

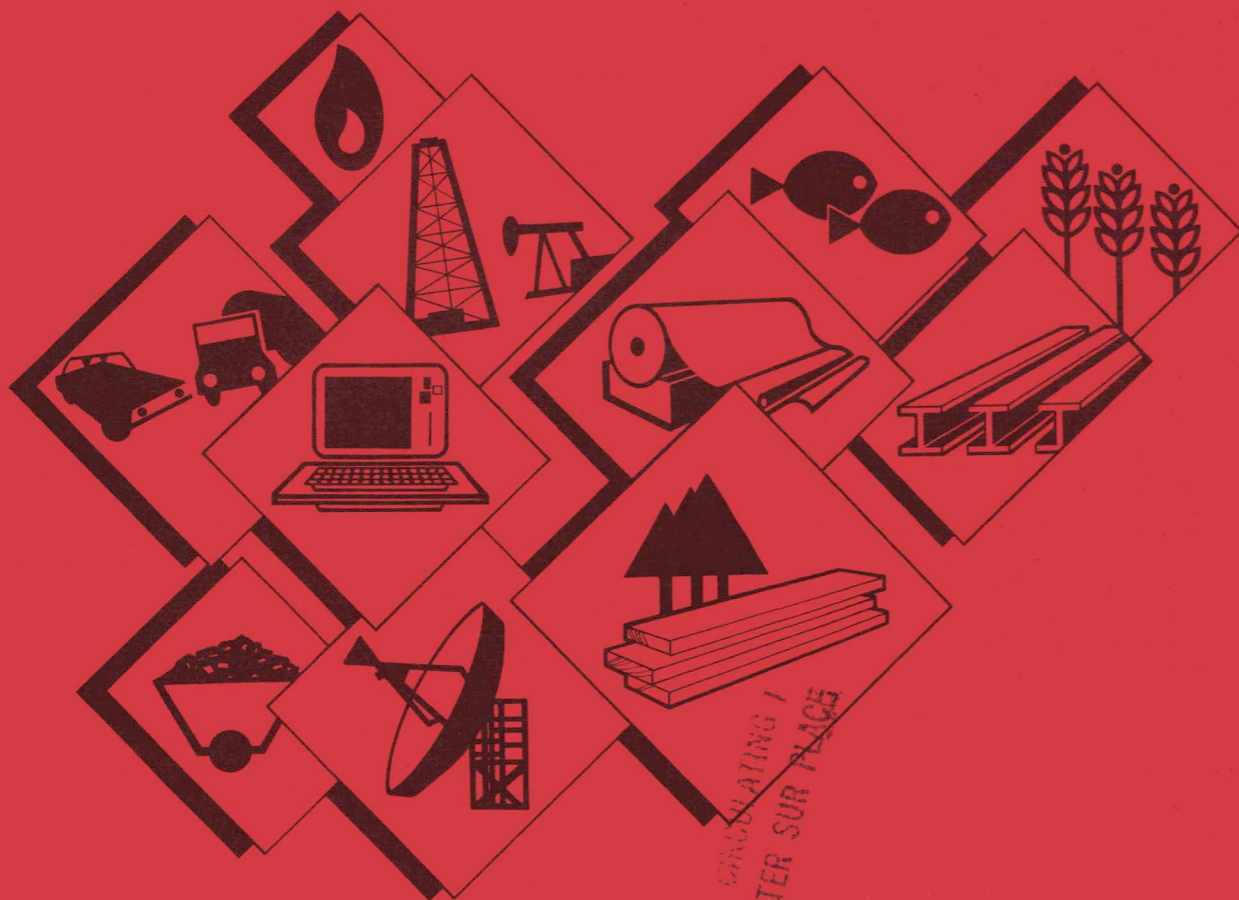
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**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE**

**QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**LATIN AMERICA AND CARIBBEAN
AMÉRIQUE LATINE ET ANTILLES**



CONSULTER SUR PLACE / CONSULTING /

**JANUARY - MARCH 1988
(4th QUARTER, FY 1987-88)**

**JANVIER - MARS 1988
(4e TRIMESTRE, AF 1987-88)**



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report
January - March 1988

Following is the Quarterly Activity Report for the quarter ending March 31, 1988. This report contains a synopsis of activities and results by sector and subsector reported by posts, matched against the proposed activities identified in their 1987/88 post plan. It also contains a report of special unplanned activities that took place during the reporting period.

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités
Janvier - Mars 1988

Voici le Rapport trimestriel des activités du trimestre qui a pris fin le 31 mars 1988. Le Rapport contient un résumé des activités et des résultats déclarés par les missions, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de mission de 1987-88. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

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

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Min. des Affaires extérieures
OTTAWA

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LATIN AMERICA & CARIBBEAN
AMÉRIQUE LATINE ET ANTILLES

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

POST : 640-BOGOTA

007-POWER & ENERGY EQUIP. & SERV.
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZE AECL RESEARCH NUCLEAR REACTOR.	\$ 10 MILLION
FOLLOW UP CGE OFFER FOR RIOGRANDE GENERATORS.	\$ 17 MILLION INCREASED EXPORTS FROM CANADA.
FINALIZE B. G. CHECO CONTRACT WITH ISA.	\$ 75 MILLION
FOLLOW UP ON SEVERAL TENDERS TO BE ANNOUNCED SHORTLY.	\$ 6 MILLION INCREASED EXPORTS FROM CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP INVESTMENT PLANS OF ELECTRIC UTILITIES ASSIST IN CONTRACT DISCUSSIONS FOR SALE OF AECL RESEARCH REACTOR.	INFO OBTAINED ASSISTED 2 CDN FIRMS TO BID ON 500 KM TRANS. LINE & STRINGING EQPT/TOOLS. FIRM CONTRACT AGREEMENT BETWEEN AECL & IAN FOR SUPPLY OF RESEARCH NUCLEAR REACTOR VALUED AT \$19MILLION.
QUARTER: 2 FOLLOW-UP ON SEVERAL OPPS FOR CONSTRUCTION OF ELECTRICITY TRANSMISSION LINES. -ASSISTANCE TO AECL TO RESOLVE CONTRACTUAL DIFFICULTIES INVOLVED IN SALE OF NUCLEAR RESEARCH REACTOR	-CDN FIRMS HAVE BEEN ADVISED OF OPPS. AT LEAST ONE FIRM IS EVALUATING POSSIBILITIES TO PARTICIPATION BIDDING PROCESS.
QUARTER: 3 CONTACT 6 CURRENT & POTENTIAL AGENTS TO DETERMINE THEIR INTEREST/CAPABILITIES TO REPRESENT CDN COMPANIES.	THREE NEW CONTACTS ESTABLISHED BETWEEN CDN FIRMS & POTENTIAL AGENTS THAT MAY LEAD TO REP AGREEMENTS.
QUARTER: 4 FOLLOW UP WITH AGENT OF CAE ELECTRONICS EEEB GUAVIDO PROJECT, RE: TENDER FOR CONTROL SYSTEM. -FOLLOW UP WITH EEEB & SUPPORT POSSIBLE PURCHASE FROM TIMBERLAND EQUIPMENT LTD. OF APPROX CDN 450,000 IN STRINGING EQUIPMENT.	-CAE ELECTRONICS NOW FINALIZING REGISTRATION PROCEDURE. TENDER DELAYED END OF 1988. -TIMBERLAND OFFER IN GOOD STANDING. EEEB WILL DECIDE IN APPROXIMATELY ONE MONTH.

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

POST : 640-BOGOTA

001-AGRI & FOOD PRODUCTS & SERVICE
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SWINE SEMINAR AND FOLLOW UP 1984

RECENT SIGNATURE OF MOU ON AGRICULTURE. NEED TO INITIATE 1ST ROUND OF TALKS.

A) CANOLA OIL INTRODUCTION.
B) WHEAT.

SEMINAR ON LIVESTOCK

ATTENDANCE OF COLOMBIAN FIRM TO GRAINS INSTITUTE COURSES.

FIRST SIGNIFICANT SALES NOW MATERIALIZING
TRANSFER OF TECHNOLOGY AND DOOR OPENERS FOR
COMMERCIAL EXPORTS TO COLOMBIA.

\$ 1 MILLION. (A)
\$ 20 MILLION. (B)

PROMOTE SALES OF HOLSTEIN COWS AND CANADIAN
SWINE.

PROMOTE FURTHER SALES OF WHEAT AND BARLEY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE CDN AS POTENTIAL WHEAT SUPPLIER. ADVANCE
PLANNING OF CDN PARTICIPATION IN AGROEXPO.
FOLLOW-UP ACTIVITIES TO BE UNDERTAKEN UNDER CDA.
COL M. O. U. ON AGRICULTURE.

ALTA PULSE MISSION OPENED WAY TO NEW SALES. HEAD
OF COL. AGRIC. IMPORT AGENCY VISITED CDN WHEAT
BOARD. DOZEN CDN CO'S/LOCAL AGENTS AGREED TAKE
PART IN CDN AGROEXPO STAND. SEMINAR HELD ON CDN
CANOLA.

QUARTER: 2 PARTICIPATION IN AGRICULTURAL FAIR (AGROEXPO
'87). -PROMOTION OF CANADIAN FEED WHEAT AND
MILLING WHEAT. -PROMOTION OF ALBERTA BEEF CATTLE

PART 'N IN AG FAIR (AGRO-EXPO 87) WITH 12 CDN COS
INVOLVED, 15-30 JULY '87, SALE OF 22,000 TONS
FEED WHEAT TO IDEMA (COL. GOVT. GRAIN AGENCY);
-AGREEMENT BY IDEMA TO PURCHASE 450,000 TONS OF
CDA WEST. RED SPRING SHEAT OVER NEXT 3 YEARS.

QUARTER: 3 SEMINAR ON USE OF CDN WHEAT COL PARTICIPATION
IN CIGI COURSES IN CDN. NEGOTIATION OF MULTI-
YEAR PURCHASE CONTRACT. PROMOTION OF CDN AGRI-
CULTURAL FAIRS.

IDEMA(COL. GOVT. BUYING AGENCY)SIGNED 3-YR CON-
TRACT WITH CWB TO PURCHASE 150,000 MT OF WHEAT
PER YEAR. SEMINAR ON USE OF CDN WHEAT IN CALI.
SPECIAL TRAVEL PACKAGE TO ATTEND ROYAL WINTER
FAIR & AGRIBITION ORGANIZED & MAILING TO 2,000

QUARTER: 4 PLAN AND SUPPORT CWB MISSION TO FINALIZE WHEAT
PURCHASE CONTRACT. - PLAN AND SUPPORT LIVESTOCK
MISSION.

CONTRACT SIGNED BETWEEN IDEMA AND CWB FOR PUR-
CHASE OF MINIMUM 150,000 TONS OF CDN WHEAT.
-PURCHASE OF 45 HEADS OF ALBERTA CATTLE WITH
POSSIBILITY FOR ANOTHER 100 HEADS.

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

POST : 640-BOGOTA

010-MINE, METAL, MINERAL PROD & SRV
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

30 OF 170 T TRUCKS--WABCO/EUCLID INTERCORE

\$30 MILLION

AIR FILTER PLANT - INTERCOR

\$ 1 MILLION

WASH PLANT STUDY AND POSSIBLE PLANT

\$30 MILLION

ARRANGE VISIT OF SENIOR EMR OFFICIAL(S) TO COLOMBIA TO ASSIST
COLOMBIA IN ITS MINING POLICY AND FOLLOW UP MISSION TO CANADA TO
MEET WITH INTERESTED CAPABLE PARTIES.

INCREASED SALES OF EQUIPMENT AND SERVICES TO
THIS SECTOR.

FOLLOW UP ON CARBOCOL PLANS TO DEVELOP "EL DESCANSO" COAL DEPOSIT
AND SIMINERA'S "LA LOMA" DEPOSIT.

SALES OF \$ 500,000 OF CONSULTING SERVICES AND
DEVELOPE OPPORTUNITIES FOR EQUIPMENT SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 THREE COMPANIES SELECTED/INVITED TO MINTEC
MINING SYMPOSIUM. VISIT OF MINISTER EMR.

VISIT OF MINISTER/EMR REINFORCED INTEREST IN CDN
THROUGH HIGH LEVEL CONTACTS IN THIS SECTOR.

QUARTER: 2 PROMOTION OF CDN CAPABILITY IN MINING GOODS
AND SERVICES, PARTICULARLY IN GOLD MINING.

ATTENDANCE OF FOUR PROMINENT MINING OFFICIALS
AT MINING SYMPOSIUM (MINTEC '87) IN NORTH BAY,
ONTARIO, 12-18 SEPT '87.

QUARTER: 3 MTG WITH ECONOMINAS TO PRESENT CDN EXPERTISE.
APPROVAL BY CIDA INC FOR MARMATO PROJECT. ORGAN-
IZATION OF KILBORN/SANDWELL MISSION.

EDC SIGNED \$45M LINE OF CREDIT WITH CARBOCOL.
TWO FEASIBILITY STUDY CONTRACTS WON BY CDN COS.

QUARTER: 4 PURSUE MARMATO PROJECT. - STUDY CANADIAN MARKET
POTENTIAL IN COLOMBIA.

CANADIAN COMPANY INITIATING INSTALLATION OF GOLD
RECOVERY EQUIPMENT WITH CIDA INC. FINANCING. -
VISIT BY 2 CONSULTANTS TO COLOMBIA TO STUDY MAR-
KET POTENTIAL.

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

POST : 640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TERRITORIOS NACIONALES PROJECT - TO OBTAIN BIDDERS TO REPLACE
ATI/IMC.

TO GET A PORTION OF THE PROJECT.

BCI NATIONAL LONG TERM TELECOMMUNICATIONS STUDY

1.0 MILLION OF TECH ASSIST. SALES AND LEADS ON
THE FUTURE EQUIP. REQ.

TELECOM: TRAINING PROJECT LABVOLT - ITEC.

\$ 0.2 MILLION OF LAB TRAINING EQUIPMENT.

TERRITORIOS NACIONALES PROJECT \$ 80 MILLION IN 3 PARTS EDC SECT.
31 LIKELY REQUIRED.

\$ 5 MILLION PORTION OF PROJECT.

TELECOM REGIONAL TURNKEY PROJECT 3 OR 4 AT \$5 TO \$10 MILLION EACH

\$10 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 005
PROMOTE SALE OF CDN COMPUTER EQPT/SOFTWARE FOR
MAJOR MIN OF JUSTICE PROJECT. GATHER MARKET
INTELLIGENCE ON FUTURE TELECOM PROJECT.

PROGRESS ON CDN/COL MOU ON INFORMATICS TO FACI-
LITATE COMMERCIAL CONTRACTS. SUPPORTED MARKETING
EFFORTS OF GLENAYRE & SR TELECOM REPS. SALE OF
\$29,000 IN ELECTRONIC EQPT BY ELECTROVERT.
011

QUARTER: 2 MONITOR OPPORTUNITIES FOR CDN FIRMS AS COLOMBIAN
TELECOM AGENCY BEGINS NEXT STAGE OF RURAL TELE-
COMMUNICATIONS PROJECT.

ADVANCE INFORMATION TRANSMITTED TO CDN FIRM ON
PLAN CARIBE UNO, FIRST PACKAGE OF NEW US\$247 MN
RURAL TELECOMMUNICATIONS PROJECT.

QUARTER: 3 INFO STAND AT CALI TELECOM CONFERENCE. INFO
GATHERING ON RURAL TELECOM & ANDEAN PACT SATEL-
LITE (CONDOR).

FOLLOW UP ON INQUIRIES REC'D AT ALI INFO STAND
MEETINGS ARRANGED FOR INTEL CAN WITH TELECOM ON
RURAL TELECOMMUNICATIONS PROJECT.

QUARTER: 4 PROVIDE MARKET INFO TO CDN COMPANIES ON MAJOR
RURAL TELECOM. PROGRAM. - SEEK TO OVERCOME RE-
GISTRATION BARRIERS TO TELECOM MARKET IN COLOM-
BIA. - PROMOTE TEMIC INVITATIONS TO TELECOM +
IETEL.

CLOSE LIAISON WITH COS. IN THIS SECTOR DURING
HITEC +TD IN CANADA. - EMBASSY PURCHASED REGIS-
TRATION DOCUMENTS FOR CCC. - IETEL + TELECOM
PRESIDENTS TENTATIVELY ACCEPTED.

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

POST : 640-BOGOTA

011-OIL & GAS EQUIPMENT, SERVICES
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP SEVERAL OIL AND GAS MISSION DURING PAST 20 MONTHS.

\$ 1 MILLION INCREASED EXPORTS FROM CANADA.

FOLLOW UP CALGARY OIL AND GAS SHOW JUNE 86 AND INTERCAN 85.

\$ 1 MILLION INCREASED EXPORTS FROM CANADA.

FINALIZE INGERSOLL-RAND SALE OF PUMPING UNITS.
FINALIZE EDC LINE OF CREDIT WITH ECOPEPETROL.

\$ 10 MILLION
\$ 25 MILLION

PARTICIPATION WITH INFORMATION BOOTH IN CONGRESO ANDINO DE
PETROLEOS.

\$ 1 MILLION

TO COMMERCIALIZE OPPORTUNITIES ARISING FROM PCIC - ECOPEPETROL
ARRANGEMENT.

\$ 5 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITE TWO SENIOR ECOPEPETROL OFFICIALS TO
EDMONTON FOR INTERCAN. MARKET RESEARCH FOR
UPDATING OIL AND GAS REPORT.

TWO ECOPEPETROL OFFICIALS SENSITIZED TO CDN EXPER-
TISE IN THIS SECTOR THROUGH INTERCAN ATTENDANCE.
MARKET INTELLIGENCE PASSED ON TO CDN CO'S. ALTA
OIL MISSION ESTABLISHED NEW CONTACTS.

QUARTER: 2 -PLANNING & SUPPORT OF GAS SYMPOSIUM PLANNED FOR
BOGOTA & BARRANQUILLA IN NOV. '87.
-FOLLOW UP AND ASSISTANCE TO INTERA TECHNOLOGIES
INC. TO OBTAIN LAND SURVEYING CONTRACT.

INTERA WON CONTRACT AND SEEKING OFFICIAL
PERMISSION TO BRING AIRCRAFT INTO COLOMBIA TO
EXECUTE CONTRACT.

QUARTER: 3 FOLLOW UP ON MAJOR PROJECTS, I. E. NEW REFINERY,
NATURAL GAS PIPELINE, & PROMOTE CDN CAPABILITIES
UPDATE EMBASSY REPORT ON COL. OIL & GAS INDUSTRY

EMBASSY & CDN NATURAL GAS MISSION STAGED WELL-
ATTENDED TECHNICAL SEMINARS IN BOGOTA &
BARRANQUILLA. UPDATED REPORT DISTRIBUTED TO
INTERESTED CDN COMPANIES.

QUARTER: 4 PREPARE FOR AND ASSURE FOLLOW UP OF ALBERTA TRA-
DE MISSION IN BOTH COLOMBIA AND ECUADOR IN FEB-
RUARY. - ASSIST LUMMUS CANADA RE INTEREST IN
POLYETHYLENE PLANT PROJECT.

ECOPEPETROL MUCH INTERESTED IN SOFTWARE. FINALIZING
AGREEMENT WITH PSI ENERGY SOFTWARE. - ECOPEPETROL
TRAINING DIV. EXPECTING TO RECEIVE OFFER FOR
TRAINING COURSES FROM SAIT. - LUMMUS CDA RECEI-
VED SPECIFICATIONS & INVITATIONS TO PRESENT PROP

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

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

POST : 640-BOGOTA

BILATERAL ECONOMIC/COMMERCIAL CONSULTATIONS WERE HELD WITH COLOMBIAN COUNTERPARTS IN BOGOTA OVER TWO DAYS IN MID-FEB. (2) THE COMMERCIAL SECTION TOOK RESPONSIBILITY FOR GROUND-WORK/LOGISTICS, ASSISTED IN PREPARATION OF BRIEFING MATERIAL, HOSTED A NINE-MEMBER INTERDEPARTMENTAL CDN DELEGATION LED BY MICHAEL BELL, ADM-LATIN AMERICA & THE CARIBBEAN, AND ENSURE FOLLOW-UP AFTER THE MEETINGS CONCLUDED. (3) THE BOGOTA METRO PROJECT (CCC/LAVALIN) CONTINUED TO DRAW SIGNIFICANTLY ON STAFF RESOURCES DURING THE REPORTING PERIOD AS DID THE JUSTICE DEPT. COMPUTARIZATION PROJECT, ABSORBING APPROXIMATELY 25 TO 30% OF THE TIME OF ONE CANADA-BASED OFFICER AND ABOUT 10 TO 15% OF THE TIME OF THE PROGRAM MANAGER.

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

POST : 635-BRASILIA

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING EFFORTS TO ESTABLISH MEDIUM-TERM (3 YEAR) PROGRAM OF INCOMING BUYERS WITH BAHIA GOAT ASSOCIATION.

YEARLY INCREASE IN LIVE ANIMALS & GENETIC MATERIAL EXPORTS. ESTABLISH BRAZIL AS PRIMARY AND LONG TERM MARKET FOR CANADIANS GOAT BREEDERS.

MARKETING TRIP THROUGH TERRITORY TO CAPITALIZE ON CURRENT AND SHORT-TERM OPPORTUNITIES IN FOOD PRODUCT SALES.

INCREASED SALES OF CHEESE, MEAT, EGGS AND OTHER FOOD PRODUCTS.

MARKETING TRIP TO STATE LIVESTOCK ASSOCIATIONS LOCATED IN TERRITORY.

INCREASED SALES OF DAIRY CATTLE, GENETIC MATERIAL AND (SUPPLY PERMITTING) GOATS.

SEMINARS SPONSORED BY AGRICULTURE CANADA RE DAIRY CATTLE, ARTIFICIAL INSEMINATION AND EMBRYO TRANSFER.

INCREASE AWARENESS OF CDN DAIRY CATTLE STANDARDS & INCREASE SALES OF LIVE ANIMALS AND GENETIC MATERIALS.

CLOSELY MONITOR DOMESTIC FOOD SUPPLY SITUATION TO IDENTIFY SHORT-TERM EXPORT OPPORTUNITIES (BEER, MEAT, CHEESE, MILK).

SPOT SALES OF CHEESE, MILK, MEAT, BEER. IMPROVE LINKS BETWEEN CANADA AND BRAZILIAN TRADING COMPANIES.

COORDINATE WITH AGRICULTURE CANADA A TRAINING PROGRAM IN CANADA FOR OFFICIALS OF MINISTRY OF AGRICULTURE.

ENDORSEMENT OF CDN DAIRY CATTLE & ARTIFICIAL INSEMINATION STANDARDS LEADING TO INCREASED SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATION AT II ANNUAL GOIANIA INTL FAIRS FOLLOW-UP OF DAIRY CATTLE SEMINAR HELD IN FIRST QUARTER. AG. SUBCOMMITTEE MEETING AT JEC. CLOSE MONITORING OF BRAZILIAN WHEAT SUBSIDIES ISSUE.

DUE TO PARTICIPATION AT GOIANIA FAIR AND FOLLOW-UP TO DAIRY CATTLE SEMINARS, SALES & SALES PROSPECTS FOR CATTLE & SEMEN HAVE INCREASED SIGNIFICANTLY. SOME CDA QUOTE FOR SEMEN IMPORTS INCREASED FROM \$40,000 TO \$1.0 MILLION /

QUARTER: 2 PREPARE VISIT TO CDA OF BRAZILIAN MINISTRY OF AG ASSIST DESY INT'L IN OBTAINING IMPORT LICENCES FROM CACEX; REVIEW SALES PROSPECTS FOR CDN WHEAT

MINISTERS VISIT WAS A SUCCESS PROVIDED INDIRECT EXPOSURE TO CDN CAPABILITIES (WHEAT, CATTLE, STORAGE FACILITIES); LICENCES OBTAINED CATTLE TO ARRIVE SHORTLY; COMPLETED IN DEPTH ANALYSIS OF PROSPECTS FOR CDN WHEAT SALE UNCOVERED PROBLEM;

QUARTER: 3 CONT. TO MONITOR DEVELOPMENTS IN BRAZILIAN WHEAT PRODUCTION & IMPORT AGREEMENTS WITH VIEW TO SAFEGUARDING & INCREASING CDA'S POSITION IN LONG TERM. SUPPORT NEW MARKETING THRUST OF YAKULT/SEMEX IN CENTRE-WEST & NORTHEAST.

MET WITH PRES. OF BRAZILIAN WHEAT BOARD & A NO. OF KEY OBSERVERS OF WHEAT MARKET. ASCERTAINED & INFORMED OTTAWA & CWB OF REAL & SERIOUS THREAT TO OUR MARKET SHARE. SEV. NEW CONTACTS MADE IN GOIAS, MINAS GERAIS & NORTHEAST STATES.

REPORT 4
88/07/27

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

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POST : 635-BRASILIA

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 ASSIST CDN WHEAT BOARD IN PREPARING FOR NEGOTIA-
TIONS LEADING TO RENEWAL OF LONG-TERM WHEAT AGMT
- ASSIST SELECTED CATTLE EXPORTERS TO GOIAS.
- ASSIST CATTLE MISSION TO PARANA.

ASSISTED IN PREPARATION & ATTENDED CGC & CIGI
WHEAT SEMINARS - VISITED CWB IN WINNIPEG. - PRE-
PARED PROGRAM & BRIEFINGS FOR MIN. MAYER VISIT -
FIRST SHIPMENT OF CATTLE TO GOIANIA CONCLUDED.
-PREPARED & BRIEFED CATTLE MISSION TO PARANA.

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

POST : 635-BRASILIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UNCOMPLETED CIDA FINANCED PROGRAM FOR INSTALLATION OF SARSAT GROUND STATION.

SALE OF ONE OR TWO ADDITIONAL GROUND STATIONS AND LOCATOR BEACONS.

SATELLITE 86 - SEMINAR ON CDN EXPERIENCE IN SATELLITE TELECOMMUNICATIONS SCHEDULED FOR DECEMBER 1986.

SALE OF CONSULTING SERVICES FOR SATELLITE USE

INCREASE AWARENESS AMONG BRAZILIAN PUBLIC & PRIVATE SECTORS OF MULTIPLE USES OF TELECOMMUNICATIONS SATELLITE IN CDA TO PROMOTE FULL UTILIZATION OF BRASILSAT I AND II.

SALE OF BRASILSAT III AND IV.

INTENSIFY RELATIONS WITH GOVERNMENT OFFICIALS TO PROMOTE SALE OF BRASILSAT III AND/OR CONDORSAT (BRAZIL & ARGENTINA).

SALE OF CONSULTING SERVICES FOR SATELLITE USE

LOBBY GOVERNMENT OFFICIALS TO ENCOURAGE FULL MEMBERSHIP IN SARSAT

SALE OF ADDITIONAL ONE OR TWO SARSAT GROUND STATION(S) AND LOCATOR BEACONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATION AT SPAR RECEPTION IN RIO TO PROMOTE SUCCESSFUL OFFSET PROGRAM. NUMEROUS CALLS ON FEDERAL AUTHORITIES TO PROMOTE CDN TECHNOLOGY/EXPERTISE IN SATELLITE TELECOMMUNICATIONS AND RURAL TELEPHONY.

RE SPAR OFFSET PROGRAM HAS PUT CDN EXPORTER WELL OUT FROM IN RUNNING FOR BRASILSAT III & IV. SR T-ELECOM LICENSING/TECH TRANSFER AGREEMENT WITH MICROLAB VIRTUALLY COMPLETED. MINICOM SEEKING ADDITIONAL CDN TECH/EXPERTISE IN RURAL TELEPHONE /

QUARTER: 2 PREPARE FOR EXPLORATORY MISSION FROM DOC; FOLLOW UP RE: INCOMING TELECOM PLANNING OFFICIAL MISSION EXPLORE CELLULAR MOBILE TELEPHONY MARKET; PROMOTE SKYWAVE "SUITCASE TERMINAL"; ASSIST SPAR IN NEGOTIATIONS WITH MINISTRY.

DOC MISSION WELL RECEIVED. SERVED TO REINFORCE CDN INTEREST IN VARIOUS TELECOM PRODUCT AREAS; MISSION CONFIRMED BUT POSTPONED TO '88; CELLULAR MOBILE MARKET PROVIDES GOOD PROSPECTS FOR NOVEL-TEL; MILITARY TELECOM MISSION TO CDA IN OCT

QUARTER: 3 MONITOR & REPORT PROGRESS OF BILL ON SOFTWARE - ASSIST SPAR AEROSPACE IN ITS MULTIFACETED PURSUIT OF BRASILSAT III & IV. PURSUE OPPORTUNITIES OF NOVATEL IN MOBILE CELLULAR TELEPHONE SYSTEMS (BRASILIA).

MONITORED & CONSULTED WITH FRIENDLY EMBASSIES & REPORTED TO OTT. IMPLICATIONS FOR CDN EXPORTERS NEW LAW WHICH GIVES 25 YR COPYRIGHT PROTECTION & SOME MKT ACCESS. ASSISTED IN COORDINATION OF BRZLN MILITARY MISSION TO CDA WHICH LED TO

QUARTER: 4 CONTINUE TO WORK CLOSELY WITH SPAR IN IMPLEMENTATION OF ITS STRATEGY TO SECURE ORDER FOR 2ND GENERATION OF SATELLITES. - MONITOR ISSUANCE OF NEW SEI REGULATIONS & ASSESS IMPACT ON CANADIAN SOFTWARE EXPORT OPPORTUNITIES.

ASSISTED SPAR AND BRAZILIAN REPRESENTATIVE IN IMPLEMENTING STRATEGY.
- REPORT ON SEI DEVELOPMENTS.

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

POST : 635-BRASILIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SIGNING OF COOPERATION AGREEMENT BETWEEN STCUM & TTC WITH GOVERNMENT OF FEDERAL DISTRICT.

CONSULTING CONTRACT FOR DESIGN OR MANAGEMENT OF PUBLIC TRANSIT SYSTEM.

PRESENTATION ON CDN FIREFIGHTING CAPABILITIES TO PUBLIC AND PRIVATE SECTOR INTERESTS IN MINAS GERAIS.

EVENTUAL SALE OF WATERBOMBER AIRCRAFT OR CONVERSION KITS.

MONITOR ACTIVITIES OF INTERMINISTERIAL COMMISSION ON FOREST FIRE-FIGHTING AND PROMOTE WATERBOMBER SALES AND CONVERSION KITS.

SALES OF WATERBOMBER AIRCRAFT OR CONVERSION KITS.

DEVELOP CLOSER RELATIONS WITH AUTHORITIES IN STATE GOVERNMENTS TO IDENTIFY OPPORTUNITIES IN PUBLIC TRANSIT.

EXTEND SCTUM/TTCL AGREEMENTS TO INCLUDE BELO, RECIFE, SALVADOR, SALE OF CONSULTING SERVICES.

MAINTAIN CONTACT WITH MINISTRY OF TRANSPORT AND RFFSA TO MONITOR OPPORTUNITIES FOR FOLLOW-ON LOCOMOTIVE REFIT PROGRAM.

SALE OF ADDITIONAL LOCOMOTIVE KITS TO RFFSA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VARIOUS CONTACTS MADE AT FEDERATE & STATE LEVEL TO GATHER INFO RE. PUBLIC TRANSIT PROJECTS & PROMOTE CDN CAPABILITIES. PROGRAM ARRANGED IN MTL WITH SCTUM/LAVALIN FOR SECRETARY OF FEDERAL DISTRICT.

PLANNING INITIATED FOR OUTGOING MASS TRANSIT MISSION IN 4TH QUARTER.

QUARTER: 2 PROMOTE AND PLAN FOR INCOMING MINIST. VISIT IN FALL '87; PROMOTE CDN CAPABILITIES IN URBAN TRANSIT TO EBTU/MIISTRY; INVESTIGATE MARKET OPPORTUNITIES AND DEVELOP CONTACTS FOR LAVAL/UTDC.

INCOMING MINIST. VISIT CONFIRMED FOR OCT; CDA IS ONE OF 3 FRONTRUNNERS AS SUPPLIER OF TECHNOLOGY/SERVICE IN CONNECTION WITH BRZLN NATIONAL MASS TRANSIT PLAN; CONTACTS INITIATED WITH SULTEPA. LAVALIN TO FOLLOW UP.

QUARTER: 3 MONITOR RAPIDLY CHANGING PLANS WITH REGARD TO URBAN TRANSIT PROJECTS. MAINTAIN & ESTABLISH CONTACTS WITH TRANSIT AUTHORITIES IN OUR TERRITORY. SUPPORT LAVALIN IN ITS PURSUIT OF PROJECT OPPORTUNITY.

AS RESULT OF CABINET SHUFFLE RESCHEDULED VISIT TO CDA OF MIN. RESPONSIBLE FOR URBAN TRANSIT POSTPONED. ENCOURAGED & COORD. VISIT TO CDA OF SEC. MELO(BRASILIA). PROMOTED CDN INTEREST & PART. IN SALVADOR PROJ. PREPARING VISIT TO

QUARTER: 4 ENCOURAGE VISIT BY LAVALIN TO ASSESS FIRST HAND THE OPPORTUNITIES FOR PARTICIPATING IN NATIONAL MASS TRANSIT PLAN.
-MONITOR DEVELOPMENTS RELATED TO PRIORITY URBAN TRANSIT PROJECTS(BRAS, GOIA, SALV, R DE JAN, P. ALEG.

PREPARED VISIT FOR LAVALIN TO BRASILIA, PORTO ALEGRE, SALVADOR AND RIO.

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

POST :635-BRASILIA

007-POWER & ENERGY EQUIP. & SERV.
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONCLUDE COMPREHENSIVE STUDY OF POWER SECTOR ALREADY UNDER WAY AT DRIE.

BETTER UNDERSTANDING OF LIMITED MARKET OPPORTUNITIES.

MARKETING TRIP TO NORTHEAST (CHESF, COELBA) TO INVESTIGATE EXPORT OPPORTUNITIES LINKED TO IFI - FINANCIAL PROJECTS OR ONGOING INVESTMENT.

UNDERSTANDING OF PROCUREMENT PROCESS AND SHORT/MEDIUM-TERM EXPORT OPPORTUNITIES.

RENEW CONTACTS WITH MINISTRY OF MINES AND ENERGY TO KEEP ABREAST OF CHANGING INVESTMENT PLANS.

RENEWAL OF SANTA ISABEL MOU.

VISIT STATE AND REGIONAL POWER COMPANIES IN TERRITORY TO LEARN OF THEIR INVESTMENT PRIORITIES.

ESTABLISH CONTACTS IN PROCUREMENT DEPARTMENTS TO TAKE ADVANTAGE OF FUTURE OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SERIES OF MEETINGS ENGINEERED FOR EDC & INTERIMCO AT ELETRONORTE TO DISCUSS THERMOELECTRIC REHAB PROGRAM. ONTARIO MISSION TO BELO HORIZONTE (GAZ METROPOLITAIN).

ONLY AS RESULT OF EMBASSY EFFORTS WAS INTERIMCO SUCCESSFUL IN MAKING PROGRESS AT ELETRONORTE. INTERIMCO HAS SUBMITTED PROPOSAL TO ELETRONORTE FOR \$15M PROCUREMENT CONTRACT WITH EDC BACKING.

QUARTER: 2 47 LOBBY BRZLN AUTHORITIES FOR RENEWAL OF SANTA ISABEL MOU.

BZLN MINISTRY OF MINES AND ENERGY HAS AGREED TO RENEW MOU AND IDENTIFY NEW HYDRO PROJECT FOR CDA (CGE).

QUARTER: 3 PURSUE OUR EFFORTS TO HAVE MOU ON SANTA ISABEL HYDRO PROJECT RENEWED. FOLLOW UP SALES OPPORTUNITIES FOR FES INT'L LTD WITH ELETRONORTE (BRASILIA) AND CHESF (RECIFE).

AMBASSADOR MET WITH MIN OF MINES TO RENEW MOU. STEPS BEING UNDERTAKEN BY BRAZILIAN AUTHORITIES TO DO SO. CHESF HAS RECOMMENDED TO GENERATOR SUPPORTERS FOR ITAPARICA PROJECT TO INCLUDE FES SYSTEMS.

QUARTER: 3 NATURAL GAS - FOLLOW UP ON MOMENTUM OF NATURAL GAS SYMPOSIUM ORGANIZED BY CONGEN & INVESTIGATE POTENTIAL NATURAL GAS EQUIPMENT & SERVICES MKT IN MINAS AND NORTHWEST.

CONTACTS MADE WITH GASMIG, BAHIA GAS, CEAL GAS, AND COSERN & REPORT PREPARED ON NATURAL GAS ACTIVITIES IN THESE STATES.

QUARTER: 4 FOLLOW UP ON VISIT OF FES INTL TO ELETRONORTE, CHESF AND CEMIG.
-- PREPARE VISIT OF EDC TO ELETRONORTE.

PROFORMA ORDERS FOR 20 PDA SYSTEMS AT ELETRONORTE (\$1.0M) AND STRONG INDICATION OF ADDITIONAL SALES TO CEMIG AND CHESF.
-- EDC LOC UNDER DISCUSSION WITH ELETRONORTE.

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

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

POST : 635-BRASILIA

VISIT TO BRAZIL OF MIN OF NATIONAL HEALTH & WELFARE EPP. -
PREPARATION OF PROGRAM & BRIEFINGS - JANUARY. (2) VISIT TO
BRAZIL OF MIN RESPONSIBLE FOR GRAINS & OILSEEDS MAYER - PRE-
PARATION OF PROGRAM & BRIEFINGS - MARCH. (3) STUDY TOUR OF
BRAZIL OF 22 CEO'S (CANADIAN INSTITUTE FOR INT'L AFFAIRS) -
PREPARATION OF PROGRAM, BRIEFINGS, ETC. MARCH. (4) PREPARAT-
IONS FOR CDA/BRAZIL TEXTILE NEGOTIATIONS TO BE HELD IN
OTTAWA APRIL 14-15. (5) PREPARATION FOR VISIT TO BRAZIL OF
DMX - (CANCELLED). (6) COMMERCIAL COUNSELLOR ATTENDED REGIO-
NAL TRADE COMMISSIONERS CONFERENCE - WASHINGTON - OTTAWA.
(7) COMMERCIAL COUNSELLOR ATTENDED MEETING OF CDN ECONOMIC
COUNSELLORS - OTTAWA. (8) DETAILED ASSISTANCE INCLUDING TRAVEL
IN TERRITORY PROVIDED TO SPAR (SATELLITE), BELL TEXTRON
(HELICOPTERS) AND LAVALIN (URBAN TRANSIT). (9) AT TNO'S RE-
QUEST PREPARED DETAILED REPORTS ON BRAZILIAN LAW OF SIMILARS
IN PREPARATION FOR CONSULTATIONS WITH BRAZIL IN GENEVA.
(10) ONE WEEK VISIT TO BRAZIL OF EDC OFFICIALS - PROGRAM -
BRIEFINGS & ACCOMPANYING ON CALLS. (11) CGC WHEAT QUARTERLY
SEMINAR IN RIO - CIGI SEMINAR IN FORTALEZA - PREPARED AND
ATTENDED.

POST : 658-BRIDGETOWN

001-AGRI & FOOD PRODUCTS & SERVICE
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETION OF PROPOSED LOCAL JOINT VENTURE PROCESSED FOODS MAJOR
BARBADIAN INDUSTRIAL GROUP.

AN ADDITIONAL CANADIAN INVESTMENT & TECHNOLOGY
TRANSFER IN TERRITORY PLUS MATERIALS FROM
CANADA.

DAIRY PRODUCTS: PROMOTIONAL ACTIVITIES TO ATTEMPT TO REGAIN
MARKET SHARE FOR CHEESE, MILK POWDER AND OTHER DAIRY PRODUCTS.

DOUBLE CURRENT EXPORTS OF CHEESE IN 1987.

AGRICULTURAL DIVERSIFICATION: INVESTIGATION OF OPPORTUNITIES ARI-
SING IN GOV'T PROGRAM TO DIVERSIFY AWAY FROM SUGAR.

SALES OF AGRICULTURAL MACHINERY & EQUIPMENT
FERTILIZERS & PESTICIDES, POSSIBILITY OF CON-
SULTING SERVICES THROUGH CDB FINANCED STUDY.

WORK WITH LOCAL DISTRIBUTOR TO INTRODUCE CANADIAN WINES TO
TERRITORY.

NEW BUYING CONNECTIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 WORKING WITH CDN REGIONAL REP TO INTRODUCE CDN
WINES TO TERRITORY.
3 CDN FIRMS ATTEMPTING TO PREGUALIFY CDB FUNDED
CROP DIVERSIFICATION PROJECTS.

ARRANGEMENT PENDING WITH LOCAL DISTRIBUTOR.
ONE CDN FIRM AND LOCAL PARTNER AWARDED CONTRACT.

QUARTER: 2 WORKING WITH CDN REGIONAL REP. TO INTRODUCE
CDN WINES IN TERRITORY.
-ARRANGEMENTS FOR ONTARIO FOOD SERVICE PRODUCTS
MISSION.

STILL PENDING. CHANGES IN TARIFF STRUCTURE MAY
NEGATE FEASIBILITY.
IN HAND FOR MISSION TO ANTIGUA AND BARBADOS
DURING OCTOBER.

QUARTER: 3 COMPLETION JOINT VENTURE PROCESSED FOODS. DAIRY
PRODUCTS PROMOTIONAL ACTIVITIES.

JOINT VENTURE AGREEMENT COMPLETED BETWEEN DONMAR
FOODS OF MARKHAM & GODDARD GROUP OF D'DOS. (SUGAR
PRODUCTS, JAMS, JELLIES, FOOD POWDERS). OPPOR. IDEN
FOR SKIM MILK POWDER, NEW AGENCY AGREEMENT FOR
CHEESE.

QUARTER: 3 DAIRY PRODUCTS/AGRICULTURAL DIVERSIFICATIONS

FACILITATED SALE & DELIVERY OF ADDITIONAL HOL-
STEIN CATTLE FROM CDA. ARRANGED & COORDINATED
ONT. FOOD PRODUCTS MISSION & EXHIBITION IN
ANTIGUA & BARBADOS.

QUARTER: 4 PROPOSED ONTARIO FOOD SERVICES MISSION TO TERRI-
TORY OCT 88.

SIMILAR MISSION/EXHIBITION HELD IN BARBADOS AND
ANTIGUA OCT. 87. PRELIMINARY DISCUSSION AND MAR-
KET IDENTIFICATION UNDERWAY.

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

POST : 658-BRIDGETOWN

015-CONSTRUCTION INDUSTRY
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUILDING PRODUCTS

ADDITIONAL EFFORTS WITH CANADIAN TRADING HOUSES SPECIALIZING IN CONSTRUCTION MATERIALS AND BUILDERS HARDWARE.

ADDITIONAL SALES AND BUYING CONNECTIONS IN TERRITORY.

PROMOTE CANADIAN INTEREST RE: PROPOSED PORT DEVELOPMENT PROJECT IN ST. LUCIA

CANADIAN CONSULTING SERVICES POSSIBLE SALE OF BUILDING MATERIALS.

ACTIVE FOLLOW UP ON LOCAL INTEREST FOR JOINT VENTURES IN BUILDING MATERIALS SUBSECTOR.

NEW INVESTMENT IN TERRITORY, TECHNOLOGY TRANSFER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ACTIVE FOLLOW-UP TO TRADE SHOW.
CONCLUDE AGREEMENT FOR LPG PLANT (EDC FINANCED)
NATURAL GAS PIPELINE PROJECT
PORT PROJECT, ST. LUCIA.

NUMBER OF NEW AGENCIES & EXPORT SALES. AGREEMENT SIGNED & UNDER CONSTRUCTION. EXPECTED MID-JULY. WITH 2 GENERAL ELECTIONS IN 1 MTH. NOT SUPRISING NO DEVELOPMENT.

QUARTER: 2 NATURAL GAS PIPELINE (CIDA FINANCED). TRACKING
NEW HOTEL CONSTRUCTION PROJECTS IN ST. KITTS,
GRENADA & ST. LUCIA.
PORT PROJECT, ST. LUCIA.

CONTRACT AWARDED & SIGNED WITH CDN GROUP, START UP EXPECTED NOV. 87. -MONITORING EXPANSION/RENOVATIONS THROUGHOUT TERRITORY AND ADVISING POTENTIAL CDN SUPPLIERS. -LIMITED ACTIVITY AS PROJECT PLACED ON HOLD BY ST. LUCIA.

QUARTER: 3 ADDITIONAL EFFORTS WITH CDN TRADING HOUSES
SPECIALIZING IN CONSTRUCTION MATERIALS & BUILDERS
HARDWARE. ONGOING LIAISON WITH CARIBBEAN DEVELOP
BANK & EXECUTING AGENCIES ON INFRASTRUCTURE
PROJECTS.

VISITS BY 2 TRADING HOUSES, REPORTING ADDITIONAL SALES. AWARE OF CDB FINANCED CONSTRUCTION PROJECT IN CAYMAN ISLANDS & EGM CAPE OF DON MILLS.

QUARTER: 4 ONGOING EFFORT WITH CDN. TRADING HOUSES. SPECIALIZING IN CONSTRUCTION MATERIALS & BUILDERS
HARDWARE. ONGOING LIAISON WITH CARIBBEAN DEVELOPMENT BANK & EXECUTING AGENCIES ON INFRASTRUCTURE PROJECTS.

FURTHER SALES REPORTED BY TRADING HOUSES, FOLLOW-UP TO SOLO SHOW AND NEW CONTACTS ESTABLISHED. SEVERAL CDN FIRMS ATTEMPTING TO PREQUALIFY PORT DESIGN STUDY - ST. LUCIA

POST : 658-BRIDGETOWN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ARRANGE FOR REGIONAL MANAGER CABLE AND WIRELESS(BASED IN ANTIGUA)
TO VISIT CANADA.

POSSIBILITY OF ADDITIONAL SALES TO TERRITORY
TELEPHONE COMPANIES OPERATED BY CABLE AND
WIRELESS.

FACILITATE CANADIAN INVESTMENT IN DATA ENTRY INDUSTRY IN BARBADOS

NEW INVESTMENT AND EQUIPMENT SUPPLY.

REINFORCE CANADIAN CAPABILITIES IN TELECOMMUNICATIONS EQUIPMENT
AND SERVICES WITH NEW OWNERS OF BARBADOS TELEPHONE CO.

INCREASE FAMILIARITY WITH CANADIAN TELECOM
FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE FOR MGR. CABLE & WIRELESS TO VISIT CANADA
PROMOTE INTEREST BY CDN. FIRMS IN DATA ENTRY SE-
CTOR IN BDOS.

WITH MERGER OF C & W AND BDOS. TEL. CO WILL ARR-
ANGE FOR NEW MGR. BDOS. TEL. CO. TO VISIT CDA.
NO FURTHER ACTION.

QUARTER: 2 ARRANGE FOR MGR. CABLE & WIRELESS TO VISIT CDA;
REINFORCE CDN CAPABILITIES IN TELECOM EQUIPMENT.
PROMOTE INTEREST BY CDN FIRMS IN DATA ENTRY
SECTOR IN BDOS.

INVITATION DECLINED, WILL REASSESS. INITIAL SALE
GENERATED WITH BARBADOS TELEPHONE FOR CABLE
DURING QUARTER.
NO FURTHER ACTION TO DATE.

QUARTER: 3 ARRANGE FOR REGIONAL MANAGER CABLE & WIRELESS TO
VISIT CDA. REINFORCE CDN CAPABILITIES IN TELECOM
EQUIPMENT & SERVICES WITH NEW OWNERS OF BARBADOS
TELEPHONE CO.

INVITATION FROM TELECOM. EXEC. MGMT. INST. OF
CDA EXTENDED TO PRES. -CEO BDOS. TEL. CO. & BDOS
EXTERNAL TELECOM. TO VISIT CDA MAY/JUNE 88. ON-
GOING DISCUSSION WITH PRESIDENT & GENERAL
MANAGER.

QUARTER: 4 INVITATION BDOS TEL CO & BDOS EXTERNAL TELCOMM
FOR SENIOR EXECUTIVE TO ATTEND TEMIC, MONTREAL
MAY/JUNE 1988. CONTINUE EFFORTS TO REINFORCE CDN
CAPABILITIES IN TELECOM EQUIP & SERVICES WITH
BDOS TEL. CO.

INVITATION ACCEPTED BY GEN. MGR. BDOS EXTERNAL
TELECOMM. ONGOING DISCUSSION WITH PRESIDENT &
GENERAL MANAGER, SOME PROGRESS.

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

POST : 658-BRIDGETOWN

014-EDUCATION, MEDICAL, HEALTH PROD
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 2 CDN GROUPS PURSUING CONSULTING COMPONENT OF
OECS TECH/VOCATIONAL PROJECT & ATTEMPTING TO
PREQUALIFY. CONTINUE TO FOLLOW UP EDUC II (WORLD
BANK). WORKING WITH NUMBER OF PHARMACEUTICAL
HOUSES

ONE CDN GROUP PREQUALIFIED & SHORT LISTED FROM
TOTAL OF 5 FIRMS. ASSIST & ADVISE FIRMS WITH PRE-
QUALIFICATION STAGE. LIMITED ACTIVITY. ONE AGENCY
ESTABLISHED, ONE PENDING. CONTINUE TO FACILITATE
PHARMAPAK & CARLISLE LABS. MFG UNDER LICENSE VEN-

QUARTER: 2 ONE CDN GROUP SHORTLISTED FOR OECS TECH/VOCA-
TIONAL PROJECT.
CONTINUE TO FOLLOW UP EDUCATION II (WORLD BANK).

ACTIVE ASSISTANCE, DECISION PENDING BY CARIBBEAN
DEVELOPMENT BANK.
LIMITED ACTIVITY DURING QUARTER BY CLIENT
CONTINUING TO MONITOR.

QUARTER: 3 GATHER MARKET INTELLIGENCE ON REQUIREMENTS
UNDER IFI FUNDED PROJECTS.

WORKED CLOSELY WITH SHORT-LISTED CDN GROUP ON
OECS TECH/VOCATIONAL PROJECT (CDB FUNDED) WHICH
UNFORTUNATELY LOST TO ILO. ONGOING DISCUSSIONS
WITH WORLD BANK & IADB OFFICIALS ON EDUC II PRO-
JECTS.

QUARTER: 4 ONGOING DISCUSSIONS WITH WORLD BANK AND IADB
OFFICIALS ON EDUC II PROJECT.

PREQUALIFICATION DECISION FOR PHASE I IDB, WORLD
BANK & BDOS GOVT-FUNDED SCHOOL BUILDING EDUC II
PROJECT EXPECTED APRIL 88.

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

POST : 658-BRIDGETOWN

LAUNCHING OF CANADA BARBADOS BUSINESS ASSOCIATION - BY LAWS
DRAFTED AND STEERING COMMITTEE FORMED. FEB 5.
(2) CUT FLOWERS MISSION TO DOMINICA MARCH 9-11.
(3) REGIONAL TRADE CONFERENCE AND IFI BRIEFING JAN 24-31.

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

POST : 631-BUENOS AIRES

011-OIL & GAS EQUIPMENT, SERVICES
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON GAZ METRO/NOVA/SNC GAS STUDY FINANCED BY CIDA/CPPF
FOR GAS DE L'ESTADO

TO IDENTIFY POTENTIAL FOR ENGINEERING
SERVICES AND POSSIBLY EQUIPMENT.

REPORT/ANALYSIS OF THE ARGENTINE ENERGY PLAN

TO IDENTIFY POTENTIAL FOR ENGINEERING
SERVICES AND EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 BASED ON AN ANALYSIS OF THE ARGENTINE ENERGY
PLAN, TO PROMOTE CDN ENGINEERING SERVICES &
EQUIPMENT.

A 1-DAY GAS TECHNOLOGY SEMINAR WAS HELD FOLLOWED
BY A SERIES OF COMMERCIAL MEETINGS. MORE THAN
100 GAS SPECIALISTS ATTENDED EVENT & BUSINESS
FOR ABOUT \$12M PENDING.

QUARTER: 4 -----

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

POST : 631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

REPORT ON SEGBA'S DISTRIBUTION SYSTEM EXPANSION PROJECT

ANALYSIS AND REPORT ON FEDERAL ENERGY SECRETARIATS "POWER
ENGINEERING PROJECT" TO BE FINANCED BY IBRD.

ANTICIPATED RESULTS:

TO IDENTIFY OPPORTUNITIES FOR CDN MEDIUM
VOLTAGE EQPT. SUPPLIES TO EXPORT COMPONENTS
AND TECHNOLOGY TO LOCAL ASSOCIATES.

TO IDENTIFY POSSIBLE CONSULTANCY CONTRACTS
FOR CERTAIN SPECIAL AREAS OF EXPERTISE
RELATED TO POWER SYSTEMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 REPORT/ANALYSIS OF SEGBA'S DISTRIBUTION EXPANSI-
ON PROJECT
(IBRD FINANCING: \$270 M (US))

QUARTER: 1 REPORT/ANALYSIS URUGUAY'S POWER PROJECT.
(IBRD FIANCING: \$45 M (US))

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

SEVERAL MEETINGS WERE HELD WITH SEGBA'S AUTHORIT-
TIES REPORT UNDER PREPARATION. POTENTIAL IDENTI-
ED RE. CONTROL MESURING EQUIPMENT. MOST OF THE
REMANING PROJECT'S COMPONENTS WOULD BE COVERED
BY THE LOCAL INDUSTRY.

SEVERAL MEETINGS WERE HELD WITH UTE'S AUTHORIT-
IES. REPORT UNDER PREPARATION. CDN ENGINEERING GR-
OUP ALREADY PRE-QUALIFIED FOR THE DAM REHABILIT-
ATION COMPONENT & FURTHER POTENTIAL IDENTIFIED
RE. DISTRIBUTION EQUIPMENT AND MATERIAL.

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

POST : 631-BUENOS AIRES

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	TO CONTINUE MONITORING SITUATION REGARDING GOVERNMENT PLAN TO UP-DATE AIRPORT SITES EQUIPMENT	REF PURCHASE MLS UNITS AND TO IDENTIFY IN GENERAL POTENTIAL FOR CANADIAN SUPPLIER.
	CIDA/CPPF FINANCED URBAN TRAFFIC CONTROL STUDY BY DELCANDA FOR ROSARIO CITY.	TO IDENTIFY POTENTIAL REF TRAFFIC CONTROL SYSTEMS
	SECTORIAL STUDY REF AIR AND MARINE AIDS MARKET	TO BETTER IDENTIFY POTENTIAL FOR CANADIAN SUPPLIERS
	REPORT ON RAILWAY DEVELOPMENT PROGRAM	TO IDENTIFY OPPORTUNITIES FOR THE SUPPLYING OF VARIOUS SERVICES/EQUIPMENT
	SECTORIAL STUDY, ARGENTINE AUTO INDUSTRY	TO IDENTIFY POTENTIAL FOR SUPPLY/TRANSFER OF TECHNOLOGY

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	REPORT/ANALYSIS OF ARGENTINA'S RAIL DEVELOPMENT PROGRAM. (IBRD FINANCING UNDER CONSIDERATION)	SEVERAL MEETINGS WERE HELD WITH FERROCARRILE SA- RGENTINOS AUTHORITIES. REPORT UNDER PREPARATION. POTENTIAL IDENTIFIED FOR TECHNOLOGY TRANSFER RE. LOCOMOTIVE & FREIGHT CAR LOCAL ASSEMBLING &/OR MFRG AS WELL AS FOR REPLACEMENT PARTS & SIGNAL/
QUARTER: 1	REPORT/ANALYSIS OF URUGAY'S RAIL DEVELOPMENT PROGRAM (GOVERNMENT OF URUGUAY \$32 M (US))	SEVERAL MEETINGS WERE HELD WITH AFE'S AUTHORIT- IES. REPORT UNDER PREPARATION. POTENTIAL IDENTIF- IED RE. LOCOMOTIVE PARTS & CONSULTING SERVICES R- ELATED TO THE COMMUNICATIONS AND SIGNALIZATION.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

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

POST : 631-BUENOS AIRES

012-PETROCHEM & CHEM PROD, EQP, SERV
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN.
 SECTORIAL STUDY OF PETRO AND CHEMICAL INDUSTRY.

ANTICIPATED RESULTS:
TO IDENTIFY POTENTIAL FOR PRIMARY PRODUCTS,
EQUIPMENT AND SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

POST : 631-BUENOS AIRES

LATAM REGIONAL TRADE MEETING, OTTAWA-WASHINGTON, JAN. 24-29 (DT)
CAIRN GROUP MINISTERIAL MEETING, BARILOCHE, ARG., FEB 23-29 (DT)
BILATERAL AIR NEGOCIATIONS, BUENOS AIRES, FEB. 24-26 (DH)
COMMERCIAL SECOND SECRETARY TD, CANADA, MARCH 1-5 (DH)
HITECH CONFERENCE, OTTAWA, MARCH 7-11 (DH)
EDC LIAISON MISSION, ARGENTINA, MARCH 28-30 (DT/BP)

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

POST : 643-CARACAS

001-AGRI & FOOD PRODUCTS & SERVICE
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

PIEDEMONTA BARINAS INTEGRATED DAIRY PROJECT.

PREPARATION OF BOVINE-EMBRYO PROJECT.

VISITING FARMS/ASSOCIATIONS IN INTERIOR OF COUNTRY TO PROMOTE MORE IMPORTS OF CANADIAN CATTLE.

AGRICULTURE AND FOOD PRODUCTS - MARKET STRATEGY REPORT.

PARTICIPATION OF CANADIAN SUPPLIERS.

PARTICIPATION OF CANADIAN SUPPLIERS.

INCREASED SALES.

DEVELOPMENT OF MARKETING PRIORITIES AND STRATEGY.

SEEDS & SPECIAL CROPS

COMPLETE INVESTIGATION FOR MARKETING OF CDN SUNFLOWER SEED.

SEEKING NEW IMPORTERS FOR BEANS/SPECIAL CORPS/PEAS.

INCREASE MARKET FOR CDN SUPPLIERS.

INCREASED SALES.

SEMI & PROCESSED FOOD & DRINK

COMPLETE MARKET ACTIVITIES PROMOTING MILK REPLACERS FOR ANIMALS.

GELATIN SALES IMPROVING STEADILY - TO VISIT MORE IMPORTERS AND FURTHER PROMOTE PRODUCT.

TO OPEN MARKET FOR CDN SUPPLIERS.

INCREASED SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISITING FARMS/ASSOCIATIONS IN INTERIOR OF COUNTRY TO PROMOTE MORE IMPORTS OF CANADIAN CATTLE.

INCREASED SALES AND GREATER RECOGNITION OF CDN CATTLE AS A MARKET LEADER.

QUARTER: 1 TO SEEK NEW IMPORTERS FOR BEANS/SPECIAL CORPS/PEAS

A MISSION IN THIS FIELD LED TO GREATER CONTACTS FOR CDN PRODUCERS - AGENTS APPOINTED.

QUARTER: 2 FARM VISITS AND SEMINARS TO PROMOTE SALES OF DAIRY CATTLE.

SALES OF 4.1 MILLION DOLLARS PLUS NEW CONTACTS FOR CANADIAN EXPORTERS.

QUARTER: 2 TO SEEK NEW IMPORTERS FOR BEANS/SPECIAL CROPS/PULSES.

IN THIS QUARTER 5 NEW BUYING CONNECTIONS WERE MADE.

QUARTER: 3 FARM VISITS & SEMINARS TO PROMOTE SALES OF DAIRY CATTLE.

\$10M OF CATTLE SALES IN LAT QUARTER (ALTHOUGH NOT REPORTED IN ANNUAL PLAN POST FINDS THAT CONSTANT LIAISON WITH LOCAL OBSTRUCTIONIST BUREAUCRACY IS VITAL FOR CONT'D SALES BUT VERY TIME CONSUMING).

QUARTER: 4 -----

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

POST : 643-CARACAS

009-FOREST PRODUCTS, EQUIP, SERVICES
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST HAS BEEN REPORTING ON NEWSPRINT + PULP MARKET DEVELOPMENTS,
PULP + NEWSPRINT PROJECT AND IS IN THE PROCESS OF FOLLOWING UP.

INCREASED AWARENESS AND RECOMMENDATIONS TO
CANADIAN SUPPLIERS ON MARKET STRATEGY.

CONTINUE TO GATHER MARKET INFORMATION ON PROJECT AND COMPETITION
ON UVERITO NEWSPRINT + PULP MILL.

CANADIAN PARTICIPATION AS A FOREIGN PARTNER
IN THE PROJECT.

TO CONDUCT A NEWSPRINT + PULP MARKET SURVEY.

MAINTAIN KNOWLEDGE OF MARKET AND REPORT
CHANGES AND SITUATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 CONTINUE TO GATHER MARKET INFORMATION AND
COMPETITION ON UVERITO (PULPA ORINOCO) NEWS-
PRINT AND PULPMILL.

THERE ARE NOW THREE COMPANIES SHORT-LISTED TWO
OF WHICH ARE CANADIAN. BOTH ABITIBI-PRICE AND
CONSOLIDATED BATHURST HAVE BEEN COUNSELED AND
BRIEFED BY EMBASSY PERSONNEL.

QUARTER: 3 CONTINUE TO GATHER MARKET INFORMATION & COMPETI-
TION ON UVERITO (PULPA ORINOCO) NEWSPRINT &
PULPMILL.

3 COS. ARE SHORTLISTED FOR THIS \$500M PROJECT, 2
OF WHICH ARE CDN. IN LAST QUARTER POST HAS LOB-
BIED AGGRESSIVELY IN FAVOUR OF CDN EXPERTISE
WITH VENEZUELAN POLITICIANS & BUREAUCRATS.

QUARTER: 4 -----

POST : 643-CARACAS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

FINDING ADEQUATE AGENTS TO REPRESENT CANADIAN COMPANIES.

INCREASE IN THE NUMBER OF CANADIAN COMPANIES REPRESENTED.

PROMOTION OF CANADIAN EXPERTISE IN TELECOMMUNICATIONS TO THE GOVERNMENT TELEPHONE COMPANY (CANTV).

INCREASE AWARENESS OF CANADIAN CAPABILITIES IN THIS SECTOR AND TECHNICAL ASSISTANCE PROGRAM BY BELL CANADA INT. (BCI).

ASSESS THE DEVELOPMENTS IN THE VENEZUELAN TELECOMMUNICATIONS INDUSTRY.

TECHNOLOGY TRANSFER AGREEMENTS BETWEEN CANADIAN AND VENEZUELAN COMPANIES.

CIVILIAN AND MILITARY COMMUNICATIONS SYSTEMS SURVEY.

IDENTIFY SIZE OF POTENTIAL MARKET. DRAW MARKET TO ATTENTION OF CANADIAN EXPORTERS.

COMPUTERS, SOFTWARE & SYSTEMS

FIND ADEQUATE REPRESENTATIVES FOR CANADIAN COMPANIES IN THE FIELD OF COMPUTER HARDWARE AND SOFTWARE.

INCREASE IN THE NUMBER OF AGENTS IN VENEZUELA REPRESENTING CANADIAN COMPANIES.

PROMOTION OF EDUCATIONAL HARDWARE AND SOFTWARE FOR THE VENEZUELAN EDUCATION SYSTEM (PRIMARY AND HIGH SCHOOL).

POTENTIAL USE OF CANADIAN TECHNOLOGY BY THE MINISTRY OF EDUCATION.

INTRODUCTION OF CANADIAN SOFTWARE PRODUCTS TO THE PETROLEUM INDUSTRY FOR SPECIALIZED APPLICATIONS.

SALES OF CANADIAN SOFTWARE TO THE PETROLEUM INDUSTRY.

MAJOR ECONOMIC/COMMERCIAL REPORT ON THE DEVELOPMENT OF THE VENEZUELAN INFORMATICS INDUSTRY.

BETTER ASSESSMENT OF MARKET FOR CANADIAN COMPANIES. BRING MORE COMPANIES TO MARKET.

CONTACTING VENEZUELAN COMPANIES AND THE INFORMATICS ASSOCIATION TO MAKE AUDIO-VISUAL PRESENTATIONS.

BUILD AN AWARENESS OF CANADIAN EXPERTISE IN THIS SECTOR. GENERATE MORE ENQUIRIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 THE CONTACTING OF VENEZUELAN COMPANIES TO MAKE AUDIOVISUAL PRESENTATIONS.

THE POST HAS CONTACTED OVER 20 VENEZUELAN SOFTWARE COMPANIES TO INTRODUCE CANADIAN PRODUCT AND THERE IS A GROWING AWARENESS OF OUR CAPABILITIES

QUARTER: 2 FIND ADEQUATE REPRESENTATIVES FOR CANADIAN COMPANIES IN THE FIELD OF COMPUTER HARDWARE AND SOFTWARE.

POST HAS CANVASSED MORE THAN THIRTY DISTRIBUTORS AND AGENTS IN THIS FIELD AND IS IN GOOD POSITION TO INTRODUCE CANADIAN PRODUCTS TO THIS MARKET. GREAT INTEREST SHOWN IN DISTRIBUTED LITERATURE.

REPORT 4
88/07/27

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

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POST : 643-CARACAS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 ECONOMIC/COMMERCIAL REPORT ON THE DEVELOPMENT OF
THE VENEZUELAN INFORMATICS INDUSTRY.

POST HAS NOW CLEARER IDEA OF WHERE OPPORTUNITIES
LIE FOR CDN COMPANIES.

QUARTER: 3 INTRODUCTION OF CDN SOFTWARE TO THE PETROLEUM
INDUSTRY FOR SPECIALIZED APPLICATIONS.

VARIOUS CDN COMPANIES HAVE CREATED INTEREST FOR
THEIR PRODUCTS WITHIN THE OIL INDUSTRY. SALES
POTENTIAL IS GOOD.

QUARTER: 4 -----

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

POST : 643-CARACAS

010-MINE, METAL, MINERAL PROD & SRV
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PRESENTATION TO THE VENEZUELAN ASSOCIATION OF MINING AND METAL-
LURGICAL COMPANIES ON CANADIAN CAPABILITIES IN PRODUCTS AND
SERVICES.

TO CONDUCT A MARKET SURVEY ON VENEZUELA COAL/GOLD INDUSTRY AND
ESTABLISH A MARKET STRATEGY OF CANADIAN COMPANIES.

TO CONDUCT AN ASBESTOS MARKET SURVEY.

ANTICIPATED RESULTS:

INCREASED AWARENESS OF CANADIAN CAPABILITIES
AND TRANSFER OF TECHNOLOGY AND JOINT VENTURES
OPPORTUNITIES.

INCREASED CANADIAN PARTICIPATION IN THESE
SECTORS.

REPORT TO THE CANADIAN ASBESTOS INDUSTRY ON
MARKET SITUATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 TO CONDUCT A MARKET SURVEY ON ASBESTOS.

QUARTER: 3 MARKET REPORTS ON BOTH GOLD & COAL MINING ACTI-
VITIES IN VENEZUELA.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

THE SURVEY HAS BEEN COMPLETED AND THIS MARKET
SITUATION REPORT ON VENEZUELA SHOULD AID THE
CANADIAN INDUSTRY IN ITS FUTURE PLANNING OF
STRATEGY FOR THIS MARKET.

BOTH REPORTS HAVE BEEN COMPLETED. THE REPORT ON
GOLD MINING WILL ENABLE BOTH THE POST & CDN COS.
TO BETTER DETERMINE MARKET OPPORTUNITIES. THE
MARKET INTELLIGENCE GLEANED FROM THE COAL REPORT
WILL AID CDN FIRMS IN THEIR MKTG STRATEGIES.

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

POST : 646-GUATEMALA

007-POWER & ENERGY EQUIP. & SERV.
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRANSMISSION

MAINTAINING CLOSE AND REGULAR CONTACT WITH POWER UTILITIES AND
REPORTING UPCOMING CONTRACT OPPORTUNITIES TO CANADIAN INDUSTRY.

COMPLETION OF FEASIBILITY & DESIGN BY SCN AND
IF BILATERAL FINANCING IS AVAILABLE TO UNDER-
TAKE TURNKEY EXECUTION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -CONTINUE SUPPORT TO SNC IN THE RIO BOBOS HYDRO
PROJECT;
-CLOSE LIAISON WITH INDE AND ENEE TO IDENTIFY
FUTURE COMMERCIAL OPPORTUNITIES.

-RIO BOBOS DEVELOPMENT HAS BECOME PRIORITY FOR
GTMLAN GOVT & SNC/CPPE SUTY HAS BECOME PRINCIPAL
WORKING DOC. -SUCCEEDED IN COORDINATING PRESENTA
TION OF GENERATION EQPT PROPOSAL WORTH APPR \$4M.
FROM MARKHAM ELECTRIC TO INDE.

QUARTER: 2 ENSURE PREGUALIFICATION OF CDN COMPANIES IN THE
SMALL HYDRO DEVELOPMENT ACTIVITIES IN GTMALA.

LAVALIN, CIPOWER, ACRES AND SNC SUBMITTED PREGUA
LIFICATION DOC. FOR THE IADB FINANCED SMALL
HYDRO DEVELOPMENT STUDIES IN GTMLA. EMBASSY ADVI
SED COMPANIES AND MAINTAINED LIAISON WITH LOCAL
AGENTS.

QUARTER: 3 MONITORING OF SMALL CENTRAL PROGRAM BY GOV'T OF
GUATEMALA.

FOLLOWED-UP ON PREGUALIFICATION OF CDN CONSUL-
TANTS FOR GUATEMALA'S SMALL HYDRO CENTRAL PRO-
GRAM. ACRES, SNC, LAVALIN & CI POWER WERE ALL
SHORTLISTED.

QUARTER: 3 COORDINATE WITH ALBERTA GOV'T HIGH LEVEL VISIT
OF GOV'T OFFICIAL TO PROMOTE PETROLEUM SECTOR.

WITH ALBERTA TRADE DEVELOPMENT DEPARTMENT CO-
ORDINATED VISIT OF VICE-MIN. OF ENERGY & MINES
WHICH HAS UNCOVERED INTERESTING COMMERCIAL &
ASSISTANCE OPPORTUNITIES.

QUARTER: 4 INSURE PREGUALIFICATION OF CANADIAN CONSULTANTS
FOR GUATEMALA'S SMALL HYDRO DEVELOPMENT.

FULLY SUPPORTED EFFORTS BY SNC, ACRES & LAVALIN
TO PREGUALIFY FOR STUDIES FOR SMALL CENTRAL PRO-
GRAM PROMOTED BY THE GUATEMALAN ELECTRICAL AU-
THORITY. ALL 3 COS PREGUALIFIED AND SNC/ACRES
HAVE JOINED FORCES TO ADD STRENGTH TO THIS PROP.

POST : 646-GUATEMALA

001-AGRI & FOOD PRODUCTS & SERVICE
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ADVISE CANADIAN EXPORTERS AS SOON AS TENDERS ARE ANNOUNCED, AND GUIDE AND ASSIST THEM AS APPROPRIATE DURING THE BIDDING PROCESS.

INCREASE EXPORTS BY 20% OVER CURRENT YEAR.

DEVELOP CLOSER CONTACT WITH NEW OFFICIALS IN GOVERNMENT DEPARTMENTS AND AGENCIES, AND OTHER MAJOR ORGANIZATIONS SUCH AS COOPERATIVES AND ASSOCIATIONS.

INCREASE EXPORTS NEXT YEAR BY AT LEAST 10% OVER THIS YEAR.

ENCOURAGE AND ASSIST IN DEVELOPING TWO-WAY TRADE WITH GUATEMALA.

CLOSER TIES WITH GUATEMALAN BUSINESS AND INDUSTRY SHOULD ENABLE US TO BE MORE AWARE OF TRADE OPPORTUNITIES AND INCREASE EXPORTS BY 10% ANNUALLY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE CONTACTS WITH LOCAL LIVESTOCK BREEDERS TO IDENTIFY SALES POTENTIAL.

POST WAS PRINCIPAL COORDINATOR FOR RECENT SALE OF 20 HEAD OF SWINE TO LOCAL BREEDER. QUALITY OF STOCK HAS OPENED DOOR FOR FURTHER SALES.

QUARTER: 2 -----

QUARTER: 3 INITIATE EXPORT PROMOTION IN CATTLE & SWINE SECTORS.

LIAISED WITH DEP'T FOR INCOMING VISIT OF DAIRY CATTLE JUDGE FOR GUATEMALAN CATTLE FAIR. INVESTIGATED MARKET POTENTIAL.

QUARTER: 4 TO INITIATE PROMOTION ACTIVITIES IN THE SWINE SECTOR WITH A VIEW OF INCREASING SALES TO GUATEMALAN BREEDERS.

MET WITH BOARD OF DIRECTORS OF SWINE BREEDERS ASSOC TO PROMOTE SALES OF SWINE RESULTING IN FIRM QUOTATION FOR 25 TO 40 HEAD & POSSIBLE INCOMING BUYER SITUATION FOR ONE MEMBER TO TRAVEL TO CDA & INVESTIGATE CAPABILITIES FIRST HAND

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

POST : 646-GUATEMALA

009-FOREST PRODUCTS, EQUIP, SERVICES
HONDURAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAINTAIN CLOSE CONTACT WITH HONDURAN GOVERNMENT OFFICIALS REGARD-
ING CONTRACT OPPORTUNITIES FOR THE REHABILITATION OF A \$200MN.
FORESTRY COMPLEX.

CONSULTING/ENGINEERING CONTRACTS EQUIPMENT
AND LONG-TERM MANAGEMENT CONTRACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT TO CPPF CORFINO/HONDURAS FORESTRY STUDY.

POST WAS AND STILL IS MAJOR FACTOR IN ENSURING
PREQUALIFICATION OF CDN CONSULTANTS FOR THE
CORFINO PROJECT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 646-GUATEMALA

CONTINUED EFFORTS TO RESOLVE EDC/FEGUA DEBT SITUATION. COOR-
DINATED MEETING BETWEEN EDC/MINISTRY OF FINANCE/BANK OF GUA-
TEMALA IN MARCH. (2) CONCLUDED COORDINATION EFFORTS FOR TWO
GUATEMALAN GUESTS TO CANADIAN AUTOMOTIVE SHOW WHICH SHOULD
RESULT IN INCREASED SALES. (3) FULL SUPPORT TO DB PIPETECH
TECHNICAL TEAM IN THEIR LOCAL INFORMATION GATHERING VISITS
TO CONCLUDE CPPF-PETROLEUM STUDY. (4) LIAISED LOCAL COMPANY
WITH CANADIAN GENERAL ELECTRIC FOR LARGE TRANSFORMER TENDER.

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

POST : 653-HAVANA

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	HAVE TWO MAJOR CANADIAN COMMUNICATIONS FIRMS ORGANIZE TECHNICAL SEMINARS IN CUBA.	IMPROVE THEIR RELATIONSHIP WITH CLIENTS.
	HOST INFORMAL LUNCHEES WITH CUBAN EMPRESAS IN COMMUNICATIONS FIELD.	IMPROVE OUR RELATIONSHIP WITH CUBANS.
	GIVE SUBSCRIPTIONS OF SPECIALIZED CANADIAN MAGAZINES TO CUBAN OFFICIALS.	IMPROVE AWARENESS OF CANADIAN CAPABILITIES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	ENTREPRENDRE LES DEMARCHES NECESSAIRES POUR QUE MITEL ET SPILBURY ORGANISENT DES SEMINAIRES. ABONNER DIVERSES ORGANISATIONS CUBAINES A DES MAGAZINES DE TELECOMMUNICATIONS.	SPILSBURY NE PEUT RIEN FAIRE PARCE QUE LA SEE NE COUVRE PLUS CUBA. MITEL ORGANISERA VRAISEMBLABLEMENT UN SEMINAIRE EN OCTOBRE. MICROTEL, UN NOUVEAU VENU A CUBA A BIEN REUSSI SON ENTREE EN OBTENANT DES RENCONTRES DE HAUT NIVEAU.
QUARTER: 2	INITIATED PRELIMINARY WORK FOR MITEL SEMINAR IN HAVANA. MICROTEL, WITH POST ASSISTANCE, SUCCESSFULLY APPROACHED THE CUBAN MARKETPLACE.	MITEL SEMINAR IN CUBA SCHEDULED FOR 1ST QUARTER '88. MITEL ALSO OPENED A REPR. OFFICE IN HAV. TO PROVIDE LOCAL CUSTOMERS WITH TECHNICAL/AFTER SALES SERVICES. MINISTRY OF COMM. HAS AGREED TO PURCHASE 2 USED CENTRAL OFFICES FROM MICROTEL.
QUARTER: 3	SUPPORT MITEL FOR ESTABLISHING A PERMANENT REPRESENTATION IN CUBA. POST ASSISTANCE TO PARTICIPATION OF V INTERNATIONAL FAIR OF HAVANA. POST ASSISTANCE FOR DEVELOPING NEW MARKETS.	MITEL'S OFFICE ESTABLISHED IN HAVANA. SUCCESSFUL PART. AT HAVANA FAIR. GOLD METAL WAS AWARDED TO MITEL. MITEL ACHIEVED ADDITIONAL BUSINESS FOR CDN \$77,541. MICROTEL CURRENTLY NEGOTIATING CONTRACT FOR US \$100K.
QUARTER: 4	- MAINTAIN IMPORTANT SUPPORT TO COMPANIES ON CUBAN MARKET (MITEL AND MICROTEL). - SUPPORT CUBAN MISSION TO CANADA FOR TELEPHONE SYSTEMS.	- MITEL MAINTAINED A CONTRACT FLOW OF AVERAGE 3 TELEPHONE SYSTEMS MONTHLY. - CUBAN MISSION TO CANADA TO INSPECT AND DISCUSS PURCHASING OF 10,000 LINE TELEPHONE SYSTEMS.

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

POST : 653-HAVANA

010-MINE, METAL, MINERAL PROD & SRV
CUBA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	EMR-PROPOSED NICKEL INDUSTRY MISSION TO CUBA.	EXPANDED EXPOSURE TO CUBAN DECISION MAKERS IN MINING SECTORS.
	GIVE SUBSCRIPTIONS OF CANADIAN MINING MAGAZINES TO CUBAN OFFICIALS.	INCREASE CUBAN AWARENESS OF CANADIAN CAPABILITIES.
	ENCOURAGE CANADIAN SUPPLIERS TO ORGANIZE TECHNICAL SEMINARS IN CUBA.	EXPANDED EXPOSURE TO CUBAN DECISION MAKERS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	MISSION DE EMR A CUBA. ENCOURAGER LES FOURNISSEURS CANADIENS A ORGANISER DES SIMINAIRES.	LA MISSION DE EMR N'AURA PAS LIEU CETTE ANNEE. UNE MISSION LATINO-AMERICAINE COMPRENANT DES DELEGUES CUBAINS DOIT SERENDRE AU CANADA EN SEPT 87. DORR-OLIVER SIGNERA EN JUILLET 87 UN CONTRAT DE \$1.5 MILLION POUR VENTE D'EQUIPMENT MINIER
QUARTER: 2	ENCOURAGE CDN SUPPLIERS TO DEVELOP SEMINARS AND CLOSER RELATIONS WITH LOCAL BUYERS. SEND CUBAN DELEGATION TO MINTEC 87, NORTH BAY.	VARIOUS CDN CO. PLANNING ON HOLDING TECH. SEMINAR IN HAV. NEXT YEAR. LONGYEAR CDA ALREADY INVITED 2 CUBAN USERS TO VISIT THEIR FACILITIES. VARIOUS CONTRACT FOR MINING SECTOR WERE NEGOTIATED. CUBAN DEL. TO MINTEC 87 ESTABLISHED DIRECT CONTACTS
QUARTER: 3	COORDINATION & ORGANIZATION OF A CUBAN DELEGATION GOING TO CDA ATTENDING TORONTO HARDWARE SHOW.	A WHOLE GROUP OF 7 HIGH LEVEL PERSONS IS ALL PREPARED TO ATTEND THE TORONTO HARDWARE SHOW.
QUARTER: 4	HELP TO MAINTAIN MAXIMUM CONTACTS BETWEEN CANADIAN ENTERPRISES AND CUBAN MARKET.	- AN IMPORTANT FLOW OF QUOTATIONS AND INFORMATION REQUESTS WAS HELD WITH THE CANADIAN INDUSTRY.

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

POST : 653-HAVANA

007-POWER & ENERGY EQUIP. & SERV.
CUBA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	CONSUMIMPORT BUYING TRIP TO CANADA.	ESTABLISH CONTACTS AND MAKE SOME SALES (\$1 MILLION).
	HOST INFORMAL LUNCHES WITH CUBAN BUYERS.	IMPROVE OUR RELATIONSHIP WITH CUBAN BUYERS.
	GIVE SUBSCRIPTIONS OF SPECIALIZED CANADIAN MAGAZINES TO CUBAN OFFICIALS.	IMPROVE CUBAN KNOWLEDGE OF CANADIAN CAPABILITIES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	ORGANISER UN VOYAGE AU CDA EN FAVEUR DE L'ORGANISATION CUBAINE CONSUMIMPORT POUR L'ACHAT DE BIENS CANADIENS. TENIR DES DEJEUNER D'AFFAIRES AVEC CLIENTS CUBAINS.	ENERGOIMPORT EST ALLE AU CANADA DY 7 AU 21 JUIN ET A ACHETE PLUSIEURS BIENS CANADIENS. LES DEJEUNERS N'ONT PAS ETRE TENU DU A L'ABSENCE DE COUVERTURE PAR LA SEE ET AUX COUPURES DU BUDGET D'HOSPITALITE.
QUARTER: 2	ORGANIZED AWARDING CEREMONY OF PRIZE GIVEN BY CUBA TO FEDERAL PIONEER FOR ITS LONG STANDIG BUSINESS RELATIONS WITH CUBA.	ENERGOIMPORT TRAVELLED TO CDA AGAIN TO SIGN ADDITIONAL CONTRACT FOR \$200,000 CDN. LIGHTOLIER RECEIVED L/G FOR CD 116,250 TO COVER PART OF CONTRACT FOR CDN 400,000 SIGNED NOV'86.
QUARTER: 3	COORDINATION & ORGANIZATION OF A CUBAN HARDWARE/ELECTRICAL EQPT BUYERS' MISSION TO CDA. POST SUPPORTED DIFFERENT CDN COS IN THEIR PROMOTIONAL ACTIVITIES IN THIS SECTOR.	A WHOLE GROUP OF 5 HIGH LEVEL PERSONS IS ALL PREPARED TO ATTEND THE T.O. HARDWARE SHOW & VISIT WITH ELECTRICAL EQPT MANUFACTURERS. BBA PROULX SIGNED A CONTRACT OF 300K FOR LIGHTING SYSTEM WITH CONSUMIMPORT.
QUARTER: 4	ELECTRICAL BUYERS MISSION TO CANADA ATTENDED TORONTO HARDWARE SHOW AND VISITED CANADIAN COMPANIES.	- 1 CONTRACT OF 170K WAS SIGNED AT THS. - 20 DIFFERENT COMPANIES WERE VISITED BY THE 5 KEY CUBAN GROUP; 10 OF THESE COMPANIES ARE TO SIGN A CONTRACT ON NEAR FUTURE. - IMPORTANT CONTACTS WERE DEV. REGARDING 1991 PANAM GAMES RE ELEC EQ.

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

POST : 653-HAVANA

015-CONSTRUCTION INDUSTRY
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:
GIVE SUBSCRIPTIONS OF CANADIAN INDUSTRY DIRECTORIES AND
SPECIALIZED MAGAZINES.
PRIORITY SECTOR FOR HOSPITALITY FUNCTIONS.

ANTICIPATED RESULTS:
IMPROVE AWARENESS OF CANADIAN CAPABILITIES.
IMPROVE EMBASSY RELATIONSHIP WITH CUBAN
DECISION-MAKERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:
QUARTER: 1 DONNER DES ABONNEMENT A DIVERS ANNUAIRES ET REVUES CANADIENNES. DEJEUNER D'AFFAIRES.
QUARTER: 2 ASSIST INTERIMCO AND SSSI INT'L IN THEIR PURSUE OF NEW JOSE MARTI AIRPORT INT'L TERMINAL BLDG. CONTINUE FOLLOW UP WITH LOCAL BUYERS E NEW HOSPITAL, CIMEX WAREHOUSE & NEW DIPLOMATIC BLDG. PROJECTS.
QUARTER: 3 POST STILL ASSISTED MANY CDN COS (SSSI, INTELCO, WHELAN, LAVALIN, JANIN, MONENCO) IN THEIR EFFORTS TO OBTAIN ADDITIONAL BUSINESS IN CUBA, THROUGH VARIOUS STEPS OF MANY PROJECTS.
QUARTER: 4 - POST STILL ASSISTED DIFFERENT COMPANIES THROUGH VARIOUS STEPS IN MANY PROJECTS. - COORDINATION OF CUBAN DELEGATION TO CANADA MEETING WITH DIFFERENT COMPANIES FOR SPORT CONSTRUCTION FOR 1991 PAN AM GAMES.

QUARTERLY RESULTS REPORTED:
ACTIVITES PLANIFIES NON REALISEES DU A LA NON-COVERTURE DE CUBA PAR LA SEE ET COUPURES DE BUDGET A L'AMBASSADE. PAR CONTRE UNE MISSION DE DR-IEOTT/ISEI ET VISITES REPETES DE SOCIETES CDNS DE CE SECTEUR ONT AMILIORE LES CONTACTS DEJA ET-
CONTRACT FOR JOSE MARTI AIRPORT PROJECT WAS AWARDED TO SSSI INT'L (CDN\$5.6M); GOOD PROSPECTS EXIST FOR CDN COMPANIES TO RECEIVE CONTRACTS FOR OTHER OUTSTANDING PROJECTS.
SSSI IS EXECUTING NEW AIRPORT TERMINAL BUILDING, HAS ALMOST FINISHED NEGOTIATIONS FOR NEW DIPLO-MARKET; STILL DISCUSS CONSTRUCTION PROJECTS OF CIMEX WAREHOUSE & SANTIAGO DE CUBA TEXTILE PLANT ROOF. CECE WENT IN MTL TO STUDY THE PLANS WITH
- SSSI IS TERMINATING NEW AIRPORT TERMINAL; FINALIZED NEGOTIATIONS FOR SUPERMARKET AND TEXTILE PLANT ROOF. - MAINTAINED STRONG CONTACTS ABOUT 40 STOREY BUILDING WITH CECE. - SUPPORTED AND ASSISTED A MULTI-CO. MISSION TO CUBA FOR /

REPORT 4A
88/07/27

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

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

POST : 653-HAVANA

SERVICE INDUSTRY: POST COORDINATED IN FEBRUARY A SPORT
EQUIPMENT AND FACILITIES BUYERS MISSION TO CANADA WHERE
MANY SUPPLIERS WERE VISITED. AT 3 YEARS OF 1991 PAN AM
GAMES, THESE CONTACTS ESTABLISHED IN CANADA LOOK PROMISING.
A LARGE FLOW OF COMMUNICATIONS IS ONGOING AND DEVELOPING
MORE AND MORE.

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

POST : 657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SURVEY OF BAHAMIAN MARKET FOR FOOD PRODUCTS TO BE CIRCULATED 1/87

REPORT TO BE CIRCULATED TO CANADIAN PRODUCERS
IN AN EFFORT TO HAVE THEM EVALUATE MARKET.

OF CANADIAN FIRMS IDENTIFIED AS HAVING GOOD PROSPECTS IN MARKET
BY FOLLOW-UP TO MARKET SURVEY NOTED ABOVE MINIMUM FIVE EXHIBIT AT
SOLO SHOW TO BE HELD IN NASSAU 10/87.

MINIMUM THREE AGENCIES, FIRST YEAR SALES OF
\$500,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 EXPORTERS TO PARTICIPATE IN CDN SOLO SHOW.

FIVE NEW AGENCIES, INITIAL ON SITE SALES OF
\$225,000.

REPORT 4
88/07/27

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

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POST : 657-KINGSTON

013-CONSUMER PRODUCTS
BAHAMAS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINIMUM FIVE FIRMS IN THIS SECTOR TO PARTICIPATE IN SOLO SHOW
TO BE HELD 10/87.

MINIMUM THREE NEW AGENCIES, FIRST YEAR SALES
\$250,000.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 EXPORTERS TO PARTICIPATE IN SOLO SHOWS.

ELEVEN COMPANIES PARTICIPATED, FIVE NEW
AGENCIES IN NEGOTIATION. ON SITE SALES OF
\$60,000.

REPORT 4
88/07/27

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

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POST : 657-KINGSTON

015-CONSTRUCTION INDUSTRY
BAHAMAS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TWO INCOMING BUYERS FROM THE HOTEL CORPORATION OF THE BAHAMAS TO
VISIT CANADA 5/87.

CANADIAN PROCUREMENT OF \$ MILLION FOR THE
HOTEL CORPORATIONS PROJECTS BEING CONSTRUCTED
OVER NEXT 4 YEARS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET SURVEY WITH PARTICULAR EMPHASIS ON HOSPITALITY INDUSTRY
TO BE CIRCULATED 11/86.

INITIAL CONTACTS BETWEEN AT LEAST THREE
CANADIAN SUPPLIERS AND LOCAL AGENTS/
DISTRIBUTORS.

DIRECT CONTACT WITH CANADIAN FIRMS TO ENCOURAGE THEM TO VISIT
IMPORTERS IDENTIFIED BY HISH COMMISSION.

THREE NEW AGENCY AGREEMENTS, FIRST YEAR SALES
OF \$1.0 MILLION.

AT LEAST 5 EXPORTERS TO PARTICIPATE IN 5/87 SOLO SHOW IN
KINGSTON.

MINIMUM THREE NEW AGENCY AGREEMENT, FIRST
YEAR SALES OF \$500,000.

THREE INCOMING BUYERS TO BE SELECTED TO VISIT CANADA.

MINIMUM 3 NEW AGENCY AGREEMENTS WITH FIRST
YEAR SALES OF \$500,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DIRECT CONTACT WITH CDN FIRMS TO ENCOURAGE THEM
TO VISIT MARKET.

ARRANGED FOR LABATT INTERNATIONAL TO ACT AS SPO-
NSOR FOR AIR CANADA'S 50TH ANNIVERSARY CELEBRAT-
IONS LOCALLY. AS RESULT LABATT HAS RECEIVED INI-
TIAL ORDER FROM NEW AGENT FOR SEVERAL BEVERAGE
PRODUCTS.

QUARTER: 2 PROVIDE CANADIAN FIRMS/OTTAWA WITH UP-TO-DATE
INFO ON FOOD MARKET.

CIRCULATED PAPERS ON BAHAMIAN FOOD MARKET AND
JAMAICAN PULSE MARKET

QUARTER: 3 DIRECT CONTACT WITH CDN FOOD SUPPLIERS TO EN-
COURAGE THEM TO VISIT MARKET.

AS A RESULT OF MAJOR FOOD SURVEY CIRCULATED
EARLIER IN YR. & ONGOING DISCUSSIONS, ONT.
GOV'T SPONSORED FOOD PRODUCTS MISSION TO
JAMAICA. TWO NEW AGENCIES TO DATE.

QUARTER: 3 THREE INCOMING BUYERS TO VISIT CANADA

DUE TO SUCCESS OF ONTARIO MISSION & SOLO SHOW
TO BE HELD IN FEB. FEATURING SEVERAL FOOD COM-
PANIES, IT WAS DECIDED THIS INITIATIVE WOULD NOT
BE PRODUCTIVE AT THIS TIME.

QUARTER: 4 EXPORTERS TO PARTICIPATE IN CDN SOLO SHOW.

FIVE NEW AGENCIES, INITIAL ON SITE SALES OF
\$225,000.

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

POST : 657-KINGSTON

007-POWER & ENERGY EQUIP. & SERV.
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

WILL ASSIST CEDSI LTD IN THEIR EFFORTS TO OBTAIN CONTRACT FOR FINAL FEASIBILITY STUDY ON BACK RIO GRANDE, MEETING WITH VARIOUS GOVERNMENT PLAYERS INCLUDING JPS PIOJ AND PCJ TO PUSH CONCEPT OF A FOLLOW ON AWARD FROM THE PREFEASIBILITY STUDY.

WILL CONTINUE TO MEET WITH JPS TO OBTAIN UP-TO-DATE INFO ON POWER IV PROJECT AS IT DEVELOPS AND WILL CONTACT INTERESTED CANADIAN FIRMS WITH TOPICAL INFO.

ANTICIPATED RESULTS:

AWARD TO CEDSI OF \$2.0 MILLION FEASIBILITY STUDY.

AWARD TO A CANADIAN FIRM OF THE INITIAL FEASIBILITY STUDY FOR THIS PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ASSIST CEDSI IN BID FOR BACK RIO GRANDE PROJECT CONSULTING WORK.

QUARTER: 1 ATTRACT CDN FIRMS TO BID ON WORKS RELATED TO POWER IV PROJECT.

QUARTER: 2 ATTRACT CANADIAN FIRMS TO BID ON WORKS ASSOCIATED WITH POWER IV PROJECT.

QUARTER: 3 SUPPORT FOR CEDSI BID FOR CONSULTING SERVICES ASSOCIATED WITH BACK RIO GRANDE PROJECT.

QUARTER: 3 DISCUSSIONS WITH JPS REGARDING CDN PROCUREMENT FOR POWER IV PROJECT.

QUARTER: 4 ASSIST CDN JOINT VENTURE (CI POWER/ONTARIO HYDR) IN BID FOR CONSULTING WORK ASSOCIATED WITH POWER IV PROJECT.

QUARTERLY RESULTS REPORTED:

ORIGINAL SHORTLIST FORWARDED TO IDB INCLUDED CEDSI. THIS WAS RETURNED TO JAMAICAN AUTHORITIES FOR REDRAFTING. FINAL LIST EXPECTED JULY 8.

TWO CDN COMPANIES, ONTARIO HYDRO AND ONTARIO INTERNATIONAL CORP. WILL VISIT KINGSTON IN JULY TO FOLLOW UP OPPORTUNITIES.

ACCOMPANIED ONTARIO HYDRO, ONT. INT'L CORP. ON VISITS TO UTILITY (JPS). COMPANY IS MOST ANXIOUS FOR ONTARIO HYDRO TO BE INVOLVED IN TRAINING/ INSTITUTIONAL ASPECT.

CEDSI SHORTLISTED DURING QUARTER. FINAL PRESENTATION OF PROPOSALS DUE IN NEXT QUARTER.

TWELVE CDN FIRMS HAVE NOW HAD PRELIMINARY CONTACT WITH JPS RE THIS PROJECT. FIRST TENDERS EXPECTED LATE IN NEXT QUARTER.

JOINT VENTURE SHORTLISTED FOR PROJECT.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 657-KINGSTON

013-CONSUMER PRODUCTS
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST IS PREPARING REPORT ON JAMAICAN DEMAND FOR TEXTILES, THREAD AND OTHER COMPONENTS FOR CLOTHING WITH SPECIAL EMPHASIS ON FREE ZONE DEMAND. TO BE CIRCULATED 1/87.

INTRODUCTION OF FOUR NEW CANADIAN EXPORTERS TO MARKET.

TWO INCOMING BUYERS FROM THE GARMENT INDUSTRY TO BE IDENTIFIED AND SENT TO VISIT CANADIAN TEXTILE AND ACCESSORY MANUFACTURERS IN THE FALL OF 1987.

FIRST YEAR SALES OF \$250,000.

THREE CANADIAN GIFTWARE AND HIGH FASHION CLOTHING MANUFACTURERS TO BE SELECTED TO PARTICIPATE IN SOLO SHOW PLANNED FOR 5/87.

TWO NEW AGENCIES AND FIRST YEAR SALES OF \$100,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAJOR SURVEY ON JAMAICAN MARKET FOR TEXTILE PRODUCTS AND ACCESSORIES.

SURVEY CIRCULATED JUNE 1987. BASED ON FEEDBACK FROM CDN INDUSTRY WILL RECOMMEND TWO INCOMING BUYERS VISIT CANADA IN FALL OF 1987.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 EXPORTERS TO PARTICIPATE IN SOLO SHOWS.

ELEVEN COMPANIES PARTICIPATED, FIVE NEW AGENCIES IN NEGOTIATION, ON SITE SALES OF \$60,000.

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

POST : 657-KINGSTON

009-FOREST PRODUCTS, EQUIP, SERVICES
JAMAICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SURVEY OF PACKAGING REQUIREMENTS WITH EMPHASIS ON GARMENT AND
FOOD/HORTICULTURAL EXPORTERS, TO BE COMPLETED BY 6/87 AND
CIRCULATED TO CANADIAN FIRMS.

INCREASE AWARENESS OF CANADIAN EXPORTERS IN
OPPORTUNITIES PROVIDED BY MARKET

DIRECT CONTACT TO BE ESTABLISHED WITH CANADIAN FIRMS WITH
POTENTIAL TO SUPPLY MARKET.

VISIT TO MARKET BY 2 FIRMS. FIRST YEAR SALES
\$500,000.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 DIRECT CONTACT WITH EXPORTERS TO ENCOURAGE THEM
TO VISIT MARKET

ARRANGED FOR VISIT OF SEACROS PACIFIC TIMBER.
POTENTIAL SALES PENDING.

QUARTER: 3 -----

QUARTER: 4 MAJOR SURVEYS OF LUMBER AND PACKAGING MARKETS
TO BE COMPLETED.

BOTH SURVEYS CIRCULATED MARCH 1988 TO GOVERN-
MENT AND PRIVATE SECTOR CONTACTS. FOLLOW UP
CONTACT IN NEW FISCAL YEAR.

POST 639-LIMA

010-MINE, METAL, MINERAL PROD & SRV
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN.

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CIDA LINE OF CREDIT

RELOCATION OF CENTROMIN OFFSHORE PURCHASING OFFICE FROM NEW YORK TO TORONTO WHICH ANNUALLY PURCHASES CDN \$60 MILLION OF GOODS.

SECTORIAL REPORTS ON COPPER, COBALT AND TIN AND ASSIST LEAD-ZINC STUDY GROUP VISIT TO PERU.

OBTAIN CIDA CREDIT FACILITY TO EXPAND/DIVERSIFY A)PURCHASER AND B) CDN SUPPLIERS INTREST AND MARKET KNOWLEDGE.

INDICATIONS ARE NOW NEGATIVE DUE TO LACK OF CANADIAN SUPPORT (FINANCIAL) FOR PROPOSAL ALTHOUGH GOVT OF ONTARIO HAS SHOWN SOME INTEREST.

INCREASE KNOWLEDGE OF PERU MINERAL DEVELOPMENTS BY EMR AND MINERAL STUDY GROUP.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECRUITED FOR INCOMING MINING MISSION. PRODUCED NEW REPORTS ON MINING & OIL SECTORS. MEETINGS WITH CIDA, PERU PLANNING & MAJOR MINING COMPANIES TO GET MINING SECTOR ESTABLISHED FOR LINE OF CREDIT.

75% COMPLETED FOR SEPTEMBER MISSION. COMPLETED OIL SECTOR REPORT, 80% MINING REPORT. SUCCESSFUL MEETINGS AS PRELIMINARY TO CIDA PLANNING MISSION IN SEPTEMBER.

QUARTER: 2 A)SENDING MINING MISSION TO CANADA (MINTEC).
B)PRODUCE REPORT ON MINING.
C)MEETINGS WITH CIDA, PERU PLANNING AND MINING COMPANIES TO GET MINING SECTION ESTABLISHED FOR LINE OF CREDIT.

A)SUCCESSFUL MISSION COMPLETED IN SEPTEMBER.
B)COMPLETED MINING SECTOR REPORT.
C)CIDA PLANNING MISSION SCHEDULED FOR OCTOBER 87

QUARTER: 3 -VISIT OF CIDA MINING MISSION IN OCT 87.

-MISSION SUCCESSFULLY COMPLETED CREATING NEW EXPECTATIONS IN THE PRIVATE AND GOVERNMENT SECTORS

QUARTER: 4 COORDINATED AND ASSISTED WITH VISIT OF MR. HARRY ALLEN, OFFICER IN CHARGE ON MINING EQPT. STUDY FOR CIDA LINE OF CREDIT.

MEETINGS WITH KEY CONTACTS IN MINING SECTOR HELPED TO BETTER UNDERSTAND NEEDS FOR CANADIAN MINING EQPT.

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

POST : 639-LIMA

001-AGRI & FOOD PRODUCTS & SERVICE
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONTARIO POULTRY SEMINAR

INCREASE FAMILIARITY WITH CANADIAN POULTRY.

PRESENTATION TO MAJOR IMPORTERS HIGHLIGHTING CANADIAN PRODUCTS.

STIMULATE ADDITIONAL IMPORTS OF GREEN PEAS AND LENTILS.

IMPROVE MARKET POTENTIAL FOR CANADIAN PURE BREED CATTLE BY SETTING UP INFORMATION SESSIONS BETWEEN CANADA FARMERS AND CATTLE BREEDERS.

ESTABLISH CANADA AS RELIABLE SUPPLIER OF PUREBRED CATTLE, SEMEN AND EMBRYOS.

CONDUCT MARKET SURVEY FOR AGRICULTURE EQUIPMENT TO IDENTIFY POTENTIAL MARKET FOR CANADIAN PRODUCTS.

SEND REPORT TO CANADIAN MANUFACTURERS TO STIMULATE THEIR INTEREST IN THIS GROWING MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTED PUREBRED CATTLE SALES TO NATIONAL HOLSTEIN ASSN & INDIVIDUAL BUYERS & PROMOTED USE OF CDN CATTLE JUDGES. FOLLOW-UP ON CDN DAIRY BOARD MISSION IN EFFORT TO OBTAIN MULTIYEAR CONTRACT AND SALES.

SOLD OVER 2000 HEADS IN FIRST HALF OF 1987 VALUED AT APPROXIMATELY \$1 MILLION, SALES OF OVER \$4 MILLION ACHIEVED & PERUVIAN IMPORTING AUTHORITY READY TO SIGN UNPRECEDENTED MULTI YEAR CONTRACT.

QUARTER: 2 A) ATTEND FIA 87. COORDINATE VISIT OF K. MCFARLANE FM PRODUCTS DIV, FISH AND FOOD PRODS, EA. B) CONTINUE PROMOTING DAIRY PRODUCT SALES ON BEHALF OF CANADIAN DAIRY COMMISSION.

A) DISCUSSED CATTLE MKT WITH PROMINENT CATTLE BREEDERS OF AREQUIPA, CUZCO & TACNA RGNS. SALES OF \$500,000 APPROX OF DAIRY CATTLE. B) THEY HAVE NOW REC'D ORDERS FOR 14,000 MT OF MILK POWDER FOR 87 YR WTH FURTHER SALES LTD BY REDUCED OFFERING

QUARTER: 3 -COORDINATED VISIT OF CDN HOLSTEIN JUDGES FOR FAIRS IN LIMA AND AREQUIPA. -CONTINUED PROMOTING LIVESTOCK SALES.

-VISIT OF JUDGES HELPED TO ESTABLISH CDA AS MAIN SUPPLIER OF DAIRY CATTLE. -PLANNING ONTARIO LIVESTOCK MISSION FOR JAN 88.

QUARTER: 4 COORDINATED VISIT OF ONTARIO LIVESTOCK MISSION IN PERU AND CO ACCOMPANIED MISSION TO BOLIVIA. B) CONTINUED SUPPORTING CANADIAN DAIRY COMMISSION'S AGENT SALES EFFORTS.

A) POTENTIAL SALE OF 1000 COWS TO PERU AND 200 COWS TO BOLIVIA. B) SALE OF \$20,000 OF DAIRY PRODUCTS: WHOLE AND SKIM MILK POWDER.

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

POST : 639-LIMA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETE REPORT ON RECENT SECURITY PRODUCTS MISSION TO CANADA AND
INITIATE FOLLOW UP TO FURTHER PROMOTE CANADIAN PRODUCTS.

SALES OF 0.5 MILLION STRONG POSSIBILITY.

PROMOTE DEMONSTRATION UNITS OF SECURITY RELATED EQUIPMENT TO BE
TESTED BY PERUVIAN ARMED FORCES IN TERRITORY, BOTH INDIVIDUAL AND
TRADE FAIR.

ENHANCE MARKETING POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED PROMOTING SECURITY EQUIPMENT AS FOLLOW
UP TO MISSION OF LATE 1986. WORKING EXTENSIVELY
ON MAJOR AIRPORT SECURITY UP DATE VIA CPPF IN E-
FFORTS TO SOLE SOURCE CDN PRODUCTS. ASSISTING
CDN CO IN PROPOSED J.V. TO MFR BULLET PROFF VEST

INITIAL SALES OF \$40,000 IN BULLET PROOF VESTS &
BOMB BLANKETS. CPPF STUDY APPROVED & ADDITIONAL
AIRPORT AUTHORITIES VISIT PLANNED FOR AUGUST. PE-
RUVIAN MILITARY AUTHORITIES EVALUATING PROPOSAL.

QUARTER: 2 A)CONTINUE PROMOTING SECURITY EQPT AS FOLLOW UP
TO MISSION OF LATE 86. B)WORKING EXTENSIVELY ON
MAJOR AIRPORT SECURITY UPDATE VIA CPPF IN EF-
FORTS TO SOLE SOURCE CDN PRODS. C)ASSISTING CDN
CO IN PROPOSED J.V. TO MFTRE BULLET PROOF VESTS.

A)SALES OF OVER \$100,000 MADE. B)CPPF STUDY
UNDERWAY AND CDN SALES POSSIBILITIES BEING
IDENTIFIED. C)JV LETTER OF INTENT SIGNED AND NOW
WITH LEGAL REPS. EXPECT PRODUCTION TO START
WITHIN 2 MONTHS.

QUARTER: 3 -CONTINUED PROMOTING SECURITY EQPT AS FOLLOW UP
TO MISSION OF LATE 87. -WORKED EXTENSIVELY ON
MAJOR AIRPORT SECURITY PROJECT IN EFFORT TO SOLE
SOURCE CDN PRODS. -ASSISTED CDN CO IN ESTABLISH-
ING J.V. TO MANUFACTURE BULLET PROOF VESTS.

-IMPORTANT PROGRESS ACHIEVED WITH ID CARDS TEN-
DER WITH MINISTRY OF INTERIOR. -STUDY DEVELOPING
& RESULTS WILL BE KNOWN BY MAR 88. -CONTRACT
ALREADY SIGNED WITH PERUVIAN NAVY IN DEC 87.

QUARTER: 4 A) PROVIDED ASSISTANCE DURING VISIT OF CCC AND
CSP OFFICIALS RE AIRPORT SECURITY PROJECT.
B) ASSISTED CANADIAN COMPANY IN ESTABLISHING
JOINT-VENTURE TO MANUFACTURE BOMB DEACTIVATING
SUITS.

A) CONTRACT WILL BE SIGNED SECOND HALF OF MAY.
B) FIRST SAMPLE OF SUIT HAS ALREADY BEEN MANU-
FACTURED AT SIMA PLANT. CONTRACT WAS SIGNED
MARCH 1988.

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

POST : 639-LIMA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

ASSESSING RESULTS OF INVITEES TO EXPO 86 PAID FROM CIDA FUNDS.

RECORD ADDITIONAL AGENCIES ESTABLISHED AND SOME SALES.

TO CONDUCT A MARKET SURVEY IDENTIFYING POTENTIAL FOR CANADIAN TELECOM AND SATELLITE PRODUCTS.

TO PRODUCE A REPORT IN FY 87/88. SEND TO ACTIVE CANADIAN EXPORTERS.

WORK WITH CIDA AND PERUVIAN PLANNING INSTITUTE TO HAVE TELECOMMUNICATIONS AN AREA OF CONCENTRATION FOR CANADIAN TECHNICAL ASSISTANCE

DEVELOP INCREASED EXPORTS VIA CIDA FUNDING IN EFFORT TO ESTABLISH PRODUCT LOYALTY AND ADDITIONAL SALES.

DEVELOP EVEN CLOSER COORDINATION WITH PERUVIAN DIRECTORATE IN CHARGE OF INTERAMERICAN TELECOMMUNICATIONS CONFERENCE IN LIMA, AUGUST 1987.

MORE SPEAKERS FROM CANADA AND RAISE AWARENESS OF CANADIAN EXPERTISE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED WORK TO HAVE TELECOMMUNICATION SECTOR PRIORITY WITH CIDA & PERUVIAN PLANNING INSTITUTE TO USE WITH CIDA LINE OF CREDIT. WORKED WITH NORTHERN TELECOM IN PREPARING MAJOR PROMOTIONAL PRESENTATION TO PVAN TELECOMM: ENTEL & CPT.

SECTOR NOW RECOGNIZED AND AWAITING CIDA PLANNING MISSION. PROCEEDING.

QUARTER: 2 A) CONTINUE WORK TO HAVE TELECOMS SECTOR PRIORITY WITH CIDA & PERUVIAN PLANNING INSTITUTE TO USE WITH CIDA LINE OF CREDIT. B) WORK WITH NORTHERN TELECOM IN PREPARING MAJOR PROMOTIONAL PRESENTATION TO PERUVIAN TELECOM ENTITIES; ENTEL & CPT FOR JULY 87.

A) PLANNING MISSION SCHEDULED FOR NOVEMBER 87. B) PROPOSAL AND BID BEING EVALUATED FOR OVER \$20 MILLION.

QUARTER: 3 -CONTINUED WORK TO HAVE TELECOM SECTOR AS PRIORITY WITH CIDA AND INP TO USE CIDA LINE/CREDIT. -CONTINUED SUPPORTING TELECOM CO'S PROMOTION EFFORTS IN PERU.

-SUCCESSFUL CIDA TELECOM MISSION COMPLETED IN NOV 87. -PARTICIPATION OF NORTHERN TELECOM IN MAJOR TELECOM TENDER (PROPOSALS UNDER EVALUATION).

QUARTER: 4 A) CONTINUED TO WORK TO HAVE TELECOM SECTOR AS PRIORITY WITH CIDA AND INP TO USE CIDA LINE OF CREDIT. B) SUPPORTED SR TELECOM AGENTS IN MARKETING EFFORTS. C) VISIT TO BOLIVIA OF CO TO PROMOTE SALE OF TELECOMMUNICATIONS EQUIPMENT. /

A) EMBASSY CONTINUES WORKING CLOSELY WITH CIDA AND INP. B) POTENTIAL SALES OF CDN \$5 M IN EGPT. TO CPT. C) IMPORTANT PROGRESS ACHIEVED IN FAMILIARIZING TOP EXECUTIVES IN ENTEL BOLIVIA WITH CDN TECHNOLOGY. D) REPORT SUCCESSFULLY COMPLETED.

POST : 639-LIMA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTION OF CANADIAN INTERESTS IN PURSUIT OF URBAN TRAIN SYSTEM PROJECT.

CONSULTANCY PLUS EQUIPMENT, VALUED BETWEEN 20-30 MILLION, AND SALE ON USED EQUIPMENT.

PROMOTIONAL MAILING CAMPAIGN (INCLUDING: AUTOMOTIVE SPARE PARTS, ACCESSORIES AND TIRES).

INCREASE AWARENESS OF CANADIAN CAPABILITY OF KEY IMPORTERS.

TECHNICAL INSPECTION TEAM TO CANADA TO EVALUATE TORONTO TRANSIT COMMISSION USED CARS AND COOPERATIVE REFURBISHING PLAN.

MAJOR CONTRACT FOR CANADA.

SUPPORT OF SPARE PARTS MANUFACTURERS AND OEM SUPPLIERS IN UPCOMING TENDERS FOR LOCOMOTIVES AND SPARE PARTS.

CANADA COULD WIN IMPORTANT 8 LOCOMOTIVES TENDER AND OBTAIN SIGNIFICANT SPARE PARTS SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED LOBBYING & SUPPORT OF LIMA TRANSPORTATION SYSTEM & CDN CARS FROM TORONTO TRANSIT COMMISSION & DELCANDA CONSULTING SERVICES. FOLLOW UP EXTENSIVELY ON SHIPPING AGREEMENT LETTER OF INTENT.

CANADA'S PROSPECTS STILL HIGH DESPITE CONCERNED ATTACKS BY OTHER POTENTIAL SUPPLIERS. CDN CARS BASE FOR FURTHER PLANNING ALTHOUGH SALE NOT YET CONFIRMED. HAD SHIPPING CONTRACT SIGNED AND RATIFIED.

QUARTER: 2 A) CONTINUE LOBBYING AND SUPPORT FOR LIMA TRANSPORTATION SYSTEM AND CDN CARS FROM TORONTO TRANSIT COMMISSION AND DELCANDA CONSULTING SERVICES.

A) PROJECT PROGRESSING SLOWLY DUE TO LIMITED FUNDING AND INCREASINGLY COMING UNDER MEDIA CRITICISM.

QUARTER: 3 -CONTINUED LOBBYING AND SUPPORT OF CDN CO'S INVOLVED IN LIMA TRANSPORTATION SYSTEMS.
-EMBASSY ACTIVELY PARTICIPATED IN NEGOTIATIONS WITH PERUVIAN GOVT REGARDING NEWSPRINT SHIPPING AGREEMENT

-PROJECTS PROGRESSING SLOWLY DUE TO LIMITED FUNDING.
-EMBASSY HAS HELD MEETINGS WITH MINISTRY OF TRANSPORTS AND COMMUNICATIONS OFFICIALS.

QUARTER: 4 A) COORDINATED VISIT OF LAVALIN OFFICIALS FOR CALLAO VITARTE MASS TRANSPORT SYSTEM. B) EMBASSY ACTIVELY PARTICIPATED IN NEGOTIATIONS WITH PERUVIAN GOVT REGARDING NEWSPRINT SHIPPING AGREEMENT

A) CONVERSATIONS WITH PERUVIAN MUNICIPAL AUTHORITY HAVE BEEN HELD. B) EMBASSY HAS HELD MEETINGS WITH MINISTRY OF TRANSPORTS AND COMMUNICATIONS OFFICIALS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 639-LIMA

003-GRAINS AND OILSEEDS
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SENIOR MILLERS TO ATTEND CANADIAN INTERNATIONAL GRAINS INSTITUTE
COURSE IN WINNIPEG.

INCREASE FAMILIARITY WITH CANADIAN GRAINS.

IN CONJUNCTION WITH AN IMMINENT SHIPMENT OF CANOLA OIL VIA CIDA
FOOD AID TO PROMOTE INFORMATION ON USES AND ADVANTAGES OF OIL IN
ORDER TO INCREASE FURTHER PURCHASES.

OBTAIN LARGER SHARE OF PERUVIAN VEGETABLE OIL
MARKET FOR CANADA.

TO CONDUCT MARKET SURVEY IDENTIFYING POTENTIAL FOR CANADA.

SEND REPORT TO CANADIAN EXPORTERS OF CANOLA
TO STIMULATE THEIR INTEREST IN THE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) FOLLOWED UP ON CDN WHEAT BOARD VISIT WHERE
LETTER OF INTENT SIGNED. B) PROMOTING CANOLA OIL
BY HAVING THIS OIL INCLUDED BY DEPT OF AGRIC AS
PERMISSIBLE IMPORT & ENSURING CONTINUED CIDA IN-
CLUSION IN FOOD AID PROGRAM.

A) SALES OF OVER 180,000 MT VALUED AT WELL OVER
\$20 MILLION MADE IN FIRST YEAR OF 1987 CALENDAR
YEAR. B) CANOLA OIL & WHEAT ARE TO BE INCLUDED IN
ANY UPCOMING FOOD AID PROGRAM.

QUARTER: 2 A) GATHER INFORMATION ON WHEAT, FERTILIZERS AND
COARSE GRAINS MARKET.

A) REPORT ON WHEAT AND COARSE GRAINS SENT JULY
31 ENCI PURCHASED 45,000 TONS OF WHEAT WEEK
SEPT. 14.

QUARTER: 3 -CONTINUED MAINTAINING EXCELLENT BUSINESS RELA-
TIONS WITH ENCI & PRIVATE MILLERS. -GATHERED IN-
FORMATION ON OILSEEDS MARKET. -ADDRESSED PERU
AUTHORITIES TO HAVE CANOLA INCLUDED IN ENCI'S
FOOD IMPORT PROGRAM.

--CDA SOLD IN 87 A RECORD HIGH OF 325,000 MT OF
WHEAT. -REPORT SUCCESSFULLY COMPLETED DEC 87.
--CANOLA WAS INCLUDED IN ENCI'S FOOD IMPORT
PROGRAM.

QUARTER: 4 A) COORDINATED AND ASSISTED CWB MISSION TO LIMA.
B) PREPARES SCHEDULE OF APPTS FOR CANOLA MISSION.
C) WHEAT REVIEW.

A) HELPED TO DEFINITELY REESTABLISH CANADA AS A
DEPENDABLE SUPPLIER OF WHEAT. B) GOOD WILL AMONG
ENCI AND PVAN CRUSHERS CREATED. C) REPORT
SUCCESSFULLY COMPLETED.

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

POST : 639-LIMA

VISIT TO III AMERICAN SECURITY EXHIBITION.
DELEGATION FROM LAVALIN INTL TO MEET MUNICIPAL AUTHORITIES
RE: CALLAO/VITARTE MASS TRANSP. PROJ. 3) ONE-WEEK VISIT OF
CANADIAN COMMERCIAL CORP. TO MEET WITH MOST IMPORTANT PORT
ENTITIES. 4) ACCOMPANIED CDN WHEAT BOARD OFFICIALS TO
MEETINGS. 5) VISIT OF PRESIDENT AND VICE-PRESIDENT OF SHA-
WINIGAN TO DISCUSS CARHUAGUERO PROJ. 6) TRIP TO SANTA CRUZ
TO ACCOMPANY OMAF LIVESTOCK MISSION. 7) TRIP TO LA PAZ TO
SPEED-UP SIGNATURE OF FOREIGN INVESTMENT INSURANCE AGREEMENT
8) TRIP TO LA PAZ TO EXTEND INVITATIONS TO 2 BOLIVIAN
MINISTERS TO TRAVEL TO CANADA. 9) REPORT ON "CANADIAN
INVESTMENT IN PERU" FOR LST. 10) ASSISTED WITH THE SELECTION
OF INVITEES FROM PERU AND BOLIVIA FOR TEMIC CONF.



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POST : 644-MEXICO

001-AGRI & FOOD PRODUCTS & SERVICE
MEXICO

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ANIMAL, POULTRY BREEDING STOCK	
	CONTINUE CONTACTS WITH LIVESTOCK BUYERS + GOVERNMENT OFFICIALS.	IDENTIFY OPPORTUNITIES ENHANCE IMAGE.
	CONTINUE EXPLAINING EDC FINANCING PROGRAMS TO THOSE POTENTIAL BUYERS REQUIRING IT.	ASSIST SALES
	CONTINUE ASSISTING ALBERTA GOVERNMENT ON JALISCO PROJECTS	OBTAIN SALES OF ALBERTA CATTLE TO JALISCO
	SEEDS & SPECIAL CROPS	
	CONTINUE CONTACTS WITH PHYTOSANITARY AUTHORITIES TO FACILITATE ENTRANCE OF OUR SEED POTATOES TO MEXICO	FACILITATE SALES
	CONTINUE PROMOTION IE SENDING BOOKLETS IDENTIFYING CANDIDATES FOR MISSIONS AND COURSES ON POTATO TECHNOLOGY	ENHANCE OUR IMAGE/INCREASE SALES
	KEEP IN CONTACT WITH PULSE DEALERS AND CONASUPO	IDENTIFY OPPORTUNITIES
	IDENTIFY BEST COOPERATORS TO TEST ALFALFA VARIETIES GROWN IN CANADA FOR ADAPTABILITY TO MEXICO	FIND ALFALFA VARIETIES TO COMPETE IN LOCAL MARKET
	CONDUCT PULSES MARKETING STUDY	IDENTIFY OPPORTUNITIES/CONSTRAINTS
	MEATS & MEAT BY-PRODUCTS	
	CONTINUAL CONTACTS WITH MEAT RENDERING INDUSTRY	IDENTIFY OPPORTUNITIES
	CONDUCT MINI STUDY ON THIS SUBSECTOR DURING 1987 AT LATEST	IDENTIFY MAJOR ACTORS, NEEDS, NEW OPPORTUNITIES

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	DEVELOP CONTACTS WITH LIVESTOCK BUYERS, ASSESS ETC. PROMOTE FOOD PRODUCTS WITH CONASUPO. CONTINUE CONTACTS WITH MEXICAN AUTHORITIES TO FACILITATE ENTRY OF CDN SEED POTATOES.	NEGOTIATING 3-5,000 HEAD OF HOLSTEINS WITH ALTA ASSOC. ADVISED CDC ON OBTAINING 2 YEAR SMP CONTRACT ALMOST READY FOR SIGNATURE. ESTABLISHED PROCEDURE TO OBTAIN GDM ACCEPTANCE OF INTERNATIONAL DISEASE TOLERANCE & REGISTRATION OF SEED POTATOE
QUARTER: 2	DEVELOP CONTACTS WITH LIVESTOCK BUYERS. CONTINUE NEGOTIATIONS WITH MEXICAN AUTHORITIES TO FACILITATE ENTRY OF CANADIAN SEED POTATOES.	ORGANIZED HIGHLY SUCCESSFUL SWINE MISSION TO CANADA. MET WITH MEXICAN CATTLE BREEDERS AT NATIONAL ABERDEEN ANGUS SHOW IN ZACATECAS. REACHED AGREEMENT WITH MEXICAN AUTH. FOR PROTOCOL COVERING PHYTOSANITARY REQUIREMENTS.

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POST : 644-MEXICO

001-AGRI & FOOD PRODUCTS & SERVICE
MEXICO

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 INCREASE LEVEL OF CONTACTS WITH LIVESTOCK BUYERS
ALTHOUGH NEGOTIATIONS FOR PROTOCOL COVERING
PHYTO-SANITARY REQUIREMENTS CONTINUE, INITIATE
CONTACTS WITH POTENTIAL SEED BUYERS.

QUARTER: 4 INCREASE LEVEL OF CONTACTS WITH LIVESTOCK BUYERS

QUARTERLY RESULTS REPORTED:

ATTENDED SWINE CONGRESS IN GUADALAJARA & DAIRY
SHOW IN QUERETARO. \$337,500 SALES OF BEEF BREED-
ING STOCK CONCLUDED. FIRST MODEST SALES
(\$135,000) CONCLUDED.

ACCOMPANIED ALBERTA ASSOC MINISTER OF AGRICULTU-
RE SHIRLEY CRIPPO ON VISIT TO MONTERREY TO NEG-
TIATE TWINNING ARRANGEMENT WITH STATE OF NUEVO
LEON. \$845,000 SALE OF PUREBRED BEEF CATTLE.

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POST : 644-MEXICO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

PERSUE OPPORTUNITIES FOR OFF ROAD VEHICLES FOR PEMEX AND ON-SITE CONSTRUCTION START UP PROJECTS AS WELL AS AIRPORT EMERGENCY VEHICLES

TO INTRODUCE 2-3 CDN MFRS WITH POTENTIAL SALES OF 4-6 MILLION DLLS.

PROMOTE WITH LOCAL AUTO PARTS MFG INDUSTRY, CDN PRODUCTION MACHINERY/EQUIPMENT FOR MFG PARTS IN LOCAL MARKET

ONE BUYING CONNECTION

ASSIST CDN AUTO PARTS MFRS TO ENTER MKT VIA IN - BOND BORDER ASSEMBLY INDUSTRY TO MANUFACTURE FOR LOCAL OEM AND AFTER PARTS MKT AS WELL AS EXPORT.

ESTABLISH 4 FIRMS AND TAKE ADVANTAGE OF IN-BOND INDUSTRY FOR SALES TO LOCAL MKT OEM

PREPARATION OF MKT INFO BOOKLET ON FREE ZONE/BORDER ASSEMBLY INDUSTRY FOR POTENTIAL CDN MFRS (OTHERWISE LIMITED TO MARKET BECAUSE OF LOCAL PRODUCTION TO PRODUCE LOCALLY AND REEXPORT FROM MEXICO TO USA MKT, ETC. AS WELL SUPPLYING LOCAL OEM.

INCREASED CDN SALES VIA ASSEMBLY INDUSTRY WITH INCREASED CDN PARTICIPATION IN LOCAL MKT

PROVIDE FULL SUPPORT TO AGRICULTURE EQUIPEMENT MANUFACTURERS ON RE-ENTRY INTO MKT WHERE THEY PREVIOUSLY ENJOYED MANY SUCCESSFULL YEARS IN LOCAL MFG. OPERATION.

RE-ENTRY INTO LOCAL MKT OF WELL KNOWN PRODUCT PROVIDING INCREASED SALE OF CDN PARTS FOR LOCAL ASSEMBLY.

URBAN TRANSIT

SUPPORT UTDC, BOMBARDIER, SNC IN PROMOTION OF URBAN TRANSIT PROJECT IN DF, STATE OF MEXICO, GUADALAJARA, MONTERREY

MAINTAIN GOOD MARKET POSITION TO BENEFIT FROM INVESTMENT DECISIONS EXPECTED IN NEXT PRESIDENCY

RAIL

MAINTAIN CONTACTS WITH RRS PERIODIC CALLS AND SOURCE SUPPLIERS FOR REQUIREMENTS FOUND

NEW SUPPLIER- RR RELATIONSHIPS

CONTINUE FOLLOW-UP ON UTILIZATION OF IBRD RR LOAN

PARTICIPATION IN RR MODERNIZATION PROGRAM

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE CONTACTS WITH DF, EDOMEX, GUADALAJARA & MONTERREY FOR URBAN TRANSIT EQPT/SERVICES. MAINTAIN CONTACT WITH RR. DEVELOP MARKET FOR AUTO INDUSTRY CAPITAL EQUIPMENT AND FOR COMPONENTS FOR AUTOMOTIVE MANUFACTURERS.

ASSISTED BOMBARDIER WITH PROGRAM OF VISITS TO 3 MAJOR URBAN CENTRES TO IDENTIFY MARKET OPPORTUNITIES ADVISED CANACON REBIDDING GM DIESEL LOCOMOTIVE CONTRACT FOR RR. SUMMARY REPORT ON MARKET DONE.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 644-MEXICO

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 2 MAINTAIN CONTACTS WITH VARIOUS MUNICIPAL AUTHO-
RITIES RE URBAN TRANSIT EQUIPMENT/SERVICES.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

UNCOVERED POTENTIAL OPPORTUNITY FOR CONSULTING
SUBCONTRACT FOR MONTERREY LIGHT RAIL METRO.

POST :644-MEXICO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

CONTINUE SEARCHING FOR CANADIAN MANUFACTURERS WITH EXPORTING CAPABILITY OF TELECOMMUNICATIONS EQUIPMENT.

INCREASED CANADIAN PRESENCE IN THIS MARKET.

COMPUTERS, SOFTWARE & SYSTEMS

TO CONTINUE PROMOTING CANADIAN INDUSTRIES CAPABILITY IN THIS SUBSECTOR AMONG LOCAL RELATED COMPANIES

INCREASE AWARENESS OF CANADIAN CAPABILITY

TO IMPLEMENT A PROGRAM OF VISITS TO GUADALAJARA CITY, AREA OF MAIN CONCENTRATION OF EDP EQUIPMENT MANUFACTURERS.

DEVELOP A CLOSER RELATIONSHIP WITH MANUFACTURERS AND DETECT OPPORTUNITIES FOR CANADIAN INDUSTRY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IDENTIFY CDN SUPPLIER OF EQUIPMENT REQUIRED IN MEXICO AND STIMULATE AND ASSIST PROMOTIONAL EFFORTS. SUPPORT PROMOTION OF SPECTRUM MANGEMENT.

ASSISTED IN PROMOTION OF X.25 DATA COMMUNICATIONS EQPT (MINISTRY HAS PLACED ORDER) & ARRANGED AGENCIES FOR MICROTEL & NORSAT FOR SATELLITE TELECOMS EQPT. SNC HAS BASIC GOM ACCEPTANCE AND CONTRACT IS LIKELY.

QUARTER: 2 CONTINUE SUPPORT FOR SNC BID FOR SPECTRUM MANAGEMENT PROJECT.

DURING RECENT SNC/EDC VISIT TO MEXICO CITY, NAFINSA WAS INSTRUCTED BY GOM TO NEGOCIATE FINANCING CONTRACT WITH EDC AND SCT (MINISTRY) WAS INSTRUCTED TO NEGOCIATE COMMERCIAL CONTRACT WITH SNC.

QUARTER: 3 INTENSIVE SUPPORT FOR SNC/DGB BID FOR SPECTRUM MANAGEMENT PROJECT.

NEGOTIATIONS WERE VIRTUALLY COMPLETED DURING REPORTING PERIOD. CONTRACT SHOULD BE SIGNED NEXT QUARTER.

QUARTER: 4 CONTINUED INTENSIVE SUPPORT FOR SNC/DGB BID FOR SPECTRUM MANAGEMENT PROJECT.

FURTHER BUDGET CONSTRAINTS HAVE RESULTED IN NEED TO CUT SOME NON-CANADIAN ITEMS (EG COMPUTER) FROM PROPOSAL AND HENCE RENEGOTIATE PARTS OF CONTRACT

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 644-MEXICO

007-POWER & ENERGY EQUIP. & SERV.
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO CONTINUE SEARCHING FOR CANADIAN MANUFACTURERS OF PRODUCTS THAT
MEXICO IS IMPORTING INVITING THEM TO SEND US THEIR LITERATURE TO
PROMOTE THEIR PRODUCTS LOCALLY

INCREASE AWARENESS OF CANADIAN CAPABILITY IN
THE SECTOR AND INCREASED CANADIAN EXPORTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 644-MEXICO

011-OIL & GAS EQUIPMENT, SERVICES
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FROM SURVEY OF POTENTIAL CDN SUPPLIERS AND PEMEX ACQUISITION PROGRAM IDENTIFY AND ASSIST NEW CDN SUPPLIERS TO SHARE IN MEXICAN EQUIPMENT MARKET.

INTRODUCTION OF 5 NEW SUPPLIERS TO PEMEX

FOLLOW UP ON CONTACTS MADE DURING MISSIONS TO/FROM PEMEX AND DURING POSSIBLE TECHNICAL SEMINAR IN FY 86/87 TO DEVELOP EQUIPMENT/SERVICES SALES

INCREASE DIVERSITY OF PRODUCTS/SERVICES SOLD

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DEVELOP CONTACTS WITH PEMEX BUYER AND MEXICAN PRIVATE OIL EQUIPMENT SECTOR.

SENT 2 PEMEX OFFICIALS TO INTERCAN '87. PEMEX PROPOSING TO SEND MISSION AT OWN COST TO GET DETAILS ON PIPELINE CONTROLS/TAR SANDS EXPLOITATION INTRODUCED THEN. ARRANGED FOR MEXICAN AGENT VISIT ALBERTA & FIND NEW PRINCIPALS.

QUARTER: 2 CONTINUE TO DEVELOP CONTACTS WITH PEMEX OFFICIALS AND NEW AGENTS IN THIS SECTOR.

ARRANGED VERY SUCCESSFUL ALTA OIL/GAS TRADE MISSION TO MEXICO CITY, MINATITLAN, CIUDAD DEL CARMEN & VILLAHERMOSA. 2 PARTS HAVE ALREADY BEEN INVITED TO BID FOR SUPPLY OF ANTICORROSIVES AND PARTS FOR DRILLING SYSTEMS.

QUARTER: 3 -----

QUARTER: 4 CONTINUE TO DEVELOP CONTACTS WITH PEMEX OFFICIALS AND IDENTIFY NEW AGENTS IN THIS SECTOR.

ORGANIZED ANOTHER SUCCESSFUL ALBERTA OIL/GAS TRADE MISSION TO PEMEX INSTALLATIONS AT VILLAHERMOSA AND CIUDAD DEL CARMEN.



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POST : 644-MEXICO

010-MINE, METAL, MINERAL PROD & SRV
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

MAINTAIN CONTACT WITH METALLURGICAL AND THERMAL COAL BUYERS

ASSIST CDN SUPPLIERS TO DEFEND MARKET SHARE
AGAINST AUSTRALIAN/COLOMBIAN COMPETITORS

MAINTAIN CONTACT WITH ASBESTOS CEMENT INDUSTRY AND GOVERNMENT TO
DETECT AND WORK TO NEUTRALISE ANY TENDENCIES TO PROHIBIT ASBESTOS
B) OBTAIN SUPPORTING ACTION AGAINST PROHIBITION ELSEWHERE.

DEFEND MARKET

MONITOR PROGRESS OF NEW THERMAL POWER PLANT BY REGULAR CONTACTS
WITH MICARE

SHARE IN SUPPLY OF THERMAL COAL FOR NEW PLANT

EQUIPMENT AND MACHINERY

FOLLOW UP OPPORTUNITIES OFFERED BY IBRD SMALL/MEDIUM SIZED MINING
LOAN.

INCREASED EQUIPMENT/SERVICE SALES.

SEND MEXICAN BUYERS TO ONTARIO MINING SHOW IN SPRING 1987 AS
INVITED BY DRIE.

NEW CONTACTS BETWEEN MEXICAN MINING INDUSTRY
AND CDN SUPPLIERS.

IN COOPERATION WITH MEXICAN MINING MINISTRY, ASSIST CDN COMPANIES
TO PARTICIPATE IN MINE DEVELOPMENT PROJECTS THUS INDIRECTLY
PROMOTING EQUIPMENT/SERVICE SALES.

JOINT VENTURE MINE PROJECT WITH SIGNIFICANT
PROCUREMENT FOR CDA.

REVIEW MINING SECTOR REQUIREMENTS CAREFULLY, IDENTIFY HIGH
POTENTIAL EQUIPMENT SALES OPPORTUNITIES AND ASSIST CDN SUPPLIERS
TO PURSUE THEM.

IDENTIFICATION OF 3 NEW PRIORITY PROMOTION
AREAS IN MINING EQUIP/SERV MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 WORK WITH ASBESTOS CEMENT INDUSTRY TO NEUTRALIZE
TENDENCIES TO PROHIBIT USE.
WORK WITH SUPPLIERS TO PROMOTE EQPT SALES.

MAINTAINED REGULAR CONTACT WITH ASSOCIATIONS &
MAJOR AC SUPPLIERS. SALES CONTINUE CONSTANT WITH
CONSTRUCTION DOWNTURN. HAVE MET WITH MAJOR MINI-
NG COMPANY MANAGERS & 2 OF MAIN EXPORTERS. MINING
CO'S HAVE SENT OFFICIALS TO SEE EQPT IN CDA/

QUARTER: 2 WORK WITH ASBESTOS CEMENT INDUSTRY TO NEUTRALIZE
TENDENCIES TO PROHIBIT USE. PROMOTE ADDITIONAL
SALES OF MINING EQUIPMENT.

FINALIZED ARRANGEMENTS FOR SEM. IN MEXICO (NOV
87) IN CONJUNCTION WITH MXCN ASBESTOS CEMENT
ASSOC'N & ASBESTOS INSTITUTE. ORGANIZED MXCN
PART 'N IN MINTEC. BEGAN PREPARA'NS FOR MXCN
MINING CONGRESS, ACAPULCO OCTOBER 87.

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POST : 644-MEXICO

010-MINE, METAL, MINERAL PROD & SRV
MEXICO

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 PROMOTE ADDITIONAL SALES OF MINING EQUIPMENT.
CONTINUE TO WORK CLOSELY WITH ASBESTOS CEMENT
INDUSTRY TO NEUTRALIZE TENDENCIES TO PROHIBIT
USE.

QUARTER: 4 PROMOTE ADDITIONAL SALES OF MINING EQUIPMENT BY
FOLLOWING UP CANADIAN PARTICIPATION IN ACAPULCO
MINING CONGRESS AND ENCOURAGING USE OF EDC LOC'S

QUARTERLY RESULTS REPORTED:

ORGANIZED SUCCESSFUL CDN PART. IN MEXICAN MINING
CONGRESS & SHOW, ACAPULCO. ORGANIZED SUCCESSFUL
SEMINAR IN MEXICO IN CONJUNCTION WITH ASBESTOS
INSTITUTE & MEXICAN ASBESTOS CEMENT ASSOCIATION.

\$764,000 SALE OF MINING HOIST.

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

POST : 644-MEXICO

ALBERTA OIL/GAS MISSION, JANUARY 25-29
COM-EXPO 88 (COMMUNICATIONS EQUIPMENT EXPOSITION), FEB 9-12.
EDC LIAISON VISIT, MARCH 7-11.
ONTARIO TRADE MISSION, MARCH 7-11.
CIGI GRAIN SYMPOSIUM FOR CONASUPO, MARCH 10-12.
RESOURCE REVIEW TEAM, MARCH 20-23.
PARTICIPATION AT HI-TEC(7-11 MARCH)IN OTTAWA: REGIONAL CONFE-
RENCE, WSHDC, OTTAWA, JAN 24-29.
(8) AUTOMOTIVE STATISTICAL/POLICY MISSION 18-22 JANUARY.
(9) UPDATING OF MEXICO MARKET BOOKLET JAN FEB.
(10) 5 REPORTS ON MEXICAN ZERO COUPON BOND PLAN)MORGAN PLAN)
, 2 REPORTS ON THE ECONOMY, 2 REPORTS ON MTG WITH BUDGET MI-
NISTER.



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

POST : 656-PORT-OF-SPAIN

001-AGRI & FOOD PRODUCTS & SERVICE
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANADIAN PROPOSALS FOR SEVERAL ABATTOIRS AND MEAT PROCESSING FACILITIES IN BOTH TRINIDAD AND TOBAGO ARE CURRENTLY BEING EVALUATED BY CLIENTS.

INCREASED EXPORTS OF CANADIAN BREEDING STOCK AND BEEF CARCASSES AND MEAT PROCESSING EQUIPMENT.

MATURE AND GROWING MARKET WITH ESTABLISHED EXPORTERS INCREASING THEIR SALES AND MARKET SHARE. POST WILL CONTINUE TO PROVIDE MAXIMUM SUPPORT.

INCREASED EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROVIDE SUPORT AND LIAISON BETWEEN CDN CO AND LOCAL INVESTOR/IMPORTER TO ENSURE ESTABLISHMENT OF MEAT PROCESSING FACILITY IN TOBAGO USING CDN EQUIPMENT.

AS A RESULT OF OUR INTERVENTION WITH T&T CENTRAL BANK, FOREIGN EXCHANGE COMPONENT OF PROJECT (CDN \$500,000) WAS APPROVED BY GOVT.

QUARTER: 1 MEETING WITH MAJOR CHICKEN GROWERS & PROCESSORS TO IDENTIFY NEED FOR INTEGRATED CHICKEN PROCESSING FACILITY.

DISCUSSIONS HELD WITH THREE LARGEST CHICKEN PROCESSORS & ALL SHOWED INTEREST IN INITIATING DISCUSSIONS WITH QUAN CARRUTHERS KING & QUAN OF TORONTO TO DETERMINE FEASIBILITY OF SCALED DOWN PROCESSING FACILITY IN T&T.

QUARTER: 1 MEETING WITH CHAIRMAN OF ASSOCIATED BRANDS LTD. T&T SUBSTANTIAL FOOD CONGLOMERATE.

IDENTIFIED INTERESTS TO DEVELOP RECIPROCAL LICENSING ARRANGEMENTS FOR CHOCOLATES WITH GANONG OF N. B.

QUARTER: 2 CONTINUE SUPPORT FOR CDN CO. AND LOCAL INVESTORS /IMPORTERS FOR ESTABLISHMENT OF 2 MEAT PROCESSING PLANTS. FOLLOW-UP ON ONTARIO GOVT MISSION RE DEVELOPMENT OF TURKEY BREEDING FARMS AND POSSIBLE IMPORTS OF SWINE & CATTLE BREEDING STOCK.

OUR CONTINUED INTERVENTION IS NECESSARY IN ORDER TO SEE THESE PROJECTS FINALIZED. FOUND THAT LOCAL COMPANIES INTERESTED IN JOINT VENTURES AND WOULD THEREFORE HAVE TO ENCOURAGE CDN COMPANIES.

QUARTER: 3 SUPPORT FOR CDN COMPANY & LOCAL INVESTORS TO START UP CONSTRUCTION ON 2 MEAT PLANTS. FOLLOW UP ON ONTARIO TRADE MISSION CONTINUES.

ONE PROJECT APPROVED SUBJECT TO FINAL TANDT GOV'T RELEASE OF FOREIGN EXCHANGE. NO SIGNIFICANT RESULTS AS YET.

QUARTER: 4 CONTINUED SUPPORT FOR CDN CO AND LOCAL INVESTORS TO START UP CONSTRUCTION ON 2 MEAT PLANTS. - THE ONTARIO TRADE MISSION - 20 PIGS WERE SOLD FOR BREEDING PURPOSES, HOWEVER, THERE IS A QUALITY PROBLEM IN SOME ANIMALS.

T&T GOV'T APPROVAL FOR RELEASE OF FOREIGN EXCHANGE OBTAINED FOR 1 PLANT. OTHER PROJ. CO & CDN FIRM ARE NEGOTIATING, BUT FINAL APPROVAL NOT REACHED. OTM-ARISING FROM QUALITY PROBLEM A DISPUTE OVER PAYMENT AROSE & OUR ASSISTANCE REQUESTED.

REPORT 4
88/07/27

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 656-PORT-OF-SPAIN

001-AGRI & FOOD PRODUCTS & SERVICE
TRINIDAD AND TOBAGO

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 CANADIAN COMPANY IS PRIME CANDIDATE FOR LOCAL
GOVT SLAUGHTER HOUSE FACILITY.

QUARTERLY RESULTS REPORTED:

CANADIAN COMPANY HAS RETURNED TO TRINIDAD WITH
PROJECT DOCUMENTS.

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

POST : 656-PORT-OF-SPAIN

002-FISHERIES, SEA PRODUCTS & SERV.
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MATURE MARKET - INCREASING DEMAND FOR COD ON ACCOUNT OF
LOWER PER CAPITA INCOME IN TRINIDAD WHICH CANADA IS
UNABLE TO FULFIL.

ANTICIPATED RESULTS:

NO COMMENTS PROVIDED BY THE MISSION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 MET WITH LOCAL IMPORTERS OF FISH PRODUCTS REGU-
LARLY RE INFORMATION ON CDN SUPPLY POSITION.

QUARTER: 4 LOCAL FISH IMPORTERS HAVE BEEN KEPT ADVISED OF
THE CANADIAN SUPPLY POSITION AND CANADIAN EXPOR-
TERS HAVE VISITED MARKET REGULARLY.

QUARTERLY RESULTS REPORTED:

NO SIGNIFICANT DEVELOPMENTS DUE TO DIMINISHING
FOREIGN EXCHANGE ALLOWANCES.

UNFORTUNATELY, T&T GOV'T HAS REDUCED FOOD IMP-
ORTS FOR 1988 TO 75% OF THE TOTAL IMPORTED IN
1987 AND PROMOTING DOMESTIC SUBSTITUTES.

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

POST : 656-PORT-OF-SPAIN

012-PETROCHEM & CHEM PROD, EQP, SERV
TRINIDAD AND TOBAGO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PLASTICS PRODUCTS, EQUIP, SERVIC

COMPREHENSIVE MARKET STUDY

CORPORATE LIAISON WITH ALL SIGNIFICANT PLASTICS MANUFACTURERS IN
TERRITORY.

BETTER UNDERSTANDING OF THE PLASTICS INDUSTRY
IN TRINIDAD AND OF AREAS WHERE DEMAND EXISTS.

BETTER UNDERSTANDING OF THE PLASTICS INDUSTRY
IN TRINIDAD AND OF AREAS WHERE DEMAND EXISTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CORPORATE LIAISON WITH SIGNIFICANT PLASTICS MAN-
UFACTURERS IN TRINIDAD TO DETERMINE IMPORT
REQUIREMENTS. MEETING WITH NEW CHAIRMAN OF NAT-
IONAL GAS CO.

MET WITH 8 MFRS TO EXPLORE POTENTIAL BUSINESS &
IDENTIFY MARKET REQUIREMENTS. LOCAL CO. PREPARED
TO MEET WITH EXECUTIVES OF NOVA CORP & POLYSAR
TO STUDY POTENTIAL JT VENTURE IN PETROCHEMICAL
COMPLEX.

QUARTER: 2 LIAISON VISITS CONCLUDED WITH PLASTICS SECTOR.

RESULTS COMPILED AND FORWARDED TO DRIE.
DISCUSSIONS TO FOLLOW-UP WITH SOCIETY OF PLASTIC
INDUSTRY OF CANADA FOR PROPOSED MISSION.

QUARTER: 3 ATTEND EXPOPLAST 87, MONTREAL, CANADA & PROMOTE
POTENTIAL EXPORTS TO TERRITORY. DISCUSSION WITH
OFFICIALS OF SOCIETY OF PLASTICS INDUSTRY IN CDA
REGARDING POTENTIAL FOR THEIR MEMBERS IN TERRI-
TORY.

VISITED EXPOPLAST 87 & HAD DISCUSSIONS WITH MANY
EXPORTERS. THREE COMPANIES EXPRESSED INTEREST IN
VISITING TERRITORY. SENSITIZED SPIC TO POTENTIAL
IN TERRITORY & BROACHED IDEA FOR MISSION FOR JV
TO TERRITORY (AWAITING THEIR DECISION).

QUARTER: 4 TO COMPILE REPORT ON ACTIVITIES IN OIL & GAS
SECTOR. - PURSUE DISCUSSIONS WITH SOCIETY OF
PLASTICS INDUSTRY IN CANADA RE. TRADE INVESTMENT
MISSION.

REPORT COMPLETED & FORWARDED TO EXTOTT LCT/DRIE
OTT ALTA FOR INFO. - TELEX COMMUNICATIONS INITI-
ATED WITH SPIC TO SUGGEST COMPOSITION OF MISSION
MEMBERS.

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

POST : 656-PORT-OF-SPAIN

011-OIL & GAS EQUIPMENT, SERVICES
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CONTINUE STUDY OF OTHER OIL AND GAS EQUIPMENT MARKETS, PIPELINE,
REFINERY, OFFSHORE DRILLING.

REPORT BY SEPT. 1987.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONGOING LIAISON WITH MAJOR IMPORTERS OF EQUIPM-
ENT.

INTRODUCTION TO VELAN INC. OF MONTREAL. INITIAL
SALES OF CDN. \$14,000 OF STAINLESS STEEL VALVES
FOR OIL INDUSTRY.

QUARTER: 2 ONGOING LIAISON WITH MAJOR IMPORTERS OF OIL AND
GAS EQUIPMENT.

DISTRIBUTION OF CANADIAN PUBLICATION "OIL AND
GAS FOR WORLD MARKETS" AND INTERCAN '87 INFO.

QUARTER: 3 TO VISIT KEY PLAYERS IN OIL SECTOR TO DETERMINE
OPPORTUNITIES FOR CDN OIL & GAS EQUIPMENT.

LITTLE DEVELOPMENT OR INVESTMENT PROGRESS DURING
PERIOD AS COS AWAITING DECISION ON BETTER INCEN-
TIVES FOR PRODUCTION. BEGAN NEGOTIATIONS WITH
ALTA GOV'T OFFICIALS REGARDING MISSION TO
TERRITORY.

QUARTER: 4 MONITOR DEVELOPMENTAL ACTIVITIES IN OILFIELD
INDUSTRY RESULTING FROM REVISED (SPT) - FOLLOW
UP ON SUBMISSION OF TENDER BY CDN FIRM RE. NAT'L
GAS CO. PROPOSED LIQUID GAS RECOVERY PROJECT.

TELEX COMMUNICATION INITIATED WITH DRIE OTT ALTA
RE. COMPOSITION OF PROPOSED OIL MISSION EXPECTED
APR 88. WE HAVE DETERMINED THAT THE CDN FIRMS'S
PROPOSAL HAS BEEN RECOMMENDED TO BOARD MEMBERS
OF NAT'L GAS CO. THIS IS A PROJ OF APPROX \$175M.

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

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

POST : 656-PORT-OF-SPAIN

VISIT OF SASKATCHEWAN GOVERNMENT MISSION LED BY DEPUTY
PREMIER AND PRESIDENT OF AGDEVCO. (2) COMMONWEALTH PARLIMEN-
TARY ASSOCIATION MEETING IN T&T. COMMERCIAL COUNSELLOR WAS
ACTING HOM AND HEAVILY INVOLVED.

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

POST : 645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN EXPORTERS TO PARTICIPATE ON LOCAL INTERNATIONAL TENDERS.

10-20% ANNUALLY DURING NEXT 3 YEARS
(88, 89, 90).

TO OBTAIN REPUTABLE LOCAL AGENTS FOR LOCAL DISTRIBUTION.

INCREASE ANNUAL SALES BY 10-15% THROUGH
DIVERSIFICATION OF PRODUCTS EXPORTED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO FOLLOW UP CDN PARTICIPATION AT FIAGA 86
(NOV 86) AND AT EXPOCOMER 87 (MARCH 87).

UNTIL JUNE 30/87, CDN EXPORTERS ORIGINATED FROM
FIAGA WERE US\$7.5 MILLION AND FROM EXPOCOMER WE-
RE US\$850,000 AND EXPECTED SALES OF US\$9.8 MILL-
ION PROJECTED SALES IN NEXT 10 MONTHS.

QUARTER: 1 TO KEEP COORDINATION WITH THE UNIVERSITY OF GUE-
LPH AND DELOITTE HASKINS AND SELLS FROM ONTARIO,
THEIR LOCAL AGENTS AND COSTA RICAN AUTHORITIES
REGARDING CDN SALES OF PRODUCTS AND SERVICES FOR
THE PROGASA PROJECT FINANCED BY IADB.

WORKING NOW WITH ALL PARTIES INVOLVED ON THIS
PROJECT. PROVIDING PRELIMINARY INFORMATION TO CDN
FIRMS ON INCOMING TENDERS FOR LIVESTOCKS, VETERI-
NARY AND ARTIFICIAL INSEMINATION SYSTEMS. POTEN-
TIAL SALES FOR PRODUCTS & SERVICES US\$3.4 MILLION

QUARTER: 1 UNDERTAKE TRADE PROMOTION TRIPS IN ORDER TO SEEK
TRADE OPPORTUNITIES FOR CDN EXPORTERS & DEVELOP
CONTACTS WITH LOCAL IMPORTERS.

INFORMATION ON NUMEROUS PROJECTS OFFERING EXPORT
POTENTIAL FOR CDN COMPANIES. HAVE BEEN SENT TO
CDA WITH GOODS RESULTS SO FAR PARTICULARLY IN
THE FIELD OF CATTLE EXPORTS.

QUARTER: 2 TO KEEP COORDINATING WITH THE UNIVERSITY OF
GUELPH AND DELOITTE HASKINGS & SELLS FROM ONT. ,
THEIR LOCAL AGENT & COSTA RICAN AUTHORITIES
REGARDING CDN SALES OF PRODUCTS AND SERVICES FOR
THE PROGASA PROJECT FINANCED BY IADB.

WE ARE PROVIDING NOW PRELIMINARY INFORMATION TO
CANADIAN FIRMS. INTERNATIONAL PUBLIC TENDERS FOR
SERVICES AND PRODUCTS EXPECTED BY FEBRUARY 88.

QUARTER: 3 INCREASE CONTACTS BETWEEN GOVERNMENTAL BUYING
COMPANIES & CANADIAN EXPORTERS.

CDN SUPPLIERS WILL PARTICIPATE IN INTERNATIONAL
PUBLIC TENDERS EXPECTED IN 1988. AGROCHEMICALS
HATCHERY EGGS & OTHER AGRICULTURAL PRODUCTS HAVE
BEEN SOLD RECENTLY.

QUARTER: 4 ACTIVE FOLLOW-UP OF I. A. D. B. FINANCED PROJECTS
IN THESE TWO COUNTRIES BY KEEPING CONTACTS WITH
GOVERNMENT EXECUTIVES AGENCIES, LOCAL REPRESENTA-
TIVES AND CANADIAN EXPORTERS.

CANADIAN SUPPLIERS & CONSULTING FIRMS WILL PAR-
TICIPATE IN INTERNATIONAL PUBLIC TENDERS FOR THE
COSTA RICA PROGASA PROJECTS EXPECTED IN JUNE 88.

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

POST : 645-SAN JOSE

008-TRANSPORT SYS, EQUIP, COMP, SERV.
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN FIRMS TO PARTICIPATE IN UPCOMING RAILWAY
PROJECTS.

GRADUALLY INCREASE EXPORTS OVER NEXT 2 YEARS
AND THEN SUBSTANTIALLY BY 3RD YEAR.

TO ASSIST CANADIAN CONSULTING FIRM AND ITS LOCAL AGENTS.

OBTAIN CONSULTING CONTRACTS IN 1987 OR 88.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COSTA RICA RAILWAY REHABILITATION.

CONTACT BETWEEN CDN PACIFIC CONSULTING SERVICES
AND MINISTER OF PUBLIC WORKS OF COSTA RICA WAS
SIGNED ON JUNE 30/87.

QUARTER: 2 CANADIAN PACIFIC CONSULTING SERVICES WAS AWARDED
CPPF FUNDING FOR STUDY OF COSTA RICAN RAILWAYS.
FOLLOW UP ON AIR TRAFFIC CONTROL TOWER PROJECT.

CPPF STUDY WAS AWARDED IN AUG. & COMMENCED IN
SEPT. WILL GREATLY IMPROVE OUR POSITION ON
FUTURE RAIL PROJECTS. -LEIGH NAVIGATION SYSTEM
NOW HAS LOCAL AGENT AND WILL BID ON THIS PROJECT
-TENDERS ARE EXPECTED IN MARCH 88.

QUARTER: 3 PARTICIPATION IN EXPOMOVIL 87 IN PANAMA BY
28 CANADIAN SUPPLIERS.

ALL MAJOR AUTOMOTIVE PRODUCTS IMPORTERS OF OUR
TERRITORY WERE ADVISED OF CDN PARTICIPATION IN
EXPOMOVIL. SHOW WAS A SUCCESS GENERATING SALES
WELL BEYOND EXPECTATIONS.

QUARTER: 4 -----

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

POST : 645-SAN JOSE

005-COMM. & INFORM. EQP. & SERV
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN MANUFACTURERS TO PARTICIPATE IN UPCOMING
CONTRACTS/PROJECTS.

INCREASE CANADIAN SHARE OF MARKET TO AT LEAST
20% BY 1989/90.

TO APPOINT REPUTABLE AGENTS.

INCREASE CANADIAN EXPORTS BY 20-25% BY 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/07/27

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

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POST : 645-SAN JOSE

014-EDUCATION, MEDICAL, HEALTH PROD
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO GET MORE CANADIAN FIRMS TO INVESTIGATE THIS MARKET & TO ASSIST
THEM IN APPOINTING AGENTS/DISTRIBUTORS.

IN MEDIUM TERM, TO GRADUALLY INCREASE CANADIAN
SHARE OF MARKET TO 10%.

TO PUBLICIZE & PROMOTE OPPORTUNITIES BY PREPARING ARTICLE FOR
CANADEXPORT & CONTRACTING ASSOCIATION.

REVERSE DECLINE & CHANGE TO GROWTH SITUATION
BY 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 645-SAN JOSE

007-POWER & ENERGY EQUIP. & SERV.
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN FIRMS TO APPOINT LOCAL AGENTS, BRIEF THEM ON
DOING BUSINESS IN COSTA RICA & ALERT THEM TO OPPORTUNITIES/DEVE-
LOPMENTS AS APPROPRIATE.

INCREASE CANADIAN SHARE OF THE MARKET TO 25/
30% BY 1989.

TO ASSIST CANADIAN FIRMS AND LOCAL AGENTS ON UPCOMING HYDRO-
ELECTRICAL PROJECTS.

DOUBLE CANADIAN EXPORTS IN 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ESTABLISH AND DEVELOP CONTACTS WITH SALVADOREAN
POWER AND ENERGY COMPANY TO OBTAIN COMMERCIAL
INFORMATION ON THEIR REQUIREMENT.

PRESIDENT OF MOST IMPORTANT SALVADOREAN POWER &
ENERGY FIRM VISITED CANADA (ALBERTA) AND WAS IN
CONTACT THERE WITH MANY COMPANIES. POSITIVE RESU-
LTS ARE EXPECTED FROM THIS VISIT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONVINCE CANADIAN EXPORTERS TO PARTICIPATE MORE ACTIVELY IN
INTERNATIONAL CALLS FOR TENDERS.

INCREASE CANADIAN SHARE OF MARKET TO
8-10% BY 1989.

PUT LOCAL AGENTS WITH GOOD REPUTATION IN CONTACT WITH CANADIAN
SUPPLIERS.

EXPANDED CANADIAN PRESENCE IN THIS MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 UNDERTAKE TRADE PROMOTION TRIPS IN ORDER TO
INCREASE CONTACTS BETWEEN CANADIAN SUPPLIERS AND
SALVADOREAN IMPORTERS.

AGROCHEMICALS AND LIVESTOCK TRADE OPPORTUNITIES
INFORMATIONS WERE PASSED TO CANADIAN EXPORTERS.
SALES OF CATTLE HAVE RESULTED AND OTHERS ARE
EXPECTED IN THE NEAR FUTURE.

QUARTER: 3 ACTIVE FOLLOW-UP ON I. A. D. B. FINANCED PROJECTS
AIMED AT IMPROVING AGRICULTURAL PRODUCTION &
CATTLE INDUSTRY OF THE COUNTRY.

CONTACTS ARE CONTINUING BETWEEN PURCHASER & CDN
CATTLE, & FERTILIZERS EXPORTERS & PROSPECTS FOR
FUTURE SALES ARE EXCELLENT.

QUARTER: 4 ACTIVE FOLLOW-UP OF I. A. D. B. FINANCED PROJECTS
IN THESE TWO COUNTRIES BY KEEPING CONTACTS WITH
GOVERNMENT EXECUTIVES AGENCIES, LOCAL REPRESENTA-
TIVES AND CANADIAN EXPORTERS.

CANADIAN EXPORTERS OF AGRICULTURAL PRODUCTS HAVE
BEEN IN TOUCH WITH BANCO DE FOMENTO IN EL SALVA-
DOR A MAJOR BUYER IN THIS COUNTRY.

QUARTER: 4 INCREASE CONTACTS BETWEEN LOCAL IMPORTERS AND
CANADIAN SUPPLIERS

ASSIST IN PREPARATION OF ONT AGRICULTURAL PRO-
DUCTS MISSION TO EL SALVADOR. - UNDERTOOK TRADE
PROMOTION TRIPS TO COUNTRY AND TRANSMITTED COM-
MERCIAL INFORMATION ON EXPORT OPPORTUNITIES TO
CANADIAN SUPPLIERS.

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

POST : 645-SAN JOSE

015-CONSTRUCTION INDUSTRY
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IDENTIFY PRINCIPLE IMPORTERS IN THIS SECTOR AND PUT THEM IN
CONTACT WITH CANADIAN SUPPLIERS.

INCREASED TRADE CONTACTS AND SALES.

DISTRIBUTE INTERNATIONAL INVITATIONS TO TENDERS IN THIS SECTOR
WITHIN THE CANADIAN INDUSTRY.

MORE ACTIVE PARTICIPATION BY CANADIAN FIRMS
IN THE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/07/27

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 645-SAN JOSE

007-POWER & ENERGY EQUIP. & SERV.
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PUT SALVADORAN IMPORTERS IN CONTACTS WITH CANADIAN SUPPLIERS.

SLOW BUT STEADY GROWTH.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST : 645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
NICARAGUA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

GET MORE INFORMATION FOR NICARAGUAN IMPORTERS ABOUT POTENTIAL SOURCES OF SUPPLY IN CANADA.

INCREASED TRADE CONTACTS.

REGULAR DIRECT CONTACT WITH THE LARGEST NICARAGUAN IMPORTERS.

OBTAIN TRADE INFORMATION OF INTEREST TO CANADIAN MANUFACTURERS.

CREATION OF A LIST OF PRINCIPLE CONTACTS AND NEEDS IN THE AGRICULTURAL SECTOR.

BETTER INFORMATION FOR POTENTIAL SUPPLIERS IN CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 INCREASE CONTACTS BETWEEN LOCAL IMPORTERS AND CANADIAN SUPPLIERS.

ASSIST IN PREPARATION OF ONT AGRICULTURAL PRODUCTS MISSION TO NICARAGUA. - UNDERTOOK TRADE PROMOTION TRIPS TO COUNTRIES & TRANSMITTED COMMERCIAL INFORMATION ON EXPORT OPPORTUNITIES TO CANADIAN SUPPLIERS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 645-SAN JOSE

014-EDUCATION, MEDICAL, HEALTH PROD
NICARAGUA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REGULAR CONTACT WITH NICARAGUAN IMPORTERS IN ORDER TO BE FAMILIAR
WITH FUTURE NEEDS IN THE SECTOR.

INCREASED CANADIAN SALES;
INCREASED CONTACTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 645-SAN JOSE

015-CONSTRUCTION INDUSTRY
NICARAGUA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUILDING PRODUCTS

INFORM CIMEK, THE MAIN IMPORTING STATE ENTERPRISE IN THIS SECTOR,
ABOUT CANADIAN CAPABILITIES IN THIS AREA.

INCREASED TRADE CONTACTS AND SUBSTANTIAL
INCREASES IN SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 645-SAN JOSE

002-FISHERIES, SEA PRODUCTS & SERV.
NICARAGUA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

DIRECT REGULAR CONTACTS WITH SUMIPESCA, THE IMPORTING STATE
ENTERPRISE FOR THE ENTIRE SECTOR.

DISTRIBUTION OF INFORMATION ABOUT NEEDS TO
CANADIAN INDUSTRY AND INCREASED SALES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO CONTINUE ASSISTING CANADIAN EXPORTERS ON THEIR EXPORTS TO
OFFICIAL ENTITIES.

MARGINAL GROWTH IN SHORT TERM.

TO APPOINT ADDITIONAL DISTRIBUTORS.

INCREASE CAN. SHARE OF MARKET TO 10% BY 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 TO FOLLOW-UP CANADIAN PARTICIPATION AT FIAGA 86
AT EXPOCOMER 87; COAGRO'S MANAGER TRIP TO CANADA
(JULY 87); AND PROMOTION OF CANADIAN SWINE SEMEN

AGRIC. COOPS & OTHER LOCAL IMPRTRS ARE ALREADY
NEGOTIATING WITH CDN SUPPLIERS IMPORTANT SALES
OF AGRIC. PRODS, FERTILIZERS, ARTIFICIAL INSEMI-
NATION & LIVESTOCK. IMPROPER HANDLING OF SWINE
SEMEN HAVE CREATED SOME PROBLEMS BUT POST

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 645-SAN JOSE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN COMPANIES TO PARTICIPATE IN PANAMA RAILWAY
INCOMING PROJECTS

POSITIVE IN MEDIUM TERM

TO OBTAIN REPUTABLE LOCAL AGENTS FOR CANADIAN COMPANIES

POSITIVE IN SHORT TERMS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 TO ORGANIZE THE CANADIAN PARTICIPATION AT EXPO-
MOVIL 87 - PANAMA WHICH TAKES PLACE ON NOVEMBER
24-30, 1987.

APPROXIMATELY 27 CANADIAN FIRMS WILL PARTICIPATE
AT THIS INTERNATIONAL SHOW.

QUARTER: 3 -----

QUARTER: 4 DEVELOP REGIONAL AUTOMOTIVE PARTS IMPORTERS IN-
TEREST FOR CANADIAN MADE PRODUCTS.

5 AUTO PARTS IMPORTERS FROM 3 COUNTRIES WERE IN-
VITED TO ATTEND THE CDN INT'L AUTOMOTIVE SHOW.
FOLLOW UP OF PARTICIPATION OF 28 CANADIAN SUPPL-
IERS TO EXPOMOVIL 87 HELD IN PANAMA IN NOVEMBER.

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POST : 645-SAN JOSE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO PROVIDE MARKET INFORMATION TO LOCAL FIRMS.

TO INCREASE CAN. SHARE OF MARKET BY 15-20%
FOR NEXT 3 YEARS.

TO APPOINT LOCAL AGENTS.

MARGINAL INCREASE IN SHORT TERM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 645-SAN JOSE

014-EDUCATION, MEDICAL, HEALTH PROD
PANAMA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	TO ASSIST CANADIAN MANUFACTURERS THROUGH MISSIONS	POSITIVE IN MEDIUM TERM
	TO APPOINT LOCAL AGENTS	POSITIVE IN SHORT TERM

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

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POST : 645-SAN JOSE

007-POWER & ENERGY EQUIP. & SERV.
PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO INFORM CANADIAN FIRMS OF UPCOMING PROJECTS.

MARGINAL INCREASE IN SHORT TERM.

TO APPOINT REPUTABLE AGENTS FOR INTERESTED CAN. COS. & TO ASSIST
THEM IN THE BIDDING PROCESS AS WHEN REQUIRED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 645-SAN JOSE

PREPARATION, COORDINATION AND PARTICIPATION AT EXPOCOMER.
WRITING FINALIZATION AND PRINTING OF MARKET BOOKLET ON
PANAMA.

POST : 633-SANTIAGO

009-FOREST PRODUCTS, EQUIP, SERVICES
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

IF SUPPORT IS GIVEN BY FEDERAL & PROVINCIAL GOVERNMENT, ESTABLISH A SHOW ROOM/SERVICE CENTER IN CONCEPCION FOR 12 TO 15 CANADIAN FORESTRY EQUIPMENT MANUFACTURERS

WE ARE TRYING TO INTEREST CDN PULP MANUFACTURERS TO PARTICIPATE IN THE NEW PULP MILL PROJECTS. IF THEY DON'T, OTHER COUNTRIES WILL SUPPORT AND WE WILL LOOSE MARKET OR AT LEAST MOST OF IT.

REPORTS ON PULP AND PAPER AND FORESTRY.

ANTICIPATED RESULTS:

SALES OF 5 M THE FIRTS YEAR OF OPERATIONS AND MORE FOR SUBSEQUENT YEARS.

DIFFICULT TO ASSESS BUT IF SUCCESSFULL, OVER 100 M

NEW SALES FOR CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 FORESTRY SYMPOSIUM/SHOW IN CONCEPCION. OPENING OF A FORESTRY EQUIPT CENTER ON CONCEPCION INVESTOR'S VISIT TO CHILE.

QUARTER: 2 PREPARATION OF A QUEBEC INVESTOR MISSION & CONTINUATION OF OUR FORESTRY CENTER PROJECT IN CONCEPCION.

QUARTER: 3 OBTAIN SUPPORT FOR THE PROJECTED FORESTRY CENTER IN CONCEPCION; PREPARE CDA INVESTOR VISIT TO CHILE; ATTEND CORMA FORESTRY SHOW TO EVALUATE INTEREST FOR FUTURE PARTICIPATION.

QUARTER: 4 CONTACT CANADIAN COMPANIES TO INTEREST THEM TO CONCEPCION FORESTRY CENTER AND FIND CDN CONSULTANT TO PREPARE PROPOSAL TO CIDA INC. CONTACT CHILEAN COS RE PULP & PAPER PLANTS.

QUARTERLY RESULTS REPORTED:

CONCEPCION SHOW A SUCCESS, MOST CDN COMPANIES HAVE FOUND OR ARE NEGOTIATING DISTRIBUTORS OR LICENSING 2M DOLLARS SALES COMMENTED WITH ACTIVITY. FORESTRY CENTER STILL IN DISCUSSION. QBC INVESTORS TO COME IN SEPT.

MATERIAUX BLANCHET IS NEGOTIATING WITH 3 LOCAL FIRMS. IF INVEST. TAKES PLACE, WE WILL WITNESS EXPORTS OF CDN EQPT; B) CDN CONSULTANT PREPARING CPPF. CIDA IS LIKELY TO SUPPORT FORESTRY CENTER PROJECT.

CDN CO. INTERESTED TO DEVELOP PROJECT WAS IDENTIFIED. FIRST PROJECT IDENTIFICATION TRIP MADE. PROPOSAL FOR MCCP IN PREPARATION; CDN INVESTOR VISIT (6 PER.) TOOK PLACE. DECISION TO INVEST IS PENDING. CORMA SHOW IS SUCCESS & WORTH PART.

AT LEAST 15 COS HAVE EXPRESSED INTEREST TO PARTICIPATE IN CENTER. CONSULTANT HAVE BEEN FOUND & PROPOSAL TO CIDA INC. WILL BE PRESENTED IN APRIL TWO CDN COS PRESELECTED FOR ENGINEERING ON PULP & PAPER PLANTS.



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POST : 633-SANTIAGO

010-MINE, METAL, MINERAL PROD & SRV
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

MONITOR VERY CLOSELY CHILEAN EFFORTS IN PHOSPHATE MINING AS ANY PROJECT IN THAT SECTOR WILL NEGATIVELY AFFECT OUR EXPORTS.

ASBESTOS REPORT.

EQUIPMENT AND MACHINERY

ONGOING ACTIVITY IS TO ESTABLISH NEW AGENCIES FOR CANADIAN MANUFACTURERS

WE FOLLOW CLOSELY ANY NEW PROJECTS DEVELOPED BY CODELCO IN ORDER TO ADVISE CANADIAN FIRMS OF POTENTIAL. DEVELOP/MAINTAIN CONTACTS WITH CODELCO EXECUTIVES.

DEVELOP/MAINTAIN CONTACTS WITH EXECUTIVES RESPONSIBLE FOR LA ESCONDIDA COPPER MINE PROJECTS

THERE ARE THREE SULPHUR MINE PROJECTS BEING DEVELOPED BY CANADIAN MINING INVESTORS. WE WILL SUPPORT THEIR EFFORTS BUT WILL ALSO ENSURE THEY ARE BONA FIDE.

MINING REPORT

PROTECTION OF CANADIAN PHOSPHATE EXPORTS

MAINTAIN SALES.

AT LEAST 2 AGENCIES ESTABLISHED PER QUARTER

OBTAIN CONTRACTS WITH CODELCO FOR CANADIAN COMPANIES

HAVE CDN COMPANIES INVOLVED IN PROJECT CONV- INCE EDC OF OFFERING CREDIT OF 200/300 M FOR PROJECT

SELL CANADIAN MINING EQUIPMENT.

INCREASE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION OF OUTGOING MISSION TO NORTH BAY, COBRE 87(MINING SYMPOSIUM AND SHOW), APCOMIN 88 A MINING COMPUTERIZATION SEMINAR AND SHOW. SUPPORT OF 3 CDN COMPANIES BIDDING ON CODELCO PROJECTS.

PREPARATIONS WELL UNDER WAY. 12 PARTICIPANTS CHOSEN FOR OUTGOING MISSION & TWO OTHER ACTIVITIES ARE AT CO'S SELECTION STAGE. BIDDING STILL IN NEGOTIATIONS.

QUARTER: 2 A)FINAL PREPARATION AND PARTICIPATION AT MINTEC; B)PREPARATION OF COBRE '87, INCLUDING SELECTION OF CANADIAN EXHIBITORS.

A)MINTEC WAS A GREAT SUCCESS. 12 CHILEAN EXECUTIVES, INCLUDING 4 CODELCO VPS WENT TO CDA. TOO EARLY FOR DOLLAR RESULTS BUT POTENTIAL INCREASE B)SO FAR 15 COS WILL PARTICIPATE, WE HOPE TO CONVINC 5 MORE.

QUARTER: 3 PREPARATION OF COPPER 87. FOLLOW UP ON MINTEC WITH CHILEAN INVITEES.

COPPER 87 HELD WITH SUCCESS. MORE THAN 500 PART. FROM 45 COUNTRIES. CDA WAS ONLY MAJOR EXHIBITOR WITH 20 COS. CODELCO VERY IMPRESSED WITH MINTEC & COPPER 87. POSITIVE RESULTS EXPECTED ON VARIOUS PROJECTS.

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POST : 633-SANTIAGO

010-MINE, METAL, MINERAL PROD & SRV
CHILE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 SUPPORT DE/CGE BID FOR EL TENIENTE SAG MILL BY
CONTACTING MINE DIRECTION AND CODELCO HQ. KEEP
CONTACTING ESCONDIDA MINE DIRECTION TO POSITION
CDN COS IN ORDER TO OBTAIN MORE SALES THAN THE
US 50 MILLIONS EDC FINANCING.

QUARTERLY RESULTS REPORTED:

ACCORDING TO INFO RECEIVED, SAG MILL PROJECT TO
BE GIVEN TO DE/CGE DURING SECOND QUARTER OF 1988
ESCONDIDA PROJECT TO START MID 88. TOO EARLY TO
SAY IF EFFORTS PAID OFF.

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POST : 633-SANTIAGO

002-FISHERIES, SEA PRODUCTS & SERV.
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARINE HARV, PROC MACH & EQUIP

POST IS COMPLETING A MARKET STUDY FOR DEEP-SEA FISHING AND PROCESSING EQUIPMENT.

INTEREST CANADIAN AND CHILEAN FIRMS IN INVESTING IN THAT SECTOR.

IDENTIFY LOCAL FISHING COS INTERESTED IN DEVELOPPING DEEP-SEA FISHING. IDENTIFY POTENTIAL CDN INVESTORS IF NEEDED.

SALE OF 2 FISHING BOATS AND PROCESSING EQPT IN NEXT TWO YEARS + PROCESSING PLANT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATION AT FERIA MARITIMA DE VALPARAISO OCT' 87.

STAND SELECTED. CDN COMPANIES HAVE BEEN IDENTIFIED, THEY WILL BE INVITED IN AUGUST.

QUARTER: 2 -----

QUARTER: 3 PARTICIPATE IN FIMAR & EVALUATE MARKET. SUPPORT EFFORTS OF CDN FISHING BOAT BUILDER FOR TRANSFER OF TECHNOLOGY.

FIMAR NOT WORTH PARTICIPATING IN FUTURE. HOWEVER IT PERMITTED IDENTIFICATION OF FISH PROCESSING PLANTS WHICH ARE BEING PURSUED NOW BY CDN CO. MCPP FOR TRANSFER OF TECHNOLOGY WAS TURNED DOWN.

QUARTER: 4 -----

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POST : 633-SANTIAGO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

SUPPORT CANADIAN CO AND ITS LOCAL REPRESENTATIVE IN THEIR EFFORTS TO OBTAIN CONTRACT FROM CHILE AUTHORITIES

OBTAIN TOTALITY OF CONTRACT INCLUDING TRAINING

TELECOMMUNICATIONS (INC SPACE)

MONITOR CLOSELY PRIVATIZATION PROCESS FOR CIA. DE TELEFONOS DE CHILE (95% OF TERRITORY) AND REPORT REGULARLY TO COS AND HQ.

ENSURE THAT CDN SUPPLIERS ARE INVITED TO BID ON ALL NEW TENDERS.

CONTINUE TO SUPPORT EFFORTS OF CDN SUPPLIERS ALREADY INVOLVED IN RURAL TELEPHONY PROJECTS.

OBTAIN CONTRACT THROUGH AN UNSOLICITED PROPOSAL RATHER THAN HAVING TO BID.

IDENTIFY POTENTIAL CDN INVESTORS AS CTC WILL GIVE MOST CONTRACTS TO FOREIGN COS INVESTING IN PROJECTS.

HAVE CDN INVESTOR BECOME SOLE SUPPLIER.

FIND SOURCE OF FINANCING FOR THE COMMISSIONING OF AN ENGINEERING STUDY BY CANADIAN CONSULTING FIRM WHICH WOULD RECOMMEND CANADIAN EQUIPMENT FOR THE DEVELOP OF RURAL COMMUNICATIONS.

INCREASE CANADIAN SALES OF TELEPHONE EQUIPMENT BY 100 PER CENT.

CONVINCE CANADIAN SUPPLIERS OF MODERN EQUIPMENT THAT THERE IS A MARKET IN CHILE FOR THEIR PRODUCTS.

OBTAIN A 20% SHARE OF THE MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 RURAL TELEPHONE PROJECT IN SOUTH OF CHILE. GOAL WAS TO INSURE THAT CDN CONSORTIUM & CHILEAN BUYER UNDERSTAND EACH OTHER AND ENSURE NO OUTSIDE COMPETITION DEVELOP.

LOCAL CO. AND CDN CONSORTIUM HAVE AGREED ON TERMS OF REFERENCE FOR PROJECT AND CIDA WILL FINANCE STUDIES. EMBASSY WAS RESPONSIBLE TO PUT PACKAGE TOGETHER.

QUARTER: 3 MEET WITH VTR AUTHORITIES & SUPPORT CDN EFFORT TO OBTAIN RURAL TELEPHONE PROJECT.

MEETING HELD. VTR HAS AGREED TO COOPERATE WITH DTI. CIDA LIKELY TO FINANCE STUDY. CDN EXPORT OF EQUIPMENT IS EXPECTED.

QUARTER: 4 SUPPORT & ADVISE CDN CONSULTANT ON RURAL TELEPHONE PROJECT IN SOUTH OF CHILE. MONITOR CTC PRIVATIZATION AND KEEP CDN COS AWARE OF INTENDED MAJOR INVESTMENT.

CDN CO MADE PRESENTATION OF STUDY TO LOCAL AUTHORITIES & ARE ASKED TO PURSUE PROJECT DEVELOPMENT. BELL CANADA INTERNATIONAL WITHDREW FROM RACE. CTC BOUGHT BY BOND GROUP OF AUSTRALIA

POST : 637-SAO PAULO

011-OIL & GAS EQUIPMENT, SERVICES
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO SEMINAR WITH PETROBRAS IN DECEMBER 85.

SLANT DRILLING, RESERVOIR SIMULATION, SURVEYING
EQUIPMENT SALES; GAS DISTRIBUTION STUDIES,
TRAINING SERVICES CONTRACTS.

FOLLOW UP TO ALBERTA OIL AND GAS MISSION AND ATTENDANCE AT OIL
AND GAS SHOW IN OCTOBER 86.

POSSIBLE EQUIPMENT SALES & SERVICES CONTRACTS

FOLLOW UP TO RECENT PETROBRAS/GOMGAS OFFICIALS' VISITS TO CANADA
AT NATIONAL PETROLEUM SHOW.

FEASIBILITY STUDIES, TRAINING PROGRAMS
CONTRACTS; COOPERATION AGREEMENTS RE HEAVY
OIL, TAR SANDS.

RETURN SEMINAR VISIT TO CANADA BY PETROBRAS AND POSSIBLY GAS
DISTRIBUTION COMPANIES.

IDENTIFICATION OF NEW OPPORTUNITIES FOR SALES
AND TECHNICAL COOPERATION IN OIL AND GAS SEC-
TORS; HIGHER PROFILE WITH BRAZILIAN BUYERS.

CONDUCTED DETAILED NATURAL GAS SECTOR MARKET SURVEY TO IDENTIFY
SPECIFIC OPPORTUNITIES ARISING OUT OF BRAZIL'S IMMINENT INVOLVE-
MENT IN RESIDENTIAL/INDUSTRIAL GAS USE.

TO MAKE CANADIAN INDUSTRY AWARE OF NEW OPPOR-
TUNITIES IN THE GAS SECTOR AND ENCOURAGE THEM
TO VISIT BRAZIL.

REGULAR PROGRAM OF VISITS TO PETROBRAS AND GAS DISTRIBUTION COYS
TO SUSTAIN MOMENTUM CREATED BY RECENT PROMOTIONAL EFFORTS WITH
THESE COMPANIES.

TO MAINTAIN AND FURTHER IMPROVE THEIR KNOWLE-
DGE OF CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) ORGANIZE RETURN SEMINAR VISIT TO CANADA BY PE-
TROBRAS & GAS DISTRIBUTION COMPANIES OFFICIALS.
B) CONDUCT NATURAL GAS SECTOR SURVEY AND IDENTIFY
SPECIFIC OPPORTUNITIES.
C) FOLLOW-UP ON ALTA OIL & GAS MISSION & PIEC 87.

A) AT REQUEST OF PETROBRAS PRESIDENT SEMINAR POS-
TPONED TO JUNE 88 IN CALAGRY.
B) NATURAL GAS REPORT COMPLETED. MISSION TO BRAZIL
PLANNED FOR NOVEMBER 87. C) FIVE COMPANIES NEGOTI-
ATING TECHNOLOGY TRANSFER AGREEMENT.

QUARTER: 2 A) ORGANIZE NATURAL GAS MISSION/SEMINAR; B) FOLLOW
UP ON ONGOING ACTIVITIES INCL. THOSE GENERATED BY
PARTICIPATION IN OIL & GAS SHOW OCT '86; C) COORDI-
NATE OZIRES SILVA'S VISIT TO CDA; D) INITIATE
PREP. WORK FOR PETROBRAS RETURN SEMINAR TO CDA.

A) ORGANIZ. ON SCHEDULE FOR EVENT TO TAKE PLACE
OCT '87; B) IDENTIFIED EXPORT OPPORT. FOR NOWSCO,
PROPAK, IPE, WESTERN RESEARCH, HUNNTEC, DF CONSULT;
C) COORDINATION COMPLETED; D) INPUT SOUGHT FR CDN
PLAYES & MEETINGS SET WITH BZLN COORDINATOR.

QUARTER: 3 ORG. NATURAL GAS SYMPOSIUM, NOV 87. BEGIN ORG.
OF OIL/GAS TECH. SEMINAR IN CANADA, JUNE 88.
FOLLOW UP ONGOING INDIVIDUAL COMPANY ACTIVITIES
TO IDENTIFY AGENTS, SALES OPPORTUNITIES AND/OR JV
PARTNERS.

SYMPOSIUM RESULTED IN NEW JV AGREEMENT FOR TRANS
CANADA PIPELINE & EXCELLENT EXPOSURE FOR 6 OTHER
PETROBRAS COORD. ORG. ADVANCING WELL. ASSISTED
CANOEAN IN IDENTIFICATION OF NEW JV PARTNER AND
OF SALES OPPORTS. FOR SEV. OTHER COYS.

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POST : 637-SAO PAULO

011-OIL & GAS EQUIPMENT, SERVICES
BRAZIL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 ORGANIZATION OF 2ND BZL/CDA OIL & GAS SEMINAR
(JUNE 88). (2) FOLLOW-UP NATURAL GAS SYMPOSIUM
(NOV 88). (3) CULTIVATE NEW CONTACTS IN OIL
SECTOR.

QUARTERLY RESULTS REPORTED:

(1) SEMINAR POSTPONED AT PETROBAS REQUEST.
(2) ASSISTED COYS IN SELECTION OF J.V. PARTNERS
AND REPS. TERMS OF AGREEMENT UNDER DISCUSSIONS.
(3) NEW CONTACTS ESTABLISHED WITH MONTREAL ENG.
(CAN-OCEAN), CONDUCTO (IPE) & LEADING FLEXIBLE/

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 637-SAO PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP WITH PARTICIPANTS OF FEDERALLY & PROVINCIALY SPONSORED HIGH TECHNOLOGY MISSIONS (THREE IN 86/87) AND LOCAL CONTACTS ESTABLISHED TO MAXIMIZE NUMBER OF PERMANENT BUSINESS CONNECTIONS.

FOLLOW UP ON CONTACTS ESTABLISHED AT HI-TEC AND MARKETPLACE 86 AND SUPPORT ONGOING RELATIONSHIPS WITH BRAZILIAN COMPANIES GENERATED AS A RESULT.

CONTINUE TO SUPPORT ONGOING SALES EFFORTS OF CANADIAN FIRMS.

REPORT ON FURTHER DEVELOPMENTS OF INFORMATICS LAW WHICH IMPACT ON MARKET POTENTIAL FOR CANADIAN PRODUCTS AND SERVICES.

INTENSIFY PERSONAL CONTACTS WITH BRAZILIAN REGULATORS/CLIENT AGENCIES WHICH INFLUENCE DECISION MAKING (E.G. SEI, CTI, INPE).

FOLLOW UP ON SATELLITE 86 CONTACTS ESTABLISHED TO MAXIMIZE BENEFIT TO BE DERIVED FROM CANADIAN PARTICIPATION.

ESTABLISHMENT OF AGENCY (IES) & CONCLUSION OF SALES/JV ARRANGEMENTS FOR 5 OR 6 CANADIAN COMPANIES.

ESTABLISHMENT OF AGENCY(IES) & CONCLUSION SALES/JV ARRANGEMENTS FOR 2 OR 3 CANADIAN COMPANIES.

CONCLUSION OF 3/4 SALES AND JOINT-VENTURES/ TECHNOLOGY TRANSFER/LICENSING AGREEMENTS.

SUPPORT PROPOSED PARTICIPATION IN INFORMATICA 87.

TIMELY REPORTING ON POLICY ISSUES; ENHANCED EXPOSURE OF CANADIAN CAPABILITIES AND IMPROVED PROFILE WITH BUYERS.

INTRODUCTION OF TWO OR THREE CANADIAN ORGANIZATIONS IN SATELLITE APPLICATIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP ON SATELLITE '86 SEMINAR. INTRODUCE NEW CDN COMPANIES IN SPECIALIZED AREAS OF ACTIVITY OF INTEREST IN BRAZIL. ONGOING SUPPORT TO CDN EXPORTERS.

QUARTER: 2 A) COORDINATE LOGISTICAL ASPECTS OF ADVANCED TECH MISSION SEPT '87; B) REVIEW RECENT DEVELOPMENTS I IN INFORMATICS/SOFTWARE LAW & REPORT TO EXTOTT; C) FOLLOW-UP ON RNT VISIT TO CDA & REPORT OPPORTUNITIES IDENTIFIED BY RNT.

QUARTER: 3 PREPARE QUEBEC MIS. IN AREA OF INFORMATICS AND ORGANIZE ACTIVITIES FOR PART. PREPARE PRELIM. REPORT ON SOFTWARE LAW. CONT'D ASSISTANCE TO CDN COS. IN TERMS OF INITIAL MARKET PENETRATION.

POST ORGANIZED AN EXT-SPONSORED VISIT BY RTN EDITOR (E. SIGUEIRA) TO SATELLITE USERS CONFERENCE IN OTTAWA, MAY 87. INDIVIDUAL VISITS PROGRAMS SET UP FOR 4 QUEBEC MISSION MEMBERS ALL OF WHOM IDENTIFIED PROSPECTS. 3 COYS (WODEX, SR, ELSID) NE-

A) 4 MISSION MEMBERS HAVE IDENTIFIED POTENTIAL SALES OF SERVICES/EQPT AND/OR IDENT. POTENTIAL JV/TT PARTNER; B) INFO GATHERING INITIATED BUT REPORT DELAYED DUE TO SOFTWARE LAW NOT YET PASSED BY CONGRESS; C) FURTHER TO RNT VISIT, LONG ARTICLE

MICROTEMPUS & ICAM HAVE IDENTIFIED AGENT & JV PARTNER. GOOD SALES POTENTIAL IN SHORT TERM. REPORT PREPARED & PROVIDED TO QUEBEC MIS. PART. COMMERCIAL AGREEMENT SIGNED BY SR TELECOM WITH BRAZILIAN PARTNER.

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POST : 637-SAO PAULO

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 AS SOON AS SOFTWARE LAW PASSED, PREPARE BRIEF
REPORT ON OPPORTUNITIES. (2) START PREPARATION
FOR QUEBEC RNT SEMINAR. (3) ENVISAGE POSSIBLE
PARTICIPATION IN RNT SEMINAR.

QUARTERLY RESULTS REPORTED:

SOFTWARE LAW APPROVED. AWAITING REGULAMENTATION
TO PREPARE REPORT. (2) SEMINAR CONFIRMED FOR MAY
3RD. FOUR COYS OF QUEBEC SOFTWARE ASSOC. WILL
PRESENT PAPERS. V. MINISTER AND 2 COYS WILL ACC-
OMPANY MISSION. (3) NO PART. THIS TIME BUT CIDA/

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POST : 637-SAO PAULO

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO INSTITUTIONAL PARTICIPATION IN EXPOINTER 86 AND CONSEQUENT BRAZILIAN FARMERS VISIT TO ROYAL WINTER FAIR IN TORONTO TO ENSURE CONTACTS ESTABLISHED RESULT IN ACTUAL AND PERMANENT CONNECTIONS.

MAINTAIN AND EXPAND CONTACTS BETWEEN PARTICIPANTS OF ONTARIO POULTRY SEMINAR AND BRAZILIAN POULTRY BREEDERS.

MONITOR OPPORTUNITIES RESULTING FROM FOOD COMMODITIES SHORTAGES AND REPORT TO HEADQUARTERS TO IDENTIFY POTENTIAL CND SUPPLIERS.

TECHNICAL SEMINARS IN COOPERATION WITH AGRICULTURE CANADA AND PROVINCIAL GOVERNMENTS TO CREATE EXPOSURE FOR CANADIAN BREEDING STOCK, SPECIAL CROPS, VETERINARY PRODUCTS, ETC.

FURTHER DEVELOP CONTACTS WITH BRAZILIAN TRADE ASSOCIATIONS AND SPECIALIZED INSTITUTES (ITAL, ABIA) WHO PLAY SIGNIFICANT ROLE IN SECTOR DEVELOPMENTS (E.G. BIOTECHNOLOGY) AND SELECTION OF COUNTRY OF ORIGIN FOR IMPORTS.

CONTINUE ONGOING CONTACTS WITH AGRICULTURAL MACHINERY ASSOCIATION WHOSE REPRESENTATIVE VISITED WESTERN FARM PROGRESS SHOW IN SASKATCHEWAN IN JUNE 86.

CONFIRM NEW REPRESENTATION AGREEMENTS AND SALES OF LIVESTOCK AND GENETIC MATERIAL.

SALE OF CANADIAN POULTRY/CHICKS AND INITIATION OF TECHNICAL COOPERATION IN POULTRY BREEDING.

POTENTIAL NEW SALES OF CHEESE, EGGS, MILK POWDER, MEAT.

EXPAND EXISTING SALES OF BREEDING STOCK AND INTRODUCE NEW VARIETIES AND COMMODITIES.

INCREASED SALES OF GENETIC MATERIAL, GOATS, SWINES AND POULTRY; SHEEP.

DEVELOP 2 OR 3 JOINT VENTURES IN MEDIUM TERM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP ON BEST PROSPECTS IDENTIFIED AT EXPOINTER '86 & DAIRY CATTLE SEMINAR OF MARCH '87. FOLLOW-UP ON BEST CONTACTS MADE AT FOOD PACIFIC '86. MAINTAIN CONTACTS WITH SPECIALIZED INSTITUTIONS

QUARTER: 2 A) ORGANIZATION & COORDINATION OF CDA OFFICIAL PARTICIPATION IN EXPOINTER '87; B) FOLLOW-UP ON CONCRETE RESULTS FROM POULTRY AND DAIRY CATTLE SEMINARS.

3 OFFICIALS PLANNING TO GO TO CDA TO LEARN ABOUT OUR CLASSIFICATION STANDARDS; STATE OF S. PAULO & PARANA AGRIC. SECT. INTERESTED IN COOPERATION AGREEMENT WITH CANADA. 2 CONCRETE OPPORTUNITIES BEING DEVELOPED. ITAL-FOOD TECHNOLOGY INSTITUTE/

A) LIVESTOCK & GENETIC MATERIAL ORDERS OF SALES INITIATED AT STAND OF US\$5.5M.; B) SHAVER POULTRY APPOINTED AGENT AND SOLD \$80,000 OF BABY CHICKS. SALES OF LIVE CATTLE & SEMEN IN AMOUNT OF OVER \$800,000 SINCE DAIRY CATTLE SEMINAR.

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POST : 637-SAO PAULO

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 PREPARE INDIV. PROGRAM OF ACTIVITIES FOR TRADING HOUSE MISSION MEMBERS. FOLLOW UP TO PARTICIPATION IN EXPOINTER 87. CONTINUE TO DEVELOP CONCEPT OF COOPERATION WITH PARANA INCLUDING ORGANIZE PARTICIPATION IN EXPOTIBA.

QUARTER: 4 ORGANIZE AGRICULTURAL TECHNICAL MISSION TO PARANA LEADING TO CONCLUSION OF COOPERATION AGREEMENT. (2) REPLY TO ENQUIRIES RECEIVED AT EXPOINTER & EXPOTIBA. (3) ARRANGE FOR SEED POTATO TRIALS BY EMBRAPA.

QUARTERLY RESULTS REPORTED:

BETHUNE NEGOTIATING COD SALES VALUED AT MORE THAN \$1M. IN EXCESS OF 60 RESPONSES TO WRITTEN INQUIRIES; SALES OF LIVESTOCK, SEMEN, NEARING \$1M UNDER DISCUSSION. SUCCESSFUL PART. IN FAIR & CONCRETE REQUEST FOR LIVESTOCK IMPORTS REC'D.

MISSION SUCCESSFULLY COMPLETED. POTENTIAL ITEMS FOR INCLUSION IN COOP AGMT IDENTIFIED & SOON TO BE FINALIZED. (2) ALL ENQUIRIES FM EXPOINTER ANSWERED AS WELL AS MOST FM EXPOTIBA. (3) SEED POTATDES FOR TRIALS DIST. TO EMPRAPA TEST PLOTS.

POST : 637-SAO PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON COOPERATION AGREEMENT IN URBAN TRANSIT TO IDENTIFY SPECIFIC AREAS OF COOPERATION.

FINANCIAL MANAGEMENT, ADMINISTRATION AND TECHNOLOGICAL INNOVATION CONTRACT(S), CONSULTING SERVICES FOR BRZLN METROS AND IN THIRD COUNTRIES.

FOLLOW UP ON CONTACTS ESTABLISHED BY DRIEDTT/FAMR SPECIALISTS DURING HIS VISIT TO PINPOINT SPECIFIC PROJECTS EQUIPMENT OF INTEREST TO CANADA.

LONG TERM PROSPECTS FOR "PEOPLE MOVER" SUBURBAN PASSENGER TRANSPORT, INTERCITY PASSENGER TRANSPORT.

CONTINUE TO PROVIDE SUPPORT TO CANADIAN FIRMS RE BRAZILIAN ANT-ARCTIC/HYDROGRAPHIC SHIPS AND EXPORT CORRIDOR PROJECTS RESPECTIVELY.

ENGINEERING/DESIGN SERVICES AND CONSULTING SERVICES CONTRACTS.

MAINTAIN AND FURTHER DEVELOP CONTACTS WITH MUNICIPAL AND STATE AUTHORITIES RESPONSIBLE FOR DECISION MAKING ON TRANSPORTATION PROJECTS.

INCREASED EXPOSURE OF CANADIAN EXPERTISE AND ENHANCED KNOWLEDGE OF SPECIFIC PROJECT ACTIVITIES.

MINI REPORTS ON AD-HOC BASIS ON STATUS OF URBAN, SUBURBAN, INTERCITY PASSENGER TRANSPORTATION PROJECTS AND FREIGHT TRANSPORTATION PROJECT(S) DEVELOPMENT.

TO DECIDE ON APPROPRIATENESS OF AND SUPPORT FOR OUTGOING MISSION OR SEMINAR, TO ADVISE ON PERMANENT BASIS INTERESTED CANADIAN FIRMS.

CONTINUE TO SUPPORT CANADIAN FIRMS ALREADY ACTIVE OR PURSUING SPECIFIC COMMERCIAL ACTIVITIES IN BRAZIL.

TO CONCLUDE ONE OR MORE OF SALES CURRENTLY BEING PURSUED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP COOPERATION AGREEMENT BETWEEN TTC/MUC TC & SAO PAULO METRO. MAINTAIN & DEVELOP CONTACTS WITH GOV'T AUTHORITIES RE TRANSPORTATION PROJECTS(URBAN/RAIL).

DONE BUT DUE TO CHANGES IN STATE GOV'T OFFICIALS CONCRETE ACTIVITIES WILL BE DELAYED SOMEWHAT. CULTIVATED CONTACTS WITH RIO, CURITIBA & S. PAULO AUTHORITIES WHICH LEAD TO ONE MAJOR CONTRACT (CANAC) FOR SERVICES, POTENTIAL FOR 2 MORE & IDENTIFICATION.

QUARTER: 2 A) MONITOR DEVEL. OF RAIL PROJECTS, REPORT OPPORTUNITIES TO H. Q. AND IDENTIFY SUPPLIERS; B) FOLLOW DEV. OF EBTU'S PLANS TO UPGRADE URBAN TRANSIT SYSTEMS IN POA, CURITIBA, S. PAULO, RIO; C) DEVELOP PLAN TO REACTIVATE TTC/MUCTC AGREEMENT

A) CPCS DOING VIABILITY STUDY OF PARANA PRODUCTION RAILWAY. BOMBARDIER MADE OFFER TO FEPASA FOR LOCO REHABILITATION. CANAC LIKELY TO BID ON MGT PORTION OF FEPASA PROJECT; B) POTENTIAL PARTNER IDENTIFICATION FOR LAVALIN FOR POA URBAN TRANSP. PROJECT; C) VISIT TO CDA.

QUARTER: 3 ORGANIZE HIGH LEVEL PARANA OFFICIALS VISIT TO CDA AND MONITOR DEVELOPMENTS OF PRODUCTION RAILWAY PROJECT AS WELL AS FEPASA, EXPORT CORRIDOR PROJECTS & TTC/MUCTC COOPERATION AGREEMENT WITH SAO PAULO METRO.

SUCCESSFUL VISIT CDA ENHANCED CHANCES OF CPCS FOR PROJECT MGT OF \$1.2 BIL. PROJECT; CANAC VERY WELL POSITIONED FOR CONSULTING WORK WITH FEPASA. ORGANIZED PART OF VISIT OF CBTU OFFICIALS TO CDA WHICH MAY LEAD TO TT & CONSULTING OPPORTUNITIES.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 FOLLOW UP ON PARANA PRODUCTION RAILWAY MISSION
TO CANADA. (2) SUPPORT CANAC'S EFFORTS IN OB-
TAINING CONTRACT WITH REPASA. (3) FOLLOW UP ON
URBAN TRANSIT AND LRV PROJECTS.

QUARTERLY RESULTS REPORTED:

COY ESTABLISHED MAR '88 WITH 2.2% EQUITY PARTIC-
IPATION BY C. P. CPCS VIABILITY STUDY ACCEPTED BY
PARANA STATE GOVT, PAVING WAY FOR CONTRACT WITH 6
MOS. (2) FEPASA OFFICIALS VISITED CDA TRAINING
SPONSORED BY CIDA. CONTRACT VALUE APPROX. \$5 M/

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016-INDUSTRIAL MACHIN, PLANTS, SERV.
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING EFFORTS TO HELP SEVERAL FIRMS CONCLUDE ADDITIONAL SALES OF MACHINERY.

\$2 TO 5 MILLION OVER THE NEXT THREE YEARS.

ONGOING EFFORTS TO ASSIST SEVERAL FIRMS TO CONCLUDE LICENSING/ JOINT VENTURE/TECHNOLOGY TRANSFER.

CONCLUSION OF TWO OR THREE JV/TT/LICENSING ARRANGEMENTS.

CONTINUE TO SEEK TO IDENTIFY SELECTIVE MARKET NICHES FOR SPECIALIZED MACHINERY FROM CANADA.

IDENTIFICATION OF 2 OR 3 OPPORTUNITIES FOR SALES OR INDUSTRIAL COOPERATION.

PREPARE REPORT ON MATERIAL HANDLING LABELLING AND PACKAGING MACHINERY SECTORS.

SUPPORT PROMOTIONAL ACTIVITY (E. G. MISSION) IN THIS SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IDENTIFY SELECTIVE MARKET NICHES FOR SPECIALIZED MACHINERY.

IDENTIFIED POSSIBLE TRANSFER OF PVC PROCESSING TECHNOLOGY (SYNERGISTIC), CRUSHING MACHINERY (SP-CRAFT), PACKAGING MACHINERY (LARGEN), WINCHES (PULMASTER), SHREDDING MACHINERY (SCHREDTECH).

QUARTER: 2 A) FOLLOW-UP ON CONTACTS INITIATED BY POST WITH ABIMAQ RE JV PROGRAM FUNDED BY UNIDO; B) INITIATE INFO GATHERING PROCESS TO EVENTUALLY PRODUCE SECTORAL REPORTS ON MAT. HANDLING, PACKAGING, LABELLING SECTORS; C) FOLLOW-UP ONGOING ACTIVITIES

A) AWAITING RESPONSE FR H. G. IN OTTAWA; B) IN PROGRESS; C) AMSTRONG MADE SMALL SALE, G. KELK IDENTIFIED NEW POTENTIAL SALES DURING VISIT AND AERODAT & QUESTOR SURVEYS IDENTIFIED POTENTIAL PARTNERS.

QUARTER: 3 ORGANIZE VISIT OF TWO TRADING HOUSE MISSION MEMBERS IN THIS AREA. CONTINUED ASSISTANCE TO EXISTING AND NEW EXPORTERS.

SEVERAL 2/3 WAY TRADING OPPORTUNITIES IDENTIFIED. MARKET SURVEYS FOR SHAWBEC, HOWDEN, ARMSTRONG; & INFO TO ONT. GOV'T RE MINING MACHINERY MCELHANEY TO BID ON INCRA PROJECT.

QUARTER: 4 PREPARE MARKET REPORT ON MINING EQUIPMENT/SERVICES IMPORTS. (2) EXPAND CONTACTS WITH TRADE ASSOCIATIONS. (3) SURVEYING BIOTECHNOLOGY ACTIVITIES IN BRAZIL.

ASSISTED SPECIAL CONSULTANT ENGAGED BY DEPT. TO ASSESS MKT OPPORT. IN MINING SECTOR TO GATHER DATA/INFO. REPORT WILL BE SUBMITTED TO EXTOTT/LCT BY CONSULTANT. (2) CALLED ON ABIMAQ, QBIQUIM, ETC. AND ATTENDED SEVERAL FAIRS TO GATHER INFO/

THE UNIVERSITY OF CHICAGO

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009-FOREST PRODUCTS, EQUIP, SERVICES
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT RECENTLY FORMALIZED JOINT VENTURE AGREEMENT BETWEEN SIMONS AND NATRON AND HELP THEM INCREASE THEIR EXPOSURE TO PARTICIPATE IN UPCOMING PULP AND PAPER PROJECTS.

PARTICIPATION IN FEASIBILITY/CONSULTING ENGINEERING EVALUATION OF PROJ. E.G. MORRO VERDE, ETC. WHICH WOULD CREATE OPPORTUNITIES FOR EQUIPMENT SALES.

PROVIDE CONTINUED ASSISTANCE TO A CANADIAN FIRM, ESPECIALLY TO WITHSTAND EMERGING COMPETITION FROM USA ON BASIS OF LOCAL CONTENT, FINANCING ETC.

MAINTAIN AND/OR EXPAND CANADIAN COY'S MARKET SHARE IN BRAZIL.

INITIATE PRELIMINARY ASSESSMENT OF NEW PROJECTS OPPORTUNITIES IN THE PULP AND PAPER SECTOR.

IDENTIFICATION OF 2 OR 3 MAJOR PROJECTS OFFERING OPPORTUNITIES FOR ENGINEERING SERVICES AND EQUIPMENT SALES.

COMPREHENSIVE REPORT ON PULP AND PAPER SECTOR AND RELATED ACTIVITIES (E.G. BAGASS) WITH EMPHASIS ON NEW PROJECTS (OR EXPANSION).

TO EVALUATE NEED AND EVENTUALLY SUPPORT OUTGOING FORESTRY MISSION TO BRAZIL.

CONTINUE TO MAINTAIN/DEVELOP SENIOR CONTACTS IN BRAZILIAN FORESTRY COMPANIES IN LIGHT OF EXTENSIVE INVESTMENT PLANS IN THIS SECTOR OVER THE MEDIUM TERM.

FACILITATE MARKET ACCESS FOR CANADIAN COMPANIES.

ENCOURAGE MORE TECHNICAL COOPERATION BETWEEN CANADIAN & BRAZILIAN FORESTRY MANAGEMENT ENTITIES (E.G. CFS, IBDP) TO PROMOTE USE OF FIRE FIGHTING TECHNIQUE FROM CANADA.

IN MEDIUM TERM SOME SALES OF FIREFIGHTING EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 GATHER INFORMATION - TECHNICAL, ETC. - ON VARIOUS PULP AND PAPER PROJECTS PLANNED OVER NEXT FIVE YEARS. SUPPORT ONGOING SALES EFFORTS VY CANADIAN EXPORTERS.

MOST INFO ALREDY ACCUMULATED THRU CONTACTS WITH COYS AND ASSOCIATION. TWO COYS (NATRON/SIMMONS AND SENTROL) CURRENTLY NEGOTIATING NEW CONTRACTS

QUARTER: 2 A) IDENTIFY SELECTED OPPORTUNITIES FOR SALE OF EQPT; B) MAINTAIN CONTACTS WITH OFFICIALS IN THIS SECTOR TO PRODUCE REPORT ON UPCOMING PROJECTS.

A) CARBORUNDUM SOLD \$50000 OF GRINDING EQPT & EXPECT ANNUAL VOLUME \$150000. IDENTIFIED \$50M. OPPORTUNITY FOR MILL CONTROLS FOR ARACRUZ PROJECT; B) TOTAL OF US\$6BILLION IS PLANNED PROJECTS OVER NEXT 8 YEARS. ENGIN/CONSULT POTENTIAL HIGH FOR

QUARTER: 3 PREPARE PROGRAM OF ACTIVITIES FOR QUEBEC MISSION MEMBER. ONGOING ASSISTANCE TO CDN EXPORTERS. UPDATE PULP & PAPER PROJECTS REPORT.

APPLIED HIGH TECHNOLOGY IDENTIFIED PARTNERS & A MULTIMILLION DOLLAR MARKET OVER NEXT 5 YRS. CARBORUNDUM, SIMONS, SENTROL ALL NEGOTIATING ADDITIONAL SALES AND/OR BIDDING ON NEW PROJECTS. POSTPONED TO NEXT QUARTER.

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009-FOREST PRODUCTS, EQUIP, SERVICES
BRAZIL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 COMPLETE ANNUAL NEWSPRINT QUESTIONNAIRE.
(2) UPDATE PULP AND PAPER PROJECTS LIST.


(1) QUESTIONNAIRE COMPLETED & FORWARDED TO CPPA.
(2) DEFERRED TO NEXT QUARTER.

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

POST : 637-SAO PAULO

BEEF CATTLE TECHNICAL MISSION TO RIO GRANDE DO SUL
JOINT VENTURE FURNITURE MISSION TO GERMANY

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