External Affairs and

Affaires extérieures et International Trade Canada Commerce extérieur Canada

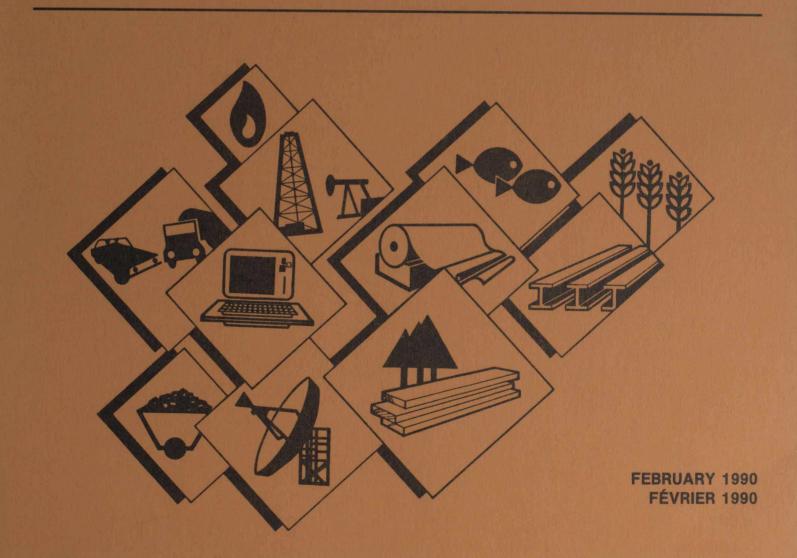
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TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM **PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE**

QUARTERLY ACTIVITY REPORT **RAPPORT TRIMESTRIEL DES ACTIVITÉS**

AFRICA AND MIDDLE EAST AFRIQUE ET MOYEN-ORIENT

JULY - SEPTEMBER 1989 (2nd QUARTER FY 1989-90) JUILLET - SEPTEMBRE 1989 (2º TRIMESTRE, AF 1989-90)





TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report July- September 1989

Following is the Activity Report for the quarter ending September 30, 1989. This report contains a synopsis of activities and results by sector and subsector reported by the missions in Africa and Middle East, matched against the proposed activities identified in their 1989/90 post plan. It also contains a report of special unplanned activities that took place during the report period.

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités Julliet - Septembre 1989

Voici le Rapport des activités du trimestre qui a pris fin le 30 septembre 1989. Le rapport contient un résumé des activités et des resultats déclarés par les missions en Afrique et Moyen-Orient, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de missions de 1989/90. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

Le lecture 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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Boucember 30, 1989 This report for the quarter withes Boucember 30, 1989 This report confettes a synoppie of activities and results by sector and subsects reported by the stantons in States and Middle Bast, marched spinor the proposed antivities identified in their 1989/20 goat prov. It also contains a report of special unplanned artivities the took place during the report

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AFRICA AND MIDDLE EAST AFRIOUE ET MOYEN-ORIENT

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AFRICA AND MIDDLE EAST

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90/01/23

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

POST :325-ABIDJAN

005-ADVANCED TECH. PROD. & SERV IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TELECOM, DATACOM, SAT, SPACECOM

1

OBTENIR PLUS D'INFO SUR PLAN DIRECTEUR NATIONAL DES TELECOM PREVU POUR INSTALLATION DES SYSTEMES. IDENTIFICATION DES BESOINS EN EQPT INDICATION DU CALENDRIER

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

COMPUTERS HARD/SOFTWARE & COMP

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

INTRODUTION A DONNER AUX FOURNISSEURS CONS.

FUTURS ore let a recolement (and to a real to a real for the second s

QUARTERLY RESULTS REPORTED:

Requte de financement sous Ligne de crdit BOAD/SEE en prparation pour ralisation du volet gestion municipale

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

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

POST :325-ABIDJAN

009-FOREST PRODUCTS, EQUIP, SERVICES

MURIN-SEA 188

2

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

EQUIPMENT AND MACHINERY

RECHERCE DU PLAN NATIONAL DE REBOISEMENT ET PROJETS DE CREAT IDENTIFICATION DES BESOINS CIBLAGE POUR CIES CONES.

POSSIBLE.

in ora excellence leaters reserves, will selve annual

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

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

TEALY REPUT OF REPORT OF

QUARTER: 3 -----

QUARTER: 4 -----

terre conveltir & appers 301/10/meteria/12.0 den la formulation de recuere de linercatere succ lipre de creati 2000/2000 aut dennets cirepresentes bientos. Appuyons etude de faisabilite de projet de coentreprise pour production de semis pour reboissement (transfert technologique gestion & formation).

ANTICIPATED RESULTS:

INSTRUME RE REALFROME CALLEVITOR

QUARTERLY RESULTS REPORTED:

POW DUNNER

QUARTER: 1 Do Plan Informatique motionet 2 subtrars **presotizurs** retiennuit notre attention -d'informatisation de La gestion municipale -l'informatisation de l'informatique dans larestate doubté

anarras 2 tome et descritéré inician contrate avec la mén an anarra de pirclate pilitae com las 2 ancheare -selfaceres de litre, inférientemet.

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

POST :325-ABIDJAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TRANSMISSION

FINANCEMENT DIT "PRET STRUCTUREL" DE RESTRUCTURATION DE GEST PRESTATION DE SERVICE DE CONSULTANT EN GESTION/INFORMATIQUE

POURRAIT AIDER & MIEUX NOUS POSITIONNER POUR VENTES FUTURES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 -Suivi de mission exploratoire pour valuer besoins de convertisseurs de phase, + pompe a eau suite au projet "contres-araignes". -Fournir consultant la DGCTX pour le Programme National d'nergie.
- QUARTER: 2 Conflit d'autorite & manque de resources financieres dans ce secteur; serait privilegie dans negociations FMI/BM pour developper nouveau programme des prets d'ajustement structurel du pays.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

-Attendons rsultats des discussions du rapport final avec ACDI pour valuer march possible et dveloppe strategie pour pntrer march. -Hydro Qubec Int'l vient de mobiliser un consultant pour un contrat de 2 ans la DCGTX.

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

ANTICIPATED RESULTS:

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

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POST :325-ABIDJAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

EQUIPMENT AND MACHINERY

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Un troisime projet de dveloppement d'exploitation minire vient d'intresser un autre groupe Cdn

QUARTER: 2 Societe mixte canado-ivoirienne devrait etre constituee bientot pour exploitation miniere de gisement aurifere, les travaux de pre-production d'exploitation devraient entrainer des investissements de l'ordre de 6m\$ sur 2 ans.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Appui initiative mais demeurons inquiets de perdre crdibilit auprs d'autorit locale devant rsultats qui tardent a se matrialiser

ANTICIPATED RESULTS:

Avons favorise a maintes reprises contacts entre les parties pour que les negotiations finalement aboutissent a un accord. Attendons resultats.

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

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

POST :325-ABIDJAN

Suivi des invitations de TEMIC pour Prog. pour cadres superieurs en gestion de Telecom 11-29 Sept.

Alerter les 5 fournisseurs sur liste A/O de consult'n de prix pr engrais a CIDT, faire repres'n pr que date limite Preparation de visite du Ministre d'Agriculture au Canada.

Conversion de position de secretaire (description de tache et recrutement de ERP).

Suivi re visite de dignitaires locaux a Conference Mondiale de l'Energie Mtl 17-22 Sep.

Preparation de briefing re visite de Ministre des relations exterieures & developpement int'l (MINE).

Suivi des invitations de Bureau de Promotion du Commerce Cda (candidats du Mali/Niger/B.F.).

Assurer interimaire apres la demission du Directeur Cdn a BAFD.

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DESCRIPTION & STREET,

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

POST :301-ADDIS ABABA

007-POWER & ENERGY EQUIP. & SERV. ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

POWER TRANSMISSION CDN FIRMS PREQUALIFIED

HYDRO STUDY RESPONSE FM CDN FIRM AWAITED

CONSULTING AND OTHER SERVICES CDN FIRMS WORKING ON PROJECT

•••••••••••••••

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -Follow up Gode-Dire Dawa Gas Pipeline project -Follow up Mining projects with EMRDC -Maintain contact with EELPA

QUARTER: 2 Follow up projects and provide assistance to Canadian power companies. QUARTERLY RESULTS REPORTED:

- Cdn firm expressed interest in Project

- Cdn firms have expressed interest
- Cdn firms working on Power projects

On power transmission lines to Djibouti and Sudan.

On hydro projects with EELPA.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :301-ADDIS ABABA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

AEROSPACE

AIRCRAFT ASSEMBLY

HANGAR MAINTENANCE

AIRCRAFT SALES & PARTS

investments or peaks weather

OTHER MAINTENANCE SERVICES

ACARTER: A TOT

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

7

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

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

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

POST :301-ADDIS ABABA

015-CONSTRUCTION INDUSTRY ETHIOPIA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ARCHITECT, CONS, CONSUL, SERV

SALES OF MACHINERY UNDER NEGOTIATION

SPARE PARTS UNDER NEGOTIATION

ANTICIPATED RESULTS:

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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90/01/23

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

POST :301-ADDIS ABABA

001-AGRI & FOOD PRODUCTS & SERVICE

ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Arrange visit for Gov't officials to witness Cdn expertise in Woody Biomas
- QUARTER: 2 Investigate opportunities for potential equipment and services sales relating to Gov't Agricultural projects.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

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

Contact maintained with Gov't officials at MOA.

STREAMER'S STREET, STREAMER'S

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d) all's //provision plusiours dessions

es important survei à analyse des marches prinrigaires pour la Die, di Venne è confret important de Die simpiù Alliteinevez, ci Bulei sistier più Deresiat, di venne à contras de Leis de 4 millioni, elcontr Acie à estente 928 (les presis

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

POST :301-ADDIS ABABA

005-ADVANCED TECH. PROD. & SERV ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

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

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

QUARTERLY RESULTS REPORTED:

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D

90/01/23

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

POST :326-ALGIERS

001-AGRI & FOOD PRODUCTS & SERVICE ALGERIA

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

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

MISSION AGRICOLE ET BETAIL (BOVIN LAITIER) PENETRATION DU MARCHE

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

MISSION ET SEMINAIRE TECHNIQUE POMME DE TERRE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 a) participation au 3e Salon Petits Elevages

b) mission avicole au Canada

c) analyse potentiel ventes tabac

d) visite Ambassadeur au Ministre Agriculture

actuellement Pres. Commission Mixte Cda-Alg.

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

e) Ligne de credit SEE Revolving

DUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

FERTILITE

QUARTERLY RESULTS REPORTED:

a) potentiel important identifie; sera suivi b) un projet en discussion, potentiel sectoriel identifie

c) potentiel restreint, a poursuivre

d) suivi/promotion plusieurs dossiers

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

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

EVENTUELLES.

POST :326-ALGIERS

005-ADVANCED TECH. PROD. & SERV

ALGERIA

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

Contract of the local division of the

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 -----

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

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

plusieurs dossiers

QUARTER: 3 -----

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

QUARTERLY RESULTS REPORTED:

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

THE REPORT OF THE PARTY AND ALL AND A THE ADDRESS OF ADDRESS AND ADDRES

a) where antenanders as Alminers Agricultur actuallement Press, Countrator Minte Cda-Alg.

aburtar 2 strapport Agra-Altantistra en algarte bioteniation comme du üle. civisire Assanasion es D.A. de 041C. d) Consistion timediarios du Luit.

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

POST :326-ALGIERS

008-TRANSPORT SYS, EQUIP, COMP, SERV.

ALGERIA

PLANNING:

ANTICIPATED RESULTS:

RAIL

MISSION FERROVIAIRE PERSUADER ALGNS DE LA COMPETENCE ET COMPETITIVITE DES

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

ACTIVITIES PROPOSED IN POST PLAN:

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

chesseries and the second of the second of the second second

a) projets avancent bien et possibilite de concretisation en 1989

b) 3 helicopteres vendus et livres

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

CANADIENS

estine as many trains that

STATUTE DE PRODUCTS PARACEUTIEURS

AND ALL PROVIDER OF ALLERIA SUCTEDA CALIFICA D'AFFALTER

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EDIANUSE DE VISITES (PERMINET DE DECISION

VENTES

Construct of all delevants of the Market States of the Sta

COOPERATION

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

POST :326-ALGIERS

014-EDUCATION, MEDICAL, HEALTH PROD ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PHARMACEUTICALS, BIOTECHNOLOGY

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

PRODUITS PHARMACEUTIQUES VENTES DE PRODUITS PHARACEUTIQUES

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

ECHANGES DE VISITES / PRENEURS DE DECISION FAMILIARISATION / PROMOTION GENERALE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 a) questionnaire roduits et Equipements pharmaceutiques et veterinaires a EXT/TAR b) ventes d'equipements educatifs

QUARTER: 2 a) Discussion de travail entre Ambassade et specialistes algs medicals EDUCATION: a) suivi normal des nombreuses consultations.

QUARTER: 3 -----

as discussion severa blies, particulare de cla constituention des projecte vinderes Es programe de receptores asur territoresen cons a) bigenerare de percent constant

DEMONTRY CALLER SEC PREDUITS IT SERVICES TAUADI

exercised respect the sheet reprise dir stational relief of the

ANTICIPATED RESULTS:

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STREET, M. MARCH

QUARTERLY RESULTS REPORTED:

a) premiere etape d'identification du potentielb) projets importants en negociation avancee

LIS MULD THERE IS ATAIL IS AND THE TABLE

 a) potentiel dans quelques secteurs identifies, seront suivis.
 EDUCATION: a) augmentation des ventes d'equipement didactiques

Guerren 1 al terrestrest i grande projett de conferente comerciale et frégérichelle en discumine al séries-estrenée

15 QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM REPT4D AT MISSIONS ABROAD FOR FISCAL YEAR 89 90/01/23 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN 011-OIL & GAS EQUIPMENT, SERVICES POST :326-ALGIERS ALGERIA ANTICIPATED RESULTS: ACTIVITIES PROPOSED IN POST PLAN: PLANNING: MACHINERY AND EQUIPMENT CERI CONFERENCE RAPPROCHEMENT CDA/ALGERIE SECTEUR GAZ PARTICIPATION AU NPS FAMILIARISATION AVEC CAPACITES CNDNNES CONTRATS EVENTUELS TECHNOLOGIQUE JOURNEES TECHNIQUES DESCRIPTION OF CONTRACT OF STATEMENT OF SERVICES AND ADDRESS PLAN D'ACTION POUR SOCIETES CONES Y COMPRIS TRANSFERT LOCALE OUVERTURE D'UN BUREAU DE LIAISON MEILLEUR SUIVI DES DOSSIERS ET DES OPPORTUNITES. PRESENCE VISITE ALGNE QU CANADA A HAUT NIVEAU FAMILIARISATION COOPERATION PLUS INTENSE VISITE AU NIVEAU DES GOUVERNEMENTS PROVINCIAUX FAMILIARISATION AVEC POTENTIEL DU MARCHE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

POST :326-ALGIERS

010-MINE, METAL, MINERAL PROD & SRV

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

EQUIPMENT AND MACHINERY

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

SUIVI MISSION ALBERTA 1987 POUR LE SECTEUR. CONTINUER & FAIRE CONNAITRE LES SOCIETES ET EXPERTS CONS

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

CANADIENS

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

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

QUARTER: 2 Lac d'Amiante

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

Contrat amiante signe avec ERCC, ERCO, ERCE 16 millions

16

DANS LE DOMAINE

ALGERIA

ANTICIPATED RESULTS:

REPORT 4A 90/01/24

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

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

POST :326-ALGIERS

Participation au Salon International Medical - Prise de contact aupres de societes algnnes et corps medical. Visite de Madame Bacon, Vice-Ministre de la Culture et de l'Environnement - Revoir dossier culturel et commercial

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STATISTICS & ALVER

17

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Participation by TEC off-designations on these 29; sates of \$175,000 of Centrics telesons and computer environment to design at these designs and the second second second second second matrix S. 1. States Second Second

 We increttent, TCE, has accurrenced budget cut and solve will be increasingly difficult. In this quarter, post vision? service/#20074000; and users in support of Con constants. Salks of CS 500,000, were secondar and 18010480 acces REPT4D

90/01/23

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

POST :340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES JORDAN

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

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

QUARTER: 2 1. Risha Gas Utilisation Study.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

EXPERTISE IN DEFINITION PHASE

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

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

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

POST :340-AMMAN

005-ADVANCED TECH. PROD. & SERV

JURUAN

PLANNING:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

ACTIVITIES PROPOSED IN POST PLAN:

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

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05-08 NI Charles in ol chert fin 5.

ANAT-CREMINALS PRODUCTION JOINT VISIONE CENTRATE SECTION CONSTRUCTION OF (COAL PLANT UNING COA TECHNOLOGY

NATERAL CEREM CRATHE PROJECT

INTERSUCTION OF & NEW ALCO POLATO VARIET, FOR PARE I TRI CRATICAL FOR INFORT IN 1991 (2 TEXP PEOLEAR)

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

MENT SALES

POST :340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE

IOPDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

CANADA-JORDAN LENTIL MECHANIZATION PROJECT SUCCESSFUL DEMONSTRATION OF CON DRYLAND FARMING TECH; EQUIP-

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

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

SOUTHEAST CEREAL GRAINS PROJECT AWARD OF MANAGEMENT CONTRACT TO CON CONSULTANT

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

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

QUARTER: 1 -----

QUARTER: 2 1. ntroduction of Cdn Seed Potato varieties to Jordanian Market

- 2. Lentil Mechanisation Project
- 3. Feed-Mill Implementation

QUARTER: 3 -----QUARTER: 4 -----

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

QUARTERLY RESULTS REPORTED:

3. Post is liaising with local contacts

ANTICIPATED RESULTS:

PODAR DE LARA PRARENTARIA MEN LANTIAN UN INCOM

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

POST :340-AMMAN

007-POWER & ENERGY EQUIP. & SERV. JORDAN

PLANNING:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

ACTIVITIES PROPOSED IN POST PLAN:

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

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Signature of MOU betwen JEA and Ontario for Third Country marketing cooperation; commencement of staff experts program at JEA by Hydro live line, international consulting and load management personnel.

1. Project delayed for at least one year

2. Post has been heavily involved in promotion of CDN capabilit es in energy sector. One CDN consortium was awarded high profile pre-feas study and a other poised to win major contract REPT4D

90/01/23

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

POST :340-AMMAN

003-GRAINS AND OILSEEDS

JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 ----

QUARTER: 4 -----

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

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POST :340-AMMAN

014-EDUCATION, MEDICAL, HEALTH PROD JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

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

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

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

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

CONTRACT CARACTER ------

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 1. Primary Health Care Project

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

EXPORTERS

SERVICE REQUIREMENTS

CARE .

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

QUARTERLY RESULTS REPORTED:

Visit to Cda by DG Vocational Training Corp. and Director Occupational Safety and Health Institute; visits to Jordan by reps of McGill, university of Windsor and NB Community College to refine Institutional projects and proposals

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

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

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

POST :340-AMMAN

A.Program Manager turnover included in-depth program overviews including sectoral and program reports.

- B.King Hussein Visit to Canada preparations required heavy input from commercial section including background briefs.
- C.EDC marketing visit preparation and reporting included arranging schedule and hospitality.
- D.World Energy Conference: Jordan sent large delegation which required substantial post assistance.
- E.Canada Day Reception involved heavy input from Commercial Section and served to reinforce business contacts.
- F.Visit by senior Petro-Canada officials and arrival of new resident manager which is key element of energy TID program
- G.Agro-dev opening of regional office in Amman was assisted by Commercial Section.
- H.Protein Food production facility was reactivated under CDN management with assistance fm commercial staff.
- I.TEMIC seminars in Montreal required substantial input from post to identify and invite local candidates.
- J. Economic Reporting given evolving economic realities in Jordan.

Minit to Ede by Dd Vocartinast Iranshing Sdeps and birector Decuantinum Sainty and Amates Vinatity tay visits to sorder by raps of Hadity, university of Mindaan and He Community College to refre Institutional projects and trapposite f. CDM memolitant has begin been with an in anon f. CDM memolitant has begin been with the lange f. CDM memolitant has begin been with the lange f. CDM memolitant has begin been with the lange f. CDM memolitant has been been to be and the lange f. CDM memolitant has been been with the lange f. CDM memolitant has been been to be and the lange f. CDM memolitant has been been been been and being fine to be and the lange for an and and the lange being fine to be and be for an and an and the second be 8072398-808 J.L

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

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

008-TRANSPORT SYS, EQUIP, COMP, SERV. POST :346-BAGHDAD IRAQ ANTICIPATED RESULTS: ACTIVITIES PROPOSED IN POST PLAN: PLANNING: IDENTIFICATION OF OLD MODEL AUTOMOTIVE PARTS EXPORTERS. INCREASED PURCHASING FROM CANADA AUTO PARTS MISSION TO BAGHDAD, BASRAH, OCT 89 INCREASE PURCHASING FROM CANADA REALTER AN - DECKING BUTCH FORMULA AND -QUARTERLY RESULTS REPORTED: TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: A-NEGOTIATIONS IN PROCESS, CONTINGENT ON QUARTER: 1 -ASSIST BOEING CANADA, DE HAVILLAND DIVISION WITH FINANCING. DASH 8 CONTRACT. -ASSIST GE LOCOMOTIVES CANADA WITH RAILWAY PROJECT. A-BOEING TEAM TRYING TO ARRANGE FINANCING; WILL QUARTER: 2 -ASSIST BOEING CDA, DE HAVILLAND DIV WITH DASH 8 VISIT BAGHDAD FOR FINAL NEGOTIATIONS NEXT CONTRACT. QUARTER. -ASSIST GE LOCOMOTIVES CANADA WITH RAILWAY

QUARTER: 3 -----

PROJECT.

QUARTER: 4 -----

B-GE VISITED IRAQI RAILWAYS TO CLEAR SPARE PARTS ISSUE, OPENING WAY FOR FURTHER NEGOTIATIONS.

B-NO ACTIVITY THIS QUARTER.

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

POST :346-BAGHDAD

011-OIL & GAS EQUIPMENT, SERVICES IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OIL AND GAS MISSION PROPOSED HEIGHTEN AWARENESS OF CDN CAPABILITY

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

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TRACKING:
ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1

QUARTER: 2

QUARTER: 3

QUARTER: 4

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

POST :346-BAGHDAD	012-CHEM PROD & PETRO	CHEM, EQP, SERV		
	IRAQ			
PLANNING: ACTIVITIES PROPOSED IN POST	PLAN:		ANTICIPATED RESULTS:	
SURVEY OF IMPORT REQUIREMENTS IDENTIFICATION OF REQUIREMENTS				
PROPOSED PETROCHEMICALS MISSION TO IRAQ, INCREASED AWARENESS OF CANADIAN CAPABILIT				
PLASTEX 89 - INCOMING BUYERS TORONTO JUNE	89			
FIRST SALES OF CANADIAN MACHINERY				
TRACKING: ACTIVITIES UNDERTAKEN IN QUA	RTER:		QUARTERLY RESULTS REP	ORTED:
QUARTER: 1				
QUARTER: 2				
QUARTER: 3				
QUARTER: 4				

			28
REPT4D	QUARTERLY PROGRESS REPORT OF EXPO	RT PROMOTION PROGRAM	
90/01/23	AT MISSIONS ABROAD FOR F	ISCAL YEAR 89	
	FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESUL	TS STATED IN MISSION'S ANNUAL PLAN	
POST :346-BAGHDAL	D 016-INDUSTRIAL MACHIN, PLANT IRAQ	S,SERV.	
PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:	
	NDUSTRIES RECENTLY PRIVATIZED CAPA ION OF REQUIREMENTS AND HEIGHTEN AWARENESS OF CDN	BILITIES	
	STREETS OF LIGHTER STREET LINEAUTOR	erosto estacticate attattis to thes, eret in	
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:	
QUARTER: 1			
QUARTER: 2	ACTIVITY INCOMPANY IN ADDITION.		
	and attached and the state of t		
QUARTER: 4			

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

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

POST :346-BAGHDAD

013-CONSUMER PRODUCTS & SERVICES

IRAQ

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PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ACTIVE EXPORTERS

DECOMPANY PROFESSION PROFESSION

IDENTIFICATION OF IMPORTERS WITH FOREIGN FUNDS PROMOTION OF CANADA AS SOURCE

PROPOSED TRADING HOUSE MISSION ESTABLISH APPROPRIATE LINKAGES BETWEEN IRAQI BUYERS AND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

DETERMENT IF ROL TO BEER FLOOR FOR THE DETERMENT OF AND

CONNECTORS IN STATE PERSON LINE & BIRDING

eran. ACTIVITIES CONSTRUME IN ORDERED.

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Autoria: 2 Provide All: with neressary into an tendering presentary for apperianced resourcer/secondinite for visit of stient, identify apperruntites for this way in Calco Ment Amer Fisct project for uniter treatment parties.

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QUARTERLY COMMITS REPORTED

QUARTERLY RESULTS REPORTED:

 Builder Poder Flants Sutherity approval.
 Obtained forces ducks and berighted data for still to preserve a bid.

Augusted ANGL in reaching declared to how to submit eiter. Visited sites & constanted beckpround doits & identified pospetitors, dotained space prior to secondoment of tender. Flogpell opportunity to Discove. REPORT 4A 90/01/24

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

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

POST :346-BAGHDAD

OUTGOING SILO MANAGEMENT COURSE TO WINNIPEG DURING SEPTEMBER 1989. CO-ORDINATING MISSION TO CANADA BY MEMBERS OF ARAB FEDERATION FOR FOOD INDUSTRIES. ARRANGED MISSION FROM STATE ENGINEERING CO.FOR INDUSTRIAL DESIGN & CONSTRUCTION TO VISIT PRO-ECO. ORGANIZED MISSION FROM AL-HURRIYAH PRINTING HOUSE TO VISIT PAPER MILLS IN CANADA. ORGANIZED VISIT TO CANADA BY MINISTER OF OIL IN CONJUNCTION WITH WORLD ENERGY CONFERENCE. ORGANIZED MISSION FROM MINISTRY OF INDUSTRY TO VISIT GM FOR NEGOTIATIONS ON CIERA CONTRACT & ASSEMBLY PROJECT.

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

POST :341-CAIRO

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

PLANNING:

ANTICIPATED RESULTS:

20511200.27

ALL SUB-SECTORS

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

ACTIVITIES PROPOSED IN POST PLAN:

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Assist AECB to conclude amendments to bilateral treaty covering nuclear coop - Assist AECL to participate in tender for 50 MW research/mini power reactor

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

QUARTER: 3 -----

QUARTER: 4 -----

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CDA

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2. HELDEDARD

minimized to coordinate fullow-up between lumber importance & Catr suppliance to assure continity of Catr supports to that market. - Follow-up the idea of Expetience purchasing lumber mission to Cate is ernor to transcription reduced subst. Lumber

QUARTERLY RESULTS REPORTED:

Submitted amendments through MFA and for Nuclear Power Plants Authority approval.
Obtained tender docus and background data for AECL to prepare a bid.

Assisted AECL in reaching decision re how to submit offer. Visited client & completed background data & identified competitors. Obtained specs prior to announcement of tender. Flagged opportunity to Cdn coys.

deficial trial results related a varie to setsions threads. Two can corintist registered for each burder puring the say for the first large proportial sate of seed purinted to Each.

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

POST :341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

IMPORTERS, SHIFT TO INCREASE BUS THROUGH REEXPORTING 10% PUR

ANALY REAL OF SALES RAME PLUE (BTG OFORTHE ATTRITUTE PLOT

WOOD AND WOOD PRODUCTS

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

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

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

REINTRODUCE CDN FINE PAPER PRODUCTS ESTABLISH A NEW COMMODITY MKT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 Follow-up on lumber strategy report:(a)for establishment of new J/V coy to resaw Canadian lumber. (b)for lumber mission to Canada.

Spotted 2 tenders to supply pulp.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

> Coy established & Vice Chairman visiting Cda to sign LTA for lumber supplies, resulted in sale of 10,000 CuM. Mission proceeding to Canada Oct.16 to 27/89.

Alerted Cdn coys who bid & sold 3,000 CuM.

CARTER: 2 Provide AECL with reconserv info on textoring proceedure for organizationital Familiar/Accordinate for visit of client, identify representation for Edn cov in Caira West Power Fisch gragest for

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

MORE AGENTS

FARMING

FEED.

POST :341-CAIRO

003-GRAINS AND OILSEEDS ARAB REPUBLIC OF EGYPT

PLANNING:

ANTICIPATED RESULTS:

INTEREST

CEREAL GRAINS

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

ACTIVITIES PROPOSED IN POST PLAN:

IDENTIFY PROSPECTIVE EGYPTIAN CANOLA FARMERS INTRODUCE CON CANOLA FARMING EXPERTISE

SUPPORT GEFCO TO PRIVATELY IMPORT & BOTTLE CANOLA ESTABLISH CANOLA IN SUPERMETS TO INDUCE CONS TO SIGN-UP

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

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

GRAIN HANDLING EQUIPMENT

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 2 Follow-up on seed potatoes trials.

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

QUARTERLY RESULTS REPORTED:

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

POST :341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 Spotted local coys request for skim milk & butter. Spotted IBRD loan to establish a private plant for fruits & vegetables processing.

QUARTER: 3 -----

QUARTER: 4 -----

devicing treat sector de veriente engenere

SUPPORT SONT SPORTS TO CERTIFY CANDLA FOR I

ATOES CDA

SUPPORT DEVICE TO PRIVATELY THRUNT & BOTTLE CANCEA ESTABLISH CAUCIAL IN SUPPORTS TO PROACE CONS TO BILST-LP

EXCHANGE EARNINGS.

ENCOURADE CANTLA CONTELL TO THELLOS CATED IN FEB-09 HERETS

-ULATE CON MARKETING

FOR BREEDING EXPERTISE

TRUNCTION DESIGNATION OF THE OWNER

ניודא השריעה כשל הולכה להשיל ומיז זה לכבל לשיל וכת כותה לדווסי אותה האראה הול של הולי הולייניונים וא אולי דכל לעליית איתם.אנכות אותה השריעה אל המגונהיים הזו הא אנאיל דרופים הגון

ATA OTHI OF -6

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TO FOLLOW

QUARTERLY RESULTS REPORTED:

CANTERN CAVE TO TENDER FOR BARLET INSTEAD

Letter of intent issued for the sale of 2000tons skim milk. Cdn coys advised of tender, one of which expressed interest & purchased tender documents.

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

POST :341-CAIRO

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

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

PETROLEUM AND PRODUCTS

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

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

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

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

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

MACHINERY AND EQUIPMENT

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

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

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

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

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

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

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

COYS ON BIDDERS LISTS

AGENCY AGREEMENTS

TOTALLING \$6M

THE PAST

IN EGYPT

& TECHNOLOGY

FOCUS CON COYS ON VIABLE MKT PROSPECTS

COYS & TECHNOLOGY.

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

ANTICIPATED RESULTS:

90/01/23

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

POST :341-CAIRO

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

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

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

POST :341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

\$1.5M IN NEW BUSINESS

ANTICIPATED RESULTS:

AUTOMOTIVE

TANKER WAR ON PROPERTY AND AND PROPERTY IN ADDRESS WARMEN TO THE OWNER OF THE OWNER OWNE

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

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

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

SUPPORT CON PROPOSALS TO LIC. MFG TRUCK TOPS & TIRE SEALOR

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

AEROSPACE

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

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----

SUBSTANTIAL FINANCING

.....

DISTRIBUTORS

AGREEMENTS

-IAN OFFICIALS TO INSPECT CIVIL AVIATION TECH IN CANADA

QUARTERLY RESULTS REPORTED:

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

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

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

RING SERVICES

TRACT

POST :319-DAMASCUS

011-OIL & GAS EQUIPMENT, SERVICES SYRIA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ALL SUB-SECTORS

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

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

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

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

NUMBER OF STREETS IN CALLERY & LOCAL MORE AND

FIELD EQUIPMENT

90/01/23

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

SECTOR

POST :319-DAMASCUS

001-AGRI & FOOD PRODUCTS & SERVICE

SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

TRACKING:	ACTIVITIES	UNDERTAKEN	IN	QUARTER:
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QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

AND A REPORT OF THE ACTIVITY IN COMPANY FIGURE

QUARTERLY RESULTS REPORTED:

APPENDIX 1 TABLETON

And Constants

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ALL D'SORTINGS

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

POST :319-DAMASCUS

005-ADVANCED TECH. PROD. & SERV SYRIA

PLANNING:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

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

ACTIVITIES PROPOSED IN POST PLAN:

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

and a subject of

THE PARTY NEWS CONTRACTOR

THE REAL PROPERTY AND

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

41

90/01/23 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN 009-FOREST PRODUCTS, EQUIP, SERVICES POST :319-DAMASCUS SYRIA ANTICIPATED RESULTS: ACTIVITIES PROPOSED IN POST PLAN: PLANNING: PULP AND PAPER PRODUCTS VISIT TO DEIR EZOR PAPER MILL COMPLEX IDENTIFICATION OF MEDIUM TERM SERVICES REQUIREMENTS RELEASE OF L/C'S BY SYRIAN GOVT.FOR'87/88 PAPER SALES NEW TENDERS/ORDERS IN 1989-90 and intern and that, since the canada in construction QUARTERLY RESULTS REPORTED: ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING: QUARTER: 1 -----QUARTER: 2 -----QUARTER: 3 -----QUARTER: 4 -----

90/01/23

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

POST :319-DAMASCUS

013-CONSUMER PRODUCTS & SERVICES

	SYRIA	
PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
		RULE AND PROPER ENCLOSE
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -	Constitute and due to the state	
QUARTER: 2 -	indensitä unna pe adallai attinururge mianania innen. Tolondar petite ar L tau miret.inte	
QUARTER: 3 -		
	tone metho accevery in prevent visco we will be	
QUARTER: 4 -	and a second statement of the second statements	

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

POST :308-HARARE

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

PLANNING:

ANTICIPATED RESULTS:

ACTIVITIES PROPOSED IN POST PLAN:

RAIL

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

.....

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

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

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

POST :308-HARARE

005-ADVANCED TECH. PROD. & SERV ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

777777

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

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

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

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

POST :308-HARARE

007-POWER & ENERGY EQUIP. & SERV. ZIMBABWE

PLANNING:

ANTICIPATED RESULTS:

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HYDRO

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

ACTIVITIES PROPOSED IN POST PLAN:

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

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

POST :308-HARARE

011-OIL & GAS EQUIPMENT, SERVICES

ZIMBABWE

PLANNING:

ANTICIPATED RESULTS:

Cost State

MACHINERY AND EQUIPMENT

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

ACTIVITIES PROPOSED IN POST PLAN:

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY RESULTS REPORTED:

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The PTC is involved in priston energies for best

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

POST :308-HARARE

014-EDUCATION, MEDICAL, HEALTH PROD

ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

annual annual an

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

Four was providy (AV'd in active relative to the ELCC 84/90

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

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

vest peller & price porter core concerned to conference of the line of

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

REPORT 4A 90/01/24

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

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

POST :308-HARARE

Post was heavily inv'd in acttiv relating to the GLOC 89/90 alloc & contrib to procedures together w/CIDA & procurement Post also substantially inv'd w/selection of & arrangement for Zimb rep to attend Mintec 89 & World Energy Conference. Comm Div prepared extensive briefing & background papers for inaugural meet od Cda/Zimb Joint Econ Comm in Ott in June. Unusually busy quart for ecocno rep'g as new measures on invest policy & price contr were announced & new budget down.

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

POST :348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES BAHRAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTERLY RESULTS REPORTED:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :348-KUWAIT

005-ADVANCED TECH. PROD. & SERV

BAHRAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

T PLAN: ANTICIPATED RESULTS:

In setting relating to the case sty

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up to Telcom Seminars Jan 89 and Mecom Several sales reported as a result of activities Jan 89 at mecom

QUARTER: 2 Remote Sensing Report. Report released in July.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE

BARKAIN

ANTICIPATED RESULTS:

Finalized late September.

STREET PARA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 2 Processed food report completed.

QUARTER: 3 -----

QUARTER: 4 -----

ANTINAL A STREET ANTINITAL ANTICASTA

Follow up to Dix & Southerstien and training million up to Dix & Southerstien and training migator to Counts, June 10-17, 1009.

marren, 3 -----

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

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POST :348-KUWAIT

014-EDUCATION, MEDICAL, HEALTH PROD BAHRAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

TER: 1 -----QUARTER: 2 Gulf States Education strategy. Follow up to Oil & Gas/Education and training Student flows to Canada will be increased as mission to Canada, June 10-17, 1989. result of follow-up activity to this mission.

QUARTER: 3 -----

QUARTER: 4 -----

Finalized late September.

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

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POST :348-KUWAIT
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014-EDUCATION, MEDICAL, HEALTH PROD

KUNAIT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

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

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

Sustant I inquired report on potential for the second second

SUPPLIER SITUATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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QUARTER: 1 -----
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QUARTER: 2 Gulf States Education stategy.
         Follow up to Oil & Gas/Education and training
mission to Canada, June 10-17, 1989.
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QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Finalized late September. Student flows to Canada will be increased as result of follow-up activity to this mission.

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

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POST :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE

KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

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

PROCESSED FOOD OPPORTUNITIES REPORT - GULF INCREASED MARKET AWARENESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 Processed food report completed.

QUARTER: 3 -----

QUARTERLY RESULTS REPORTED:

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

Finalized late September.

ANTICIPATED RESULTS:

Summen 2 duit frates fourstion staingy. Fallow up to thi & dus/Education and trainfr minaton to Canada, June 10-17, 1989.

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ALL A CONTRACTO

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

POST :348-KUWAIT

005-ADVANCED TECH. PROD. & SERV

KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

REMOTE SENSING REPORT INCREASED MARKET AWARENESS.

IN THE REAL PROPERTY OF THE PROPERTY OF THE PROPERTY OF

INSTRUMENTATION REPORT INCREASED MARKET AWARENESS.

entries, Manuel and . Anti-state and they

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

N WALLSON WALLSON ADDRESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

Attand Bline 89

QUARTER: 2 Remote Sensing Report.

QUARTER: 3 -----

QUARTER: 4 -----

OWRITER & Chrence Labor.

managed Without the supervised

ANTICIPATED RESULTS:

STRUTTLES. SETTIMIZED IN ANTRATON TALIKAN

TO PORTFER GOID PALES LEADS.

the state the summer and the second

QUARTERLY RESULTS REPORTED:

Several sales reported as a result of activities at Mecom

Report released in July.

Mus Redar opportunition. - F.M. fijdhi signification for manualt air force was form of our periodicity

Firmtlynd September 30, 1909

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

POST :348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES

KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

----- Dia of the second s

OIL AND GAS EQUIPMENT & SERVICES REPORT IDENTIFY POTENTIAL OPPORTUNITIES

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

ACKING:	ACTIVITIES UNDERTAKEN IN QUAN	RTER:
	Follow-up to Middle East Oil & G	as Show
QUARTER: 2		
-		

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

OPPORTUNITIES.

90/01/23

POST :348-KUWAIT

004-DEFENCE PROGRAMS, PRODUCTS, SERV

KUWAIT

PLANNING:

ANTICIPATED RESULTS:

" what there are

ALL SUB-SECTORS

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

ACTIVITIES PROPOSED IN POST PLAN:

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

UPDATE DEFENCE/SECURITY REPORT BETTER INSIGHT INTO MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 Defence report.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

Finalized September 30, 1989.

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

POST :348-KUWAIT

003-GRAINS AND OILSEEDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

No. de ande e ferre pla e bie perso a presenta anti-

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Report on grains, oilseeds and market potential

QUARTER: 2 -----

QUARTER: 3 -----

QUARTERLY RESULTS REPORTED:

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

aters & Alternal Hizes BP Inheatify spheritis opportunities and repairs in thesis answer

QUARTERS 2 Defence report.

ANALAS & SUSTAILER

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

POST :348-KUWAIT

014-EDUCATION, MEDICAL, HEALTH PROD

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

120110

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 Gulf States Education strategy. Follow up to Oil & Gas/Education and training mission to Canada, June 10-17, 1989.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Finalized late September. Student flows to Canada will be increased as result of follow-up activity to this mission.

90/01/23

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

POST :348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES

QATAR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

QUARTERLY RESULTS REPORTED:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

90/01/23

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

POST :348-KUWAIT

015-CONSTRUCTION INDUSTRY

QATAR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

QUARTER: 1 -----

QUARTER: 3 -----

QUARTER: 4 -----

90/01/23

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

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POST :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE QATAR

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 2 Processed food report completed.

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

QUARTERLY RESULTS REPORTED:

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

Finalized late September.

QUARTER: 3 -----

QUARTER: 4 -----

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REPT4D 90/01/23	QUARTERLY PROGRESS REPORT OF E AT MISSIONS ABROAD FO FORECAST OF KEY ACTIVITIES AND ANTICIPATED RE	R FISCAL YEAR 89	
POST :348-KUWAIT	010-MINE,METAL,MINERAL P QATAR	ROD & SRV	
PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:	
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORT	ED:
QUARTER: 1	pared report on paramities for Canadian pro-		
QUARTER: 3			
QUARTER: 4			

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

POST :348-KUWAIT

014-EDUCATION, MEDICAL, HEALTH PROD UNITED ARAB EMIRATES

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

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TRACKING:		ACTIVITIES	UNDERTAKEN	IN	QUARTER:
QUARTER:	1				

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE UNITED ARAB EMIRATES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

ments milera within the states

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

POST :348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES UNITED ARAB EMIRATES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTERLY RESULTS REPORTED:

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D 90/01/23	QUARTERLY PROGRESS REPORT OF EXPORT PR AT MISSIONS ABROAD FOR FISCAL FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS ST	L YEAR 89
POST :348-KUWAI1	005-ADVANCED TECH. PROD. & SERV UNITED ARAB EMIRATES	
PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
		··········
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	ollow up to Telecom Seminars Jan 89 and Mecom an 89	Several sales reported as a result of activities at Mecom
QUARTER: 2	RDA Redar opportunition - 2-10 / Yor Result Alr Percelari technic of	
QUARTER: 3		
QUARTER: 4		

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	ERLY PROGRESS REPORT OF EXPORT PROMOT		
90/01/23	AT MISSIONS ABROAD FOR FISCAL YEA		
FORECAST OF KEY ACTIV	VITIES AND ANTICIPATED RESULTS STATED	IN MISSION'S ANNUAL PLAN	
POST :348-KUWAIT	004-DEFENCE PROGRAMS, PRODUCTS, SERV		
	UNITED ARAB EMIRATES		
PLANNING: ACTIVITIES PROPOSED IN POST	PLAN:	ANTICIPATED RESULTS:	
TRACKING: ACTIVITIES UNDERTAKEN IN QUA	ARTER:	QUARTERLY RESULTS REPO	ORTED :
QUARTER: 1 Attend Hitec 89		Post attended Hitec/ARMX which a	was useful exer-
Identify specific opportunities	and report in	cise to follow-up with key Con	
timely manner		rage new cos to pursue opportun	
Follow up on selected projects		MDA Radar opportunities F-18	
		for Kuwait Air Force was focus	of our activities
QUARTER: 2			
QUARTER: 3			

QUARTER: 4 -----

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

POST :348-KUWAIT

003-GRAINS AND OILSEEDS UNITED ARAB EMIRATES

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

.....

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Report on grains, oilseeds and market potential

QUARTERLY RESULTS REPORTED:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE

OMAN

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Prepared report on potential for Canadian proce- Report will allow us to work closely with food ssed food in territory

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

processors and importers to determine potential for Canadian products

90/01/23

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

POST :348-KUWAIT

014-EDUCATION, MEDICAL, HEALTH PROD

OMAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

CARGON DE LA COMPANY

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

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POST :348-KUWAIT

005-ADVANCED TECH. PROD. & SERV

OMAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

72

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

Several sales reported as a result of activities

QUARTERLY RESULTS REPORTED:

at Mecom

90/01/23

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

POST :348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES

OMAN

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

..... TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

tentes terrests formations to Canada, seconders and Africa range, entries reason have an attant and

QUARTER: 3 ----

QUARTER: 4 -----

REPORT 4A 90/01/24

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

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

POST :348-KUWAIT

Visit of Dr. Abdul Rahman Al Ahmad, Acting Rector, Kuwait University, to Canada. Geological survey of Canada mission to Oman, August 20-24.

Consular case Sept. 14-19, accidental death of mr. William Laforge in Dubai.

World Energy Conference, Montreal, Sept. 27-22, (high level officials from Kuwait, U.A.E.)

Senior Economic journalists to Canada, Sept. 30 - Oct. 7.

Education and Training strategy for Gulf states (30 pg. report).

Gulf News supplement on Canada (forthcoming in October)

MOU Department of Communications & Kuwait Ministry of Communications.

MOU Energy, Mines & Resources, Canada & Ministry of Petroleum & Minerals, Oman.

MOU on Mapping and Survey between Kuwait Municipality and EMR signed during visit to Canada in August.

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

POST :304-LAGOS

008-TRANSPORT SYS, EQUIP, COMP, SERV.

NIGERIA

PLANNING:

ANTICIPATED RESULTS:

1000 1000 17

ALL SUB-SECTORS

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

ACTIVITIES PROPOSED IN POST PLAN:

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Two consultants in place and organized for rest

of team.

and a state of the state of the

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

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

Utility Partnership program, and Bonarod, Fadera Planeer, and atter comparive in bide for anytracte with NUPA. Continued program bound Edn participation in Akasamba rebubilitation for VR

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

POST :304-LAGOS

007-POWER & ENERGY EQUIP. & SERV. NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

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

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Assist Ontario Hydro in bid for WB supported Successful visit, selection of local rep, sub-NEPA utility partnerhsip, on visit and in soliciting CIDA funding. Support to Federal pioneer, local rep, and

Monenco for ongoing project interests with NEPA.

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

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

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

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

POST :304-LAGOS

005-ADVANCED TECH. PROD. & SERV

NIGERIA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

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

QUARTER: 3 -----

QUARTER: 4 -----

continues a standmentation of destringments in instances to an an an an an an and an angles aspected to depression QUARTERLY RESULTS REPORTED:

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

90/01/23

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

POST :304-LAGOS

011-OIL & GAS EQUIPMENT, SERVICES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

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

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

all types out, detering an alorse large type a part a free bar and

ANTICIPATED RESULTS:

MARSHAW, TAB, MARATRO, MUTHISS

EQUIPMENT.

PROPOSALS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

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

QUARTER: 3 -----

QUARTER: 4 -----

and the second second to a second the second second

QUARTERLY RESULTS REPORTED:

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transportation of several several sectors

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

Andre William Andre Andre Martin and State Andre Andre

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90/01/23

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

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

POST :304-LAGOS

001-AGRI & FOOD PRODUCTS & SERVICE NIGERIA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ALL SUB-SECTORS

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

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

information to examine and made by whith means the second se

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

QUARTER: 1 -----

QUARTER: 2 -----QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

REPORT 4A 90/01/24

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

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

POST :304-LAGOS

Attended conference on investment promotion in Abuja.

Organized visit to Post territory of GAA officer.

Assisted EMR & Asbestos Institute in responding to EPA ban.

Commenced production of business newsletter on Nigeria for ciruclation to interested companies and agencies in Canada. Preparations for final Double Taxation Agreement negotiations.

developing of developments in implementation of them solves, shown if of percentations prejects. Sector, shown in their percention prejects. Sector Side class in their percent of winting projects finds Refiguries Network (sector Proj.). Financing for Day project apparent of jugrance approved form 1957 and (minis) temperature of bookingstrines are apparing Conferences (of Algorian all/gen sector to provide to reveal teforentian to sector to provide to reveal

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90/01/23

PLANNING:

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

POST :303-NAIROBI

008-TRANSPORT SYS, EQUIP, COMP, SERV.

...............................

KENYA

ANTICIPATED RESULTS:

ALL SUB-SECTORS

miniterin-select

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

ACTIVITIES PROPOSED IN POST PLAN:

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

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

NOT PREDICTABLE AT THIS STAGE.

CAUTIONS OPTIMISM MERITED.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

TRACKING:

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

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

POST :303-NAIROBI

007-POWER & ENERGY EQUIP. & SERV.

KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

ANTICIPATED RESULTS:

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

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

ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 4 ----second budden construints in 2108 have st

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

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POST :303-NAIROBI

011-OIL & GAS EQUIPMENT, SERVICES KENYA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

QUARTER: 4 -----

CHANCES FOR LAVALIN SERVICES & CON EQUIP SUPPL CONTRACTS

CAN (LAVALIN IN CONSORTIUM W/SOGEA OF FRANCE) HAS BID IN COM WORTH UP TO C\$ 72 IN OVER 3 YR PERIOD W/INITIAL BUS IN 88/89

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----

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

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

QUARTERLY RESULTS REPORTED:

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

POST :303-NAIROBI

005-ADVANCED TECH. PROD. & SERV

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TELECOM, DATACOM, SAT, SPACECOM

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

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

MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

ANTICIPATED RESULTS:

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

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

QUARTER: 3 -----

QUARTER: 4 -----

90/01/23

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

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POST :303-NAIROBI

004-DEFENCE PROGRAMS, PRODUCTS, SERV

KENYA

PLANNING:

ANTICIPATED RESULTS:

AEROSPACE

BOEING/DE HAVILLAND CDA NEGOT W/MOD COULD RUN INTO 1989/90 MILLION.

CONTRACT FOR SUPPLY OF 3 DASH.8 VALUED AT APPROX. US\$ 40

ACTIVITIES PROPOSED IN POST PLAN:

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Assistance to beeing de/De Havilland Cda in finalising contract with defence for sale of 3 Dash 8 aircraft.
- QUARTER: 2 Assistance to Boeing DeHavilland CDA in finalising contract with defence for sale of 3 DASH8 aircraft.

QUARTER: 3 -----

QUARTER: 4 -----

Contract has now been signed by all parties.

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

QUARTERLY RESULTS REPORTED:

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

POST :303-NAIROBI

001-AGRI & FOOD PRODUCTS & SERVICE KENYA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANIMAL, POULTRY BREEDING STOCK

POST INTRO CON SUPPLIERS OF BOVINE DAIRY SEMEN & EMBRYO 89/90 AND FOLLOW-ON SALES IN ENSUING YEARS. WE ARE OPTIMISTIC SALES OF AT LEAST \$1 M WILL RESULT IN

CON FIRMS, SEMEX, DISCUSS W/KENYAN PRI SECTOR EXTAB A.I. & TRAINING, SEMEN & LIVE BREEDING STOCK & VET PRODUCTS. IF NEGOTIATIONS SUCCESSFUL, SEMEX WILL PROVIDE TECH ASSIST

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

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

QUARTERLY RESULTS REPORTED:

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

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D	QUARTERLY PROGRESS REPOR	T OF EXPORT PROMOTION PROGRAM	87
90/01/23	AT MISSIONS ABR	DAD FOR FISCAL YEAR 89	
90701723	FORECAST OF KEY ACTIVITIES AND ANTICIPA	TED RESULTS STATED IN MISSION'S ANNUAL PLAN	
POST :303-NAIROBI	008-TRANSPORT SYS,	EQUIP, COMP, SERV.	
	UGANDA		
PLANNING: ACTIVI	TIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:	
ALL SUB-SECTORS			
	O GOU FINAL CPPF STUDY ON REHAB. OF ENTE CDN CONSULTANCY CONTRACTS, AND EQUIPMEN		
		THE RMS ALTERTORY AND DOLL WAS ADDRESSED OF THE	
TRACKING: ACTIVI	TIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REP	PORTED :
QUARTER: 1			
QUARTER: 2			
QUARTER: 3			
QUARTER: 4			

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

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POST :303-NAIROBI

011-OIL & GAS EQUIPMENT, SERVICES TANZANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

HARDY BBT STARTING CPPF STUDY FOR TPDC ON FEASIBILITY GAS PI IF PROJ PROVED FEASIBLE & FINANCING FOUND, IMPLEMENTATION DISCOVERIES WITH POTENTIAL SALE OF CON SERVICES & EQUIPMENT.

COULD PROVIDE LUCRATIVE CONTRACTS FOR SALE OF CDN SERVICES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 -----
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- QUARTER: 3 -----

QUARTERLY RESULTS REPORTED:

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Contribut to early our information and star-store to contact.Net with easily forward and branety to been init. Agric Forum, and established early o for future comp and possible planfer to See in 1990.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM REPT4D AT MISSIONS ABROAD FOR FISCAL YEAR 89 90/01/23 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN 008-TRANSPORT SYS, EQUIP, COMP, SERV. TANZANIA POST :303-NAIROBI ANTICIPATED RESULTS: PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ALL SUB-SECTORS CPCS RECENTLY AWARDED LONG-TERM W.B. STUDY ON MNGMT & REHAB POSSIBLY EQUIPMENT. SEVERAL OPPORTUNITIES FOR CDN COS FOR CONSULTANCY WORK, ty on unbestow in forway four provided strates to them. the second seco TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED: QUARTER: 1 -----QUARTER: 2 -----QUARTER: 3 -----QUARTER: 4 -----

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

POST :303-NAIROBI

007-POWER & ENERGY EQUIP. & SERV. TANZANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

FOR AFDE FINANCED PANGANI FALLS HYDROELECTRIC POWER DEV STUD BETTER FOR CON SUPPLIERS WHEN IMPLEMENTED. RENOTE CHANCE ACRES MIGHT WIN AWARD IN WHICH CASE OPPORT

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ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A 90/01/24

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

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

POST :303-NAIROBI

Installation of new Honorary Consul in Uganda marked by major reception and trade promotion with High Cmissioner. Due to adverse publicity on asbestos in Kenya, Post provided support to local industry and positive policy info to GOK. Support to Royal Bank Cda Dominion Securities in final report presentation to GOK on DFI financial restructuring.

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90/01/23

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

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

POST :305-PRETORIA

001-AGRI & FOOD PRODUCTS & SERVICE LESOTHO

	LESOTHO	
PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	TRANSFE PARTANE FREE STREET LAST PORT BERTHERING	
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1		
QUARTER: 2	"tomacial reactioning, represent or some means carriering	

QUARTER: 3 -----

QUARTER: 4 -----

90/01/23

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

POST :305-PRETORIA

015-CONSTRUCTION INDUSTRY LESOTHO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

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QUARTER: 4 -----

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

POST :305-PRETORIA

007-POWER & ENERGY EQUIP. & SERV.

LESOTHO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

HYDRO

ENTIRE HYDRO COMPONENT HIGHLANDS WATER SCHEME

MISSION WILL CONTINUE TO EXPLORE OPPORTUNITIES IN THIS SECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

POST :305-PRETORIA

016-INDUSTRIAL MACHIN, PLANTS, SERV. LESOTHO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

POST :305-PRETORIA

005-ADVANCED TECH. PROD. & SERV LESOTHO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

96

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM

AT MISSIONS ABROAD FOR FISCAL YEAR 89

POST :305-PRETORIA

008-TRANSPORT SYS, EQUIP, COMP, SERV.

SWAZILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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MARGINE THE PARTY

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

POST :305-PRETORIA

009-FOREST PRODUCTS, EQUIP, SERVICES

SWAZILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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POSITIONNER

POST :327-RABAT

005-ADVANCED TECH. PROD. & SERV MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

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

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

APPUL A SOCIETE CONNE POUR PREQUALIFICATION POUR PROJET BIEN POSITIONNER SOCIETE CONNE

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Avons aid BCI soumissionner divers contrats. Avons aid APG contrat Gestion ONPT. Organisati on participation Foire d'Info de Casa. Organisation voyage Cda 2 hauts fonctionnaires SIIM de MTL. Organisation voyage au Cda dir. gl. ONPT
- QUARTER: 2 Avons aid BCI soumis. divers contrats. Avons aid APG soumis. contrat Gestion ONPT. Organis participation Foire d'Info de Casa. Organis.voya ge au Cda Dir Cl ONPT. Organis. voyage au TEMIC 2 hauts fonctionnaires du Min Postes et Telecom.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

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

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POST :327-RABAT

007-POWER & ENERGY EQUIP. & SERV. MOROCCO

HURUCCU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

VISITE DE COMPAGNIES CANADIENNES AU MAROC PREPARER DEUXIEME PHASE CENTRALE THERMIQUE JORF LASFAR 199395 EVALUER POTENTIEL ET SE POSITIONNER POUR PRJET M'JAARA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Avons aid HQI pour diverses activits au Maroc. Avons suivi appels d'offres de l'Office National d'Electricit (ONE).

QUARTER: 2 Avons aid HQI pour diverses activits au Maroc. Avons suivi dveloppement dans secteur ptrolier Avons organis voyage au Cda du Min de l'Energie et Mines.

QUARTER: 3 -----

CONTRACTOR STUDIES Y DISTERUS

QUARTER: 4 -----

Bell est actuellatert en repolation pout divers contrate (\$250 million), Mit delt pierce contrat see 0001. Name forditionelles animistre neur pice consciente de technologies contrat.

Bell met en right, pour divers contrata (2200 %) baues fonetformaires manocates aunt pium compatiants de bach, adress, è seos et 3 contranciars ofte vent participer Faire d'Infe, 5 socs adre (271, Bright, Bortell ant surmit bernaux au Marko) QUARTERLY RESULTS REPORTED:

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

HQI a sign accord avec firme espl pour construction barrage au Maroc. Vont soumissionner en Oct 1989. Ministre et ses adjoints sont plus conscients de technologies commes.

LADLANK HI FERINALARON' IRLIANAN

FTERE 1 Avora and REI aduation inverse diverse contracts. Avora and APO combrat Dention OMPT, degenolauci un participation Foire di Info de Casa, Organisa rian varage Ede 2 hauts functionentres 5118 de MTE, Urganisation varage au Ede dir, gl. DEPT

ANALERS & Avenue ald BCT annutés diverse contratis, domain and Art geometric contrat depicton DBPT, dramite part algoritation fairs drivers de Casa, brigania, voya ge au Casalter El 2002, dramite, vojage au 1981C 2 antes ferenterenderes de Min Brates en Talderes

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

POST :327-RABAT

008-TRANSPORT SYS, EQUIP, COMP, SERV.

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MOROCCO

PLANNING:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

ACTIVITIES PROPOSED IN POST PLAN:

ETUDE DE MARCHE POUR EQUIPMENTS FERROVIAIRES IDENTIFIER MARCHE

ETUDE DE MARCHE POUR BATEAUX DE PECHE IDENTIFIER MARCHE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Avons suivi march pour avions DASH-8 Triton. Avons suivi avec Royal Air Maroc demande pour un banc d'essai de racteurs. Avons suivi contrat G.M. pour 4 locomotives (avec SEE/ACDI).
- QUARTER: 2 Avons suivi march pour avions DASH-8 Triton. Avons suivi avec Royal Air Maroc demande pour un banc d'essai de racteurs. Avons suivi contrat G.M. pour 4 locomotives (avec SEE/ACDI).

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

DeHavilland prpare offre pour 9 avions Triton, valeur approx \$270 millions. MDS prpare une offre pour un banc d'essais. G.M. essaie touiours de trouver movens de financement, vu manque financement ACDI.

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

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POST :327-RABAT

002-FISHERIES, SEA PRODUCTS & SERV. MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INFORMER LES COMPAGNIES CON DU LANCEMENT DES DIFFERENTS PROJ PERMETTRE AUX SOCIETES CON DE PRENDRE UNE PART ACTIVE DANS

LE DEVELOP. DE CE SECTEUR AU MAROC & PAR VOIE DE CONSEQUENCE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 Avons complt tude de march pour quipement pour industrie de pche et avons propos mission dans le secteur pour fin 1989.
- QUARTER: 2 Avons complt tude de march pour quipement pour industrie de pche. Avons commenc organisation d'une mission dans le secteur pour printemps 1990.

QUARTER: 3 -----

QUARTER: 4 -----

believiliant prime offer pour 9 miles friend offer values approx 2270 militims. NCS proves and offer your in ture of securis. D.S. saucis ture jours of prover approx is framesport, valmanges firsterances ACDL. Esprons faire connatre l'industrie conne de pche au Maroc et, par consquent, entrer dans le march marocain des quipements de pches.

Esprons faire connatre l'industrie conne de pche au Maroc et, par consquent, entrer dans le march marocain des quipements de pches.

terrer anite interact an errer second terrer anitet samtent \$.34. pour & Loogmotives (even MERAEDI). 11 Avers subvi march pour svions 0A3M-& Triton.

Avenu sufve avec zoyal Ale Marce demande pour u bine d'aseal de recteure, Avena aufel contrat 6.8. paur é lacenciives (avec 582/42013,

···· Z. LEATERIAN

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

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POST :327-RABAT

003-GRAINS AND OILSEEDS MOROCCO

ANTICIPATED RESULTS:

PLANNING:

ALL SUB-SECTORS

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

ACTIVITIES PROPOSED IN POST PLAN:

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

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

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

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----229 BIUDIE FOR THIS ADDRESS SANSTER

QUARTER: 4 -----

REPORT 4A 90/01/24

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

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

POST :327-RABAT

Avons organis participation la Foire d'Informatique de Casa (10-14 octobre). Avons organis visite au Cda de deux hauts fonctionnaires marocains dans le domaine de telecom pour TEMIC. Avons coordonn avec DOC OTT la visite au Canada de M. A. Ahizoune, Directeur Gnral de l'ONPT. Avons coordonn avec EXT OTT GAF/GAT visite au Cda du Min. de l'Energie et Mines. HQI a sign accord avec Dragados (Espagne) afin de proposer construction d'un barrage au Maroc.

> Quatre socs commes (ETI, Nortel et Setym dans secteur haute tech. et Deltri pour consultations ressources d'eau) ont ouvert leurs bureaux au Maroc.

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NAMES & STREET

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

AGENT

POST :347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV

SAUDI ARABIA

ANTICIPATED RESULTS:

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ARMAMENTS & VEHICLES

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

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

MARKET STUDY RAISE AWARENESS OF MARKET OPPORTUNITIES IN KSA

CDN PARTIC.IN PROPOSAL TE RE-ENGINE ARMOURED VEHICLES

ELECTRICAL & ELECTRONIC

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

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

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

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

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

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

AEROSPACE

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

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

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

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

POST :347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV SAUDI ARABIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

ARABIA NATIONAL GUARD.

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

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

QUARTER: 3 -----

QUARTER: 4 -----

SERVICET COM FIRMS STATEMED AS SUR-BUPFLIERS TO SPACE AVIAT.

AND A DESCRIPTION OF ADDRESS AND ADDRESS ADDRE

PORTATION COM PTODE FOR TART AND ADDRESS OF PORTATION

DETENDENT FOR ELECTRONIC MARTER PERICHTER TRAINERS IN TRAINING PERICHTER TRAINING PERICHTER

THE MID-STREETS TO POPULATE MALL RELEASE TO THE TABLE TABLE

SUPPRET ON FINE TO ADD INTO AN ALEXTRANCE SUCTOR-BAN ALCO

10ATPORT

ENTANLES PROPOSE PRODUCT PRODUCT NO CLEVE AND CLEVE RAME FOR DELEASING VIEW DENC IN COA. BUTANLESS APPROVEDENT APPORTE RINE PROVES PROVE OF DEVCE PRODUCTS

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

POST :347-RIYADH

005-ADVANCED TECH. PROD. & SERV SAUDI ARABIA

PLANNING:

ANTICIPATED RESULTS:

TO POLYCE THE POLYCE POLYCE

TELECOM, DATACOM, SAT, SPACECOM

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

ACTIVITIES PROPOSED IN POST PLAN:

SUPPORT FOR SPECTRUM MANAGEMENT PROPOSAL AT PTT OBTAIN CONTRACT

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

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

INTRODUCE CDN TEST EQUIPMENT ESTABLISH LOCAL AGENTS

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

COMPUTERS HARD/SOFTWARE & COMP

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

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

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

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

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

REMOTE SENSING INC. SPACE SAT

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

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

CONTRACT AND CONTRACTOR OF CANDA ASSISTING WIT

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

POST :347-RIYADH

005-ADVANCED TECH. PROD. & SERV SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

REMOTE SENSING INC. SPACE SAT

PURSUE WITH MEPA USE OF CON EQPT FOR POLLUTION MONITORING OBTAIN INVITATION FOR PROPOSAL

MEET WITH KACST DIRECTORS - SUPPORT FOR SYNTHETIC APERTURE ESTABLISH WHETHER THIS WILL BE NEW AREA OF KACST ACTIVITY

AND ADDRESS NOT WITH PALACE ASULALLAR DECON

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Determine needs of MODA for Remote Sensing

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

EMR Technical proposal accepted by MODA.\$2 million contract awaits signature by the Minister.

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

POST :347-RIYADH

008-TRANSPORT SYS, EQUIP, COMP, SERV.

PLANNING:

ANTICIPATED RESULTS:

VALUE AND TRADED & LINEAR CON COMPANY AND AND AND

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AUTOMOTIVE

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

ACTIVITIES PROPOSED IN POST PLAN:

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

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

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

AEROSPACE

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

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

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

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

TRACKING:

G: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ARRENT I

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

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ALTER CO. IN CONCLEMENT PROMINE PROPOSALS

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

POST :347-RIYADH

014-EDUCATION, MEDICAL, HEALTH PROD SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

HOSP. & MEDICAL EQUIP, INSTRUM.

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

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

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

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

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

EDUCATIONAL SERVICES, EQUIPMENT

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

FOLLOW-UP ACTIVITIES IDENTIFIED BY JEC **3 TRAINING CONTRACTS**

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

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

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

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

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

SERVICES INCLUDING CONSULTING

ASSIST CON CO. IN CONCLUDING TRAINING PROPOSALS 2 CONTRACTS

ANTICIPATED RESULTS:

110

ON MARKET OPPORTUNITIES

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

POST :347-RIYADH

014-EDUCATION, MEDICAL, HEALTH PROD SAUDI ARABIA

PLANNING:

ANTICIPATED RESULTS:

ACTIVITIES PROPOSED IN POST PLAN:

SERVICES INCLUDING CONSULTING

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

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

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 JEC FOLLOW UP

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

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

EXPORT OPPORTUNITIES

POST :347-RIYADH

001-AGRI & FOOD PRODUCTS & SERVICE SAUDI ARABIA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

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

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

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

The ALL DA COMPANY OF AN ANTIFICIPATE IN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :347-RIYADH

011-OIL & GAS EQUIPMENT, SERVICES SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

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

Telescoline/Lest Lever as Turner

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

ENCOURAGE CON PARTICIPANTS IN MIDDLE EAST OIL SHOW NEW AGENCY AGREEMENTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

100

REPORT 4A 90/01/24

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

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

POST :347-RIYADH

OFFICER STUDIED SIX WEEKS OF ARABIC LANGUAGE TRAINING IN CAIRO DURING THIS QUARTER. ASSISTED LOCAL AGENT TO PREPARE A PROPOSAL TO MODA WHICH INVOLVES A CONSORTIUM OF CANADIAN NBC EQUIPMENT MAN. ASSISTANCE REGARDING THE ESTABLISHMENT OF AND FOLLOW UP CONCERNING A SUBMISSION OF A SEARCH AND RESCUE PROP. BY MOI. ASSISTANCE REGARDING THE ESTABLISHMENT OF AND FOLLOW UP CONCERNING A SUBMISSION OF RADIATION CONTROL PROP. KACST AND MEPA.

FOLLOW UP WITH MOH CONCRNING A PROPOSAL ON RADIATION CONTROL

FOLLOW UP CONCERNING A TRAINING PROPOSAL FOR THE PSC.

FOLLOW UP CONCERNING A TRAINING PROPOSAL FOR GOTEVOT.

PROMOTION OF GLOBE 90 ON ENVIRONMENTAL PROTECTION.

FOLLOW UP CONCERNING THE PROPOSED VISIT OF THE MOA MINISTER TO CDA 114

ENTER

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

MARKET.

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POST :342-TEL AVIV

005-ADVANCED TECH. PROD. & SERV ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

A DESCRIPTION OF

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Identify new potential markets offered by the Na tional telephone company, especially in the fra mework of the "DIGITALISATION" P.C.M program for the exchange centers. Identify new opportunitie s in Telecommunications software.

QUARTER: 2 -----

the state of the set o

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Several meetings and technical discussions were held with BEZEK management . Investments priorit ies , technical requirements , and financing req uests are ascertained in details . A general mai ling of relevant litterature has been done .

CA-BERT - COARSE CAALING/OILSERDS - YENNER JAKAMA

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

POST :342-TEL AVIV

001-AGRI & FOOD PRODUCTS & SERVICE

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ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

AGRICULTURE MACH, EQUIP, TOOLS

CONDUCT MARKET RESEARCH OF IMPORT POTENTIAL ASSIST IN DEFINING MARKET NEEDS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Promotional activities for Agritec 89 will be resumed towards end of 89 as exhibition is

postponed to March 90. Visit of Large Canadian contingent of seed

QUARTER: 2 PROMOTION OF GRAINS\OILSEEDS

ANNUAL SURVEY - COARSE GRAINS/OILSEEDS 1988-89

QUARTERLY RESULTS REPORTED:

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

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

PREPARATION OF ANNUAL SURVEY -

ANTICIPATED RESULTS:

QUARTER: 3 -----

QUARTER: 4 -----

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

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

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POST :342-TEL AVIV

008-TRANSPORT SYS, EQUIP, COMP, SERV.

ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

EVALUATE POTENTIAL AGENTS IMPROVE AWARENESS OF CON POTENTIAL, GENERATE NEW DIRECT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ISRAEL

RELATION BETWEEN CON SUPPLIERS & ISRAELI BUYERS.

QUARTERLY RESULTS REPORTED:

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

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

POST :342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV.

ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

THERMAL

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

LIST AND ON IEC PROCUREMENT PRACTICES.

TRACENCE AND DESCRIPTION OF COMPACE AND DESCRIPTION OF ADDRESS AND DESCRIPTION OF COMPACE AND DESCRIPTION OF ADDRESS AND DESCRIPACIPACIPACIPACIPACIPACIPACIP

QUARTERLY RESULTS REPORTED:

DETERTION DE LA CARLE AND ANTINE DE LA CONTRACTORIA DE LA CONTRACTORIA

-HEIPARATION OF AUGUST DAVID

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

POST :342-TEL AVIV

016-INDUSTRIAL MACHIN, PLANTS, SERV.

ISRAEL

.................

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT, EQP.

CONTACT POTENTIAL SUPPLIERS -SOLICIT INTEREST IN THIS MARKET IMPROVEMENT OF MARKET PROMOTIONAL ACTIVITY

PROMOTION OF EDC FINANCING TO PURCHASING MANAGERS INCREASE AWARENESS OF CDN POTENTIAL

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

THE AND POSSIVILITE OF CASATION BUTS HOUSELL IV EN TO

QUARTERLY RESULTS REPORTED:

Close relationships developp with NEGEV PHOSPHAT ES LTD and with DEAD SEA WORKS LTD .An updated list of the new leading purchasing managers in the three Concerns has been realized ;A comprehe nsive mailing of EDC litterature and follow up .

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ACCENT. SEC & LA TELESON ANNE LEUR NEGLECON LA POURS LEU VEGU. ACTION DU CONTRACT POUR LE SAUGON

ANTIGATION OF A CARTER OF STREET, SHERE AND MUCHTERS AND ANTIGATIONS

DE CONTRATA LAS PERCENTINAS COME A TORIS.POLM POLINICAL AN COUNTRATA LA L'ACES MAR DA CAR CARDER TORIBO-CARDADISM

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

CANADIENNES.

POST :324-TUNIS

005-ADVANCED TECH. PROD. & SERV TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TELECOM, DATACOM, SAT, SPACECOM

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

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

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

ORG. PARTIC. CONNE A LA FOIRE DE TELECOM 88 & JOURNEES TECHN. AMELIORER LE PROFIL CON DANS CE SECTEUR COMME LEADER MONDIAL

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

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

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

ORG UNE VIS AU CDA DU DGT POUR CONNAITRE LES EXPLOIT.DU RES. CONCRETISER LE CONTRAT EN FAVEUR DU CDA & NORTHERN TELECOM

BROADCASTING, INC. CABLE TV

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

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

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

ET APPUYER SOUMISSIONS CONNES EN COURS D'EVALUATION

ANTICIPATED RESULTS:

CANADIENS.

AVEC POSSIBILITE DE CREATION D'UN NOUVEAU JV EN TUNISIE

CANADIENNES.

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

POST :324-TUNIS

005-ADVANCED TECH. PROD. & SERV TUNISIA

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Assister S.R. Telecom dans la prparation et la prsentation de leur offre (tlphonie rurale). Ngociations avec les P.T.T. et sensibilisation concernant la mme offre.

QUARTER: 3 -----

- Bon droulement

- Compagnie canadienne dsormais sur short list. Rsultats attendus prochainement.

QUARTER: 4 -----

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

POST :324-TUNIS

017-OTHER SERVICES TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

CONSUL & SERVS NOT ELSE SPECI

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

APP.LES 3 FIRM.CONNES DANS LEUR POURSUITE DU PROJ.DES ETUDES SELCTION D'UNE FIRME CONNE ET OCTROI DU CONTRAT

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

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

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

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

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

STREAM IN CALL ON THE SET OF THE PREMIUM CALL AND THE AVEL

MURISITS A 1-ACC FAR OF SECOND CORE & MARCE SEAR PROFILE

QUARTERLY RESULTS REPORTED:

LE SOUMISSION PAR FIRME CANADIENNE.

ANTICIPATED RESULTS:

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

POST :324-TUNIS

001-AGRI & FOOD PRODUCTS & SERVICE TUNISIA

PLANNING:

ANTICIPATED RESULTS:

123

ANIMAL, POULTRY BREEDING STOCK

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

ACTIVITIES PROPOSED IN POST PLAN:

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

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

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

SEEDS & SPECIAL CROPS

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 Clture des ngociations avec les autorits loca les concernant les conditions sanitaires pour im portation de gnisses et signature d'une nouvelle convention sous une autre forme.

QUARTER: 3 -----

QUARTER: 4 -----

TECHNIQUES.

NUES.

DUSTRIE CANADIENNE

INCLUS LES SEMENCES CONNES.

QUARTERLY RESULTS REPORTED:

Elimination des barrires sanitaires devant nos exportateurs de btail.

Participation d'une socit canadienne (Shore Holstein) un important AOI. Rsultats attendus au courant de l'actuel exercice.

REPORT 4A 90/01/24

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

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

POST :324-TUNIS

Organisation d'une mission de trois responsables de la Commission Canadienne du Bl. Organisation et prparation de la visite du Bureau de Promotion des industries de bois (BPIB). Organisation d'une mission de suivi d'un agent du Ministre des Communications (DOC) Prparation de la visite de la socit Bell Canada Intl.

Organisation d'une mission du Bureau de Promotion du Commerce du Canada (BPCC).

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ACTIVITIES LABORITARIA IN ALATIRI Resilium Resilium

ALANTINE: 3 -----

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ATTENT REPARTS AND

El bainarion des barrires antituires deventures augerierante de benfi. Farrielestion d'une acole cenedierne (chare maletern) un important 201. Unalesta attendia as énomere de l'actual energies. SMOLLERIN ERT LAVIELE UTVELLIG BOLLENAND FOR REPORTED

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

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POST :321-YAOUNDE

015-CONSTRUCTION INDUSTRY REPUBLIC OF CAMEROON

PLANNING:

ANTICIPATED RESULTS:

CONTROLE.

DU MARCHE.

ALL SUB-SECTORS

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

ACTIVITIES PROPOSED IN POST PLAN:

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

Andrew F. 199120402

ALTER ST. LEDITER

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

POST :321-YAOUNDE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

DEMARCHAGE ASSIDU AUPRES DE LA REGIFERCAM

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Une firme conne a signe durant le trimestre un protocole d'entente avec le Ministere des Transports pour la realisation d'une etude (350 M Dolcan). Sur l'informatisation des Titres de transport.

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

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APPELS D'OFFRES A VENIR.

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ANTICIPATED RESULTS:

PLANNING:

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

POST :321-YAOUNDE

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

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

TRIQUE

QUARTERLY RESULTS REPORTED:

REALISATION DE L'AVANT-PROJET DETAILLE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----QUARTER: 4 ----- leur desir de voir le projet aller de l'avant et

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

Les autorites camerounaises ont fait connaitre ont charge le Consortium de produire une offre financiere.

TAGE FINANCIER

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

POST :321-YAOUNDE

004-DEFENCE PROGRAMS, PRODUCTS, SERV REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

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

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

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

CONTACTS REGULIERS AUPRES DU MINISTERE DE LA DEFENSE ETRE ALERTES DES POSSIBILITES DE CONTRATS DE FOURNITURE. FORMATION AU CANADA D'OFFICIERS LOCAUX.

ANTICIPATED RESULTS:

a statement at draw when a

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

. 2 HELICOPTERES LIVRES

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

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

LIONS EN 1989

POST :321-YAOUNDE

009-FOREST PRODUCTS, EQUIP, SERVICES REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

SUIVRE LE PROJET"APPUI FORESTIER" EN CONJ AVEC SEE & ACDI VENTE D'EQUIPEMENTS D'UNE VALEUR APPROXIMATIVE DE \$ 9 MIL-

SUIVRE L'EVOLUTION D'UN PROJ DE COMPLEXE FORESTIER INTEGRE PARTICIPATION DE SOCIETES CANADIENNES A LA PHASE REALISATION

FINALISER L'ADJUDICATION D'UN MANDAT DE PHOTO-CARTOGRAPHIE DEBUT DES TRAVAUX

PARTIC.AU MONT.FINANCIER D'UNE NOUV.PHASE D'INV.FORESTIER (\$ 5 MILLIONS) OPERATIONNALISATION DE CETTE NOUVELLE PHASE EN 1989

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

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

DIENNES

POST :321-YAOUNDE

014-EDUCATION, MEDICAL, HEALTH PROD REPUBLIC OF CAMEROON

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSTRUCTION DE SIX LYCEES TECHNIQUES FIN DES TRAVAUX SELON ECHEANCIER

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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Constraints of the local division of the

QUARTERLY RESULTS REPORTED:

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

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SHOULD BE DEPOSIDE THE REPARTIES BUTKED IN

REPORT 4A 90/01/24

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

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

POST :321-YAOUNDE

MISSION DE LA SEE VISITE DE JEAN-GUY LATULLIPE, COLLECTIF D'EXPERTS VISTE DE PETER BROWNE, AMERICAN BRITISH BANK NOTE VISITE MICHEL DUBOURG, DIRECTEUR PELLEMON CAMEROUN VISITE JACQUES GAUTIER, ING. GROUPE VIBEC MISSION CLAUDE COURTEMANCHE, V.P. SOFATI LTEE VISITE DE ROGER ROBERT, DIRECTEUR CAMEROUN SOFATI LTEE MISSION DE LUC BENOIT, TECSULT INTERNATIONAL JEAN-GUY BERNIER, V.P. DEVELOPPEMENT, TECSULT INTERNATIONAL VISITE D'ALAIN BONNEAU, DIRECTEUR LAVALIN CAMEROUN Statistics.

ADDRESS ADDRES

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VISION D'ALAIN DORMAN, DIRECTOR LANAIN DAMATAN

RATES & Company

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