN CLOUTIER, STI  
J. DUMOUCHEL, QIT-FER  
MAURICE COTE, ASSOCIATION DES GROSSISTES ALIM. DU QUEBEC  
RICHARD THIBAUT, THIBAUT ET BRUNELLE  
SINCLAIR FINLEY, ROLLS-ROYCE  
ANDRE ST-LAURENT, AFINTER QUEBEC  
DIDIER DELAHOUSSE, SEE  
WADI TAWA, SR TELECOM  
ALAIN GIRARD, CANAC





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