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

QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS



ASIA AND PACIFIC
ASIE ET PACIFIQUE

OCTOBER - DECEMBER 1987
(3rd QUARTER, FY 1987-88)

OCTOBRE - DÉCEMBRE 1987
(3^e TRIMESTRE, AF 1987-88)



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report
October - December 1987

Following is the Quarterly Activity Report for the quarter ending December 31, 1987. This report contains a synopsis of activities and results by sector and subsector reported by posts, matched against the proposed activities identified in their 1987/88 post plan. It also contains a report of special unplanned activities that took place during the reporting period.

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

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

Dept. of External Affairs
Min. des Affaires extérieures
OTTAWA

APR 5 1988
AVR

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités
Octobre - Décembre 1987

Voici le Rapport trimestriel des activités du trimestre qui a pris fin le 31 décembre 1987. Le Rapport contient un résumé des activités et des résultats déclarés par les missions, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de mission de 1987-88. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

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

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ASIA & PACIFIC
ASIE ET PACIFIQUE

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REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 504-BANGKOK

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

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PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST FOLLOWING UP WITH VISITORS FROM TELECOMS SECTOR WHO VISITED EXPO'86 UNDER CIDA SPONSORSHIP.

ONGOING FOLLOW-UP IN AREAS OF OPPORTUNITY AS IDENTIFIED IN 1986 CONSULTANT'S REPORT ON THAI TELECOMMUNICATIONS SECTOR.

OFFICIALS OF COMMUNICATIONS AUTHORITY OF THAILAND TO ATTEND ITU CONFERENCE IN VANCOUVER, JULY 1988. TOUR OF CANADIAN TELECOM INDUSTRY TO FOLLOW.

MONITOR PROGRESS OF 5TH AND 6TH PROJECTS OF TELEPHONE ORGANIZATION OF THAILAND. IDENTIFY OPPORTUNITIES AND ASSESS LEVEL OF COMPETITION.

INTRODUCTION OF NEW CANADIAN FIRMS AND TECHNOLOGIES TO THAI MARKET.

INTRODUCTION OF NEW CDN TECHNOLOGIES, PARTICULARLY TO STATE RAILWAY, ELECTRICITY GENERATING AUTHORITY, & MINISTRIES.

INTRODUCTION OF NEW CANADIAN FIRMS TO THAI MARKET.

COMPETITIVE BIDS SUBMITTED BY ESTABLISHED FIRMS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE RECEPTION FOR VISIT OF SINCLAI VOLK, MANAGER SPECTRUM MANAGEMENT, DOC OTTAWA.

QUARTER: 2 FULL DAY SEMINAR ON COMPUTER SOFTWARE TO THAI DATA PROCESSING COMMUNITY (AUGUST 15, 1987).

QUARTER: 3 -----

QUARTER: 4 -----

NINE ATTENDED EVENT. INTELLIGENCE OBTAINED LED TO LNS'S PARTICIPATION IN TENDER FOR FREQUENCY MONITORING VAN.

ON SITE SALES MODEST BUT POSSIBILITIES OF AGENCY REPRESENTATION AND FURTHER MARKET PENETRATION VERY PROMISING.

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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007-POWER & ENERGY EQUIP. & SERV.
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARATION AND DISTRIBUTION OF A MARKET OPPORTUNITIES STUDY TO
CANADIAN COMPANIES.

TO INCREASE AWARENESS IN CDA OF THIS MARKET
WHERE TWO CANADIAN COMPANIES HAVE ALREADY
ENJOYED REMARKABLE SUCCESSES.

ASSIST CANADIAN COMPANIES TO LOCATE RELIABLE LOCAL REPRESENTA-
TIVES AND TO GIVE RECOMMENDATIONS ON HOW TO PURSUE MAJOR PROJECTS

INFORM CANADIAN COMPANIES OF OPPORTUNITIES
WHICH WILL RESULT IN INCREASING MARKET SHARE.

HAVE FREQUENT CONTACTS WITH EGAT FOR POTENTIAL THERMAL & HYDRO
PROJECTS.

INCREASE AWARENESS OF CANADA AS A POTENTIAL
SOURCE OF SUPPLY AND SERVICES.

FOLLOW UP FUTURE PROCUREMENT RE MAE MOH UNIT 10 POWER BOILER.

FURTHER SALES OF POWER BOILERS TO EGAT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITE TWO SENIOR EGAT OFFICIALS TO VISIT CDA
ON POWER TRANSMISSION AND DISTRIBUTION MISSION.

TWO ASSISTANT GENERAL MANAGERS FROM EGAT VISITED
CDA DURING 13-27 JUNE AND WERE IMPRESSED WITH
CDN CAPABILITY IN POWER SECTOR.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 504-BANGKOK

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MASS RAPID TRANSIT: MINISTER OF INTERIOR HAS BEEN INVITED TO VISIT THE CANADIAN INSTALLATIONS, AT PRIVATE AND PUBLIC EXPENSE.

THIS MINISTER WILL BE PIVOTAL DECISION MAKER ON WHO GETS CONTRACT AWARD. ANTICIPATED IN 1988.

THE CIDA FUNDED CONVERSION OF A PILOT SET OF ENGINES HAS YET TO BE TRANSFERRED FROM CANADA TO THAILAND.

SUBSEQUENT SIX MONTHS OF TESTING COULD LEAD TO TECHNOLOGY AND EQUIPMENT PURCHASES.

PREPARATION OF RECOMMENDED STRATEGIC PLAN TO MAXIMIZE CANADIAN OPPORTUNITY TO LAND MASS RAPID TRANSIT PROJECT.

POSSIBILITY OF UP TO \$1.5 BILLION IN BUSINESS

PROVISION OF QUALIFIED ENGINEERING PERSONNEL (CIDA FUNDED IF POSSIBLE) TO EXPRESS TRANSIT AUTHORITY TO BUILD-IN AS MUCH PRO-CANADIANISM AS POSSIBLE.

COULD LEAD TO SPECIFICATIONS THAT FAVOUR CANADIAN SYSTEMS.

PURSUE ALL OPPORTUNITIES TO PROMOTE SALE OF CANADIAN AIRCRAFT INCLUDING PARTS AND REPAIR SERVICES.

SALES WORTH TOTAL OF \$50 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PRESENTATION TO STATE AILWAY OF THAILAND ON CDN CAPABILITIES.

SRT RECOMMENDED SOME LOCAL COMPANIES TO POST FOR POSSIBLE CDN REPRESENTATION. POST RECEIVED FROM SRT STANDARD SPECIFICATIONS FOR RAIL COACHES, LOCOMOTIVES, ETC.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 504-BANGKOK

011-OIL & GAS EQUIPMENT, SERVICES
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PETRO CANADA INTL ASSISTANCE CORP. WORKING TO CONCLUDE TECHNICAL COOPERATION AGREEMENT WITH PETROLEUM AUTHORITY OF THAILAND.

MORE ACTIVE INVOLVEMENT OF PCIAAC & CANADIAN SUPPLIERS IN THAI MARKET.

PARTICIPATION BY AMBASSADOR IN ADVISORY BOARD TO PETROLEUM INSTITUTE OF THAILAND (PTIT).

CLOSER TIES TO PTIT AS VEHICLE FOR INTRODUCING CANADIAN TECHNOLOGY.

MEET WITH SENIOR OFFICIALS OF DOMESTIC AND FOREIGN OIL COMPANIES TO INTEREST THEM IN CANADIAN OIL AND GAS PRODUCTION & PROCESSING EQUIPMENT AND CAPABILITY.

INCREASE LEVEL OF VISITS OF THAI BUYERS TO CANADA, LEADING TO EVENTUAL INCREMENTAL SALES.

ASSIST WITH SET UP OF PETROLEUM INSTITUTE OF THAILAND IN CO-OPERATION WITH PCIAAC.

INTRODUCTION OF CANADIAN TECHNOLOGY AND TRAINING SERVICES THROUGH THE INSTITUTE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE DINNER FOR VISIT OF TECHNICAL EXPERTS FROM PCIAAC.

20 SENIOR OFFICIALS IN OIL AND GAS INDUSTRY ATTENDED. CDN OIL/GAS TECHNOLOGY WAS WELL PROMOTED IN THIS EVENT.

QUARTER: 2 PTT-CNG SEMINAR 9-11 SEPT. 1987. IN COOPERATION WITH PCIAAC, BROUGHT CANADIAN CNG EXPERTISE TO THAI DOORSTEP.

POSSIBILITY, IMMEDIATELY, OF CONVERTING BANGKOK' CITY BUSES TO CNG --AN \$80 MILLION PROJECT.

QUARTER: 3 CDN TRADE REPS VISITED EASTERN SEABOARD PROJECT (MAAB TAPUT GAS SEPARATION PLANT & PETROCHEMICAL COMPLEX & LAEM CHABANG DEEP SEAPORT) TO DETERMINE OPPOR. FOR CDN SUPPLY OF OIL & GAS EQUIPMENT, PROCESSES & SERVICES.

ALTHOUGH IMMEDIATE OPPOR. WILL BE MORE AVAILABLE TO JAP FINANCIERS, EASTERN SEABOARD PROJECT GOING TO TENDER FOR M\$ WORTH OF OIL/GAS UPSTREAM/DOWNSTREAM EQPT & EXPERTISE. EMBASSY REPORT & COMM'D MKT SURVEY FORW. TO OTT & DIST. TO POT. CDN EXP.

QUARTER: 3 ALBERTA HEAVY OIL MISSION TO BURMA.

PCIAAC & ALTA GOV'T REPS VISITED BURMA TO DETERMINE OPPORTUNITIES AVAILABLE IN THAT COUNTRY, SPECIFICALLY THE WORLD BANK FINANCE PYAGON GAS FIELDS. POST IS CURRENTLY WORKING WITH ALTA TO BETTER TARGET PRIORITIES.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 504-BANGKOK

004-DEFENCE PROGRAMS, PRODUCTS, SERV
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

A DEFENCE MARKET STUDY WAS CARRIED OUT IN 1986. RESULTS OF STUDY HAVE YET TO BE FULLY EXPLOITED, TIME AND RESOURCES PERMITTING.

LETTERS & PERSONAL VISITS TO SR. THAI MILITARY OFFICIALS AND CDN SUPPLIERS IN THIS SECTOR HAVE BEEN SENT/MADE.

STEP UP CONTACT WITH MILITARY IN ORDER TO BETTER IDENTIFY THAI PROCUREMENT REQUIREMENTS.

ENCOURAGE THAI MILITARY REPRESENTATIVES IN COOPERATION WITH LOCAL AGENTS TO BECOME MORE FAMILIAR WITH CANADIAN RADIO COMMUNICATIONS

WORK WITH CANADIAN COMPANIES TO IDENTIFY MOST ATTRACTIVE FINANCING FOR THAI PURCHASE OF AIRCRAFT.

RESULTS WILL BE TO BETTER FOCUS MARKETING INFORMATION AT APPROPRIATE CANADIAN SUPPLIERS

POSSIBLE SALE OF UP TO \$20 MILLION.

FOCUS EXPORT PROMOTION EFFICIENTLY ON BEST CANADIAN SUPPLIERS TO THAI MARKET.

SALE OF RADIO SYSTEMS.

SALE OF AIRCRAFT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP ON INTERESTS GENERATED FROM CDN PARTICIPATION IN DEFENCE ASIA '87.

LITERATURES REQUESTED IN OVER 200 INQUIRY CARDS WERE MAILED OUT. INQUIRIES ON HENOTEX AND MOTOROLA PRODUCTS WERE SENT TO LOCAL AGENTS FOR FOLLOW-UP.

QUARTER: 2 -----

QUARTER: 3 DEFENCE MISSION TO CDA. 8 SENIOR(AIR V. MARSHALS GENERALS,ADMIRALS)VISITED HIGH TECH INSTALLATIONS ACROSS CDA FOR PERIOD OF 2 WKS. MISSION DESIGNED TO INCREASE AWARENESS OF THAI MILITARY ESTABLISH. OF CDN CAPAB. IN DEFENCE PROD. & SVS.

DEBRIEFING OF MISSION MEMBERS SHOWED ENCOURAGING RESULTS. MANY MISSION MEMBERS REQUESTED FURTHER INFORMATION ON CDN CAPABILITY IN SPECIFIC DEFENSE PRODUCTS. THESE ARE CURRENTLY BEING FOLLOWED UP.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

POST : 504-BANGKOK

EXPORT DEVELOPMENT CORPORATION MISSION TO THAILAND. PRES OF
EDC VISITED WITH MAJOR POTENTIAL THAI CLIENTS; (02) B. C.
HOUSING MISSION; (03) B. C. AGRICULTURE MISSION (DONATION OF
DAIRY CATTLE TO MINISTER OF AGRICULTURE); (04) REPORT ON IN-
VESTMENT DATA FOR CONFERENCE BOARD OF CDA; (05) SPECIAL SUP-
PORT TO DERLIKON FOR THAI REQUIREMENT OF ADATS; (06) LECTURE
TO CHULALONGKORN UNIVERSITY ON FREE TRADE AGREEMENT; (07) RE-
PORT ON EASTERN SEABOARD PROJECT; (08) DEFENCE MARKET PROFILE;
ADB PROJECT SUMMARY
VISIT OF ALBERTA MINISTER OF INT'L TRADE, LARRY SHABEN

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 534-CANBERRA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DEVELOP & ENCOURAGE CLOSER WORKING RELATIONSHIP BETWEEN CANADIAN AND AUSTRALIAN DEFENCE INDUSTRIES PARTICULARLY FOR MUNITIONS AND THE CANADIAN AND AUSTRALIAN SUBMARINE PROJECTS.

DETERMINE AUSTRALIAN ASSESSMENT OF CRV-7 ROCKETS, ESTABLISH POTENTIAL FOR CANADIAN EW AND C3 EQUIPMENT.

CONTINUE SUPPORT OF CPF INDUSTRY TEAM IN PARTICIPATION ON AUSTRALIAN NEW SUNFIRE COMBATANT PROGRAM.

ESTABLISH CONNECTION BETWEEN CANADIAN AND AUSTRALIAN F-18 SYSTEM AND COMPONENT MANUFACTURERS.

DETERMINE COMPUTABILITY OF CANADIAN & AUSTRALIAN DEVELOPMENTS IN TOWED AWAY SYSTEMS AND SIGNAL PROCESSING.

ESTABLISH POTENTIAL FOR CANADIAN PARTICIPATION IN UPCOMING AUSTRALIAN DEFENCE DEPT. GLOBAL POSITIONING SYSTEMS REQUIREMENTS.

CO-PRODUCTION, TECHNOLOGY EXCHANGE & POSSIBLE CO-OPERATION IN THIRD COUNTRY MARKETS.

SIGNED CONTRACT FOR CRV-7 ROCKETS AND SALES OF EW AND C3 EQUIPMENT.

CANADIAN TO SUCCESSFULLY WIN THE CONTRACT FOR SUPPORT SYSTEMS PORTION OF PROJECT.

PROSPECT OF CANADIAN SYSTEM/COMPONENT MANUFACTURERS SUPPLYING FOR AUSTRALIAN PLANES.

CANADIAN SUPPLIERS TO PARTICIPATE IN AUSTASS PROJECT.

CANADIAN COMPANIES COULD ACHIEVED MAJOR INVOLVEMENT AS AUSTRALIANS IN EARLY STAGES OF DEFINING REQ'TS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGE AGREEMENT BETWEEN CANADA AND AUSTRALIA ON COOPERATION BETWEEN OUR RESPECTIVE DEFENCE INDUSTRIES.

AUSTRALIAN TEAM DISCUSSED COOPERATION WITH DEFENCE PROGRAMS BUREAU, DRIE & NDHQ IN OTTAWA. AGREED TO PURSUE WITH EXCHANGE OF LETTERS BETWEEN MINISTERS.

QUARTER: 1 CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S EFFORTS TO HAVE CDN PATROL FRIGATE SHORTLISTED AMONGST POSSIBLE DESIGNERS FOR AUSTRALIAN NEW SURFACE COMBATANT.

VISIT OF AUSTRALIAN CHIEF OF NAVAL MATERIAL TO OTTAWA. SJSL KEPT FULLY BRIEFED ON AUSTRALIAN NAVY'S DEVELOPING ACQUISITION STRATEGY. CPF EXPECTED TO BE ON SHORTLIST OF DESIGNERS.

QUARTER: 2 ENCOURAGE AGREEMENT BETWEEN CANADA AND AUSTRALIA ON COOPERATION BETWEEN OUR RESPECTIVE DEFENCE INDUSTRIES.

DIALOGUE CONTINUED WITH AUSTRALIAN DOD OFFICIALS IN ORDER TO ARRANGE EXCHANGE OF LETTERS BETWEEN MINISTERS. DRAFTS TO BE REVIEWED DURING TDD VISIT IN NOVEMBER.

QUARTER: 2 CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S EFFORTS TO HAVE CANADIAN PATROL FRIGATE SHORTLISTED AMONGST POSSIBLE DESIGNERS FOR AUSTRALIAN NEW SURFACE COMBATANT.

CANADIAN PATROL FRIGATE NOT ONE OF DESIGNS RETAINED ON SHORTLIST. EMPHASIS SHIFTED TO ENABLE CANADIAN SUBCONTRACTOR TO BE ABLE TO SUPPLY TO OTHER SHIP DESIGNERS STILL IN CONTENTION AND POTENTIAL PRIME CONTRACTORS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 534-CANBERRA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
AUSTRALIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 2 ORGANIZATION OF DEFENCE JOURNALIST (TOM MUIR)
VISIT OT CANADA UNDER PTI PROGRAM.
- QUARTER: 3 ENCOURAGE AGREEMENT BETWEEN CDA & AUSTRALIA ON
COOPERATION BETWEEN OUR RESPECTIVE DEFENCE
INDUSTRIES.
- QUARTER: 3 CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S
EFFORTS TO HAVE CDN PATROL FRIGATE SHORTLISTED
AMONGST POSSIBLE DESIGNERS FOR AUSTRALIAN NEW
SURFACE COMBATANT.
- QUARTER: 3 VISIT OF DEFENCE JOURNALIST (TOM MUIR) TO CDA
UNDER PTI PROGRAM (SEPT 28-9/87).

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

AFTER CONSIDERABLE DISCUSSION WITH MUIR AND
EXTOTT/TDO EXCELLENT PROGRAM WORKED OUT FOR
SEPTEMBER 28 - OCTOBER 9 VISIT.

DIALOGUE CONTINUED WITH AUSTRALIAN DOD OFFICIALS
DURING TDD VISIT IN NOVEMBER.

CDN PATROL FRIGATE NOT ONE OF DESIGNS RETAINED
ON SHORTLIST. EMPHASIS SHIFTED TO ENABLE CDN SUB-
CONTRACTOR TO BE ABLE TO SUPPLY TO OTHER SHIP
DESIGNERS STILL IN CONTENTION & POTENTIAL PRIME
CONTRACTORS.

MUIR HAD EXCELLENT SERIES OF CALLS IN CDA. HAS
SUBSEQUENTLY WRITTEN ARTICLE IN DEFENCE CON-
TRACTOR WITH ANOTHER TO COME & IS PROPOSING NEW
DEFENCE NEWSLETTER TO ADVISE CDN FIRMS OF AUS-
TRALIAN OPPORTUNITIES.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 534-CANBERRA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

DEPT OF AVIATION (DOA) UPGRADING OF FLIGHT DATA PROCESSING SYSTEM (FDPS) AND NAT. AERONAUTICAL INFORMATION PROCESSING SYSTEMS (NAIPS) 5 CDN COMPANIES HAVE BID ON PROJ. WE WILL CONTINUE TO LIAISE WITH DOA & ASSIST THESE COMPANIES.

ONE CANADIAN COMPANY MAY BE SUCCESSFUL IN WINNING CONTRACT.

ORGANIZE VISIT TO CANADA BY DOA OFFICIALS INVOLVED IN UPGRADE OF AIR TRAFFIC CONTROL SYSTEMS.

HIGH INVOLVEMENT BY CANADIAN COMPANIES IN FUTURE TENDERS FOR UPGRADING.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MONITORING OF DEPT OF AVIATION PROJECTS OF FLIGHT DATA PROCESSING SYSTEM AND NATIONAL AERONAUTICAL INFORMATION PROCESSING SYSTEM.

ONGOING MONITORING OF DOA FDPS TENDER. DOA ARE DOWN TO ONE MAIN CONTENDER BUT INTEND KEEPING 2 OTHER CO'S 'ON HOLD'. NAIPS TENDER IS TO BE RE-QUOTED AS SPECS FOR THIS PROJECT HAVE ALTERED. CDN CO'S PURSUING THIS & FUTURE DOA PROSPECTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
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OECD-CIME-EXTRATERRITORIALY-AUST. VIEWS-CONSULT/REPORT
BEEF/VEAL EXPORTS TO CDA-CONSULT/REPORT ON AUST. CONCERNS
REPORT ON N. Z. CANNED ASPARAGUS EXPORT TO AUST. DOCUMENT FOR
FRASER VALLEY FOODS; (04)REPORT ON AUSTRALIAN CANNED FRUIT
INDUSTRY FOR FRASER VALLEY FOODS.

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 524-DHAKA

007-POWER & ENERGY EQUIP. & SERV.
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REINFORCE CANADIAN REPUTATION AS SUPPLIER OF QUALITY EQUIPMENT
THROUGH PERIODIC CALLS ON BANGLADESH POWER DEVELOPMENT BOARD.

INCREASE NUMBER OF CANADIAN FIRMS PARTICIPATING
IN BIDS ON BPDB PROJECTS.

OBTAIN INFORMATION ON KOREAN COMPETITION IN BANGLADESH AND RECENT
PURCHASE PRICES BY BPDB FROM KOREA.

HELP CANADIAN SUPPLIERS TO OFFER COMPETITIVE
BIDS IN FUTURE.

INVESTIGATE REQUIREMENTS FOR PLANNED IFI PROJECTS.

INCREASE NUMBER OF CANADIAN FIRMS COMPETING
IN THIS SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 INVESTIGATE REQUIREMENTS FOR PLANNED IFI PRO-
JECTS.

REVIEWED FORTHCOMING TENDERS BY RURAL ELECTRI-
FICATION BOARD.

QUARTER: 3 RESPONSIVE ACTIVITY ONLY

TENDER ALERTS TTD DRIE ON FEW NEW PDB PROJECTS.

QUARTER: 4 -----

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POST : 524-DHAKA

009-FOREST PRODUCTS, EQUIP, SERVICES
BANGLADESH

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSOLIDATE CANADIAN REPUTATION AS A LEADER IN THIS SECTOR
THROUGH PERIODIC CALLS ON GOVERNMENT OF BANGLADESH
DECISION MAKERS.

TO OBTAIN FROM FORESTRY DEPARTMENT EARLY
ADVICE ON TERMS OF REFERENCE FOR NEW PROJECTS

PROMOTION OF CANADIAN CAPABILITY BY DISTRIBUTING CANADIAN
COMPANIES BROCHURES.

OBTAIN FORESTRY DEPARTMENT ASSURANCE THAT CDN
COMPANIES WILL BE WELCOME BIDDERS/SUPPLIERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 DISCUSS IMPENDING CONSULTANCIES.

NO ACTION AS FORESTRY DEPARTMENT PLANNING STILL
IN DISARRAY.

QUARTER: 3
DISCUSS IMPENDING CONSULTANCIES

POSTPONED OWIG TO STAFF ABSENCES.

QUARTER: 4 -----

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 524-DHAKA

016-INDUSTRIAL MACHIN, PLANTS, SERV.
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

STUDY POSSIBILITY OF MAKING CANADIAN PROPOSAL FOR BALANCING AND
MODERNIZATION OF FERTILIZER PLANT WITH CANADIAN EQUIPMENT UNDER
EDC FINANCING.

MODEST INITIAL SALES OF CANADIAN
EQUIPMENT IN THIS SECTOR.

INVESTIGATE POTENTIAL COMPETITORS OF PROPOSED JOINT VENTURE
CEMENT MANUFACTURING PLANT TO USE CANADIAN TECHNOLOGY
AND EQUIPMENT.

PROVIDE CANADIAN EQUIPMENT MANUFACTURERS WITH
ADDITIONAL MARKETING OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 STUDY POSSIBILITY OF MODERNIZING FERTILIZER
PLANT UNDER EDC FINANCING.

CANCELLED, AS EXECUTING AGENCY SECURED AID
FINANCING.

QUARTER: 3 INVESTIGATE POTENTIAL COMPETITION TO PROPOSED
JOINT VENTURE IN CEMENT.

CANCELLED, AS CANADIAN INVESTOR HAS DELAYED
FURTHER INVESTIGATIONS UNTIL LATER IN YEAR.

QUARTER: 4 -----

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 524-DHAKA

O11-OIL & GAS EQUIPMENT, SERVICES
BANGLADESH

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PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSOLIDATE CANADIAN REPUTATION AS A LEADER IN THIS SECTOR
THROUGH PERIODIC CALLS ON GOVERNMENT OF BANGLADESH
DECISION MAKERS.

INCREASED CANADIAN PARTICIPATION IN
PROJECT PROCUREMENT IN THIS SECTOR.

OBTAIN INFORMATION ON DUTCH, USA, U.K., JAPANESE AND FRENCH COM-
PETITION IN BANGLADESH AND RECENT PURCHASE PRICES FROM THESE
COUNTRIES BY BANGLADESH OIL AND GAS CORPORATION.

HELP CANADIAN SUPPLIERS TO OFFER COMPETITIVE
BIDS IN FUTURE TENDERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 ANALYSE RECENT WINNING BIDS ON INTERNATIONAL
TENDERS.

DEFERRED OWING TO DELAYED RECRUITMENT OF COMMER-
CIAL OFFICER.

QUARTER: 3 REVIEW RECENT MARKET PERFORMANCE OF MAJOR
COMPETITORS.

POSTPONED IN LIGHT OF LOCAL POLITICAL
DISTURBANCES.

QUARTER: 4 -----

REPORT 4
88/03/16

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

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POST : 524-DHAKA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AGRICULTURE MINISTRY PLANS TO BUY FOUR TWIN OTTERS, BUT LACKS FINANCING. DEHAVILLAND IS INTERESTED. WE WILL WORK CLOSELY WITH CIDA AND EDC TO EXPLORE POSSIBLE FINANCING MECHANISMS.

CIDA WILL PROBABLY COVER PART OF THE REQUIREMENT UNDER AISP.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 EXPLORE AIRCRAFT PROCUREMENT PLANS OF GOBD.

ARRANGED FACTORY VISITS IN CANADA FOR CONFIDANT OF DECISION-MAKERS.

QUARTER: 3 EXPLORE GOBD INTEREST IN TWIN OTTER.

DROPPED, OWING TO TERMINATION OF PRODUCTION.

QUARTER: 4 -----

REPORT 4A
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

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POST : 524-DHAKA

-PROGRAM MAAGER ABSENT FOR FOUR WEEKS ON TD AT VNCVR CHOGM.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 502-HONG KONG

001-AGRI & FOOD PRODUCTS & SERVICE
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

| | |
|---|---------------|
| FOOD & BEVERAGE CANADA - MARCH 87 | C\$10,000,000 |
| CANADIAN FOOD WEEK AT MAXIM'S RESTAURANT | C\$300,000 |
| IN-STORE PROMOTION (DAH CHONG HONG LTD)-NOV 86 | C\$300,000 |
| BASED ON RESULT OF THE FOOD & BEVERAGE CANADA '87, IF SUCCESSFULL, WILL PLAN SAME TYPE OF SHOW IN 1988 | C\$500,000 |
| BEEF PROMOTION IN HOTELS | C\$200,000 |
| IN-STORE PROMOTION ON SOME OF THE SUPERMARKET CHAINS | C\$400,000 |

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOOD AND BEVERAGE '87 (MAR. 87) F+B PARTICIPANTS TO BE FOLLOWED UP. FOOD AND BEVERAGE '88. FOLLOW UP VISITS TO HK BY ALL EXHIBITORS AT F+B '87. INSTORE PROMOTIONS OVER FY87/88. BEEF PROMOTIONS IN HOTELS.

COMPLETED. C\$6 M DIRECT SALES. AGENTS FOUND. FOLLOWUP DONE. DEFERRED TO FY88/89. PEMD FOLLOWUP SUBSTITUTED. PEMD APPROVED. VISITS EXPECTED OVER YEAR. PLANNING UNDERWAY WITH 3 SUPERMARKETS. NTS FUNDS APPROVED. ALTA GOVT PLANNING UNDER WAY.

QUARTER: 1 FOOD & BEVERAGE '87 (MAR '87). F+B FOLLOWUP WITH PARTICIPANTS. FOOD & BEVERAGE '88. FOLLOWUP VISITS TO HK BY ALL EXHIBITORS AT F+B '87. INSTORE PROMOTIONS OVER FY87/88. FISH PROMOTIONS IN HOTELS.

COMPLETED. C\$6 M DIRECT SALES. AGENTS FOUND. FOLLOWUP DONE. DEFERRED TO FY88/89. PEMD FOLLOWUP SUBSTITUTED. PEMD APPROVED. VISITS EXPECTED OVER YEAR. PLANNING UNDERWAY WITH 3 SUPERMARKETS. NTS FUNDS APPROVED. B.C. GOVT PLANNING UNDERWAY.

QUARTER: 2 FOLLOW UP VISITS TO HK BY ALL EXHIBITORS AT FOOD AND BEVERAGE 87. BEEF PROMOTION IN HOTELS WITH ALBERTA GOVERNMENT.

-INITIATED FOLLOW UP PROCESS WITH OTTAWA AND DRIE ROS. NO RESPONSE. -ADVANCED PLANNING STAGES WITH DAH CHONG HONG FOR MULTI-EVENT MARCH 88 PROMOTION. -COMPLETED.

QUARTER: 3 -MAJOR IN-STORE PROMOTIONS.
-PEMD FOLLOW-UP BY EXHIBITORS AT FOOD/BEVER. '87

-PLANNING/PREP. FOR MAJOR IN-STORE PROMOTION, MARCH 88. -NEGO UNDERWAY FOR INSTORE PROMOTIONS IN JAP. DEPT. STORES/RESTAURANTS. -POST INITIATED PEMD FOLLOW-UP; HAS NOT RESULTED IN APPLICATIONS TO DRIE RO.

QUARTER: 4 -----

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 502-HONG KONG

002-FISHERIES, SEA PRODUCTS & SERV.
HONG KONG

| PLANNING: | ACTIVITIES PROPOSED IN POST PLAN: | ANTICIPATED RESULTS: |
|-----------|---|----------------------|
| | FISH & SHELLFISH & OTHER PROD | |
| | FOOD & BEVERAGE CANADA 87 - MARCH 87 | C\$2,000,000. |
| | CANADIAN FOOD WEEK AT MAXIM'S RESTAURANT | C\$200,000 |
| | FOOD PROMOTION - DAH CHONG HONG - NOV 86 | C\$300,000 |
| | BASED ON THE RESULT OF ABOVE, IF SUCCESSFULL, WILL PLAN SAME TYPE OF SHOW IN 1988 | C\$500,000 |
| | PLANNING TO RUN IN-STORE PROMOTION ON SOME OF THE SUPERMARKET CHAINS. | C\$ 400,000. |

| TRACKING: | ACTIVITIES UNDERTAKEN IN QUARTER: | QUARTERLY RESULTS REPORTED: |
|-----------|--|-----------------------------|
| | QUARTER: 1 ----- | |
| | QUARTER: 2 FOLLOW UP VISITS TO HK RE FOOD AND BEVERAGE 87. | SEE ABOVE. |
| | QUARTER: 3 SAME AS AGRICULTURE SECTOR. | SAME AS AGRICULTURE SECTOR. |
| | QUARTER: 4 ----- | |

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 502-HONG KONG

005-COMM. & INFORM. EQP. & SERV
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

CANADIAN CONSULTING AND EQUIPMENT MARKETING AND SALES TO CABLE TV INDUSTRY.

\$1,000,000

PROMOTION OF VIDEOTEXT TO CABLE TV INDUSTRY.

SALES TO CABLE TV AND OTHER OPERATORS
\$500,000.

ADDITIONAL PROMOTION OF X.25 DEVICES TO HONG KONG MARKET.

ESTABLISH CANADA AS BEST SOURCE OF X.25
PRODUCTS \$2,000,000.

COMPUTERS, SOFTWARE & SYSTEMS

SOFTWARE AND COMPUTER SERVICES MARKETING STUDY.

GUIDANCE TO CANADIAN INDUSTRY. SET PRIORITIES
\$1,000,000.

IN-HOUSE DEMONSTRATION AND SEMINARS BY COMPANIES.

DISTRIBUTION CONTRACTS, P.R. \$ 500,000.

INFORMATION BROCHURE TO HONG KONG INDUSTRY ON PERIPHERALS AND SOFTWARE.

SOURCING OF PRODUCT FROM CANADA \$1,000,000.

MEDIA CAMPAIGN TO ENHANCE AWARENESS OF CANADIAN CAPABILITIES.

PUBLIC ATTENTION, INTEREST.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SOFTWARE '87/AUTOTECH '87 COSPONSORSHIP. MEDIA CAMPAIGN ON CDN TECHNOLOGY. SOFTWARE MISSION (APR. 87) SOFTWARE MARKETING STUDY. INHOUSE DEMONSTRATIONS /SEMINARS. INFORMATION BROCHURE ON CDN SOFTWARE. PROMOTION IF VIDEOTEXT TO CATV, X.25 PROMO

ACCOMPLISHED. PUBLICITY EXPECTED FALL 87 IN PLANNING. DONE \$400,000 SALES, 3 AGENTS APPOINTED. RETURN VISITS. DONE REPORTS GOING OUT TO PROVS + CD D/DEA. EXPECTED LATER IN FY87/88. IN PLANNING. BUDGET BEING SOUGHT. UNDERWAY. LTD SUCCESS WITH X/

QUARTER: 2 -SOFTWARE 87, AUTOTECH 87, COSPONSORSHIP. -TELECOMMUNICATIONS MARKET STUDY. -WIN EXPORT SOFTWARE STUDY.

-IN FINAL PLANNING STAGES. -TO BE AWARDED IN NEXT QUARTER. -MAJOR INVOLVEMENT IN ISSUING AND EVALUATING PROPOSALS, ETC. -IN HOUSE DEMONSTRATION/COGNOS. -MAJOR SUPPORT FOR \$55MN POLICE TELECOM PROJ. -SUPP. TO CDN CO RESULTING IN C\$25M

QUARTER: 3 -IN-HOUSE PRODUCT DEMOS AD SEMINARS. -PROMOTIONS TO CABLE TV INDUSTRY. -MEDIA AD DIRECT MAIL PROMOTIONS.

-PRODUCT DEMO TO HK POLIC BY MDI: SEMINAR SERIES BY INSTRUMENTATION MISSION/DEMOS BY UTLAS. -BOTH NETWORK PROPONENTS LINED UP CDN SUPPLIERS. -1987 OFFICE MACHINES SALES SHARPLY UP. -NEW CDN SUPPLIERS PURSUING LARGE GOVT PROJ. -MARKET STUDY

QUARTER: 4 -----

POST : 502-HONG KONG

015-CONSTRUCTION INDUSTRY
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUILDING PRODUCTS

PROMOTION OF BUILDING PRODUCTS BY A)LOCATING SUITABLE AGENTS FOR
CDN SUPPLIERS B)MAILING CAMPAIGN C)ASSISTING AGENTS TO CONTACT
PROJECT DEVELOPERS/ARCHITECTS.

1986: C\$1.5 MILLION. 1987: C\$ 1 TO 1.5 MILLION

PROMOTION OF BUILDING PRODUCTS BY A)LOCATING SUITABLE AGENTS FOR
CDN SUPPLIERS B)MAILING CAMPAIGN C)ASSISTING AGENTS TO CONTACT
PROJECT DEVELOPERS/ARCHITECTS.

1987: C\$1.5 MILLION. 1988: C\$2.0 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IBEX ' 87 PAVILLION
MONITORING MAJOR CONSTRUCTION PROJECTS.

EXHIBITORS FROM CDA. \$7-8 MIO. SALES I AGENT
INTELLIGENCE TO EXPORTERS AS REQUIRED.

QUARTER: 2 -IBEX 87.
-MAJOR HK PROJECTS.

-FOLLOW UP WITH CDN PARTICIPANTS.
-ONE MAJOR PROJECT LEAD RESULTED IN MAJOR SALE
OF C\$6.5 MILLION IN BUILDING PRODUCTS.

QUARTER: 3 -LOCATE AGENTS FOR CDN SUPPLIERS.
-ASSIST AGENTS TO IDENTIFY HK PROJECTS/DEVELOPER

-ASSISTED ONTARIO HOUSING MISSION TO FIND AGENTS
AND BUYERS; FOLLOWUP.
-SALES OF WOOD FLOORING, PLYWOOD.

QUARTER: 4 -----



PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

ELECTRONICS EQUIP. & SERV CONSUMER ELECTRONICS
INDIVIDUAL CONTACTS BASED ON MARKET KNOWLEDGE OF AND PERSONAL
ACQUAINTANCES IN HONG KONG ELECTRONICS INDUSTRY.

5-15% OF CONTACTS WILL INVEST: IMPOSSIBLE
TO QUANTIFY IN DOLLARS OR JOBS CREATED IN
CANADA.

CONSUMER PRODUCTS APPAREL (CLOTH, FUR, SHOES) TEXT
RESPOND TO INITIATIVES BY HONG KONG BUSINESSMEN OR INDUSTRIALISTS IN
CONSUMER PRODUCTS (IE. APPAREL/TEXTILES) INDUSTRY.

15-25% OF CONTACTS WILL INVEST: IMPOSSIBLE
TO QUANTIFY IN DOLLARS OR JOBS CREATED IN
CANADA.

COMM. & INFORM. EQP. & SERV TELECOMMUNICATIONS (INC SPACE)
RESPOND TO INITIATIVES BY CANADIAN ENQUIRERS FOR CAPITAL INVESTMENT
FROM HONG KONG IN COMMUNICATIONS AND INFORMATICS SECTORS THROUGH
INDIVIDUAL CONTACTS, LUNCHEON SEMINARS, (POSSIBLY DURING HIGH LEVEL
MINISTERIAL VISIT(S)).

1-5% OF CONTACTS WILL FIND INVESTORS:
IMPOSSIBLE TO QUANTIFY IN DOLLARS OR
JOBS CREATED IN CANADA.

CONSUMER PRODUCTS LEISURE PROD. TOOLS HARDWARE
SECTORIAL DIRECT MAILPIECES, PRE-SCREENED AND TARGETTED TO CONSUMER
PRODUCTS (IE. MACHINE TOOLS (HARDWARE SUPPLIES) SECTOR.

5-25% OF CONTACTS WILL INVEST: IMPOSSIBLE
TO QUANTIFY IN DOLLARS OR JOBS CREATED
IN CANADA.

SERVICE INDUSTRIES TOURISM
INFORMATION MEETINGS FOR HONG KONG INVESTORS (CORPORATIONS) BY
VISITING CHAMBERS OF COMMERCE AND LOCAL CDN TOURISM ASSOCIATIONS.

1-10% OF (INDIRECT) CONTACTS WILL INVEST:
IMPOSSIBLE TO QUANTIFY IN DOLLARS OR JOBS
CREATED IN CANADA.

NON SECTORALLY ORIENTED ACTIVITIES

COOPERATION WITH PROVINCIAL OFFICES THROUGH REGULAR MEETINGS AND
REFERRALS OF SPECIFIC PROVINCE TARGETTED INVESTORS PROJECTS.

RESULTS WILL DEPEND ON SUPP. FM PROV'L
OFF. : 15-25% OF ENQUIRIES INITIATED IN HK
WILL RESULT IN INVSTMT; 1-5% OF ENQUIRIES
INITIATED IN CDA WILL RESULT IN INVSTMT.

ONGOING LIAISON WITH AND REFERRAL OF ENQUIRIES TO CANADIAN LEGAL
FIRMS, BANKS AND ACCOUNTANTS IN HONG KONG.

10-15% OF ENQUIRIES PURSUED WILL RESULT IN
INVESTMENT.

MEETINGS WITH PROFESSIONALS (IE. CDN LAWYERS, BANKERS, ACCOUNTANTS,
AND BROKERS RESIDENT IN HONG KONG), TO MONITOR PROGRESS OF ENQUIRIES.

MORE ACCURATE ESTIMATE OF VALUE AND
DIRECTION OF BOTH DIRECT AND PORTFOLIO
INVESTMENTS FROM HONG KONG INTO CANADA.

502 - HONG KONG

HONG KONG

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

N/A

N/A

QUARTER : 2

ONE-ON-ONE COUNSELLING OF POTENTIAL INVESTORS;
OCCASIONAL SMALL INTERRELATED GROUP MEETINGS;
HOSPITALITY; OBTAINING OF DETAILED SECTOR -
SPECIFIC INFORMATION.

ESTABL. OF SALES OFFICE FOR HK MADE GARMENTS,
MTL, PQ; (2ND SUBSIDIARY OFFICE OF GUANGDONG
PROV'L OFFICE IN EDMNTN, ALTA, STILL UNDER NEGO-
TIATION DURING QUARTER). ONE RETAIL SHOP PURCHASE
IN VNCVR, BEING FIRST STOP IN MAJOR HIGH FASHION
APPAREL BUSINESS IN B. C. & ONT.; (NEGOTIA'NS ARE
ADVANCING IN SEVERAL MAJOR PROJS). ACTUAL TOTAL
INVTMTS IN QUARTER: C\$300, 00; NUMBER OF JOBS
CREATED: 5; + UNSPECIFIED \$ & JOBS IN SECOND OF
ABOVE RESULTS. (ABOVE NEGOTIA'NS SHOULD SOON

QUARTER : 3

ONE-ON-ONE COUNSELLING OF POTENTIAL INVESTORS;
OCCASIONAL SMALL INTERRELATED GROUP MEETINGS;
HOSPITALITY; OBTAINING OF DETAILED SECTOR -
SPECIFIC INFORMATION; DIRECT MAIL CAMPAIGN TO
'NETWORK'.

1. JOINT VENTURE FOOD PROCESSING & CATERING OPERA-
TION, DRILLIA, ONT. 2. ESTABLISHMENT OF OFFICE
FOR PAD PRINTERY, PENDING LOCATIONAL DECISION ON
MANUFACTURING OPERATION, TOR. ONT. 3. ELEC/PLASTIC
DISTRIBUTION OFFICE ESTABLISHED, MSSGA, ONT.
4. ESTABLISHMENT BY GUANGDONG DEVP LTD. PROVIN-
CIAL-BACKED OPERATION OF HEAVIER SOURCING OFFICE
5. ACQUISITION BY HK INVESTORS GROUP OF 2 JEWEL-
LERY RETAIL SHOPS. 6. OPENING OF CHINA TRAVEL
SERVICE. 7. ACQUISITION OF 2 FASHION OUTLETS.

QUARTER : 4

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

POST : 502-HONG KONG

MAYOR JEAN DORE OF MONTREAL AND DELEGATION OF 17 MEMBERS.
-HON SAVAGE, BC MIN OF AGR./FISH, 3 MEMBERS. -HON. BOB
ANDREW, SASKAT. MIN OF ECONOMIC DEVP/TRADE, 3 MEMBERS.
-MAYOR DAVID BURR OF WINDSOR AND DELEGATION OF 8 MEMBERS.
-HON. DANIEL JOHNSON, QUEBEC MIN OF INDUSTRY/COMM. MISSION
6 MEMBERS. -NORTHWEST TERRITORIES BUSINESS COUNCIL MISSION,
20 MEMBERS. -HON. JOHN WISE, CANADA MIN OF AGR., 6 MEMBERS.
-HON. LEROY FJORDBOTTEN, ALBERTA MIN OF FORESTRY, LAND AND
WILDLIFE MISSION, 14 MEMBERS. -HON. SHABEN, ALBERTA MIN OF
ECONOMIC DEVELOPMENT AND TRADE VISIT; HON. ORMAN, ALBERTA
MIN OF CAREER DEVELOPMENT AND EMPLOYMENT VISIT. -HON. PETER
ELZINGA, ALBERTA MINISTER OF AGR. VISIT. -PREMIER WILLIAM
VANDER SALM, BC PREMIER, 5 MEMBERS MISSION. -ALBERTA
AGRICULTURE MISSION, 4 MEMBERS. -INSTRUMENTTION MISSION,
10 MEMBERS. -HON. HOWARD PAWLEY, PREMIER OF MANITOBA MISSION
WITH HON. E. KOSTYRA, MINISTER OF FINANCE AND HON. VIC
SCHRODER, MINISTER OF INDUSTRY, TRADE AND TECH. AND HON.
GERRY STORRIE, MIN. OF ENERGY, MINES. -QUEBEC MINISTRY OF
TOURISM MISSION, 2 MEMBERS. -TRADE & INVEST. DELEGATION
FROM NEW BRUNSWICK, 5 MEMBERS. -EDC PRESIDENT VISIT.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 521-ISLAMABAD

007-POWER & ENERGY EQUIP. & SERV.
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUED LIAISON WITH SENIOR MANAGEMENT OF WAPDA TO RESOLVE TARBELA TURBINE DISPUTE.

LOBBYING WITH WAPDA AND GOVERNMENT OF PAKISTAN TO OBTAIN APPROVAL FOR A FEASIBILITY STUDY INTO A LOW HEAD HYDRO PROJECT.

LOBBYING WITH WAPDA TO SUPPORT CANADIAN COMPANIES PURSUING THE WORLD BANK'S COASTAL COAL FIRED POWER PROJECT FEASIBILITY STUDY.

UPDATING OF POST'S BRIEFING NOTES ON THE POWER SECTOR WITH NEW SECTIONS ON WAPDA'S DECISION MAKING PROCESS.

LOBBYING WITH WAPDA FOR AWARD OF A LOW HEAD POWER PROJECT ON A NEGOTIATED BASIS.

MONITORING OF GOP DELIBERATIONS FOR A US\$5 BILLION KALABAGH DAM PROJECT.

AWARD OF FOUR LARGE TURBINES TO A CANADIAN SUPPLIER WORTH C\$68 MILLION OVER 3-4 YEARS.

AWARD OF A FEASIBILITY STUDY UNDER CIDA CPPF PROGRAM WORTH C\$0.5- 1.4 MM.

SHORTLISTING OF AT LEAST ONE CANADIAN COMPANY FOR THIS STUDY WORTH C\$ 1-3 MM.

BETTER PREPARATION FOR BUSINESSMEN SEEKING WAPDA PROJECTS.

BEGINNING OF CONTRACT NEGOTIATION FOR A LOW HEAD PROJECT WORTH C\$100-150 MM.

FORMATION OF CANADIAN CONSORTIUM TO PURSUE POWER HOUSE TENDERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RESOLVE TARBELA DISPUTE. - OBTAIN FEASIBILITY STUDY FOR LOW HEAD POWER. WIN COASTAL COAL FIRED POWER STUDY.

TARBELA RESOLVED. CONTRACT NEGOTIATIONS WITH DOMINION BRIDGE-SULZER UNDERWAY. COASTAL COAL POWER STUDY NOT YET AWARDED.

QUARTER: 2 WIN FEASIBILITY STUDIES FOR: -KESC'S 200 MW OIL FIRED POWER STATION. -COASTAL COAL FIRED POWER STATION.

-FEASIBILITY STUDY HAS BEEN SUBMITTED BY W.P. LONDON/SNC AND IS BEING EVALUATED BY MINISTRY OF WATER AND POWER. -FEASIBILITY STUDY HAS BEEN SUBMITTED BY SHAWINIGAN INTEG AND IS BEING EVALUATED BY WAPDA.

QUARTER: 3 WIN FEASIBILITY STUDY FOR COASTAL COAL FIRED POWER PROJECT (WAPDA).

SHAWINIGAN INTEG HAS NEGOTIATED FEASIBILITY CONTRACT WITH WAPDA IN NOVEMBER. WAPDA NOW AWAITING WORLD BANK APPROVAL.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 521-ISLAMABAD

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

LOBBYING WITH PTT AND MINISTRY OF COMMUNICATIONS TO OBTAIN A
"NO OBJECTION CERTIFICATE" FOR CANADIAN-MADE PABX EQUIPMENT.

IMPLEMENTATION OF AT LEAST ONE JOINT-VENTURE
WITH A LOCAL COMPANY BEFORE THE END OF CFY
86/7.

PROMOTION OF A CANADA-PAKISTAN SCIENTIFIC COOPERATION AGREEMENT
WITH SUPARCO FOCUSED UPON REMOTE SENSING AND SATELLITE TELECOM-
MUNICATIONS.

START A DIALOGUE BETWEEN EXT AFF HQ AND
GOVERNMENT OF PAKISTAN ON A POSSIBLE
AGREEMENT.

PREPARATION OF MARKETING REPORT ON PTT'S MODERNIZATION PLAN AND
DISSEMINATION TO CANADIAN EXPORTERS.

DISSEMINATION OF ADVANCE INFORMATION ON PTT'S
REQUIREMENTS LEADING TO MINIMUM TWO CANADIAN
BIDS ON ITS TENDERS.

PROMOTION OF MAJOR CANADIAN MANUFACTURERS WITH PTT AND GOVERNMENT
OF PAKISTAN.

NEW PROPOSALS BY AT LEAST ONE CDN COMPANY FOR
A LOCAL INVESTMENT IN TELECOMMUNICATIONS
EQUIPMENT MANUFACTURING

ASSISTANCE FOR NEGOTIATIONS LEADING TO A SCIENTIFIC COOPERATION
AGREEMENT WITH SUPARCO.

CONCLUSION OF AN AGREEMENT LEADING TO TECH-
NICAL EXCHANGE ON PAKISTAN'S SATELLITE
PROGRAM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 HELP NORTHERN TELECOM (NT). OBTAIN NO OBJECTION
CERTIFICATE FOR MITEL. PROMOTE CANADA-PAKISTAN SC-
IENTIFIC COOP AGREEMENT WITH SUPARCO. PREPARE
MARKETING REPORT.

NORTHERN TELECOM CANCELLED ITS HIGH LEVEL VISIT
TWICE & HAS MAJOR PROBLEM WITH ITS EXISTING CON-
TRACTS. NO OBJECTION CERTIFICATE OBTAINED. OUR
MARKETING REPORT PREPARED & DISTRIBUTED. BCI SUD-
DENTLY DROPPED PAK-A MAJOR BLOW TO OUR EFFORT.

QUARTER: 2 -HELP NORTH. TELECOM TO RESOLVE PABX PROBLEM
WITH PTT. -DETERMINE PTT'S INTENTION ABOUT
SECOND DIGITAL SWITCHING FACTORY. -PROMOTE CDA-
PAKISTAN SCIENTIFIC COOPERATION AGREEMENT WITH
SUPARCO.

-NT VISITED PTT IN AUGUST. BOTH ORGANIZATIONS
AGREED ON HOW TO RESOLVE PABX PROBLEM. -PTT
INTENDS TO REQUEST NT TO BID ON SECOND FACTORY.
-DRAFT AGREEMENT APPROVED BY GOVERNMENT OF
PAKISTAN.

QUARTER: 3 HELP NT TO RESOLVE PABX PROBLEM WITH PTT. HELP
PROMOTE NORTH. TELECOM'S EFFORTS TO BID FOR 2ND
DIGITAL SWITCHING FACTORY. PROMOTE CDA PAKISTAN
SCIENTIFIC COOPERATION AGREEMENT WITH SUPARCO.

NT HAS BEEN UNABLE TO RESOLVE PABX INTERFACE PRO-
BLEM. POST HAS URGED NT TO RESOLVE PROBLEM. NT/
NETAS PREPARING BID FOR 2ND DIGITAL FACTORY.
DRAFT AGREEMENT APPROVED BY GOV'T OF PAKISTAN
SENT TO OTTAWA FOR APPROVAL.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 521-ISLAMABAD

011-OIL & GAS EQUIPMENT, SERVICES
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WIDEN POSTS CONTACTS IN THE INDUSTRY BY IN-COUNTRY TRAVEL TO CALL
REGULARLY UPON SENIOR EXECUTIVES OF PRIVATE SECTOR OIL COMPANIES
AND PIPELINES.

ASSISTANCE TO CANADIAN COMPANY THAT HAS CONCLUDED NEGOTIATIONS
FOR A CONCESSION.

UPDATE MISSION BRIEFING NOTES ON THE OIL & GAS INDUSTRY & INCLUDE
INFORMATION ABOUT GRANTING OF OIL AND GAS CONCESSIONS.

ASSISTANCE TO SEVERAL CANADIAN EXPLORATION COMPANIES INTERESTED
IN CONCESSIONS.

WIDEN CANADIAN SALES PENETRATION BEYOND OGDC
AND INCREASE OUR MARKET SHARE.

SUCCESSFUL INITIAL PHASE OF CANADIAN
ACTIVITY IN THIS SECTOR.

HEIGHTENED INTEREST IN PAKISTAN FOR CANADIAN
CAPABILITIES PREPARATION BY EXPORTERS
VISITING THE MARKET.

SECOND CONCESSION GRANTED TO CANADIAN OIL AND
GAS EXPLORATION COMPANY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -ASSIST CANADIAN COMPANIES SEEKING PETROLEUM
CONCESSION AREAS IN PAKISTAN.

QUARTER: 3 ASSIST CDN COMPANIES SEEKING PETROLEUM CONCES-
SION AREAS IN PAKISTAN.

QUARTER: 4 -----

-ARRANGED PETRO-CANADA AND HOME OIL'S VISIT FOR
JOINT NEGOTIATIONS WITH GOVERNMENT OF PAKISTAN.
AGREEMENT EXPECTED TO BE SIGNED IN NEXT QUARTER.

PROMOTE PETROCAN & HOME OIL'S EFFORTS TO SIGN
AGREEMENTS WITH GOV'T OF PAKISTAN.

POST : 521-ISLAMABAD

003-GRAINS AND OILSEEDS
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OILSEEDS

NEGOTIATION OF (A) ADDITIONAL AFGHAN REFUGEE RELIEF AID AND (B) NEW BILATERAL (CDN/PAK) FOOD AID FOCUSSED UPON CANOLA OIL BY CIDA

MAINTENANCE OF \$5-6 MM SALE FOR AFGHAN RELIEF AND INTRODUCTION OF CANOLA OIL TO LOCAL MARKET. POSSIBLE COMBINED SALES OF UPTO \$20 MM IN FY 86/7.

FOLLOW UP UPON CANOLA OIL MISSION SCHEDULED FOR JANUARY 87.

IDENTIFICATION & INTRODUCTION TO PAKISTAN OF AT LEAST 2 CANOLA OIL SUPPLIERS SERIOUSLY INTERESTED IN PAKISTANI MARKET. IDENTIFICATION OF TECHNICAL BARRIERS TO INTROD. OF CANOLA OIL

ESTABLISHMENT OF CLOSE RELATIONS WITH LOCAL AGENTS FOR CANOLA OIL SUPPLIERS (PROBABLY MITSUI & MITSUBISHI)

COORDINATED MARKETING ACTIVITY BY POST, AGENTS AND EXPORTERS.

PREPARATION OF ANNUAL SURVEY OF WHEAT, COARSE GRAINS & OILSEEDS MARKET.

PROVIDE BASIC MARKET INFORMATION TO BUREAU FOR DISSEMINATION TO INDUSTRY.

PRESENTATION ON CANADIAN CAPABILITY BY INDEPENDENT OIL SEED EXPERT DURING PLANNED COMMODITY FORUM.

ENHANCE CANOLA OIL REPUTATION AS DEPENDABLE SUBSTITUTE FOR SOYABEAN OIL.

INTENSIFY VISITS UPON GHEE CORPORATION IN LAHORE AND PRIVATE OIL SEED CRUSHERS AND BROKERS.

OBTAIN ADVANCE INFORMATION ABOUT GHEE CORP SOFT VEGETABLE OIL TENDERS. ENSURE AT LEAST TWO BIDS ON GHEE CORP TENDERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEGOTIATION OF BILATERAL FOOD AID FOR CANOLA OIL BY CIDA. FOLLOW-UP ON CANOLA OIL MISSION. ESTABLISH CLOSE RELATION WITH PAK AGENTS OF CANOLA EXPORTERS.

\$13 MM CANOLA FOOD AID SHIPPED BY CIDA TO PAK. FORMATION OF CANOLA EXPORT CONSORTIUM FOR PAK IN WESTERN CDA. APPOINTMENT OF LOCAL AGENT BY CDN EXPORT CONSORTIUM. CIGI TRAINING COURSE FOR WAHEED KHAN.

QUARTER: 2 -ENSURE THAT FIRST LOT OF 26000 MT CANOLA OIL SUPPLIED BY CIDA TO PAKISTAN IS PROCESSED PROPERLY BY LOCAL COMPANIES, THUS ENHANCING ITS MARKET ACCEPTABILITY.

-CANOLA OIL TECHNICAL SEMINARS WERE HELD IN THREE CITIES. PROBLEMS ENCOUNTERED IN ITS PROCESSING WERE DISCUSSED AND SOLUTIONS RECOMMENDED -AS A RESULT, INTEREST IN CANOLA OIL INCREASED & SEVERAL IMPORT INQUIRIES WERE RECEIVED.

QUARTER: 3 ENCOURAGE CDN CANOLA CRUSHER COMPANIES TO MEET WITH LOCAL COMPANIES.

TO PROMOTE & ARRANGE A CANOLA USERS/PROCESSORS MISSION TO CANADA.

QUARTER: 4 -----

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

POST : 521-ISLAMABAD

POST WAS INVOLVED IN ARRANGING & PROMOTING CANADAIR'S NEGO-
TIATIONS FOR SALE OF CHALLENGER TO MINISTRY OF DEFENCE.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 505-JAKARTA

007-POWER & ENERGY EQUIP. & SERV.
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

HYDRO

MISSION IS WORKING WITH CONSULTING ENGINEERING FIRM WHO IS ENDEAVORING TO PUT TOGETHER A FINANCING PACKAGE FOR THE SENTANI PROJECT.

\$85 MILLION

MISSION IS WORKING WITH CONSULTING ENGINEERING COMPANY ON FINANCING PACKAGE FOR 13 MINI HYDRO SITES.

\$26 MILLION.

NUCLEAR

ASSISTANCE TO AECL IN MARKETING PHASE III LAB.

\$ 40 MILLION.

ONGOING ASSISTANCE TO AECL IN THE PROMOTION OF THE CANDU NUCLEAR REACTOR #1.

\$ 1 BILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -NUCLEAR POWER PROGRAM REPORT; -AECL PHASE III LAB SUPPORT; -ASSISTANCE TO ACRES & TECSULT TO PUT TOGETHER FINANCING PACKAGE FOR SENTANI INCLUDING MINI-HYDRO PROJECTS RESPECTIVELY.

-REPORT SUBMITTED; -BID SUBMITTED, NEGOTIATIONS CONTINUING; -ATTEMPTS HAVE BEEN UNSUCCESSFUL TO DATE; SUMITOMO MAY FINANCE SENTANI IN VIEW OF CDA'S APARENT INABILITY TO DO SO.

QUARTER: 2 AECL PHASE III LAB SUPPORT. SUPPORT FOR CONTINUING AECL PURSUIT OF INDONESIAN POWER REACTOR PROJECT. PURSUIT OF POWER TRANS/DISTR. EQPT PROSPECTS IDENTIFIED IN REPORT PREPARED BY DRIE/GMEE.

VISIT OF AECL PRESIDENT IN SUPPORT OF POWER REACTOR PROPOSAL.

QUARTER: 3 PARTICIPATION IN 2 TRADE FAIRS (INDO ENERGY & ELECTRIC INDONESIA)

PARTICIPATION IN INDO ENERGY (INFO BOOTH PLUS 1 CO. BOOTH) & ELECTRIC INDONESIA (INFO BOOTH PLUS 3 COMPANY BOOTHS)

QUARTER: 4 -----

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

REMOTE SENSING SEMINAR.

TELECOMMUNICATIONS (INC SPACE)

PROMOTION OF SECOND DIGITAL SWITCHING PROJECT

PROMOTION OF 15,000 LINE TELEX GATEWAY.

IDENTIFY REQUIREMENTS COMPATIBLE WITH CDN SUPPLY CAPABILITY
IN SPACE AND RURAL TELECOMMUNICATIONS SECTOR.

VISIT OF SENIOR PERUMTEL OFFICIAL TO CANADA.

ANTICIPATED RESULTS:

IMPROVED MARKET ACCESS

POTENTIAL FOR SUCCESS IN PROVIDING CONSULTING
SERVICES.

POTENTIAL FOR SUCCESS IN PROVIDING EQUIPMENT.

SALES PROSPECTS FOR EQUIPMENT, TRAINING AND
CONSULTING SERVICES.

GREATER AWARENESS OF CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -REMOTE SENSING SEMINAR.
 -VISIT OF SENIOR PERUMTEL OFFICIAL TO CANADA.

QUARTER: 2 CONTINUE TO ASSIST COYS IN PURSUIT OF REMOTE
SENSING ACTIVITIES. MORE FOCUS ON COMPUTER HARD-
WARE/SOFTWARE PROSPECTS. MONITORING OF TELECOMS
PROSPECTS; CONTINUE TO SENSITIZE INDON OFFICIALS
TO CDN CAPABILITIES.

QUARTER: 3 CONTINUE TO ASSIST COS IN PURSUIT OF REMOTE
SENSING ACTIVITIES. MONITORING OF TELECOMS PROS-
PECTS & ASSISTANCE TO COMPANIES IN PURSUIT OF
THESE. PLANNING FOR ADVANCED TECH MISSION IN
FEB 88.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

-EVENT HELD PLUS 2 DAYS OF FOLLOW-UP MEETINGS; AS
A RESULT BERCHA INT'L IS PURSUING TRAINING
CONTRACT WORTH \$500,000 WITH POSSIBILITY OF
FOLLOW-UP CONTRACT; -MET DIRECTORS OF PERUMTEL &
REACTION POSITIVE; PLANNING OF VISIT IN PROGRESS

REMOTE SENSING: SIGNING OF AERIAL MAPPING CON-
TRACT (AQUARIUS FLIGHT INC). POST REP ATTENDED
INFORMATICS 87 IN SINGAPORE (COMPUTER SOFTWARE
EXHIBITION). DIRECTOR OF ENG., PERUMTEL, VISITS
CANADA TO ATTEND TEMIC INAUGURAL PROGRAM.

REMOTE SENSING: RESOLUTION/CLARIFICATION OF
SECURITY CLEARANCE DELAYS RE AERIAL MAPPING.
ASSISTANCE TO CMC, TSI, ET AL IN ONGOING PURSUIT
OF IDENTIFIED TELECOMS PROJECTS. FINALIZATION OF
PLANNING FOR ADVANCED TECH MISSION.

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POST : 505-JAKARTA

011-OIL & GAS EQUIPMENT, SERVICES
INDONESIA

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:
 MARKET IDENTIFICATION/OPPORTUNITY REPORT.

ANTICIPATED RESULTS:
IDENTIFY MARKET OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 CONTINUE TO MONITOR AND ASSIST COYS TO PURSUE
 PROSPECTS IN SECTOR WHICH HAS BEGUN TO SHOW
 SIGNS OF IMPROVEMENT.

ASSISTED IN MAJOR GOVT OF ALBERTA PARTICIPATION
IN PIPETECH '87.

QUARTER: 3 CONTINUE TO MONITOR & ASSIST COMPANIES TO PURSUE
 PROSPECTS IN SECTOR WHICH HAS BEGUN TO SHOW SIGN
 OF IMPROVEMENT.

ASSIS. TO ICL ENGINEERING IN BID AN EXPANSION OF
PERTAMINE BANTANG LNG-PLANT(SUPPLY OF FRP PIPE
WORTH APPROX. CDN\$3.5M). PHILLIPS CABLES LTD.
WITH POST SUPPORT IS MAINTAINING & CONTINUING TO
SUPPLY CBLES TO LOCAL OI & GAS INDUSTRIES.

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 505-JAKARTA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

EMBASSY IS PRESSING GOVERNMENT OF INDONESIA TO MAKE A DECISION ON ADDITIONNAL LOCOMOTIVES AND COAL CARS.

\$38 MILLION.

VISIT PADANG AREA TO REVIEW PROGRESS ON OMBILIN COAL MINE EXPANSION AND RELATED RAILWAY EXPANSION.

POTENTIAL FOR CANADA TO FINANCE UP TO \$120 MIL PROJECT.

PREPARE REPORT ON PLANS FOR URBAN RAIL TRANSPORTATION SECTOR WITH OFFICIALS OF PJKA, DEPT OF COMMUNICATIONS, DKI JAKARTA.

POTENTIAL SALE OF URBAN RAIL TRANSPORTATION SYSTEM (\$80 MIL).

AEROSPACE

ASSISTANCE IN THE PROMOTION OF ADDITIONAL SALES FOR 76,PT6T-3B TWIN PAC ENGINES.

ONGOING SUPPLY.

PROMOTION OF CO-PRODUCTION OF WATER BOMBERS.

MAY BE LIMITED BECAUSE OF POSSIBLE TRANSALL CONVERSIONS FOR WATER-BOMBER ROLE.

PROMOTION OF CANADAIR CL601 CHALLENGER

INDETERMINATE.

IDENTIFY POTENTIAL AREAS FOR COLLABORATION.

EQUIPMENT SALES/JOINT VENTURE/LICENSING ARRANGEMENTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PRESS THE GOVERNMENT OF INDONESIA TO MAKE A DECISION ON PURCHASE OF ADDITIONAL LOCOMOTIVES AND RAIL CARS.

GOVT OF INDONESIA HAS ACCEPTED CIDA/EDC C\$44.5 MILLION FINANCING PROPOSAL AND PROVIDED RAILROAD WITH AUTHORITY TO PURCHASE 265 RAILCARS AND 15 LOCOMOTIVES.

QUARTER: 2 PRESS GOI TO MAKE DECISION ON PURCHASE OF ADDITIONAL LOCOMOTIVES AND RAIL CARS.

PURCHASE OF RAIL CARS PENDING AND PROSPECTS FOR LOCOMOTIVE SALES CONTINUE TO BE PURSUED.

QUARTER: 3 CONTINUE TO PRESS GOI TO MAKE DECISION ON PURCHASE OF ADDITIONAL LOCOMOTIVES & RAILERS, & STEEL RAIL.

NEGOTIATIONS ON THESE SALES IN CLOSING STAGES, & FAVOURABLE DECISIONS ANTICIPATED.

QUARTER: 4 -----

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV
INDONESIA

Page 33

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

SENSITIZE INDONESIAN AUTHORITIES TO CANADIAN DEFENCE
INDUSTRY CAPABILITIES.

IMPROVE MARKET ACCESS FOR CANADIAN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE AWARENESS OF CANADIAN DEFENCE INDUSTRY.

-MET MILITARY LIAISON OFFICER: DISCUSS DEFENCE
MISSION TO CDA. REACTION POSITIVE; DATES SET LATER
WHEN TIMING IS BETTER FOR INDONESIA; -MTGS WITH
P. T. PAL RE: INDO FRIGATE PROGRAM; -ATTEND PARIS
AIR SHOW & ESCORT INDO DELS TO CDN BOOTHS.

QUARTER: 2 PROMOTE AWARENESS OF CANADIAN DEFENCE INDUSTRY.

ONGOING MEETINGS WITH INDONESIAN MILITARY WITH
RESULT THAT OPPORTUNITIES HAVE BEEN IDENTIFIED
FOR AIRCRAFT REFURBISHMENT/UPDATE AND PROVISION
OF SHIP-BORNE EQPT FOR NEW FRIGATE PROGRAM, AND
AVGP PROPOSAL MAY YET BE RESURRECTED.

QUARTER: 3 PROMOTE AWARENESS OF CDN DEFENCE INDUSTRY.

VISIT TO NAVAL 87 IN SINGAPORE (NOV) & REPORT.
ONGOING MEETINGS WITH INDON. MILITARY RE SONAR
REQUIREMENTS, DIVING EQUIPMENT REQUIREMENTS, AIR
FORCE INTEREST: NEW TACAN EQPT & DOPPLER NAVIG.
RADAR FOR HELICOPTERS.

QUARTER: 4 -----

REPORT 4A
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST : 505-JAKARTA

PROVIDED CONT'D ASSIS. TO CDN MARCONI IN TELEX PROJECT BID
PROVIDED CONT'D ASSIS. TO TSI IN TELEX PROJECT BID
PROVIDED CONT'D EXTEN. ASSIS. TO RAYTHON CDA IN ATC RADAR BID
ASSISTED HAWKER SIDDELEY CDA IN CLOSING STAGES OF FOLLOW-ON
RAIL CARS PROPOSAL; (05) ASSISTED SYDNEY STEEL IN CLOSING
STAGES OF STEEL RAIL PROPOSAL; (06) ASSISTED GM DIESEL (CDA)
IN CLOSING STAGES OF FOLLOW-ON LOCOMOTIVE PROPOSAL.

POST : 511-KUALA LUMPUR

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

DEVELOP CONTACT WITH KEY MEMBERS OF THE MALAYSIAN REMOTE SENSING COMMITTEE.

VISIT PRINCIPAL USERS OF REMOTE SENSING SYSTEMS TO DEVELOP AN AWARENESS OF MARKET NEEDS AND AREAS OF OPPORTUNITY.

DEVELOP A STRATEGY FOR MARKET DEVPMT AND EXPANSION IN REMOTE SENSING.

CONCERTED FOLLOW UP WITH PARTICIPANTS IN THE FEBRUARY 1987 REMOTE SENSING SEMINAR.

DEVELOP A PLAN OF ACTION TO PROMOTE THE CONCEPT OF SATELLITE EARTH STATIONS FOR REMOTE SENSING.

PROMOTE INFORMATION EXCHANGE & COOPERATION ACTIVITIES BETWEEN CDN CENTRE FOR REMOTE SENSING & RELATED CDN INSTITUTIONS AND COUNTERPART MALAYSIAN ORGANIZATIONS.

ESTABLISH AWARENESS OF CDN EXPERTISE & ESTABLISH CDN HIGH COMM AS AN IMPORTANT LINK BETWEEN BUYERS & CDN SUPPLIERS.

ESTABLISH INVENTORY OF EXISTING REMOTE SENSING ACTIVITIES & OPPORTUNITIES FOR INCREASING DOWNSTREAM CANADIAN SALES.

FIELD & ENHANCE OUR SALES PROSPECTS.

IDENTIFICATION OF CONCRETE SALES PROSPECTS THAT WOULD BE REFERRED TO CANADA FOR ACTION.

BETTER POSITION CDN COS ON BIDS IN UPCOMING TENDERS.

ESTABLISH STRONG BILATERAL RELATIONSHIP IN EMERGING FIELD & FACILITATE TECHNOLOGY TRANSFER.

TELECOMMUNICATIONS (INC SPACE)

CONCERTED FOLLOW UP WITH MALAYSIAN PARTICIPANTS AT CANADA ASEAN FORUM & EXPO INDUSTRIAL COOPERATION AND 1986 REGIONAL ITU TRAINING CONFERENCE AT VANCOUVER.

EFFECT A STRATEGY TO ENHANCE CDN INVOLVEMENT IN MALAYSIAN TELECOMMUNICATION DEVELOPMENT.

DETERMINE DETAILS OF REVISED FIVE YEAR PLAN DEVELOPMENT PROGRAM FOR TELECOMMUNICATIONS SECTOR.

DEVELOP SENIOR LEVEL CONTACTS AT STM TO IDENTIFY NEW AREAS OF OPPORTUNITY ARISING FROM PRIVATIZATION AND ENSURE THAT RELEVANT CANADIAN CAPABILITIES ARE MADE KNOWN.

SYSTEMATIC PROGRAM OF VISITS TO MEET PRINCIPAL MALAYSIAN TELECOMMUNICATIONS EQUIPMENT MANUFACTURERS TO IDENTIFY AREAS OF POTENTIAL JOINT VENTURE INTEREST.

REINFORCE CDN IMAGE AS HIGH TECH LEADER, FINALIZE NEW AGENCIES FOR CDN FIRMS AND PROMOTE POTENTIAL JOINT VENTURES MANUFACTURE.

CDN COS PROVIDING CONSULTING & RELATED SERVICES TO STM. 2 NEW CDN COMPANIES INTRODUCED TO MALAYSIAN MARKET.

IDENTIFY CONCRETE PROJECTS/OPPORTUNITIES FOR CANADIAN INDUSTRY OVER NEXT FIVE YEARS.

INCREASE IN CANADIAN GOODS SUPPLY BY AT LEAST 10%.

ESTABLISH AT LEAST ONE CANADIAN COMPANY IN A JOINT VENTURE IN MALAYSIA.

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

INVESTIGATE IN DETAIL GOVERNMENT OF MALAYSIA RURAL TELEPHONE
DEVELOPMENT PLANS.

RE-ESTABLISH CDN MANUFACTURERS OF ANCILLARY
EQUIPMENT AS QUALITY SUPPLIERS OF RURAL
TELEPHONE SYSTEMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 HEIGHTEN AWARENESS OF CDN REMOTE SENSING TECH.
AND IDENTIFY AREAS OF OPPORTUNITY; ESTABLISH
SENIOR CONTACTS AT STM AND UNDERTAKE PROGRAM OF
VISITS TO PRINCIPAL EQUIPMENT BUYERS/MANUFAC-
TURERS.

MET WITH D.G. OF SURVEY & MAPPING, GEOLOGICAL
SURVEY DEPTS; ARRANGED PAMAP DEMONSTRATIONS TO
AGRIC DEPT, PROMOTED REMOTE SENSING APPLICATION
FOR CROP FORECASTING. SPAR & SR TELECOM VISITED
KL, APPOINTED AGENTS, IDENTIFIED POTENTIAL J. V.

QUARTER: 3 REP. WITH SR LEVEL GOV'T COMMUNICATIONS OFFIC-
IALS TO PROMOTE CDN CAPABILITIES; DEVELOP MKT FOR
REMOTE SENSING EQUIPMENT; DEVELOP PLAN OF ACTION
WITH MDA TO PROMOTE SATELLITE EARTH STATIONS.

MET SR OFFICIALS AT STM, RTM, SURVEY DEPT TO PRO-
MOTE SPAR, LEBLANC & ROYLE, NEXUS, AEG BAYLY & LAND
REG. INFO SERVICES; PCI IMAGE ANALYSIS SYS. SOLD
TO ITM(\$100K); AGREEMENT REACHED WITH EPU FOR
PURCHASE OF MDA GEODECODED IMAGE ANA. SYS. (\$3.0M)

QUARTER: 4 -----

POST : 511-KUALA LUMPUR

011-OIL & GAS EQUIPMENT, SERVICES
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IMPLEMENT SYSTEMATIC PROGRAM OF INTERVIEWS WITH CURRENT AND POTENTIAL REPRESENTATIVES TO ASSESS THEIR ABILITY/INTEREST TO ACT ON BEHALF OF CANADIAN SUPPLIERS.

ABLE TO READILY RECOMMEND EFFECTIVE MALAYSIAN AGENTS/JOINT VENTURE PARTNERS FOR INTERESTED CANADIAN COMPANIES.

PROMOTE CANADIAN TRAINING PROGRAMS IN OIL AND GAS SECTOR IN SUPPORT OF VARIOUS FIRMS PURSUING CONTRACTS.

CDN CO AWARDED VONTRACT SECURE MALAYSIAN PARTICIPATION AT THE ALBERTA SUMMER INSTITUTE FOR PETROLEUM INDUSTRY DEVPT.

MONITOR PROGRESS OF CDN COS BIDDING ON MAJOR PROJECTS.

ENSURE CDN COS ARE BEST POSITIONED TO BE AWARDED CONTRACTS AS AND WHEN DECISION TAKEN.

IMPLEMENT PROGRAM OF CORPORATE LIAISON CALLS WITH SENIOR AND MIDDLE LEVEL MANAGEMENT OF PRINCIPAL OFFSHORE OIL EXPLORATION COMPANIES.

ENSURE CANADIAN SUPPLIERS APPRISED OF DEVELOPMENT PROGRAMS AND EMERGING SALES OPPORTUNITIES.

IDENTIFY OPPORTUNITIES FOR CANADIAN CONSULTANTS AND EQUIPMENT SUPPLIERS FOR CONSTRUCTION PHASE OF GAS PIPELINE AND GAS PLANT.

MAXIMIZE POTENTIAL INVOLVEMENT OF CANADIAN COMPANIES IN THESE MEGA PROJECTS.

HEIGHTEN CANADIAN PROFILE AS TECHNOLOGY LEADER THROUGH ORGANIZED INFORMATION DISSEMINATION, PARTICIPATION IN LOCAL TRADE SHOWS AND MALAYSIAN ATTENDANCE AT CALGARY NPS AND EDMONTON INTERCAN.

GREATER FAMILIARITY WITH CANADIAN CAPABILITIES. STIMULATE CANADIAN INTEREST IN SALES AND INVESTMENT PROSPECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 ASSIST CDN COS IN THEIR PREGUALIFICATION BIDS FOR PGUP II; STRENGTHEN CONTACTS WITH PETRONAS OFFICIALS, ESSO AND SHELL TO INCREASE AWARENESS OF CDN TECHNOLOGY, EQUIPMENT AND SERVICES.

4 PIPELINE CONTRACTORS, 4 SCADA SYSTEMS MFRS & 1 PIPELINE SUPPLIER SUBMITTED PREGUALIFICATIONS BID. IDENTIFIED LOCAL ASSOCIATES WHERE REQUIRED; SECURED PARTICIPATION OF CHAIRMAN OF PETRONAS GAS AS SPEAKER AT CERI GAS CONFERENCE IN CALGARY

QUARTER: 3 IDEN. OPPOR. FOR CDN CONSULTANTS & EQUIPMENT SUPPLIERS FOR CONSTRUCTION PHASE OF GAS PIPELINE & SUPPORT THEIR BIDS & RELATED ACTIVITIES; IMPLEMENT PROGRAM OF CORPORATE LIAISON CALLS WITH PETROLEUM INDUSTRY.

BANNISTER, IPSCO, SENTROL PREGUALIFIED TO SUPPLY PGUP II; IPSCO MADE BID PRES. TO PETRONAS & PM'S OFFICE; NOVA CHAIRMAN BLAIR TOURED PIPELINE ROUTE CONGAS SUBMITTED RESIDENTIAL GAS DISTRIBUTION PROPOSAL; POST MET CHAIRMEN OF ESSO, SHELL.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 511-KUALA LUMPUR

007-POWER & ENERGY EQUIP. & SERV.
MALAYSIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ADVISE AND SUPPORT CANADIAN COMPANIES IN THEIR ESTABLISHMENT OF CONSORTIA WITH MALAYSIAN FIRMS AND IN THEIR BID PREPARATIONS ON THE ACCELERATED TRANSMISSION PROJECT.

RESEARCH LOCAL CONSULTING CAPABILITIES TO DEVELOP A DETAILED INVENTORY OF AGENTS AND THEIR AREAS OF EXPERTISE FOR USE IN ADVISING CANADIAN COMPANIES OF POTENTIAL LOCAL AFFILIATIONS.

MONITOR CLOSELY THE EVOLUTION OF POWER 12 AND ADB PENINSULAR TRANSMISSION TENDERS, NOTIFY CANADIAN FIRMS ACCORDINGLY AND MONITOR IMPLICATIONS FOR RURAL ELECTRIFICATION.

VISIT SABAH AND SARAWAK ELECTRICITY AUTHORITIES TO INTRODUCE THEM TO COMPREHENSIVE RANGE OF CANADIAN CAPABILITIES AND TO GATHER MARKET INTELLIGENCE.

PROMOTE CANADIAN CAPABILITIES IN THE POWER SECTOR.

ENSURE THAT CANADA IS REPRESENTED IN THESE BIDS AND THAT AT LEAST ONE OF THE EIGHT WINNING CONSORTIA INCLUDES A CANADIAN PARTNER.

INCREASE IN NUMBER OF CANADIAN COMPANIES REPRESENTED BY QUALIFIED LOCAL AGENTS FOR THE MALAYSIAN MARKET.

INCREASE THE NUMBER OF CDN SUPPLIERS WITH LOCAL AGENTS AND ESTABLISH INITIAL EQUIPMENT SALES FOR CANADA IN THIS SECTOR.

IDENTIFY STATE PROJECTS THAT OFFER OPPORTUNITIES FOR EXPORT AND/OR JOINT VENTURES FOR CANADIAN COMPANIES.

ENHANCEMENT OF PROFILE FOR CDN TURNKEY CAPABILITIES IN THIS SECTOR AND IDENTIFICATION OF SUITABLE PROJECTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 INTRODUCE SABAH AND SARAWAK ELECTRICITY AUTHORITIES TO RANGE OF CDN TECHNOLOGY AND CAPABILITIES; ASSIST BG CHECO IN PROMOTION OF CAPACITATIVE COUPLER.

QUARTER: 3 SUPPORT AECL IN THEIR FOOD IRRADIATION TENDER TO PUSPATI; MONITOR EVOLUTION OF IBRD POWER LOANS; ASSIST BG CHECO IN PROMOTION OF CAPACITATIVE COUPLER.

QUARTER: 4 -----

SEB & SESCO PARTICIPATED IN INCOMING ASEAN POWER MISSION, POST ARRANGED MARKETING TRIPS TO EAST MALAYSIA FOR CI POWER AND ONT. HYDRO; SEB & SESCO PRIORITY PROJECTS INCLUDED IN CIDA RECOMMENDATIONS TO EPU FOR GRANT FUNDING; QUE. ENERGY MTRY

NEG. CONCLUDED WITH PUSPATI & PROPOSED CONTRACT SENT TO AECL FOR RATIFICATION; AECL SOLD GAMMA BLOOD IRRADIATOR TO LOCAL HOSP. (\$65K); 2 NEB TENDERS IDEN. & RELEVANT CDN FIRMS NOTIFIED; BG CHECO CONCLUDED \$1.5M EQUIPMENT SALE TO SESCO.

POST : 511-KUALA LUMPUR

001-AGRI & FOOD PRODUCTS & SERVICE
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WORK WITH PRINCIPAL CDN APPLE SUPPLIERS AND MALAYSIAN IMPORTERS/
BROKERS TO ADDRESS PROBLEMS MITIGATING AGAINST INCREASED SALES.

IMPROVE QUALITY AND PACKAGING OF CANADIAN
PRODUCT. INCREASE CANADIAN SHARE OF MALAYSIAN
APPLE MARKET.

TOGETHER WITH CIGI, ORGANIZE ANIMAL FEED SEMINAR FOR FEED MILLERS
ON THE USE AND FEED FORMULATION OF CANADIAN BARLEY, CANOLA MEAL
AND DEHYDRATED ALFALFA, PRESENTLY NOT IN USE LOCALLY.

INCREASE SALE OF FEED INGREDIENTS TO MALAYSIA

UNDERTAKE MARKETING PROGRAM OF CANADIAN PROCESSED FOODS AND
GROCERY PRODUCTS WITH BULK IMPORTERS, WHOLESALERS AND MAJOR
RETAIL OUTLETS.

INTRODUCE BROADER RANGE OF CANADIAN FOOD AND
GROCERY PRODUCTS TO MALAYSIA AND INCREASE
TOTAL EXPORTS TO THIS MARKET.

DIRECT FOLLOW UP WITH DEPT OF VETERINARY SRVCS & LEADING PRIVATE
FARMERS TO PROMOTE TECHNICAL COLLABORATION & SALES RELATED TO
BREEDING STOCK, ARTIFICIAL INSEMINATION, EMBRYO TRANSFER, GENETIC
RESEARCH & RELATED ACTIVITIES.

NEW SALES OF SWINE, SWINE BREEDING STOCK,
POULTRY BREEDING STOCK, FROZEN SEMEN AND
POSSIBLY LIQUID OR FROZEN EMBRYO.

FOSTER DISSEMINATION OF INFORMATION TO DEPT OF AGRIC, MLSIAN
AGRIC RESEARCH & DEVELOPMENT INSTITUTE, UNIVERSITI PERTANIAN MAL-
AYSIA, ETC ON RANGE OF CDN TECHNOLOGY ADVANCES AND AVAILABLE
UNIV. ED AND TRAINING PROGRAMS IN THE AGRIC. SECTOR.

INCREASED FLOW OF INFORMATION ON CANADIAN
EXPERTISE IN THE AGRICULTURAL FIELD. STUDENTS
DIRECTED TO CDN INSTITUTION TO MEET GROWING
TRAINING NEEDS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION OF BREEDING SWINE.

ADSGO TRADING VISITED SEVERAL MALAYSIAN PIG
FARMS TO PROMOTE CDN BREEDING SWINE. CDN GOVT
SPONSORED INCOMING SWINE BUYERS MISSION JUNE 12-
15/87 RESULTING IN MALAYSIAN PURCHASES VALUED AT
US \$52,435.

QUARTER: 1 PROMOTION OF CANADIAN FEED INGREDIENTS.

VISIT BY DR EMANUELLE OF AGRIC/CDA STIMULATED
INTEREST IN SOURCING CDN FEED INGREDIENTS. XCAN
FAR EAST (TORONTO) FOLLOWED UP SHORTLY AFTER AND
HAVE IDENTIFIED CLIENTS WITH GOOD POTENTIAL.

QUARTER: 1 PROMOTION OF CANADIAN PROCESSED FOODS AND
GROCERY PRODUCTS.

3 MALAY. CO'S PARTICIPATED AT HONG KONG FOOD &
BEVER/87 & KEEN TO BUY RANGE OF FOOD PROD. POK
BROS NEGOTIATING PURCHASE OF PROCESSED CHEESE &
COLD STORAGE. BHD INTERESTED IN STAGING 'CDN
FOOD FAIR' IN THEIR SUPERMARKET CHAIN.

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POST : 511-KUALA LUMPUR

001-AGRI & FOOD PRODUCTS & SERVICE
MALAYSIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE TECHNICAL COLLABORATION WITH VETERINARY SERVICES DEPT (MIN OF AGRIC) IN VARIOUS ASPECTS OF LIVESTOCK INDUSTRY.

GIDC HELD DISCUSSIONS WITH DIRECTOR GENERAL, VET SERVICE DEPT TO PROMOTE CDN EXPORTS & EXPERTISE IN VARIOUS ASPECTS OF LIVESTOCK INDUSTRY. OMAF SPONSORING VISIT OF THE D.G. TO ATTEND WORLD VET CONGRESS IN MTL & VISITS TO CDN LIVESTOCK FACILI

QUARTER: 2 PROMOTE CDN FOOD PRODUCTS AND PROCESSING EQPT WITH BULK IMPORTERS, WHOLESALERS & RETAIL OUTLETS ENCOURAGE TECHNICAL COLLABORATION WITH DEPT OF VETERINARY SERVICES AND DIRECT LIVESTOCK SALES TO INDUSTRY.

OMAF SOYABEAN MISSION/ASEAN LIVESTOCK MISSION/ GUE TRADE MISSION/ASEAN FOOD PACKAGING TOUR ESTABLISHED NEW BUYING CONNECTIONS AND LED TO 2 IMMEDIATES SALES. LEADING SUPERMARKET CHAIN COLD STORAGE MALAYSIA HAS PROPOSED HOLDING 2 WK

QUARTER: 3 SUPPORT CIDA FUNDED TECHNOLOGY TRANSFER PROJECTS OF IMPERIAL FLAVOURS & WALSH INC.; MARKETING OF CDN PROCESSED FOODS WITH BULK IMPORTERS, MAJOR RETAIL OUTLETS.

IMP. FLAV. RECONSTITUTED JV WITH MORE FINANC- IALLY SOUND PARTN. WITH WALSH BANKRUPTCY, WORKING WITH PORIM TO ENSURE COMPLETION OF FEASIBILITY STUDY; SECURED ONT. GOV'T AGREEMENT TO PART. IN CDA FOOD FAIR; CONTRACTED LOCAL FIRM TO DO FOOD

QUARTER: 4 -----

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POST : 511-KUALA LUMPUR

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DIRECT FOLLOW UP AND MARKETING PROGRAM WITH PARTICIPANTS IN EXPO INDUSTRIAL COOPERATION B6 PROGRAM FROM RAILWAY SECTOR.

SYSTEMATIC ANALYSIS OF AUTOMOTIVE PARTS AND COMPONENTS CURRENTLY IMPORTED TO IDENTIFY PRODUCTS WHICH CAN BE COMPETITIVELY SOURCED FROM CANADA.

PROMOTE CANADIAN CAPABILITY TO SUPPLY COMMUNICATIONS, SIGNALLING, CONTROL AND ELECTRICAL EQUIPMENT TO RAILWAY.

ORGANIZED PROGRAM OF CALLS ON MAJOR AUTO ASSEMBLERS, PARTS MANUFACTURERS AND INDUSTRY ASSOCIATIONS TO MARKET CANADIAN TECHNOLOGY AND SUPPLY CAPABILITY.

IDENTIFY MALAYSIA'S PLAN TO PURCHASE ENGINE PARTS, AIRCRAFT ASSEMBLIES, ETC. AND PROMOTE CANADIAN SOURCING.

EXPAND NUMBER OF AGENCY AGREEMENTS FOR SUPPLY OF RAILWAY EQUIPMENT AND TECHNOLOGY.

ENCOURAGE AT LEAST TWO NEW CANADIAN SUPPLIERS TO MARKET THEIR PRODUCTS IN MALAYSIA.

POSITION CANADIAN COMPANIES AS SUPPLIERS FOR EXPECTED FUTURE TENDERS.

HEIGHTEN PROFILE OF CANADIAN AUTOMOTIVE INDUSTRY AND ESTABLISH POTENTIAL AREAS FOR FUTURE SALES.

INCREASE CANADIAN SALES OF ENGINE PARTS AND ASSEMBLIES AND HEIGHTEN AWARENESS OF CANADIAN CAPABILITIES IN AEROSPACE ELECTRONICS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PROMOTE CDN PARTICIPATION IN KTM DEVELOPMENT PROGRAM; PROVIDE MARKETING SUPPORT TO DE HAVILLAND.

QUARTER: 3 PROMOTE CDN CAPABILITY TO SUPPLY EQUIPMENT TO RAILWAY; MARKETING SUPPORT TO DE HAVILLAND FOR F27 REPLACEMENT CONTRACT.

QUARTER: 4 -----

ASSISTED CPCs TO CONCLUDE WORLD BANK CONTAINER PROJECT CONTRACT NEGOTIATIONS WITH KTM; IDENTIFIED 2 AGENTS TO REPRESENT CDN EQUIPMENT; COORDINATED MKTING STRATEGY WITH DHC LOCAL AGENT MET SENIOR OFFICIALS IN MAS, MIN OF TRANSPORT.

GM CDA SUBMITTED BID TO KTM TO SUPPLY SHUNTER LOCOMOTIVES; OBTAINED ADVANCE COPIES OF KTM RAIL & LATHE TENDERS & NOTIFIED CDN INDUSTRY; DE HAVILLAND LOST F27 REPLACEMENT CONTRACT TO FOKKER BUT PRATT & WHIT. CDA TO SUPPLY ENGINES.

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POST : 511-KUALA LUMPUR

004-DEFENCE PROGRAMS, PRODUCTS, SERV
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSIST IN NEGOTIATIONS WITH MINISTRY OF DEFENCE TO FULFILL
OUTSTANDING OBLIGATIONS OF RDF CONTRACT.

MEET WITH ALL AGENTS CURRENTLY REPRESENTING CANADIAN DEFENCE
PRODUCTS MANUFACTURERS AND ASSESS THEIR SUITABILITY.

COMPREHENSIVE ROUND OF CALLS ON SENIOR MINISTRY OF DEFENCE, ARMY,
AIR FORCE AND NAVY OFFICERS.

COMMERCIAL COUNSELLOR ASSUMES PRINCIPAL RESPONSIBILITY FOR
DEFENCE PRODUCTS PROMOTION ACTIVITIES.

ASSESS FINDINGS OF RECENT DEFENCE MARKET STUDY & IN CONCERT WITH
OTHER RELEVANT INFORMATION ESTABLISH MALAYSIAN PROCUREMENT
PRIORITIES.

PROMOTE MALAYSIAN PARTICIPATION IN TRAINING PROGRAMS & DEVELOP
DATA BASE OF PREVIOUS MALAYSIAN PARTICIPANTS IN THESE PROGRAMS
FOR REGULAR FOLLOW-UP ATTENTION.

FINAL CONCLUSION OF RDF CONTRACT.

INTRODUCE NEW TRADE COMMISSIONER RESPONSIBLE
FOR DEFENCE SECTOR & REINFORCE CDN INTEREST
IN SALES OF DEFENCE & SECURITY PRODUCTS.

RE-ESTABLISH CANADIAN IMAGE AS SUPPLIER OF
RELIABLE, QUALITY DEFENCE PRODUCTS.

GREATER POST ACCESS TO KEY SENIOR MILITARY
AND DEFENCE OFFICIALS.

RECOMMEND PARTICIPANTS & DETERMINE PROGRAM
FOR INCOMING DEFENCE MISSION MAY/JUNE 1987 TO
MAXIMISE LIKELIHOOD OF FOLLOW ON SALES.

ENHANCED FAMILIARITY WITH CANADIAN DEFENCE
TRAINING AND TECHNOLOGY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 ASSIST CCC TO FULFILL OUTSTANDING OBLIGATIONS
UNDER RDF TENDER TO MINDEF; CONTINUED PROMOTION
OF CANADIAN DEFENCE PRODUCTS.

QUARTER: 3 COMPREHENSIVE ROUND OF CALLS ON SR MIN. OF
DEFENCE, ARMY, AIR FORCE & NAVY OFFICERS; ASSIST
CCC TO FULFILL OUTSTANDING OBLIGATIONS UNDER RDF
CONTRACT; PROMOTION OF CDN DEFENCE PRODUCTS.

QUARTER: 4 -----

CONVENED MEETING OF RDF USERS WHICH IDENTIFIED
ACTION REQUIRED TO MAKE EQUIPMENT OPERATIONAL;
MET WITH NEW CHIEF OF DEFENCE FORCES, CHIEF OF
ARMY & DEPUTY CHIEF OF NAVY; PARTICIPATED IN
BRISTOL AEROSPACE NEGOTIATIONS WHICH RESULTED

ORG. VISIT OF CHIEF OF DEFENCE FORCES, GENERAL
MANSON WHO PROMOTED CDN DEFENCE PROD. CAPABILITY
WITH SR. MALSIAN OFFICERS; PLANNED VISIT BY ROHDE &
SCHWARTZ TO REPAIR RDF STILL NOT AGREED TO BY
MINDEF; WESTINHOUSE CDA, MEL CDA MADE PRES. TO NAVY

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST : 511-KUALA LUMPUR

GENERAL MANSON VISIT TO MALAYSIA & BRUNEI
ALBERTA MIN. OF CAREER DEVELOPMENT & EMPLOYMENT RICK ORMAN
VISIT TO MALAYSIA & BRUNEI; (03)TC REGIONAL MEETING & ACBC
INAUGURAL MEETING IN MANILA; (04)VISITS OF SENIOR CDN BUSI-
NESSMEN (CHAIRMEN/PRESIDENTS OF ALCAN, BATA, LAURENTIAN GROUP,
NOVACORP, ROYAL CDN MINT, SHAWINIGAN ENGINEERING, HOME OIL)
(05)IMPLEMENTATION OF INTERNATIONAL DEVELOPMENT ASSOCIATES
PROGRAM (IDAP); (06)OFFICER PARTICIPATION ON CDA EXPORT TRADE
MONTH PROGRAM.

POST : 503-MANILA

005-COMM. & INFORM. EGP. & SERV
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TELECOMMUNICATIONS (INC SPACE)

POST WILL CONTINUE TO NURTURE STRONG CADRE OF CONTACTS IN PLDT, MOTC AND PRIVATE SECTOR. WILL MONITOR AND REPORT MAJOR POLICY CHANGES. POST EXPECTS SOME INDUSTRY RESTRUCTURING.

CO-ORDINATION WITH EXPECTED CIDA SUPPORT FOR TELECOM SECTOR.

COMPLETE IDENTIFICATION OF CANADIAN TELECOM SUPPLY COMPANIES WHO HAVE OPPORTUNITIES IN THIS MARKET.

PROMOTE CANADIAN CAPABILITY WITH THE GOVERNMENT-OWNED OPERATING COMPANY, BUTEL AS WELL AS TO MEET WITH SEVERAL OFFICIALS FROM SOME OF THE LARGER RURAL TELECOM COMPANIES.

ANTICIPATED RESULTS:

POST EXPECTS TO DEVELOP & MAINTAIN HIGH PROFILE IN SECTOR RESULTING IN MORE ADVANCE INFO LEADING TO STRONGER EXPORT PERFORMANCE.

SOME SHARE OF CIDA PROGRAM DEVOTED TO TELECOM SECTOR.

INCREASE PARTICIPATION RATE OF CDN SUPPLIERS IN THE PHILIPPINE TELECOM SECTOR.

IDENTIFY SALES OPPORTUNITIES FOR BOTH SECOND HAND (CROSS-BAR, STEP-BY-STEP) TELECOM EQUIPMENT AS WELL AS TO IMPROVE CANADIAN PROFILE IN BUTEL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -ENSURE CDN PARTICIPATION IN PHILCOMSAT TENDER FOR ANTENNEA, PLDT METRO MANILA EXPANSION, PLDT CELLULAR RADIO TENDER; -SRT RADION TELECOM TECHNOLOGY DEMONSTRATION.

QUARTER: 2 SUPPORT SPAR BID FOR SAT-EARTH STN & NOVATEL BID FOR CELLULAR PHONE & NT PART'N IN PLDT X-5 EXPANSION PROG. -SUPPORT WESCOM CPPF FOR TELECOM TRAINING STUDY. -SRT RURAL RADIO TELECOM TECH. DEMO PROJ. -SUPPORT MOTOROLA OFFER OF RADIO COMM.

QUARTER: 3 SUPPORT NT BID FOR DMS-10 MISORTEL. ASSIST CIDA APPROVAL OF RURAL RADIO TELEPHONE FIELD TRIAL. MONITOR PLDT X-5 EXPANSION PROGRAM. SUPPORT CDN PARTICIPATION IN CELLULAR PHONE PROGRAM.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

-SPAR AEROSPACE GAVE TECH. BRIEFING & WILL BID ON TENDER NT TO BID ON METRO MANILA EXPANSION; -PARTICIPATED IN PHIL-TELECOM WEEK CONFERENCE; -NOVATEL GAVE TECH. BRIEFING & WILL BID ON 500 UNITS; -MOTC IN PROGRESS OF SELECTING EXEC. AGENC

SPAR LOST OUT TO NEC. NOVATEL BID STILL UNDER CONSIDERATION, NT INVITED TO BID ON PLDT (X-5) PROG. -WESCOM VISITED POST IN SEPT. TO DISCUSS -PROJ APPROVED BY CIDA BILATERAL IN SEPT. -CIDA BILATERAL CONSIDERING BOTH UNDER TELECOM PORTION

PROVIDED EDC WITH FINANCING TERMS BEING OFFERED BY COMPETITION (KOREA). MOU SIGNED DECEMBER. INFO & INTELLIGENCE EXCHANGED ON REG. BASIS WITH LOCAL NT OFFICE. NOVATEL HAS SUBMITTED BID-AWAITING DECISION.

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POST : 503-MANILA

007-POWER & ENERGY EQUIP. & SERV.
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

THERMAL

MONITOR DEVELOPMENT OF SPECIFIC REQUIREMENTS UNDER ADB THIRD POWER LOAN TO NPC & THE EIGHTH WORLD BANK POWER LOAN FOR 2X55 M. W GEOTHERMAL PLANTS, AND REPORT TO CANADIAN EXPORTERS.

SEVERAL CDN COMPANIES EXPRESSED INTEREST IN ONE OR MORE ASPECTS OF LOANS. CDN SHARE COULD REACH \$5 - 10 MILLION.

ENCOURAGE CDN PARTNERSHIP ARRANGEMENTS WITH JAPANESE CONSORTIA FOR CALACA II COAL-FIRED THERMAL POWER PLANT AND POSSIBLY FOR BISLIG.

BOILER ISLAND PORTION COULD GO TO CANADA- \$60-100 MILLION.

DETERMINATION OF POTENTIAL FOR CANADIAN CONTRACT SUPERVISION CONSULTANCY WITH NPC FOR CALACA II PLANT.

CANADIAN COMPANY ACTIVELY PURSUING THIS POTENTIAL OPPORTUNITY - WORTH APPROXIMATELY 2-3 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -INCOMING POWER TRANSMISSION & DISTR. MISSION;
-FOLLOW-UP TO MARCH OUTGOING POWER MISSION;
-ENSURE APPROVAL OF 2 CPPF STUDIES FOR POWER PLANT REHABILITATION; -CONTINUE SUPPORT OF CDN PARTICIPATION IN CALACCA II.

-3 PHILIP. PARTICIPANTS ON MISSION; -CAE BIDDING ON SCADA SYST. FOR MERALCO; -SUCAT STUDY APPROV. ROCKWELL CPPF STILL UNDER REVIEW; -REPORTING ON NEW DEVELOPMENTS, CONTINUOUS LIAISON WITH BWC REP. VISIT WITH CHAIRMAN & PRESIDENT-NPC.

QUARTER: 2 PROMOTE CDN PARTICIPATION IN ADB FINANCED 3RD POWER LOAN TO NPC. -CONTINUE SUPPORT OF CDN PARTICIPATION IN CALACA II. -SUPPORT APPROVAL OF CPPF FOR ROCKWELL POWER PLANT REHABILITATION.

LAVALIN PROVIDING CONSULTING SERVICES ON TRANS-MISSION GRID; MONENCO WON CONSULTING CONTRACT FOR SCADA SYSTEM. -MONENCO WRITING INDIGENOUS COAL FUEL SPEC. FOR CALACA II BOILERS. -CPPF APPROVED FOR SNC STUDY OF ROCKWELL REHAB.

QUARTER: 3 ASSIST CAE IN BID FOR SCADA SYSTEM FOR MERALCO. MEET NEW PRES. (ABOITIZ) OF NPC. SUPPORT SNC PROMOTION OF ROCKWELL REHAB PROJECT. SUPPORT MONENCO CPPF APPLICATION FOR COAL MINE PLANNING STUDY FOR SEMIRARA.

INFO ON COMPETITIVE FINANCING FORWARDED TO CAE. MEETINGS ORGANIZED FOR CAE VISIT. MET NEW PRES. ON 18 DEC. ACQUIRED UPDATED COPY OF NPC 5-YR PLAN. APPLICATION APPROVED.

QUARTER: 4 -----

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

003-GRAINS AND OILSEEDS
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

CONTINUE ESTABLISHING AND MAINTAINING CLOSE CONTACTS WITH FLOUR MILLERS, FEED MILLERS, SWINE AND POULTRY RAISERS, BREWERIES AND INTERNATIONAL COMMODITY TRADING HOUSES IN THE PHILIPPINES.

MONITOR CANOLA FEED TRIALS.

SEND CANDIDATES (AT LEAST 2 EACH YEAR) TO CIGI COURSES.

ANTICIPATED RESULTS:

25-50,000 TONS OF WHEAT SALES ANNUALLY.

GRADUAL INTRODUCTION OF CANOLA MEAL TO REPLACE SOYAMEAL.

FAMILIARITY WITH CANADIAN WHEAT PRODUCTS AND HANDLING AND GRADING SYSTEM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -ORGANIZE PHILIPPINE PARTICIPATION IN CIGI COURSE FOR FEED MILLERS; -CONTINUE LIAISON WITH PHILIP. FLOUR MILLERS & FEED MILLERS & REPORTING TO CWB; -COMPLETE OILSEEDS REPORT.

QUARTER: 2 ORGANIZE PHILIPPINE PARTICIPATION IN CIGI COURSES. -CONTINUOUS LIAISON WITH PAFMIL & PAFMI MEMBERS AND GRAIN TRADERS. -ORGANIZE EMIL ONG'S (NFA-DIRECTOR) VISIT TO CANADA.

QUARTER: 3 ASSIST FEEDMILLERS TO ACQUIRE ENDO-FEED ENZYME TO MIX WITH RECENT BARLEY IMPORTS FROM CDA. ENCOURAGE FOLLOW-UP TO CANOLA FEEDING TRIALS.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

-4 PHILIP. FEED MILLERS AT CIGI COURSE; -POST OFFICER VISITS PAFMIL (PHIL. ASSN. OF FLOUR MILLERS) MEMBERS AT LEAST ONE A WEEK. NO TENDERS ISSUED DURING QUARTER. 10 REPORTING TELEXES TO CWB; -COMPLETED IN APRIL.

15 FEED & FLOUR MILLERS ATTENDED CIGI COURSES. WON TENDERS FOR 80,000 M. TONS OF FEED BARLEY. PARTICIPATED IN 1 WHEAT TENDER BUT LOST TO U. S. (EEP) OFFER. -ARRANGED FOR ONG TO MEET WITH CWB DURING HIS STAY IN CANADA.

CWB TO SEND FREE ENZYME SAMPLES FOR BARLEY FEED TRIALS WITH 2 MILLERS. PROPOSED CANOLA MEAL TECHNICAL SEMINAR FOR 1ST QUARTER '88. CONTINUOUS LIAISON WITH SWINE PRODUCERS.

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

001-AGRI & FOOD PRODUCTS & SERVICE
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

MAINTAIN CLOSE CONTACT WITH MAJOR SWINE AND POULTRY FARMERS.
ORGANIZE CANADIAN PROGRAMS DURING THEIR REGULAR BUYING TRIPS TO
NORTH AMERICA.

CONTINUING INCREASE IN CANADIAN SALES.

FEED, FERTILIZER & VET PRODUCTS

COMPLETION WHEAT AND COARSE GRAINS REPORT AND AGRICULTURE ABROAD
REPORT (ANNUALLY).

KEEP OTTAWA CLIENTS INFORMED.

MAINTAIN CLOSE CONTACT WITH FEED MILLERS TO DETERMINE TIMING OF
FEED WHEAT IMPORTS AND PROVIDE INFO. ON ANY CHANGES IN FEED
IMPORT POLICY.

AT LEAST 25,000 TONS/ANNUM OF FEED WHEAT
SALES OUT OF TOTAL MARKET OF APPROXIMATELY
100,000 TONS.

MONITOR AND ADVISE CIDA ON POTASH AID PROGRAM.

\$10 MILLION OR APPROXIMATELY 85,000 TONS OVER
12-15 MONTH PERIOD.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -CLOSE LIAISON WITH MAJOR POULTRY & SWINE PRODU-
CERS; -MONITORING OF CIDA BACKED POTASH SALES &
PROMOTION OF UREA; -CANOLA FEEDING TRIALS -
REPORTING RESULTS.

-SWINE GROWERS VISITING ONTARIO PORK CONGRESS
JUNE/87; -15000 MT POTASH CONTRACTED TO CANPOTEX
NEW POSSIBILITIES FOR UREA SALES PURSUED; -IN
PROGRESS, PROMOTIONAL SEMINAR PLANNED IN FALL.

QUARTER: 2 CANOLA FEEDING TRIALS.
-MONITOR CIDA FINANCED POTASH SALES AND PROMOTE
UREA.
-ORGANIZE AGRI-BUSINESS, FOOD PACKAGING/PROCES-
SING MISSION TO CANADA.

RESULTS REPORT SUBMITTED TO CANOLA COUNCIL IN
JULY. SAN MIGUEL ISSUED TENDER FOR TRIAL 5,000 M.
TONS CANOLA MEAL BUT VOLUME TOO SMALL TO WARRANT
BIDS (TRANSP. COST). MT POTASH CONTRACTED TO
CANPOTEX 69,000 M. TONS UREA SOLD BY DOMINION

QUARTER: 3 SUPPORT TOBACCO SALE TO LOCAL CIGARETTE MANU-
FACTURERS. SUPPORT ADSGD IN PROMOTION OF CDN
PUREBRED SWINE. COMMENT ON 2 CPPF PROPOSALS
(DAIRY CATTLE, GASOHOL PROJECT). ASSIST CIDA'S
TENDER PREPARATION FOR CDN UREA & AMONIA.

SAMPLES ACQUIRED FROM CDA. MEETINGS ARRANGED
WITH BUYERS. CDN PRICE TOO HIGH COMPARED TO
ZIMBABWE. MEETINGS ARRANGED WITH ALL MAJOR
BUYERS-58 HEAD SOLD. REPORT/COMMENTS PROVIDED
TO CIDA/SEL ON BOTH. PROV. MKT INFO&STATS CIDA.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST : 503-MANILA

1ST PLENARY MEETING OF ASEAN-CDA BUS. COUNCIL (3 DAYS) NOV/87
REGIONAL (ASEAN) CDN TRADE COMMISSIONERS' MEETING WITH SENIOR
H. G. PERSONNEL FROM EXT, EDC & CIDA (NOV 87) (03) TFO SEMINARS
ON FOOD & GIFTWARE/HOUSEWARES (OCT 87) (04) CDN PARLIAMENTARY
DELEGATION (NOV 87)

REPORT 4
88/03/16

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

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

| PLANNING: | ACTIVITIES PROPOSED IN POST PLAN: | ANTICIPATED RESULTS: |
|-----------|--|--|
| | TELECOMMUNICATIONS (INC SPACE) DATA CAN EFT/POS MISSION. COMPILE REVIEW OF FORECASTED DEVELOPMENTS BY TELECOM AUSTRALIA AND OTC FOR DISTRIBUTION TO CANADIAN COMPANIES. | PROVIDE THE OPPORTUNITY FOR CDN COMPANIES TO BID ON TELECOM AUSTRALIA AND OTC PROJECTS. |
| | COMPUTERS, SOFTWARE & SYSTEMS FOLLOW UP TO PROPOSED EFT/POS DATA COMMUNICATIONS MISSION. ENCOURAGE MORE JOINT VENTURE ARRANGEMENTS BETWEEN CANADIAN AND AUSTRALIAN SOFTWARE HOUSES. | INCREASE CANADIAN CAPABILITY IN AUSTRALIAN AND COOPERATE WITH AUSTRALIA ON THIRD COUNTRY PROJECTS. |

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

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

POST : 532-MELBOURNE

001-AGRI & FOOD PRODUCTS & SERVICE
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

IMPROVE MARKET PROSPECTS FOR CANADIAN BOVINE SEMEN AND EMBRYOS BY SATURATING AUST BREEDERS WITH SOURCING AND PROGENY INFO ON CDN STOCK.

AGRICULTURE MACH, EQUIP, TOOLS

REVIEW WITH DEALERS POSSIBILITY OF ARRANGING FINANCING THROUGH EDC, NOTE PURCHASE OF EDA.

FOLLOW UP POSSIBLE JOINT VENTURE/LICENSING ARRANGEMENTS. DISCUSS CDN INTEREST IN J.V. WITH AUST. FIRMS AND IDENTIFY BEST MATCHING.

UNDERTAKE A SOURCING INVENTORY OF CDN CAPABILITY TO SUPPLY FERTILIZER INGREDIENTS AND PROVIDE INFORMATION TO AUSTRALIAN FERTILIZER MANUFACTURERS/AGENCIES AND DISTRIBUTORS.

ANTICIPATED RESULTS:

DRAMATICALLY INCREASE EXPORTS OF SEMEN AND EMBRYOS.

IMPROVED CANADIAN MARKET SHARE AND ENHANCED DEALER VIABILITY.

MAINTAIN CDN SHARE OF AG EQUIP MARKET IN LIGHT OF POSSIBLE DECREASE IN IMPORTED EQUIPMENT.

ENSURE MAJOR AUSTRALIAN PURCHASERS ARE AWARE OF PRODUCTS AVAILABLE FROM CANADA AND INCREASE EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 ORGANIZED PARTICIPATION IN AGRICULTURAL MACHINERY FIELD DAYS IN DOWERIN, WESTERN AUSTRALIA, AUGUST 26-27 1987.

QUARTER: 2 ORGANIZED PARTICIPATION IN YORKE PENINSULA AGRICULTURAL MACHINERY FIELD DAYS IN PASKERVILLE, SOUTH AUSTRALIA, SEPTEMBER 29-OCTOBER 1ST.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

DUE TO CURRENT ECONOMIC AND CLIMATIC CONDITIONS IN WESTERN AUSTRALIA DOWERIN ONLY ATTRACTED FOUR EXHIBITORS ON CANADIAN STAND. SHORT-TERM SALES PROSPECTS ARE PESSIMISTIC.

RECORD ATTENDANCE. EIGHT CANADIAN FIRMS REPRESENTED ON THE STAND. SALES PROSPECTS ENCOURAGING - SEVERAL NEW DEALERS APPOINTED.

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

009-FOREST PRODUCTS, EQUIP, SERVICES
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

PERIODIC VISITS TO MILLS AND FORESTRY OPERATIONS; PREPARATION OF SITREPS AND STUDIES.

ATTEND MAJOR INDUSTRY CONFERENCES, EG: TASMANIAN LOGGING CONFERENCE MARCH '87.

ENCOURAGE PARTICIPATION BY CANADIAN FIRMS AT APPITA '87 IN SYDNEY, NSW.

REVIEW MAJOR PLANNED PROJECTS AND MEET MANAGERS.

DETERMINE OPPORTUNITIES FOR CONSULTANTS IN SAWMILL SECTOR, PARTICULARLY HARDWOOD SAW LOGS AND INFORM APPROPRIATE CDN CONSULTANTS.

ASSESS MARKET PROSPECTS FOR NEW HIGH TECH ACHIEVEMENTS IN LOG HANDLING/CONVERSION.

OBTAIN EARLY ADVICE ON MAJOR DEVELOPMENTS AND ALERT CANADIAN SUPPLIERS.

BROADEN CONTACT RANGE AND SECTOR INTELLIGENCE FOR BENEFIT OF CANADIAN INDUSTRY.

INCREASE SALES IN PULP AND PAPER SECTOR.

ENSURE CANADIAN SUPPLIERS AWARE OF PROJECTS/CONTACTS.

INCREASE THE NUMBER OF CDN CONSULTANTS IN AUS AND INFLUENCE PURCHASES OF CDN EQUIP.

CREATE NEW BUSINESS OPPORTUNITIES FOR CANADIAN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

POST HAS SENT REPORT ON TRUCK PARTS TO DRIEOTT AND IS IN THE PROCESS OF FOLLOWING UP.

INCREASE NUMBER OF TRUCK PART FIRMS ACTIVE IN AUSTRALIA.

POST IS UNDERTAKING A PRELIMINARY MARKET STUDY ON TRAILER PARTS FOR DISSEMINATION TO CDN MFGS.

ENSURE THAT ALL CDN TRAILER PART MFGS ARE REPRESENTED IN AUSTRALIA.

ASSISTANCE TO NEWLY APPOINTED CL215 REPRESENTATIVE IN SERIES OF PROMOTIONAL FUNCTIONS IN POST TERRITORY.

TO ASSIST IN INITIAL MARKET PENETRATION FOR CL215.

PREPARATION IN CONCERT WITH LOCAL REPRESENTATIVE, FOR DEMONSTRATION TOUR OF CANADAIR CHALLENGER.

TO ASSIST IN MARKETING THE CHALLENGER IN AUSTRALIA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 532-MELBOURNE

016-INDUSTRIAL MACHIN, PLANTS, SERV.
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PREPARE FOR AND EXECUTE NTS/PTI MARKET STUDY FOR MATERIALS
HANDLING NOMINATED BY OTTAWA.

BETTER KNOWLEDGE OF MARKETPLACE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

007-POWER & ENERGY EQUIP. & SERV.
INDIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ANALYSIS OF AWARD OF CAPITAL PROJ. BY INDIA TO ALL COUNTRIES IS NEEDED BECAUSE OF CDN COS CONCERNS THAT CDN APPROACH & FINANCING MECHANISMS ARE INADEQUATE SUPPORT TO PRIVATE SECTOR INITIATIVES IN THE INDIAN MARKET.

WORK CLOSELY WITH CANADIAN FIRMS IN DEVELOPING APPROPRIATE STRATEGIES WHEN PURSUING MAJOR CAPITAL PROJECTS.

CONTINUE DEVELOPING CLOSE LIAISONS WITH KEY PLAYERS IN IDENTIFIED GOV'T OF INDIA PUBLIC SECTOR, ESPECIALLY DEPTS OF ECONOMIC AFFAIRS FINANCE, ENERGY, POWER, INDUSTRY, SPACE AND RAILWAYS, WITH A VIEW TO PROMOTING CDN INTERESTS IN THE POWER SECTOR.

ANALYSIS OF INTN'L COMPETITION WLD AID CDN GVMT. TO ASSESS ITS SUPPORT TO CDN PRIVATE SECTOR INIT. IN INDIAN MARKETPLACE.

SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECT.

THIS ENHANCED LIAISON SHOULD INCREASE CDN FIRMS OPPORTUNITIES TO ADVANCE THEIR PROPOSAL FOR MAJOR CAPITAL PROJ. WITHIN INDIAN SECTOR.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 WORK CLOSELY WITH CDN FIRMS IN DEVELOPING APPROPRIATE STRATEGIES IN PURSUIT OF MAJOR CAPITAL PROJECTS.

QUARTER: 2 -----

QUARTER: 3 WORK CLOSELY WITH CDN FIRMS IN DEVELOPING APPROPRIATE STRATEGIES IN PURSUIT OF MAJOR CAPITAL PROJECTS.

QUARTER: 4 -----

RAJ MAHAL COAL STUDY COMPLETE. CONTRACT NEGOTIATIONS TO START. YAMUNANAGAR AND UNCHALAR STRATEGISING CONTINUES.

DISCUSSIONS FOR YAMUNANAGAR, UNCHAHAR.

POST : 522-NEW DELHI

011-OIL & GAS EQUIPMENT, SERVICES
INDIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CIDA/EDC LINE OF CREDIT FOR OIL AND GAS SECTOR.

WHEN SIGNED SIGNIFICANT AND IMMEDIATE INCREASE IN SALES.

PETRO-CANADA - OIL & NATURAL GAS COMMISSION MOU FOR TECHNICAL COOPERATION WITH OIL & GAS SECTOR.

WHEN SIGNED SIGNIFICANT INCREASE IN LINK BETWEEN CANADIAN COMPANIES AND ONGC.

GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCIES AGREEMENTS DUE TO SEVERE RECESSION IN CANADIAN INDUSTRY AND HENCE INCREASED INTEREST IN INDIAN MARKET.

INCREASED SIGNED AGENCY AGREEMENTS AND SALES.

COMPUTERIZE OIL & GAS CONTACTS, AGENTS LISTS, TENDERS ISSUED, RESPONSES FROM CANADA, SOURCING DOCUMENTS, ENQUIRIES FROM CANADA AND INDIA.

IMPROVED EFFICIENCY IN RESPONDING & MATCHING OPPORTUNITIES WITH CANADIAN COMPANIES.

ALL SUB-SECTORS

CIDA/EDC LINE OF CREDIT FOR OIL AND GAS SECTOR.

WHEN SIGNED SIGNIFICANT AND IMMEDIATE INCREASE IN SALES.

PETRO-CANADA - OIL & NATURAL GAS COMMISSION MOU FOR TECHNICAL COOPERATION WITH OIL & GAS SECTOR.

WHEN SIGNED SIGNIFICANT INCREASE IN LINKS BETWEEN CANADIAN COMPANIES AND ONGC.

GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCIES AGREEMENTS DUE TO SEVERE RECESSION IN CANADIAN INDUSTRY AND HENCE INCREASED INTEREST IN INDIAN MARKET.

INCREASED SIGNED AGENCY AGREEMENTS AND SALES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CIDA/EDC LINE OF CREDIT FOR OIL & GAS SECTOR.

CONTINUING ATTEMPTS TO PRODUCE FIRST TRANSACTION STILL IN DEFINITION PHASE.

QUARTER: 1 PETRO-CANADA OIL & NATURAL GAS COMMISSION MOU FOR TECHNICAL COOPERATION WITH OIL & GAS SECTOR.

QUARTER: 1 GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCY AGREEMENTS DUE TO SEVERE RECESSION IN CDN INDUSTRY AND HENCE INCREASED INTEREST IN INDIAN MKT.

HAS BEEN SOMEWHAT DAMPENED BY PROBLEMS IN LAUNCHING OIL AND GAS FINANCING FACILITY.

QUARTER: 1 COMPUTERIZE OIL & GAS CONTACTS, AGENTS LISTS, TENDERS ISSUED, RESPONSES FROM CANADA, SOURCING DOCUMENTS, ENQUIRIES FROM CANADA AND INDIA.

WELL IN TRAIN WITH CONTACTS, AGENTS AND TENDER NOTIFICATIONS COMPUTERIZED. CONTINUING.

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POST : 522-NEW DELHI

011-OIL & GAS EQUIPMENT, SERVICES
INDIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 2 A) CIDA/EDC LINE OF CREDIT FOR OIL & GAS SECTOR.
B) GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCY AGREEMENTS.

QUARTER: 2 A) COMPUTERISE OIL & GAS CONTACT, AGENTS, LISTS, TENDERS ISSUED, RESPONSES FROM CDA SOURCING DOCUMENTS, ENQUIRIES FROM INDIA.
B) PETRO-CDA & ONGC MOU FOR TECHNICAL COOPERATION WITH OIL AND GAS SECTOR.

QUARTER: 3 CIDA/EDC LINE OF CREDIT. -GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCY AGREEMENTS. -COMPUTERISE OIL/GAS CONTACTS/AGENTS/LISTS/TENDERS ISSUED, RESPONSES FROM CDA, SOURCING DOCUMENTS, ENQUIRIES FROM INDIA.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

A) EFFORTS CONTINUED TO PRODUCE FIRST TRANSACTION
B) SIX NEW AGENCY AGREEMENTS AND 1 JOINT VENTURE ARRANGEMENT SET-UP.

A) EFFORTS CONTINUING.
B) DROPPED FOR LACK OF INTEREST FROM PETROCAN.

-EFFORTS CONTINUED TO PRODUCE FIRST TRANSACTION.
-THREE NEW AGENCY AGREEMENTS SET UP.
-EFFORTS CONTINUING.

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CIDA TELECOM SECTOR STUDY

A TELECOMMUNICATIONS SEMINAR HAS BEEN COORDINATED BY EXTAFF/POST AS PART OF "CANADA DAY" AT THE 7TH INDIAN ENGINEERING TRADE FAIR IN NEW DELHI IN FEBRUARY 1987.

A SEMINAR PROGRAM ON CDN CAPABILITIES IN ARTIFICIAL INTELLIGENCE AND REMOTE SENSING WAS SPONSORED BY THE CANADA/INDIA BUSINESS COUNCIL (THROUGH A CIDA GRANT) IN NEW DELHI & BOMBAY IN FEB. 1987.

IT WILL IDENTIFY SPECIFIC AREAS CANADIAN COMPANIES SHOULD CONCENTRATE THEIR EFFORTS.

SEMINAR'S AUDIENCE WILL INCL. SR OFFICIALS FM INDIAN DEPTS. OF SPACE & TELECOMM. AND MIN. OF SCIENCE & TECH. THESE CONTACTS WILL BE FOSTERED TO INCREASE INTEREST IN CDN CAPABILITY.

THE POST WILL FOLLOW UP CONTACTS/ENQUIRIES EMANATING FROM THE AUDIENCE OF THESE PROGRAMS AND TRANSMIT THIS INFORMATION TO RELEVANT CDN COMPANIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CIDA TELECOM SECTOR STUDY.

CANCELLED DUE LACK OF CDN CORPORATE SUPPORT FOR THIS APPROACH. EXTERNAL AFFAIRS CASE BY CASE APPROACH WILL CONTINUE FOR PRESENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

IN ADDITION TO INCOMING TRANSPORTATION MISSION, A SERIES OF SEMI-NARS/PRESS MEETINGS ARE PLANNED FOR CDN INDUSTRY REPRESENTATIVES.

A CLOSER LIAISON IS PLANNED WITH INDIAN DEPT OF CIVIL AVIATION & WITH MINISTRY OF RAILWAYS, TO BETTER DETERMINE THEIR PLANS FOR DEVELOPMENT, STRATEGIES FOR PROCUREMENT & TO MAINTAIN THESE AWARENESS OF CANADIAN CAPABILITIES IN THESE SECTORS.

ANTICIPATED RESULTS:

THE PROFILE OF CANADIAN INDUSTRY DEVELOPMENTS WILL BE RAISED IN THE KEY INDIAN PUBLIC/PRIVATE SECTOR AREAS.

THIS LABOUR INTENSIVE LIAISON SHOULD RESULT IN CLEARER MARKET INFORMATION ON WHICH CDN COMPANIES MAY ACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 A) AUTO PARTS SEMINAR, TORONTO.
B) AUTO PARTS MISSION.

QUARTER: 3 -ONTARIO AUTOMOTIVE PARTS MISSION.
-RAIL MISSION LED BY MIN. CROSBIE.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

A) CHOSE 4 LOCAL BUSINESSMEN TO ATTEND SEMINAR. THEY HIGH-LIGHTED OPPORTUNITIES AVAILABLE & GENERATED INTEREST IN CDA MOUNTING AN OUTGOING AUTOMOTIVE PARTS MISSION TO INDIA LATER IN YEAR.
B) POSTPONED TO OCTOBER 1988

-SUCCESSFUL, MISSION VISITED DELHI/MADRAS/BOMBAY CDN FIRMS TO FOLLOW UP. -DRIEOTT/CGTM/BANIGAN LED THE MISSION. IT COVERED AVIATION/COASTAL TRANSPORT/PORTS SECTORS BESIDES RAIL. MISSION WAS SUCCESSFUL.

REPORT 4A
88/03/17

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

POST : 522-NEW DELHI

ONTARIO INDUSTRIAL COOP. MISSION LED BY HON. MONTE KWINTER,
FEBRUARY 1988.

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POST : 527-OSAKA

005-COMM. & INFORM. EGP. & SERV
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

GENERAL NOTIFICATION OF CONSULATE GENERAL OPENING (1986).

INCREASED INTEREST BY CANADIAN FIRMS, ESPECIALLY THOSE WITH JAPANESE EXPERIENCE.

IDENTIFICATION AND NOTIFICATION OF CANADIAN FIRMS WHICH SHOULD BE MADE AWARE OF SPECIFIC MARKET OPPORTUNITIES IN KANSAI AREA.

FOCUSSING OF SECTORAL CAPABILITIES AND PREPARATION OF SPECIFIC MARKETING ACTIVITIES.

MONITOR EFFECTS OF DEREGULATION OF NTT ON TELECOM INDUSTRY AND MAKE RECOMMENDATIONS FOR MARKETING STRATEGY WHERE CANADIAN SECTORAL CAPABILITY IS STRONG.

INCREASE MARKET AWARENESS IN CANADA.

DETERMINE MARKET STRATEGIES EMPLOYED BY FOREIGN COMPETITORS IN THIS SECTOR ESPECIALLY WITH REGARDS TO DISTRIBUTION SYSTEM.

PROVIDE ADVICE ON MOST EFFECTIVE METHOD OF MARKET PENETRATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DEPT. OF COMMUNICATIONS TELECOMMUNICATION SEMINAR ADVANCE TEAM. -PREPARED ITINERARY PROVIDING TEAM BEST EXPOSURE TO MARKET OPPORTUNITIES FOR TELECOMMUNICATIONS EQUIPMENT AND SERVICES.

DETERMINED TIMING & NATURE OF SEMINARS NEEDED FOR TERRITORY IN COORDINATION WITH PROGRAMME IN TOKYO (SEPTEMBER). IDENTIFIED POTENTIAL BUYERS FOR TELECOM EQUIPMENT (OSAKA GAS. LOCAL NIT OFFICE).

QUARTER: 1 SASKATCHEWAN HIGHECH MISSION -PREPARATION OF PROMOTIONAL MATERIAL (IN JAPANESE) -IDENTIFICATION AND SELECTION OF TARGET COMPANIES -DISTRIBUTION, CONTACT AND FOLLOW-UP.

SEVERAL CO. TO CO. NONNECTIONS ARRANGED LEADING TO SEVERAL SALE/JOINT COLLABORATION OR PRODUCT DEVELOPMENT IN JAPAN & OTHER EXPORT MARKETS. ONE TWO MAN-MISSION ARRANGED FOR KUBOTA RE REMOTE SENSING, IDENTIFICATION SYSTEMS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 527-OSAKA

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

NOTIFICATION OF OPENING OF CONSULATE GENERAL

ENCOURAGE BUYERS MISSION TO CANADA IN FOOD SECTOR.

IDENTIFY PRODUCTS WHICH CAN BE COMPETITIVELY CUSTOM-PACKED IN CANADA.

BUYERS MISSION TO CANADA BY MAJOR FOOD STORE CHAINS & DEPARTMENT STORES.

INCREASED INTEREST OF CANADIAN FIRMS, ESPECIALLY THOSE WITH JAPANESE EXPERIENCE.

AT LEAST TWO MISSIONS ORGANIZED.

INCREASED AWARENESS OF MARKET OPPORTUNITIES LEADING TO INCREASED MARKET PENETRATION.

INCREASED SALES BY SEVERAL MILLION OVER NEXT THREE YEARS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ALBERTA BEEF PROMOTION ACTIVITIES
-SUPPORT TO BEEF DEMO IN KOBE & KYOTO
-FOODEX OSAKA.

ALBERTA BEEF PROMOTIONS ARE SUCCESSFULLY ENHANCING IMAGE OF CDN BEEF IN TERRITORY AS LOW FAT HEALTHY FOOD PRODUCT.

QUARTER: 2 TV OSAKA PROGRAM - PROMOTION OF CANADIAN FOOD PRODUCTS AND CANADIAN FUR GARMENTS DURING PROGRAM ON CANADIAN PRESENCE IN THE KANSAI.

TV PROGRAM WILL BE SHOWN TWICE DURING OCTOBER ON 2 MAJOR OSAKA STATION.

QUARTER: 2 HANKYU CANADA FOOD FAIR - ANNUAL EVENT FOR WHICH CONGEN PROVIDES SUPPORT AND CONTACTS.

THE FAIR GENERATED RETAIL SALES OF OVER \$660,000 AND HELPED SUCCESSFULLY ESTABLISH A MEAT PACKER FROM NEW BRUNSWICK IN THIS MARKET.

QUARTER: 3 KOBE IMPORT FAIR-SUPPORT ACTIVITIES COORDINATED WITH EMBASSY.

ELEVEN COMPANIES PARTICIPATED SELLING WIDE VARIETY OF PRODUCTS.

QUARTER: 4 -----

POST : 527-OSAKA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

NOTIFICATION OF OPENING OF CONSULATE GENERAL AND OPPORTUNITIES ASSOCIATED WITH NEW KANSAI INTERNATIONAL AIRPORT CONSTRUCTION.

FIVE OR SIX COMPANIES REGISTERED WITH KIAK UNDER DESIGNATED BIDDING SYSTEM.

MEET WITH JAPANESE COMPANY EXPECTED TO WIN OVERALL CONTRACTS IN KIA PROJECT.

INCREASE AWARENESS OF CANADIAN CAPABILITY IN THIS SECTOR BY JAPANESE PRIVATE COMPANIES.

ENCOURAGE VISITS BY CANADIAN COMPANIES TO OSAKA FOR APPOINTMENTS AT KIA AND OTHER JAPANESE COMPANIES.

ESTABLISH BUSINESS RELATIONSHIPS BETWEEN JAPANESE AND CANADIAN COMPANIES LEADING TO SALES OVER NEXT THREE YEARS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 AIRPORT CONSTRUCTION & AEROSPACE ENGINEERING SHOW. -PLANNING (3 MONTHS). RECRUITMENT FROM POST & IN CANADA ON CROSS-COUNTRY TOUR. EXECUTION, REPORTING, FOLLOW-UP.

18 CDNS CO'S PARTICIPATED BY PROVIDING PICTURES AND DISPLAY MATERIAL. ONE CDN REP PARTICIPATED ON BOOTH. 107 ENQUIRIES RECEIVED, REPORT PREPARED & FOLLOW-UP COMPLETED. INDIVIDUAL COMPANIES RESPONSIBLE FOR OWN FOLLOW-UP.

QUARTER: 1 AIRPORT CONTRACT BIDDING SEMINAR. POLITICAL PRESSURE TO KIAK (8 MONTHS) RECRUITMENT - REPORTING

IN EFFORT TO RAISE PROFILE AS COUNTRY WITH TRANSPORTATION EXPERTISE, INDEPENDENTLY PUSHED TO HAVE BIDDING SEMINAR ORGANIZED BY AIRPORT CO. OFFICIALS SIX CDN COS. REPS ATTEND RESULTING IN SEVERALS INDEPENDENT REPORTS GENERATED & DISTRIBUTED TO COMPANIES AND APPROPRIATE GOVERNMENT CONTACTS.

QUARTER: 2 KANSAI AIRPORT REPORT - REPORT ON PROCUREMENT POLICIES OF KANSAI INTERNATIONAL AIRPORT COMPANY

CONTINUE TO RAISE PROFILE OF CDA AS COUNTRY WITH HIGH-TECH CAPABILITY IN FIELD OF AIRPORT EQUIPMENT. INTEREST GENERATED AMONG ATTENDEES FOR SEVERAL PRODUCTS WHICH RESULTED IN SERIOUS BUSINESS DISCUSSION.

QUARTER: 3 KANSAI AIRPORT PROJECT-REPORT ON NEW PROCUREMENT RULES PREPARED FOR CDN COMPANIES.

REPORT DISTRIBUTED TO 25 COYS IN CDA RESULTING IN RE-THINKING MARKETING STRATEGIES & PROMOTION ACTIVITIES WITH LOCAL AGENTS.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 527-OSAKA

002-FISHERIES, SEA PRODUCTS & SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

IDENTIFICATION OF AGENCY RELATIONSHIPS WHICH CURRENTLY EXIST FOR CANADIAN SUPPLIERS; NOTIFY THOSE AGENTS OF OPPORTUNITIES IN KANSAI.

DETERMINATION OF DISTRIBUTION SYSTEM IN KANSAI FOR CANADIAN FISH PRODUCTS.

SEMINAR IN CONGEN TO FISH IMPORTERS/AGENTS TO RAISE AWARENESS OF CANADIAN CAPABILITY, RELYING ON PATTERN OF EXPERIENCE OF EMBASSY IN TOKYO.

EXPANSION OF AGENCY RELATIONSHIPS IN KANSAI AREA FOR EXISTING EXPORTERS AND FOR NEW EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEW BRUNSWICK FISHERIES PRODUCTS PROMOTIONS
-SUPPORT TI NB GOVERNMENT AND PRIVATE SECTOR
INITIATIVES.

BUYING CONNECTION (LOBSTER) PREVIOUSLY ESTABLISHED IS LEADING TO EXPANSION OF (ATLANTIC SALMON) SAMPLES SENT, EXAMINED & NEGOTIATIONS STARTED. IMPORTANT INVESTMENT PROJECT CONSIDERED BY JAPANESE CO. (PURCHASE OF EXISTING FISH/PROCESSING /

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



527 - OSAKA

JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.
FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND
THROUGH IND. MACHIN, PLANTS, SERV. SEMINARS AT CONGEN AND SECTOR
MISSIONS TO CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS.

INVESTMENT IN CANADA OF SEVERAL MILLION
DOLLARS.

ELECTRONICS EQUIP. & SERV CONSUMER ELECTRONICS
FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND
THROUGH CONSUMER ELECTRONICS SEMINARS AT CONGEN AND SECTOR MISSIONS
TO CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS.

INVESTMENT IN CANADA OF SEVERAL MILLION
DOLLARS.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE
FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND
THROUGH INDUSTRY SPECIFIC SEMINARS AT CONGEN AND SECTOR MISSIONS TO
CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS. MAINTAIN
CLOSE LIAISON WITH KANSAI AIRPORT AUTHORITIES FOR NEW AIRPORT PROJECT.

INVESTMENT IN CANADA OF SEVERAL MILLION
DOLLARS.

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY
FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND
THROUGH INDUSTRY SPECIFIC SEMINARS AT CONGEN AND SECTOR MISSIONS TO
CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS. MAINTAIN
CLOSE LINKS WITH PHARMACEUTICAL & BIOTECH FIRMS.

INVESTMENT IN CANADA OF SEVERAL MILLION
DOLLARS.

NON SECTORALLY ORIENTED ACTIVITIES

COOPERATE CLOSELY WITH OSAKA CHAMBER OF COMMERCE AND INDUSTRY TO
ENCOURAGE AND ASSIST ITS MEMBERSHIP TO INVEST IN CDA (IE. SEMINARS,
CJBC MEETING IN CDA, ASIA PACIFIC FORUM, MISSIONS TO CDA).

IDENTIFY 150/200 POTENTIAL INVESTORS TO BE
TARGETTED FOR FURTHER PROMOTION.

DETERMINE POTENTIAL IN CENTRES OUTSIDE OSAKA ITSELF. (PRESENTATION ON
DOING BUSINESS IN CDA TO BE HELD IN AND CO-SPONSORED BY CHAMBER OF
COMMERCE IN KOBE AND/OR KYOTO AND WAKAYAMA AND/OR OHTSU).

EXPECT TO REACH 75 TO 80 NEW BUSINESS
CONTACTS WHO HAVE SHOWN SOME INTEREST
IN CANADA.

527 - OSAKA

JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-FOLLOW UP TO OSAKA CHAMBER OF MISSION TO CDA DINNER/RECEPTION. -FOLLOW UP TO MARCH 3 INVEST. SEMINAR: WORK WITH DENTSU INC. TO PREPARE FOLLOW UP QUESTIONNAIRE; DISTRIBUTION, COLLECTION, EVALUATION. -ASIA DEVELOPMENT BANK: SUPPORT ACTIVITIES TO ENSURE IMPORTANT CONNECTIONS ESTABLISHED & IDENTIFY NEW CANDIDATES FOR INVEST. PROMOTION. -FOLLOW-UP CONTACT & SUPPORT FOR ONGOING INVEST. PROJECTS. -AUTOPARTS TECHNOLOGY MISSION: SUPPORT FOR MISSION ACTIVITIES.

-MISSION SUCCESSFUL PROMOTING 'FRIENDLY' IMAGE OF CDA. -OCCI WILL SEND WORKING LEVEL MISSION TO CDA NEXT YEAR. -APPROX. 50 OR 40% OF RECIPIENTS RESPONDED WHICH WILL HELP IN PLANING OF FUTURE INVEST. ASPIRANTS FOR TARGET ACTIVITIES. -15 NEW INVEST. TARGET CO'S IDENTIFIED (BANKS/SECURITIES FIRMS) WHICH PROVIDE FINANCING & ADVISE CLIENTS SEEKING INVEST OPPORTUNITY. -5 PROJECTS HAVE NOW REACHED CRITICAL STAGE & REQUIRE CONTINUAL MONITORING & ASSISTANCE. -IMPORTANT TECHNOLOGIES

QUARTER : 2

I. ASIA PACIFIC BUSINESS CONVENTION
II. INVESTMENT PROMOTION SEMINARS: PREPARATIONS FOR FALL A. FEDERAL 1. KOBE CHAMBER OF COMMERCE (OCT/NOV) 2. KYOTO CHAMBER OF COMMERCE B. PROVINCIAL SEMINARS 1. QUEBEC (OCT. 6) 2. MANITOBA (NOV. 13).
III. IDENTIFY INVESTMENT CANDIDATES IDENTIFIED THROUGH SURVEY QUESTIONNAIRE FOLLOWING UP MARCH 3 SEMINAR IN OSAKA.

I. MAJ. INVSTMT MESSAGE TO APACON PROG TO BE DELIVERED BY TOP LEVEL FED'L OFFICIAL TO LARGE GROUP OF PROSPECTIVE JPNSE & OTHER INVSTRS AS PART OF CDA'S PART 'N. II. A. FED. : BOTH KYOTO/KOBE CHAMBER OF COMMERCE HAVE AGREED TO CO-SPONSOR & PROMOTE ATTENDANCE AMONG THEIR MEMBERS. B. ASSISTANCE HAS BEEN GIVEN TO EACH OF THESE PROV. SEM. C. WORKED WITH NOMURA TO PLAN & ORG. A SEM. ITS CLIENTS ONOPORTS FOR MFTG INVSTMT IN CDA. III. 13 COS TARGETED FOR DIR. INVSTMT PROM'N IN FALL.

QUARTER : 3

KYOTO CHAMBER OF COMM. -CDA INVESTMENT SEMINAR SET UP & SUPPORT ATTENDANCE; (02)KOBE CHAMBER OF COMM-CDN INVESTMENT SEMINAR SET UP & SUPPORT ATTENDANCE; (03)QUEBEC INVESTMENT SEMINAR-SUPPORT ATTENDANCE; (04)NOMURA SECURITIES INVESTMENT SEMINAR-ASSIST IN ORGANIZATION & LOGISTICS; (05)OSAKA CHAMBER OF COMMERCE INVESTMENT MISSION TO CDA, FINAL DECISION; (06)MANITOBA INVESTMENT SEMINAR-SET UP LOGISTICS & SUPPORT ATTENDANCE.

28 ATTENDEES (SEVERAL LEADS IDENTIFIED)
45 ATTENDEES (SEVERAL LEADS IDENTIFIED)
50 ATTENDEES (SEVERAL LEADS IDENTIFIED)
80 ATTENDEES, FOLLOW-UP MISSION OF CLIENTS TENTATIVELY PLANNED FOR JULY 88; (15)WORKING LEVEL INVESTMENT MISSION SET TO VISIT CANADA IN JUNE 88; (16)40 ATTENDEES (SEVERAL LEADS IDENTIFIED).

QUARTER : 4

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

POST : 527-OSAKA

ALB. MIN. SHABEN ECONOMIC MISSION TO KANSAI
ALB. MIN. ELZINGA AGRICULTURE MISSION TO KANSAI
YUKON TOURISM MISSION TO KANSAI FOR 1-DAY PROGRAM
NICHIRYU CDA PRODUCT PROMOTION (ONE DAY)
SANYO SUBMISSION TO ELECTRONIC TIMES (INDUSTRY NEWSPAPER)
AIRPORT FAC. SURVEY MIS. TO CDA FOR 4-DAY PRO. (MR&MRS MARUNO)
UNITIKA BIOTECH MISSION TO CDA FOR 2-DAY PROGRAMME
AXIOM PRODUCT DEMONSTRATION AT CONGEN (ONE DAY)
MIK BREEDERS ASSOCIATION IN OSAKA FOR ONE-DAY PROGRAMME
CITY OF MONTREAL - INVESTMENT PROMOTION FOR 1-DAY PROGRAMME

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

DETERMINE CHINESE INTENTIONS RE KEY HYDRO DEVELOPMENTS AND
PRIORIZE THEM.

THERMAL

BIDS ON BOILER ISLANDS FOR THREE MAJOR THERMAL PLANTS (LUO HUANG,
DEZHOU, SHIDOU KOU).

EXPLORE AND IDENTIFY WHICH IS THE NEXT TRANCHE OF THERMAL PLANTS,
AND SEEK A COMMITMENT FOR A NEGOTIATED CONTRACT.

NUCLEAR

SUPPORT AECL'S ACTIVITIES IN PROMOTION OF SLOWPOKE REACTOR.

TO ESTABLISH NUCLEAR CO-OPERATION AGREEMENT.

CLARIFY MORE PRECISELY THE PRIORITIES AND TIMING OF CHINESE
EXPANSION PROJECTS.

ANTICIPATED RESULTS:

ABILITY TO RE-FOCUS ON HIGH PRIORITY HYDRO
OPPORTUNITIES.

CANADA SHOULD WIN AT LEAST ONE.

POSITION CANADIAN SUPPLIERS FOR THE NEXT
ROUND OF THERMAL GENERATING CONSTRUCTION.

AGREEMENT ON BUILDING OF DEMONSTRATION UNIT
IN QIQIHAR (HEILONGJIANG).

PAVE THE WAY FOR FUTURE TECHNOLOGY SALES.

BETTER POSITION CANADIAN FIRMS FOR BIDDING
SUCCESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 TO DEVELOP CANADA/PRC NUCLEAR COOPERATION.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

SUPPORT TO 25-PERSON AECL DELEGATION TO CHINA IN
SEPTEMBER 87.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 510-PEKING

005-COMM. & INFORM. EQP. & SERV
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MASS MAILING OF MANDARIN TELECOM BROCHURES TO CONTACTS FROM
EXPOCOM.

MAXIMIZE CHINESE FAMILIARITY WITH CANADIAN
TELECOM CAPABILITIES.

VISITS TO REGIONAL TELECOM CENTRES, WHERE REQUIRED IN SUPPORT OF
COMPANY INITIATIVES OR INDEPENDENTLY TO MEET RESEARCH INSTITUTE/
MUNICIPAL AND PROVINCIAL AUTHORITIES.

FIRST HAND KNOWLEDGE OF NEGOT'G ENVIRONMENT.
-INFLUENCE TELECOM AUTHORITIES TO CONSIDER
CDN EQPT. & SRVCS. GATHER PLANNING INFO. TO
MATCH WITH CDN CAPABILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

CPPF STUDY OF BEIJING SUBWAY EXTENSION.

WILL CONDUCT SERIES OF MEETINGS WITH APPROPRIATE OFFICIALS TO CLARIFY MARKET POTENTIAL.

PLAN TO INVESTIGATE VESSEL TRAFFIC MANAGEMENT ASPECTS OF CHINA'S PORT EXPANSION PROGRAM.

PREPARE REPORT ON RAILWAY SIGNALLING OPPORTUNITIES.

DEVELOP CLOSER RELATIONS WITH KEY OFFICIALS IN MINISTRY OF RAILWAYS.

FOLLOW UP TO CIVIL AVIATION MISSION PLANNED FOR FEBRUARY 1987.

PREPARE DETAILED REPORT ON AIR TRAFFIC OPPORTUNITIES IN CHINA.

TO POSITION CANADIAN FIRM FOR FUTURE WORK ON THIS PROJECT.

TO BE IN BETTER POSITION TO DEVELOP PLAN OF ACTION.

TO PREPARE INFORMATION FOR POSSIBLE MISSION IN LATE 1987.

TO PUBLICIZE OPPORTUNITIES TO CANADIAN FIRMS.

TO OBTAIN MORE TIMELY AND APPROPRIATE INFORMATION.

BREAK INTO AIR TRAFFIC CONTROL MARKET.

PUBLICIZE OPPORTUNITIES TO CANADIAN FIRMS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 TO POSITION CANADIAN FIRMS FOR KEY URBAN TRANSIT PROJECT.

QUARTER: 3 CONDUCT SERIES OF MEETINGS WITH APPROPRIATE OFFICIALS TO CLARIFY MARKET POTENTIAL.

QUARTER: 3 PLAN TO INVESTIGATE VESSEL TRAFFIC MANAGEMENT ASPECTS OF CHINA'S PORT EXPANSION PROGRAM.

QUARTER: 4 -----

SUBMISSION OF FINAL LAVALIN-BEIJING SUBWAY CORP. STUDY WHICH ENDORSES USE OF CDN TECHNOLOGY IN JULY 87. MATTER NOW UNDER REVIEW BY BEIJING MUNICIPAL GOVERNMENT.

MET ON SEVERAL OCCASIONS WITH BEIJING SUBWAY CORPORATION & ASSISTED IN A MISSION TO CDA IN LATE NOVEMBER 87.

MET IN DEC 87 WITH REPS OF SHANGHAI HARBOUR SUPERINTENDENCY DEPT & GATHERED INFORMATION ON THEIR REQUIREMENTS. PLANNING A MISSION TO VIEW CDN SYSTEM IN HONG KONG IN FEBRUARY 88.

REPORT 4
88/03/16

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

JOINT AGRICULTURAL COMMITTEE.

-SUPPORT AG RESEARCH IN CDA. -PROMOTE PRIORITY
AG SALES TO CHINESE. BREEDING LIVESTOCK AND
GRAIN EQUIPMENT.

ANIMAL HEALTH DISCUSSION.

REDUCE ANIMAL HEALTH TECHNICAL BARRIERS.
ONCE REMOVED, THEN SALES POTENTIAL ENHANCED.

PLANT PHYTOSANITARY DISCUSSIONS.

CREATE CONDITIONS FOR NEW PLANT EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 A) COMPLETE RE-NEGOTIATION OF FIVE ANIMAL HEALTH
GUARANTINE AGREEMENTS;
B) TO DEVELOP JOINT AGRICULTURE COMMITTEE
PROJECTS 1988-89.

A) ALL FIVE AGREEMENTS WERE SIGNED AFTER COMPLE-
TION OF PROTRACTED NEGOTIATIONS.
B) NEW PROPOSALS FOR JAC 19 NEW PROJECTS PREPARE
FOR THE MINISTER OF AGRICULTURE'S VISIT.

QUARTER: 3 -----

QUARTER: 4 -----

POST : 510-PEKING

009-Forest Products, Equip, Services
People's Rep of China

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

PROVIDE SUPPORT TO COFI'S EFFORTS IN CHINA, ESPECIALLY THEIR FARMHOUSE DEMONSTRATION PROJECT IN SHANGHAI.

PURSUE DISCUSSION WITH CHINESE AUTHORITIES TO ESTABLISH THE WOOD PRODUCTS COMMITTEE.

INCREASE CONTACTS WITH THE MINISTRY OF FORESTRY, THE NATIONAL TIMBER IMPORT & EXPORT CORP., THE MINISTRY OF BUILDING MATERIALS INDUSTRY, ETC. TO FIND OUT CHINA NEEDS AND REGULATIONS ON THE USE OF LUMBER.

GATHER INFORMATION ON OUR COMPETITORS AND INFORM CANADIAN COMPANIES.

INVESTIGATE WHICH MACHINERY & FOREST EQUIPMENT CHINA REQUIRES.

REINFORCE CANADA'S IMAGE AS A SECURE, RELIABLE AND COMPETITIVE SOURCE OF PULP & PAPER THROUGH CONTACTS WITH THE MINISTRY OF LIGHT INDUSTRY AND IMPORT CORPORATIONS.

INCREASE AWARENESS OF ADVANTAGES OR USE OF LUMBER IN HOUSE CONSTRUCTION.

IMPROVED INFORMATION FLOW & AWARENESS IN CHINA OF CANADIAN CAPABILITIES.

INCREASE SALES OF LUMBER. BETTER DEFINITION OF MARKET POTENTIAL.

INCREASE KNOWLEDGE OF PRODUCT SECTOR TO FOCUS CANADIAN EFFORTS WITH VIEW TO INCREASING LONGER PORTION OF MARKET.

FOCUSSED PROMOTION OF COMPETITIVE MACHINERY.

MAINTAIN AND INCREASE OUR SHARE OF THE MARKET

EQUIPMENT AND MACHINERY

SUPPORT CANADIAN COMPANIES PURSUING MAJOR PULP & PAPER PRODUCTS.

PUBLICIZE CANADIAN TECHNOLOGICAL CAPABILITIES AND EQUIPMENT IN THE PULP & PAPER INDUSTRY THROUGH CLOSE CONTACTS WITH THE MINISTRY OF LIGHT INDUSTRY.

TO OBTAIN CONSULTING CONTRACTS, TECHNOLOGY TRANSFER CONTRACTS AND EQUIPMENT SALES.

CANADIAN SUPPLIERS OF PAPER MACHINERY COULD BE SHORT-LISTED FOR SOME PROJECTS. INCREASED USE OF CONSULTING FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 A) GATHERING OF COMPREHENSIVE INFORMATION ON MARKET FOR CDN WOOD PRODUCTS.
B) RENEWAL OF FORESTRY MOU.

A) COMPLETION AND DISSEMINATION OF DETAILED REPORT ENTITLED "THE MARKET FOR CANADIAN WOOD PRODUCTS IN CHINA".
B) AGREEMENT IN PRINCIPLE FOR ONE YEAR EXTENSION NEGOTIATED.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

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

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MKT RESEARCH BY POST & LIAISON WITH EMR TO DETERMINE NATURE AND
EXTENT OF DOMESTIC PRODUCTION, COMPETITION AND SALES PATTERNS.
ESTABLISH COMMUNICATIONS WITH COS INVOLVED IN MINERAL SALES.

IMPROVE AWARENESS CANADA SIDE. IMPROVE AWARE-
NESS CHINESE SIDE. DEVELOP MARKETING STRATEGY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 NEGOTIATION OF WORKING GROUP FOR NON-FERROUS
METALS.

QUARTER: 3 -----

QUARTER: 4 -----

AGREEMENT IN PRINCIPLE TO FORM WORKING GROUP.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST : 510-PEKING

HEAVY OIL SEMINAR, OCT. 87, UNDER NATIONAL TRADE STRATEGY;
OIL DRILLING SEMINAR, OCT 87, UNDER NATIONAL TRADE STRATEGY;
VISIT OF MIN. SHABEN-ALBERTA MIN. OF ECONOMIC DEVT & TRADE;
VISIT OF MIN. ELZINGA-ALBERTA MIN. OF AGRICULTURE
VISIT OF MIN. FJORDBOTTEN-ALTA MIN. OF LAND, ENVIRON&WILDLIFE
VISIT OF MIN. URUSKI-MAN. MIN. OF RURAL AFFAIRS
VISIT OF AGRICULTURE MINISTER JOHN WISE
CDA/CHINA JOINT AGRICULTURAL COMMITTEE MEETING
MAGEE ROBERTSON/CIDA INDUSTRIAL CO-OPERATION MISSION
REPORT ON ECONOMIC DEVELOP. & OPPOR. FOR CDN IN HAINAN ISLAND
VISIT OF QUE. MIN. OF INT'L TRADE JOHNSON TO HONG KONG
VISIT OF MAYOR DORE OF MTL TO BEIJING & HONG KONG
VISIT OF MAYOR CAMPBELL OF VANCOUVER TO GUANGZHOU
VISIT TO CDA OF GUANDONG PULP & PAPER INVESTMENT MISSION
VISIT OF ONT. CONSTRUCTION MISSION
VISIT OF WINDSOR MAYOR TO BEIJING & TIANJIN
VISIT TO CDA OF GUANDONG ENTERPRISES PURCHASING MIS. (CEMENT
PLANT).

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

POST : 519-SEOUL

005-COMM. & INFORM. EGP. & SERV
KOREA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

GATHER & UPDATE INFO ON THE PLANNED PROJECTS FOR R. S. SYS IN
COMING YEARS.

FOLLOW UP FOR KAIST SHOW AND CONFERENCE (ASIAN CONFERENCE OF
REMOTE SENSING)

HOLD A CATALOGUE SHOW ON REMOTE SENSING PRODUCTS/SERVICES FOR
POTENTIAL AGENTS AND ENDUSERS.

PREPARE A REPORT ON KOREAN REMOTE SENSING SECTOR'S CURRENT STATUS
AND PROSPECTS.

IDENTIFICATION OF CDN OPPORTUNITY.

ENHANCED CONTACTS WITH R. S. SECTOR.

INCREASE NUMBER OF ACTIVE AGENTS REPRESENTING
CDN FIRMS IN THIS SUBSECTOR (CURRENTLY 2).

INCREASED INTEREST & ACTIVITY IN THIS MARKET
BY CDN FIRM.

TELECOMMUNICATIONS (INC SPACE)

ONGOING ASSISTANCE TO CDN FIRMS TO PENETRATE KOREAN PUBLIC
TELEPHONE SWITCH MARKET.

FOLLOW UP ON DATA COMM SEMINAR IN FY 86/87

CATALOGUE SHOW FOR CANADIAN EQUIPMENT (OTHER THAN SWITCHGEAR).

PREPARE FOR DATACOMM & INFORMATICS MISSION

INCLUSION OF A CDN FIRM IN LOCAL PUBLIC
SWITCH COMPETITION.

INCREASE OPPORTUNITY FOR CDN FIRMS TO SELL
MORE DATA COMM PRODUCTS/SERVICES IN FY 87/88.

INTERESTED NUMBER OF AGENTS.

INCREASED NUMBER OF CONTACTS & POTENTIAL
AGENTS.

BROADCASTING (INC CATV)

TRACKING OF LEGISLATIVE CHANGES ON CABLE TV BROADCASTING.

COLLECT INFO ON POTENTIAL FIRMS WITH INTEREST IN CABLE TV BUSI-
NESS.

HOLD A CATALOGUE SHOW ON CDN CABLE TV PRODUCTS/SERVICES.

IF LEGISLATED, THE CABLE TV MARKET WILL BE
GENERATED FROM FY 87/88.

IDENTIFY POSSIBLE AREA OF CDN FIRMS PARTICI-
PATION.

APPOINTS NUMBER OF ACTIVE LOCAL AGENTS IN
THIS SUBSECTOR IN FY 87/88.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 519-SEOUL

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NONE THIS QUARTER

STARTED WORK FOR CDN PARTICIPATION AT AFCEA 87.
2-ASSISTED CDN MARCONI IN FINALIZING SALES OF
ANSP 503.

QUARTER: 2 - PARTICIPATION IN AFCEA 87
- DEVELOPED DATA BASE OF IMPORTERS OF ELECTRONIC
COMPONENTS (IMPORT DIVERSIFICATION)

- DEMONSTRATION OF CDN DEFENCE ELECTRONICS COM-
MUNICATIONS CAPABILITY
- COMPREHENSIVE DATABASE OF ALL KOREAN IMPORTERS
OF DIVERSIFICATION ITEMS DEVELOPED.

QUARTER: 3 TELECOM/DATACOM MISSION TO CANADA.

COMPLETED. INCREASED KOREAN AWARENESS OF CDN
TECHNOLOGY. EXPECT POSSIBILITY OF AN AGREEMENT
IN THE FINANCIAL TELECOMMUNICATION SECTOR.

QUARTER: 4 -----

POST : 519-SEOUL

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

A DEFENSE MARKET STUDY WAS MADE IN 1986. WE ARE IN THE PROCESS OF FOLLOWING UP SPECIFIC OPPOTUNITIES WITH INDIVIDUAL COMPANIES.

DEVELOPING FURTHER INVENTORY OF SUITABLE AGENTS AND CONTINUE TO DEVELOP CLOSER CONTACT WITH EXISTING AGENTS.

CONTINUE TO ENCOURAGE THE ROK TO PROCURE CND DEFENSE PRODUCTS AS MEANS OF REDRESSING IN PART THE TRADE IMBALANCE.

CATALOGUE AND VIDEO TAPE PRESENTATION OF CANADIAN DEFENSE PRODUCTS IN NEW TRADE CENTER.

ENHANCED RECRUITMENT FOR UPCOMING AFCEA SHOW.
INCREASED BIDDING ON MND CONTRACTS BY CDN COMPANIES.

SUPPORT AN UPCOMING MISSION OF AGENTS TO CDA DURING HI-TECH. MORE AGENT AGREEMENTS WITH CANADIAN COMPANIES.

IMPROVE CLIMATE FOR CANADIAN DEFENSE SALES.

ENCOURAGE INTEREST AMONG MILITARY AND AGENTS IN CANADIAN DEFENSE CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISSION TO CDA BY 6 PERSON MINISTRY OF NATIONAL DEFENCE TEAM HEADED BY M. GENERAL.

EXPOSE KEY KOREAN MILITARY TO CDN CAPABILITIES. AS A RESULT KOREA DEF. WILL SEND FOLLOW UP TEAM TO CDA. DEHAVILLAND/BOEING SEMINAR DEMONSTRATION FOR ASW EQUIPMENT TO BE INSTALLED ON DASH 8 FOR ROK NAVY. TOOK PLACE IN EMB. NEW TRADE CENTER.

QUARTER: 2 AEROSPACE SECTOR STUDY STARTED.

- ALL MAJOR AEROSPACE-RELATED INDUSTRIES VISITED. INTERVIEWS OF SENIOR OFFICIALS OF INDUSTRY, GOVT AND R & D.
- DRAFT PAPER WRITTEN.

QUARTER: 3 COMPLETE AEROSPACE STUDY.

STUDY COMPLETED. PRINTED & DISTRIBUTED BY DE TO AIAC AT HIGH-TECH.

QUARTER: 4 -----



POST : 519-SEOUL

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

INCREASE LOCAL AWARENESS OF CDN AUTOMOTIVE PARTS SUPPLIERS THROUGH JOINT ACTIVITIES WITH THE KOREAN AUTOMOTIVE INDUSTRIES COOPERATIVE ASSOCIATION.

CONTINUE TO EXPAND CONTACTS WITH HYUNDAI, DAEWOO, KIA AND SSANGYONG DONG-A FOREIGN PROCUREMENT STAFF.

FOLLOW UP WITH KOREAN PARTS COMPANIES WHO PARTICIPATED IN NOV. 86 INCOMING AND OUTGOING MISSIONS.

MONITOR CLOSELY THE DEVELOPMENT & IMPLEMENTATION OF THE KOREAN IMPORT SUBSTITUTION & FOREIGN SUPPLIER DIVERSIFICATION PROGRAM FOR AUTOMOTIVE COMPONENTS.

SECTORAL INVESTMENT AND TECHNOLOGY EXCHANGE SEMINAR FOR AUTOMOTIVE PARTS.

ESTABLISH STRONGER BACKGROUND IN AND REPORT ON KOREAN INDUSTRIAL POLICY PARTICULARLY AS IT PERTAINS TO THE AUTOMOTIVE SECTOR.

RAIL

FOLLOW UP TO CDN PRESENTATION (JULY 86) ON LRC TECHNOLOGY TO DAEWOO & KOREAN RAILWAY.

IDENTIFY SPECIFIC OPPS IN FIVE YEAR PLAN AND IN DISCUSSION WITH RAIL AUTHORITIES.

CATALOGUE PRESENTATIONS TO VARIOUS RAIL AUTHORITIES.

CATALOGUE EXHIBIT FOR POTENTIAL AGENTS IN TRADE CENTER.

SUPPORT TO INCOMING PARTS MISSION NOV. 86. SIGNING OF FIRST TECHNICAL EXCHANGE/J.V. AGREEMENT IN THE AUTOMOTIVE SECTOR.

DIVERSIFICATION OF PARTS & COMPONENTS SOURCED IN CDA TO INCLUDE ELECTRONICS & PLASTICS AS WELL AS TRADITIONAL GLASS AND TIRES.

IDENTIFY SHORTLIST OF KOREAN PARTS FIRMS WITH INTEREST & CAPABILITY TO INVEST OR ESTABLISH J.V. WITH CDN PARTS AND SUPPLIERS.

ENSURE CONTINUED ACCESS FOR EXISTING SUPPLIERS & PROVIDE BETTER INTELLIGENCE ON EMERGING OPPORTUNITIES FOR CDN PARTS AND SUPPLIERS.

INCREASED LOCAL AWARENESS OF CDN INVESTMENT OPPORTUNITIES AND TECHNOLOGY IN THE AUTOMOTIVE SECTOR.

IDENTIFY POLICY TRENDS & GOVERNMENT PROGRAMS WHICH CAN ASSIST CDN PARTS PRODUCERS IN ENTERING MARKET OR ESTABLISHING RELATIONSHIP WITH KOREAN PRODUCERS.

SUSTAIN KOREAN INTEREST IN CANADIAN LRC TECHNOLOGY.

WIDEN POSSIBLE INCOMING MISSION ON LRC TO INCLUDE OTHER PRODUCTS.

OBTAIN DETAILED INFORMATION ON UPCOMING REQUIREMENTS.

INCREASED AWARENESS AMONG AGENTS OF CANADIAN CAPABILITIES.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 519-SEOUL

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SEMINAR & MISSION IN AUTOMOTIVE PARTS.

MISSION WILL 5 COS. JUNE 22 TO 27. POTENTIAL FOR
TWO J. V. 'S AND POSSIBLE DIRECT SALES TO DAEWOO
MOTOR. DAEWOO/KNR MISSION TO CDA.

QUARTER: 2 CONTRCT SIGNING DASH 8 A/C.

KAL SIGNED CONDITIONAL CONTRACT FOR 3 DASH 8'S
WITH 3 OPTIONS.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 519-SEOUL

009-FOREST PRODUCTS, EQUIP, SERVICES
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

SUPPORT CANADIAN/SHAKE/SHINGLE DISPLAY EXHIBITION BOOTS AT THE
CONSTRUCTION MATERIAL DISPLAY CENTER AT KOREA HOUSING ASSOCIATION

PROMOTE SALE OF MEDIUM DENSITY BOARD (MDF) TO KOREAN MARKET.

PROMOTE BUILDING OF A CANADIAN TFH MODEL HOME IN SEOUL.

PUBLISH CANADIAN TIMBER FRAME TECHNICAL ARTICLES IN LOCAL HOUSING
MAGAZINE.

AWARENESS OF CANADIAN CEDAR FOR HOUSE
CONSTRUCTION MATERIAL.

INCREASE SALE OF LOCAL MDF MARKET.

HAVE A PERMANENT CANADIAN TFH EXHIBITION
CENTER.

BUILDING OF TIMBER FRAME HOUSES IN KOREA.

PULP AND PAPER PRODUCTS

FOLLOW UP LOCAL PAPER COMPANY'S INTEREST IN PULP & NEWSPRINT MILL
INVESTMENT.

MONITOR LOCAL PULP MILL EXPANSION PLAN

PREPARE NEWSPRINT STATISTICS FOR CANADIAN PULP & PAPER ASSOCIA-
TION

TO ARRANGE SEMINAR ON NEW PULP PRODUCT - THERMAL MECHANICAL PULP.

INITIATE MARKET SURVEY FOR DOMESTIC IMPORT DEMANDS ON PAPER AND
PAPERBOARD.

VISIT BY LOCAL FIRMS TO CANADA & INITIATE
INVESTMENT IN CANADA.

TO ALERT CDN PULP & WOODCHIP SUPPLIERS OF
OPPORTUNITY.

ASSIST CANADIAN RESEARCH INSTITUTE ON WORLD
NEWSPRINT SURVEY.

TO INDUCE INVESTMENT IN CANADA AND TO INCREA-
SE OF SALE OF TMP.

INCREASE SALE/EXPORT OF CDN PAPER & PAPER-
BOARD PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1

HOUSING EXHIBIT FOR LOG HOMES. COFI DELEGATION
VISIT TO SEOUL AND MEETINGS WITH LOCAL LUMBER
IMPORTS.

QUARTER: 2 VISIT BY MINISTER MERRITHEW.

- PROMOTION OF TFC HOUSING
- ROK GOVT INFORMED OF CONTINUING CDN INTEREST
IN TARIFF REDUCTION ON LUMBER.

QUARTER: 3 -----

QUARTER: 4 -----



POST : 519-SEOUL

003-GRAINS AND OILSEEDS
KOREA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

ASSIST THE CANADIAN WHEAT BOARD IN UNDERTAKING END-USE TESTS FOR 5 DIFFERENT WHEAT VARIETIES IN FEBRUARY 1987 WITH 2 MAJOR FLOUR MILLERS.

CONTINUE TO PRESS THE KOREAN GOVERNMENT FOR LIBERALIZATION OF DEHYDRATED ALFALFA.

DISTRIBUTE 2,000 COPIES OF DEHYDRATED ALFALFA BROCHURES WHICH ARE PRINTED IN KOREA.

FLOW UP THE RESULTS OF THE END-USE WHEAT TESTS.

CONTINUE TO LOBBY WITH KOREAN FEED INDUSTRY TO PRESS THE KOREAN GOVERNMENT FOR LIBERALIZATION OF DEHYDRATED ALFALFA.

SPONSOR DEHYDRATED ALFALFA SEMINAR WITH CANADIAN DEHY ASSOCIATION IF THE KOREAN GOVERNMENT DECIDE TO REMOVE RESTRICTION AND SEND ALFALFA MISSION TO CANADA.

OILSEEDS

ESTABLISH NEW CONTACTS WITH END USERS OF IMPORTED CANOLA SEED.

FOLLOW UP DISPOSITION OF IMPORTED CANOLA SEED AND EXTRACTED OILS.

LOBBY WITH VEGETABLE OIL CRUSHERS TO INCREASE IMPORT QUOTA FOR CANOLA SEED.

ASSIST THE MARKET DEVELOPMENT VISIT BY 100 CANADIAN CANOLA GROWERS IN 1987.

SALES OF 200,000 M/T OF MILLING WHEAT PER YEAR IF RESULTS ARE SUCCESSFUL AND PRICES ARE COMPETITIVE.

SALES OF 30,000 M/T OF ALFALFA PELLETS PER YEAR IF THE PRODUCT IS TO BE LIBERALIZED AND PRICES ARE COMPETITIVE.

TO SENSITIZE & INCREASE AWARENESS OF MAIN DECISION MAKERS & END-USERS ON AVANTAGES OF CDN ALFALFA.

INCREASED AWARENESS OF CDN WHEAT QUALITY AMONG FLOUR MILLERS.

TO OBTAIN ACCESS TO MARKET FOR ALFALFA.

GRADUAL SUBSTITUTION OF ALFALFA PELLETS FOR CORN IN FEED MANUFACTURING.

EXPAND MARKET POTENTIAL FOR CANOLA.

REPORT TO CANADIAN SUPPLIERS ON END-USE OF PRODUCT.

SALES OF 15,000 M/T OF CANOLA SEED IN 1987.

ENHANCED RELATIONSHIP BETWEEN CDN CANOLA GROWERS AND KOREAN END USERS.

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POST : 519-SEOUL

003-GRAINS AND OILSEEDS
KOREA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ACCESS FOR ALFALFA. FIRST TENDER ISSUED FOR PURCHASE OF ALFALFA EXCLUDED CDA. AFTER STRONG REPRESENTATIONS BY EMBASSY, FIRST TENDER WAS CANCELLED. IN SECOND TENDER, CDA RECEIVED ORDER FOR 2,000 TONS.

QUARTER: 2 -----

QUARTER: 3 -DEHY ALFALFA MISSION & WORKSHOP.
-CWB MISSION
-CANOLA MISSION.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

FIRST CDN EXPORTERS OF DEHYDRATED ALFALFA. FOLLOWED-UP ON WHEAT MILLING TEST CONDUCTED IN MARCH 87. FOLLOWED UP ON INTRODUCTORY VISITS TO CRUSHING MILLS AND USERS, AND FIRST CDN SALE OF RAPESEED.

-COMP. WORKSHOPS HELD IN SEOUL & TAEJON. IMPROVED UNDERSTANDING OF ALFALFA'S VALUE AS FEED INGREDIENT. -COMP. 1987 WHEAT CROP INTRODUCED. -COMP. 3 WORKSHOPS INTRODUCED CRUSHING TECHNIQUES & EXPLAINED COMPLEX NATURE OF KOREAN MKT TO CDN FIRM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE
CONTINUE TO WORK WITH CDN & KOREAN INDUSTRIAL ASSOC'N TO RAISE LOCAL
AWARENESS OF CDN AUTOMOTIVE PARTS INDUSTRY AND ADVANTAGES OF A CDN
LOCATION FOR NORTH AMERICAN MARKET ACCESS.

ESTABLISHMENT OF ONE OR MORE J.V. /LICEN-
CING AGREEMENTS WITH KOREAN PARTS PRODU-
CERS.

MINE, METAL, MINERAL PROD & SRV MINERALS AND MINERAL PRODUCTS
PROVIDE SUPPORT FOR ONGOING EVALUATION OF CDN INVESTMENT PROPOSALS BY
MAJOR KOREAN MINERALS IMPORTERS AND PROCESSORS.

PARTICIPATION OF KOREAN COMPANIES IN NON-
ENERGY MINERALS PROJECTS.

FOREST PRODUCTS, EQUIP, SERVICES PULP AND PAPER PRODUCTS
WORK WITH PRINCIPLE KOREAN PULP AND PAPER IMPORTERS AND PRODUCERS IN
IDENTIFYING SPECIFIC INVESTMENT OPPORTUNITIES.

PARTICIPATION OF A KOREAN CO. IN EXISTING
CDN PULP OPERATION.

ELECTRONICS EQUIP. & SERV PRODUCTS & COMPONENTS
THROUGH CORPORATE LIAISON CALLS AND TRADE PROMOTIONAL ACTIVITIES
SELECT KOREAN ELECTRONICS PRODUCERS WITH HIGH POTENTIAL FOR INVESTING
IN CANADA.

DEVELOP SHORT LIST OF ELECTRONICS PRODUC-
ERS TO BE USED AS A BASIS FOR FOCUSSED
INVESTMENT PROMOTION PROGRAM IN 1987/88.

NON SECTORALLY ORIENTED ACTIVITIES

FOLLOW-UP ON LEADS ARISING FROM APRIL 1986 INVESTMENT SEMINAR.

MAINTAIN CONTACT AND SERVICE INFORMATION
REQUIREMENTS OF COMPANIES THAT PARTICI-
PATED IN 86 SEMINAR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

SEMINAR IN AUTOMOTIVE INVESTMENT.

APPROVED SEMINAR ON INVESTMENT IN AUTOMOTIVE SECTOR HAD TO BE POSTPONED FOLLOWING RESERVATION EXPRESSED BY APMA AND DRIE ABOUT VALUE OF INV SEMINAR. AUTOMOTIVE WAS THE NUMBER ONE PRIORITY AND THIS DECISION BY OTT FORCES THE POST TO REASSESS ITS INVESTMENT PROMOTION PROGRAM.

QUARTER : 2

-INCOMING TELECOM/DATACOM MISSION (NOV); -OUT-GOING INSTRUMENTATION MISSION (OCT); -AEROSPACE STUDY COMPLETED; - INSTALLATION OF WIN-EXPORTS; -DATABASE COMPLETION (IMPORT DIVERSIFICATION (NOV); -ONTARIO MISSION (GENERAL PURPOSE) (NOV); -CDN WHEAT BOARD WHEAT SEMINAR (NOV); -CANOLA WORKSHOPS (3); -DEHY ALFALFA WORKSHOPS (2); -ALTA MIN OF AGRICULTURE MISSION; -MINK BREEDERS ASSOCIATION MISSION.

QUARTER : 3

ENCOURAGE URANIUM MINE DEVELOPMENT IN CDA THROUGH JOINT VENTURE; (02)FOLLOW-UP ON LOCAL INVESTMENT IN THE PULP & PAPER INDUSTRY.

KEPCO HAS SIGNED A CONTRACT WITH SMDC. RESULT IS AN INVESTMENT OF \$2.7M EQUIVALENT TO A 2% PARTICIPATION IN THE DEVELOPMENT OF CIGAR LAKE URANIUM MINE; (12)DAELIM ENGINEERING VISITED CANADA TO INVESTIGATE POTENTIAL INVESTMENT IN PULP MILL.

QUARTER : 4

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST : 519-SEOUL

GOV'T OF ONTARIO MISSION
VISIT BY CDN FIRMS TO KOREAN ELECTRONICS SHOW
SURVEYED MARKET POTENTIAL FOR CDN MACHINERY PRODUCTS IN THE
CHANGWON INDUSTRIAL COMPLEX; (04) INCOMING RAIL MISSION TO
CANADA (KNR); (05) IMPORT DIVERSIFICATION DATA BSE COMPLETED;
INSTALLATION OF WINEXPORT
ATTENDED MARKETPLACE 87
COFI FORESTRY TOUR

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POST : 506-SHANGHAI

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

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSULTATIONS WITH VISITING AGRICOTT OFFICIALS ON CHINA MARKETING PROGRAM.

FULL INTERGRATION OF NEW SHANGHAI CONSULATE GENERAL IN CHINA AG MARKETING PROGRAM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -REFINE MARKET THRUST/STRATEGY WITH EXTOTT, AGRICOTT, CIDA & PROV.; -ASSIST PRIVATE SECTOR IN PURSUIT OF JIANGXI RED SOILS (DAIRY CATTLE) PROJECT.

-HELPED TO SHAPE THRUST OF CIDA ACTIVITIES IN AG SECTOR IN TERRITORY. 2 POTENTIAL PROJECTS TAKING SHAPE; -THROUGH FOLLOW-UP IN JIANXI & CDA, CDN SUPPLIER IN POSITION TO SUBMIT LARGE CATTLE/SWINE BID.

QUARTER: 2 REFINE MARKET THRUST WITH EXTOTT, AGRICOTT, CIDA AND PROVS.

SUPPORTED/ASSISTED VISIT BY B.C. AG MINISTER TO ZHEJIANG. COMMENCED PREPARATIONS FOR VISIT OF MIN WISE.

QUARTER: 3 USE HIGH LEVEL VISITS TO SUPPORT/ADVANCE CO-OP IN DAIRY SECTOR & BROADEN LOCAL CONTACT BASE.

VISITS OF MIN & MAYOR DORE HELPED MAINTAIN ENTHUSIASM FOR DAIRY CO-OP WITH CDA (BREEDING CENTRE, EMBRYO TRANSPLANTS). PLANS UNDERWAY FOR RETURN VISITS BY VICE-MAYOR (AG) & DEPUTY DIR. OF AG COMMISSION.

QUARTER: 4 -----

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POST : 506-SHANGHAI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSESSMENT BY POST OF PORT DEVELOPMENT. POTENTIAL IN YANGTZE
DELTA AREAS.

DISSEMINATION OF INFORMATION ON PORT DEVELOPMENT TO CDN FIRMS.

MAJOR THRUST TO PROMOTE CDN AIRPORT EQUIPMENT IN ZHEJIANG PROVIN-
CE.

DEVELOP INFORMATION BASE ON OPPORTUNITIES
IDENTIFY CONTACTS.

INITIAL INROADS INTO MARKET POTENTIAL.

EQUIPMENT FOR NEW PROVINCIAL AIRLINE TO BE
SOURCED IN CDA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -REPORT ON METRO PROJECT/SUPPORT OF CDN FIRMS;
-PURSUIT OF SHEJIANG AIRLINE PROJECT; -PURSUE
PORT DEVELOPMENT PROJECT/INVESTIGATE OPTIONS FOR
PROMOTION OF CDN CAPABILITY; -PURSUIT OF HUANGPU
BRIDGE PROJECT/SUPPORT CDN CO.

-CDN CO. FULLY BRIEFED BY CONGEN, HAS RESPONDED
TO REQUEST FOR TECH INFO FM SHNGI METRO CORP.;
-SHEJIANG AIRLINE DEL VISITED CDA WITH POST ASS.
-RECEIVED/BRIEFED CIDA PORT TECH DEL.; -CDN
GROUP BEING FORMED TO BID ON HUANGPU BRIDGE.

QUARTER: 2 SHANGHAI ECONOMIC LEADERS MISSION: INCLUDED
CALLS ON CDN COMPANIES PURSUING METRO, VTMS
AND HUANGPU BRIDGE PROJECTS.

VISIT BY HIGH-LEVEL ECONOMIC DECISION MAKERS
PROVIDED EXCEPTIONAL OPPORTUNITY TO PROMOTE CDN
INTERESTS IN 3 MAJOR TRANSPORTATION PROJECTS.
SHNGI LEADERS ALSO GOT THOROUGH BRIEFING ON EDC
SUPPORT POSSIBLE.

QUARTER: 3 CONTINUE REPRESENTATION TO ZHEJIANG AIRLINES
OFFICIALS FOR SALE OF 2 COMMUTER AIRCRAFT.
SUPPORT CDN PURSUIT OF METRO PROJECT DEVELOP
NEW CONTACTS.

CONTRACT AWARDED TO CDA FOR SUPPLY OF AIRCRAFT.
CDN INTEREST IN PROJECT GIVEN HEIGHTENED PROFILE
THROUGH CONTACTS MADE DURING MAYOR DORE VISIT.

QUARTER: 4 -----

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POST : 506-SHANGHAI

006-ELECTRONICS EQUIP. & SERV
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN ~~POST~~ PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

INSTRUMENTATION MARKET SURVEY

IMPLEMENTATION OF MARKET PLAN

COMPREHENSIVE MARKET PLAN

MARKET FOOHOLD

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -COMPLETE INSTRUMENTATION STUDY;
-PURSUE SHNGI VTMS PROJECT/SUPPORT CDN CO.

-STUDY COMPLETED, FIRST COPIES DISTRIBUTED, WIDER SELECTION NOW BEING PRINTED; -CDN CONSULTANTS REDESIGNING CONSORTIUM APPROACH TO ENHANCE PROJECTS. EXCHANGE OF VISITS PLANNED.

QUARTER: 2 COMMENCED PLANNING/PREPARATION FOR OUTGOING INSTRUMENTATION MISSION. SUPPORTED EFFORTS OF CDN TEAM IN PURSUIT OF VTMS PROJECT.

SECURED ASSISTANCE OF SHNGI AND WUXI INSTRUMENTATION/ELECTRONICS BUREAUX. SETTLED ON LOGISTICS COMMENCED RECRUITMENT. ARRANGED INTRO OF KEY CHINESE & CDN PLAYERS IN SHNGI. SHNGI ECON LEADERS CALLED ON SEVERAL KEY PUBLIC/PRIVATE

QUARTER: 3 IMPLEMENT INSTRUMENTATION SEMINARS. SUPPORT CDN TEAM PURSUING VTMS PROJECT.

INSTRUMENTATION SEMINARS ATTRACTED SOME 150 REQ. CONTACTS. FOLLOW-UP VISITS IN SHANGHAI & WUXI. PROPOSAL FOR JOINT STUDY OF VTMS SYSTEM NOW UNDER CONSTRUCTION.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 506-SHANGHAI

016-INDUSTRIAL MACHIN, PLANTS, SERV.
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSESSMENT AND REPORT ON MAJOR SHANGHAI MACHINE TOOLS WORLD BANK
PROJECT.

ASSESS MARKET POTENTIAL AND APPRISE CDN
SUPPLIERS OR LATTER.

ASSIST CDN SUPPLIERS IN BIDDING PROCESS ON ABOVE WORLD BANK
PROJECT.

SALES OF EQUIPMENT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -IDENTIFICATION OF SECTORS/PROJECTS WHERE INDUS-
TRIAL RENEWAL A PRIORITY. SUPPORT TO CDN CO'S
OFFERING TECH/EQUIP FOR INDUSTRIAL UPGRADING.

TWO PROJECTS NOW IN NEGOCIATION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST : 506-SHANGHAI

INSTRUMENTATION MISSION & SEMINARS
VISIT OF MINISTER WISE
VISIT OF MAYOR DORE
ONTARIO/JIANGSU MANAGEMENT MEETINGS

POST : 512-SINGAPORE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

'COMPLETE LIAISON WITH SINGAPORE TELECOMS OFFICIALS ON THE IMPLEMENTATION OF AN ISLAND WIDE DIGITAL COMMUNICATION NETWORK PROJECT

ENSURE THAT AT LEAST ONE CANADIAN COMPANY PARTICIPATES SUCCESSFULLY IN THE PILOT PROJECT.

FOLLOW-UP WITH SINGAPORE TELECOMS OFFICIALS ON THEIR PLANNED INFORMATION NETWORKING SYSTEM.

ENSURE THAT CAPABLE CANADIAN COMPANIES ARE AWARE OF THIS OPPORTUNITY AND WELLPLACED TO TAKE ADVANTAGE OF IT

PURSUE THE SECOND PHASE OF THE VIDEOTEX TERMINALS PROJECT.

ENSURE THAT POTENTIAL CDN HARDWARE SUPPLIERS ARE GIVEN ALL PERTINENT INFO & ASSISTANCE TO ENABLE THEM TO PARTICIPATE SUCCESSFULLY IN THIS PROJECT.

HOLD TWO PRODUCT SEMINARS FOR POTENTIAL CUSTOMERS AND REPRESENTATIVES.

INCREASE GENERAL AWARENESS THAT CDA IS AMONG THE WORLD LEADERS IN TELECOMMUNICATIONS TECHNOLOGY & SPECIFICALLY TO INCREASE SALES OF THESE PRODUCTS.

SINGAPORE TELECOMS OFFICIALS WILL ATTEND ITU CONFERENCE IN VANCOUVER JULY/88. PLAN TO ARRANGE FOR THESE OFFICIALS TO MEET RELEVANT CANADIAN COMPANIES WHILE IN CANADA.

FAMILIARISE SINGAPORE TELECOMS OFFICIALS WITH CANADIAN TELECOMMUNICATION CAPABILITIES.

GATHER MARKET INTELLIGENCE FROM SINGAPORE TELECOMS OFFICIALS IN A TIMELY MANNER.

CDN COMPANIES WILL BECOME AWARE OF UPCOMING TENDERS & PROJECTS, AND HAVE SUFFICIENT TIME TO PREPARE PROJECT PROPOSALS.

COMPUTERS, SOFTWARE & SYSTEMS

CONTINUE TO WORK WITH GOVERNMENT OFFICIALS ON THEIR PASSPORT SYSTEM PROJECT.

ENSURE THE PARTICIPATION IN THIS PROJECT BY AT LEAST ONE CANADIAN COMPANY.

CONTINUE TO IDENTIFY AND LIAISE WITH LOCAL COMPANIES PROVIDING DATABASE SYSTEMS.

INCREASE THE MARKET SHARE OF CANADIAN DATABASE SOFTWARE COMPANIES.

CONTINUE TO DEVELOP CONTACTS WITH NATIONAL COMPUTER BOARD OFFICIALS.

AN INCREASE IN THE LEVEL OF AWARENESS OF CDN COMPUTER SOFTWARE CAPABILITIES.

WORK WITH SINGAPORE TELECOMS REGARDING THEIR NETWORKING AND TRADERS SYSTEM REQUIREMENTS.

INCREASE CANADIAN COMPANIES OPPORTUNITIES TO BID ON THE PROJECTS.

PRODUCTS PRESENTATIONS TO LOCAL BUYERS, AGENTS, DISTRIBUTORS, INSTITUTIONS, ETC.

INCREASE CANADIAN SUPPLIERS VISITS AND INCREASE SALES.

POST : 512-SINGAPORE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

FOLLOW UP ON MARKET OPPORTUNITIES REVEALED BY THE RECENTLY COMPLETED MARKET REPORT.

NOTIFY POTENTIAL CLIENTS OF RELEVANT CDN SUPPLIERS & INCREASE CDN MARKET SHARE FOR COMPUTER SOFTWARE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO CONTINUE TO WORK WITH SINGAPORE'S MINISTRY OF HOME AFFAIRS ON THE INTRODUCTION OF MACHINE READABLE PASSPORTS.

CANADIAN PASSPORT PRINTING EQUIPMENT HAS BEEN ACCEPTED FOR TESTING PURPOSES, AND IS AT PRESENT ON TRIAL.

QUARTER: 1 INCOMING SOFTWARE BUYERS MISSION.

PLANNED, ORGANIZED AND ACCOMPANIED TO CANADA A MISSION OF FIVE SOFTWARE SYSTEM HOUSES, AND OF A NATIONAL COMPUTER BOARD REPRESENTATIVE.

QUARTER: 1 TO INTRODUCE CDN EXPERTS IN A/V TRAINING AND EDUCATIONAL TV TO SINGAPORE'S NATIONAL PRODUCTIVITY BOARD (NPB).

A SINGAPORE FINANCED MISSION OF EXPERTS FROM SEVERAL TRAINING INSTITUTES WILL VISIT APPROPRIATE COMPANIES IN TORONTO AND MONTREAL.

QUARTER: 1 TO PROMOTE SOFTWARE IN TELECOMMUNICATIONS BY INTRODUCING ALBERTA TELECOMS INTERNATIONAL (ATI) TO DIGITAL SINGAPORE PTE LTD (DEC).

ATI AND DEC SINGAPORE ORGANISED A TECHNICAL SEMINAR FOR SINGAPORE TELECOMS (TAS) IN JUNE. ATI WILL BE BIDDING ON A TAS 'NETWORK MANAGEMENT SYSTEM' TENDER.

QUARTER: 2 A) CONTINUE TO WORK WITH GOVT OFFICIALS ON THEIR PASSPORT SYSTEM PROJECT.
B) CONTINUE TO IDENTIFY AND LIAISE WITH LOCAL DATABASE COMPANIES.

A) ONE CDN CO HAS GOOD PROSPECTS AND LOCAL AGENT WILL SEND AN ENGINEER TO CDA FOR TRAINING IN NOVEMBER 1988.
B) LOCAL EDUCATIONAL HOME-USE DATABASE IS NOW IN PLACE IN SINGAPORE USING CDN TECHNOLOGY.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 512-SINGAPORE

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE & MARINE

COMPLETE MARKET SURVEY FOR MILITARY AEROSPACE SECTOR.

TO IDENTIFY MARKET OPPORTUNITIES AND NOTIFY
POTENTIAL CANADIAN SUPPLIERS.

CONTINUE TO DEVELOP CLOSER CONTACTS WITH PROCUREMENT AND TECHNICAL STAFF IN THE INDUSTRY.

STIMULATE IMPROVEMENT OF CANADIAN MARKET
SHARE.

FOLLOW-UP ON OPPORTUNITIES REVEALED DURING INCOMING DEFENCE MISSION.

AN INCREASE IN CANADIAN EXPORTS OF MILITARY
AEROSPACE EQUIPMENT.

ARMAMENTS & VEHICLES

CONTINUE TO DEVELOP CLOSER CONTACTS WITH PROCUREMENT AND TECHNICAL STAFF IN THE DEFENCE MINISTRY.

ENSURE THAT LOCAL OFFICIALS ARE AWARE OF
CANADIAN CAPABILITIES IN THIS FIELD.

CLOSELY MONITOR MARKET OPPORTUNITIES AS THEY DEVELOP.

ENSURE THAT POTENTIAL SUPPLIER HAVE SUFFICIENT
NOTICE OF UPCOMING OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 TO SECURE ADVANTAGEOUS POSITION FOR CDN
SUPPLIERS OF SIMULATORS FOR MILITARY TRAINING
CENTRE.

C. A. E. OF MONTREAL WERE ASKED TO SUBMIT
BUDGETARY PROPOSAL FOR TRAINING CENTER
ACCOMODATING SIMULATORS FOR C-130, UH1, F-16,
SUPER PUMA AND MARCHETTI 211.

QUARTER: 3 -----

QUARTER: 4 -----

POST : 512-SINGAPORE

001-AGRI & FOOD PRODUCTS & SERVICE
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HORTICULTURE (FRUIT, VEG, FLOR)

FOLLOW-UP ON OPPORTUNITIES REVEALED IN RECENTLY COMPLETED MARKET SURVEY.

NOTIFY POTENTIAL CANADIAN SUPPLIERS AND INCREASE AWARENESS IN CANADA OF MARKET POTENTIAL IN SINGAPORE.

PRESENTATIONS TO BULK IMPORTERS, DISTRIBUTORS AND MAJOR RETAIL OUTLETS HIGHLIGHTING CANADIAN PRODUCTS.

STIMULATE IMPROVEMENT OF CANADIAN MARKET SHARE IN FY 1987/88 FOR FRESH APPLES AND FROZEN VEGETABLES.

SEEDS & SPECIAL CROPS

CONTINUE TO DEVELOP CLOSER CONTACTS WITH MAJOR IMPORTERS.

IMPROVE ACCESS FOR CANADIAN PRODUCTS TO LOCAL MARKET.

ENHANCE IMAGE OF RELIABILITY OF CANADIAN PRODUCTS THROUGH FOLLOW-UPS WITH PARTIES INVOLVED IN EXISTING CONTRACTS WHERE PRODUCT QUALITY IS A PROBLEM.

AN IMPROVEMENT IN THE IMAGE OF CANADIAN PRODUCTS.

PRESENTATIONS TO BULK IMPORTERS, DISTRIBUTORS AND MAJOR RETAIL OUTLETS.

STIMULATE IMPROVEMENT IN FY 1987/88 OF CDN MARKET SHARE FOR SOYABEANS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 A) TO STIMULATE IMPROVEMENT IN SOYABEAN MARKET SHARE.
B) TO STIMULATE IMPROVEMENT IN MARINE FISH MARKET SHARE.

A) CDN SHARE OF SINGAPORE SOYABEAN MARKET HAS RISEN BY 5 - 10% IN FY TODATE.
B) CDN SHARE OF MARINE FISH MARKET HAS INCREASED BY 20% IN FY TODATE.

QUARTER: 3 -----

QUARTER: 4 -----

POST : 512-SINGAPORE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

FOLLOW-UP ON MARKET OPPORTUNITIES HIGHLIGHTED IN RECENTLY COMPLETED MARKET STUDY, AND INFORM CANADIAN COMPANIES OF AVAILABILITY OF STUDY.

AN INCREASE IN CDN MARKET PENETRATION, AND AN INCREASED AWARENESS IN CANADA OF LOCAL MARKET OPPORTUNITIES.

CONTINUE TO DEVELOP CONTACTS AND LIAISE WITH PROCUREMENT AND TECHNICAL STAFF IN THE AEROSPACE INDUSTRY.

STIMULATE IMPROVEMENT IN FY 1987/88 OF CANADIAN MARKET SHARE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 CONTINUE TO DEVELOP CONTACTS AND LIAISE WITH PROCUREMENT AND TECHNICAL STAFF IN THE AEROSPACE INDUSTRY.

A CDN COMPANY HAS WON A SIGNIFICANT CONTRACT FOR THE PROVISION OF A BAGGAGE HANDLING SYSTEM TO THE NEW CHANGI AIRPORT EXTENSION.

QUARTER: 3 -----

QUARTER: 4 -----

POST : 512-SINGAPORE

011-OIL & GAS EQUIPMENT, SERVICES
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO IDENTIFY JOINT-VENTURE PARTNERS OR LICENCEES WITH THE POTENTIAL TO UTILISE CANADIAN ENGINEERING DESIGN EXPERTISE.

AN INCREASE IN MARKET PENETRATION FOR CDN DESIGNED EQUIPMENT

CONTINUE TO LIAISE WITH LOCAL REFINERY OPERATORS AND ENSURE THAT THEY ARE AWARE OF CANADIAN EXPERTISE.

AN INCREASE IN SALES OF POLLUTION AND PROCESS CONTROL EQUIPMENT.

FOLLOW-UP ON MARKET OPPORTUNITIES HIGHLIGHTED IN RECENTLY COMPLETED MARKET STUDY, AND INFORM CANADIAN COMPANIES OF AVAILABILITY OF STUDY.

AN INCREASE IN CANADIAN MARKET PENETRATION, AND AN INCREASED AWARENESS IN CANADA OF LOCAL MARKET OPPORTUNITIES.

ENCOURAGE RELEVANT CONTACTS TO VISIT MAJOR CANADIAN OIL AND GAS EXHIBITIONS.

AN INCREASE IN THE NUMBER OF CANADIAN COMPANIES REPRESENTED IN SINGAPORE.

MEET WITH LOCAL COMPANIES ACTIVELY PURSUING MAJOR PROJECTS IN ASEAN AND ENSURE THAT THEY ARE AWARE OF CANADIAN EXPERTISE.

AN INCREASE IN REGIONAL MARKET PENETRATION IN CONJUNCTION WITH SINGAPORE COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 CONTINUE TO LIAISE WITH LOCAL REFINERY OPERATORS AND ENSURE THAT THEY ARE AWARE OF CDN EXPERTISE.

AS RESULT OF RECENT DEREGULATION OF OIL/GAS INDUSTRY IN CDA, THERE IS POSSIBILITY OF EXPORTING CRUDE OIL TO SPORE REFINERS. SERIES OF CALLS ARRANGED BY POST FOR CDN PRODUCER HAVE MADE LOCAL REFINERS AWARE OF THIS POTENTIAL.

QUARTER: 3 -----

QUARTER: 4 -----

POST : 512-SINGAPORE

013-CONSUMER PRODUCTS
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

COMPLETE MARKET SURVEY FOR LEISURE PRODUCTS.

IDENTIFY POTENTIAL MARKETS AND ENCOURAGE AN INCREASE IN CANADIAN SUPPLIER VISITS.

IDENTIFY AND LIAISE WITH NEWLY ESTABLISHED POTENTIAL IMPORTERS OF CANADIAN HEALTH AND FITNESS EQUIPMENT.

ENSURE THAT LOCAL FIRMS ARE AWARE OF CANADIAN EXPERTISE AND INCREASE CANADIAN MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 IDENTIFY AND LIAISE WITH POTENTIAL IMPORTERS OF HEALTH AND FITNESS EQUIPMENT.

CDN EXPORTS OF GYMNASTIC EQUIPMENT HAVE INCREASED BY 30 - 35% IN FY TODATE.

QUARTER: 3 -----

QUARTER: 4 -----



PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

AGRI & FOOD PRODUCTS & SERVICE SEMI & PROCESSED FOOD & DRINK
CONTACT THE MAJOR FOOD AND BEVERAGE PROCESSORS IN SINGAPORE AND ADVISE
THEM OF THE POTENTIAL IN CANADA.

IDENTIFY NEW PROSPECTS FOR INVESTMENT AND
CREATE AN AWARENESS OF THE SCALE OF THE
ETHNIC FOOD MARKET IN CANADA.

COMM. & INFORM. EQP. & SERV ALL SUB-SECTORS
THIS DYNAMIC SECTOR IS GROWING RAPIDLY AND INDUSTRY CONTACTS WILL BE
REGULAR AND FREQUENT IN ORDER TO KEEP ON TOP OF DEVELOPMENTS AND
IDENTIFY OPPORTUNITIES AS THEY ARISE.

COS WILL BE ADVISED OF CDN INNOVATIONS AND
GROWTH POTENTIAL, AND EXECUTIVES ENCOUR-
AGED TO INCLUDE CANADA IN THEIR TRAVEL
ITINERARIES.

OIL & GAS EQUIPMENT, SERVICES MACHINERY AND EQUIPMENT
CONTINUE PROGRAM OF INDUSTRY LIAISON AND ENSURE THAT OPPORTUNITIES FOR
INVESTMENT ARE HIGHLIGHTED.

IDENTIFY SIGNIFICANT NEW PROSPECTS FOR
INVESTMENT & ENCOURAGE EXECUTIVES TO VISIT
THE MAJOR CANADIAN OIL AND GAS EXHIBITIONS

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5
88/03/17

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

512 - SINGAPORE

SINGAPORE

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

NIL

NIL

QUARTER : 2

CONTACT MAJOR FOOD AND BEVERAGE PROCESSORS IN
SINGAPORE AND ADVISE OF POTENTIAL IN CANADA.

GOOD PROSPECTS FOR INVESTMENT IN CANADA BY MAJOR
SINGAPORE BREWERY.

QUARTER : 3

QUARTER : 4

POST : 533-SYDNEY

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

MAINTAIN CLOSE LIAISON WITH CONTACTS ESTABLISHED DURING FEB 87
ELECTRONIC FUNDS TRANSFER POINT OF SALE MISSION.

PREPARATION OF FOUR NEW MARKET STUDIES IN INFORMATICS SECTOR.

INITIATE CONTACT WITH AUSTRALIAN HIGH TECH INDUSTRY ASSOCIATIONS.

PUBLISH A SPECIAL "HIGH TECH" EDITION OF THE POST COMMERCIAL NEWS-
LETTER.

SIX ADDITIONAL AGENCY/DISTRIBUTORS AGREEMENTS

STIMULATE 20 ADDITIONAL VISITS TO THE MARKET
BY CANADIAN SUPPLIERS.

INCORPORATION OF CANADIAN PROMOTIONAL
ACTIVITY INTO INDUSTRY ASSOCIATION EVENTS.

100 PRODUCT ENQUIRIES.

COMPUTERS, SOFTWARE & SYSTEMS

FOLLOW UP ON ELECTRONIC FUNDS TRANSFER/POINT OF SALE MISSION OF
FEB 87.

ARTICLES IN POST COMMERCIAL NEWSLETTER ON COMPUTER-RELATED
PRODUCTS AND SERVICES.

VISIT PROGRAM TO NEW AUSTRALIAN CENTRES OF EXCELLENCE

POST TO PREPARE AND PUBLISH A MARKET STUDY ON OPPORTUNITIES IN
THE AUSTRALIAN MARKET FOR COMPUTER RELATED PRODUCTS AND SERVICES.

ORGANIZATION OF A SEMINAR ON SOFTWARE, POSSIBLY WITH PROVINCIAL
GOVERNMENT FUNDING.

POST TO CONDUCT A MARKET STUDY ON ROBOTICS/ARTIFICIAL INTELLIGEN-
CE AND DISTRIBUTE TO POTENTIAL CANADIAN EXPORTERS.

PUBLISH AN ARTICLE IN THE POST COMMERCIAL NEWSLETTER ON ROBOTICS
AND ARTIFICIAL INTELLIGENCE.

SALES OF \$20 MILLION.

75 PRODUCTS ENQUIRIES.

JOINT VENTURES

GREATER CANADA COMPANY VISIBILITY IN THE
MARKET.

TEN ARRANGEMENTS FOR LOCAL DISTRIBUTION OF
CANADIAN PRODUCTS/SERVICES.

30 PRODUCT INQUIRIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 533-SYDNEY

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 COMPUTER/COMMUNICATIONS MISSION, NOVEMBER 26-29

NINE COMPUTER & DATA COMMUNICATIONS COMPANIES
VISITED THE AUSTRALIAN MARKET. INITIAL REACTION
IS VERY POSITIVE. FIRST MEASURABLE RESULTS WILL
BE REPORTED BY COMPANIES IN MARCH 1988.

QUARTER: 4 -----

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 533-SYDNEY

006-ELECTRONICS EQUIP. & SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INSTRUMENTATION

STUDY OF PROCESS CONTROL EQUIPMENT REQUIREMENTS IN AUSTRALIAN
MINES.

INFORM CANADIAN SUPPLIERS OF CURRENT MARKET
SITUATION.

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 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 533-SYDNEY

013-CONSUMER PRODUCTS
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING PROGRAM TO IDENTIFY IMPORTERS AND THEN DEMONSTRATE
CANADA'S CAPACITY TO SUPPLY COMPETITIVE PRODUCTS.

INCREASE SOURCING ENQUIRIES FROM LOCAL
IMPORTERS.

MONITOR NEW CANADIAN PRODUCT DESIGN AND MARKETING INVESTIGATE
WILLINGNESS OF PRODUCER TO MARKET IN AUSTRALIA AND POTENTIAL FOR
PRODUCT IN AUSTRALIA.

INTRODUCE UNIQUE PRODUCTS TO AUSTRALIAN
MARKETPLACE.

PREPARE MARKET POTENTIAL STUDIES ON JEWELLERY, TOYS & GIFTWARE,
AND FURNITURE; CIRCULATE TO CDN COMPANIES.

INTEREST CDN COMPANIES IN AUSTRALIAN MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 533-SYDNEY

007-POWER & ENERGY EQUIP. & SERV.
NEW GUINEA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 533-SYDNEY

008-TRANSPORT SYS, EQUIP, COMP, SERV.
NEW GUINEA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

MAINTAIN CLOSE CONTACT WITH PNG CIVIL AVIATION OFFICIALS.

COLLECT INFORMATION ON CIVIL AVIATION
PLANNERS FOR CANADIAN EXPORTERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 533-SYDNEY

005-COMM. & INFORM. EQP. & SERV
NEW GUINEA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



533 - SYDNEY

AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EGP. & SERV ALL SUB-SECTORS
PLACEMENT OF ARTICLES IN DAILY NEWSPAPERS FOCUSING ON HIGH TECH
INDUSTRY.

FOCUS ON SECTORAL INVESTMENT OPPORTUNITIES
4 INVESTORS.

AGRI & FOOD PRODUCTS & SERVICE ALL SUB-SECTORS
SELECTIVE MAILINGS FOCUSING ON AGRICULTURE AND FOOD PRODUCTS AND
SERVICE SECTOR.

500 MAILINGS RESULTING IN 10 SERIOUS
ENQUIRIES.

SERVICE INDUSTRIES ALL SUB-SECTORS
INVESTMENT ENCOUNTER SESSIONS FOCUSING ON SERVICE INDUSTRIES SECTOR.

TARGETTED AUDIENCE. 4 PROBABLE INVESTORS
OF 100 POTENTIAL INVESTORS.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5
88/03/17

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

533 - SYDNEY

AUSTRALIA

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

HAD NOT PLANNED ANY SPECIFIC PROMOTION
ACTIVITIES ON INVESTMENT. HOWEVER, POST
RESPONDED TO INVESTMENT ENQUIRIES BY
FORWARDING AVAILABLE LITERATURE ON HAND.

QUARTER : 2

NO SPECIFIC PROMOTION ACTIVITIES PLANNED ON
INVESTMENT. HOWEVER ALL ENQUIRIES RESPONDED TO
BY POST FORWARDING RELEVANT LITERATURE ON HAND.

QUARTER : 3

SEVERAL INVESTMENT ENQUIRIES RESPONDED TO BY
POST FORWARDING RELEVANT LITERATURE ON HAND.

QUARTER : 4



POST : 520-TOKYO

010-MINE, METAL, MINERAL PROD. & SRV
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

CONTINUED REPORTING ON INDUSTRY RESTRUCTURING IDENTIFICATION OF POTENTIAL EFFECTS ON CANADIAN INTERESTS.

MINERALS REPORTS: TRADE AND PRODUCTION INFORMATION ON COMMODITY BASIS; PER MONTH.

COAL AND STEEL REPORTS: MONTHLY TRADE AND PRODUCTION FIGURES, ANALYSES.

REPORT ON PRC ACTIVITY IN JAPANESE MARKET PLUS JAPANESE INVESTMENT/DEVELOPMENT IN PRC.

REGULAR AND TIMELY PROVISION OF INFORMATION TO OTTAWA, PROVINCES, INDUSTRY.

ELEVEN REPORTS PER YEAR; IDENTIFICATION OF MARKET SHIFTS, EXPORT OPPORTUNITIES.

ELEVEN REPORTS PER YEAR. CONTINUAL ANALYSES OF PRODUCTION TRENDS, COAL CONSUMPTION.

CLEARER UNDERSTANDING OF PRC ROLE AND POTENTIAL AS COMPETITOR IN JAPANESE MARKET; 2 REPORTS.

METALS, PRIMARY & FABRICATED

CONTINUED WORK ON CERAMICS AND OTHER ADVANCED INDUSTRIAL MATERIAL TO FOLLOW-UP CONTACTS, PROMOTE COOPERATION, TRADE.

CONTINUED REPORTING ON JAPANESE POSITIONS ON MULTILATERAL ISSUES PARTICULARLY INTERNATIONAL COMMODITY GROUPS.

COMMODITY SPECIFIC REPORTS ON DOMESTIC DEVELOPMENTS (PRODUCTION, RESTRUCTURING, INVESTMENT PLANS) AFFECTING KEY METALS: LEAD, ZINC, NICKEL COPPER, MOLYBDENUM.

REPORT ON RARE EARTHS AND METALS DEVELOPMENT INCLUDING OVERSEAS INVESTMENT, COOPERATION PLANS.

INCREASED NUMBER OF LICENSING, JOINT VENTURE CONTRACTS.

REGULAR REPORTING TO OTTAWA TO UPDATE JAPANESE THINKING.

IDENTIFICATION OF MARKET TRENDS WITH INTL. AND CANADIAN EXPORT EFFECTS.

CLEARER UNDERSTANDING OF DIRECTION OF JAPANESE INTERESTS AND ACTIVITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PERSUE FORMAL TIES BETWEEN CUICAC & JFCA IN ADVANCED CERAMICS AND PROMOTE CDN PARTICIPATION IN NAGOYA CERAMICS FAIR, MAY/88.

COMPLETED. GOV'T WILL HAVE INFO BOOTH.

QUARTER: 2 MONTHLY REPORTS ON COAL & STEEL INDUSTRY, REPORT ON JAPANESE MARKET FOR KEY METALS: LEAD, ZINC, NICKLE, COPPER, MOLY & IRON ORE. MONITOR PROGRESS OF COAL CONTRACTS NEGOTIATED BY THE JSI, REPORT ESPECIALLY ON QUINTETTE.

REGULAR REPORTS SUBMITTED ON SCHEDULE; THROUGH THE VISIT OF THE MINISTER OF STATE FOR MINES & FORESTRY, STRONG STATEMENT OF SUPPORT FO COAL SUPPLIERS.

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 520-TOKYO

010-MINE, METAL, MINERAL PROD & SRV
JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 MONTHLY REPORTS ON COAL/STEEL & MINERALS/METALS
INDUSTRIES: PRODUCTION, TRADE, CONSUMPTION TRENDS.
ASBESTOS MARKET PROTECTION. COAL EXPORTS: INDUS-
TRY LIAISON.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

MONTHLY REPORT IN EACH SECTOR (TOTAL 6) FORWARDED
TO OTT, PROVINCES, WIDE RANGE OF PRIV. SECTOR CON-
TACTS. ASBESTOS INSTITUTE VISIT, MEETINGS WITH
INDUSTRY & GOV'T TO DEVELOP STRATEGY. CALENDAR
YR 87 EXPORTS RECOVERED TO APPROX 86 LEVELS.

POST : 520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TECHNICAL SEMINAR PRESENTED BY AGRICULTURE CANADA RESEARCHERS AND
CANADIAN SWINE EXPORTERS, 1987.

SALES OF BREEDING STOCK OVER 2-3 YRS VALUED
AT \$100-200,000 CDN.

PURSUE ACCESS QUESTION FOR DAIRY EMBRYOS.

DEVELOPMENT OF NEW EXPORT MARKET EST. \$100,000

HORTICULTURE (FRUIT, VEG, FLOR)

APPLE FUMIGATION RESEARCH PROJECT (CODDLING MOTH).

WHEN APPROVED BY JAPANESE GOVERNMENT, ACCESS
FOR CANADIAN APPLES.

IDENTIFICATION OF NEW POTENTIAL CUSTOMERS FOR MUSHROOMS.

DOUBLING OF EXPORTS TO \$2 MILLION WITHIN
3 YEARS.

SEEK MARKET ACCESS FOR TOMATOES AND PEPPERS . FIRST
TECHNICAL CONSULTATIONS HELD IN TOKYO JAN 1987

POTENTIAL SALES OF UP TO \$ 1 MILLION IN
5 YEAR PERIOD AFTER APPROVAL.

TRIAL SHIPMENTS OF FRESH RASPBERRIES IN AUGUST 1987.

GRADUAL DEVELOPMENT OF JAPANESE MARKET FOR
FRESH RASPBERRIES - MODEST VOLUME.

SEEDS & SPECIAL CROPS

PREPARATION OF MARKET PROFILES IN-HOUSE FOR SPECIFIC
PRODUCTS (PEAT MOSS, BUCKWHEAT, PULSES).

INCREASED KNOWLEDGE OF JAPANESE MARKET
LEADING TO MORE SALES OF CDN PEAT MOSS,
BUCKWHEAT, PULSES. POSSIBLE SALES INCREASES OF
10-20% FOR PEAT MOSS OVER NEXT 2-3 YEARS.

DEVELOP NEW CONTACTS/BUSINESS FOR PEAT MOSS.

INCREASE EXPORTS BY MINIMUM 10%.

MEATS & MEAT BY-PRODUCTS

FOLLOWING UP WITH RECENT PORK BUYING MISSIONS.

\$1-3 MILLION IN IMMEDIATE NEW BUSINESS.
PROJECT \$20 MILLION IN 3 YEARS.

WORKING WITH PROVINCIAL GOVERNMENT OFFICES TO DEVELOP BEEF
EXPORTS.

GRADUALLY INCREASE MARKET PENETRATION, PARTI-
CULARLY IN SELECTED BEEF CUTS (SHORT PLATE,
CHEEKS).

WORKING W/PROVINCIAL GOVERNMENT OFFICES TO DEVELOP TURKEY AND
PORK EXPORTS.

GRADUALLY INCREASE MARKET PENETRATION & TO
INCREASE JAPANESE AWARENESS OF TURKEY
PRODUCTS.

EMPHASIZE PORK IN ALL CONSUMER AND TRADE ACTIVITIES.

MAINTAIN HIGH PROFILE OF THIS IMPORTANT FOOD
EXPORT FROM CANADA.

POST : 520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

NEGOTIATE INCREASED BEEF ALLOCATION WITH MINISTRY OF AGRICULTURE, FORESTRY, & FISHERIES FOR EMBASSY PROMOTIONS.

20% INCREASE IN BEEF ALLOCATION.

ORGANIZE TURKEY DEMONSTRATION ON BEHALF OF CANADIAN TURKEY MARKETING AGENCY W/POTENTIAL TO INCREASE EXPORTS BY 10%.

NEW BUSINESS LEADS FOR TURKEY.

SEMI & PROCESSED FOOD & DRINK

SEEKING NEW SUPERMARKET AND DEP'T STORE PARTICIPANTS IN CDA FOOD FAIR PROGRAM.

4 NEW PARTICIPANTS RESULTING IN NEW BUSINESS OF \$2 - 5 MILLION. STIMULATE TRADE ENQUIRIES.

ENCOURAGING BUYERS MISSIONS TO CANADA.

MINIMUM OF 4 MISSIONS WITH EXPECTED PURCHASES OF \$3-5 MILLION. STIMULATE TRADE ENQUIRIES.

CONCENTRATING EFFORTS ON HIGH POTENTIAL PRODUCTS, FROZEN POTATOES, BLUEBERRIES, MAPLE PRODUCTS.

INCREASED SALES IN 1987 OF MINIMUM OF 10%.

IDENTIFY PRODUCTS WHICH CAN BE COMPETITIVELY CUSTOM PACKED IN CANADA.

POTENTIAL NEW BUSINESS OF SEVERAL MILLIONS BY 1988.

DEVELOP NEW CONTACTS IN FOOD SERVICE SECTOR.

NEW BUSINESS LEADS IN THIS IMPORTANT SECTOR.

DISTRIBUTE 1986 STUDIES ON FOOD SERVICE IN JAPAN AND RETAIL FOOD AND BEVERAGE SECTOR IN JAPAN.

INCREASE CDN INDUSTRY AWARENESS/UNDERSTANDING OF JAPANESE RETAIL FOOD AND FOOD SERVICE SECTORS.

FEED, FERTILIZER & VET PRODUCTS

TRANSLATION & PRINTING OF SHORT BROCHURE ON ALFALFA PRODUCTS FOR CANADIAN DEHYDRATORS ASSN. & DISTRIBUTION OF AG CDA/CANADIAN DEHY ASSOC. BOOKLET ON ALFALFA PRODUCTS.

INCREASED AWARENESS OF QUALITY OF CANADIAN ALFALFA PRODUCTS LEADING TO INCREASED SALES. STIMULATE TRADE INQUIRIES.

SEMINARS TO BE HELD IN APRIL 1987 TO PROMOTE USE OF ALFALFA PRODUCTS.

CONTINUED GROWTH IN SALES OF ALFALFA PELLETS, CUBES AND HAY, BY 10-20% OVER THE NEXT 3 YEARS. STIMULATE TRADE INQUIRIES.

BILATERAL DISCUSSIONS WITH MINISTRY OF AGRICULTURE TO DEVELOP FUMIGATION PROCEDURE TO PERMIT ACCESS FOR NEW ALFALFA PRODUCTS..

ONCE ACCESS ACHIEVED, EXPECTED SALES OF \$20 MILLION WITHIN 5-YEAR PERIOD.

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROCESSED FOODS PROMOTIONS AND MISSIONS

-40% INCREASE IN PROMOTIONAL BEEF ALLOCATION;
-CDA FOOD FAIR PARTICIPANTS INCREASED FR 20-40%;
-MICHIGAN MISSIONS BOUGHT \$10 MN; -SKYLARK
SEEKING NEW CUSTOM PACKED ITEMS; -RETAIL PACKS
OF CDA OIL TO BE INTRODUCED.

QUARTER: 1 PROMOTION OF AGRICULTURE PRODUCTS

COMPLETED BROCHURE ON ALFALFA PRODUCTS; HELD
SEMINARS ON ALFALFA AND SWINE; PERSUED FUMIGA-
TION PROCEDURES FOR ALFALFA HAY WITH MAFF,
REPORTED ON APPLE FUMIGATION RESEARCH.

QUARTER: 2 TECHNICAL SEMINAR ON SWINE, MARKET ACCESS FOR
DAIRY EMBRIOS, APPLE FUMIGATION RESEARCH PROJECT,
PREPARATION OF MARKET PROFILE FOR PEAT MOSS &
BUCKWHEAT. NEGOTIATE BEEF ALLOCATION WITH MOAFF.

ALL PROJECTS COMPLETED AS SCHEDULED. 300 BREEDERS
ATTENDED SEMINAR; 40% INCREASE IN BEEF ALLOCA-
TION-A MILLION DOLLARS; PRESENTATIONS ON APPLES &
EMBRIOS FUMIGATION TO THE JAPANESE GOVERNMENT.

QUARTER: 3 PRESENTATION OF TECH SEMINAR ON SWINE. PURSUE MKT
ACCESS FOR DAIRY EMBRYOS. PREP OF MKT PROFILE FOR
PEAT MOSS. ENCOURAGE INTRO OF RETAIL CANOLA PACKS
IDENTIFYING PRODUCTS WHICH CAN BE CUSTOM PACKED.
PROMOTE ALFALFA.

300 MAJOR BREEDERS ATTENDED. EXCHANGED POSITIONS
ON DAIRY EMBRYOS. COMPLETED DRAFT MKT PROFILE FOR
PEAT MOSS. EXPECT TO SELL 1M LITRES IN 1ST YR.
BREAD MIX TRIAL SHIPMENTS HAVE BEEN MADE. ALFALFA
BOOKLET PREPARED FOR SEMINAR.

QUARTER: 4 -----

POST : 520-TOKYO

009-FOREST PRODUCTS, EQUIP, SERVICES
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

CONTINUED EFFORTS TO INFLUENCE REVISION OF BUILDING CODE IN DIRECTION TO BENEFIT CANADIAN TRADE INTERESTS.

HARDWOOD PROMOTION TO FOLLOW-UP ON CANADIAN MISSION.

ANALYSIS AND REPORTING ON EVOLUTION OF FOREST PRODUCT INDUSTRY.

RESEARCH AND DEVELOPMENT OF MARKET FOR BUILDING MATERIALS, E. G. KITCHEN CABINETS, DOORS, WINDOWS, STAIRCASES, ETC.

SEMINARS OR PRESENTATION FOLLOWING UP ON INITIATIVES AND MEETINGS DURING MINISTER CARNEY'S VISIT.

PURSUE THE URGENT REQUIREMENT FOR A REDUCTION IN THE SPF TARIFF FROM 10% TO 0.

REVISION TO ALLOW GREATER USE OF WOOD IN CONSTRUCTION SPECIFICALLY 3 STOREY 2X4 MULTIPLE FAMILY URBAN USE.

STIMULATE AWARENESS AND INQUIRIES FROM JAPANESE IMPORTERS . INCREASED SALES.

IDENTIFICATION OF MARKET OPPORTUNITIES FOR VALUE-ADDED WOOD PRODUCTS.

INCREASED CONTACT WITH CANADIAN SUPPLIERS.

RELAX BUILDING CODE TO ALLOW INCREASE IN SALES OF CANADIAN LUMBER.

CANADIAN SPF WILL REGAIN MARKET SHARE FROM USA KILN DRIED HEMLOCK.

PULP AND PAPER PRODUCTS

CONTINUED SURVEY OF PULP AND PAPER COMPANIES' OVERSEAS INVESTMENT AND EXPANSION PLANS.

MARKET SURVEY OF VALUE-ADDED COATED AND BUSINESS PAPERS.

ATTEND AND REPORT ON ANNUAL MEETING OF CANADA/JAPAN PULP AND PAPER ASSOCIATION.

NEWSPRINT SURVEY.

IDENTIFICATION OF INVESTMENT OPPORTUNITIES FOR CANADA.

IDENTIFICATION OF MARKET, INVESTMENT & TECHNOLOGICAL COOP. OPPORTUNITIES, DEVELOPMENT OF EXPORTS STRATEGY, INCREASED BUSINESS CONTACTS.

IDENTIFY NEW EXPORT OPPORTUNITIES FOR CDN FIRMS INCLUDING POSSIBLE INVESTMENT OPPORTUNITIES.

IDENTIFY AREAS WHERE POST CAN SUPPORT SALES OF CANADIAN NEWSPRINT TO JAPAN.

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 520-TOKYO

009-FOREST PRODUCTS, EQUIP, SERVICES
JAPAN

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 WOOD FORUM; WOOD WORKSHOP; TECHNICAL INTO ON
3-STORY WOOD CONSTRUCTION.
- QUARTER: 2 LOBBY RE BUILDING CODE AMENDMENTS, IDENTIFY MAR-
KET OPPORTUNITIES FOR VALUE ADDED PRODUCTS, PUR-
SUE REDUCTION IN SPF TARIFF TO NIL. CONTACT PULP
AND PAPER COMPANIES RE INVESTMENT IN CANADA.
- QUARTER: 3 PURSUIT OF FURTHER JAPANESE INVESTMENT INTEREST
IN CDN PULP & PAPER SECTOR. ELIMINATION OF SPF
TARIFF. PROMOTION OF 3-STOREY HOUSING. MARKET
SURVEY OF JAPANESE BUILDING PRODUCTS MARKET.
- QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

BASIS LAID FOR BUILDING CODE REVISION.

PREPARATION FOR & ATTENDANCE AT CANADA-JAPAN
HOUSING CTTEE CROSS-CANADA TOUR LOBBYING RE BUIL-
DING CODES. JAPANESE RESEARCH PROGRAM ON HOUSING
EXPANDED TO INCLUDE CANADIAN CONCERNS.

DAISHOWA & OJI PAPER COS ANNOUNCED MAJOR INVEST-
MENTS. FIRST ROUND OF GATT ARTICLE 23 CONSULTA-
TIONS. CDN RESEARCHERS COOPERATED IN 3-STOREY
BURN TEST. FLOORING SURVEY COMPLETED.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 520-TOKYO

005-COMM. & INFORM. EGP. & SERV
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

MARKETING CANADIAN SOFTWARES (CHINESE WORD PROCESSORS, GEOPHYSICAL SURVEY SOFTWARES).

TO SET UP JAPANESE AGENTS.

DEVELOPING COOPERATIONS FOR CANADIAN ELECTRONICS INDUSTRY.

FOLLOW UP JAPANESE POTENTIAL COMPANIES ESPECIALLY TELECOM FIRMS.

ENCOURAGING JAPANESE COMPANIES TO MAKE INVESTMENT FOR ELECTRONICS INDUSTRY IN CANADA.

FOLLOW UP JAPANESE COMPANIES (HITACHI, MATSU-SHITA, SANYO, SHARP).

MARKETING CANADIAN ELECTRONICS PRODUCTS FOR COOPERATION WITH JAPANESE COMPANIES.

TO DEVELOP JOINT VENTURES AND LICENSES.

MARKETING CANADIAN SOFTWARES IN JAPANESE MARKET.

TO SET UP JAPANESE DISTRIBUTORS.

ORGANIZING VARIOUS MARKETING AND TECHNICAL SEMINARS FOR CANADIAN MICROELECTRONICS AND SOFTWARES.

WESTERN RESEARCH SEMINAR (MAY 1987).

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SASK. HIGH TECH. MISSION; - COMMUNICATION SHOW; -TELECOM ADVANCE STUDY.

-CO'S PURSUING NICHE MARKETS; -NEW AGENCY AND EXPANDED SALES; -PROGRAM DEVELOPED.

QUARTER: 2 DEVELOP CO-OPERATION BETWEEN CDN AND JAPANESE TELECOMMUNICATIONS FIRMS. APPROACH JAPANESE COS TO INVEST IN CANADA; MARKET CANADIAN SOFTWARE.

MAJOR TELECOM SEMINAR HELD IN SEPTEMBER. \$18M BUSINESS INFLUENCED THE PROCESS TO CONTINUE IN CANADA LATER IN THE YEAR.

QUARTER: 3 MARKETING CDN SOFTWARE IN JAPAN. MARKETING TELECOM & DATA COMMUNICATION EQUIPMENT.

PROGRAMS FOR MICRO TEMPUS, PILOTE AI & ACCUGRAPH CORP FOR SALES OF SOFTWARE. SALES RESULTS ARE EXPECTED IN FOLLOWING QUARTER. FOLLOWUP ON TELECOM SEMINARS IN SEPT 87 INDICATED TWO NEW AGENCIES & SUBSTANTIAL LONG-TERM SALES PROSPECT.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 520-TOKYO

002-FISHERIES, SEA PRODUCTS & SERV.
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

INVESTIGATE POSSIBLE NEW USES/MARKETS FOR CAPELIN. DISTRIBUTE TO CDN INDUSTRY MAY 1985 ASI-INTECH RESEARCH'S STUDY OF THE CAPELIN MARKET IN JAPAN.

SEEK GREATER PENETRATION OF FOOD SERVICE SECTOR. DISTRIBUTE TO CDN INDUSTRY COPIES OF 1986 STUDY ON JAPAN'S FOOD SERVICE SECTOR.

NEW COMPUTERIZED FORMAT FOR FISHERY REPORT.

MARKET PROFILES - ATLANTIC HERRING SMOKED SALMON, LIVE LOBSTER.

COD RESEARCH - PHASE II . DISTRIBUTE COPIES TO CDN INDUSTRY OF PHASE I STUDY " JAPANESE CONSUMER ATTITUDES TOWARDS FROZEN COD "

AQUAULTURE - IDENTIFY POTENTIAL MARKET NICHES FOR FARMED PRODUCTS THROUGH SUCH MARKETING VEHICLES AS PRESENTATION AT FOODEX.

INCREASED CAPELIN EXPORTS.

NEW SALES OF VALUE ADDED FISH PRODUCTS .
STIMULATE TRADE INQUIRIES.

MORE TIMELY AND INFORMATIVE REPORT WILL ALLOW INDUSTRY AND GOVERNMENT TO MAKE MORE INFORMED DECISIONS.

PROVIDE MARKET INFO TO CDN FIRMS INVOLVED IN THESE GROWTH SECTORS.

PROVIDE DIRECTION ON HOW TO MARKET COD IN JAPAN.

PROVIDE MARKET INFO TO CDN FIRMS INVOLVED IN THIS SECTOR AND RECOMMEND FORUMS IN WHICH JPNSE AWARENESS OF CDN CAP. IS INCREASED.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 INVESTIGATE NEW MARKETS FOR CAPELIN, NEW FORMAT FOR FISHERIES MARKET REPORT, MARKET PROFILE ON HERING ROE.

QUARTER: 3 INVESTIGATE NEW USES/MARKETS FOR CAPELIN. CAPELIN INDUSTRY CONSULTATIONS. DEVELOP NEW FORMAT FOR FISHERIES MARKET REPORT. PREPARE MARKET SURVEY ON ATLANTIC HERRING ROE. COD RESEARCH - PHASE II.

QUARTER: 4 -----

FISHERIES MARKET REPORT WELL RECEIVED IN NEW FORMAT, RESEARCH UNDERWAY FOR CAPELINE. MARKET SURVEY FOR ATLANTIC HERRING ROE BEING PREPARED.

RESEARCH COMPLETED. ASSESSING PROMOTIONAL PROSPECTS. INITIAL MISSION TO BE FOLLOWED-UP IN MAR. BI-MONTHLY REPORT IN NEW FORMAT WELL RECEIVED. SURVEY DISTRIBUTED TO INDUSTRY & GOV'T. INTRODUCTION OF FIRST BRANDED COD PRODUCT.

POST : 520-TOKYO

013-CONSUMER PRODUCTS
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

APPAREL (CLOTH, FUR, SHOES) TEXT

TO PROVIDE THE JAPANESE FUR INDUSTRY WITH INFORMATION FROM SUCH CANADIAN SOURCES AS : GROUP EKSPLO, FUR FASHION AND CANADIAN FUR INDUSTRY.

TO MEET WITH THE JAPAN FUR ASSOCIATION TO EVALUATE THE RESULTS OF OUR PUBLICITY IN JAPAN.

TO MEET WITH VARIOUS AGENTS IN THE APPAREL INDUSTRY TO EVALUATE PROGRESS MADE OVER PAST YEAR.

TO INTENSIFY PUBLICITY ON CDN FUR GARMENTS AT THE CANADA TRADE CENTER AND TO STIMULATE TRADE ENQUIRIES.

TO SEEK NEW AGENTS TO EXHIBIT WIDER VARIETY OF APPAREL ITEMS AT THE CANADA TRADE CENTER.

JEWELRY & GIFTWARE

TO VISIT DEPARTMENT STORES TO EVALUATE RESULTS OF 1986 JEWELLERY PROMOTION.

TO FOLLOW UP WITH MAIL ORDER CATALOGS COMPANIES ON THEIR EXPRESSED INTENTION TO ADVERTISE CANADIAN PRODUCTS.

TO REVIEW THE CANADA TRADE CENTER PUBLICITY APPROACH SALES TOWARDS GIFTWARE ITEMS.

TO INTRODUCE NEW PRODUCTS AT THE CANADA TRADE CENTER.

TO MEET WITH AGENTS TO URGE THEM TO PARTICIPATE IN REGIONAL SHOWS

TO DISSEMINATE PERTINENT INFORMATION ON THE JPENSE MARKET TO CDN INDUSTRY THROUGH THE JAPAN DESK AND DRIE REGIONAL OFFICES.

CULTURE INDUSTRIES

TO WORK CLOSELY WITH GROUP IN CANADA IN CHARGE OF PROMOTING INDIAN ARTS AND CRAFTS IN JAPAN.

TO CREATE MORE INTEREST IN THE MONTREAL INTERNATIONAL FUR FAIR AND THUS INCREASE IMPORTS BY APPROX. \$2 MILLION NEXT YEAR.

TO INCREASE AWARENESS OF CANADIAN FURS IN JAPAN.

STIMULATE AGENTS FOR MORE AGRESSIVE MKTING & TO PARTICIPATE TO REGIONAL FAIRS . ASSESS INCREASING JPENSE INTEREST FOR CDN FUR GARMENTS.

TO ATTRACT MORE CUSTOMERS BY BECOMING BETTER KNOWN. AIM IS TO DOUBLE CURRENT SALES.

TO DOUBLE SALES OF SUCH ITEMS AS COWICHAN SWEATERS AND TO STIMULATE TRADE ENQUIRIES.

TO ENCOURAGE STORES TO SELL CANADIAN JEWELLERY ON A PERMANENT BASIS.

TO WIDEN PUBLICITY ON CDN CAPABILITY AND SELECTION AND TO INCREASE SALES AND STIMULATE TRADE INQUIRIES.

TO BOOST SALES UP TO 2 MILLION DOLLARS NEXT YEAR & TO STIMULATE TRADE ENQUIRIES.

TO DOUBLE OUR CURRENT SALES AND TO STIMULATE TRADE ENQUIRIES.

TO ATTRACT LOCAL DISTRIBUTORS OUTSIDE THE TOKYO ENVIRONS.

TO INTEREST NEW EXPORTERS IN THE JAPANESE MARKET.

TO SELECT ITEMS MOST LIKELY TO FIND ACCEPTANCE IN JAPAN.

POST : 520-TOKYO

013-CONSUMER PRODUCTS
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CULTURE INDUSTRIES

TO VISIT JPNSE GALLERIES THAT SPONSOR CANADIAN ARTISTS.

TO STIMULATE INTEREST IN CANADIAN ART AND OBTAIN A BETTER UNDERSTANDING OF HOW TO INCREASE SALES OPPORTUNITIES.

TO INCREASE PUBLICITY OF CANADIAN ARTS AND CRAFTS THROUGH THE CANADA TRADE CENTER.

TO CREATE GREATER AWARENESS OF WHAT CANADA HAS TO OFFER AND TO STIMULATE TRADE ENQUIRIES

TO VISIT DEPARTMENT STORES TO ENCOURAGE THEM TO SPONSOR AND/OR DISPLAY CANADIAN ARTS AND CRAFTS.

TO WIDEN PUBLICITY CREATE A SALES NICHE IN DEPT. STORES ON A PERMANENT BASIS, AND TO STIMULATE TRADE ENQUIRIES.

TO USE MAIL ORDER CATALOGS TO ADVERTISE.

TO INCREASE SALES & TO STIMULATE TRADE ENQUIRIES.

LEISURE PROD. TOOLS HARDWARE

TO FOLLOW UP ON DIY STEP PROGRAM WITH MITI, JETRO AND DIY ASSOC. AND TO ENSURE DEA REPORT (SEPT 1986) ON DIY MISSION TO JAPAN IS DISTRIBUTED TO CDN INDUSTRY.

TO IDENTIFY CLEARLY THE PRODUCTS ON WHICH CANADA SHOULD FOCUS & TO STIMULATE TRADE ENQUIRIES.

TO CONTACT DIY STORES VISITED DURING DIY MISSION.

TO INTRODUCE, AS A START, SMALL QUANTITIES OF CANADIAN DIY PRODUCTS IN THOSE STORES.

TO MEET WITH SPORTS EQUIPMENT AGENTS AND TO DISTRIBUTE 1986 STUDY ON THE SPORTING GOODS MARKET IN JAPAN.

TO MAINTAIN OUR CURRENT SALES & TO STIMULATE NEW ENQUIRIES FOR SELECT PRODUCTS THAT SHOW MODERATE GROWTH POTENTIAL.

TO ENCOURAGE AGENTS OF SPORTS EQUIPMENT TO PARTICIPATE IN REGIONAL SHOWS.

TO FIND LOCAL DISTRIBUTORS AND TO MAKE SPOT SALES.

TO PROMOTE IDEA OF SELLING CANADIAN DIY PRODUCTS TO JAPANESE HOME BUILDERS.

TO GIVE DIY INDUSTRY INCREASED OPPORTUNITIES/ AVENUES TO SELL IN THE JAPANESE MARKET.

FURNITURE & APPLIANCES

TO VISIT DEPARTMENT STORES THAT SPONSORED CANADIAN EVENTS LAST YEAR TO EVALUATE RESULTS RE CANADIAN APPLIANCES.

TO STRENGTHEN OUR SHARE OF THE MARKET IN SOME AND ENCOURAGE OTHERS TO SELL PRODUCTS ON A CONTINUED BASIS.

TO REPORT ON JPNSE FURNITURE INDUSTRY AS A FOLLOW-UP TO THE MITI STEP PROGRAM ON FURNITURE WITH AUSTRALIA AND TO EVALUATE CANADIAN POSITION.

TO DETERMINE WHICH SECTOR OF THE MARKET COULD BE OF INTEREST TO CANADIAN EXPORTERS.

POST : 520-TOKYO

013-CONSUMER PRODUCTS
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

TO DO MORE PUBLICITY THROUGH THE CANADA TRADE CENTRE.

TO MEET WITH AGENTS MORE OFTEN TO GENERATE MORE INTEREST IN THEIR PROMOTION OF CANADIAN PRODUCTS.

TO UPDATE OUR IN-HOUSE INFORMATION ON THE MARKET.

TO MAINTAIN OUR SHARE OF THE MARKET & TO STIMULATE TRADE INQUIRIES.

TO DISCUSS/DEVELOP/ASCERTAIN NEW WAYS TO MARKET PRODUCTS & TO STIMULATE TRADE ENQUIRIES.

TO OFFER MORE ACCURATE INFORMATION TO CDN EXPORTERS ON CHOICE OF PRODUCTS APPROPRIATE TO JAPAN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -CONSUMER CATALOG APPENDIX; -'DO IT YOURSELF' (DIY); -CTC/ASSOCIATION; -TOKYO INT'L TRADE FAIR; -CDN MAIL ORDER CATALOGUE PROJECT.

COMPLETED. 25 AGENTS ADDED REPORTS COMPLETED & DISTRIBUTED; MORE ACTIVE IN REGIONAL SHOW; SALES \$6.6 MILLION; RECRUITMENT STARTED.

QUARTER: 2 DEVELOP DIRECT MAIL ORDER CATALOGUE; FOLLOW-UP ON DIY STEP PROGRAM; MEET WITH JAPANESE SPORTS EQUIPMENT AGENTS; WORK WITH JAPANESE FUR GARMENT ASSOCIATION; GENERATE FURTHER TRADE ENQUIRIES.

RECRUITED 300 PARTICIPANTS FOR MAPLE LEAF CATALOGUE AND NTS PROJECT. EXCELLENT RESPONSE FROM JAPANESE FUR INDUSTRY TO SHOWS AT THE CDN TRADE CENTER.

QUARTER: 3 REPORT ON MEDICAL EQUIPMENT INDUSTRY. REPORT ON PHARMACEUTICAL MARKET & COSMETICS PROMOTION. PREPARE MAIL ORDER CATALOGUE FOR CONSUMER PRODUCTS. PROMOTE CULTURAL PRODUCTS.

REPORT SENT TO IRPI. COSMETICS SHOW, \$4M SALES. RECRUITED PARTICIPANTS FOR MAIL ORDER CATALOGUE WHICH WILL OFFER PRODUCTS IN JAPAN AT CDN PRICES PROMOTION OF CDN FILMS, EDUCATION SOFTWARE & BOOKS.

QUARTER: 4 -----



PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE
BANKERS OUTREACH PROG. TO GENERATE ATTENDEES AT INVSTMT SEMINAR FOR
AUTO PARTS TO BE FOLLOWED BY INCOMING & OUTGOING MISSIONS. MAINTAIN
DIALOGUE WITH JPNSE ASSEMBLERS & ENCOURAGE THEIR PART. (AS APPROPRI-
ATE) IN ENCOURAGING PARTS COS IN THEIR "FAMILY" TO CANADA.

ELECTRONICS EQUIP. & SERV PRODUCTS & COMPONENTS
USE SECTOR PROFILE & SUPPORTING DATA TO ORG. TECH. IND. BRIEFING FOR
MEMBERS OF JPNSE COMPONENTS IND., INCL. THOSE GENERATED BY BANKING OUT-
REACH PROGRAM. FOLLOW UP WITH INCOMING MISSION AND CONTINUING CORPORATE
LIAISON.

ELECTRONICS EQUIP. & SERV CONSUMER ELECTRONICS
TARGET & MAINTAIN CORP. LIAISON PROGS WITH SELECTED CONSUMER ELECT.
COS, INCLUDING THOSE CURRENTLY MFTG. IN CANADA. PROMOTE COMPANY-FUNDED
VISITS TO CANADA.

POWER & ENERGY EQUIP. & SERV. ELECTRICAL MACHINES & SYSTEMS
USE DRIE IND. STUDY TO SELECT JPNSE MFTRS OF ELECT. MOTORS. SUPPLEMENT
WITH COS GENERATED BY BANKING OUTREACH PROGRAM. CONDUCT BRIEFING ON CDN
ELECTRIC MOTORS MARKET/INDUSTRY. CARRY OUT CORPORATE LIAISON PROGRAMS
AND INCOMING/OUTGOING MISSIONS.

TRANSPORT SYS, EQUIP, COMP, SERV. AEROSPACE
USE SECTOR PROFILE, SUPPORTING DATA & EXISTING POST KNOWLEDGE ORGANIZE
TECH'L BRIEFING ON CDN AEROSPACE INDUSTRY FOR JAPANESE INDUSTRY REPRE-
SENTATIVES. EVALUATE RESPONSE AND DEVELOP APPROPRIATE CORPORATE LIAI-
SON ACTIVITIES.

SERVICE INDUSTRIES TOURISM
CORPORATE LIAISON ACTIVITIES WITH ALREADY TARGETTED INVESTORS.

CONTINUED JAPANESE INVESTOR INTEREST IN
GREENFIELD/JOINT VENTURE INVESTMENT.

DEVELOPMENT OF LIST OF POTENTIAL J. V. OR
100% INVESTORS.

DEMONSTRATED INTEREST IN MAKING/INCREASING
MANUFACTURING INVESTMENT IN CANADA.

SHORT LIST OF JAPANESE INVESTORS FOR CON-
CERTED CORPORATE LIAISON ACTIVITY IN SUB-
SEQUENT YEAR.

DEVELOP PERCEPTION WITHIN JAPANESE AERO-
SPACE INDUSTRY OF CANADA'S INDUSTRY AS AT-
TRACTIVE INVESTMENT ENVIRONMENT.

ALL MAJOR TARGETS TO ACQUIRE THOROUGH UN-
DERSTANDING OF INVESTMENT OPPORTUNITIES IN
CANADIAN TOURIST INDUSTRY.

NON SECTORALLY ORIENTED ACTIVITIES

BANKING OUTREACH PROGRAM: FOR EACH OF SELECTED CITY BANKS, PROGRAM (TO
BE CARRIED OUT SEQUENTIALLY) OF (A) BANKER SEMINAR (B) BANKER MISSIONS
(C) BANK CLIENT SEMINAR.

TRADING COS: CONTINUE CORPORATE LIAISON PROGRAMS WITH LARGE JAPANESE
TRADING COMPANIES TO STIMULATE INTEREST IN CANADIAN INVESTMENTS. EN-
COURAGE INVESTMENT SURVEY MISSIONS.

DIRECT MAIL/MEDIA ADVERTISING: CONTINUATION OF DIRECT MAIL AND MEDIA
ADVERTISING PROGRAM FOR GENERAL BUSINESS AND SELECTED SECTORAL PUBLI-
CATIONS.

I. D. BY BANKS OF THEIR CUSTOMERS AS TAR-
GETS FOR OUR INVSTMT PROMOTION EFFORTS. AS
A BONUS, ACTIVE SUPPORT BY BANKS IN COUN-
SELLING CUSTOMERS.

I. D. AND REALIZATION OF OPPORTUNITIES FOR
DIRECT INVESTMENT ON MULTI-SECTORAL BASIS.

INCREASED AWARENESS AMONG BUSINESS PUBLIC
OF IMAGE OF CANADA AND ITS ATTRACTIVENESS
AS INVESTMENT SITE.

REPORT #5
88/03/17

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

520 - TOKYO

JAPAN

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

N/A

N/A

QUARTER : 2

COMPLETION OF ASI INTECH STUDY. TRADING COS INVESTMENT SURVEY MISSIONS. BANK OUTREACH PROGRAM DEVELOPMENT. SEMINARS/INDUSTRY BRIEFINGS & MISSIONS ON SECTORAL BASIS IN CONNECTION WITH BANK OUTREACH PROGRAM. DIRECT MAIL/MEDIA ADVERTISING. CORPORATE LIAISON IN HIGH PRIORITY AND OTHER SECTORS.

COMPLETED AND EVALUATED. MISSION CARRIED OUT FOR C. ITOH; MISSION PLANNING INITIATED FOR NISSHO-IWAI; INVESTMENT BRIEFING FOR MARUBENI. MAINTAINED/EXTENDED RELATIONSHIPS WITH KEY OFFICIALS IN SELECTED BANKS. DEFERRED DUE TO SLOWER THAN EXPECTED PACE OF BANK OUTREACH PROGRAM. FINALIZATION OF CURRENT YR'S BUDGET & STRATEGY; INITIATION OF PRINT MEDIA ADVERTISING CAMPAIGN. FILES MAINTAINED ON 60-80 PROSPECTS ON ONGOING BASIS, WITH PERIODIC CONTACT MAINTAINED & REPORTED ON.

QUARTER : 3

TRADING COMPANIES INVESTMENT SURVEY MISSIONS BANKING OUTREACH PROGRAM: BANKER SEMINAR SEMINARS/INDUSTRY BRIEFINGS & MISSIONS ON SECTORAL BASIS IN CONNECTION WITH BANK OUTREACH PROGRAMS; (04) DIRECT MAIL/MEDIA ADVERTISING.

NISSHO-IWAI MISSION COMPLETED; COY BRIEFING TO AMBASSADOR INDICATED POSITIVE REACTION, IDENTIFICATION OF & INTENTION OF FOLLOW-UP SPECIFIC TRADE & INVEST. OPPOR. (12) INVEST PROMOTION SEMINARS COMPLETED FOR 3 OF 5 SELECTED BANKS; BANKS ASKED TO DESIGNATE "CANADA DESK OFFICERS" & INVITATION EXTENDED TO HAVE HIM COME TO CDA. BANKS' RESPONSE TO ACTIVITIES ENTIRELY POSITIVE. (13) DEFERRED DUE TO SLOWER THAN EXPECTED PACE OF BANK OUTREACH PROGRAM; (14) 3 INSERTS IN NIKKEI

QUARTER : 4

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

POST : 520-TOKYO

COORDINATED FOLLOWING FED & PROV GOV'T TRADE, INVESTMENT &
TOURISM PROMOTION MISSIONS: MIN. OF MINES & FORESTRY, G.
MERRITHEW; MAN. PREMIER H. PAWLEY; B.C. PREMIER VANDER ZALM;
MAN. MIN. OF TRADE & TECHNOLOGY, G. STORIE; SASK MIN. OF ECON
DEV. & TRADE, R. ANDREWS; QUE MIN OF INDUSTRY & COMMERCE,
D. JOHNSON; N.W.T. COUNCIL CHAIRMAN, J.H. ROBERTSON; ALTA MIN.
OF ECON. DEV. & TRADE, L. SHABEN; ALTA MIN. OF AGRICULTURE,
P. ELZINGA; ALTA MIN. OF FORESTRY, L. FJORDBOTTOM; COMMISSIN
OF THE YUKON, K. MCKINNON; ALTA MIN. OF ENERGY, N. WEBBER; MAN.
MIN. OF AGRICULTURE, W. URUSKI; MAN. MIN. OF ENERGY & MINES,
W. PARASIUK; MAN. MIN. OF FINANCE, E. KOSTYRA; MAYOR OF
VANCOUVER, G. CAMPBELL; MAYOR OF NEW WESTMINSTER, T. BAKER;
MAYOR OF CALGARY, R. KLEIN
(02) CORPORATE LIAISON IN HIGH PRIORITY & OTHER SECTORS
(03) FILES MAINTAINED ON 80-100 PROSPECTS ON ONGOING BASIS,
WITH PERIODIC CONTACT MAINTAINED & REPORTED ON;
(04) 6 REGIONAL INVESTMENT SEMINARS COMPLETED, TOTAL ATTEN-
DANCE WAS 350, FOLLOW-UP QUESTIONNAIRES CIRCULATED.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 531-WELLINGTON

009-FOREST PRODUCTS, EQUIP, SERVICES
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

CONTINUED REPRESENTATION OF N Z GOV'T TO GAIN THE ADMISSION OF
CDN CEDAR SHINGLES AND SHAKES.

REDUCE TRADE BARRIERS IMPROVE MARKET ACCESS.

EQUIPMENT AND MACHINERY

ORGANIZATION OF APPITA TOUR OF N Z INDUSTRY. ORGANIZATION OF
PARTICIPATION BY CDN INDUSTRY IN LIRA TRANSPORTATION SEMINAR.

INCREASED SALES OF CDN FORESTRY EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INCOMING CANADIAN PULP AND PAPER MISSION
MAY 1987.

MISSION MET WITH EXECUTIVES TASMAN KAWERAU/NZFP
KINGSTON/AUCKLAND AND BRIEFED ON FUTURE
DEVELOPMENTS EXPANSION PROGRAMS, ETC.

QUARTER: 2 CONDUCT MARKET SURVEY OF EQUIPMENT REQUESTS AND
SAWN LUMBER REQUESTS.

COMPILED REPORT ON NEW ZEALAND SAWMILLING INDUS-
TRY AND COMPLETED SURVEY ON SAWN LUMBER PRODUCTS
-REPORT STILL INCOMPLETE. INDICATED NEW CDN
AWARD FOR EXCELLENCE IN MARKETING.

QUARTER: 3 FOREST HARVESTING MISSION FROM CANADA. INTRODUC-
TION OF CDN AWARD FOR FOREST EQUIPMENT MARKETING
SAWN LUMBER SURVEY.

ORGANIZED HIGHLY SUCCESSFUL MISSION. AWARD PRE-
SENTED AT FIEA ANNUAL CONVENTION TO MR. I.
PATCHELL. MARKET SURVEY COMPLETED.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 531-WELLINGTON

005-COMM. & INFORM. EGP. & SERV
NEW ZEALAND

| PLANNING: | ACTIVITIES PROPOSED IN POST PLAN: | ANTICIPATED RESULTS: |
|-----------|---|---|
| | TELECOMMUNICATIONS (INC SPACE) | |
| | FOLLOW-UP OF CONTACTS MADE BY TELECOM MISSION IN NOV'86. | INCREASED TELECOMS SALES BY SUPPORTING/MAINTAINING CONTACT WITH N Z BUYERS AND CDN SUPPLIERS. |
| | DELIVATION OF NEW OPPORTUNITIES DUE TO DEREGULATION OF N Z TELECOMS. | INCREASED SALES BY RELAYING TO CDN INDUSTRY NEW MARKET OPPORTUNITIES IDENTIFIED. |
| | COMPUTERS, SOFTWARE & SYSTEMS | |
| | POST HAS BEGUN MARKET SURVEY OF LOCAL IMPORTERS | LIST OF PRODUCTS REQUIRED BY LOCAL IMPORTERS |
| | SURVEY OF LOCAL SOFTWARE CONSULTING HOUSES | DEVELOP CONTACTS OF SOFTWARE FIRMS POTENTIAL- LY INTERESTED IN JV WITH CANADIAN FIRMS. |
| | THREE CATALOGUES SHOWS IN TERRITORY | INCREASE NUMBER OF CANADIAN FIRMS ACTIVE IN NEW ZEALAND |
| ----- | | |
| TRACKING: | ACTIVITIES UNDERTAKEN IN QUARTER: | QUARTERLY RESULTS REPORTED: |
| | QUARTER: 1 ----- | |
| | QUARTER: 2 SURVEY OF COMPUTER SOFTWARE AND HARDWARE IMPORTERS. MAINTAIN CONTACT WITH NEW TELECOMS (NZ) LTD AND TO FORWARD TENDERS TO CCC. | SURVEY COMPLETED. REPORT INCOMPLETE. TELECOMS TENDERS SENT ROUTINELY TO CCC. |
| | QUARTER: 3 COMPUTER/COMMUNICATIONS TRADE MISSION FROM CDA. COMPLETION OF MARKET SURVEY. | ORGANIZED SUCCESSFUL MISSION STILL WAITING FOR REPORT ON RESULTS FROM COMPANIES. MARKET SURVEY COMPLETED. |
| | QUARTER: 3 PARTICIPATION IN SPACE COMMUNICATIONS SEMINAR. | PARTICIPATION IN SEMINAR. DISTRIBUTED 120 PACKAGES OF CDN TECHNOLOGY TO ATTENDEES HAD MICROTEL AS MAIN SPEAKER. |
| | QUARTER: 4 ----- | |

POST : 531-WELLINGTON

013-CONSUMER PRODUCTS
NEW ZEALAND

| PLANNING: | ACTIVITIES PROPOSED IN POST PLAN: | ANTICIPATED RESULTS: |
|------------------|---|---|
| | JEWELRY & GIFTWARE | |
| | SURVEY OF GIFTWARE MARKET IN NEW ZEALAND | INFO ON MARKET OPPORTUNITIES |
| | PUBLICIZE RESULTS OF MARKET SURVEY TO CANADIAN SUPPLIERS | INCREASED AWARENESS OF OPPORTUNITIES IN NEW ZEALAND |
| | PROVISION OF INFO ON CDN SOURCES OF SUPPLY TO N Z INDUSTRY. | ELEVATE PROFILE OF CDN SUPPLIERS. |
| | LEISURE PROD. TOOLS HARDWARE | |
| | ADVISE NEW ZEALAND IMPORTERS OF CANADIAN CAPABILITIES | DOUBLE CANADIAN MARKET SHARE IN 3 YEARS. |
| | DISTRIBUTION OF SURVEY QUESTIONNAIRE TO DELIVEATE N Z REQUIREMENTS FOR SUBSEQUENT DISTRIBUTION TO CDN SUPPLIERS. | INCREASED AWARENESS OF SUPPLY/DENAND OPPOR- TUNITIES. |
| | FURNITURE & APPLIANCES | |
| | ADVISE LOCAL IMPORTERS OF CANADIAN CAPABILITY | INCREASE CANADA'S MARKET SHARE TO USA POSITION. |
| | DELIVEATION OF N Z FURNITURE REQUIREMENTS AND COMPLETION OF REQUIREMENTS OF SURVEY FOR DISTRIBUTION. | BETTER IDENTIFICATION OF MARKET OPPORTUNITIES FOR CDN SUPPLIERS. |
| <hr/> | | |
| TRACKING: | ACTIVITIES UNDERTAKEN IN QUARTER: | QUARTERLY RESULTS REPORTED: |
| QUARTER: 1 | PREPARATION OF LIST OF BUYERS TO ATEND TOR JEWELLERY SHOW. | PARTICIPATION IN SHOW CANCELLED DUE TO SHORTAGE OF TIME. |
| QUARTER: 2 | CONDUCT MARKET SURVEYS AND COMPLETE REPORTS ON TEXTILE, TOYS, FURNITURE AND HARDWARE. | ALL SURVEYS ARE COMPLETE. REPORTS ON ALL HAVE BEEN FORWARDED TO OTTAWA AND TO TRADE ASSOCIA- TIONS. |
| QUARTER: 3 | DISTRIBUTE MARKET SURVEY COMPLETED LAST QUARTER. | DISTRIBUTED RESULTS OF MARKET SURVEY TO VARIOUS GOV'T DEPARTMENTS & INDUSTRY WHICH STIMULATED ENQUIRIES FROM CANADIAN INDUSTRY. |
| QUARTER: 4 | ----- | |

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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004-DEFENCE PROGRAMS, PRODUCTS, SERV
NEW ZEALAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

PROVIDING ASSISTANCE & INCENTIVE FOR NZMOD TO ESTABLISH BROAD
MOU WITH DND. TO DISTRIBUTE CDN INFO & DETAILS ON CDN MARINE EQUIP
TO PROMOTE \$2 MILLION DATA LOGGING EQPT TO RNZN. TO OBTAIN OPPOR-
TUNITY FOR COMPUTING DEVICES TO BID ON EQUIP. REQUIREMENTS.

INCREASED SALES OF CDN DEFENCE EQUIPMENT
TO N. Z.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PROVIDE FOLLOW-UP REPORTS OF HITECH TO TDD AND
TO INCREASE THE NUMBER OF AGENCIES.

REPORTS COMPLETED.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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001-AGRI & FOOD PRODUCTS & SERVICE
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

CONTINUED PROMOTION OF CDN SWINE EXPORTS AND TO
REALISE APRIL '87 SHIPMENTS.

INCREASED SALE OF AG & FOOD PRODUCTS

SEMI & PROCESSED FOOD & DRINK

TASTE OF CANADA - FOOD PROMOTION EFFORT FOCUSSED ON RESTAURANT
WOOLWORTHS PROMO. - IN-STOR CDN PROCESSED FOOD PROMOTION

NEW AGENCY LINES ESTABLISHED.

NEW AGENCY LINES ESTABLISHED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MARKET SURVEY OF IMPORTERS.

COMPLETED AND MAILED - NO RESULTS AS YET.

QUARTER: 2 CONDUCT MARKET SURVEY OF REQUIREMENTS. MAINTAIN
PRESSURE ON NZ AUTHORITIES TO RELAX IMPORT
RESTRICTIONS.

REPORT MARKET OPPORTUNITIES COMPLETE AND
FORWARDED TO INDUSTRY, DEA AND DRIE. PRESSURE IS
MAINTAINED ON NZ AUTHORITIES AND RESTRICTION ARE
EXPECTED TO BE LIFTED.

QUARTER: 3 DISTRIBUTE MARKET SURVEY COMPLETED LAST QUARTER

DISTRIBUTED RESULTS OF MARKET SURVEY TO VARIOUS
GOV'T DEPARTMENTS & INDUSTRY WHICH STIMULATED
ENQUIRIES FROM CDN INDUSTRY.

QUARTER: 4 -----

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NEW ZEALAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP. & SERV COMPUTERS, SOFTWARE & SYSTEMS
FREQUENT INCLUSION OF INVESTMENT AND TECHNOLOGY TRANSFER ARTICLES IN
PUBLICATIONS.

STIMULATION OF NEW ZEALAND MANUFACTURING
AND INVESTMENT COMMUNITY TOWARDS CANADA
AS INVESTMENT DESTINATION.

FOREST PRODUCTS, EQUIP. SERVICES EQUIPMENT AND MACHINERY
FREQUENT INCLUSION OF INVESTMENT AND TECHNOLOGY TRANSFER ARTICLES IN
PUBLICATIONS.

STIMULATION OF NEW ZEALAND MANUFACTURING
AND INVESTMENT COMMUNITY TOWARDS CANADA
AS INVESTMENT DESTINATION.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5
88/03/17

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

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NEW ZEALAND

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

IT WAS INTENDED TO WRITE AND INCLUDE AN INVESTMENT ARTICLE IN TRADING POST (DISTRIBUTION OF 3000).

-ARTICLE WAS WRITTEN AND INCLUDED REACHED A READERSHIP OF 80,000.
-MINTech ADVISED OF DECISION TO INVEST IN CANADA IS IMMINENT.

QUARTER : 2

PUBLICATION OF ARTICLES PROMOTING INVESTMENT IN CANADA.

TWO ARTICLES WERE WRITTEN AND PUBLISHED WITH READERSHIP OF APPROX. 160,000.

QUARTER : 3

PUBLICATION OF ARTICLES PROMOTING INVEST IN CDA

1 ARTICLE WAS WRITTEN&PUBLISHED WITH READERSHIP OF APPROX. 80,000

QUARTER : 4



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