

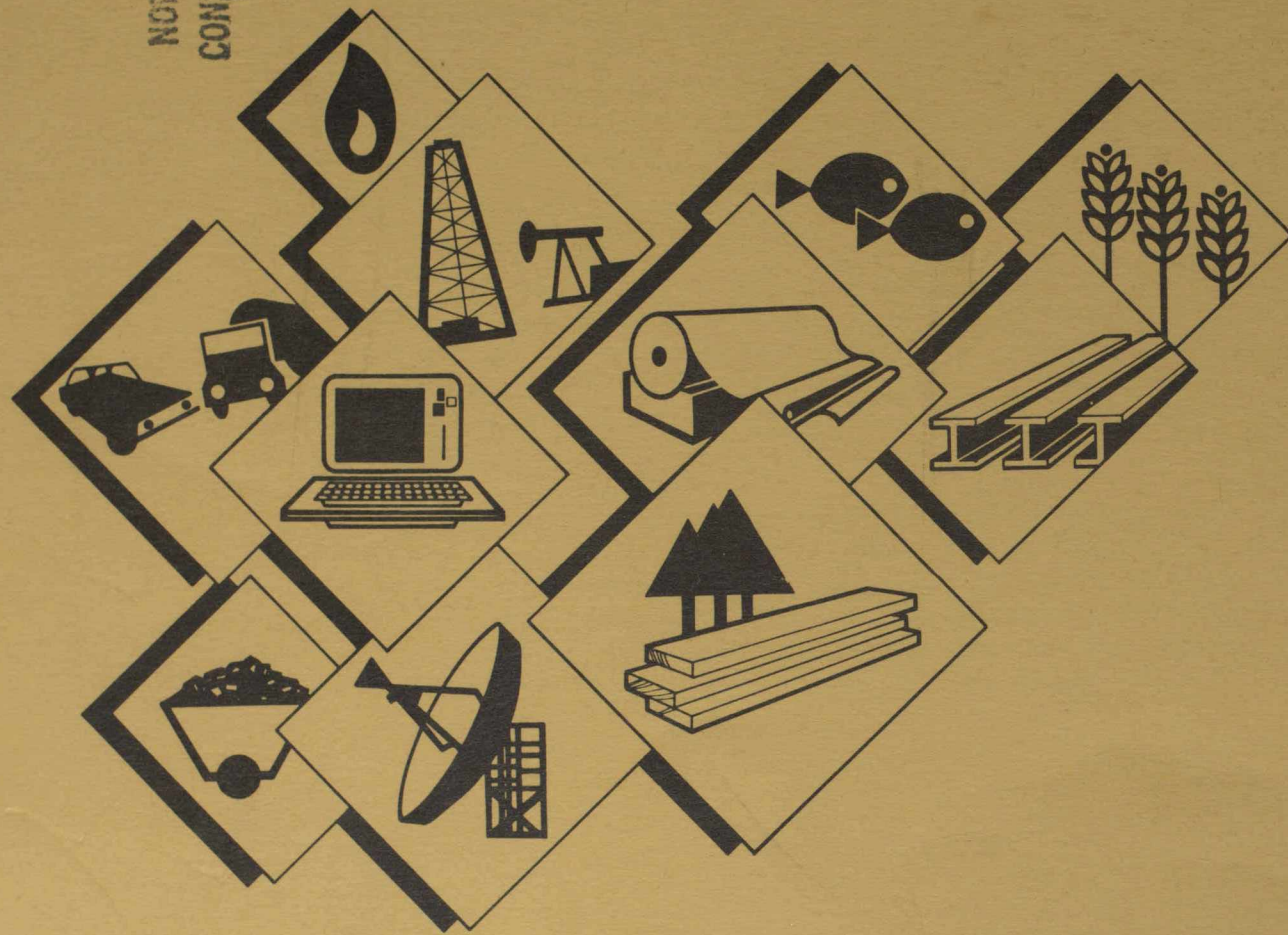


External Affairs
Canada

Affaires extérieures
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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

APRIL - JUNE 1988
(1st QUARTER FY 1988-89)

AVRIL - JUIN 1988
(1er TRIMESTRE, AF 1988-89)

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report
April - June 1988

Following is the Quarterly Activity Report for the quarter ending June 30, 1988. This report contains a synopsis of activities and results by sector and subsector reported by posts, matched against the proposed activities identified in their 1988/89 post plan. It also contains a report of special unplanned activities that took place during the reporting period.

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités
avril - juin 1988

Voici le Rapport trimestriel des activités du trimestre qui a pris fin le 30 juin 1988. Le Rapport contient un résumé des activités et des résultats déclarés par les missions, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de mission de 1988-89. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

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

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Ministry of External Affairs
Affaires extérieures

AFRICA & MIDDLE EAST
AFRIQUE ET MOYEN-ORIENT

REPORT OF EXPORT PROMOTION PROGRAM
RESULTS ACHIEVED FOR YEAR 88
AND ANTICIPATED RESULTS IN MISSION'S ANNUAL PLAN

<u>Mission</u>	<u>Page</u>
Abidjan	1
Addis Ababa	6
Algiers	12
Amman	18
Baghdad	27
Cairo	33
Damascus	40
Harare	45
Kinshasa	51
Kuwait	56
Lagos	64
Libreville	69
Nairobi	73
Pretoria	85
Rabat	86
Riyadh	92
Tel Aviv	102
Tunis	110
Yaounde	115

REPORT 4
88/10/21

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

POST : 325-ABIDJAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

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

IDENTIFICATION DE BESOINS EN EQUIPEMENT ET SERVICES POUR DIFFUSION AUPRES DES FOURNISSEURS CANADIENS.

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

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

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

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

COMPUTERS, SOFTWARE & SYSTEMS

SUIVI DU PLAN D'INFORMATISATION SCOLAIRE NATIONALE DE CI

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

AVISER FIRMES CANADIENNES

GENERER INTERET DE 6-8 FOURNISSEURS CANADIENS

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

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

2. VISITES AU SECRETARIAT DE L'INFORMATIQUE.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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

POST : 325-ABIDJAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

PROJETS CENTRE -ARAINEE (ELECTRICIFICATION RURALE)

FOURNITURE D'EQUIPEMENTS CANADIENS

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

POST : 325-ABIDJAN

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

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

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

POST : 325-ABIDJAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

RELANCER LE PROJET DE TRANSPORT URBAIN A BOUAKE AVEC LES
AUTORITES

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

EVALUER LES BESOINS EN CAMIONS DE TRANSPORT

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

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

OBTENIR AUTOBUS PAR LA SNVI

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

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

RAIL

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

SUIVI DU PROGRAMME INFORMATIQUE FOURNI PAR SECP

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

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

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

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

RECEPTION DU RAPPORT DE MISSION DE DRIEOTT

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

PUBLICATION PAS ENCORE DISPONIBLE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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

POST : 325-ABIDJAN

002-FISHERIES, SEA PRODUCTS & SERV.
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

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

VISITES A LA DIRECTION DES PECHEES

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

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

ETUDE DU MARCHE DES POISSONS

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

ORGANIZATION DE MISSION DE 3 ACHETEURS DE POISSONS AU CANADA

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
88/10/21

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

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

POST : 325-ABIDJAN

RENCONTRE PREPARATOIRE POUR SEMINAIRE SUR MTN A ETRE ORGANISE PAR IRPP. (2) APPUI POUR RECHERCHE D'EXPERTS-CONSEILS POUR COMPTE DU MIN. EAUX ET FORETS. (3) ORGANISER RENCONTRES POUR ATG INT'L RE: CREATION DE BANQUE DE DONNEES (PROJET FINANCE ACDI) POUR FACILITER COMMERCE INT'L ENTRE AMER. - NORD ET PAYS D; AFRIQUE/M. O. (4) DELEGATION PARLEMENTAIRE A REUNION ANNUELLE DE BAD.

ANTICIPATED RESULTS:
CON COMPANIES WILL BE BETTER INFORMED ABOUT MARKET OPPORTUNITIES.
CON COMPANIES WILL BE BETTER INFORMED OF MARKET OPPORTUNITY.
ESTABLISH LINKAGE BETWEEN CON ORGANIZATION AND EA TRAINING DIRECTORATE.
POSITION AT LEAST ONE CON COMPANY TO SID OF AIRCRAFT YENDER.

QUARTERLY RESULTS REPORTED:

AWARDED
EDC'S DECISION AWAITED TO FINANCE SALES TO ETHIOPIAN AIRLINES & WATER RES. COMMISSION.
IDENTIFIED MARKET OPPORTUNITIES AND PROJECT IDENTIFIED.
CONTRACTS AWAITING APPROVAL AND SIGNATURES.
CONTRACTS AWAITING APPROVAL AND SIGNATURES.
CONTRACTS AWAITING APPROVAL AND SIGNATURES.

CONTRACTS: 4 --- ACTIVITIES UNDERTAKEN IN QUARTER
CONTRACTS: 3 SIGNING OF CONTRACT FOR ASBESTOS PIPE LINE
PROMOTE SALES OF PARTS AND SERVICES TO ETHIOPIAN
CONTRACTS: 5 AIRLINES - PROMOTE SALES OF TRANSPORT CONSTRUCTION EGYPT.
CONTRACTS: 1 FROM THE DEVELOPMENT OF THE RAIL LINK
CONTRACTS: 7 FROM THE DEVELOPMENT OF THE RAIL LINK

CONTRACTS: 2 --- ACTIVITIES UNDERTAKEN IN QUARTER
CONTRACTS: 3 ---
CONTRACTS: 3 ---
CONTRACTS: 3 ---

CONTRACTS: 3 ---
CONTRACTS: 3 ---
CONTRACTS: 3 ---
CONTRACTS: 3 ---
CONTRACTS: 3 ---

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88/10/21

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

POST :301-ADDIS ABABA

007-POWER & ENERGY EQUIP. & SERV.
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

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

COMPANIES WILL BE BETTER INFORMED ABOUT
MARKET OPPORTUNITIES.

OBTAIN DETAILED TOR FOR GEOTHERMAL DEVELOPMENT.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

301-ADDIS ABABA

REPORT 4

WHICH COMPLETED WORKING RESOURCES DURING THE REPORTING PERIOD
TYPED BY US THE ELECTRIC AND/OR MECHANICAL ACTIVITIES
OF MISSIONS VISITED FOR LIGHT AND SO
STANDARDIZATION BOARD OF EXPORT PROMOTION BOARD

REPORT 4
88/10/21

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

POST : 301-ADDIS ABABA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

- OBTAIN DETAILED DEVELOPMENT PLANS FOR ETHIOPIAN AIRLINES.
- INVESTIGATE STATUS OF PLANS FOR MAINTENANCE CENTRE FOR ETHIOPIAN AIRLINES.
- INVESTIGATE, ANALYSE AND EVALUATE TRAINING REQUIREMENTS OF ETHIOPIAN AIRLINES
- MONITOR PROGRESS OF FLEET ACQUISITION PLANS FOR ETHIOPIAN AIRLINES

- CDN COMPANIES WILL BE BETTER INFORMED ABOUT MARKET OPPORTUNITIES.
- CDN COMPANIES WILL BE BETTER INFORMED OF MARKET OPPORTUNITY.
- ESTABLISH LINKAGE BETWEEN CDN ORGANIZATION AND EA TRAINING DIRECTORATE.
- POSITION AT LEAST ONE CDN COMPANY TO BID OF AIRCRAFT TENDER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

AWAITING SPECIFIC DETAILS AND PROJECT IDENTIFICATION. - PROPOSALS FOR DJIBOUTI AIRPORT EXPANSION SUBMITTED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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

POST : 301-ADDIS ABABA

014-EDUCATION, MEDICAL, HEALTH PROD
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EDUCATIONAL SERVICES, EQUIPMENT

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

CDN COMPANIES WILL BE BETTER INFORMED RE
MARKET OPPORTUNITIES.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

PROJECT IDENTIFIED AND NEGOTIATION UNDERWAY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 1 MONITOR DEVELOPMENT OF ETHIO-DRUGS/HEALTH PROD

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

PLANNING: ACTIVITIES PROPOSED IN POST PLAN

POST : 301-ADDIS ABABA

REPORT 4
88/10/21

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

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

POST : 301-ADDIS ABABA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

-AWAITING SPECIFIC DETAILS AND PROJECT IDENTIFICATION.
-PROPOSALS FOR DJIBOUTI AIRPORT EXPANSION SUBMITTED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

MONITOR DEVELOPMENT OF ETHIO-DJIBOUTI RAIL LINK AND AIRPORT EXPANSION PROJECT.

ON THIS REPORT WHICH WAS PREPARED FOR THE MISSION BY THE EXPORT PROMOTION PROGRAM.

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

PROJECT IDENTIFIED AND REGISTRATION IDENTIFIED.

EDUCATIONAL SERVICES' EQUIPMENT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

POST : 301-ADDIS ABABA

014-EDUCATION, HEALTH, NUTRITION

REPORT 4
88/10/21

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

REPORT 4
88/10/21

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

POST : 301-ADDIS ABABA

001-AGRI & FOOD PRODUCTS & SERVICE
DJIBOUTI

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

COMPANIES WILL BE BETTER INFORMED RE MARKET
OPPORTUNITIES,

POSITION CDN COMPANIES TO BID ON INTL TENDERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING

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FAMILIARISATION AVEC CAPACITES CANADIENNES
PREPARATION AVEC REGIONS ALGERIENNES
SOUHAITS CANADIENNES
FAMILIARISATION AVEC REGIONS CANADIENNES
PREPARATION AVEC REGIONS ALGERIENNES
SOUHAITS CANADIENNES
DISCUSSION/PROCES VERBAL EXTENSIF
CONTRAT HELICOPTERES
COMMISSION MIXTE
LIVRE COMMUNE DES PRODUITS ET LES CHANGES
ACCROISSEMENT DE NOIRE LVAI ON MARCHÉ
MONTREMENT DES MARCHES

QUARTERLY RESULTS REPORTED:

REPORT 4
88/10/21

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

POST : 326-ALGIERS

001-AGRI & FOOD PRODUCTS & SERVICE
ALGERIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

MAINTENIR NOS MARCHES.

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

ACCROISSEMENT DE NOTRE PART DU MARCHÉ

SEMINAIRES TECHNIQUES DURANT LA FOIRE

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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

POST : 326-ALGIERS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

AEROSPACE

SUIVI DES JOURNEES TECHNIQUES DE GHARDAIA

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

VISITE EN ALGERIE DE SPECIALISTES GOUVERNEMENTAUX/PRIVES
CANADIENS.

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

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

ANTICIPATED RESULTS:

CONTRATS COMMERCIAUX - COOPERATION ACCRUE

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

FAMILIARISATION AVEC CONTEXTE ET BESOINS ALGERIENS. - ETABLISSEMENT D'UN CLIMAT DE CONFIANCE.

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

FAMILIARISATION AVEC PRODUITS CAN. - ETABLISSEMENT D'UN CLIMAT DE CONFIANCE - VENTES EVENTUELLES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

POST : 326-ALGIERS

011-OIL & GAS EQUIPMENT, SERVICES
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

SUIVI - MISSION DE L'ALBERTA

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

CAMPAGNE DE FAMILIARISATION AVEC CAPACITES ET PRODUITS CANADIENS

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

VISITES AU CANADA DES PRENEURS DE DECISION ALGERIENS

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

PROMOTION DES BESOINS ALGERIENS AUPRES DES SOCIETES CANADIENNES

SOUMISSIONS CANADIENNES. - CONTRATS EVENTUELS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 326-ALGIERS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISITE MINISTERIELLE ALGERIENNE AU CANADA

MEILLEURE CONNAISSANCE DES DISPOSITIONS CANADIENNES

CONVENTION DE COOPERATION DOC/MPTA

PLUSIEURS PROJETS EN COMMUN

JOURNEES TECHNIQUES ET VISITE DE REPRESENTANTS GOUVERNEMENTAUX DU CANADA.

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

SUIVI DE CONTRATS IMPORTANTS

SIGNATURE DE CONTRATS IMPORTANTS

VISITE AU CANADA DES PRENEURS DE DECISION ALGERIENS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 326-ALGIERS

010-MINE, METAL, MINERAL PROD & SRV
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

SUIVI - MISSION DE L'ALBERTA

MISSION OFFICIELLE PAR LE GOUVERNEMENT FEDERAL OU DE L'ALBERTA

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ATBIE WI COMMDY DES SYMECHES DE DECISION VTOBIEHND

ENIAL DE COMDIEIS IMOULYHIB

TOGMEB TECHYDIBS EL ATBIE DE BEYEBEBYHIBS COMDIEHNDYHND DU

COMENYON DE COMDIEYON COMDIEYH

ATBIE WINTIEKETE VTOBIEHND WI COMMDY

VGT 200-28CLOVB

PLANNING

ACTIVITIES PROPOSED IN POST PLAN

POST : 326-ALGIERS

010-MINE, METAL, MINERAL PROD & SRV
ALGERIA

REPORT 4

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

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

POST : 340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES
JORDAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IMPLEMENTATION OF PCIA/NRA TECHNICAL SERVICES AGREEMENT FOR EXPLORATION, SEISMIC AND TECHNICAL EXPERTISE IN LOCAL HYDROCARBON DEVELOPMENT.

PERMANENT CDN PRESENCE FOR MINIMUM TWO YEAR PERIOD IN LOCAL OIL AND GAS DEVELOPMENT. ADDITIONAL PRIVATE SECTOR ACTIVITY IS HIGHLY LIKELY.

FINALIZATION OF ASSESSMENT OF NATURAL GAS RESERVES RECENTLY DISCOVERED IN THE KINGDOM NEAR IRAQI BORDER.

POTENTIAL CDN PARTICIPATION IN DEVELOPING OF JORDANIAN GAS DEPOSIT IF FINANCING PACKAGE CAN BE PUT IN PLACE.

FINALIZATION OF POTENTIAL CDN PARTICIPATION IN THE ANALYSIS OF JORDANIAN OIL SHALE AND TAR SAND DEPOSITS IN ORDER TO EVALUATE POTENTIAL AS INDEGENOUS HYDROCARBON FUELS.

PARTICIPATION BY CDN CONSULTANTS IN THE INITIAL ASSESSMENT OF SHALE AND TAR SANDS RESERVES.

PURSUIT OF POTENTIAL IMPLEMENTATION OF SHALE OIL AND TAR SANDS FACILITIES FOR EXTRACTION OF OIL AND/OR UTILIZATION AS FUEL FEED-STOCK.

AWARD OF CONTRACTS TO CDN FIRMS FOR DEVELOPMENT OF SULTANI SHALE AND WADI ISAAL TAR SANDS DEPOSITS.

PURSUIT OF CDN PARTICIPATION IN ENGINEERING, PROCUREMENT AND CONTRACTING FOR DEVELOPMENT OF RISHA GAS FIELDS.

AWARD CONTRACT TO CDN FIRMS FOR ENGINEERING AND EQUIP PROCUREMENT ASSOCIATED WITH RISHA DEVELOPMENT.

PURSUIT OF POTENTIAL CDN PARTICIPATION IN LONG TERM PIPE-LINE AND STORAGE FACILITIES TO BE REQUIRED BY JORDAN FOR PETROLEUM AND NATURAL GAS.

ENSURE CDN PARTICIPATION IN FINANCING AND PROCUREMENT REQUIREMENTS FOR NATURAL OIL AND GAS PIPELINE PROJECTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT TO NATIONAL PETROLEUM SHOW IN CALGARY BY JORDANIAN MINISTER OF ENERGY AND PARTY OF THREE TECHNICAL EXPERTS, JUNE 1988.

TRIP GENERATED SUBSTANTIAL INTEREST BY CDN PRIVATE SECTOR IN OIL EXPLORATION CONCESSIONS IN JORDAN; PCIA TECH ASSISTANCE PROG. EXTENDED THROUGH '89 WITH ADD'L \$13 MILL COMMITTED. GOOD PROSPECTS FOR NOVACORP IN GAS PIPELINE STUDY; WESTBURNE

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 340-AMMAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

IDENTIFICATION OF CONSULTING AND EQUIPMENT SUPPLY OPPORTUNITIES FOR CDN FIRMS.

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

POST : 340-AMMAN

003-GRAINS AND OILSEEDS
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

VIC 003-SECTORS

QUARTER: 2
QUARTER: 3
QUARTER: 4

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

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

POST :340-AMMAN

007-POWER & ENERGY EQUIP. & SERV.
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 340-AMMAN

014-EDUCATION, MEDICAL, HEALTH PROD
JORDAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IMPLEMENTATION OF UNIV OF TORONTO/PALESTINE HOSPITAL NEUROLOGICAL CENTRE PROJECT.

POTENTIAL EQUIPMENT SUPPLY AND SPECIALIZED SERVICE OPPORTUNITY IN PROJECT WITH READILY VISIBLE CDN ORIENTATION.

DETAILED MARKET ASSESSMENT OF POTENTIAL OPPORTUNITIES IN THE SUPPLY OF MEDICAL PHARMACEUTICALS, BIOLOGICAL REAGENTS AND OTHER SIMILAR PRODUCTS.

SUCCESSFUL MARKET PENETRATION BY INCREASING NUMBER OF FIRMS MANUF BIOLOGICAL PRODUCTS INCDA FOR EXPORT.

INITIATION OF CDN-SPONSORED ACTIVITIES IN RSPECT OF CURRICULUM DEVELOPMENT FOR THE AL-QUDS OPEN UNIVERSITY PROJECT; COORDINATED BY ACCC REGIONAL OFFICE IN AMMAN.

PARTICIPATION IN AGOU PROJECT BY THREE CDN AGENCIES FOCUSING UPON CURRICULUM DEVELOPMENT IN DISTANCE EDUCATION FIELD.

FOLLOW-UP TO JAN. 88 EDUCATIONAL SERVICES AND TRAINING MISSION TO JORDAN.

DEFINITION OF SALES/PROJECT OPPORTUNITIES FOR FIRMS PARTICIPATING ON MISSION FOR IMPLEMENTATION BY END-1988.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 340-AMMAN
PLANNING
ACTIVITIES PROPOSED IN POST PLAN:
ALL SUB-SECTORS

ACTIVITIES UNDERTAKEN IN QUARTER:

014-EDUCATION, MEDICAL, HEALTH PROD
JORDAN

ANTICIPATED RESULTS:

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

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

POST : 340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

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

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

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

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

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

ANTICIPATED RESULTS:

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

REPORT #5
88/10/21

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

340 - AMMAN

JORDAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

SERVICE INDUSTRIES SERVICES NOT ELSEWHERE SPECIF.
ENCOURAGE POTENTIAL INVESTORS ACTIVE IN THESE INDUSTRIAL SECTORS TO
UNDERTAKE RECONNAISSANCE VISITS TO CDA FOR "FIRSTHAND" VIEW OF OPPOR-
TUNITIES IN CDA.

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

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

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

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

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

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.
PROMOTION OF OPPORTUNITIES CDA CONF. TO LOCAL INDUSTRIALISTS AS
MECHANISM FOR ASSESSING CDA AS DESTINATION FOR FOREIGN INVESTMENT
LOCATION OF REGIONAL OFFICES I. A.

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

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY
No proposed activities indicated

NON SECTORALLY ORIENTED ACTIVITIES

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

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

REPORT #5
88/10/21

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

340 - AMMAN

JORDAN

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

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

UP TO 10 JORDANIAN PARTICIPANTS RECRUITED FOR
CONFERENCE.

QUARTER : 2

QUARTER : 3

QUARTER : 4

ACTIVITIES UNDERTAKEN IN QUARTER

QUARTERLY RESULTS REPORTED

THE ECONOMIC REPORTS ON JORDAN'S ECONOMIC DEVELOPMENT
LISTED TO COMPLY BY THE JORDAN TECHNICAL DEVELOPMENT FUND
AND CHAIRMAN HELMUT BUN
LISTED TO COMPLY BY MINISTERS OF ECONOMIC DEVELOPMENT
(2 PERSONS)
MEMBER BEHIND TECHNICAL WORK OF COMPLY SPONSORED BY CITY
(2 PERSONS)
LISTED TO COMPLY BY THE JORDANIAN MINISTERS OF ECONOMIC

WHICH COMPLETED PERSONNEL REPORTS DURING THE REPORTING PERIOD:
LISTED BELOW ARE THE PERSONNEL WHOSE UNFINISHED ACTIVITIES

AT HIGHWAYS VARIOUS ECONOMIC LEVELS BY
COMPLYING PERSONNEL REPORTS OF ECONOMIC DEVELOPMENT PROGRAM

5021 340-AMMAN

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88/10/21

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

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

POST : 340-AMMAN

VISIT TO CANADA BY THE JORDANIAN MINISTER OF ENERGY
(5 PERSONS).
REMOTE SENSING TECHNICAL TOUR OF CANADA SPONSORED BY CIDA
(5 PERSONS).
VISIT TO CANADA BY MINISTRY OF PLANNING SECRETARY GENERAL
AND CHAIRMAN, PETRA BANK.
VISIT TO CANADA BY CEO OF JORDAN TECHNOLOGY DEVELOPMENT FUND
TWO ECONOMIC REPORTS ON JORDAN'S FINANCIAL SITUATION.

CONTRACTS FOR THE PURCHASE OF EQUIPMENT FOR THE
INDUSTRIAL ZONE AT MASHRAFAT AL-AMMAN AS DESTINATION FOR FOREIGN INVESTMENT
IN THE INDUSTRIAL ZONE AT MASHRAFAT AL-AMMAN

CONTRACTS FOR THE PURCHASE OF EQUIPMENT FOR THE
INDUSTRIAL ZONE AT MASHRAFAT AL-AMMAN AS DESTINATION FOR FOREIGN INVESTMENT
IN THE INDUSTRIAL ZONE AT MASHRAFAT AL-AMMAN

CONTRACTS FOR THE PURCHASE OF EQUIPMENT FOR THE
INDUSTRIAL ZONE AT MASHRAFAT AL-AMMAN AS DESTINATION FOR FOREIGN INVESTMENT
IN THE INDUSTRIAL ZONE AT MASHRAFAT AL-AMMAN

NON BILATERALLY ORIENTED ACTIVITIES

CONTINUING LIAISON WITH OFFICIALS OF CIN BANKS ACTIVE IN SECTOR IN
TERMS OF PRIVATELY ADMINISTERED INVESTMENT SYNDICATES & OTHER OFFSHORE
VEHICLES WHICH MIGHT HAVE ATTRACTION TO JORDANIAN INVESTORS
AND TO BE USED FOR INVESTMENT IN JORDAN BY
AS PART OF THE ECONOMIC REFORMS

CONTRACTS

CONTRACTS

CONTRACTS

CONTRACTS

CONTRACTS

IDENTIFICATION OF 6-10 POTENTIAL INVESTORS
IN THE INDUSTRIAL ZONE AT MASHRAFAT AL-AMMAN
IN THE INDUSTRIAL ZONE AT MASHRAFAT AL-AMMAN

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

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

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

RECRUITMENT OF 2-3 BILINGUAL MEMBERS WHICH
WILL BE USEFUL TO ENCOURAGE ADDITIONAL LOCAL
MARKETING EFFORTS BY CIN BANKS

CONFERENCE
ON 10 TO 15 JORDANIAN INVESTORS

RESULTS REPORTED

REPORT 4
88/10/21

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

POST : 346-BAGHDAD

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

DISCUSSIONS WITH IRAQI MINISTRY OF TRADE ON UMBRELLA AGREEMENT FOR FINANCING OF NEW SALES TO IRAQ INCLUDING OIL BARTER AS A FORM OF PAYMENT.

ASSIST GMMD TO RECOVER APPROXIMATELY 8 MILLION DLRS STILL OWED TO ITS BANKERS FOR PREVIOUS SALES TO IRAQ.

SUPPORT SNVI'S ACTIVITIES IN IRAQ & THEIR REQUEST FOR GOVERNMENT FINANCING FROM CANADA FOR THEIR CURRENT AND FUTURE SALES OF AMBULANCES.

WORK WITH PRIVATE IRAQI IMPORTERS OF AUTOMOTIVE PARTS TO HELP THEM SOURCE PRODUCTS IN CANADA AS THEIR RESPONSIBILITY FOR IMPORTS INCREASES AND ACCESS TO HARD CURRENCY IMPROVES.

DEVELOP NEW SALES WHICH COULD REACH ONE-HUNDRED MILLION DOLLARS.

BY RECOVERING OVERDUE PAYMENTS OF \$5 MILLION. HELP TO ENCOURAGE NEW FINANCING FOR GMMD SALE TO IRAQ BY PRIVATE COMMERCIAL INSTITUTIONS.

COMPLETE CURRENT CONTRACT & EXCHANGE PROSPECTS FOR ADDITIONAL SALES OF MORE THAN 500 AMBULANCES AT A VALUE OF \$60 MILLION.

SECURE A PLACE FOR CANADIAN EXPORTERS IN RAPIDLY EXPANDING IRAQI PRIVATE SECTOR FOR AUTOMOTIVE PARTS, VALUE OF \$20 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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

POST : 346-BAGHDAD

009-FOREST PRODUCTS, EQUIP, SERVICES
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 346-BAGHDAD

009-FOREST PRODUCTS, EQUIP, SERVICES
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

REPORT 4
88/10/21

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

POST : 346-BAGHDAD

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

RENDER ASSISTANCE IN RE-OPENING CONTRACT NEGOTIATIONS WITH IRAQI
MINISTRY OF DEFENCE.

SUCCESSFUL CONCLUSION OF THIS DEAL WOULD
ALLOW BCI TO RE-OPEN LOCAL OFFICE AND PROVIDE
NEEDED REVENUES OF APPROX. \$60 MILLION TO
REMAIN IN IRAQI MARKET.

SUPPORT ON-GOING ACTIVITIES OF BCI AFTER RE-ESTABLISHMENT OF
LOCAL OFFICE IN LIAISON WITH M. O. D. AND PTT.

PROMOTE ADDITIONAL IRAQI INTEREST IN CANADIAN
GOODS AND SERVICES.

ASSUMING BCI IS SUCCESSFUL IN OBTAINING SECTION 31 FINANCING, POST
WILL COMMENCE MORE ACTIVE PROMOTION OF OTHER CANADIAN COMMUNICA-
TIONS PRODUCTS IN IRAQ.

DEVELOP NEW PROJECTS/SUPPLY CONTRACTS WHICH
OF CANADIAN GOVERNMENT FINANCING IS AVAILABLE
COULD EXCEED \$200 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

88/10/21
REPORT 4
POST : 346-BAGHDAD

ACTIVITIES UNDERTAKEN IN QUARTER:

005-COMM. & INFORM. EQP. & SERV

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

REPORT 4
88/10/21

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

POST : 346-BAGHDAD

003-GRAINS AND OILSEEDS
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

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

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

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

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

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

ENHANCE REPUTATION OF CANADA AS TECHNOLOGI- CALLY ADVANCED SUPPLIER OF HIGHEST QUALITY MILLING WHEAT.

OILSEEDS

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

IMPROVE ARAB AWARENESS OF TECHNICAL, NUTRITIO- NAL AND AGRICULTURAL MERITS OF GROWING AND CONSUMING CANADIAN CANOLA.

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
88/10/21

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

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

POST : 346-BAGHDAD

T. I. D. PROGRAM MANAGER ACTED AS CHARGE D'AFFAIRES IN MAY-JUNE FOR 2 WEEK PERIOD DURING ABSENCE OF AMBASSADOR.
(2) T. I. D. PROGRAM MANAGER ATTENDED REGIONAL TRADE CONFERENCE OF DEPARTMENTAL OFFICERS IN NICOSIA, CYPRUS FROM 02-06 MAY '88
(3) PREPARED MAJOR REPORT ON IRAQI FINANCIAL SITUATION FOR DEPARTMENTAL CONSIDERATION AS PART OF PERIOD ASSESSMENT OF DEPARTMENT'S FINANCING POLICY FOR IRAQ.

... SCHEDULED FOR ...
... CANADIAN SOCIETY MUST BE CONSIDERED ...
... AGRICULTURAL RESEARCH CENTRE AND ...
... INCREASE PRODUCTION FOR FOOD INSUREANCE TO INCREASE ...
... EXPERIENCE IN OILSEEDS AND OTHER ...
... CONSTRUCTION ...
... RELATIONS ...
... REQUIREMENTS ...
... EQUIPMENT ...
... SERVICES ...
... REPORTED ...
... CHANGES ...
... REPORTED ...

REPORT 4
88/10/21

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

POST : 341-CAIRO

003-GRAINS AND OILSEEDS
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OILSEEDS

GAIN APPROVAL FOR CANOLA TO BE IMPORTED.
IDENTIFY POTENTIAL IMPORTERS/PROCESSORS.

CANOLA APPROVED.
CANOLA IMPORTED: \$3 MIL SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

ENSURED EGYPTIAN PARTICIPATION AT NPS
VISITED 85 OIL/GAS COMPANIES MOSTLY ASSOCIATED
WITH THE SERVICING INDUSTRY.
PREPARING DRAFT EXPANDED SECTORAL REPORT.

INVOICES DECISION WHILED
ECC WE SUBMITTED COMPETITIVE FINANCE OFFER
DECREE ISSUED BY MINISTRY
FORM SIGNED BY THE VICE-MINISTER OF TRADE

CONTRACT IN FORCE

CONTRACT IN FORCE
SUFFICIENT OF 3 PROPOSALS FOR CANDIDATE

ANTICIPATED RESULTS:

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

POST : 341-CAIRO

003-GRAINS AND OILSEEDS
ARAB REPUBLIC OF EGYPT

REPORT 4
88/10/21

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

REPORT 4
88/10/21

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

POST : 341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT OF AECL FOR CANDU SALE.

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

SHORTLIST OF 5 PROJECTS FOR CANADIAN
SUPPLIERS.

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

CONTRACT IN FORCE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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

POST : 341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

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

SECTOR PROMOTIONAL STRATEGY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

QUARTER: 7 -----

QUARTER: 8 -----

QUARTER: 9 -----

QUARTER: 10 -----

QUARTER: 11 -----

QUARTER: 12 -----

QUARTER: 13 -----

QUARTER: 14 -----

QUARTER: 15 -----

QUARTER: 16 -----

QUARTER: 17 -----

QUARTER: 18 -----

QUARTER: 19 -----

QUARTER: 20 -----

QUARTER: 21 -----

REPORT 4
88/10/21

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

POST : 341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

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

\$35 MILLION EXPORTS IN 1988/89.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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

POST : 341-CAIRO

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ANALYSIS OF NEW 5-YEAR PLAN

SHORTLIST OF GOVERNMENT INVESTMENT PROJECTS
OF INTEREST.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

QUARTER: 7 -----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

POST : 341-CAIRO

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

FORECAST
REPORT 4

FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN
AT MISSIONS ABROAD FOR FISCAL YEAR 88
ARAB REPUBLIC OF EGYPT

REPORT 4
88/10/21

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

POST : 341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

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

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

STUDY OF EGYPTIAN MARKETS FOR CANADIAN MINERAL EXPORTS.

SECTOR STRATEGY AND PROMOTIONAL PLAN.

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

FIRST COMMERCIAL SHIPMENT OF CANADIAN COAL.

SALES REPORTED 10,000 CU M SFT
3,000 M T UNBLEACHED PULP AND
2,000 M T TELEPRINT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

REPORT 4A
88/10/21

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

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

POST : 341-CAIRO

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

CONTINUED ANALYSIS AND REPORTING ON BILATERAL DEBT RESCHEDULING

INITIAL CONSULTANCY CONTRACT BY CIM FIRM FOR FARM MANAGEMENT, POSSIBLE IMPORT OF CDM DAIRY CATTLE BY ONE FIRM

POSSIBLE CONSORTIUM OF CDM ROOMPLAERS OR OTHER SPECIALIZED IMPLEMENTS FOR SYRIAN PROGRAM WITH S D A R

RETURN TO PREVIOUS SALES LEVEL (20 500K TO 300K) OF CDM EXPORTS

AFTER TRIALS PROGRAM, INCLUSION OF CDM VARIETIES OF POTATOES FOR TRIALS BY FOREIGN SELLERS, CDM EXPORTS OF POTATOES TO SYRIA, INCLUSION OF NEW VARIETIES IN D.C. AND S.C.

INCLUSION OF CDM PRODUCTS BY SYRIAN FARMERS, CDM EXPORTS OF POTATOES TO SYRIA, INCLUSION OF CDM PRODUCTS IN D.C. AND S.C.

POSITIVE USE OF CDM TECHNOLOGY TO IMPROVE AND INCREASE EXPORTS OF CDM PRODUCTS

INCLUSION OF CDM PRODUCTS BY SYRIAN FARMERS, CDM EXPORTS OF POTATOES TO SYRIA, INCLUSION OF CDM PRODUCTS IN D.C. AND S.C.

ICE MACHINES IN SYRIAN AND DRIFTING VEHICLES TO BE USED IN CONNECTION WITH CDM EXPORTS, MARKET PRESENCE BY CDM EXPORTATION WITH CDM

MARKET IN THIS REGION, INCREASE EXTENSIVE MARKET PENETRATION BY CDM EXPORTATION IN SYRIAN MARKET

ALL SUB-SECTORS

AGRICULTURE

AGRICULTURE

AGRICULTURE

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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS

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

ACTIVITIES PROPOSED IN POST PLAN

CONTINUED ANALYSIS AND REPORTING ON BILATERAL DEBT RESCHEDULING

INITIAL CONSULTANCY CONTRACT BY CIM FIRM FOR FARM MANAGEMENT, POSSIBLE IMPORT OF CDM DAIRY CATTLE BY ONE FIRM

POSSIBLE CONSORTIUM OF CDM ROOMPLAERS OR OTHER SPECIALIZED IMPLEMENTS FOR SYRIAN PROGRAM WITH S D A R

RETURN TO PREVIOUS SALES LEVEL (20 500K TO 300K) OF CDM EXPORTS

AFTER TRIALS PROGRAM, INCLUSION OF CDM VARIETIES OF POTATOES FOR TRIALS BY FOREIGN SELLERS, CDM EXPORTS OF POTATOES TO SYRIA, INCLUSION OF NEW VARIETIES IN D.C. AND S.C.

INCLUSION OF CDM PRODUCTS BY SYRIAN FARMERS, CDM EXPORTS OF POTATOES TO SYRIA, INCLUSION OF CDM PRODUCTS IN D.C. AND S.C.

POSITIVE USE OF CDM TECHNOLOGY TO IMPROVE AND INCREASE EXPORTS OF CDM PRODUCTS

INCLUSION OF CDM PRODUCTS BY SYRIAN FARMERS, CDM EXPORTS OF POTATOES TO SYRIA, INCLUSION OF CDM PRODUCTS IN D.C. AND S.C.

ICE MACHINES IN SYRIAN AND DRIFTING VEHICLES TO BE USED IN CONNECTION WITH CDM EXPORTS, MARKET PRESENCE BY CDM EXPORTATION WITH CDM

MARKET IN THIS REGION, INCREASE EXTENSIVE MARKET PENETRATION BY CDM EXPORTATION IN SYRIAN MARKET

AGRICULTURE

AGRICULTURE

AGRICULTURE

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REPORT 4
88/10/21

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

POST : 319-DAMASCUS

011-OIL & GAS EQUIPMENT, SERVICES
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

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

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

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

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

PARTICIPATION BY SYRIAN OFFICIALS IN 1988 NPS IN CALGARY.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

011-319-DAMASCUS

AT 1500 HRS
ON 10/21/88

WHICH COVERED THE QUARTERLY PERIOD DURING THE REPORTING PERIOD
LISTED BEFORE THE THE QUARTERLY AND/OR UNPLANNED ACTIVITIES
AS ONLY THE QUARTERLY REPORTING PERIOD
WHICH COVERED THE QUARTERLY PERIOD DURING THE REPORTING PERIOD

REPORT 4
88/10/21

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

POST :319-DAMASCUS

001-AGRI & FOOD PRODUCTS & SERVICE
SYRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

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

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

001-319-DAMASCUS

REPORT 4

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

POST : 319-DAMASCUS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

DECISION BY SYRIAN TELECOMMUNICATIONS ESTABLISHMENT (STE) REGARDING PROCUREMENT OF SWITCHING AND PABX TECHNOLOGY DUE TO UNAVAILABILITY OF EXTERNAL FINANCING.

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

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

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

ASSESSMENT OF PRIVATE SECTOR CAPABILITY IN COMPUTER FIELD (PRESENTLY CONFINED TO ENTERTAINEMENT APPLICATIONS) IN ORDER TO IDENTIFY POTENTIAL LOCAL AGENTS FOR CDN SUPPLIERS.

POTENTIAL BASIS FOR RECRUITEMENT OF PARTICIPANTS FOR INCOMING COMPUTER TECH MISSION TO CDA.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 319-DAMASCUS

013-CONSUMER PRODUCTS
SYRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 319-DAMASCUS

013-CONSUMER PRODUCTS
SYRIA

REPORT 4

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

INCREASE SALES AIRCRAFT SPARES

CLOSE CONTACT WITH ZIMBABWE MINISTRY FINANCE & AIR ZIMBABWE

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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POST : 308-HARARE

007-POWER & ENERGY EQUIP. & SERV.
ZIMBABWE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

CANADIAN UTILITIES HAVE CONTINUED CONTACT WITH ZIMBABWEAN ELEC-
TRICAL UTILITY.

AWAITING PUBLISHING OF TENDERS FOR EXPANSION
AND REHABILITATION PROJECTS

POST TO MAINTAIN CONTACT WITH ZIMBABWEAN UTILITY RE TENDER OPPOR-
TUNITIES.

INCREASED CANADIAN SHARE OF MARKET

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

POST : 308-HARARE

007-POWER & ENERGY EQUIP. & SERV.
ZIMBABWE

REPORT 4
88/10/21

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

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

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

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	CONTINUED LIAISON WITH ZIMBABWE POSTS AND TELECOMMUNICATIONS CORP (PTC) RE REQUIREMENTS FOR WIDE RANGE OF EQUIPMENT.	NUMBER OF CANADIAN COMPANIES HAVE SENT EXPRESSIONS OF INTEREST IN SUPPLYING REQUIREMENTS. SOURCE OF FUNDING STILL TO BE IDENTIFIED.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

REPORT 4
88/10/21

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

009-FOREST PRODUCTS, EQUIP, SERVICES
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

CONTRACT AWARDED TO CDN FIRM

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

INCREASED CDN SHARE OF MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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

POST : 308-HARARE

010-MINE, METAL, MINERAL PROD & SRV
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

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

INCREASED SHARE MARKET

TO ENLARGE ON BREAKTHROUGH CREATED BY CANADIAN FINANCING DLOC

INCREASED SHARE MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

MISSION INVESTMENT
 SINCE FOR INVESTMENT ACTIVITIES TO CONSIDER FOR ECONOMIC CON-
 TRIBUTION OF ADF 5 OF INVESTMENT DEAL WITH 130 BEGIN ORGANI-
 ZATION - INVESTMENT ETC (2) SPECIFIC ECONOMIC REPORT ON
 (3) MADE INVESTMENT FOR THE FIRST TIME LIST TO WHAT THE
 WOULD BE THE INVESTMENT 4300 000 DOLLARS TO COME TO
 (4) SPECIFIC REPORT BE WELL-DEFINED WITH HOW TO BE INVESTED
 (5) SPECIFIC REPORT BE WELL-DEFINED EXECUTIVE DIRECTOR
 WITH WITH COM WOULD FOR INVESTMENT SECTION IN BUSINESS VEHICLE
 RECEIVING ACCORDANCE ON COSTS ETC (6) CONTINUING TRADE-
 COSTS OF INVESTMENT ORGANIZED INVESTMENT FOR EACH COMPANY
 WITH 4-4 THE LIST TO INVESTMENT BY INVESTMENT OFFICERS FOR
 VARIOUS REPORTS WITHIN FOR ENERGY (7) INVESTMENT MADE HIGH
 BOTTOMED ON LIST MADE TO TRAVEL BY OFFICERS FROM POST TO
 BA 3 REPORTS WELL-DEFINED OF VARIOUS 8 FOR EACH SECTION THIS
 POST HAS INVESTMENT WORKING TIME IN INVESTMENT V LIST TO COME

POST : 308-HARARE

WHICH COMPLETED THROUGH REPORTS DURING THE REPORTING PERIOD.
FIELD REPORT ARE THE SPECIFIC VARIOUS ORGANIZED ACTIVITIES

REPORT
BY

VI MISSIONS REPORT FOR FIRST TIME BE
ORGANIZED INVESTMENT REPORT OF ECONOMIC INVESTMENT THROUGH

REPORT 4A
88/10/21

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

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

POST : 308-HARARE

POST WAS INVOLVED DURING JUNE IN INITIATING A VISIT TO CDA BY 3 SENIOR REPRESENTATIVES OF ANGOLA'S POWER SECTOR. THIS FOLLOWED ON VISIT MADE TO LUANDA BY OFFICER FROM POST TO ANGOLA'S DEPUTY MINISTER FOR ENERGY. (2) MANITOBA TRADE MISS. APR 4-9. 1ST VISIT TO TERRITORY BY MANITOBA OFFICIALS. FOUR COS, 2 OFFICIALS. ORGANISED ITINERARIES FOR EACH CO, HOSTED RECEPTION, ACCOMPANIED ON CALLS ETC. (3) CONTINUING INVOLVEMENT WITH CDN ASSOC FOR PRIVATE SECTOR IN SOUTHERN AFRICA (CAPSSA). SPECIAL EFFORT RE SELECTION EXECUTIVE DIRECTOR. (4) SPECIAL EFFORT RE SETTLEMENT WITH WORLD BANK RE THOMPSON ASSOC CASE. ISSUE INVOLVES \$300 000 OVERDUE TO CDN CO. (5) MADE ARRANGEMENTS FOR ONT INT'L CORP VISIT TO MALAWI AND ZIMBABWE - ITINERARIES ETC. (6) SPECIAL ECONOMIC REPORT ON ISSUANCE OF VOL. 2 OF NATIONAL DEVT. PLAN. (7) BEGIN ORGANISING FOR MINISTERIAL VISIT TO CANADA FOR JOINT ECONOMIC COMMISSION INAUGURAL.

ALL THE ABOVE

TRACKING:

- QUARTER 1 CANADIAN PROJECT
- QUARTER 2
- QUARTER 3
- QUARTER 4
- QUARTER 5
- QUARTER 6

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

TO ENFORCE ON DEVELOPMENT CHECKED BY CANADIAN FINANCING DEPT
CDN GOVT LOGGERS-66
CANADIAN GOVERNMENT IS CHECKED MINING MISTON HAVE REPLIED LETTER

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

POST : 308-HARARE

REPORT 4A
88/10/21

REPORT 4
88/10/21

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

POST : 322-KINSHASA

010-MINE, METAL, MINERAL PROD & SRV
ZAIRE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

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

PERMETTRE UNE MEILLEURE PENETRATION DE MARCHE

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

PERMETTRE AUX FOURNISSEURS CANADIENS DE DEVE-
LOPPER DES RELATIONS COMMERCIALES A LONG TER-
ME.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

POST : 322-KINSHASA

010-MINE, METAL, MINERAL PROD & SRV
ZAIRE

REPORT 4
88/10/21

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POST : 322-KINSHASA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTION AU ZAIRE DES PRODUITS ET EQUIPEMENTS DE TRANSPORT
CANADIENS.

AUGMENTATION DES EXPORTATIONS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

MENT WITH CON AGED FOR PRIVATE SECTOR IN SOUTHERN AFRICA
(COMPAS) SPECIAL EFFORT RE SETTLEMENT WITH WORLD BANK RE THOMPSON
ASXC CASE ISSUE INVOLVED FOR QNT INT' C CONF VISIT TO MELANI AND
15) MADE ARRANGEMENTS FOR QNT INT' C CONF VISIT TO MELANI AND
ZIMBABWE - ITINERARIES ETC. 16) SPECIAL ECONOMIC REPORT ON
ISSUANCE OF VOL. 2 OF NATIONAL DEVT. PLAN. 17) BEGIN DRAFTING
6ING FOR MINISTERIAL VISIT TO CANADA FOR JOINT ECONOMIC COM-
MISSION INAJOURAL

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

REPORT 4
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OOB-TRANSPORT SYS, EQUIP, COMP, SERV.
ZAIRE

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

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

INTRODUCTION DE LA TECHNOLOGIE CANADIENNE.

PARTICIPATION DE SOCIETES CANADIENNES A LA REALISATION D'UN RESEAU DE TELEPHONIE CELLULAIRE

AUGMENTATION DES EXPORTATIONS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

PLANNING: ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS:

POST : 322-KINSHASA

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

REPORT 4
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POST : 322-KINSHASA

009-FOREST PRODUCTS, EQUIP, SERVICES
ZAIRE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

ESTABLISSEMENT DE CONTACT AVEC BUREAUX D'ACHATS CANADIEN.

MEILLEURE CONNAISSANCE DU MARCHÉ ZAIROIS ET AUGMENTATION DES EXPORTATIONS.

UTILIZATION LIGNE DE CREDIT ACDI POUR ACHAT DE PAPIER.

PENETRATION DU MARCHÉ.

RECENSEMENT DES UTILISATEURS DE PRODUITS DE PATES ET PAPIER.

AUGMENTATION DES EXPORTATIONS.

TRACKING: QUARTER: 2 ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

QUARTERLY RESULTS REPORTED

SEMI DE TELEPHONIE CELLULAIRE
L'INTRODUCTION DE SOCIETES CANADIENNES A LA REPRESENTATION D'UN RE-

PRESENTATION DES EXPORTATIONS

TELECOMMUNICATIONS (TIC) (SAC)

INTRODUCTION DE LA TECHNOLOGIE CANADIENNE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

POST : 322-KINSHASA

009-FOREST PRODUCTS, EQUIP, SERVICES
ZAIRE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

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

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

POST : 322-KINSHASA

014-EDUCATION, MEDICAL, HEALTH PROD
ZAIRE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

REPertoire DES IMPORTATEURS ET EXPORTATEURS

SEMINAIRE INFORMATION POUR SOCIETES CANADIENNES INTERESSEES AU
MARCHE MONTREAL & TORONTO

ANTICIPATED RESULTS:

INFORMATION POUR SOCIETES CANADIENNES INTERE-
SSEES AU MARCHE

INTRODUCTION DE 10 NOUVELLES FIRMES AU MARCHE
DU ZAIRE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

QUARTERLY RESULTS REPORTED

QUARTERLY RESULTS REPORTED

QUARTERLY RESULTS REPORTED

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QUARTERLY RESULTS REPORTED

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

POST : 322-KINSHASA

014-EDUCATION, MEDICAL, HEALTH PROD
ZAIRE

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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:

ALL SUB-SECTORS

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

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

INTRODUCE NEW EXPORTERS TO AGENTS, OIL COMPANIES.

FIVE NEW AGENCY AGREEMENTS

ENCOURAGE OIL COMPANIES TO SEND EMPLOYEES FOR TRAINING IN CANADA

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

SECTORAL REPORT TO BE DISTRIBUTED TO CANADIAN EXPORTERS

INCREASED FAMILIARITY WITH MARKET ENCOURAGING MORE FREQUENT MARKET VISITS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISITORS TO NPS

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 348-KUWAIT

014-EDUCATION, MEDICAL, HEALTH PROD
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

- HOSP. & MEDICAL EQUIP, INSTRUM.
- FOLLOW-UP ON ONTARIO/FEDERAL PARTICIPATION IN MEDICARE '87
- SECTORAL REPORT
- PROMOTE DOCTOR TRAINING IN CANADA BY REGIONAL HOSPITALS

- PARTICIPANTS WILL CONTINUE CORRESPONDENCE WITH KEY CONTACTS
- ENCOURAGE GREATER PARTICIPATION IN MARKET BY CANADIAN COMPANIES
- LONG TERM CONTACT AND FAMILIARITY BY END USERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

PLANNING

POST : 348-KUWAIT

REPORT 4

001-VONT P FOOD PRODUCE P SERVICE
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN
AT MISSIONS ABROAD FOR FISCAL YEAR 88
QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM

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

POST : 348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAINTAINING CONTACTS WITH KEY IMPORTERS OF AGRICULTURE AND FOOD PROJECTS

INCREASED AWARENESS

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

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

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

BETTER RESPONSE RATE AND INCREASED SALES

CAREFULLY MONITOR PROJECT ACTIVITY AND REPORT IN TIMELY FASHION

INCREASE EXPORTER AWARENESS OF PROJECTS AT EARLY STAGES OF IMPLIMENTATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE

REPORT 4

FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST : 348-KUWAIT

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KUWAIT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

- ENCOURAGE CANADIAN EXPORTERS TO VISIT MARKET.
- IDENTIFY SPECIFIC OPPORTUNITIES AND REPORT IN TIMELY MANNER.
- THROUGH CONFERENCE (SUCH AS HITEC) BETTER ACQUAINT EXPORTERS WITH MARKET AND SALES TECHNIQUES.

- INCREASE SALES BY 40%
- GREATER PROJECT PURSUIT BY CANADIAN EXPORTERS
- INCREASE SALES BY 25% BY ENCOURAGING GREATER FOLLOW-UP OF OPPORTUNITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

INCREASE INVESTMENT IN CDA CONTINUES SHOW POSITIVE EFFECT WHICH TAKES PLACE AFTER AN INDIVIDUAL VISITS & INVESTS IN CDA

INCREASED AWARENESS & VISITS TO COM WILL LEAD TO IMPROVED INVESTMENTS

IDENTIFY SPECIFIC TARGET PRODUCTS

EVSI TO BEYOND TO INDUSTRY

HAVE FBI OF EXPORT BEYOND LINE TO HEDGE

RED EMPLOYING BEYOND

OVERVIEW IMPROVED OF COMOV IN MARKET INCREAS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

POST : 348-KUWAIT

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KUWAIT

88/10/21
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 348-KUWAIT

009-FOREST PRODUCTS, EQUIP, SERVICES
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

IDENTIFYING KEY PURCHASERS IN TERRITORY AND PROMOTE OVERALL CAPABILITIES

GREATER AWARENESS OF CANADA IN MARKET. INCREASED SOURCING REQUESTS

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

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

COMPILE PREVIOUS SOURCING REQUESTS FROM LOCAL IMPORTER

IDENTIFY SPECIFIC TARGET PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 348-KUWAIT

009-FOREST PRODUCTS, EQUIP, SERVICES

REPORT 4
88/10/21

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

REPORT #5
88/10/21

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

348 - KUWAIT

KUWAIT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

SERVICE INDUSTRIES SERVICES NOT ELSEWHERE SPECIF.
ENROURAGE GULF COUNTRIES INVESTMENT AUTHORITIES TO SEND TEAMS OF REAL
ESTATE & BOND EQUITY INVESTMENT OFFICIALS ON TAILORED TOURS OF CDA.

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

SERVICE INDUSTRIES SERVICES NOT ELSEWHERE SPECIF.
BUILD ON SIGNIFICANT PARTICIPATION FROM ARAB PENINSULA TO PAST BUSI-
NESS OPPORTUNITIES CDA CONFERENCE IN CDA.

INCREASE NUMBER OF VISITORS FROM 75 TO 150

SERVICE INDUSTRIES SERVICES NOT ELSEWHERE SPECIF.
INVESTMENT INTERESTS ARE EXTREMELY DIVERSE RANGING FROM DIRECT INVEST-
MENTS, REAL ESTATE, JVS, VENTURE CAPITAL, ACQUISITIONS, LAND DEVELOPMENT.
LOCAL INVESTORS, BOTH PRIVATE & INSTITUTIONAL OFTEN REQUEST NAMES OF
INDIVIDUALS WITHIN WELL KNOWN CDN COMPANIES WITH WHOM THEY CAN MAKE

ULTIMATE RESULT WILL BE ONGOING CONTACT
WITH CDN CDS. LOOKING TO ATTRACT INVEST.
IN A VARIETY OF AREAS ALLOWING US TO AD-
DRESS SPECIFIC INQUIRIES.

NON SECTORALLY ORIENTED ACTIVITIES

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

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

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

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

PLANNING

ACTIVITIES PROPOSED IN POST PLAN

RESULTS REPORTED

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REPORT #5

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

REPORT #5
88/10/21

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

348 - KUWAIT

KUWAIT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

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

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

QUARTER : 2

QUARTER : 3

QUARTER : 4

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ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

REPORT 4A
88/10/21

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

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

POST : 348-KUWAIT

A SECURITY/DEFENCE MISSION VISITED KUWAIT AS AN ADD-ON TO MISSION TO KSA & AS A FOLLOW-UP TO HITEC '88. (2) MIDDLE EAST TRADE COMMISSIONERS CONF. (3) A FURNITURE MISSION TO THE U. A. E AND KUWAIT WAS ORGANISED BY DRIEMONTL. (4) DEL OF SENIOR QATAR OIL & GAS OFF VISITED ALBERTA. (5) AGCAN VETS VISITED KUWAIT AT INVITATION OF KUWAITI GOVT. (6) OMAF INVITED 2 KUWAIT ANIMAL HUSBANDRY OFF FM AAFRA TO VISIT CDA. (7) CIGI INVITED 2 MILLERS FM OMAN & THE U. A. E. TO VISIT. (8) INTERVIEWS FOR GMT COMMUNICATIONS STRATEGY. (9) MAJOR REPORTS WERE UNDERTAKEN ON QATAR NORTH FIELD PROJ; DEFENCE SECTOR (3); INVESTMENT; ALUMINIUM CAPACITY. (10) POST ALSO UNDERTOOK EXTENSIVE EFFORTS TO RECRUIT LOCAL BUSINESS PEOPLE TO ATTEND WIDE VARIETY OF TRADE FAIRS AND SEMINARS IN CDA INCLUDING: FARM PROGRESS; FOOD PACIFIC; NPS; CERI CONF.; AIA; FURNITURE MARKETS.

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

POST : 304-LAGOS

001-AGRI & FOOD PRODUCTS & SERVICE
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

001-AGRI

88/10/21

WHICH COMBINED HUMAN RESOURCES DURING THE REPORTING PERIOD
LISTED BELOW ARE THE SPECIFIC ACTIVITIES UNDERTAKEN
AT MISSIONS ABROAD FOR FISCAL YEAR 88
DURING THE REPORTING PERIOD OF EXPORT PROMOTION PROGRAM

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

POST : 304-LAGOS

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

CONTINUE TO LIAISE WITH NIGERIAN RAILWAY CORP. & MIN OF TRANSP ON BEHALF OF CDN SUPPLIES OF SPARE PARTS FOR WORLD BANK RAILWAY REHAB.

CONTINUE TO SUPPORT CDN FIRM IN ITS BID TO PROVIDE MANPOWER PLANNING & M. I. S. CONSULTANCIES & TRAINING TO NIGERIAN RAILWAY CORP. PROVIDE SUPPORT FOR BID TO SUPPLY SPARE PARTS AS PART OF WORLD BANK PROJECT.

WHEN COMPLETE, CIRCULATE TO CDN COMPANIES, DRIE & EXTERNAL AFFAIRS THE WORLD BANK OPERATIONAL ASSESSMENT & INVESTMENT PROJECTIONS FOR NIGERIAN RAIL SECTOR (EARLY FY 1988/89).

AEROSPACE

UPGRADE AND COMMISSIONING OF FLIGHT INSTRUMENT INSPECTION SYSTEM STILL ONGOING WITH MINISTRY OF TRANSPORT.

CIVILIAN (GOVERNMENT) INTEREST ONGOING IN PURCHASING ONE OR TWO CANADAIR CHALLENGERS.

CONTINUED SUPPORT TO CANADIAN MEMBERS OF CONSORTIUM BIDDING FOR DESIGN, CONSTRUCTION AND FIT-UP OF AIRCRAFT MAINTENANCE FACILITY.

IDENTIFICATION OF NEW REGIONAL AIRLINES TO IN TURN IDENTIFY OPPORTUNITIES FROM CANADIAN SUPPLIERS OF NEW AND USED AIRCRAFT AND AVIATION SPARES.

SALE OF \$5.0 MILLION IN SPARE PARTS

SALE OF \$8.0 MILLION IN GOODS & SERVICES TO NIGERIA. FURTHER ENHANCE CANADIAN COMMITMENT TO THIS SECTOR.

PROVIDE CANADIAN INTERESTS WITH UP-TO-DATE MARKET PROFILE AND OPPORTUNITIES FOR ACTIVITY

THAT CDN FIRM WILL BID ON AND WIN CONTACT.

WITH SUPPORT OF LOCAL REPRESENTATIVE AND POST ONE CHALLENGER WILL BE SOLD IN NIGERIA

THAT CONSORTIUM WILL BE SUCCESSFUL & CANADIAN COMPANIES WILL SUPPLY DESIGN, EQUIPMENT AND MANAGEMENT SERVICES.

THAT AT LEAST TWO CANADIAN COMPANIES WILL TENDER FOR AIRCRAFT AND/OR SPARES TO CIVILIAN USERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 SUCCESSFUL BID FOR FLIGHT CALLIBRATION SYSTEM. COMPLETION OF BOMBARDIER FINANCING & SUCCESS IN OTHER RAILWAY SECTOR CONTRACTS (EG. SPARES AND MIS). SUCCESS WITH AVIATION MAINTENANCE FACILITY PROJECT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CONTRACT TO UPGRADE FLIGHT CALLIBRATION SYSTEM NOT YET AWARDED. ASSISTANCE RE LOAN AGREEMENT FOR BOMBARDIER LOCOMOTIVES. ASSISTANCE TO BIDDERS IN AVIATION SECTOR.

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POST : 304-LAGOS

007-POWER & ENERGY EQUIP. & SERV.
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

CANADIAN COMPANIES TOGETHER WITH LOCAL REPRESENTATIVES WILL MAKE SALES OF EQUIPMENT AND SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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POST : 304-LAGOS

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

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

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

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

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

PROMOTION OF CANADIAN MANUFACTURERS WITH NITEL AND MINISTRY OF COMMUNICATIONS.

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

ANTICIPATED RESULTS:

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

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

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

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

REPORT 4
88/10/21

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

POST : 304-LAGOS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REHABILITATION AND UPGRADE OF COMMUNICATIONS EQUIPMENT INCOMPLETE TO DATE.

ENSURE ROLE FOR CANADIAN COMPANY IN PROJECT

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

THAT FUNDS WILL BE APPROVED CDN FIRM WILL SUPPLY EQUIPMENT.

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

304-LAGOS

004-COMM & DEFENCE

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

REPORT 4
88/10/21

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

POST : 349-LIBREVILLE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

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

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

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

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

ENREGISTRER INTERET CANADIEN. OBTENIR COUTUME
CONTRACTUELLE AUX TRAVAUX PUBLICS.

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4

88/10/21

POST : 349-LIBREVILLE

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

REPORT 4
88/10/21

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

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

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

REPORT 4
88/10/21

POST : 349-LIBREVILLE

007-POWER & ENERGY EQUIP. & SERV.
GABON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

- RENCONTRES MINISTERIELLES POUR CLARIFIER FINANCEMENT
- RENCONTRE A LA PRESIDENCE AVEC PRESIDENT ET HAUT REPRESENTANT
- MISSION COMMERCIALE AXIE SUR LES SECTEURS DE FORETS, PETROLE ET CONSTRUCTION, AUTOMNE 1988.

- POSITIONNER LE CANADA
- APPUI POUR OBTENTION POURSUITE PROGRAMME / HYDRAULIQUE ET ADDUCTION D'EAU.
- OCTROI DE CONTRATS DANS CHACUN DE CES SECTEURS ET DE PROJECTS 'JOINT VENTURES'.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTERLY RESULTS REPORTED:
ADVANCE PROMOTION OF MPE/ BY & USED IT AS BASIS TO INCREASE CALLS ON MILITARY PROMOTION OF FOR PRESENCE AT FARMER/ROUGH TRACKING OF MILITARY FIRST/SECOND/THIRD/FOURTH/CANADIAN CAPABILITY DETECTION/EN ET INVOLVING EN EROU/ORDRE/ VUEC
CONTRIBUTION/ET VUE INVOLVING EROU/ET
CIVILIAN
MONT/VAL D'INTELLIGENCE/ENNEST/BIEN/THI/ET
OBTENTION DE L'AVANTAGE/DANS LE DE/ET

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

POST : 349-LIBREVILLE

007-POWER & ENERGY EQUIP. & SERV.
GABON

REPORT 4
88/10/21

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

REPORT 4
88/10/21

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

POST : 349-LIBREVILLE

010-MINE, METAL, MINERAL PROD & SRV
GABON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINE DEVELOPMENT SERVICES

RENCONTRE INTERMINISTERIELLES A LA PRESIDENCE

NEGOCIATION AU PLAN ET AUX FINANCES POUR INSCRIPTION DANS PROGRAMMATION.

SUIVI A LA SEE ET ACDI

MISISON TECHNIQUE AU CANADA DG MINISTERE DES MINES

FAIRE LE POINT SUR NOUVELLES PROPOSITIONS CANADIENNES.

S'ASSURER D'INSCRIPTION FINANCIERE POUR BUDGET 88.

S'ASSURER APPUI ACDI ET FINANCEMENT SEE.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ACTIVITIES CONTINUED & RECENT INDICATIONS IN MS INTEREST IN MINERAL DEVELOPMENT TRANSIT AND PART OF RAILROAD DEVELOPMENT. WE HAVE SEEN THE POSSIBILITY OF INVOLVEMENT BY CAN FIRMS IN ABSENCE OF CAN CONCESSIONAL FINANCING.

DISCUSSIONS WITH MINISTERS OF EDUCATION

DISCUSSIONS WITH MINISTERS OF EDUCATION

DISCUSSIONS WITH MINISTERS OF EDUCATION

TRACKING: ACTIVITIES UNDERTAKEN IN POST PLAN:

ANTICIPATED RESULTS:

POST : 349-LIBREVILLE

010-MINE, METAL, MINERAL PROD & SRV
GABON

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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REPORT 4
88/10/21

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

POST : 349-LIBREVILLE

015-CONSTRUCTION INDUSTRY
GABON

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

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

REPORT 4
88/10/21

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

POST : 303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSISTING CDN TRANSPORTATION CONSULTING FIRMS TO OBTAIN WORLD BANK FINANCED CONTRACT WITH KENYA RAILWAYS WITHIN "SECOND RAILWAY PROJECT".

SIX COMPANIES EXPECTED TO BE SHORTLISTED, OF WHICH ONLY ONE CANADIAN FIRM. CONTRACT IS POSSIBLE.

STUDY ON REQUIREMENTS OF KENYA AIRWAYS HAS BEEN COMPLETED. IMPLEMENTATION MAY PROVIDE OPPORTUNITIES FOR CANADIAN SUPPLIERS OF EQUIPMENT AND SERVICES.

POSSIBLE SALES BUT CANNOT BE QUANTIFIED AT THIS POINT.

FOLLOW-UP ON DRIE MARKET INVESTIGATION VISIT OCT/87 TO ASSIST CDN COS IDENTIFY OPPORTUNITIES IN RAIL & URBAN SUB-SECTORS. POSSIBLY INVITE KENYAN OFFICIALS TO VISIT CDN CITIES EARLY/88 TO SEE URBAN TRANSIT SYSTEMS & MANUFACTURING FACILITIES.

SALES OF EQUIPMENT AND SERVICES ARE POSSIBLE.

INVESTIGATE POTENTIAL BUSINESS FLOWING FROM STUDIES TO BE DONE REGARDING POSSIBLE EXPANSION OF REGIONAL AIRPORTS.

INDEFINITE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO INVESTIGATE AND SUPPORT EFFORTS OF CDN CONSULTING FIRMS & SUPPLIERS TO OBTAIN CONTRACTS UNDER KENYA'S RAILROAD DEVELOPMENT URBAN TRANSIT & REGIONAL AIRPORT EXPANSION PROGRAMMES.

ACTIVITIES CONTINUED & RECENT INDICATIONS OF WB INTEREST IN PARTICIPATION IN URBAN TRANSIT AND PART OF RAILROAD DEVELOPMENT PLANS HAVE RE OPENED POSSIBILITIES OF INVOLVEMENT BY CDN FIRMS IN ABSENCE OF CDN CONCESSIONAL FINANCING.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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

POST : 303-NAIROBI

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE AMMUNITION SALE TO DOD.

ORDER WORTH \$0.5 MILLION

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

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

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

INTRODUCE TWO NEW COMPANIES TO MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

004-DEFENCE PROGRAMS, PRODUCTS, SERV

POST : 303-NAIROBI

REPORT 4

88/10/21

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

POST : 303-NAIROBI

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

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

CONTRACT IF SUCCESSFUL WORTH \$5 MILLION

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

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

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

INTRODUCE TWO NEW COMPANIES TO MARKET.

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

INTRODUCE 2 NEW COMPANIES TO MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

CONTINUED SUPPORT TO SRT AND CDN MARCONI IN PURSUING CONTRACTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 303-NAIROBI

011-OIL & GAS EQUIPMENT, SERVICES
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

CONTRACT FOR CDN COMPANY IF PROPOSAL ACCEPTED

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

CONTRACT FOR CDN COMPANY IF PROPOSAL ACCEPTED

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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

POST : 303-NAIROBI

001-AGRI & FOOD PRODUCTS & SERVICE
KENYA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

POSSIBLE CONSULTING SERVICES AND EQUIPMENT CONTRACTS.

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

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

SALES OF EQUIPMENT AND SERVICES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

REPORT 4
88/10/21

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

INCREASED ACTIVE SUPPORT FOR LAVALIN WITH ENERGY MINISTRY IN ITS EFFORTS TO SECURE PIPELINE CONTRACT VISIT OF MINISTER OF ENERGY TO CANADA AND CONTINUOUS FOLLOW-UP BY POST WITH MINISTRY WORKSIDE ENTERTAINMENT AND SERVICES

BLOCK
JUMBLEW TECHNOLOGIA WHO BOATINE SNEEDING
SICHTICWAD SWER DE BOATINE SENEM SNEAD

ONEW NEXT 3-3 LEVMS
LOLEHLYTGA NOMIN BEADYNG NITTIOM DOGTWIS
VORICHTLYNG WYCHINERA AND EQUIPMENT SWER

COMWYCIW
LOBSIWE COMWYCIW BEWICED WHO EQUIPMENT

ALL SUB-SECTORS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

POST : 303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

POST : 303-NAIROBI

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

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

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

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

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

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

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

INTRODUCE 2 NEW COMPANIES TO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 303-NAIROBI

014-EDUCATION, MEDICAL, HEALTH PROD
UGANDA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

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

INTRODUCE TWO NEW COMPANIES TO MARKET

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

ATTEMPT TO GET CDN COMPANIES PREGUALIFIED FOR SERVICES/EQUIPMENT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 303-NAIROBI

REPORT 4

FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN
AT MISSIONS ABROAD FOR FISCAL YEAR 88

REPORT 4
88/10/21

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

POST : 303-NAIROBI

011-OIL & GAS EQUIPMENT, SERVICES
TANZANIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

INTRODUCE TWO NEW COMPANIES TO MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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

POST : 303-NAIROBI

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

POSSIBLE CONTRACTS. WILL AIM TO GET CDN COMPANY PREQUALIFIED.

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

INTRODUCE TWO NEW COMPANIES TO MARKET

CONDUCT INVESTIGATION AND REPORT MARKET OPPORTUNITIES

TO GET CDN COMPANIES PREQUALIFIED
FOR EXPORT PROMOTION PROGRAM

POST : 303-NAIROBI

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

POST : 303-NAIROBI

007-POWER & ENERGY EQUIP. & SERV.
TANZANIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

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

INTRODUCE TWO NEW CDN COMPANIES TO MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

RESIDENT REPRESENTATIVE IN NAIROBI FOR THE REGION
-GENERAL IN LONDON TO INVESTIGATE FEASIBILITY OF ESTABLISHING
A COMPANY TO BE RESPONSIBLE FOR ASSESSMENT OF INVESTMENT
OPPORTUNITIES IN THE REGION FOR THE BENEFIT OF CANADIAN FIRMS

NAIROBI 303-NAIROBI

WHICH COVERED PROPOSED ACTIVITIES DURING THE REPORTING PERIOD
LISTED BELOW ARE THE KEY ACTIVITIES UNDERTAKEN

88/10/21

WI DISTRICT OFFICE FOR EAST AFRICA
DIVERSITY OFFICE OF EXPORT PROMOTION PROGRAM

REPORT 4A
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST : 303-NAIROBI

ALL SUB-SECTORS

CONTINUATION
PROGRAM WILL
EQUIPMENT
OPPORTUNITIES

HELPED DEVELOP PROGRAM FOR VISIT OF KENYA MINISTER OF ENERGY
TO CANADA JUNE 88. (2) PREPARATION FOR VISIT OF QUEBEC-AGENT
-GENERAL IN LONDON, TO INVESTIGATE FEASIBILITY OF APPOINTING
RESIDENT REPRESENTATIVE IN KENYA FOR THE REGION.

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

CONTINUATION OF COT'S WORLD BANK-FUNDED ROADS REHABILITATION
PROGRAMS WILL ALSO OFFER OPPORTUNITIES TO CDM CONSULTANTS AND
SUPPLIERS. POST WILL ANALYSE PLANS AND REPORT OPPORTUNITIES TO
CONTRACTORS.

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

CONJUNCTION WITH PLANS TO REHABILITATE AN EXPAND REGIONAL AIRPORTS
WORLD, IF UNDERTAKE, OFFER CONSULTANCY AND EQUIPMENT SUPPLY
OPPORTUNITIES. POST WILL INVESTIGATE, ANALYSE AND REPORT
OPPORTUNITIES TO CONTRACTORS.

POSSIBLE CONTRACTS WILL AIM TO GET CDM
COMPANY PREQUALIFIED.

TRACKING:

INVESTIGATE COMPETITION ANALYSE DEVELOPMENT PLANS AND REPORT
MARKET OPPORTUNITIES TO CONTRACTORS, ESPECIALLY ADVANCE TENDER
NOTICES
BELOW: BOLENAIVE REGION OF KENYA MINISTER TO DEV' DRIC
WILL INVESTIGATE COMPETITION MARKET DEVELOPMENT AT WWS AND

AIM TO INVESTIGATE MARKET FEASIBILITY
IF ANALYSIS PROVES MARKET FEASIBLE

TRACKING:

INVESTIGATE COMPETITION ANALYSE DEVELOPMENT PLANS AND REPORT
MARKET OPPORTUNITIES TO CONTRACTORS, ESPECIALLY ADVANCE TENDER
NOTICES
BELOW: BOLENAIVE REGION OF KENYA MINISTER TO DEV' DRIC
WILL INVESTIGATE COMPETITION MARKET DEVELOPMENT AT WWS AND

INTRODUCE AND NEW CDM COMPANIES TO MARKET
QUARTERLY RESULTS REPORTED.

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

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

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

MT SUB-SECTORS

TRACKING:

ACTIVITIES UNDERTAKEN IN POST AT WWS

WHICH REPORTED

POST (303-NAIROBI)

303-NAIROBI & ENERGY SECTOR & SEVA

88/10/21
REPORT 4

DESCRIPTION OF KEY ACTIVITIES AND WHICH REPORTED RESULTS DURING MISSIONS ABROAD FOR FISCAL YEAR 88
COMPLETED UNDER THE EXPORT PROMOTION PROGRAM

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

POST : 327-RABAT

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

DEFINITION PRECISE DU POTENTIEL DU MARCHE.

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

OBTENIR 10 A 20% DES CONTRATS.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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

POST : 327-RABAT

007-POWER & ENERGY EQUIP. & SERV.
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 327-RABAT

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

CONCLUSION DES VENTES ET LIVRAISON DES PRODUITS.

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

ATTEINDRE LE STADE DE LA NEGOCIATION DE CONTRAT.

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

VENTE POSSIBLE D'APPAREILS ET D'EQUIPEMENTS.

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

POSITIONNER FAVORABLEMENT PLUSIEURS SOCIETES CANADIENNES SUR CES MARCHES.

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 327-RABAT

014-EDUCATION, MEDICAL, HEALTH PROD
MOROCCO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OBTENIR DES CONTRATS DE L'OPFPT.

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 327-RABAT

MOROCCO

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

REPORT 4
88/10/21

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

POST : 327-RABAT

003-GRAINS AND OILSEEDS
MOROCCO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

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

ANTICIPATED RESULTS:

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTERLY RESULTS REPORTED:

VENTE POSSIBLE D'APPAREILS ET D'EMPLOIERS
POSITIONNER PLUSIEURS SOCIÉTÉS
CANADIENNES SUR LE MARCHÉ
FORMATION DE CONSORTIA EN VUE DE LA POURSUITE
DE CES PROJETS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTERLY RESULTS REPORTED:

PRET D'R.C.T. ET P.C. ONT ETE SIGNES ET LA
MARCHANDISE LIVRÉE. UNE VENTE DE 500 JEEPS A ETE
REALISEE ET UN CONTRAT DE 25 MILLIONS
DE DOLLARS EST SUR LE SHORT LIST DE LA RAM.

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

POST : 327-RABAT

014-EDUCATION MEDICAL NEUT IN 8800

88/10/21

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

REPORT 4A
88/10/21

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

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

POST : 327-RABAT

VISITE DE MR. P. BOYLEY, ECONOMISTE SENIOR, S. E. E.
NEGOTIATIONS FINALES DU CONTRAT BELL CANADA/ONPT QUI ONT
NECESSITE UN GRAND DEPLOIEMENT D'EFFORTS.

QUARTER :

QUARTER :

QUARTER :

QUARTER :

QUARTER :

QUARTER :

QUARTER :

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QUARTER :

QUARTER :

QUARTER :

CONSUMED OF KEY ACTIVITIES AND UNPLANNED RESULTS DIVIDED IN MISSIONS ABROAD FOR FISCAL YEAR 88
AT MISSIONS ABROAD FOR FISCAL YEAR 88
CONSUMED OF KEY ACTIVITIES AND UNPLANNED RESULTS DIVIDED IN MISSIONS ABROAD FOR FISCAL YEAR 88

REPORT 4
88/10/21

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

POST : 347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SAUDI ARABIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AEROSPACE & MARINE	<p>ENGINE OVERHAUL WORK FOR C-130 AND PILATUS (PT6) PURSUIT OF CANADIAN INVOLVEMENT IN AIRSTRIPS PROJECT. ESTABLISH PROMOTION PROGRAM FOR CL1227</p>	<p>PLACE CANADIAN SHOPS ON SECOND SOURCE LIST. SALE OF STOL AIRCRAFT AND AVIONICS. HAVE KSA DELEGATION VIEW DEMO IN CANADA. ESTABLISH APPROPRIATE AGENT.</p>
ARMAMENTS & VEHICLES	<p>FINALIZE SALE OF PIRANHAS TO MINISTRY OF DEFENCE KEEP MOWAG PROPOSAL ALIVE WITH NATIONAL GUARD PENDING BUDGET ALLOCATION OBTAIN CANADIAN PARTICIPATION IN PROPOSAL TO RE-ENGINE ARMoured VEHICLES. RE-INTRODUCE ILITIS FOR NEW FORCES BEING ESTABLISHED.</p>	<p>\$50M COMPONENT FOR CANADA OBTAIN INVITATION FOR PRICING DISCUSSIONS CANADIAN GROUP TO BID ON REFIT PROGRAM HAVE ILITIS INVITED TO DEMONSTRATE.</p>
ELECTRICAL & ELECTRONIC	<p>SUPPORT CANADIAN FIRMS REGISTERED AS SUB-SUPPLIERS TO ARMY AVIA-TION BASE. ENCOURAGE MDA TO DEMONSTRATE AIRBOURNE SAR. PURSUE CANADIAN BIDDER FOR TAIF SECURITY SYSTEMS. INVOLVE CCC IF NECESSARY. DETERMINE MARKET FOR ELECTRONIC WARFARE SIMULATION TRAINING. ENCOURAGE MID-SIZE CANADIAN FIRMS TO PARTICIPATE IN SMALLER SECURITY JOBS. SUPPORT CANADIAN FIRMS TO MOVE INTO MAINTENANCE SECTOR FOR NAV AIDS.</p>	<p>\$10-20 MILLION SALES. OBTAIN INVITATION TO QUOTE A SYSTEM PERSUADE CANADIAN FIRM TO MAKE QUOTATION. PREPARE REPORT ON SIZE OF MARKET AND ENTRY POSSIBILITIES. J-V BID BY ONE OF SEVERAL QUALIFIED CANADIAN GROUPS. J-V PARTICIPATION IN O&M CONTRACT AT AIRPORT.</p>

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

POST : 347-RIYADH

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

CONTINUE DISCUSSIONS WITH KACST REGARDING CANADIAN TRAINING OF TECHNICIANS AND MAPPERS.
PROMOTE NEW ENHANCEMENTS ONCE MAJOR FACILITY COMPLETE AT KACST.
PURSUE WITH MEPA USE OF CANADIAN EQUIPMENT FOR POLLUTION MONITORING.
MEET WITH DIRECTORS TO DETERMINE WHETHER THERE IS SUPPORT FOR SYNTHETIC APERTURE RADAR CAPABILITY.

TRAINEE PLACEMENTS IN CANADA
GENERATE REQUESTS FOR BUDGETARY PROPOSALS.
OBTAIN INVITATION FOR PROPOSAL.
ESTABLISH WHETHER THIS WILL BE NEW AREA OF KACST ACTIVITY.

TELECOMMUNICATIONS (INC SPACE)

SUPPORT EFFORTS BY BELL CANADA INTERNATIONAL TO RENEW ADVISORY CONTRACT TO SAUDI TELECOM.
SUPPORT SR TELECOM PROPOSALS FOR RURAL RADIO SYSTEM.
CONTINUE SUPPORT FOR SPECTRUM MANAGEMENT PROPOSAL AT PTT.
ESTABLISH STRONG AGENTS FOR PAQUET SWITCH MANUFACTURER.
INTRODUCE CANADIAN TEST EQUIPMENT.
ESTABLISH DEMO SYSTEM FOR CANADIAN SATELLITE COMMUNICATIONS.

SIGNING OF CONTRACT.
SALE OF FIRST SRT SYSTEM TO PTT.
OBTAIN CONTRACT.
SALES IN 1989 WHEN SERVICE INTRODUCED.
ESTABLISH LOCAL AGENTS.
OBTAIN REQUEST TO BID PROPOSED MFA LINK.

COMPUTERS, SOFTWARE & SYSTEMS

SUPPORT BCI OFFER ON MACHINE READABLE PASSPORTS.
SUPPORT SUPPLEMENTAL SALES OF BILINGUAL TERMINALS TO NATIONAL INFORMATION CENTRE.
INTRODUCE CANADIAN SOFTWARE MANAGEMENT FIRMS TO MARKET.
ORGANIZE CANADIAN COMPUTER SPECIALISTS GROUP IN KINGDOM.

RECEIVE INVITATION FOR FINANCIAL PROPOSAL.
FURTHER SALE HUNDRED UNITS.
ESTABLISH CANADIAN-SAUDI JOINT VENTURE.
IMPROVE INTELLIGENCE ON AND RESPONSE TO UPCOMING COMPUTER PROJECTS.

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

POST : 347-RIYADH

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

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	INTRODUCE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	3 - 3 NEW AGENCY AGREEMENTS
QUARTER: 2 -----	RECENTLY CONCLUDED AGENCY AGREEMENTS TO INTRODUCE CANADIAN EXPERTISE IN SAUDI	2 - 3 AGENCY AGREEMENTS WITH SAUDI COMPANIES
QUARTER: 3 -----	CANADIAN COMPANIES TO BE INVITED TO PARTICIPATE IN	ALLOW CAN COMPANIES TO PARTICIPATE IN THE
QUARTER: 4 -----	AND PRIVATE HOSPITAL TENDERS FOR MEDICAL EQUIPMENT	UPCOMING TENDERS
TRACKING:	INTRODUCE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	IDENTIFY PROJECTS FOR CANADIAN COMPANIES IN
TRACKING:	EDUCATION MANAGEMENT TRAINING MEDICAL STAFF IN CANADA	EDUCATION MANAGEMENT TRAINING
TRACKING:	REMANUE VISIT OF HYERSON TO PLEASURE FURTHER POLYTECHNICAL INSTITUTE	INCREASE AMOUNT OF TRAINERS UP TO 1,700 BY
TRACKING:	SERVICES TO PROVIDE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	ESTABLISHMENT OF POLYTECHNICAL INSTITUTE
TRACKING:	SERVICES TO PROVIDE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	FOR JORDAN ENGINE COMPANY WORK FOR VARIOUS
TRACKING:	SERVICES TO PROVIDE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	TO ENABLE CAN COS TO BID ON NON AND OTHER PUBLIC AND PRIVATE HOSPITALS
TRACKING:	SERVICES TO PROVIDE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	FOR JOINT BIDS
TRACKING:	SERVICES TO PROVIDE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	INCREASE THE ASSOCIATION OF CAN/SAUDI & INVA
TRACKING:	SERVICES TO PROVIDE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	OBTAIN FROM NON HOSPITAL MANAGEMENT AN O. L. M
TRACKING:	SERVICES TO PROVIDE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	CONTRACT IN KINGDOM IN ASSOCIATION WITH LOCAL
TRACKING:	SERVICES TO PROVIDE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	ESTABLISH 3 MEN VOLENCE DISTRIBUTION WHILE
TRACKING:	SERVICES TO PROVIDE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	TWO INVITATIONS TO BID
TRACKING:	SERVICES TO PROVIDE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	ESTABLISHMENT OF CAN/SAUDI JOINT AGENCY
TRACKING:	SERVICES TO PROVIDE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	FOR VARIOUS BIDS OF 250-300 MILLION
TRACKING:	SERVICES TO PROVIDE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	QUARTERLY RESULTS REPORTED
TRACKING:	SERVICES TO PROVIDE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	QUARTERLY RESULTS REPORTED
TRACKING:	SERVICES TO PROVIDE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES	QUARTERLY RESULTS REPORTED

REPORT 4
88/10/21

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

POST : 347-RIYADH

014-EDUCATION, MEDICAL, HEALTH PROD
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HOSP. & MEDICAL EQUIP, INSTRUM.

BUILD ON RECENTLY CONCLUDED AGENCY AGREEMENTS TO INTRODUCE FURTHER CANADIAN EXPERTISE IN SAUDI.

ARRANGE FOR CANADIAN COMPANIES TO BE INVITED TO PARTICIPATE IN GOVERNMENT AND PRIVATE HOSPITAL TENDERS FOR MEDICAL EQUIPMENT (KING FAISAL UNIV. JEDDAH).

INTRODUCE CANADIAN EXPERTISE TO AUTHORITIES RESPONSIBLE FOR THE SETTING UP OF KING FAHAD MEDICAL CITY IN RIYADH.

JEC SUB-COMMITTEE MEETING

EDUCATIONAL SERVICES, EQUIPMENT

BUILD UPON CURRENT TRAINING MEDICAL STAFF IN CANADA

ARRANGE VISIT OF RYERSON TO PURSUE FURTHER POLYTECHNICAL INSTITUTE PLANNED BY ROYAL COMMISSION JUBAIL AND YANBU

INTRODUCE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHORITIES.

SERVICES INCLUDING CONSULTING

PROMOTE CANADIAN EXPERTISE IN O. & M. OF MEDICAL EQUIPMENT IN KSA

LOBBY KSA AUTHORITIES TO INVITE CDN COMPANIES TO PARTICIPATE IN MEDICAL TRAINING PROJECTS OF MOH.

2 - 3 NEW AGENCY AGREEMENTS.

2 -3 AGENCY AGREEMENTS WITH SAUDI COMPANIES.

ALLOW CDN COMPANIES TO PARTICIPATE TO THE UPCOMING TENDERS.

IDENTIFY PROJECTS FOR CANADIAN COMPANIES (4)

INCREASE AMOUNT OF TRAINEES UP TO 1,000 BY 1990

ESTABLISHMENT OF POLYTECHNICAL INSTITUTE UNDER RYERSON SUPERVISION

TO ENABLE CDN COS TO BID ON MOH AND OTHER PUBLIC AND PRIVATE HOSPITALS.

OBTAIN FROM MOH HOSPITAL MANAGEMENT AN O. & M CONTRACT IN KINGDOM IN ASSOCIATION WITH LOCAL CO.

TWO INVITATIONS TO BID.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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

POST : 347-RIYADH

001-AGRI & FOOD PRODUCTS & SERVICE
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

EXPLORE POTENTIAL FOR FABA BEAN CANNING PLANT

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

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

RAISE CANADIAN PROFILE IN MINISTRY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 1 SAUDI AGRICULTURAL SHOW AND MISSION.

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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

POST : 347-RIYADH

011-OIL & GAS EQUIPMENT, SERVICES
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

URGE ALBERTA GOVERNMENT TO INVITE AGENTS TO TRADE SHOWS IN CANADA

DEVELOP DIRECT CONTACTS BETWEEN CANADIAN AND SAUDI FIRMS.

CONVINCE CANADIAN PIPELINE TECHNICAL COMPANIES TO BE MORE AGGRESSIVE.

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

DELEGATION OF AGENTS TO NPC IN CALGARY, JUNE 88.

IDENTIFY AND SEND SAUDI REPS TO NPC '88.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

PLANNING:

ACTIVITIES UNDERTAKEN IN POST PLAN:

ANTICIPATED RESULTS:

POST : 347-RIYADH

011-OIL & GAS EQUIPMENT, SERVICES
SAUDI ARABIA

REPORT 4
88/10/21

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

REPORT #5
88/10/21

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

347 - RIYADH

SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

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

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

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

INCREASED SAUDI VENTURE CAPITAL INVOLVE-
MENT IN HI-TECH COMPANIES.

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

FIND SAUDI FINANCING FOR SPECIFIC CANADIAN
INVESTMENT PROPOSALS.

NON SECTORALLY ORIENTED ACTIVITIES

PURSUVE PERSONAL CONTACTS WITH CORE GROUP OF 150 LEADING SAUDI BUSINES-
SMEN TO PROMOTE INVESTMENT OPPORTUNITIES IN CANADA.

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

INCLUDE INVESTMENT COMPONENT IN PROGRAM FOR HIGH LEVEL BUSINESS DELE-
GATIONS TO CANADA.

INCREASED INTEREST IN REAL ESTATE & OTHER
CANADIAN INVESTMENTS.

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

FURTHER INCREASE NUMBER OF INVESTOR IMMI-
GRANTS TO CANADA.

REPORT #5
88/10/21

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

347 - RIYADH

SAUDI ARABIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

QUARTER : 2

QUARTER : 3

QUARTER : 4

ENABLED POST TO ALERT COMPANIES, PROVIDE INFORMATION ON UTILITY PROCUREMENT PRACTICES, MONITOR RESPONSES & REACTIONS OF CLIENTS.
ENABLE OPTIMUM FLEXIBILITY IN LOAN CONDITIONS DURING THE PROCUREMENT PHASE.
EXPAND PARAMETERS OF PROJECT.

QUARTERLY RESULTS REPORTED

CFPS, WITH DETAILED NOTES, WAS SHORT LISTED AND HAS SUBMITTED PROPOSAL. POST HAS LIAISON AT MINISTRY AND AT ALL LEVELS WITHIN ELECTRICAL AUTHORITY.
C) 3-WEEK LOAN OF CDH INDUSTRY COMPLETED
B) CONCEIVED ONLINE TO RESOLVE CONCERN
A) SUCCESSFULLY EXHIBITED

QUARTERLY RESULTS REPORTED

THE PROPOSAL ACCORDING TO WHICH WAS REEVALUATED COMPLETE REEVALUATION LIST AND SHORTLIST

QUARTERLY RESULTS REPORTED

REPORT 4
88/10/21

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

POST :342-TEL AVIV

014-EDUCATION, MEDICAL, HEALTH PROD
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

IDENTIFY MAIN IMPORT/DISTRIBUTION CHANNELS FOR HEALTH CARE PRODUCTS.

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

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

AGENCY AGREEMENTS, EXPORT SALES.

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

JOINT VENTURES/LICENSING ARRANGEMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/10/21

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

POST : 342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV.
ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

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

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

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

ANTICIPATED RESULTS:

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

ENABLE OPTIMUM FLEXIBILITY IN LOAN CONDITIONS
DURING THE PROCUREMENT PHASE.

EXPAND PARAMETERS OF PROJECT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

REPORT 4
88/10/21

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

POST :342-TEL AVIV

003-GRAINS AND OILSEEDS
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOLLOW-UP ON OUTGOING CANOLA MISSION (MARCH 87).

INITIAL SALE OF CANOLA (SEEDS AND MEAL) ON TRIAL BASIS.

CONTINUED REPRESENTATION WITH GOVERNMENT TRADE ADMINISTRATION AND INDUSTRIAL COOPERATION AUTHORITY ON BUY-BACK REQUIREMENTS.

PREVENT RECURRENCE OF BARTER ISSUE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

- 1) SUCCESSFULLY EXHIBITED
- 2) CANCELLED DUE TO SECURITY CONCERNS
- 3) 2-WEEK TOUR OF CAN INDUSTRY COMPLETED

003-TEL AVIV

003-TEL AVIV

003-TEL AVIV

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

REPORT 4
88/10/21

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

016-INDUSTRIAL MACHIN, PLANTS, SERV.
ISRAEL

POST : 342-TEL AVIV

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANALYZE TOTAL IMPORTS THIS SUBSECTOR INTERMS OF CANADIAN CAPABILITY.

CONTACT POTENTIAL SUPPLIERS - ADVISE CURRENT MARKET VOLUME FOR THEIR PRODUCTS. SOLICIT INTEREST IN THIS MARKET. REQUEST CATALOGUES, BROCHURES, VCR TAPES, OTHER MARKETING AIDS.

CONTACT HEAD BUYERS, POTENTIAL AGENTS/DISTRIBUTORS - IDENTIFY CANADIAN SOURCES FOR SPECIFIC REQUIREMENTS. EVALUATE POTENTIAL REPS AND REPORT TO CANADIAN COMPANIES.

ANTICIPATED RESULTS:

ESTABLISHED PRODUCT/SUPPLIER LIST.

BASIS FOR IN-DEPTH MARKET PROMOTIONAL ACTIVITY.

GREATER AWARENESS OF CANADIAN POTENTIAL NEW TRADE LINKS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 SCHEDULE OF VISITS TO MAJOR IMPORTERS OF CAPITAL EQUIPMENT TO ASCERTAIN REQUIREMENTS FOR AND INTEREST IN CDN EQUIPMENT FINANCED BY DIRECT LOC FROM EDC.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

VISITED (AND REPORTED) ISRAEL CHEMICALS, PETRO-CHEM ENTERPRISES, OIL REFINERIES LTD., AND ISRAEL AMERICAN PAPER MILLS.

REPORT 4
88/10/21

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

POST :342-TEL AVIV

001-AGRI & FOOD PRODUCTS & SERVICE
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:
STUDY MARKET CHANNELS.
SOURCING STUDY.
INVENTORY OF TECHNOLOGY AVAILABLE IN ISRAEL FOR TECHNOLOGY INFLOW PROGRAM.

ANTICIPATED RESULTS:
IDENTIFICATION OF BEST OPPORTUNITIES
SELECTION OF EXHIBITORS AT AGRITECH.
PREPARE FOR INCOMING MISSION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:
QUARTER: 1 -STUDY MARKET CHANNELS FOR IMPORTED AGRICULTURAL EQUIPMENT WITH VIEW TO EVENTUAL PARTICIPATION IN "AGRITECH '89".
QUARTER: 2 -----
QUARTER: 3 -----
QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:
- STUDY COMPLETED; INDICATES TECHNOLOGY TRANSFER MISSION PREFERABLE TO EXHIBIT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:
[Faint, illegible text]

QUARTERLY RESULTS REPORTED:
[Faint, illegible text]

POST :342-TEL AVIV

REPORT 4
88/10/21

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

REPORT #5
88/10/21

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

342 - TEL AVIV

ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

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

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

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

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

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

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

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

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

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5
88/10/21

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

342 - TEL AVIV

ISRAEL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 2

STUDY COMPLETED. INDICATES TECHNOLOGY TRANSFER
MISSION PREFERABLE TO EXHIBIT.

QUARTER : 3

ENQUIRIES FROM ISRAELI FIRMS ABLE AND
WILLING TO INVEST CAPITAL AS WELL.

QUARTER : 4

ENQUIRIES FROM ISRAELI FIRMS ABLE AND
WILLING TO INVEST CAPITAL AS WELL.

ENQUIRIES FROM ISRAELI FIRMS ABLE AND
WILLING TO INVEST CAPITAL AS WELL.

ENQUIRIES FROM ISRAELI FIRMS ABLE AND
WILLING TO INVEST CAPITAL AS WELL.

PROGRAM:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

342 - TEL AVIV

ISRAEL

REPORT #5
88/10/21

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

REPORT 4
88/10/21

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

POST :324-TUNIS

016-INDUSTRIAL MACHIN, PLANTS, SERV.
TUNISIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSISTER LA SOCIETE SNC DANS LES DERNIERES PHASES DE L'OCTROI DU
CONTRAT - BARRAGE BARBARA.

SIGNATURE DU CONTRAT

SECURISER AUPRES DES AUTORITES TUNISIENNES L'INCLUSION DES SERVI-
CES DE SOGEC/IDEONIC LAVALIN DANS L'ENVELOPPE CANADIENNE, SANS
AOI, POUR LE PROJET CHU BOURGUIBA.

FINALISATION DES NEGOTIATIONS ET OCTROI DU
CONTRAT AU CANADA.

ASSISTER LA SOCIETE TRIAD ENGINEERING DANS SES NEGOTIATIONS POUR
LE PROJET DE L'EXTENSION DE LA RAFFINERIE DE BIZERTE.

SELECTION DE TRIAD ET OCTROI DU CONTRAT.

PROMOUVOIR L'INDUSTRIE CANADIENNE SPECIALISEE DANS LA GESTION DES
PROJETS POUR LE PROJET DE L'AMENAGEMENT DU LAC DE TUNIS.

SOUMISSION PAR AU MOINS UNE SOCIETE CANADIEN-
NE.

PROMOUVOIR COMPETENCES CANADIENNES DANS SECTEUR PATE ET PAPIER
AUPRES DES AUTORITES LOCALES (SNCPA).

SOUMISSION PAR AU MOINS UNE FIRME CANADIENNE
POUR LE PROJET DE L'EXTENSION DE L'USINE
PAPIER KRAFT A KASSERINE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

SIGNATURE
L'ASSISTANT DIRECTEUR GENERAL DE L'INDUSTRIE ET
COMMERCE DU CANADA A TUNIS, A L'HONNEUR DE
PRESENTER A VOTRE BUREAU LE RAPPORT QUARTERLY
DE PROGRES DE LA MISSION ABORDANT LES ACTIVITES
DE PROMOTION ET DE NEGOCIATION EN MATIERE
D'INDUSTRIE CANADIENNE A TUNIS. LE RAPPORT
CONTIENT LES ACTIVITES ENTREPRISES AU COURS
DU QUARTIER EN COURS ET LES RESULTATS OBTENUS.
IL PRESENTE EN OUTRE LES ACTIVITES PLANIFIEES
POUR LE QUARTIER PROCHAIN ET LES RESULTATS
ANTICIPES. LE RAPPORT EST LE FRUIT D'UNE
COOPERATION ETROITE ENTRE LA MISSION ET
VOTRE BUREAU.

WHICH COMBINED THROUGH NEGOTIATIONS DURING THE FOLLOWING PERIOD:
LISTED BELOW ARE THE SPECIFIC ACTIVITIES UNDERTAKEN
DURING THE QUARTER REPORTED ABOVE AND THE RESULTS THEREOF.
THESE ACTIVITES ONT ETE ENTREPRISES AU COURS DU QUARTIER
EN COURS ET LES RESULTATS OBTENUS SONT PRESENTEES
DANS LE RAPPORT QUARTERLY DE PROGRES DE LA MISSION
ABORDANT LES ACTIVITES DE PROMOTION ET DE NEGOCIATION
EN MATIERE D'INDUSTRIE CANADIENNE A TUNIS.

REPORT 4
88/10/21

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

POST : 324-TUNIS

001-AGRI & FOOD PRODUCTS & SERVICE
TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANIMAL, POULTRY BREEDING STOCK

REGLEMENT DES CLAUSES SANITAIRES (VACCINS ET AUTRES)

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

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

SEEDS & SPECIAL CROPS

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

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

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

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

ANTICIPATED RESULTS:

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

ACCOMPLISSEMENT DU CONTRAT DEJA SIGNE EN 1986

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

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

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

ACCEPTATION DE QUELQUES LIVRAISONS SEMI-COM-
MERCIALES.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

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

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

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POST : 324-TUNIS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

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

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

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

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

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

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

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

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

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

SOUMISSION PAR AU MOINS DEUX SOCIETES CANADIENNES EN REPONSE AUX AOI.

BROADCASTING (INC CATV)

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

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

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

IDENTIFICATION D'AU MOINS UN PROJET CONJOINT AVEC LE CANADA EN TELEDIFFUSION PAR SATEL-LITE.

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

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

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

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

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

SOUMISSION PAR AU MOINS UNE COMPAGNIE CANADIENNE EN REPONSE AUX AOI MENTIONNES CI-BAS.

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

POST : 324-TUNIS

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PREPARATION ET ORGANISATION D'UNE MISSION EN
TUNISIE DE HAUTS FONCTIONNAIRES DU DOCOTT (CADRE
DU PROJET DE LA GESTION DU SPECTRE).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ACHEVEMENT DE LA 1ER PHASE DE COOPERATION TECH-
NIQUE ENTRE 2 MINISTERES DE COMMUNICATIONS; SOU-
MISSION D'UNE PROPOSITION POUR LA 2EME PHASE DE
COOPERATION (ETUDE DE FAISABILITE DETAILLE) A TRA-
VERS LA PARTICIPATION D'UNE SOCIETE CDNNE.

PREPARATION DES ETUDES DE FAISABILITE
REPARATION DE L'AVANT PROJET DETAILLE
TRAVAIL DE L'AVANT PROJET DETAILLE ET NEGOCIA-
TION QUANT A SA REALISATION
ETUDES ET EVENTUELLE REALISATION DE
MICRO-CENTRALES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

DANS LE CADRE DE LA COOPERATION INTER-ETAT
(1) ATTEINTE D'UNE TRADITION DE COOPERATION D'HOMMES D'AFFAIRES
CULTURELLE (COMITE MIXTE CANADIEN-TOULONNAIS DE RECHERCHE EN COMMERCIALISATION)
(2) ATTEINTE DE 5 HAUTS FONCTIONNAIRES DU MINISTERE DES COMMUNI-
CATIONS (CIVILIS) EN VUE D'UNE MISSION D'ETUDE DE FAISABILITE DE BISEUIL
ATTEINTE DE 04 HAUTS FONCTIONNAIRES (COMMISSION GENEVALE TOULONNAISE ET

88/10/21

WHICH COMPLETED PROGRESS REPORTS DURING THE REPORTING PERIOD:
FILED BY THE THE SECRETARY GENERAL (MONTREAL) 10/21/88

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

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

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

POST : 324-TUNIS

TELECOMMUNICATIONS (LINE SPACE)

EXPLORES POSSIBILITIES FOR VISITE DU DR. HORST SCHMID (COMMISSAIRE GENERAL TOURISME ET
TELECOMMUNICATIONS COMMERCE/ALBERTA) RELATIVE AU PROJET RAFFINERIE DE BIZERTE
PROMOTION OF (2) VISITE DE 2 HAUTS FONCTIONNAIRES DU MINISTERE DES COMMUNI-
CATIONS (CADRE PROJET GESTION DU SPECTRE EN TUNISIE)
STEN ET TUNIS (3) VISITE D'UNE IMPORTANTE DELEGATION D'HOMMES D'AFFAIRES
DU SPECTRE (3) VISITE D'UNE IMPORTANTE DELEGATION D'HOMMES D'AFFAIRES
DANS LE CADRE DE LA COOPERATION INDUSTRIELLE.

OBTENIR INDICATION DEFINITIVE SUR LE SORT DE CE PROJET ET PERSPECTIVES POUR SUIVRE
ETABLISSEMENT D'UN PROGRAMME D'ASSISTANCE TECHNIQUE ENTRE LES 2 MINISTERES

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

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

PROMOTION DES MANUFACTURIERS CANADIENS D'EQUIPEMENTS DE COMMUNICATION AUPRES DES PTT TUNISIENNES

SOUSCRIRE PAR AU MOINS UNE FIRME COMME POUR ETABLISSEMENT D'UNE SOCIETE BICAP TUNISO-CANADIE POUR LE MONTAGE D'EQUIPEMENT

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

SOUSMISSION PAR AU MOINS DEUX SOCIETES CANADIENNES EN REPONSE AUX ADJ

BROADCASTING (LINE CATV)

ASSISTER CCC DANS LA REALISATION DE LEUR CONFERENCE MANAGEMENT FORMATION ETC. I AVEC LES PTT-RADIO-DIFFUSION

GETRI FINAL DU CONTRAT AVEC MISE EN PLACE DES INSTRUMENTS DE FINANCEMENT

ETABLIR CONTACT AVEC UN BRAS BRAS SCHEM TORQUE PAROISE APRES DE PRESENTER COMPETENCE ET EXPERIENCE CANADIENNE

IDENTIFICATION D'AU MOINS UN PROJET COMJOINT AVEC LE CANADA EN TELEDIFFUSION PAR SATELITE LITE

CONVIER ENCEMENT DEVENIR EXPERTISE DE RADIO CANADA AUPRES DE UNITE FONCTIONNAIRE DE LA TELEDIFFUSION

ETABLIR UNE COOPERATION INSTITUTIONNELLE ENTRE LA RADIO CANADA ET LES PTT

CONVIER 3 PROMOUVOIR EXPERTISE CANADIENNE EN GESTION DU RESEAU CABLE POUR
CONVIER TV SATELITE SECTEUR DE LA TELEVISION

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

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

SOUSMISSION PAR AU MOINS UNE ENTREPRISE CANADIENNE EN RELEVANT LES BESOINS DE LA TELEVISION

DE LAQUELLE DE TV GEBLIM (D'ALGERIE)
L'UNITE DE HAUTS FONCTIONNAIRES DU DOCTO (CIVILE)

CONVIER: I EVALUATION ET ORGANISATION D'UNE MISSION EN

CONVIER D'UNE MISSION DE COOPERATION TECH-

UNIVERS: ACTIVITES PROPOSEES EN POST PLAN

ANTICIPATED RESULTS

POST : 324-TUNIS

003-COMM F INFROM 80% F SERA

88/10/21
REPOR 4

LONGUEUR DE VEA ACTIVITES VIE WHILLYVAID NEGATIS BIVIES IN MISSIONS ABROAD FOR FISCAL YEAR 88
VI MISSIONS ABROAD FOR FISCAL YEAR 88
MARDON A SUCCESS NEGOTI OF EXPORT PROMOTION PROGRAM

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

POST : 321-YAOUNDE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

ENCOURAGER LES FOURNISSEURS POSSIBLES A
APPROCHER LA SONEL.

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

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

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

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

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

ETUDES ET EVENTUELLEMENT REALISATION DE
MICRO-CENTRALES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 321-YAOUNDE

014-EDUCATION, MEDICAL, HEALTH PROD
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROJET DE CONSTRUCTION DE 6 LYCEES TECHNIQUES.

TRAVAUX EN COURS

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

IDENTIFICATION DE POSSIBILITES COMMERCIALES POUR LES SOCIETES CANADIENNES.

PROJET INCINERATEURS PATHOLOGIQUES

INDENTIFICATION DE POSSIBILITES COMMERCIALES POUR LES SOCIETES CANADIENNES.

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

INDENTIFICATION DE POSSIBILITES COMMERCIALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ALL SUB-SECTORS

ACTIVITIES UNDERTAKEN IN QUARTER

POST : 321-YAOUNDE

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88/10/21

REPUBLIC OF CAMEROON
014-EDUCATION, MEDICAL, HEALTH PROD
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 321-YAOUNDE

015-CONSTRUCTION INDUSTRY
REPUBLIC OF CAMEROON

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

EXPLIQUER LE RESEAU DE JURISDICTION DE DOTE
SOCIETES RESPONSABLES DE LA MONTAGE DES LINE ROBERTIENES
CONTACTER LES CONTACTS AVEC LE COMMERCE ET LES COMPTABILIS
SERIES DE BIENS ET SERVICES COMMERCE DANS CE RESEAU
SYSTEME DE CONTACT AVEC LE MEE ET L'YCDI EN VUE DE SERVIRER DES

IDENTIFIER UN OU DEUX BOUTS INTERESSANTS
SERIES PRELIMINAIRES DE #30 MICTIONS
SERIES PRELIMINAIRES DE #30 MICTIONS

ALL SUB-SECTORS

PLANNING:

ACTIVITIES UNDERTAKEN IN POST PLAN:

ANTICIPATED RESULTS:

POST : 321-YAOUNDE

REPUBLIC OF CAMEROON
015-CONSTRUCTION INDUSTRY

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM

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POST : 321-YAOUNDE

009-FOREST PRODUCTS, EQUIP, SERVICES
REPUBLIC OF CAMEROON

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

VENTES PREVUES DE \$30 MILLIONS

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

VENTES PREVUES DE \$30 MILLIONS

EXPLORER LE SECTEUR DE TRANSFORMATION DU BOIS.

IDENTIFIER UN OU DEUX PROJETS INTERESSANTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTERLY RESULTS REPORTED

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

DANS LE SECTEUR DE L'HABITAT ET DE LA CONSTRUCTION
SUIVRE LES CONTACTS AVEC LES ENTREPRISES AVEC LES VILLES COCOTIERES
MISE EN PLACE D'UN SYSTEME LOGICIEL DE TRAVAIL
SOCIETES CANDIDATES DU SECTEUR ET LES RELEVEMENTS COMMERCIAUX
L'AMBIANCE DE LA DOCUMENTATION ET L'ORGANISATION DES REUNIONS ENTRE LES
DE DIVERS
LES SOCIETES CANDIDATES (ENTREPRISES) VOUS SERONT D'ADDITION D'AVANT
L'AME DES RELEVEMENTS AVEC LES VILLES COCOTIERES EN 1988

ET DE LA CONSTRUCTION
MEILLEURE COMPREHENSION DU SECTEUR DE L'HABITAT
LES VILLES COCOTIERES VOUS SERONT
MEILLEURE COMPREHENSION DES TECHNIQUES ET
L'AME D'ENTREPRISES
LE COMITE DES TRAVAIL ET L'ORGANISATION DE
OCTROI D'UN CONTACT AVEC LA SOCIETE ET

ALL SUB-SECTORS

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

POST : 321-YAOUNDE

REPUBLIC OF CAMEROON
009-CONSTRUCTION INDUSTRY

FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN
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POST : 321-YAOUNDE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

IDENTIFICATION DE POSSIBILITES COMMERCIALES.

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

VENTES DE CAMIONS CANADIENS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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