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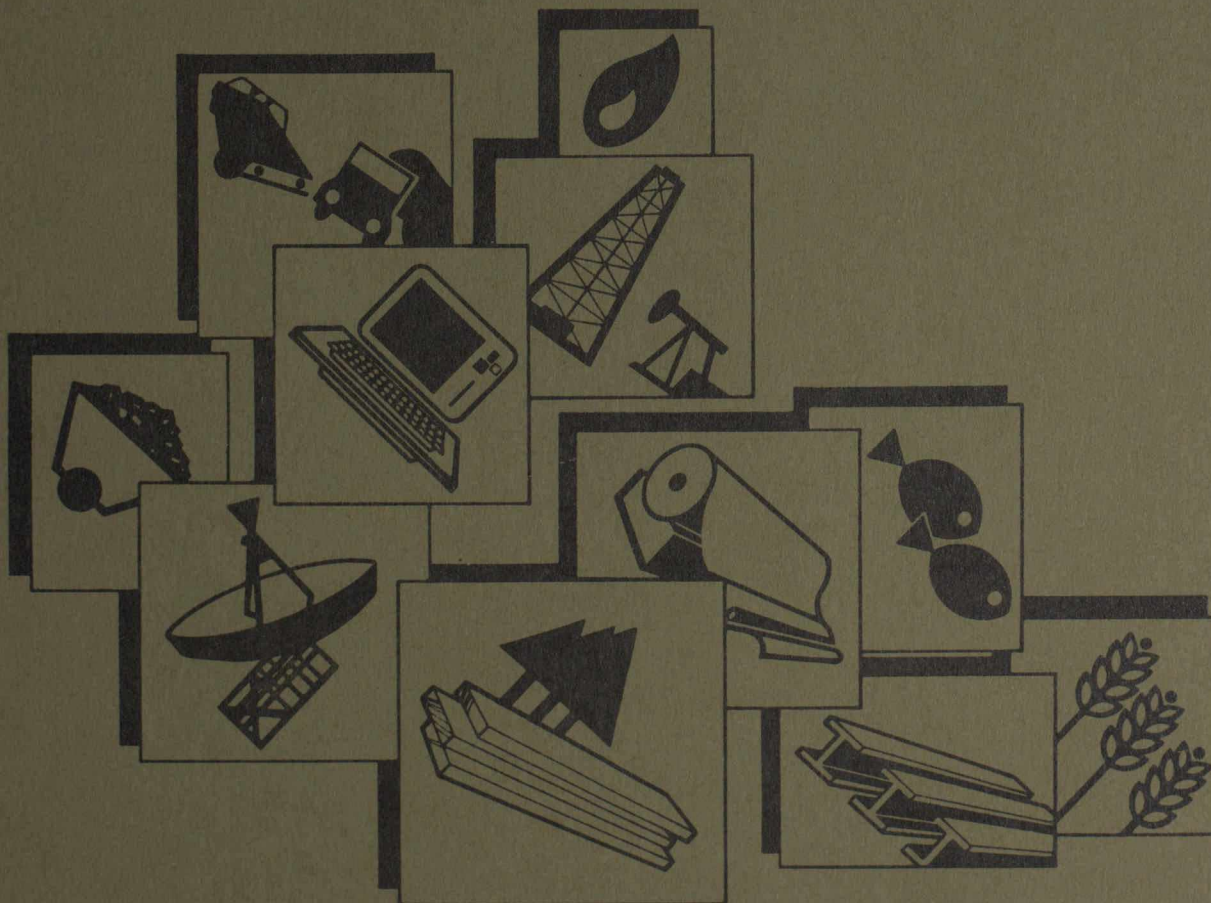
**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE**

**QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

EUROPE

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

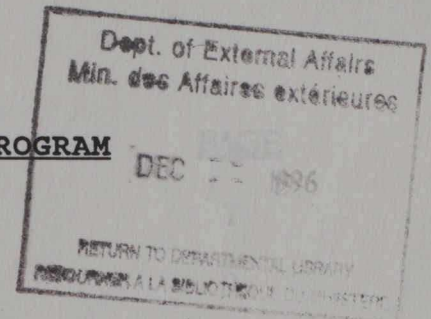
OCTOBRE - DÉCEMBRE 1989
(3^e TRIMESTRE, AF 1989-90)



APRIL 1990
AVRIL 1990

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report
October - December 1989



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

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités
Octobre - Décembre 1989

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

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

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

EUROPE

<u>MISSION</u>	<u>PAGE</u>
ANKARA	1
ATHENS	9
BELGRADE	15
BERNE	24
BONN	30
BRUSSELS	36
BUCHAREST	40
BUDAPEST	47
COPENHAGEN	51
DUBLIN	56
DUSSELDORF	62
HAGUE, THE	68
HELSINKI	73
LISBON	77
LONDON	83
MADRID	90
MILAN	97
MOSCOW	103
MUNICH	109
OSLO	115
PARIS	119
PRAGUE	126
ROME	132
STOCKHOLM	138
VIENNA	143
WARSAW	147

REPT4D
90/04/05

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

POST :401-ANKARA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

FINAL NEGOTIATIONS OF LLAD CONTRACT
CONTRACT AWARD TO CDN SUPPLIER

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

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

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

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

ANTICIPATED RESULTS:

215T SELECTION OF ADATS

SYSTEMS; HELP CDN FIRMS KNOW TURKISH MILITARY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

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

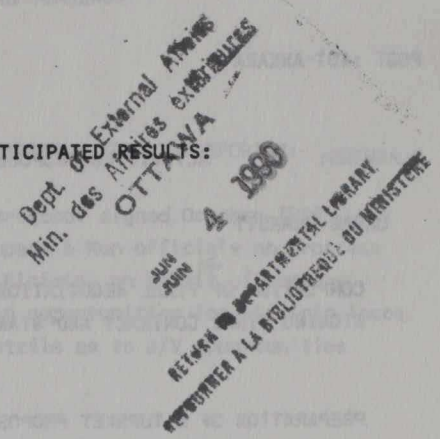
QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

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



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90/04/05

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AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :401-ANKARA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

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

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

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

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

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

SOURCE BASIS

CONTRACT TO CDN FIRMS ON SOLE SOURCE BASIS

AEROSPACE

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

-Significant progress was made on financing
package. Full agreement expected in July.
-Canadian company has begun working with Turkish
authorities to prepare tender documents.
-Slow progress continues to be made. Mayor of
Ankara placated and will be patient until finan-
cial package completed.
-CC has submitted a well prepared proposal to
City of Izmir. Evaluation continues.

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90/04/05

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 4 -----

[The following text is extremely faint and largely illegible, appearing to be bleed-through from the reverse side of the page. It contains various fragments of text, including "SELECTION OF ONE OF THE TWO INTERNATIONAL CONTRACTS", "SUB-CONTRACT AWARD FOR CONTRACT YEAR", "OPENING OF NEW OPPORTUNITIES FOR CONSTRUCTION CONTRACTS", "COMPLETION OF NEW FINANCING FOR THE TURKISH RAILWAY PROJECT", and "STARTING OF CONTACT".]

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90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :401-ANKARA

007-POWER & ENERGY EQUIP. & SERV.
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

CONCLUSION OF FUNDING ARRANGEMENTS FOR LAMAS RIVER PROJECT
CONTRACT SIGNING

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

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

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

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

PROGRAM

TURKEY, ESPECIALLY IN GAP REGION

THERMAL

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

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

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

IN POWER DEVELOPMENT

THERMAL POWER PLANT REHABILITATION PROGRAM.

NUCLEAR

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

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

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

TRANSMISSION

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

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

CESS FOR TURKISH POWER LINE CONSTRUCTION PROJECTS.

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90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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007-POWER & ENERGY EQUIP. & SERV.
TURKEY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

-One Canadian company has been awarded a contract to explore for copper in the ...
-Canadian company has also been awarded a contract to explore for gold in the ...

QUARTER: 3 -Promote Canadian capability in gold and copper prospecting activities.
-Promote Canadian capability in gold and copper prospecting activities.
-Update the expertise in gold import regulations

-One Canadian company has been awarded a contract to explore for gold in the ...
-Canadian company has also been awarded a contract to explore for copper in the ...

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90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :401-ANKARA

011-OIL & GAS EQUIPMENT,SERVICES
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

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

SECTOR. INCREASE AWARENESS OF NEW OPPORTUNITIES.

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

OIL EXTRACTION. FOLLOW-UP EQUIPMENT CONTRACTS.

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

TECH APPLICATIONS. SUB-CONTRACTS FOR CDN MANUFACTURED EQPT.

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

IN IRAN/TURKEY PIPELINE & IN SEVERAL NATURAL GAS CONVERSION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 4 -----

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90/04/05

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POST :401-ANKARA

010-MINE,METAL,MINERAL PROD & SRV
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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

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

EQUIPMENT AND MACHINERY

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

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

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

JECT IMPLEMENTATION/MANAGEMENT

MINE DEVELOPMENT SERVICES

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

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

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

CDN EXPERTISE

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

DEVICES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

-Promote Canadian capability in copper and gold prospecting activity

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

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

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

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

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90/04/05

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POST :401-ANKARA

005-ADVANCED TECH. PROD. & SERV
TURKEY

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	INCOMING INFORMATICS AND COMMUNICATIONS TECHNOLOGY MISSION INCREASED AWARENESS OF CDN CAPABILITY	

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

REPT4D
90/04/05

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POST :402-ATHENS

004-DEFENCE PROGRAMS,PRODUCTS,SERV
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

PACKAGES

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

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POST :402-ATHENS

009-FOREST PRODUCTS,EQUIP,SERVICES
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

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

TED BY LOCAL ARCHITECTS & ADAPTED TO GREEK NEEDS.

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

\$1 ML SALES IN NEXT 3 YEARS

ESTABLISH CONSIGNMENT PLYWOOD STOCKS IN PIRAEUS
ESTABLISH INITIAL SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

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POST :402-ATHENS

011-OIL & GAS EQUIPMENT, SERVICES
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

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

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

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

WORK.

ALL SUB-SECTORS

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

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

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

WORK

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

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90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :402-ATHENS

005-ADVANCED TECH. PROD. & SERV
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

??????

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

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

SWITCHING EQUIPMENT

SATELLITE TV
INCLUSION OF CDN COS IN SUPPLY OF EQUIPMENT

DATA PROCESSING
INCLUSION OF CDN COS IN SUPPLY OF EQUIPMENT

INFORMATICS
INCLUSION OF CDN COS IN SUPPLY OF EQUIPMENT

ALL SUB-SECTORS

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

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

CHING EQUIPMENT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :402-ATHENS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

URBAN TRANSIT

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

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

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

AEROSPACE

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

QUARTER: 4 -----

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

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

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

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

POST :402-ATHENS

Market Place October - November 1989

REPT4D
90/04/05

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

POST :474-BELGRADE

009-FOREST PRODUCTS,EQUIP,SERVICES
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

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

ARRANGEMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :474-BELGRADE

001-AGRI & FOOD PRODUCTS & SERVICE
BULGARIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOOD HANDLING, PROCESSING EQUIP

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

PROCESSING EQUIPMENT.

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

POTENTIAL

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :474-BELGRADE

011-OIL & GAS EQUIPMENT,SERVICES
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

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

POST :474-BELGRADE

010-MINE,METAL,MINERAL PROD & SRV
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

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

POST :474-BELGRADE

009-FOREST PRODUCTS,EQUIP,SERVICES
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

REPORT 4A
90/04/05

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

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

POST :474-BELGRADE

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

ACTIVITIES INCURRED IN QUARTER:

QUARTER 1 - In quarter one special information was
- National stand on international TV systems
and technical exhibition, November, June 17-22,
1989

QUARTER 2 - Info Booth at invited, 4-8 April 89, and at
- In quarter two, in quarter speaking section
of Switzerland.
- In quarter two, in quarter speaking section
of Switzerland.
- In quarter two, in quarter speaking section
of Switzerland.
- In quarter two, in quarter speaking section
of Switzerland.

QUARTER 3 - In quarter three, in quarter speaking section
of Switzerland.
- In quarter three, in quarter speaking section
of Switzerland.
- In quarter three, in quarter speaking section
of Switzerland.

QUARTER 4 - In quarter four, in quarter speaking section
of Switzerland.
- In quarter four, in quarter speaking section
of Switzerland.
- In quarter four, in quarter speaking section
of Switzerland.

REPT4D
90/04/05

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

POST :409-BERNE

005-ADVANCED TECH. PROD. & SERV
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

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

SWITZERLAND

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

CHANGES & DEREGULATIONS

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

COMPUTERS HARD/SOFTWARE & COMP

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

10 HIGH VOLUME BUYERS

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

MATERIAL FOR WIN PROGR.

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

25 DISTRIBUTORS)



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

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

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

-350 questionnaires sent out, now awaiting
replies.

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :409-BERNE

013-CONSUMER PRODUCTS & SERVICES
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

APPAREL (CLOTH,FUR,SHOES) TEXT

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

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

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

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

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

LEISURE PROD. TOOLS HARDWARE

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

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

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

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

GOODS

CAPABILITY IN FUR SECTOR (DISTRIBUTE TO 250 BUYERS)

EXPORTERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

REPT4D
90/04/05

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

POST :409-BERNE

013-CONSUMER PRODUCTS & SERVICES
SWITZERLAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

- Three buyers recruited. Ten additional buyers announced their visit to CGSA show.
Recruiting of one buyer to attend Toronto Fur Auction.
Located 8 potential agents.

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :409-BERNE

009-FOREST PRODUCTS,EQUIP,SERVICES
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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

MARKET STUDY OF PULP & PAPER TO DETERMINE KEY LEVELS \$ # ETC TO ENTER THE MARKET AND WHO TO DEAL WITH
STUDY RESULTS SHOULD PROVIDE GUIDE TO CDN INDUSTRY, ON WHEN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2

QUARTER: 3

QUARTER: 4 -----

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

REPT4D
90/04/05

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

POST :409-BERNE

002-FISHERIES,SEA PRODUCTS & SERV.
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

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

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

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

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

PRODUCERS

PROCESSED FISH & SHELLFISH

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

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

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

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

AND PRODUCERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
90/04/05

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

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

POST :409-BERNE

National stand at ITU-COM 89, Geneva, October 3-8, 1989

Attend Dataquest seminar on PCs in Europe in Geneva, 3 days

Attended TTW (Travel Trade Workshop) in Montreux.

Attended Telecommunications (Annenberg Washington Program)
seminar in Montreux.

REPT4D
90/04/05

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

POST :423-BONN

004-DEFENCE PROGRAMS, PRODUCTS, SERV
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

NEW ATTACK HELICOPTER
SIMULATOR OPPORTUNITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 3 Market identification in the marine industry.

QUARTER: 4 -----

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

Followed up with FRG authorities to identify outstanding issues.

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

REPT4D
90/04/05

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

POST :423-BONN

001-AGRI & FOOD PRODUCTS & SERVICE
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

AGRICULTURE SECTOR.

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

MEAT (HORMONES, THIRD COUNTRY DIRECTIVE)

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

WINE (SUBSIDIES ON GRAPES) PROCESSING

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

INCREASE ACCESS TO EC FOR CDN AGRICULTURAL PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 2 -----

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

Create awareness in Cda by constant reporting.

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :423-BONN

013-CONSUMER PRODUCTS & SERVICES
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

CULTURE INDUSTRIES

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

EXPANSION CONTACTS W/GERMAN PUBLISHERS & AGENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

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

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

QUARTER: 4 -----

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

POST :423-BONN

005-ADVANCED TECH. PROD. & SERV
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

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

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

POST :423-BONN

Krone follow-up visits to berlin to prepare Canada presen-
tations.

Walcher visit to discuss investment in the Yukon.

Participation at second meeting of Berlin German Canadian
Society.

Co-operation with Deutsche Bank Berlin AG, re Canada.

Collection of material for "We invested in Canada" folder.

Collection of material on Canadian incentives.

Articles and co-operation in "Ubersee-Rundschau".

Visits of Nova Scotia and Manitoba provincial investment
officials.

REPT4D
90/04/05

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

POST :414-BRUSSELS

009-FOREST PRODUCTS,EQUIP,SERVICES
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

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

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

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

IF FUNDING AVAIL, PURSUE RECOMMENDED DEMO HOUSING PROJECT



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :414-BRUSSELS

005-ADVANCED TECH. PROD. & SERV
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Visite à Bureau '89
Visite à Météorex

Nombre de contacts à Bureau '89
Promotion pour produits canadiens

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

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

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :414-BRUSSELS

014-EDUCATION,MEDICAL,HEALTH PROD
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

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

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

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

HOSP. & MEDICAL EQUIP,INSTRUM.

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

GATHER INFO ON PRINCIPLE COMPETITIONS IN BELGIAN MARKET
DETERMINE MARKET CHARACTERISTICS

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

REPRESENTATIVES OR ANY CANADIAN MISSION MEMBERS

TO CONSIDER CDN BUSINESS PROP IN BIOTHECNOLOGY/DIAGNOSTICS

TRIBUTION ARRANGEMENTS OR OTHER FORMS SUCH AS TECHN EXCHANGE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Suivi normal des dossiers

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

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

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :414-BRUSSELS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :476-BUCHAREST

007-POWER & ENERGY EQUIP. & SERV.
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

WATER SUPPLY

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

MFG TECHNOLOGY TRANSFER

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

SERVICES SALES TO ROMANIA

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

No remarkable progress

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :476-BUCHAREST

010-MINE,METAL,MINERAL PROD & SRV
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

COAL

TRIAL ORDERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

QUARTER: 4 -----

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

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

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

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :476-BUCHAREST

001-AGRI & FOOD PRODUCTS & SERVICE
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

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

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

PRELIMINARY PAPERWORK

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

AND POSSIBLE FUTURE SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :476-BUCHAREST

011-OIL & GAS EQUIPMENT,SERVICES
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

END-USERS

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

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

ENHANCED OIL RECOVERY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

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

POST :476-BUCHAREST

012-CHEM PROD & PETROCHEM,EQP,SERV
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

CHEMICALS/PETROCHEMICAL PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :476-BUCHAREST

009-FOREST PRODUCTS,EQUIP,SERVICES
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

SUPPORT AS APPROPRIATE FOR CDN SUPPLIERS OF PULP
SPOT SALES

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing contact with Rom importers of cord pulp

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

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

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

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

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

QUARTER: 4 -----

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

POST :476-BUCHAREST

Preparing and participating in TIB'89

Preparing and participating in CREC

Technical workshop presented by Permatrack

Dr Flipot/Agric Cda inspected 7 Rom establishments

Octavian Bonea, Commercial Officer annual leave 22-31 Dec

Normal activities interrupted in Embassy by revolution from
18 Dec through end of reporting period.

REPT4D
90/04/05

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

POST :473-BUDAPEST

001-AGRI & FOOD PRODUCTS & SERVICE
HUNGARY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support AGDEVCO in their marketing efforts.

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

QUARTER: 2 Support Agdevco in their marketing efforts

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

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :473-BUDAPEST

011-OIL & GAS EQUIPMENT,SERVICES
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

CONNECTIONS HERE WILL ENABLE CDN MFERS TO COMPETE MORE EFFECT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promotion of Canadian Oil and Gas Equipment

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

QUARTER: 2 Promotion of Canadian oil and gas equipment

Oil and Gas Seminar was organized for Alberta
Mission

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 3
- Follow up to meeting held in March 1989
- Assisting the firm to advise on computer software support in Canada

- Follow up on meeting held in March 1989
- Proceed to next market due to workload
- Have overseas representative contact
- Organized by the Canadian export corp.

QUARTER: 3
1) Nordic Initiative Mission
2) Environmental Technologies Mission
3) Computerized listing of contact contacts

1) 2 of 12 firms have been identified in
last 6-9 months. 2) 12 agencies have identified
such potential. 3) Working with Paris Club & Export 100 re
application to UN Contact.

QUARTER: 4 -----

REPT4D
90/04/05

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

50

POST :473-BUDAPEST

005-ADVANCED TECH. PROD. & SERV
HUNGARY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Northern Telecom to open an office in Budapest.

QUARTER: 2 -----

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

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

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :435-COPENHAGEN

005-ADVANCED TECH. PROD. & SERV
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

ASSIST CDN COS IN CONSOLIDATING BUSINESS
MAINTAIN PRESENT BUSINESS VOLUME

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

QUARTER: 4 -----

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

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

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

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

POST :435-COPENHAGEN

002-FISHERIES,SEA PRODUCTS & SERV.
DENMARK

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

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

MARKET CONDITIONS

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - World Fishing Exhibition

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

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

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

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

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

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :435-COPENHAGEN

004-DEFENCE PROGRAMS, PRODUCTS, SERV
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

CE BUDGET SQUEEZE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :435-COPENHAGEN

001-AGRI & FOOD PRODUCTS & SERVICE
DENMARK

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

DUE TO VET. REG.S

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

DOUBLE PRES.CDN SALE

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

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

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

OF MARKET.

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

REPORT 4A
90/04/05

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

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

POST :435-COPENHAGEN

Marketplace - Commercial Counsellor/Senior CO - 28 October
to 18 November.

Hon & Mrs Gilbert Clements, PEI Minister of Environment &
Finance - 4-9 December incl.

Canada Days in Greenland - follow up.

Mr Olie Mathews, Senior V-P and two others. Canadian
Commercial Corporation 6/7 November.

Mr Peter Hepburn, Assistant Mgr, Export Development
Corporation, 7/8 November.

Mr Gilles Dault, Investment Development, Province of
Quebec, Montreal, 10 November.

Dr & Mrs Andrew Kerwin, President, Canadian Space Agency,
1/2 November

Outgoing Nordic Initiatives Mission and Environmental
Technologies Mission. Total 24 companies.

SAS Inaugural Flight to Toronto - 3 December

Christmas Reception for Danish Trade contact hosted by HOM
7 December - 700 invitees.

REPT4D
90/04/05

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

POST :436-DUBLIN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AEROSPACE

REGULAR FOLLOW UP WITH AER LINGUS
OVERCOME FOKKER COMPETITION

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

REGULAR FOLLOW UP WITH RYANAIR
PURCHASE OF DASH 8.

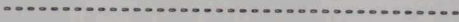
FOLLOW UP WITH IRISH AIR CORPS RE SPECIAL DASH 8 (TRITON)
SALE OF TWO PATROL TRITONS

FLIGHT DEMONSTRATION
CONFIRMED OR NEW ORDERS

EXPLORE LOCAL CONTENT ASPECT
UNKNOWN

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

LIAISON WITH BACKERS OF DUBLIN STOLPORT
LONG TERM POSSIBILITIES



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

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

POST :436-DUBLIN

001-AGRI & FOOD PRODUCTS & SERVICE
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

EXPLORE EMBRYO TRANSFER MARKET
NEW MARKET SEGMENT

LIAISE WITH DEPT OF AGRICULTURE RE ANIMAL HEALTH
MARKET ACCESS

ASSIST AGENT AT TRADE SHOWS AND RELATED EVENTS
IMPROVED EXPOSURE

EXPLORE MARKET FOR POULTRY STOCK

MISSION TO ONTARIO AND/OR BRITISH COLUMBIA
INCREASED SEMEN ORDERS

SEMI & PROCESSED FOOD & DRINK

FOLLOW UP ON SIAL FROZEN FOOD SEMINAR
EXCHANGE OF TECHNOLOGY

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

MAINTAIN LINKS WITH AGENTS AND BUYERS
NEW ORDERS

REPORT ON 1992 RE FOOD PRODUCTS
INCREASED AWARENESS

FOOD HANDLING,PROCESSING EQUIP

APPROACH MAJOR PROCESSORS
INCREASED AWARENESS

LINK UP WITH IRISH PARTICIPANTS AT SIAL SEMINAR
INCREASED AWARENESS

SPECIAL PROJECT/POULTRY
EQUIPMENT/TURNKEY SALE

REPT4D
90/04/05

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

POST :436-DUBLIN

001-AGRI & FOOD PRODUCTS & SERVICE
IRELAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

is developments despite post approaches to
local processors.
Local distributor negotiating with Irish
(previously direct).
have met with Irish processors but they have
not developed links.
New local agent for Loblaw's seeking post
(for Ireland).

Quarterly progress report on activities undertaken in quarter
Quarterly results reported on activities undertaken in quarter
Quarterly progress report on activities undertaken in quarter
Quarterly results reported on activities undertaken in quarter

REPT4D
90/04/05

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

POST :436-DUBLIN

002-FISHERIES,SEA PRODUCTS & SERV.
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP RE SIAL BREAKFAST SEMINAR
TECHNOLOGY EXCHANGE

COOPERATE WITH IRISH SEA FISHERIES BOARD
INCREASED INDUSTRY COOPERATION

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

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

ASSESSMENT OF FISHERY SECTOR RE 1992
INCREASED AWARENESS RE COMPETITION



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
90/04/05

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

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

POST :436-DUBLIN

CDN PRESENTATIONS TO IRISH GOVERNMENT OFFICIALS AND BUSINESS
REPS RE PINEWOOD NEMATODE + ONGOING CONSULTATIONS & REPORTS.
PARTICIPATION IN MARKETPLACE '89.

ONGOING CONTACT WITH IRISH AIR CORPS AND CONTRACTS BRANCH RE
DASH 8 AND LITTON V5 TENDERS.

MEETINGS AND APPROACHES WITH IRISH GOVERNMENT OFFICIALS (AND
MEDIA) CONCERNING NAFO - OVER-FISHING ISSUES.
PROMOTION OF GLOBE '90.

ALBERTA PLASTICS RECYCLING MISSION.

AMBASSADOR "MEET THE BUSINESS COMMUNITY" PRESENTATION AND
RECEPTION.

PEI (TOURISM) "HERITAGE 1990" MISSION TO IRELAND.

SUPPORT CHEM - SECURITY (AND THEIR LOCAL AGENT) IN THEIR
PROPOSAL FOR A TOXIC WASTE INCINERATOR.

CONSULTATIONS WITH IRISH OFFICIALS REGARDING PEAS & BEANS,
THE DOUBLE TAXATION AGREEMENT & INTL BARRIERS TO SERVICES.

QUARTER 1 - Ongoing support of Canadian forest products

QUARTER 2

QUARTER 3

QUARTER 4

REPT4D
90/04/05

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

POST :424-DUSSELDORF

009-FOREST PRODUCTS,EQUIP,SERVICES
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

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

RERS

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

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

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

PULP AND PAPER PRODUCTS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing support of Canadian forest products
exports.

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :424-DUSSELDORF

013-CONSUMER PRODUCTS & SERVICES
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

CONTINUE EFFORTS IN MKTG TOOLS & HARDWARE
INCREASE MARKET SHARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :424-DUSSELDORF

002-FISHERIES,SEA PRODUCTS & SERV.
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :424-DUSSELDORF

001-AGRI & FOOD PRODUCTS & SERVICE
GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

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

IDENTIFY NEW CHANNELS OF DISTRIBUTION
INCREASE SALES BY 10%

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

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

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

QUARTER: 4 -----

REPORT 4A
90/04/05

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

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
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POST :424-DUSSELDORF

Visit of David Marshall of Globe 90

EDO Mission included Ddorf at time of Medica

Briefing for Min Crosbie participation in Anuga

NAFO Delegation to Hamburg

Medium Density Fibre Board Mission

Assistance in selection and planning of Bonn Inv. Mission
to Canada

REPT4D
90/04/05

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

POST :415-HAGUE, THE
005-ADVANCED TECH. PROD. & SERV
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

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

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



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :415-HAGUE, THE

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

THUS INCREASE CDN MARKET SHARE

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

THAN WAS PREVIOUSLY THE CASE

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

LEADING TO GREATER OPPORTUNITIES TO BID ON DUTCH REQUIREMENT

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

CHANCES FOR SUCCESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

Leblanc & Royle presented proposal worth
\$19 million.

QUARTER: 4 -----

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

POST :415-HAGUE, THE

009-FOREST PRODUCTS,EQUIP,SERVICES
NETHERLANDS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

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

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

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

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

FOREST PRODUCTS AND KNOW-HOW RE BUILDING SECTOR

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Introduce new Canadian exporters to the market.

5 agency agreements signed between Canadian
exporters and Dutch agents.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :415-HAGUE, THE

001-AGRI & FOOD PRODUCTS & SERVICE
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

1. Prepare program for Nordic exhibition - visit
software companies
2. Prepare new 1989-90 report on electronics &
electronic equipment for Finland

1. Nordic initiative mission
2. Visit to company NP in Munich
3. Environmental/Technology Mission

QUARTER: 4 -----

21,000 visitors attended the show and more
popular with visitors regarding information on
Canadian companies, products, services and
listings from our show.

1. Mission to take place first half of next
quarter. No mission have been scheduled for
this quarter.

1. Environmental/Technology Mission
2. Visit to company NP in Munich
3. Nordic initiative mission

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

POST :415-HAGUE, THE

- 2-day event arranged for 9 members of Ont Development officers incl 1-day seminar & meetings in Utrecht.
- Associate Canadian delegation to INTELSAT Assembly in Amsterdam.
- Incoming "MITT" mission of Ontario Environmental tech. companies. Arranged programs/briefings
- Incoming "ISTC TORONTO" mission of Ontario Environmental tech companies. Arranged briefing.
- Incoming land-related info systems mission ex Alberta. Arranged mission program.
- Incoming "BPIB" lumber mission. Arranged program.

- Visits from Globe 90 rep (D.Marshall). Arranged appointments. Gave ongoing support to Globe.
- Visit of Premier of B.C., Bill vander Zalm. Assisted in arranging program/reception
- Visit of C.M. Whyte, Alberta Economic Development & Trade, arranged program of appointments.
- Incoming ISTC IRPI "Panel Products" tech awareness mission. Arranged 1 day program.

REPT4D
90/04/05

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

POST :431-HELSINKI

005-ADVANCED TECH. PROD. & SERV
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BROADCASTING, INC. CABLE TV

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

MOVING VERY FAST.

DEVELOP CONTACT NETWORK
FIND FURTHER OPPORT FOR CDN FIRMS WHOSE EXP TO FINLAND INCR

BY +637% DURING JAN-SEPT 88.

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

COMPUTERS HARD/SOFTWARE & COMP

EXPAND POST DATA BASE & UPDATE MARKET REPORT.
MORE PRECISE ASSISTANCE TO CANADIAN EXPORTERS.

MORE FIRMS REPRESENTED IN FINLAND.

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

PRODUCTS.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

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

POST :431-HELSINKI

002-FISHERIES,SEA PRODUCTS & SERV.
FINLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

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

CONTINUED DEVELOPMENT OF CENTRAL NETWORK & DISTR OF INFO TO 44.6 TONS IN 1988.
MAINTAIN GROWTH OF CDN SALES OF SHRIMPS FROM 2 TONS IN 1986

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Availability of up to date market information
should increase awareness.

QUARTER: 2 -----

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

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

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :431-HELSINKI

013-CONSUMER PRODUCTS & SERVICES
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

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

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

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

NEW MKT.

OF CDN LABEL BY CONSUMERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

New contacts established for support and
development.

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

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

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

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

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :406-LISBON

003-GRAINS AND OILSEEDS
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

CEREAL GRAINS

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

CALLS ON MILLERS & IMPORT AGENTS
ASSESS COMPETITION CAPABILITIES

OUTGOING MISSION FROM CANADA TO PORTUGAL
INCREASE MARKET SHARE

OILSEEDS

ONGOING CALLS ON CLIENTS AND POTENTIAL IMPORTERS
OPEN NEW SALES OPPORTUNITIES

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Initiate contacts with major millers.

-Meet with number of private sector grain buyers.

QUARTER: 3 -Meet with private sector grain buyers.

QUARTER: 4 -----

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

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

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

POST :406-LISBON

002-FISHERIES,SEA PRODUCTS & SERV.
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

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

CLOSER CONTACT WITH LOCAL AUTHORITIES
MAINTAIN ACCESS TO MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :406-LISBON

001-AGRI & FOOD PRODUCTS & SERVICE
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

ONGOING SUPPORT FOR LOCAL AGENTS
CONTINUED EXPORT VALUE GROWTH

SEEDS & SPECIAL CROPS

MARKETING CALLS ON BUYERS
MAINTAIN INTEREST IN CDN PRODUCT

REGULAR MEETINGS WITH LOCAL AUTHORITIES
ENSURE PROMPT ACTION RE DEROGATION

MAINTAIN CLOSE CONTACT WITH PTGSE PHYTOSANITARY REPS
FACILITATE

A BETTER MARKET PENETRATION

PROPOSED INCOMING MISSION
MAINTAIN INTEREST IN CDN PRODUCT

FEED,FERTILIZER & VET PRODUCTS

CONTINUING SUPPORT FOR LOCAL AGENT
MAINTAIN EXPORTS GROWTH RATE

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

REPT4D
90/04/05

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

POST :406-LISBON

001-AGRI & FOOD PRODUCTS & SERVICE
PORTUGAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 3 -Begin preparations for possible participation at promo events in 90-91.
-Maintain pressure on authorities re seed potato derogation and related actions.

-Met with local reps re potential interest in participation at Braga Fair.
-Derogation was granted. CNPPA assigned an expert to oversee SP shipments.

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :406-LISBON

005-ADVANCED TECH. PROD. & SERV
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

- MARKETING CALLS ON POTENTIAL BUYERS
- OPEN SALES OPPORTUNITIES
- OUTGOING MISSION ON CATV
- INCREASED LOCAL AWARENESS ON CDN CAPABILITIES
- COMPUTERS HARD/SOFTWARE & COMP
- CONTINUING SUPPORT FOR LOCAL AGENTS
- MAINTAIN GROWTH RATE IN MARKET SHARE
- EXPAND NETWORK OF CONTRACTS WITH POTENTIAL BUYERS
- MAINTAIN GROWTH RATE IN MARKET SHARE
- OUTGOING MISSION ON INFORMATICS
- INCREASED AWARENESS OF MARKET POTENTIAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

-Given insufficient interest of Canadian companies project was aborted.

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

POST :406-LISBON

1. Visit of Parliamentary Delegation, led by Mr. R. Reed MP, to discuss overfishing with Portuguese MPs, senior officials, and fishing vessel owners, 16-18 Nov 89.
2. Meetings of Fisheries Council of Canada delegation with Portuguese industry and govt reps, 29-30 Nov 89.
3. Participation at INMARSAT Assembly of Parties meeting in Lisbon, 31 Oct-02 Nov 89.

REPT4D
90/04/05

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

POST :437-LONDON

009-FOREST PRODUCTS,EQUIP,SERVICES
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

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

DECISIONS AND POLICY.

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

SALE

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

SECTOR PROFILES
POSITION PAPERS FOR CONSULTATION AND ASSESSMENT OF POLICY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :437-LONDON

005-ADVANCED TECH. PROD. & SERV
UNITED KINGDOM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS HARD/SOFTWARE & COMP

OVERVIEW OF UK MARKET

ASSIST CDN COMPANIES TO IDENTIFY MORE CLEARLY OPPORTUNITIES

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

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

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

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



TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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

QUARTER: 4 -----

REPT4D
90/04/05

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

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

POST :437-LONDON

001-AGRI & FOOD PRODUCTS & SERVICE
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MEATS & MEAT BY-PRODUCTS

ONGOING LIAISON WITH UK IMPORTERS-IMPROVE DOCUMENTARY PROCE. UP AT PORTS; FEWER STILL IN 89-90
FEWER PROBLEMS EXPERIENCED IN FY 88/89 WITH SHIPMENTS HELD

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

QUARTER: 4 -----

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

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

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

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

POST :437-LONDON

002-FISHERIES,SEA PRODUCTS & SERV.
UNITED KINGDOM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

CONT. LIAISON WITH UK PURCHASERS
INCREASED AWARENESS OF CANADIAN SUPPLIERS

LOBSTER PROMOTION
INCREASED AWARENESS OF CDN LOBSTER

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Increased awareness in Nfld of UK opportunities.

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

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

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

QUARTER: 3 Lobster promotion.

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

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :437-LONDON

004-DEFENCE PROGRAMS, PRODUCTS, SERV
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

TO PURSUE UK AND THIRD COUNTRY MARKETS

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

AND UK INDUSTRY

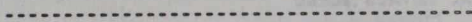
CDA/UK RDP STEERING COMMITTEE APRIL 89
I.D. OF COOPERATIVE DEFENCE DEVELOPMENT PROJECTS BETWEEN

CDA & UK

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

PERSONNEL TO CDN NICHE CAPABILITIES

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



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 Royal Navy Equipment Exhibition

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

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :437-LONDON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

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

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

PREPARE ADDITIONAL MARKET PROFILES
STRATEGIC ANALYSIS OF SECTOR

METALS, PRIMARY & FABRICATED

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

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

PREPARE ADDITIONAL MARKET PROFILE
STRATEGIC ANALYSIS AND IDENTIFICATION OF TRADE OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

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

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

POST :437-LONDON

- NAFO Overfishing Issue: separate visits by Ministers Crosbie & Siddon, plus mission from Canadian Fish Industry.
- Agrifood Biotech mission to UK.
- Intl Maritime Org Assembly & Council - organisation re Canadian Delegation participation.
- Visit of Premier McKenna (NB) - programme organised, etc.
- Visit of Minister Bouchard (Environment) - programme organised.
- Visit of Premier Vander Zalm (BC) - briefing re EC 1992 and trade issues.
- Presentations re Canada Promotion in Iceland and NEXOS Mission.
 - NS Inv estment Promotion visit.
 - Briefi ng of Canadian Parliamentary Interns re Canada/UK/EC trade and economic issues.
 - Negoti ations with Air Canada to finalise the Joint Marketing agreement (JMA).

- NS Inv
- Briefi
- Negoti
- Marketin

REPT4D
90/04/05

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

POST :407-MADRID

005-ADVANCED TECH. PROD. & SERV
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

PRODUCTS

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

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

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

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

SALES

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 Commercial Div.in Madrid has continued promotion
of remote sensing equip.Barcelona post started
process of recruitment for Informat 90.

Scintrex participated at conference and fair held in Madrid.Terra Soft appointed new agent: IBERFOR.Barcelona post nominated 2 companies and initiated work with EXTOTT/TDE on INFORMAT.

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :407-MADRID

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

JOINT VENTURE PARTNERS ON NEW MAJOR DEVELOPMENT PROGRAMS.

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

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

SPANISH CO.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

-Negotiations appear promising for \$200 million
sale

-Many new leads generated. Canada now selling
helicopters to Spain

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

-Appointment of ASSIL S.A. as agent.

QUARTER: 3 Presentation of F-18 Fuel Tanks by EDO.

EDO made successful presentation with post
assistance. Spanish Air Force F-18 are very in-
terested. Tests will be required. Joint venture
a possibility.

QUARTER: 4 -----

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

POST :407-MADRID

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

IT IN BARCELONA.

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 Municipal decision was expected on award of detailed engineering for Montjuic Metro in Barcelona. In Madrid assist UTDC with their project definition of Metro to Airport.

Despite best price, technology political decision taken to award Montjuic to Matra UTDC cancelled Dec.89 visit. Prepared Jan.90 calls on Madrid City Hall and transportation authorities.

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :407-MADRID

016-INDUSTRIAL MACHIN,PLANTS,SERV.
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

WOULD HAVE OPPORTUNITY TO BID SUPPLY MACHINERY.

IN SPAIN

OPPORTUNITIES & 20M IN POTENTIAL SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Arrange program for visit by President of AECL

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :407-MADRID

002-FISHERIES,SEA PRODUCTS & SERV.
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

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

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

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

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

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

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

AGREEMENTS

SPANISH MARKET

TRADITIONALLY SERVICED BY SPANISH COMPANIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

REPT4D
90/04/05

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

POST :407-MADRID

014-EDUCATION, MEDICAL, HEALTH PROD
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

SURVEY - I.D. SPECIFIC SECTORS OFFERING OPPORTUNITIES	INFORM EXPORTERS OF LOCAL OPPORTUNITIES
IMPROVE OUR CAPACITY TO SOURCE POTENTIAL EXPORTERS IN CDA	
VISIT BARCELONA TO CALL ON MAJOR IMPORTERS IN SECTOR	MINE THEIR INTEREST
INFORM IMPORTERS OF AVAILABILITY OF CDN PRODUCTS AND DETER-	
INVITE SECTOR SPECIALIST TO ASSIST IN GENERAL MARKET SURVEY	INFORM EXPORTERS OF LOCAL OPPORTUNITIES.
IMPROVE OUR CAPACITY TO SOURCE POTENTIAL EXPORTERS IN CDA.	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Prepare report on Spanish pharmaceutical sector	Report completed
QUARTER: 2 -Promote Cdn pharmaceutical/healthcare products.	-Reported new agency agreement. -Wide mailings of sector related material to contacts. -Exports increased by \$1 million.
QUARTER: 3 Promote Cdn pharmaceutical/healthcare products. Meet with Spanish Healthcare Products Mfrs. Association (FENIN).	20% increase in exports to Spain during Jan-Sept 89 period. Processed increased number of enquiries local company joint venture with Pharma Lab Montreal (investment \$0.5 million).
QUARTER: 4 -----	

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

POST :407-MADRID

Visit of Canadian Parliamentary Delegation on Fisheries
Issues.

Visit of Agriculture Canada Official to discuss Animal
Health Regulations.

WIN Export manager has had increased work load due to faults
in Madrid & Barcelona & need to upgrade new WIN software.

Seminar/discussion with Cdn Fishing Industry reps re Span
market, supply problems (International Seafood Conference).

Consul (Commercial) represented posts at Marketplace 89.

Bureau de Promotion des Industries des Bois Mission to
Madrid/Valencia/Barcelona in October 89.

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

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

REPT4D
90/04/05

POST :404-MILAN

005-ADVANCED TECH. PROD. & SERV
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

I.D. MOST SUITABLE LOCAL COMPANIES TO ACT AS AGENTS
INCREASE NUMBER OF CDN COMPANIES REPRESENTED AND THEREBY

EXPAND SALES

CONTINUOUS MONITORING OF TELECOM MARKET TO ALERT CDN SUPPL.
INCREASE CDN AWARENESS OF MARKET AS A LARGE AND POTENTIALLY

PROFITABLE ONE

UNDERTAKE STUDY OF FIBER OPTICS SECTOR TO ASSESS MARKET
DETERMINE APPROPRIATENESS OF FUTURE TRADE MISSION IN THIS

AREA

I.D. MOST APPROPRIATE LOCAL CO. CAPABLE OF ACTING AS AGENTS
APPOINTMENT OF ADDITIONAL AGENTS AND THEREBY INCREASED SALES

MONITOR LOCAL MARKET TRENDS TO SOURCE ACTIVELY CDN SUPPLIERS
INCREASE CDN AWARENESS OF MARKET AND ESTABLISH A FEW BUYING

CONNECTIONS

I.D. SPECIALIZED TRADE MAGAZINES SUITABLE TO INTRO. NEW PROD
INCREASE ITALIAN AWARENESS OF CDN SUPPLIERS AND EXPAND SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) Visit specialized trade fairs to evaluate and gather info for Cdn industry.
b) Preparatory activities for Cdn participation at SMAU 89.
c) Assist cdn coys locating agents/distributors.

a) Visited BIAS,INTEL & SCANITALIA sectoral fairs. Contacts established.
b) Major elements re cdn booth established. Recruitment of Cdn coys continues.
c) Three distribs. selected. Agreements underway.

QUARTER: 2 - Liaise with SMAU informatics show organizers & make all necessary arrangements for Cdn official participation.
- Contact specialized press to get coverage of Cdn participation in SMAU

- All stand, logistical and marketing aspects under post responsibility completed prior to show
- Contacts made with press; info supplied and stage set for exhibition coverage

QUARTER: 3 . Provide logistical and marketing assistance to respectively organizers & exhibitors (and visiting Cdns) at SMAU 89.
. Visit other fairs (e.g. MACMOSAN, QES, ExpoCT) call on local coys and attend spec. seminars.

. Six agents/distributors identified during SMAU exhibition, other 12 to 15 pending and estimated sales of several million dlrs over next 12 mos.
. Identified new potential agents; met/assisted any Cdn in attendance.

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :404-MILAN

009-FOREST PRODUCTS,EQUIP,SERVICES
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

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

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

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

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

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

OUR SUPPLY POTENTIAL

PLYWOOD

PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

- a) Prom.local lumber trade & Cdn sources.Favourable support for Mission in Nov-Dec 89.
- c) Data collection effected on woodwork in m/cs and advanced Mtl. reports to be released on time
- c) Made 20 new contacts.Reports on show released

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

- Now in a position to initiate drafting of sectoral report focussing on industrial coop. opportunities
- First step done on preparation of sectoral report

- QUARTER: 3 . Organize inst.participation at SAIE Building Show,assist enquirers & Cdn coys present.
- . Organize Eastern softwood sales mission to Italy.
- . Attend Marketplace

- . Over 5000 Eur.professionals visited stand; 500 enquiries handled;lots of literature distributed
- . Unfavourable market conditions forced cancellation
- . Roughly 20-25 worthwhile inquiries handled.

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :404-MILAN

001-AGRI & FOOD PRODUCTS & SERVICE
ITALY

PLANNING: ACTIVITIES PROPOSED IN. POST PLAN:

ANTICIPATED RESULTS:

MAINTAIN & DEV. NEW CONTACTS WITH INDEPENDENT AGENTS
I.D. 5/6 INCREMENTAL AGENCIES SUITABLE TO REP. CDN SUPPLIERS

REPORT ON ANY MARKET ACCESS/PREFERENCE CHANGES & NEW TRENDS MARKET
IMPROVE CDN AWARENESS AND UNDERSTANDING OF ITALIAN FOOD

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 . Ensure positive promotional impact in Italy of Cdn official participation in ANUGA fair.
. Visit largest Ital. food fair, SIPRAL, and assist Cdn coys/organizations present.

. Cdn exhibitors doc. provided to 25 Itl.buyers
. Met Itl buyers,established good contacts with organizers of SIPRAL,Tecnoconserva,Euroconserva & identified Itl Tech Transfer partners in food processing for B.C.

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :404-MILAN

002-FISHERIES,SEA PRODUCTS & SERV.
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 . Solidify previously made contacts with Itl fish buyers for June 90 incoming mission.
. Assist BC Trade Dev.Corp. initiate fish promotional action with Italian importers
. Encourage Itl participation in Aquaculture,Vcr

. Established buyers needs and fish species of interest and market terms sought.
. Meeting alerted BC of limitations to increased mkt share and possible remedies
. High interest in collab. in fish farming

QUARTER: 4 -----

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

POST :404-MILAN

Ontario Premier's visit accompanied by 140 businessmen and officials.

Cdn Manufacturers' Association technology transfer mission (22 coys)

B.C. Ministry of International Trade ind. coop. promotional visit with five businessmen and officials.

Mayor of Montreal's visit accompanied by 10 CEO's of prominent Montreal area coys.

Semaine Quebec-Italie a Montreal (assistance to Quebec Del. to identify Itl coys).

Ontario Economic Development Officers mission under ISTC Toronto (10 EDO's)

SMAU informatics exhibition (9 exhibitors)

SAIE Building Show - institutional participation (incl. COFI and BPIB)

REPT4D
90/04/05

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

POST :475-MOSCOW

003-GRAINS AND OILSEEDS
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

IMPLEMENTING 1986-1990 LONG TERM GRAINS AGREEMENT
\$10 BILLION OVER 5 YEARS

ALBERTA WHEAT POOL/RSFSR SEED EXCHANGE TESTS
\$2 MILLION

ALBERTA/RSFSR CANOLA/DURUM WHEAT PROJECT
\$2 MILLION

3 SEED PROTOCOL AGREE.(FOR KING GRAIN, OSECO & ALB WHEAT POOL
\$1 MILLION

SMALL BAKERIES USING CDN FROZEN DOUGH TECHNOLOGY
\$2 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Support to Canadian Wheat Board in its relations
with Soviet customers.

QUARTER: 3 -----

QUARTER: 4 -----

Post assisted with Wheat Board meetings in
September.

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :475-MOSCOW

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROCESSED FISH & SHELLFISH

NEW FISH PURCHASE COMMITMENT
\$12 MILLION

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

LONG TERM RESULTS

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :475-MOSCOW

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET STUDY ON THIS AREA WILL BE MADE.
LONG TERM BUSINESS

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
90/04/05

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

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

POST :475-MOSCOW

Visit of Prime Minister Mulroney to USSR 19-23 November
1989.

Creation of Cda/USSR Business Council incl. 3 day program
and inaugural meeting in Moscow.

Negotiations on Foreign Investment Protection Agreement
delegation in both directions.

Negotiations on Cda/USSR Civil Aviation Agreement (2 Cdn
delegations visited Moscow.

Soviet legal and pipeline delegations to Canada

Introduction of CARA Limited to Soviet market for possible
restaurant JV.

REPT4D
90/04/05

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

ASSIST CDN CO TO GAIN TUV APPROV & INTRODUCE PRODUCT.

B) SALES T.B.A.

A) TUV APPROVAL

LOBBY VW TO TRANSFER DIE CASTING TO CANADA.

CREATION OF UP TO 500 JOBS IN CANADA. SALES COULD REACH \$50M

ASSIST CDN CO TO PROMOTE BRAZING SYSTEM.

INCREASE SALES. ASSURE POSITION OF FRG MARKET.

I.A.A. SHOW IN FRANKFURT

PROMOTE OEM CANADIAN CAPABILITIES

ORGANIZE AUTO PARTS SALES MISSIONS.

INCREASE CANADIAN SALES IN THE FRG.

PROVIDE GUIDE ON HOW TO ACCESS FRG AUTO MFGRS.

USE IN APPROACHING & DEALING WITH FRG CAR MFGRS.

PROVIDE CANADIAN INDUSTRY WITH AN EFFECTIVE TOOL THEY CAN

THE GERMAN AUTO IND 1992. SUGGESTIONS ON HOW TO APPROACH IT

PROVIDE INFO ON POSSIBLE AFFECT 1992 ON FRG AUTO INDUSTRY.

AEROSPACE

INTROD. OF MICROWAVE LANDING SYST TO FRG AIRPORTS.

OPENING MARKET FOR MICROWAVE LANDING SYSTEMS.

REPORT ON GERMAN AEROSPACE MARKET

TIAL FOR CANADIAN EXPORTERS

INFORMATION ON STRUCTURE OF FRG AEROSPACE MARKET AND POTEN-

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

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

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

REPT4D
90/04/05

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 Preparations and recruiting for incoming automotive buyers mission.

Mission scheduled for February,1990 and is expected to have up to 20 members representing all German auto manufacturers.

QUARTER: 4 -----

Quarterly results reported: (mirrored text from right side)

Quarterly results reported: (mirrored text from left side)

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :427-MUNICH

005-ADVANCED TECH. PROD. & SERV
GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

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

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

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

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

COMPUTERS HARD/SOFTWARE & COMP

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

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 Participated at Systems'89 with National Stand.
Quebec Software Mission and Seminar.
ConGen provided itineraries for mission members,
guest and media lists and liaison with Bav.
Gov't.

15 cos on stand generated on-site sales of \$Cdn 742,000 & expect sales of \$ Cdn 19mn. The cos handled over 1,000 enquiries, appointed 11 agents & have 49 pending. - Event sponsored by Bav & Quebec Gov'ts. 6 Cdn cos participated at seminar

QUARTER: 4 -----

REPT4D
90/04/05

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

013-CONSUMER PRODUCTS & SERVICES
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

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

POTENTIAL

NUERNBERG TOY FAIR: FEDERAL INFO BOOTH
DRAW ATTENTION OF BUYING ORGANIZATION TO CANADIAN CAPABILITY

TIES.

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

MARKET

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

MARKET FROM A REGULATIONS AND NORMS POINT OF VIEW

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Participation at Ispo (Fall)'89

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

QUARTER: 3 Preparations for Ispo Spring.

25 companies are expected to participate on the Canadian National Stand at Ispo Spring.

QUARTER: 4 -----

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

POST :427-MUNICH

Arranged and hosted reception and presentation at ConGen for Conviron Ltd. of Winnipeg.
Hosted Minister and Mrs. Crosbie (accompanied by Wismer RWT) during two day stop over visit in Munich.
Acc'd N.B.Prem. McKenna on industrial calls,hosted brief.session for Prem.& made arrang for & part'd at evening recep.
Assisted with arrangements for and accompanied Min. Harvie Andre on local calls & hosted dinner in his honour.
Accomp'd Montl Mayor Dore on local calls,hosted brief.session for him & made arrang. for him to address Munich German
Assisted prov of B.C. w/arrangements for office opening, present.of a financial/investment seminars,luncheon & dinner

REPT4D QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
90/04/05 AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :433-OSLO 004-DEFENCE PROGRAMS,PRODUCTS,SERV
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

MISSION MEMBERS

FOLLOW UP ON RDP MEETING SCHEDULED FOR FALL.
IDENTIFICATION OF NEW MARKET OPPORTUNITIES FOR CDN EXPORTER

CONT CALLS ON DEFENCE-RELATED IMP AGENTS,PRIME CONTRACTERS
INCREASE AWARENESS IN NORWAY OF CDN EXPERTISE.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

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

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

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :433-OSLO

011-OIL & GAS EQUIPMENT,SERVICES
NORWAY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 World Energy Conference in Montreal

QUARTER: 3 Visit of Continental Shelf and Petroleum
Technolgy Research Institute (IKU-Sintef) of
Norway to Canada

QUARTER: 4 -----

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

Signing of Memorandum of Understanding between
IKU-Sintef and the Alberta Oil Sands Technology
and Research Authority in enhanced oil recovery
cooperation

REPORT 4A
90/04/05

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

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POST :433-OSLO

- Canada - U.S.A. New Products Catalogue Show October 4.-6.89
(close to 100 Canadian represented generating 200 leads)
- Petropicises'89 Fisheries and Offshore Petroleum Activities
Conference. Over 10 Canadian papers presented
- Science and Technology Mission to Norway, October 1989
- Meeting on bilateral S+T Exchange of Letters

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :410-PARIS

001-AGRI & FOOD PRODUCTS & SERVICE
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

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

RECHERCHE SUR LE MARCHÉ DE PORCINS REPRODUCTEURS
INCITATION DES EXPORTATEURS CANADIENS

OBTENTION DU CERTIFICAT SANITAIRE POUR LE BISON
VENTES INITIALES

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

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

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

SEEDS & SPECIAL CROPS

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

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

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

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

MEATS & MEAT BY-PRODUCTS

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

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

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

BILITE ET QUALITE CANADIENNES.

TION OU NEGOCIATIONS DANS GATT).

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

001-AGRI & FOOD PRODUCTS & SERVICE
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MEATS & MEAT BY-PRODUCTS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Identification des exportateurs canadiens de bestiaux et de volailles. Présentation de produits cdns aux acheteurs de grande surface; identification importateurs potentiels d'aliments & boissons.

Avons reçu d'AGRCD A une liste de 30 troupeaux de bisons indemnes de tuberculoses et de brucelloses. Activité maintenue durant la période.

QUARTER: 3 Agrément des usines de transform'n de viandes. Prods cdns de boucherie. Organisa'n d'une quin-zaine avec un grand magasin. Présentation de produits canadiens aux acheteurs de grandes chaînes de distribution.

Accord du Gouv Français pr abattage de la viande de bison. Viande de bison vendue ds des grandes surfaces & chez bouchers. Appui à Hôtel Sheraton (Paris) pr une quinzaine cdne ds leur restaurant.Avons dev. liste imprtrs des magasins

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :410-PARIS

005-ADVANCED TECH. PROD. & SERV
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

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

CAIS.

SEMINAIRE, HAUTE TECHNOLOGIE
PROMOTION DE NOUVELLES TECHNOLOGIES ET SOCIETES.

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

TATION DE PARTICIPATION CANADIENNE AU MARCH.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :410-PARIS

004-DEFENCE PROGRAMS, PRODUCTS, SERV -200
FRANCE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

PROJET.

AFRIQUE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Aider INDAL (Apontage d'helicopteres0 a s'im-
planter sur le marche francais.
-Marketing du CL-289.

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

QUARTER: 2 a)Préparation d'une mission défense en France.
b)Recherche de marchés & partenariats.
c)Apporter cohésion à l'approche cdne en
matière de mise en marché des services de lutte
contre les incendies de forêt.

a)Avons obtenu accord de la DGA pour recevoir la
miss. cdne. b)Entente de principe signée entre
INDAL & ALCATEL-CILAS:Négociations DCN.c)Rencon-
tres a/principaux resp. de la Séc. Civile. Rap-
ports aux soc. cdnes concernées(CANADAIR/CONAIR

QUARTER: 3 CL 227.
Mission de coopération dans le matériel de
Défense. Mission du secteur aéronautique et
aérospatial canadien dirigé par le Ministre John
Crosbie (Oct. 89).

Briefing cdn & coord. du progr. de présent'n à
DCN & État Major de la marine. Préparation et
coord'n générale avec DGA/EXTOTT. Organsa'n des
réunions de travail;plusieurs prises de contact
près des coop'ns & partenariats éventuels.

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :410-PARIS
005-ADVANCED TECH. PROD. & SERV
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

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

SEMINAIRE, HAUTE TECHNOLOGIE
PROMOTION DE NOUVELLES TECHNOLOGIES ET SOCIETES.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Organisation de seminaire et coordination de
rencontres avec les utilisateurs finaux de
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potentiels - conclusion d'un accord de represen-
tation avec agent local.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
90/04/05

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

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

POST :410-PARIS

Réunion à Paris de la Commission Mixte Economique FR/CDA
16-19 OCT 89.

Visite officielle du Ministre du Commerce Extérieur
Honorable John Crosbie et mission d'affaires 17-20 OCT 89.

Visite officielle du PM du Nouveau Brunswick Honorable F.
McKenna et du Ministre des Pêches et Aquaculture, D. Losier
Participation de deux agents commerciaux à Marketplace 1990
29 OCT - 17 NOV 89.

Visite officielle de l'Ambassade Claude T. Charland en
Alsace 9-12 OCT 89.

Salon et mission EQUIP-AUTO OCT 89.

Visite du Ministre K. Streach (Petite Entreprise) de la
Nouvelle-Écosse 03-06 OCT 89.

Salon et mission BATIMAT NOV 89.

Appui au Salon/Conférence GLOBE 90/Rapport annuel pour
commission canadienne du blé.

REPT4D
90/04/05

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

POST :472-PRAGUE

009-FOREST PRODUCTS,EQUIP,SERVICES
CZECHOSLOVAKIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

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

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

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

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

CONSULTING & OTHER SERVICES

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

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

REPT4D
90/04/05

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

POST :472-PRAGUE

009-FOREST PRODUCTS,EQUIP,SERVICES
CZECHOSLOVAKIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 Lobbying on behalf of Kockums CanCar bid for Polomka sawmill project - Min of For. Trade, FTO Drevounia, end-user and CSR Ministry of Forests. Assistance to CE Lummus/Cowan Lavalin consortium in prep of bid for Bukovec LWC pulp/paper mill.

CE Lummus/Cowan Lavalin team visited West Bohemia Pulp Mills 6/12/89 to present technical proposals for LWC and newsprint mill turnkey projects. Beginning of installation of KCCI sawmill machinery at Zdirec. HASO prop for Ruz.

QUARTER: 4 -----

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REPT4D
90/04/05

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

POST :472-PRAGUE

011-OIL & GAS EQUIPMENT, SERVICES
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

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

PIPELINE INSPECTION SERVICES AND EQUIPMENT
CONTRACT NEGOTIATIONS ARE UNDER WAY

TRANSIT GAS PIPELINE AUTOMATION
CONTRACT NEGOTIATION WILL BE HELD SOON

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 Call on TCPL subsidiary, Pipetronix, Karlsruhe
FRG for briefing on pipeline inspection tech.
and services as prep. for assistance on forth-
coming TRANSGAS pipeline insp. contracts.

Czechoslovak delegation from NPP Bratislava
visited Alberta under terms of their technical
cooperation agreement with AOSTRA

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :472-PRAGUE

001-AGRI & FOOD PRODUCTS & SERVICE
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

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

VENTURE

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

TUNITIES

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

AGRICULTURE

AGRICULTURE MACH,EQUIP,TOOLS

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

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

BASIS OF TRADE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 3 Assisted in promotion of Crown Canadian whiskey
by co-hosting reception.

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :472-PRAGUE

010-MINE,METAL,MINERAL PROD & SRV
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

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

No movement on coilbox as Czechoslovaks ponder massive rationalization of their steel industr. Stelco has now provided all technical information requested by NHKG.

QUARTER: 3 Liaison with foreign trade corp. Keramika, sole importer of asbestos. Provided them with EMR materials supporting use of asbestos and countering US EPA proposed ban on use of asbestos

QUARTER: 4 -----

REPORT 4A
90/04/05

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

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

POST :472-PRAGUE

Nov 15-17: Visit to Prague by Bob Dawson, VP, Globe 90

Nov 28-Dec 1: Visit to Prague by David Horley, RBT.

Dec 11-15: Visit to Czechoslovakia by Bata delegation, incl
T. Bata.

Nov 17-21: Marketing delegation from Ideal Equipment Ltd.

REPT4D
90/04/05

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

POST :403-ROME

005-ADVANCED TECH. PROD. & SERV
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Analysis of Italian involvement in EEC/ESA
programs and possibilities for Canadian
subcontracting through new Italian Space Agency,
Selenia Spazio etc.

Outgoing Mission of Canadian Space Companies
planned for Fall 90. SED Systems, SPAR, and MDA
talking to ASI/Italian Space Agency re above.
High priority sector.

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :403-ROME

004-DEFENCE PROGRAMS,PRODUCTS,SERV
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO RE-ACTIVATED CANADA-ITALY RDP COMM.MEETING
OBTAINING OF CONTRACTS BY CANADIAN COMPANIES

IDENT OF EXPORT OPPORT RELATED TO MAJOR CDN & ITALIAN ACQUIS
INCREASED TRADE AND INDUSTRIAL COOP.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Annual sector report for distribution at HITEC.

QUARTER: 2 REPORT ON ITALIAN SPACE AGENCY AND MARKET

SET STAGE FOR OUTGOING SPACE COYS MISSION
FALL 1990.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

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

134

POST :403-ROME

001-AGRI & FOOD PRODUCTS & SERVICE
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :403-ROME

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
90/04/05

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

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

POST :403-ROME

Visit of Ontario Premier David Peterson (15-19 Nov)
accompanied by 3 Ministers, 10 MPs and 137 Business people.

Visit of Montreal Mayor Dore (17-19 Oct).

Atlantic Canada Mine Countermeasures Technology Mission.

Visit of British Columbia Trade Minister Veitch.

Canadian Manufacturers Association Mission (Nov 12-14)
on Italy/Europe 1992 and Canada/USA FTA with CONFINDUSTRIA
20 Cdn coys from different hi-tech sectors. More than 45
one on one appointments with prospective Italian buyers/
agents.

REPT4D
90/04/05

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

POST :432-STOCKHOLM

005-ADVANCED TECH. PROD. & SERV
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

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

GENERAL MKT SURVEY ON TELECOMMUNICATIONS
BETTER SOURCING OF NICHE PRODUCTS

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

BROADCASTING, INC. CABLE TV

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

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

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

GOOD MKT PROSPECTS.

CDN BOOTH AT SATELLITE 89, STOCKHOLM

COMPUTERS HARD/SOFTWARE & COMP

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

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

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

AT US SHOWS

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

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

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

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

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

POST :432-STOCKHOLM
005-ADVANCED TECH. PROD. & SERV
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

OTHER ELECTRONICS

CONT PROM OF CDN FIRMS TO ERICSSON WHO HAVE INDICATED OFFSET
3-5 NEW BUYING CONNECTIONS

CONT PROM OF CDN ELECT., COMP THROUGH CORPORATE VISITS

CONT SUPPORT & PROM OF NEW GENERATION OF LSDN CHIPS

JOURNALISTS FM ELECTRONIKVARLDEN TO BE INVITED TO CDA.
BETTER PRESS COVERAGE OF NEW PRODUCTS

PROM. CDN PRTCPTN IN MAJOR EUROPE ELECT. COMPONENTS FAIR. DISTRIBUTORS
BETTER AWARENESS OF CDN CAPABILITY AMONG SWE OEMS &

CONSULTING & OTHER SERVICES

COMPUTER JOURNALISTS MISSION TO CANADA
BETTER PRESS COVERAGE FOR CDN PRODUCTS

IDENTIFY CDN SOFTWARE HOUSE INTREST IN OPENING LOCAL OFFICE
LONG TERM SALES NOT POSSIBLE WITHOUT LOCAL PRESENCE.

TRADE MISSION & CDN BOOTH AT MAJOR COMPUTER FAIR OCT89
BETTER EXPOSURE OF CDN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 To get the Win System running

It works more or less

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :432-STOCKHOLM

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

SUPPORT MFG OF BCW EQUIP IN MKT IDENTIFICATION
INCREASED SALES

INVITE HEAD OF SWED DFCE PRCRMT TO CDA FOR OFF. & IND. VSTS. PROFILE FOR CDN PRODUCTION CAPABILITIES
IMPROVED

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support of Canadian Exporters

Present to military procurement of antenna
systems and GPS Systems

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

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

POST :432-STOCKHOLM

013-CONSUMER PRODUCTS & SERVICES
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

APPAREL (CLOTH, FUR, SHOES) TEXT

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

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

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

JEWELERY & GIFTWARE

IDENTIFY CDN SUPP OF FTBALL, VOLLEY BALL BASEBALL EQUIP MORE
ADDITIONAL BUYING CONNECTIONS

OBTAIN INFIRM ON LOCAL MKT CONDITIONS IN ABOVE SUB-SECTORS
INCREASED SALES VOLUMES

CONTACT SWED BUYING GROUPS, COOP, TO INFORM ON AVAILABILITY
PURCHASES, INCREASED MARKET SHARE

ENCOURAGE CDN & SWED FIRMS TO EXHIBIT PRODUCTS AT DOMESTIC
PURCHASES, INCREASED MARKET SHARE.

CULTURE INDUSTRIES

FOLLOW UP ON CDN PRIZE-WINNING FILM SHOWN LOCALLY

IDENTIFY CDN FILM PRDCRS, ENCOURAGE THEM TO VISIT MKT
INCREASED PURCHASES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Select fur buyer under incoming buyers program
for Montreal Fur Fair (May 1989) and from the
Cdn fair through trade. - Report on Stockholm's
participation at ISPO Fair Munich Feb, 1989.

Incoming buyers purchased 20 coats at Fair. Very
satisfied with new contacts established. -Report
submitted to TTC, with details of interviews and
purchases. Highly successful Swedish purchases
constituted more than 1/3 of total on site sales

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :432-STOCKHOLM

013-CONSUMER PRODUCTS & SERVICES
SWEDEN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 2 Participate in Ispo Sporting Goods Fair. Invite Swedish buyers. Attend reception held on site at Cdn stand. Interview exhibitors. Provide them with Swedish contacts. File and report action.

Successful project. Reception well attended by ca 37 Swedish buyers. Despite only 13 Canadian exhibitors 4 obtained Swedish reps. and agencies pending. Report submitted to EXTOTT and DRIE.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :422-VIENNA

005-ADVANCED TECH. PROD. & SERV
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS HARD/SOFTWARE & COMP

CONTINUATION OF CONTACTS WITH MAJOR AUSTRIAN ORG IN THIS SEC
IMPROVED EXPORT POTENTIAL

INTENSIFIED FOLLOW UP WITH INDUSTRY.
INCREASED SALES, EXTENSION OF COOP EFFORTS INCLUDING VENTURES

AND JOINT RESEARCH

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up activities on Canadian software mission.
World Tech Fair, Vienna, June 18-22, 1989

Follow-up activities resulted in many excellent connections leading to meaningful cooperation. Info booth on subject fair demonstrated considerable interest.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :422-VIENNA

001-AGRI & FOOD PRODUCTS & SERVICE
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

INTENSIFIED CONTACTS WITH AUSTRIAN FOOD TRADE
INCREASE IN EXPORT PERFORMANCE



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :422-VIENNA

002-FISHERIES,SEA PRODUCTS & SERV.
AUSTRIA

AMSTV-55A-1989

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROCESSED FISH & SHELLFISH

EXTENSIVE CANVASS OF AUSTRIAN FISH MANUFACTURERS & IMPORTERS
INCREASE AWARENESS ABOUT CANADIAN SUPPLY POTENTIAL AND

CONSEQUENT INCREASE IN SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

1. First inspection visit by Canadian PSC.
 2. General Director of PSC invited to London.
 3. Charter signed & Billiton contract with PSC.
-
1. Sales agreement signed between Polish Oil and Gas Co. and Canada Corporation of Calgary for delivery of 5 compressors to Poland. Value worth of 2.5 million.
 2. Contract signed for delivery of equipment to Polish Oil and Gas Company.

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :422-VIENNA

008-TRANSPORT SYS,EQUIP,COMP,SERV.
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

ASSIST CDN MANUFACTURER(DEHAVILLAND)WITH THEIR SALES EFFORTS
POSSIBLE PURCHASE OF DASH-8 BY AUSTRIAN AIRLINES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 One deHavilland aircraft sold to local carrier.

Efforts continue to secure the sale of second aircraft

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :471-WARSAW

009-FOREST PRODUCTS,EQUIP,SERVICES -ITC
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

MKT SURV OF PULP/PAPER PROD'RS,FURN.PROD'RS & FOREST MGT OFF
TO OBTAIN PROFILE OF POLISH REQUIREMENTS

OBTAIN SPECIFICATIONS OF PROJECTS AND EQUIPMENT
TO INTRODUCE ONE NEW CANADIAN SUPPLIER ON MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Market survey of sector
2. Introduce one new supplier on market

1. Post commenced series of calls on producers &
forwarded specifications to industry
2. General veneers obtained contract with Post
assistance

QUARTER: 2 1. Market survey of sector
2. Obtain specifications of other import needs.

1. Market survey still in progress to keep up
with very quickly changing industrial relations
in Poland.
2. Specifications sent to Canada.

QUARTER: 3 1. Market survey of sector.

1. Update obtained on Kwidzyn which was then
sent to various companies including Abitibi
Price.

QUARTER: 4 -----

REPT4D QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
90/04/05 AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :471-WARSAW 001-AGRI & FOOD PRODUCTS & SERVICE
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

COOP AGREEM.BETWEEN GUELPH UNIV & OLSZTYN AGRIC ACADEMY
OVERCOME POLISH GOVERNMENT RESISTANCE TO IMPORTS FROM ABROAD

IN THIS SECTOR

PARTICIPATION OF HYBRID IN LOCAL AGRICULTURAL FAIR
CONTRACT WITH PRIVATE SECTOR BREEDER

WORK WITH CO TO DEVELOP QUOT.FOR TURKEY SLAUGHTERING PLANTS
SALE OF CANADIAN SLAUGHTERING EQUIPMENT AND ADDITIONAL BREE-

DING STOCK

FOOD HANDLING,PROCESSING EQUIP

ASSIST KNUD SIMONSEN IND.IN ITS EFFORTS ON POLISH MARKET
TO ENCOURAGE COMPANY TO BID ON POLISH REQUIREMENTS

VISIT TO FOOD PROC PLANTS & PERS CONT WITH MACH IMPORT DEC.
TO OBTAIN SPECIFICATIONS OF PROJECTS AND PARTICULAR EQUIP-

MENT REQUIREMENTS

IDENTIFY END USERS & DEC MAKERS IN SECT OF INT.TO CDN FIRMS
TO ENCOURAGE CANADIAN COMPANIES TO BID ON PROJECTS

OBTAIN SPECIFICATIONS OF EQUIP SOUGHT BY POLISH PRODUCERS
TO OBTAIN ONE CONTRACT FOR CANADIAN INDUSTRY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1
1. Assist KSI in efforts to obtain contract
 2. Industry calls
 3. Submit specifications to Canadian industry
 4. Assist Hybrid Turkeys

- 1.Post has maintained contact with KSI & is following financing prospects.
2. 6 calls made on industry.
3. Specifications sent to Cdn industry but financing remains problem.
4. Post arranged visit of Hybrid President to Poland

- QUARTER: 2
1. Promotion of Canadian technology.
 2. Assist Hybrid Turkey.
 3. Assist McLean Brothers Fisheries in arranging J.V. contracts.

1. Office maintained assistance to Hybrid Turkey
2. McLean Brothers Fisheries signed two J.V. agreements with Polish companies.

- QUARTER: 3
1. Visit to food processing plants.
 2. Identify endusers and decision makers.
 3. Obtain specification of equipment sought by Poland.

1. Visits made to Polish processors and distributed as part of Canadian Aid Mission

QUARTER: 4 -----

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :471-WARSAW

003-GRAINS AND OILSEEDS
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

CEREAL GRAINS

REGULAR REPORTING OF WEATHER AND CROP CONDITIONS
ALERT CWB TO POSSIBLE GDR REQUIREMENTS

MAINTAIN CONTACT WITH GDR DECISION MAKERS
ALERT CWB TO GDR CONCERN AND NEEDS

FLAG CONTINUING CWB INT DURING NEXT GDR/CDA MIXED COMMISSION
CONTINUE TO DEMONSTRATE CANADIAN INTEREST IN THIS SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1. Reports on weather and crop conditions
2. Maintain contact with decision makers

QUARTER: 3 Maintain contact with Nahrung and promote visit
by Minister of Agriculture of Canada

QUARTER: 4 -----

1. Report on weather & crop conditions completed
2. Meetings have taken place at Leipzig Fall Fair 1989, attended by Quebec trade mission, Alberta and Ontario government representatives.

Minister's visit postponed as result of political changes in GDR

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :471-WARSAW

002-FISHERIES,SEA PRODUCTS & SERV.
EAST GERMANY

PLANNING: . ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

LIAISE REG W/GDR FISHERIES OFF ON ALLOC,FISHING PLANS,PURCH.
OBTAIN GDR SUPPORT FOR FANDOTT NAFO CONCERNS. MAINTAIN CDN

FISH EXPORTS & OTHER COMPENSATING MEASURES SUCH AS CREW EXCH

POST MAY BE REQ'D TO ASSIST IN DIPLOMATIC INIT.REGARD.NAFO
OBTAIN GDR SUPPORT FOR FANCO NAFO CONCERNS.MAINTAIN CDN FISH

EXPORTS & OTHER COMPENSATING MEASURES SUCH AS CREW EXCHANGES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1. Liaise regularly with GDR officials.

QUARTER: 3 Liaison with Fischimpex

QUARTER: 4 -----

1. Regular liaison by Commercial Counsellor undertaken.

Post clarified discrepancies in fish supplies from various supplier vis-a-vis GDR purchase commitment

REPT4D

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM

90/04/05

AT MISSIONS ABROAD FOR FISCAL YEAR 89

FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :471-WARSAW

009-FOREST PRODUCTS,EQUIP,SERVICES
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

MARKET SURVEY OF GDR REQUIREMENTS
ALERT CANADIAN INDUSTRY TO GDR REQUIREMENTSIDENTIFY COMPANIES INTERESTED IN GDR MARKET
ESTABLISH ONE CDN FIRM AS LONG TERM SUPPLIERWORK WITH ALBERTA & QUEBEC GOVTS TO IDENT INTERESTED FIRMS
ESTABLISH ONE CDN FIRM AS LONG TERM SUPPLIER

EQUIPMENT AND MACHINERY

CONTINUE CALLS ON KEY DECISION MAKERS
ALERTING CANADIAN COMPANIES ON INVESTMENT DECISION STATUSSEMINAR ON KLOCKNER STADLER HURTER CAPABILITIES
DEEPENING KSH CONTACTS WITH KEY OFFICIALS AT ALL LEVELS REVISIT BY TECHNICAL TEAM TO H.A. SIMONS
SENSITIZE KEY WITTENBERGE DECISION MAKERS TO H.A. SIMONSFLAGGING CANADIAN INTERESTS DURING NEXT GDR/CANADA MEC
TO EXERT PRESSURE ON GDR

SCHWEDT PROJECT

CAPABILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1

1. Market survey of GDR requirements
2. Calls on key decision makers
3. Assist KSH on Crossen bid
4. Assist KSH with Berlin Seminar
5. Flag KSH interest during GDR/CDA MEC in Ottawa

1. Calls made on major GDR agency firms
2. Ambassador & Commercial Counsellor called on MOFT re Crossen project
3. Seminar postponed
5. MEC flagged Cdn interest in supporting KSH bid

QUARTER: 2

1. Market surveys of requirements
2. Identify Albertan and Quebec firms for market
3. Promote KSH, H.A. Simons sales

Meetings with GDR officials and discussions on Canadian offer for Wittenberge and Crossen projects.

QUARTER: 3

1. Support for Kloeckner Stadler Hurter
2. Market survey of GDR requirements

1. KSH lost Crossen deal to Sweden on price basis

QUARTER: 4 -----

REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :471-WARSAW

010-MINE,METAL,MINERAL PROD & SRV
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

MARKETING SEMINAR SPONSORED BY COMPANY IN BERLIN
BROADEN AND DEEPEN CONTACTS WITH TECHNICAL PERSONNEL

ASSIST GOODYEAR ON COOP W/SKET CONC REQ FOR WIRE MAKING MACH
CONTACT BETWEEN SKET AND GOODYEAR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Develop further contacts in sector
2. Assist Goodyear

1. Post made calls on agency firms during program visit.
2. Two calls made in support of Goodyear

QUARTER: 2 1. Assist Goodyear in sales effort

Post contacted Transinter, the purchaser of Goodyear conveyor beltings. Sales prospects remain fair.

QUARTER: 3 Assist Goodyear in co-operation with SKET

Continuing discussions with Transinter

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :471-WARSAW

014-EDUCATION,MEDICAL,HEALTH PROD
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HOSP. & MEDICAL EQUIP, INSTRUM.

CALLS ON GDR AGENCY FIRMS & FOREIGN TRADE ENTERPRISES
DEVELOP PROFILE OF GDR REQUIREMENTS

ALERT CANADIAN FIRMS TO GDR REQUIREMENTS
FAMILIARIZE GDR CONTACTS WITH CANADIAN CAPABILITIES

WORK W/ALBERTA & QUEBEC GOVTS TO IDENTIFY INTERESTED FIRMS
INTRODUCE TWO CANADIAN COMPANIES ON GDR MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Calls on GDR agency firms & foreign Trade
Enterprises
2. Alert Canadian companies

1. Two calls made
2. Items publicized in Canadexport but no inter-
est to date.

QUARTER: 2 1. Maintain calls on GDR companies and officials
2. Assist companies at Leipzig Fair

Several GDR companies and officials contacted
at Leipzig Fall Fair 1989.

QUARTER: 3 Hospital modernization

No highlights.

QUARTER: 4 -----

REPORT 4A
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :471-WARSAW

Increased economic/comercial reporting caused by political
upheavel in GDR
Food air programme announced for Poland and preparations for
incoming mission
Preparation for seminars on Poland to be held in Canada,
January 1990

THE BOARD OF DIRECTORS OF THE
AMERICAN OVERSIGHT BOARD
HAS REVIEWED THE REPORT OF THE
COMMISSIONER OF THE FEDERAL RESERVE
AND HAS CONCLUDED THAT THE
FEDERAL RESERVE IS IN FULL
COMPLIANCE WITH THE
REQUIREMENTS OF THE
ACT.

IT IS THE POLICY OF THE BOARD OF DIRECTORS TO SUPPORT THE FEDERAL RESERVE IN ITS EFFORTS TO MAINTAIN THE INTEGRITY AND SOUNDNESS OF THE NATIONAL MONETARY SYSTEM.

THE BOARD OF DIRECTORS HAS REVIEWED THE REPORT OF THE COMMISSIONER OF THE FEDERAL RESERVE AND HAS CONCLUDED THAT THE FEDERAL RESERVE IS IN FULL COMPLIANCE WITH THE REQUIREMENTS OF THE ACT. THE BOARD OF DIRECTORS HAS CONCLUDED THAT THE FEDERAL RESERVE IS IN FULL COMPLIANCE WITH THE REQUIREMENTS OF THE ACT. THE BOARD OF DIRECTORS HAS CONCLUDED THAT THE FEDERAL RESERVE IS IN FULL COMPLIANCE WITH THE REQUIREMENTS OF THE ACT.

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