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STORAGE

**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**

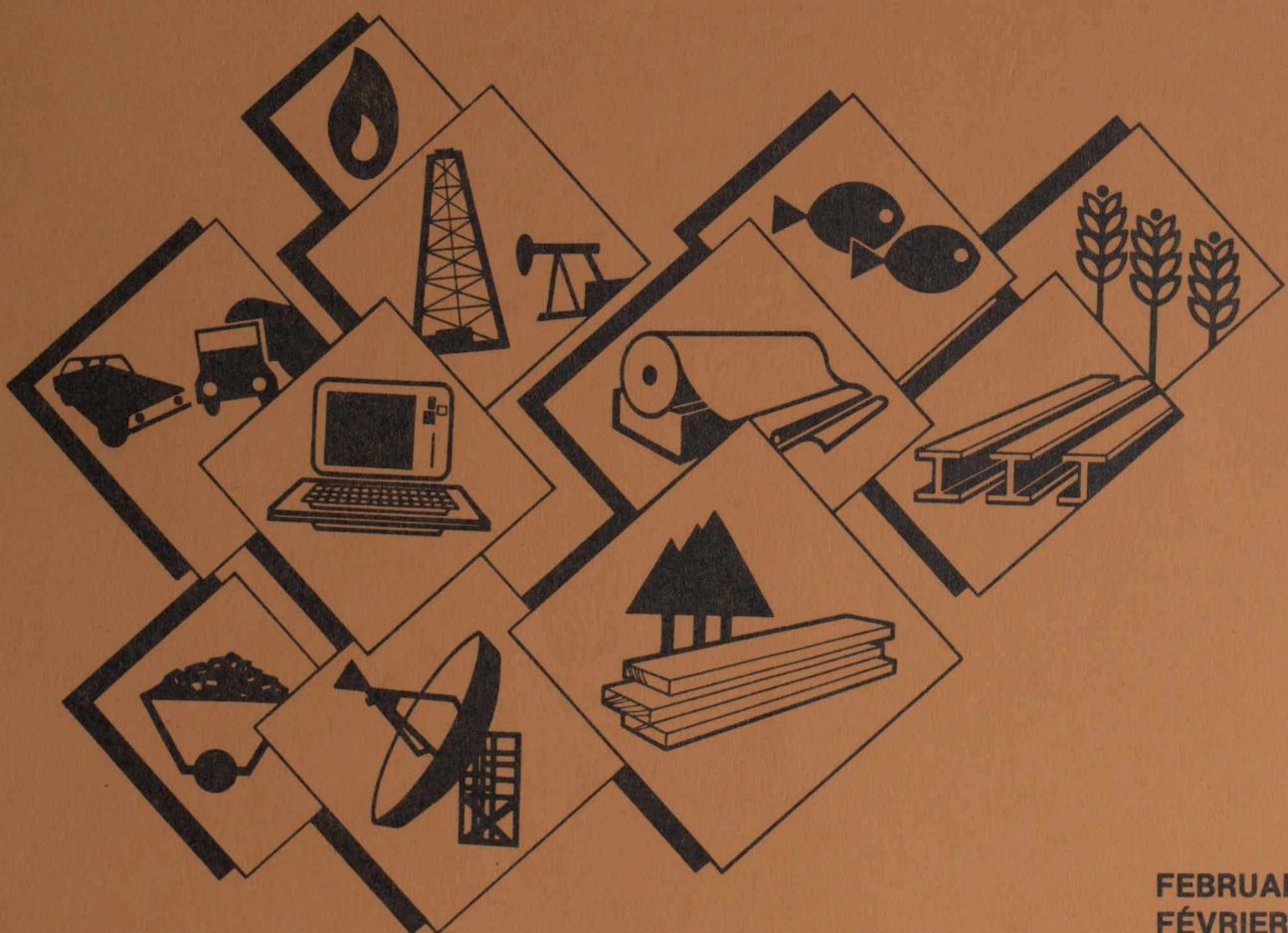
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Dept. of External Affairs
Min. des Affaires Étrangères
OTTAWA

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**JULY - SEPTEMBER 1988
(2nd QUARTER FY 1988-89)
JUILLET - SEPTEMBRE 1988
(2^e TRIMESTRE, AF 1988-89)**



**FEBRUARY 1989
FÉVRIER 1989**

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report July - September 1988

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

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités juillet - septembre 1988

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

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

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

QUARTERLY PROGRESS REPORT OF FOREIGN INFORMATION SERVICES
BY REGIONAL AREA FOR FISCAL YEAR 1964
FOREIGN INFORMATION SERVICES REPORTS ON AMERICAN ACTIVITIES

LATIN AMERICA & CARIBBEAN
AMÉRIQUE LATINE ET ANTILLES

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REPORT 4
89/02/06

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

1

POST :640-BOGOTA

011-OIL & GAS EQUIPMENT,SERVICES
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ESTABLISH DIRECT CONTACT WITH KEY OFFICIALS OF ECOPETROL AND
FOREIGN OIL & GAS OPERATORS.

LEARN CURRENT STATUS OF PLANNED PROJECTS AND
WE CAN UPGRADE CANADIAN PARTICIPATION

FOLLOW UP ON CONTRACTS MADE DURING PAST THREE MONTHS WITH VIEW OF
ESTABLISHING NEW REPRESENTATION AGREEMENTS.

TO HELP ESTABLISH FOUR NEW REPRESENTATION
AGREEMENTS

PROMOTE CANADIAN NATURAL GAS INDUSTRY CAPABILITY AND EXPERIENCE
AMONG PROMOTORA GASODUCTO CENTRAL MEMBERS.

INCREASE POSSIBILITY OF WINNING GAS PIPELINE
CONSTRUCTION PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-PROMOTE CANADIAN INDUSTRY AS LEADING SOURCE
OF TECHNOLOGY OF VALUE TO COLOMBIA (I.E.RESEARCH
AND DEVELOPMENT TECHNOLOGY,POLYETHYLENE TECHNO-
LOGY).

COL-TEKNIKA RESOURCE DEV LTD OF CALG WON A US \$1
MM.CONTRACT FOR TECHN ASSISTANCE TO THE PETROL-
EUM TRAINING INSTITUTE. COL-POST ASSISTED LUMMUS
CDA TO PREPARE BID FOR POLYETHYLENE PLANT & PRO-
MOTED CDN TECHN. COL-POST INVITED NO.2 OFFICIAL

QUARTER: 2 Develop new sectoral strategy in light of Cdn
experience in this sector.
Promote Lummus Canada polyethylene plant
proposal.

Col-Post submitted sectoral strategy discussion
paper to assist in defining priorities in this
sector. Col-State oil co. accepted Cdn govt in-
vita'n to sent 2 officials to Cda to assess Cdn
polyethylene technology, timing to be determined

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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POST :640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PUT PACKAGE TOGETHER FOR RAILWAY REHABILITATION (DECISION WILL BE MADE SOON WHETHER PROJECT GOING AHEAD) \$ 200 MILLION

TRAINING AIRCRAFT FOR COLOMBIAN ARMY (FINAL DECISION TO BE MADE SOON BY COLOMBIA) \$ 40 MILLION

REHABILITATION OF COLOMBIAN PORTS

VISIT TO CANADA OF COLOMBIAN HIGH LEVEL OFFICERS TO LOOK AT RAILWAY SYSTEM, PARTS SUPPLIERS, ETC. CANADIAN PARTICIPATION IN RAILWAY REHABILITATION PROJECT IN COLOMBIA AT COST ESTIMATED AT \$ 800 MILLION

CONTINUE DISCUSSION WITH COLOMBIAN MILITARY RE PURCHASE OF CL-125 AIRCRAFT SALE OF 4 CL-125 TO COLOMBIAN ARMY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-REINFORCE SENIOR CONTACTS IN COL RAILWAYS REHABILITATION PROJECT.

COL-POST SENT PRESIDENT & DIRECTOR OF COL NAT'L RAILWAYS ON ONE-WEEK MISSION TO CANADA TO DISCUSS RAILWAYS REHABILITATION PROJECT.

QUARTER: 2 Promote training aircraft sale to Col. Air Force.
Promote Bogota metro project.

Col-Second tech'l evalua'n of Bogota metro confirmed that Cda has lost proj. to Italy, primarily because of financing. Col-Cdn co. involved in trainer aircraft proj. indicated it might no longer be able to supply aircraft.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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POST :640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PREPARATION OF SECTORAL PROFILE OUTLINING KEY CONTRACTS AND UP-
COMING OPPORTUNITIES.

PROVIDE CANADIAN EXPORTS WITH HANDY REFERENCE
DOCUMENT TO ASSIST THEIR MARKETING EFFORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-SIGN INFORMATICS MOU.
COL-INFORM CDN COS OF EVOLVING OPPORTUNITIES FOR
RURAL TELECOM PROJECTS.

COL-INFORMATICS MOU SIGNED AFTER 3 YEARS OF DIS-
CUSSION, OFFERS LEGAL BASE FOR JUSTICE INFORMATI-
ZATION PROJ. ECU-MDA OF VANC SIGNED \$25MM CONT-
TRACT TO SUPPLY SATELLITE MAPPING EQUIP. COL-POST
ASSISTED C.ITOH COLOMBIA TO CONTACT CDN SUNCONTR

QUARTER: 2 Liaison with Col. contacts on rural telecom and
relay of info to Cdn cos. Promote informatiza'n
project w/Min. of Justice. Promote CCC regis-
tration with Telecom to remove major non-tariff
barrier to part'n of Cdn cos in Telecom tenders.

Col-Post featured sev. leading Cdn firms in Cdn
stand at Bogota Intl Fair (North.Telecom,SR
Telecom,Lab-Volt,Multiplex Computers).Col-Cdn
cos gave sem. (org. by post) to interdept'l com-
mittee examining proj./met w/Min. Col-CCC

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :640-BOGOTA

001-AGRI & FOOD PRODUCTS & SERVICE
COLOMBIA

<p>PLANNING: ACTIVITIES PROPOSED IN POST PLAN:</p> <p> SEMINAR ON PULSES CLASSIFICATION</p> <p> SEMINAR ON USE OF CANADIAN WHEAT FOR BAKERY</p>	<p>ANTICIPATED RESULTS:</p> <p>15% INCREASED DEMAND FOR CANADIAN PULSES AND BETTER RECOGNITION OF CANADIAN QUALITY AND INSPECTION METHODS.</p> <p>BETTER RECOGNITION OF QUALITY OF CANADIAN WHEAT VERSUS U.S. WHEAT & CONSOLIDATION OF NEWLY ACQUIRED MARKET.</p>
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<p>TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:</p> <p> QUARTER: 1 COL-CONTINUE TO PROMOTE CDN SUPPLIERS AND ESTABLISH NEW CONTACTS THROUGH PRESENCE IN ALL MAJOR SECTORAL SHOWS AND IN BOGOTA INT'L FAIR.</p> <p> QUARTER: 2 Provide timely market info and assessments to Cdn cos and govt contacts.</p> <p> QUARTER: 3 -----</p> <p> QUARTER: 4 -----</p>	<p>QUARTERLY RESULTS REPORTED:</p> <p>COL-SEVERAL CDN AGRIC EXPORTERS WERE REPRESENTED IN CDN STAND AT BOGOTA INT'L FAIR. COL-CANADA WAS REPRESENTED AT NAT'L POULTRY CONGRESS IN CARTAGENA, INT'L BRAHAM SHOW IN BARRANQUILLA, AND HOLSTEIN SHOW IN BOGOTA.</p> <p>Col-Annual grain and oilseeds report prepared and submitted to Ottawa.</p> <p>Col-Several Cdn cos and agents featured in Cdn stand at Bogota International Fair.</p>
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REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :640-BOGOTA

007-POWER & ENERGY EQUIP. & SERV.
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISIT WITH SENIOR OFFICIALS OF ELECTRIC UTILITIES TO UPDATE INFORMATION ON CURRENT PROJECTS IN WHICH CANADIAN MANUFACTURERS ARE INTERESTED.

SEVERAL PROJECTS FOLLOWED BY CANADIAN MANUFACTURERS MAY RESULT IN CONTRACTS FOR ABOUT 15 MILLION

REVIEW LIST OF AGENTS AND THEIR PERFORMANCE IN SUPPORT OF CDN MANUFACTURERS

INCREASE THEIR INTEREST IN DEVELOPING MORE BUSINESS FOR COMPANIES ALREADY REPRESENTED



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-ENSURE THAT KEY-DECISION MAKERS IN THIS SECTOR ARE AWARE OF CDN CAPACITIES.

COL-PITMAN MFG OF MARKHAM WON A US\$1.7MN CONTRACT FOR CRANE TRUCKS FOR BOGOTA ELECTRIC CO. COL-POST INVITED MANAGER OF ISA, MOST IMPORTANT ENTITY IN ELECTRICAL SECTOR, TO ATTEND IFI SEMINAR IN MTL IN OCT.88

QUARTER: 2 Liaise with senior sectoral officials to update info on projects of interest to Cdn cos.

Col-Mgr of ISA, most important entity in Col. electrical sector, accepted invitation to October IFI Seminar in Montreal. Col-Pitman Manufacturing made US \$800,000 sale of truck-mounted cranes to ENCALI.

QUARTER: 3 -----

QUARTER: 4 -----

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

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POST :640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PURSUCE CONTACTS IN CONTINUING BASIS WITH ASETA PERSONNEL RE
CONDOR SATELLITE PROJECT

WIN CONTRACT BY TELESAT AND/OR SPAR AEROSPACE

DEVELOP COMPREHENSIVE LIST OF TELECOM AGENTS AND OBTAIN DEVELOP-
MENT PLAN OF IETEL.

RECOMMEND TO CDN COMPANIES RELIABLE AND EXPE-
RIENCED AGENTS AND PLAN LONG TERM ACTIVITIES.

ENCOURAGE INDIVIDUAL CDN COMPANIES PRESENTATIONS TO NATIONAL
TELECOM COMPANY (IETEL) OFFICIALS

EDUCATE IETEL PROJECT LEADERS ON CDN TECHNO-
LOGY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-SIGN INFORMATICS MOU.
COL-INFORM CDN COS OF EVOLVING OPPORTUNITIES FOR
RURAL TELECOM PROJECTS.

COL-INFORMATICS MOU SIGNED AFTER 3 YEARS OF DIS-
CUSSION, OFFERS LEGAL BASE FOR JUSTICE INFORMATI-
ZATION PROJ. ECU-MDA OF VANC SIGNED \$25MN CONT-
TRACT TO SUPPLY SATELLITE MAPPING EQUIP. COL-POST
ASSISTED C. ITOH COLOMBIA TO CONTACT CDN SUBCONTR

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :640-BOGOTA

011-OIL & GAS EQUIPMENT,SERVICES
ECUADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

NEGOTIATION OF EDC LINE OF CREDIT

INCREASE SALE OF PRODUCTS, EQUIPMENT & SPARE PARTS TO CEPE

ELABORATION OF COMPREHENSIVE LIST OF AGENTS/DISTRIBUTORS.

ASSIST MORE EFFECTIVELY CANADIAN EXPORTERS OF OIL AND GAS EQUIPMENT.

OBTAIN DEVELOPMENT PLAN OF CEPE FOR NEW GOVERNMENT PERIOD 88-92 AND REPORT ON OIL AND GAS ACTIVITIES FOR 1989.

PROVIDE "EARLY-WARNING" INFORMATION FOR CDN EXPORTERS.

SERVICES INCLUDING CONSULTING

REPORT ON OIL AND GAS SECTOR

INCREASED ASSISTANCE TO CDN EXPORTERS,FEDERAL AND PROVINCIAL REPS IN THEIR MARKETING EFFORTS

ELABORATION ON COMPREHENSIVE LIST OF LOCAL CONSULTING PARTNERS AND AGENTS

FACILITATE JOINT-VENTURE/ASSOCIATION PROCEDURES AND INCREMENT OF POSSIBILITIES FOR WINNING SERVICE CONTRACTS

OBTAIN DEVELOPMENT PLAN OF CEPE FOR NEW GOVERNMENT PERIOD 88-92 REPORT ON OIL/GAS SECTOR ACTIVITIES FOR 1988

PROVIDE "EARLY-WARNING" INFORMATION FOR CANADIAN EXPORTERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-PROMOTE CANADIAN INDUSTRY AS LEADING SOURCE OF TECHNOLOGY OF VALUE TO COLOMBIA (I.E.RESEARCH AND DEVELOPMENT TECHNOLOGY,POLYETHYLENE TECHNOLOGY).

COL-TEKNIKA RESOURCE DEV LTD OF CALG WON US\$1MN. CONTRACT FOR TECHN ASSISTANCE TO THE PETROLEUM TRAINING INSTITUTE. COL-POST ASSISTED LUMMUS CDA TO PREPARE BID FOR POLYETHYLENE PLANT & PROMOTED CDN TECHN. COL-POST INVITED NO.2 OFFICIALS

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT TECHNICAL ASSISTANCE FROM CANADA TO EXECUTING UNIT OF QUITO URBAN TRANSIT (UETUQ) FOR PRELIMINARY STUDY & EVALUATION OF TRANSPORTATION SYSTEM.

POST WILL BE IN A POSITION TO ALERT CDN SUPPLIERS OF FUTURE OPPORTUNITIES IN THE SECTOR. A CDN STUDY SHOULD BIAS EQUIPMENT AND SERVICE IN CANADA'S DIRECTION.

SUPPORT PREFEASIBILITY STUDY FROM CDN COMPANY (IBI) FOR TRAFFIC CONTROL SYSTEM IN GUAYAQUIL (CPPF).

POST WILL BE IN A POSITION TO ALERT CDN SUPPLIERS OF FUTURE OPPORTUNITIES IN THE SECTOR. A CDN STUDY SHOULD BIAS EQUIPMENT AND SERVICE IN CANADA'S DIRECTION.

AS QUITO & GUAYAQUIL PROJECT DEVELOP THE POST WILL WATCH FOR APPROPRIATE TIMING TO RECOMMEND CDN SUPPLIERS THAT THEY INVITE MAJOR DECISION-MAKERS TO CANADA TO SEE CANADIAN TRAFFIC SYSTEMS.

TO CONVINC ECUADORIAN TRAFFIC PLANNERS AND MUNICIPAL DECISION-MAKERS THAT CANADIAN TRAFFIC TECHNOLOGY IS THE BEST FOR THEIR NEEDS.

FOR THE RAILWAY RAHABILITATION PROJECT WILL SUPPORT PEMD APPLICATION BY MAJOR CANADIAN MANUFACTURERS TO VISIT ECUADOR AND EVENTUALLY INVITE MAJOR DECISION-MAKERS TO CANADA.

TO INFORM AND CONVINC ECUADORIAN RAILWAY CO. ON CANADIAN CAPABILITIES IN THE SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-REINFORCE SENIOR CONTACTS IN COL RAILWAYS REHABILITATION PROJECT.

COL-POST SENT PRESIDENT & DIRECTOR OF COL MAT'L RAILWAYS ON ONE-WEEK MISSION TO CANADA TO DISCUSS RAILWAYS REHABILITATION PROJECT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :640-BOGOTA

012-PETROCHEM & CHEM PROD,EQP,SERV
ECUADOR

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	CONDUCT IN-DEPTH MARKET RESEARCH IN CHEMICAL SECTOR	IDENTIFY OPPORTUNITIES TO HELP SOURCING AGEN- CIES PROVIDE TAILED UP-TO-DATE INFO ON SECTOR
	ELABORATE LIST OF MAJOR IMPORTERS/USERS/AGENTS IN CHEMICALS SEC- TOR,SPECIALLY PLASTIC RESINS	PROVIDE CDN COYS INFO ON MAIN CONTACTS AND AGENTS

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

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :640-BOGOTA

010-MINE,METAL,MINERAL PROD & SRV
ECUADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMINAR ON CANADIAN CAPABILITIES IN MINING SECTOR.

BETTER AWARENESS OF CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-SEEK ADDITIONAL FINANCING INSTRUMENTS FOR
CDM SALES IN THIS SECTOR OTHER THAN TO COAL-
MINING INDUSTRY.

COL-TWO NEW EDC LINES OF CREDIT SIGNED FOR
COLOMBIA WITH PRIVATE BANKS SHOULD FACILITATE
FINANCING OF SALES IN THIS SECTOR.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

COL-FIVE NEW PRELIMINARY AGREEMENTS OF THE TYPE
SIGNED IN ONE WEEK VISIT TO CANADA TO REP-
RUE EDC'S EXPORT PROMOTION PROGRAM.

REPORT 4A
89/02/09

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

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

POST :640-BOGOTA

- Commercial Section responsible for facilitating visit of 4 member delega'n fm Senate of Cda Energy/Natural Resources
- Commercial Section responsible for plan./facilita'n "How to Do Business w/Cda" Sem. in conjonc'n w/Bogota & Cali Chambers
- Commercial Section requested by Council for the Americas to locate/investigate poten'l j.v. invstmt projs for proposed

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :635-BRASILIA

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TECHNICAL COOPERATION PROGRAM (EITHER THROUGH CIDA III OR CIDA INSTITUTIONAL PROGRAM) WITH GOATBREEDING ASSOCIATIONS IN NORTH-EAST STATES.

INCREASED ANNUAL SALES OF LIVE ANIMALS AND GENETIC MATERIAL OF \$1,500,000.

COOPERATION AGREEMENT BETWEEN CANADIAN HOLSTEIN ASSOCIATION AND BRAZILIAN MINISTRY OF AGRICULTURE.

FACILITATE APPROVAL PROCESS OF HOLSTEIN DAIRY CATTLE SELECTED FOR IMPORT OF \$5,000,000.

DELIVERY OF SEED POTATOES FOR BRAZILIAN NATIONAL SEED POTATO TESTING PROGRAM.

PENETRATION (ESPECIALLY IN CASE OF INDUSTRIAL VARIETIES) INTO BRAZILIAN SEED POTATO MARKET OF \$1,000,000.

VISIT TO CANADA OF BRAZILIAN MINISTRY OFFICIAL TO INVESTIGATE CDN BEEF CATTLE INDUSTRY.

PENETRATION OF BRAZILIAN BEEF CATTLE MARKET (PIEDMONTESE, HEREFORD, SHAVER BEEFLEND) OF \$4,000,000.

FOLLOW UP TO TECHNICAL DAIRY CATTLE SEMINARS HELD IN MARCH 1987.

INCREASED SALES DAIRY CATTLE BREEDING STOCK OF \$3,000,000.

MARKETING TRIP IN COMPANY OF YAKULT (SEMEX REP) TO RELATIVELY NEW AND UNTAPPED TERRITORIES IN NORTHEAST.

INCREASE SALES OF QUALITY DAIRY CATTLE BREEDING STOCK OF \$500,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CANADIAN STAND AT GOIANIA INTERNATIONAL LIVE-STOCK SHOW.

FOR THIRD YEAR RUNNING EMBASSY HAD STAND AT GOIANIA SHOW. ONE HOLSTEIN HEIFER FROM RECENT IMPORT OPERATION WAS DECLARED CHAMPION IN THIS YEAR'S SHOW.

QUARTER: 2 Monitor and report on Brazilian wheat requirements in view of 1988 shipments and renewal of LTWA.

Assisted CWB in its negotiations for 1988 and renewal of LTWA.

QUARTER: 3 -----

QUARTER: 4 -----

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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 (LUT).

SALE OF ONE OR TWO ADDITIONAL GROUND STATIONS
AND LOCATOR BEACONS OF \$10,000,000.

SPAR PROPOSAL TO DEVELOP LOW COST/LOW CAPACITY EARTH TERMINAL IN
COOPERATION WITH BRAZILIAN INDUSTRY

IMPORTANT NEW PRODUCT DEVELOPMENT FOR SPAR &
SIGNIFICANT SALES IN BRAZIL AND THIRD MARKETS
OF \$20,000,000.

SEND SENIOR PLANNING OFFICIALS FROM MINISTRY OF COMMUNICATIONS AND
TELEBRAS TO CANADA.

INCREASED AWARENESS OF CANADIAN EXPERIENCE
IN ADVANCED TELECOM TECHNOLOGY OF \$5,000,000.

TELEBRAS OFFICIAL TO PARTICIPATE IN DOC ISDN TRIALS.

FUTURE SALES OF ISDN CHIPS AND CONSULTING
SERVICES OF \$5,000,000.

VISITS TO STATE METEOROLOGY AGENCIES TO MARKET CDN REMOTE SENSING
EQUIPMENT AND SERVICES.

INCREASED SALES OF GREGORY GEOSCIENCE
MACDONALD DETWILER & OTHER EQUIPMENT OF
\$10,000,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITE TELECOM PLANNING OFFICIALS TO CANADA.
INVITE TELEBRAS PRESIDENT ALMIR DIAS TO CANADA.
ORCHESTRATE LARGE CANADIAN PRESENCE AT AMERICAS
TELECOM 88.

BOTH PLANNING OFFICIALS MISSION TO CDA & DIAS
VISIT WELL EXECUTED. EXCELLENT FEEDBACK IN BOTH
CASES. MINISTERIAL MISSION TO AMERICAS TELECOM
88 PROVIDED DESIRED PROFILE FOR CDN PARTICIPA-
TION IN TELECOM SECTOR.

QUARTER: 2 Invite telecom journalists to Canada.
Prepare mobile satellite mission to Brazil.
Monitor and report developments in cellular
telephony.

Journalists ident. & invited - are coordinating
most appropriate dates. -M-Sat miss. successful
in achieving its 3 major goals. -Decision taken
by Brzln auth. to allow private-sector partici-
pation assisting Novatel in its bid.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :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 GOVERNMENT FEDERAL DISTRICT AND TTCL/SCTUM.

ASSIST IN PACKAGING CDN BID FOR PARTICIPATION IN BRASALIA MASS TRANSIT PROJECT OF \$50,000,000.

EMBASSY TO WORK CLOSELY WITH LAVALIN TO INTRODUCE UTDC LRT TECHNOLOGY TO EBTU AND TO ENCOURAGE RELATIONSHIP BETWEEN LAVALIN AND LOCAL PARTNER.

CANADA WILL BE BETTER POSITIONED TO MAKE SERIOUS BID FOR BRASILIA OR OTHER MASS TRANSIT PROJECTS.

EMBASSY TO PROMOTE EARLY VISIT TO CANADA OF NEW MINISTER FOR URBAN DEVELOPMENT AND PRESIDENT OF EBTU.

INCOMING MINISTERIAL MISSION WILL PROVIDE HIGH PROFILE EXPOSURE TO CDN TECHNOLOGY.

FOLLOW UP WITH MUNICIPAL AUTHORITIES IN SALVADOR, GOIANIA, BELO HORIZONTE, VITTORIA RE. PLANS FOR URBAN TRANSIT SYSTEMS.

INCREASE AWARENESS OF CDN LRT TECHNOLOGY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP ON MARCH 88 LAVALIN VISIT RE SALVADOR/BRASILIA/POROTO ALEGRE LRT PROJECTS.

FINAL DRAFT OF NATIONAL MASS TRANSIT PLAN COMPLETED AND DISTRIBUTED IN CANADA. ADDITIONAL CONTACTS WITH SULTEPA MADE ON BEHALF OF LAVALIN.

QUARTER: 2 Continued follow up on behalf of Lavalin re Salvador, Brasilia LRT projects. Provide detailed assistance to Bell Helicopters for sale to Brazilian Army.

Additional contacts with TCI made on behalf of Lavalin. Army finally chose Aerospatiale as supplier.

QUARTER: 3 -----

QUARTER: 4 -----

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

35-BRASILIA

007-POWER & ENERGY EQUIP. & SERV.
BRAZIL

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	RENEW MOU BETWEEN BRAZILIAN AND CANADA GOVERNMENTS RE CDN PARTICIPATION IN FUTURE HYDRO PROJECTS.	IDENTIFY EXPORT OPPORTUNITIES FOR CGE GENERATORS OF \$20,000,000.
	FOLLOW-UP WITH ELECTRONORTE AND CHESF RE THEIR NEED FOR PDA TECHNOLOGY.	EXPORT SALES OF \$10M OVER NEXT THREE YEARS.
	CONTINUE TO REPORT ON IFI - FINANCED PROCUREMENT BY BRAZILIAN UTILITIES.	ADDITIONAL SALES OF NETWORK PROTECTORS AND OTHER EQUIPMENT OF \$10,000,000.
	FOLLOW UP ON ELECTROBRAS INCOMING ENVIRONMENTAL MISSION.	POTENTIAL SALE OF ENVIRONMENTAL CONSULTING SERVICES OF \$5,000,000.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 FOLLOW UP POTENTIAL SALES OPPORTUNITIES WITH ELETORNORTE AND CEMIG AND CHESF ON BEHALF OF FES INTERNATIONAL.	FES SALE TO ELETORNORTE (US\$700,000) IS IMMINENT. FINANCING TO BE ARRANGED THROUGH EDC. SALE TO CEMIG (US\$700,000) ALSO ANTICIPATED IN SHORT TERM. WB FINANCING.
	QUARTER: 2 Follow up potential sales opportunities with Electronorte on behalf of FES International.	FES contract award expected in 4th quarter 1988. FES sales to CEMIG also well advanced.
	QUARTER: 3 -----	
	QUARTER: 4 -----	

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

POST :635-BRASILIA

003-GRAINS AND OILSEEDS
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOCUSSED & SUSTAINED LOBBYING VIS-A-VIS MFA, MINISTRY OF FINANCE
SUNAB, MINISTRY OF AGRICULTURE, JUNTA DO TRIGO RE VALUE TO BRAZIL
OF LONG-TERM GUARANTEED WHEAT SUPPLIES FROM CANADA.

SIGNING OF NEW LONG-TERM WHEAT AGREEMENT IN
1988 OF \$450,000,000.

SPAR PROPOSAL TO DEVELOP LOW COST/LOW CAPACITY EARTH TERMINAL IN
COOPERATION WITH BRAZILIAN INDUSTRY.

IMPORTANT NEW PRODUCT DEVELOPMENT FOR SPAR &
SIGNIFICANT SALES IN BRAZIL & THIRD MARKET OF
\$20,000,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

FOO: 1635-BRASILIA

Mobile Satellite Mission to Brazil.

Luscar Coal Mission to Brazil

Detailed report on Brazilian wheat production & consumption

Reports and demarches with respect to Canada-Brazil Textile
Negotiations.

Visit to Brazil of EDC representatives.

Preparation of visit of Canadian Potash Mission.

Canadair CL-215. Pursuit of new market opportunities provi-
ded by massive forest fires.

Monitor and report on new constitution as it affects
Canadian commercial and economic interests.

Recruitment and training of new Commercial Officer.

Counsellor Commercial and Economic was Charge for six weeks.

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

POST :658-BRIDGETOWN

001-AGRI & FOOD PRODUCTS & SERVICE
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE FURTHER SALES OF BREEDING STOCK TO CO-OPERATIVES, INDIVIDUAL FARMERS AND GOVT AGENCIES; PART OF AGRICULTURAL DIVERSIFICATION PROGRAM AWAY FROM SUGAR.

FURTHER SALES OF BREEDING STOCK AND CONSULTING SERVICES, MACHINERY AND EQUIPMENT.

PROMOTION WITH MIN. OF AGRICULTURE AND MAJOR INDUSTRIAL GROUPS OF AT LEAST TWO NEW JOINT VENTURES IN PROCESSING OF AGRICULTURAL PRODUCTS. (COTTON AND FOODS).

ADDITIONAL CANADIAN INVESTMENT AND TECHNOLOGY TRANSFER IN TERRITORY PLUS MATERIALS AND EQUIPMENT FROM CANADA.

PROMOTE CANADIAN PRODUCTS FOR FOODSERVICE INDUSTRY NAMELY HOTELIERS AND WHOLESALERS IN TERRITORY.

NEW BUYING CONNECTIONS AND INCREASED MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROPOSED ONTARIO FOOD SERVICES MISSION TO TERRITORY OCTOBER 88.
NEW INVESTMENT IN ST. VINCENT - MAPLE LEAF MILLS PROPOSED RENDERING PLANT, BARBADOS.

ONGOING DISCUSSION AND LIAISON WITH OMAF.
RICE MILL BUILT AND OPERATIONAL, VALUE EC \$15.0 MILLION.
WORKING WITH CDN. COMPANY AT GOVERNMENT LEVEL.

QUARTER: 2 Ontario Food Services Mission proposed to territory October 88.
Rendering plant for Barbados.
Proposed abattoir, Barbados.
Pursuing sales of Holstein dairy cattle.

Further discussed & rescheduled for April 89.
Proposal raised with Minister & Sr. Govt. Officials. Discussed with acting Minister of Agriculture. Approx. 1,000; St. Lucia - 75; Trinidad - 600 (CDB funded); Barbados - 265.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :658-BRIDGETOWN

015-CONSTRUCTION INDUSTRY
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUILDING PRODUCTS

CONTINUING EFFORTS WITH CANADIAN TRADING HOUSES SPECIALIZING
IN CONSTRUCTION MATERIAL AND BUILDERS HARDWARE.

ADDITIONAL SALES, PARTICULAR FROM SMALL TO
MEDIUM SIZE CANADIAN SUPPLIERS.

PROMOTE ESTABLISHMENT OF JOINT VENTURES WITH CANADIAN CONTRACTORS
IN AT LEAST THREE ISLANDS IN TERRITORY.

TECHNOLOGY TRANSFER, INVESTMENT FROM CANADA
PLUS MACHINERY AND EQUIPMENT TO TERRITORY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE EFFORTS WITH CDN. TRADING HOUSES
SPECIALIZING IN CONSTRUCTION MATERIALS & BLDRS
HARDWARE. ONGOING LIAISON WITH CARIBBEAN DVLPMT
BANK AND EXECUTING AGENCIES ON INFRASTRUCTURE
PROJECTS.

LIMITED ACTIVITY: 2 CANADIAN FIRMS PREQUALIFIED
PORT DESIGN STUDY - ST. LUCIA.
SIZEABLE VOLUME SALES OF IRON DUCTILE PIPE TO
SEVERAL ISLANDS THIS QUARTER.

QUARTER: 2 Specific infrastructure projects identified and
pursued (some CDB funded).

Projects include airport rehabilitation (Belize)
steel reservoirs (St. Lucia, Bahamas) power
project (BVI), multi project (Grenadines).

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :658-BRIDGETOWN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FACILITATE CANADIAN INVESTMENT IN DATA ENTRY INDUSTRY WITH
TERRITORY INDUSTRIAL DEVELOPMENT CORPS.

NEW INVESTMENT AND EQUIPMENT SUPPLY.

CONTINUE TO REINFORCE CANADIAN CAPABILITIES IN TELECOMMUNICATION
EQUIPMENT AND SERVICES WITH NEW OWNERS OF BARBADOS TELEPHONE CO.

ADDITIONAL SALES.

FACILITATE ADDITIONAL EXPORT FINANCING FOR CANADIAN TELECOMMUNIC-
ATION AND INFORMATICS EQUIPMENT AND SERVICES.

ADDITIONAL SALES, PARTICULARLY BARBADOS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITATION TO TEMIC, MONTREAL TO BARBADOS
EXTERNAL TELECOMMUNICATIONS (BET).
REINFORCE CANADIAN CAPABILITY IN TELECOMMUNICA-
TIONS EQUIPMENT AND SERVICES WITH BARBADOS
TELEPHONE CO.

GENERAL MANAGER BET ATTENDED TEMIC SEMINAR.
POSITIVE REACTION AND REINFORCEMENT CANADIAN
TECHNOLOGY.
CABLE SALES REPORTED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :658-BRIDGETOWN

014-EDUCATION, MEDICAL, HEALTH PROD
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

INCREASE ADDITIONAL ACTIVITY BY CANADIAN TRADING HOUSES IN
EDUCATIONAL, HEALTH, MEDICAL SECTOR.

GENERATE MORE SALES IN NUMEROUS SMALL MARKETS
IN TERRITORY.

PROCUREMENT OF EQUIPMENT AND SUPPLIES FOR OECS TECH VOC
EDUC TRAINING PROJECT.

ADDITIONAL SALES OF WIDE VARIETY OF EDUCATIO-
NAL MATERIALS AND SUPPLIES

PROMOTE CDN JOINT VENTURE/LICENSING ARRANGEMENT IN PHARMACEUTICAL
PRODUCTS,

TECHNOLOGY TRANSFER IN TERRITORY PLUS IMMEDI-
ATE MATERIALS PACKAGING AND EQUIPMENT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUING DISCUSSION WITH WORLD BANK AND
IADB OFFICIALS ON EDUCATION II PROJECT.

PREQUALIFICATION DECISION ON CONTRACTORS
PHASE I FURTHER DELAYED. MAINTAINING WATCHING
BRIEF.

QUARTER: 2 Discussions continue with World Bank and IADB
officials and Educ II project.

No further activity - maintaining watching brief

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :658-BRIDGETOWN

- Ministerial visit - Min. of Health, Barbados visit to Mtl,
Quebec City and Vancouver - July 10-15.
- Ministerial visit - Min. of Agric., Food & Fisheries,
Barbados - delegation to Montreal and Ottawa - Sept. 5-9.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :631-BUENOS AIRES

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

PARTICIPATE IN J OR SAT II (ARG. PRIVATE/PUBLIC SECTOR INITIATIVE DESIGNED TO BUILD UP CONSTITUENCY AMONG SATELLITE SERVICE END-USERS).

ORGANIZATION OF THIS CONFERENCE HAS BEEN DELAYED TO THE FIRST QUARTER 1988. OUR PARTICIPATION COULD INCREASE CDN VISIBILITY IN SATELLITE SECTOR.

ENCOURAGE CANADIAN MANUFACTURERS TO ESTABLISH JOINT VENTURE FOR TELECOM EQUIPMENT MANUFACTURE FOR RURAL TELEPHONY, AND MEGATEL II 5 MILLION LINE EXTENSION.

MEDIUM- TERM SALES OF RURAL TELEPHONY EQUIPMENT NEEDS.

COMPLETE MARKET SURVEY OF TELEPHONE CO-OPERATIVES IN INTERIOR OF THE COUNTRY.

IDENTIFY CO-OPS MEDIUM AND LONG-TERM EQUIPMENT NEEDS.

ORGANIZE VISIT TO CANADA OF ARGENTINA'S SECRETARY OF COMMUNICATIONS TO MEET DOCOTT COUNTERPARTS AND INDUSTRY REPS.

PROVIDE SECRETARIAT WITH FIRST-HAND VIEW OF CDN CAPABILITIES AND INITIATE DIALOGUE RE SATELLITE USE.

INITIATE TRAINING IN CANADA OF SEC. OF COMMUNICATIONS SPECIALISTS IN AREAS OF SPECTRUM MANAGEMENT, SATELLITE POLICY AND TELECOMS DEREGULATION.

PROVIDE SECRETARIAT DECISION-MAKERS WITH OVERVIEWS OF CDA ACTIVITIES IN TELECOMS SECTOR & CDN TELECOMS CAPABILITIES.

ENSURE CDN GOVT OFFER TO ARGENTINA TO PREPARE DOMESTIC SATELLITE FEASIBILITY STUDY (IN CONJUNCTION WITH THE CDN PRIVATE SECTOR) FOR ARGENTINA.

PROVIDE CDN PRIVATE SECTOR WITH INSIDE TRACK ONCE ARG GOVT GOES AHEAD WITH DOMESTIC SATELLITE.

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 88
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:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SECTORIAL STUDY OF PETROCHEMICAL AND CHEMICAL INDUSTRY TO TAKE
ADVANTAGE OF EVENTUAL LIBERALIZATION OF THE SECTOR.

A)TO IDENTIFY REQUIREMENTS & MARKETING CHAN-
NELS. B)TO INCREASE NO.OF CDN COYS ACTIVE IN
MARKET. C)TO INCREASE NO.OF REPS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :631-BUENOS AIRES

011-OIL & GAS EQUIPMENT,SERVICES
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TO ESTABLISH AND MAINTAIN CONTACTS WITH HOUSTON PLAN OPERATORS.

TO IDENTIFY POTENTIAL FOR CANADIAN EXPORTERS
AND INTRODUCE THEM TO OPERATORS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 To establish and maintain contacts with Houston
Plan operators.

Sixteen (16) new contacts (operators/agents/
distributors) have been identified & registered.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REPORT ON SEGBA'S DISTRIBUTION SYSTEM EXPANSION PROJECT WAS NOT COMPLETED,AS LOCAL DECISION TO SOURCE FROM LOCAL INDUSTRY VIRTUALLY PRECLUDES CDN PARTICIPATION.

THE STUDY FOR THE FEDERAL ENERGY SECRETARIAT'S POWER ENGINEERING PROJECT IS BEING CARRIED OUT BY LOCAL EXPERTS.

REPORT ON UP-DATED SCHEDULE OF TENDERS FOR SUPPLY OF SECONDARY EQUIPMENT FOR YACYRETA & PIEDRA DEL AGUILA HYDRO PROJECTS.

CDN SUPPLIERS WILL BE ALERTED ON BUSINESS OPPORTUNITIES,WITHIN PROJECTS FINANCED BY IADB, IBRD AND EDC.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :631-BUENOS AIRES

014-EDUCATION, MEDICAL, HEALTH PROD
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IDENTIFICATION REQUIREMENTS (HOSPITAL EQUIPMENT) REF. IADB PROJ.

A) TO INTEREST POTENTIAL CDN SUPPLIERS
B) TO PROMOTE GROUP APPROACH. C) TO FACILITATE
PACKAGE BIDDING AND FINANCING.

MEDICAL EQUIPMENT MARKET SURVEY

A) TO IDENTIFY NEEDS & MARKETING CHANNELS. B)
TO INCREASE NO. CDN COYS IN MARKET. C) TO IN-
CREASE NO. OF REPRES. A

TO ORGANIZE MEDICAL EQUIPMENT CATALOGUE SHOW

TO INCREASE NUMBER OF REPRESENTATIONS IN
MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Medical equipment market survey.

Thirty (30) new contacts (agents/distributors)
have been identified and registered. Gathering
of market infos in process.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :631-BUENOS AIRES

001-AGRI & FOOD PRODUCTS & SERVICE
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

POST WILL ATTEND THE YEARLY FESTIVAL OF HOLSTEIN CATTLE AT VILLA MARIA (CORDOBA) WITH PROMOTIONAL MATERIAL AND TO PRODUCE A DATA BASE OF POTENTIAL CUSTOMERS.

INCREASE OUR PROFILE AND BETTER PENETRATION OF POTENTIAL MARKET PLUS INCREASED SALES.

SEEDS & SPECIAL CROPS

SECTORIAL STUDY, SEEDS AND SPECIAL CROPS (ACTIVITY WAS DELAYED DUE TO OTHER COMMITMENTS AND POSTPONEMENT OF EVENTUAL MISSION TO FY 88/89).

A)TO IDENTIFY REQUIREMENTS & MARKETING CHANNELS. B)TO INCREASE NUMBER OR REPS OF CDN COS IN MARKET PLACE.

SEMI & PROCESSED FOOD & DRINK

SEMI PROCESSED AND PROCESSED FOOD MARKET SURVEY

A)TO IDENTIFY IMPORT NEEDS AND MARKETING CHANNELS. B)TO INCREASE CDN COYS AND REPS. IN MARKET

ANIMAL FEED ADDITIVE SECTORIAL STUDY

A)TO IDENTIFY REQUIREMENTS & MARKETING CHANNELS. B)TO INCREASE NO.OF CDN COS ACTIVE IN MARKET. C)TO INCREASE NUMBER OF REPS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATION TO YEARLY FESTIVAL OF HOLSTEIN CATTLE AT VILLA MARIA WITH PROMOTIONAL MATERIAL.

PARTICIPATION HAS INCREASED CDA PROFILE WITH LOACL INDUSTRY. - 148 SPECIFIC TRADE ENQUIRIES - \$80,000/\$100,000 IN SALES (SEMEX)

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :631-BUENOS AIRES

001-AGRI & FOOD PRODUCTS & SERVICE
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CIDA FUNDED STUDY FOR IRRIGATION PROJECT IN RELATION TO POTATO CULTIVATION, INCLUDING DEMONSTRATION IN SITU OF CDN TECHNOLOGY IN THIS AREA.

KEEP OUR PRESENT HIGH MARKET SHARE.

CIDA FUNDED STUDY FOR POTATO STORAGE TECHNOLOGY AND WHICH COULD BE THE BEGINNING OF AN INDUSTRIALIZATION PLAN FOR THE POTATO INDUSTRY.

KEEP OUR PRESENT HIGH MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO INITIATE CIDA FUNDED STUDY FOR IRRIGATION PROJECT IN RELATION TO POTATO CULTIVATION

CIDA FUNDING HAS BEEN APPROVED AND PROJECT INITIATED. WILL HELP KEEP OUR PRESENT HIGH MARKET SHARE & SHOULD LEAD TO SALES OF CDN IRRIGATION EQUIPMENT.

QUARTER: 1 TO INITIATE CIDA FUNDED STUDY FOR POTATO STORAGE FACILITIES AS A BEGINNING OF AN INDUSTRIALIZATION FOR THE POTATO INDUSTRY.

CIDA FUNDING HAS BEEN APPROVED AND PROJECT INITIATED. WILL HELP KEEP OUR PRESENT HIGH MARKET SHARE AND SHOULD LEAD TO SALES OF CDN SERVICES AND EQUIPMENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

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POST :631-BUENOS AIRES

014-EDUCATION, MEDICAL, HEALTH PROD
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARKET SURVEY, MEDICAL AND BIOLOGICAL PRODUCTS

A) TO IDENTIFY NEEDS & MKTG CHANNELS. B) TO INCREASE NUMBER OF CDN COYS IN MARKET & NUMBER OF REPRESENTATIONS.

MARKET SURVEY, MEDICAL EQUIPMENT

A) TO IDENTIFY NEEDS & MARKETING CHANNELS
B) TO INCREASE NUMBER OF CDN COYS IN MARKET AND NUMBER OF REPS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.
URUGUAY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TOP LEVEL EMBASSY SUPPORT OF EFFORTS BY CONSULTING COMPANY LAVALIN, IN ORDER TO OFFSET STRONG POSITION GAINED BY FRENCH CONSULTANTS.

AWARD OF CONSULTANCY CONTRACT FOR GABRIEL TERRA REHABILITATION, WHICH COULD LEAD TO A) TRANSMISSION LINES CONSULT. & B) SPEC. OPPORT. FOR CDN SUPPLIERS OF EQPT/MAT. FOR BOTH PROJ.

PLANNING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO SUPPORT LAVALIN INT REF GABRIEL TERRA DAM PROJECT TO OFFSET STRONG POSITION GAINED BY FRENCH CONSULTANTS.

LAVALIN HAS BEEN PRE-QUALIFIED. REPRESENTATIONS ON BEHALF OF CDN COMPANY HAVE BEEN MADE AT HIGHEST LEVELS (PRESIDENT, VICE PRESIDENT, FOREIGN AND ENERGY MINISTERS).

QUARTER: 2 Top level Embassy support of efforts by consulting company Lavalin, in order to offset strong position gained by French consultants. (Consultancy contract for Gabriel Terra Dam Rehabilitation).

Representations have been made to highest levels of Uruguayan govt. (President & Vice-President). Contract not awarded yet. Lavalin seems in a good position to win contract. Pre-requisite for supply equipment/materials from Canada.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
89/02/09

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

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

POST :631-BUENOS AIRES

Second meeting of the Joint Economic Commission, Cda/Arg,
Ottawa 4-6 July (DT).

REPORT 4
02/06

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

POST :643-CARACAS

001-AGRI & FOOD PRODUCTS & SERVICE
VENEZUELA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	DAIRY CATTLE MGT WORKSHOPS 2 PER YEAR	INCREASE MKT SHARE
	SCIENTISTS AND PATHOLOGISTS INTERCHANGES	IMPROVE UNDERSTANDING OF CDN HEALTH STATUS AND VERIFICATION TESTING PROCEDURES PRIOR TO EXPORT.
	MARKET EVALUATION OF SEED POTATO SALES OPPORTUNITIES IN ANDEAN REGION	INCREASE TOTAL MARKET SHARE TO 90%.
	PROMOTION AT TRIAL SITE	MAINTENANCE OF MARKET SHARE
	TECHNICAL COOPERATION ON PLOT WORK TO ENSURE APPROPRIATE RESULT.	MAINTENANCE OF MARKET SHARE.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 FARM VISITS AND SEMINARS TO PROMOTE CATTLE SALES	CONTINUED SALES SUCCESS.
	QUARTER: 2 Farm visits & vet. visits fm Cda to provide tech'l assistance to farmers using Cdn cattle. Participation at Maracaibo Agriculture Product Trade Fair with eight Canadian companies.	Cdn cattle continue to maintain strong market share. Our tech assistance to farmers is much appreciated & earns increased sales. Excellent reception to our participation. Sales made at fair-swine, cattle, bees, goats and pulses.
	QUARTER: 3 -----	
	QUARTER: 4 -----	

REPORT 4
89/02/06

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

POST :643-CARACAS

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	TELECOMMUNICATIONS (INC SPACE)	
	FINDING MORE AGENTS TO REPRESENT CDN COMPANIES	INCREASE IN NUMBER OF CANADIAN COMPANIES REPRESENTED
	COMPUTERS, SOFTWARE & SYSTEMS	
	CONTINUE SEARCHING FOR ADEQUATE REPRESENTATIVES FOR CANADIAN COMPANIES IN THE FIELD OF HARDWARE AND SOFTWARE	OBTAIN GREATER NUMBER OF VENEZUELAN FIRMS REPRESENTING CANADIAN COMPANIES AS LOCAL AGENTS.
	CONTINUE PROMOTING CANADIAN SOFTWARE TO PETROLEUM INDUSTRY.	CREATE SALES OF CANADIAN SOFTWARE TO PETRO-LEUM INDUSTRY OF \$1-2 MILLION.
	CONTACT VENEZUELAN INFORMATICS COMPANIES TO PROMOTE POSSIBLE JOINT VENTURES.	INCREASE CANADIAN POTENTIAL OF ENTERING HIGH-LY COMPETITIVE MARKET.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 -----	
	QUARTER: 2 Participation in Venez INFORVEN trade fair with our info booth. Literature from ten Canadian companies on display and given out to Venez. importers.	Excellent reception to our participation. Some 2000 Venez. stopped at booth to look, talk, to take literature. Follow-up is proceeding.
	QUARTER: 3 -----	
	QUARTER: 4 -----	

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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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 DEVELOPMENT,
PULP & NEWSPRINT PROJECT AND IS IN THE PROCESS OF FOLLOWING UP.

INCREASED AWARENESS & RECOMMENDATIONS TO
CANADIAN SUPPLIERS ON MARKET STRATEGY.

CONTINUE TO ASSIST CANADIAN BIDDERS ON UVERITO PROJECT.

OBTAIN CONTRACT FOR A CANADIAN CO. POTENTIAL
SUPPLY OF CDN SERVICE AND EQUIPMENT WORTH
\$300 MILLION.

TO CONDUCT A NEWSPRINT & PULP MARKET SURVEY.

MAINTAIN KNOWLEDGE OF MARKET AND REPORT CHAN-
GES AND SITUATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ORINOCO PULP AND PAPER PROJECT. -ASSISTED
ABITIBI PRICE AND CONSOLIDATED BATHURST BY
CALLING ON MINISTERS, NEWSPAPER OWNERS AND
OFFICIALS.

ABITIBI PRICE SELECTED AS ONE OF PARTNERS IN
\$500 MILLION PROJECT.

QUARTER: 2 Visit of three senior executives of Venez
forestry companies to Montreal-Quebec-Toronto
for SILVALOG SHOW.

Local government agency has large BID credit to
buy forestry equipment. They have already hired
Canadian Consultant and bought fire fighting
equipments.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :643-CARACAS

003-GRAINS AND OILSEEDS
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

DEDICATE MORE TIME TO INVOLVING CANOLA MARKET.

INTRODUCTION OF CANOLA TO VENEZUELA

REPRESENTATIONS TO VEN GOV TO ALLOW FEED WHEAT AND BARELY.

ACCESS FEED MARKET.

REPRESENTATIONS TO INCREASE LIMIT OF 10% OF FOB PRICE FOR
SHIPPING COST PREFERENTIAL DLRS.

IMPROVE CDN COMPETITIVENESS AS LONG DISTANCE
EXPORTER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
89/02/09

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

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

POST :643-CARACAS

Commercial Counsellor was Charge d'Affaires for two months.

Extremely heavy demands in September/August because of fairs
and missions.

New reports prepared on six important sectors of Venezuelan
economy.

POST :646-GUATEMALA

007-POWER & ENERGY EQUIP. & SERV.
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

CLOSE MONITORING OF THE NATIONAL MINI-HYDRO MASTER PLAN AIMING TO INVOLVE MORE CDN. COMPANIES CDN. COMPANY PARTICIPATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO ENSURE FULL SUPPORT TO SNC/ACRES CONSORTIUM IN THEIR EFFORTS TO OBTAIN CONTRACT FOR FEASIBILITY STUDIES FOR GUATEMALA'S SMALL HYDRO PROGRAM

SNC/ACRES PROPOSAL FOR THE SAMALA SMALL HYDRO PROJECT WAS RECENTLY AWARDED TO THEM AND PRESENTLY NEGOTIATING CONTRACT WORTH APPROX CDN \$ 7 MILLION.

QUARTER: 1 TO LIAISE WITH MINISTRY OF ENERGY FOR OTHER OPPORTUNITIES FOR CDN CONSULTANTS TAKING ADVANTAGE OF THEIR PRESENT PARTICIPATION IN ELABORATING STUDIES FOR THE MINISTRY.

WE UNDERSTAND THAT D.B. PIPETECH OF ALBERTA HAS BEEN NEGOTIATING AN INLAND TUCKING TARIFF STUDY WITH THE MINISTRY, AS A RESULT OF THEIR PARTICIPATION IN OTHER ACTIVITIES FOR THEM.

QUARTER: 1 TO IDENTIFY FURTHER OPPORTUNITIES AND SUPPORT ENDEAVOURS BY CANADIAN CONSULTANTS IN OTHER ELECTRICAL GENERATION PROJECTS.

SNC SUBMITTED PROPOSAL FOR COMPLEMENTARY STUDIES FOR CHULAC HYDRO PROJECT WITH SOLID POSSIBILITIES OF OBTAINING CONTRACT.

QUARTER: 2 Maintain a liaison with Electrical Generation Authorities to further develop a Canadian presence in this sector.

Fedral Pioneer in coordination with Embassy is participating in tender to supply 6 large transformers to electrical distribution company. Business is worth approx. \$700,000.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
REVISED 06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :646-GUATEMALA

012-PETROCHEM & CHEM PROD,EQP,SERV
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INTIMATE FOLLOW-UP ON ENGINEERING CONSTRUCTION & EQPT. STAGES OF
EL PENATE PIPELINE & STORAGE TANKS

SALES OF SERVICES & EQPT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 As a complement of recent activity by Cdn
companies in this sector to seek further invol-
vement by Cdn companies and to assist Ministry
and Petro Canada in organizing Seminar to
involve Cdn resource firms.

Assisted Petro Canada/PCIAC delegate in program
and meetings to organize Seminar on Gtmla's
petroleum industry in Alberta which will be held
on Oct. 17th.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :646-GUATEMALA

001-AGRI & FOOD PRODUCTS & SERVICE
GUATEMALA

<p>PLANNING: ACTIVITIES PROPOSED IN POST PLAN:</p> <p>PROMOTION OF SALES OF DAIRY & BEEF CATTLE.</p> <p>CONTINUED MARKETING EFFORTS FOR FURTHER INTRODUCTION OF SWINE STOCK TO GUATEMALA.</p> <p>INVESTIGATE PROSPECTS FOR WHEAT SALES & OTHER GRAINS AS WELL AS EQPT. IN THE AGRICULTURE SECTOR.</p>	<p>ANTICIPATED RESULTS:</p> <p>MAKE INITIAL SALES OF CATTLE.</p> <p>INITIAL SALES OF SWINE STOCK.</p> <p>IDENTIFICATION OF WHEAT MARKET AND COMPETITION. INCREASE AGRIC. EQUIPMENT SALES.</p>
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<p>TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:</p> <p>QUARTER: 1 CONTINUED PROMOTIONAL EFFORTS TO INCREASE SWINE LIVESTOCK SALES TO GUATEMALA.</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 -----</p> <p>QUARTER: 4 -----</p>	<p>QUARTERLY RESULTS REPORTED:</p> <p>COORDINATING INCOMING TRIP WITH GUATEMALAN SWINE BREEDERS ASSOCIATION TO LEARN ABOUT CANADIAN CAPABILITIES AND PURCHASE OF BREEDING STOCK.</p>
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REPORT 4
89/02/06

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

POST :646-GUATEMALA

017-SERVICE INDUSTRIES
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED SUPPORT AND FOLLOW-UP ON LONG OVERDUE FEGUA OBLIGATION WITH GOVERNMENT AUTHORITIES.

GUATEMALAN GOVERNMENT DIRECTOR OF EXTERNAL FINANCE PLANNING TRIP TO CANADA IN MID-JULY TO NEGOTIATE POSSIBLE SOLUTION TO FEGUA OUTSTANDING OBLIGATION.

QUARTER: 2 Continue efforts to settle Guatemala's outstanding obligations with the EDC.

Negotiations between EDC and Gtmla's Authorities have progressed as a result of bilateral meetings held in Ottawa. Also, \$55,000 debt to CPCS is to be finally resolved in near future.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :646-GUATEMALA

Prepared Program for Jim Thompson of Ontario International Corp. Accompanied on visits and developed follow-up plan.
Fully supported presentation by RAD-RED Laboratories to promote Radiological Filter in Guatemala.
Met with Guatemalan Ambassador to Canada to discuss bilateral trade activities.
Assisted a Delegation from Railway Authorities travelling to Canada to negotiate rolling stock.
Coordinated with Ministry of Mines in their endeavours to hold Sem.in Alta to motivate resource cos to explore for oil

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :653-HAVANA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

TECHNICAL SEMINAR BY TELECOM MANUFACTURER.

TO INSPIRE CUBAN CONFIDENCE IN THIS NEW TECHN
-EXPOSE 60 KEYS USERS TO MANUF'RS PROD.LICEN-
SE MANUF'G AGREEM WITH MINBAS -CONVINE MINAG
TO BUY SYST.-REFRESH KNOWL OF CUBAN OFF'S WHO

SPILSBURY SEMINAR

INTROD.75 TECHNICIANS TO THEIR EQPT.-COUNTE-
RCAT PROMOTIONAL EFFORTS OF COMPETITORS. - I-
IDENTIFY JOINT VENTURE WITH MINISTRY OF COMMU-
NICATION.

ORGANIZE PRESENTATIONS TO COMMUNICATION EXPERTS AND UNIVERSITIES
IN HAVANA AND SANTIAGO ON CDN CAPABILITIES.

OBTAIN T.V.COVERAGE NATIONWIDE - EXPOSE CUBAN
TECHNICIANS TO CDN CAPABILITIES & INFLUENCE
CUBAN END USERS TO BUY CDN PRODUCTS.

ORGANIZE MAIL CAMPAIGN OF CDN COMPANY BROCHURES.

REACH KEY DECISION MAKERS - INTRODUCE NEW CDN
PRODUCTS TO CUBAN CLIENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAINTAIN PRESENCE OF MITEL/MICROTEL IN THE MAR-
KET BY ASSISTING THEM IN THEIR DEALINGS WITH
LOCAL BUYERS.
PROMOTE SALES OF OTHER COMMUNICATIONS RELATED.

MITEL IS CURRENTLY NEGOTIATING ADDITIONAL SALES
OF 5-6 TEL SYST FOR CUBANACAN. 2. AN OFFICER FM
GENCAB CDA VISITED HAVANA TO PROMOTE SALES OF
TELECOM RELATED EQPT,PARTICULARLY 1 PIECE OF
EQPT DESIGNED TO EXTRACT MOISTURE FM TEL LINES.

QUARTER: 2 Maintain presence of Mitel/Microtel in the
market by assisting them in dealings with local
buyers.

Microtel sold 2 used public office systems to
Cuba to be used as spare parts for existing
similar eqpt. in Havana.Mitel completed instal-
la'n of large PBX at Jose Marti Airport & is
pursuing add'l bus. opps. in sales to hotel ind.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :653-HAVANA

016-INDUSTRIAL MACHIN,PLANTS,SERV.
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TESTING OF ASBESTOS BY CUBAN TECHNICIANS

CONVINCE CUBANS THAT ASBESTOS IS A SAFE PROD.
AGREEMENT THAT CDN ASBESTOS IS SAFER THAN AS-
BESTOS FM BRAZIL.- INCREASE SALES BY ONE-
THIRD.

SEMINAR ON LIGHTING EQUIPMENT. FOLLOW UP SEMINAR ON ASBESTOS.
SEMINAR ON SOLAR ENERGY.

EXPLAIN TECHNOLOGY INVOLVED AND GAIN ACCEP-
TANCE OF CDN PRODUCTS. - MINIMIZE EFFECTS OF
COMPETITION.

IDENTIFY AND CONTACT ENLARGED NUMBER OF END USERS WITH HELP OF
MINBAS AND NATIONAL ENERGY COMMISSION.

DISSEMINATE INFORMATION ON CDN CAPABILITIES.
IDENTIFY NEW PROJECTS. - INFLUENCE PURCHASE
DECISIONS.

DISTRIBUTION OF COMPANY CATALOGUES.

ENSURE KEY CUBAN OFFICIALS AWARE OF LATEST
CDN PRODUCTIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :653-HAVANA

015-CONSTRUCTION INDUSTRY
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

40 STOREY BUILDING PROJECT FOR CUBAN GOVERNMENT (CECE).

CDN COMPANY WILL BE AWARDED DESIGN TESTING CONTRACT. CDN COMPANIES WILL BE INVITED TO BID ON CONSTRUCTION CONTRACT.

TOURIST INDUSTRY CONSTRUCTION AND RENOVATION PROJECTS.

CANADIANS TO RECEIVE REQUEST FOR QUOTATIONS ON VARIOUS SPECIFIC PROJECTS.

PROMOTE JOINT VENTURE POSSIBILITIES

INCREASED CDN INVOLVEMENT IN CONSTRUCTION PROJECTS. - CDN CO-MANAGEMENT OF TOURIST HOTELS AND FOLLOW UP SALES.

PROMOTE NEW FINANCIAL APPROACHES

INCREASED CDN INVOLVEMENT IN CONSTRUCTION PROJECTS.- EXPECTED NUMBER OF CDN COMPANIES INVOLVED IN CUBAN MARKET TO INCREASE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOWED UP WITH CUBANACAN/CUBALSE RE:TOURIST/
DIPLOMATIC CONSTRUCTION PROJECTS.

SSSI AWARDED A MAJOR CONTRACT FOR CONSTRUCTION OF NEW DIPLOMARKET IN HAVANA FOR CUBALSE. SSSI ALSO NEGOTIATING GLASS CONTRACT FOR NEW HOTEL IN SANTIAGO.

QUARTER: 2 Construction of Jose Marti Airport Bldg II was completed.
Cubans approved construction of 15-storey hotel and 2000 seat theater in Santiago de Cuba.

Successful implementa'n of this proj. by SSSI translated into 3 contracts for the construc'n of 3 separate airport terminal bldgs in Mantanzas, Holguin & Camaguey. SSSI will supply special bldg. mat. for these projs. valued at \$51-60mCdn

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :653-HAVANA

In Sept., Post coord. a visit to Cda by sev. Min. of
Construction experts;
The objective is to identify and source suppliers of
construc'n mat./srvces for Cienfuegos Cable Stay Bridge.

REPORT 4
89/02/06

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

013-CONSUMER PRODUCTS
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

DIRECT REPRESENTATIONS TO MAJOR IMPORTERS TO INTEREST THEM IN
HIGH FASHION CANADIAN CLOTHING

2 NEW BUYING CONNECTIONS

CANADIAN FASHION EVENING/RECEPTION TO BE HELD FEBRUARY 1989.

INQUIRIES FOR CANADIAN PRODUCT BY THREE LOCAL
FIRMS.

REPORT TO BE PREPARED ON BAHAMIAN JEWELLERY MARKET AND CIRCULATED
TO CDN SUPPLIERS.

VISIT TO MARKET BY THREE CDN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

015-CONSTRUCTION INDUSTRY
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INVENTORY OF PLANNED PROJECTS TO BE PREPARED BY JULY 1988 AND
CIRCULATED TO CANADIAN COMPANIES.

VISIT TO MARKET BY FOUR FIRMS.

LOCAL EXECUTING AGENCIES TO BE APPROACHED DIRECTLY IN A SERIES OF
MARKETING CALLS WITH HIGH COMMISSIONER'S SUPPORT.

EACH PROJECT TO INCLUDE AT LEAST 2 CANADIAN
COMPANIES ON PREQUALIFIED LIST.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :657-KINGSTON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WILL MEET WITH BAHAMASAIR,MIN OF TRANSPORT AND OTHER INTERESTED PARTIES IN COOPERATION WITH EDC AND DEHAVILLAND TO PROMOTE DASH 8 OPTION. MEETINGS TO BE HELD EVERY TWO MONTHS AT A MINIMUM.

SALE OF 5 DASH 8 AIRCRAFT

WILL CONTINUE SERIES OF MEETINGS WITH PROMOTERS OF PARADISE ISLAND AIRPORT TO PUSH FOR CANADIAN DESIGN AND CONTRUST BID. MEETINGS TO BE HELD EVERY TWO MONTHS.

AWARD TO CDN GROUP OF CONTRACT FOR AIRPORT DESIGN/CONSTRUCTION

WILL CONTINUE SERIES OF MEETINGS WITH PROMOTERS OF BALMORAL ISLAND AND CRUISE SHIP FACILITIES TO PUSH FOR CDN DESIGN AND CONSTRUCT BID. MEETINGS TO BE HELD EVERY TWO MONTHS.

AWARD TO CDN GROUP OF CONTRACT FOR CRUISE SHIP FACILITIES DESIGN/CONSTRUCTION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE
BAHAMAS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WILL HOLD "BEVERAGE PRODUCT" RECEPTION IN JUNE 1988. FUNCTION TO BE COMBINATION CATALOGUE SHOW/COCKTAILS.

THREE NEW AGENCIES IN FISCAL 1988/89.

WILL HOLD "PORTION PACK" RECEPTION IN OCTOBER 1988. FUNCTION AS ABOVE.

THREE NEW AGENCIES IN FISCAL 1988/89.

MAKE DIRECT PRESENTATIONS TO MAJOR PROCESSED FOOD IMPORTERS TO INTEREST THEM IN CDN SUPPLIERS AND POSSIBILITY OF BUYING LESS THAN CONTAINER LOADS.

INCREASED PROCUREMENT IN CANADA BY THE FIVE LEADING BAHAMIAN PROCESSED FOOD IMPORTERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

IN COOPERATION WITH ONTARIO FOOD PRODUCTS MISSION EXPECTED OCT. 1988 HOLD PRODUCT INFORMATION EVENING FOCUSING ON PORTION CONTROL PRODUCTS.

THREE (3) NEW AGENCY AGREEMENTS

PREPARE IN EARLY 1989 UPDATE TO 1986 FOOD PRODUCTS SURVEY AND CIRCULATE TO MAJOR EXPORTERS.

ALLOW CDN EXPORTERS TO TAKE ADVANTAGE OF NEW OPPORTUNITIES THAT HAVE DEVELOPED AND CONSUME ADDITIONAL SALES.

INVESTIGATE MARKET FOR CANADIAN DAIRY PRODUCTS AND THE POSSIBILITY OF LICENCE MANUFACTURE.

MAKE LARGE CDN FIRMS AWARE OF OPPORTUNITIES IN THIS AREA AND ARRANGE AT LEAST ONE LICENCE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Direct presentation major processed food importers to interest them in Canadian suppliers and buying less than container loads.

Presently trying to source creamed cheese from major Canadian supplier for major Jamaican importers.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :657-KINGSTON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROVIDE MARKET INFO ON JTC'S REHAB PROGRAM TO EDC AND EXTOTT THAT WILL PROVIDE BASIS FOR ESTABLISHMENT OF TELECOM LINE OF CREDIT IN JAMAICA

ESTABLISHMENT OF \$40-60 MILLION EDC LINE OF CREDIT BY MID 1988.

MAKE DIRECT REPRESENTATIONS TO JAMAICA TELEPHONE CO IN SUPPORT OF CANADIAN EQUIPMENT SUPPLIERS.

SALES IN 1988-89 OF \$12 MILLION

PREPARE MARKET REPORT ON JAMAICAN TELECOM NEEDS IN PERIOD 1988-1992. CIRCULATE TO CANADIAN INDUSTRY.

VISIT TO MKT BY MINIMUM 4 CDN FIRMS INTERESTED IN MARKETING TO JAMAICA TELEPHONE SALES THROUGH LOC.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

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POST :657-KINGSTON

009-FOREST PRODUCTS,EQUIP,SERVICES
JAMAICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

SURVEY OF JAMAICAN PACKAGING REQUIREMENTS TO BE CIRCULATED 12/87

VISIT TO MARKET BY MINIMUM 3 CDN EXPORTERS

PRESENTATION TO BE MADE TO JAMAICA COMMODITY TRADING CO ON CDN
SOFTWOOD LUMBER

DIVERSIFICATION OF JAMAICAN SOURCING FROM
SOUTHERN PINE BUREAU MEMBERS (USA)

VISIT TO JAMAICA BY TECHNICAL EXPERT FROM COFI OR SIMILAR ORGANI-
SATION.

DIVERSIFICATION OF JAMAICAN SOURCING FROM
SOUTHERN PINE BUREAU MEMBERS (USA)

DIRECT FOLLOW UP WITH RECIPIENTS OF PACKAGING SURVEY.

VISIT TO MARKET BY 3 CDN COMPANIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Discussions with Jamaica Commodity Trading
Corporation on Canadian softwood lumber.

\$2.0 m (Cdn) of softwood lumber donated through
CIDA as part of hurricane relief programme.
Good entry for further commercial sales.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :657-KINGSTON

007-POWER & ENERGY EQUIP. & SERV.
JAMAICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WILL ARRANGE FOR PRESENTATION BY ONTARIO HYDRO AT HIGHEST LEVELS OF JAMAICAN GOVERNMENT THEIR PROPOSAL FOR SITING A RECONDITIONED COAL POWER PLANT IN JAMAICA.

SALE OF RECONDITIONED COAL FIRED POWER PLANT WITH VALUE OF ROUGHLY \$50M.

ESTABLISH DIRECT CONTACT WITH CANADIAN TRANSMISSION AND DISTRIBUTION EQUIPMENT MFRS TO ADVISE THEM OF POWER IV OPPORTUNITIES.

SOURCING OF MINIMUM \$2.0 M WORTH OF CANADIAN EQUIPMENT FOR PROJECT.

DIRECT REPRESENTATIONS TO THE PETROLEUM CORP OF JAMAICA REGARDING THE BID OF MACROCAM POWER FOR A COGEN PLANT.

SALE OF \$10.0M WORTH OF POWER GENERATION EQUIPMENT AND SERVICES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
89/02/09

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

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

POST :657-KINGSTON

Because of hurricane, new export opportunities may be created for mfrs of pre-fabricated low-income housing/bldg.met.

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

POST :639-LIMA

010-MINE,METAL,MINERAL PROD & SRV
PERU

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	EQUIPMENT AND MACHINERY	
	CIDA LINE OF CREDIT	PRELIMINARY STUDIES ALMOST COMPLETED. LINE OF \$14 M SHOULD BE APPROVED.
	DEVELOP A LIST OF CANADIAN MINING PRODUCTS WHICH COULD HAVE MARKET IN PERU BUT NOT CURRENTLY BEING EXPORTED HERE.	INCREASE THE VARIETY OF MINING PRODUCTS SALES
	SECTORAL REPORTS SUCH AS ON: COPPER, TIN, GOLD AND SILVER	INFORM CANADIAN GOVERNMENT AND INDUSTRY OF PERU MINING SITUATION.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 A)ASSISTED CDN COS INTERESTED IN PARTICIPATING IN HIERRO PERU TENDER FOR MINING TRUCKS. B)ORGANIZED ASBESTOS SEMINAR. C)ASSISTED SNC IN NEGOTIATIONS WITH CENTROMIN FOR OXYGEN PLANT PROJECT IN LA OROYA.	A)INFORMED THE CCC RE THIS TENDER B)SEMINAR HELPED TO BETTER UNDERSTAND HARMLESS USE OF ASBESTOS. C)STUDY WAS PRESENTED BY SNC TO CENTROMIN.
	QUARTER: 2 Organization of Mining Seminar to be held in Lima from Nov. 27 - 30, 1988. Coordinated participation of Cdn speakers in Peruvian Mining Convention (Tacna, Peru, Oct.88)	50% of organization already completed. Provide Cdn technology transfer to Peruvian miners.
	QUARTER: 3 -----	
	QUARTER: 4 -----	

REPORT 4
89/02/06

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

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POST :639-LIMA

001-AGRI & FOOD PRODUCTS & SERVICE
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANADA LIVESTOCK SEMINAR

INCREASE FAMILIARITY WITH CDN LIVESTOCK

SETTING UP INFORMATION SESSIONS WITH LIVESTOCK BREEDERS

RECONFIRM CANADA AS DEPENDABLE SUPPLIER OF
PUREBRED CATTLE AND SEMEN

CONDUCT MARKET SURVEY TO IDENTIFY POTENTIAL FOR CANADIAN AGRICUL-
TURE PRODUCTS

TO STIMULATE ADDITIONAL EXPORTS OF PULSES AND
LIVESTOCK

ORGANIZE VISIT TO ROYAL WINTER FAIR

INCREASE SALES OF DAIRY CATTLE TO \$1.817

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)PRODUCE REPORT ON AGRICULTURE. B)ORGANIZATION
OF LIVESTOCK SEMINAR/MISSION TO PERU & BOLIVIA.
C)ASSISTED FONGAL CAJAMARCA FARMERS ON ACQUISI-
TION OF DAIRY CATTLE.

A)50% COMPLETED FOR JUNE. B)HELPING TO ESTABLISH
CDA AS DEPENDABLE SUPPLIER OF LIVESTOCK.
C)MORE PURCHASES OF DAIRY CATTLE TO PERUVIAN
FARMERS.

QUARTER: 2 Report on Agriculture Sector.
Assisted Ont. Govt. with organization of live-
stock visit to Lima/Seminar in Santa Cruz,
Bolivia. Participation of 2 Cdn speakers in
Swine Seminar (Nov. 88).

100% completed.
Visits to several swine and cattle farms in Lima
and Seminar in Bolivia were successfully organi-
zed. Will count with 2 Cdn speakers and Cda
will exhibit swine livestock during AGROTEC 88.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

58

POST :639-LIMA

011-OIL & GAS EQUIPMENT,SERVICES
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

INCREASE AND IMPROVE CONTACTS WITH PETROPERU AND PETROMAR, ESPECIALLY WITH THE PROCUREMENT OFFICE OF PETROPERU.

DEVELOP CONTACTS WITH FIELD TECHNICIANS AND PROJECT MANAGERS PARTICULARLY IN TALARA AND IQUITOS.

DEVELOP RELATIONS WITH REPRESENTATIVES/AGENTS INVOLVED IN THE PETROLEUM SECTOR.

ANTICIPATED RESULTS:

INCREASE THE NUMBER OF CANADIAN COMPANIES ON THE ELIGIBLE BIDDERS LIST OF PETROPERU AND PETROMAR.

INCREASE AWARENESS OF CANADIAN CAPABILITIES IN THE OIL AND GAS SECTOR.

INCREASE AWARENESS OF CANADIAN CAPABILITIES IN THE OIL AND GAS SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 A)SELECTED INVITEES FOR NAT'L PETROLEUM SHOW 88 (CALGARY):2 PERUVIAN,1 BOLIVIAN. B)SELECTED INVITEES FROM PERU & BOLIVIA FOR ASIPID 88 (TRAINING COURSE).

QUARTER: 2 Prepared updated report on Petroleum Sector. Follow up with Petroperu officials that visited MPS 88.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

A)INVITEES WELL IMPRESSED WITH CDN TECHNOLOGY; POSSIBILITY AGREEMENT SIGNING BETWEEN PETROPERU & PETROCANADA. B)BOLIVIAN PARTICIPANT FROM YPFB ATTENDED.

Briefed DEA and Cdn companies on last agreements reached by Peruvian Govt. on Petroleum sector. Possible technology transfer agreement between Petroperu and Petrocanada.

REPORT #5
1977-78

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

639 - LIMA

PERU

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

MINE, METAL, MINERAL PROD & SRV ??????

COUNCIL BUSINESS CONTACTS REQUESTING IMMIGRANT VISAS & COLLABORATE
CLOSELY WITH EMBASSY IMMIGRATION OFFICER.

NO. OF UNPRECEDENTED HIGH QUALITY EMPLOY-
MENT GENERATING PERUVIAN IMMIGRANT IN-
VESTORS.

MULTIPLE SECTORS

ALL SUB-SECTORS

OFFER ENCOURAGEMENT & ASSISTANCE TO PERUVIAN MANUFACTURERS WHICH
EXPRESS AN INTEREST IN DIRECT INVESTMENT IN CANADA.

SEVERAL DIRECT INVESTMENT IN CANADA BY
PERUVIAN ENTREPRENEURS/MANUFACTURERS.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5
89/02/08

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

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639 - LIMA

PERU

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

IMPORTANT PERUVIAN INVESTOR IN PLASTIC INDUSTRY
WAS PROVIDED WITH USEFUL INFO AND CONTACTS FOR
HIS INVESTIGATION TRIP TO CANADA.

PERUVIAN INVESTOR VERY IMPRESSED WITH OPPORTUNI-
TIES IN CANADA AND WILL APPLY FOR IMMIGRANT VISA

QUARTER : 2

QUARTER : 3

QUARTER : 4

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

POST :639-LIMA

Coordinated visit of two Peruvian invitees to Demo/Silvilog
88 exhibition (Montreal, Sept. 88).

One week visit of Peter Stevens of Canadian Commercial
Corporation (CCC).

Promotional mailing campaign for Network Conference
(Montreal, Sept.88).

Promotional mailing campaign for Canada Western Agribition
(Regina, Nov.88).

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

POST :644-MEXICO

001-AGRI & FOOD PRODUCTS & SERVICE
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

FOLLOW UP WITH SWINE, DAIRY CATTLE AND OTHER ANIMAL BREEDERS WHO
HAVE VISITED CANADA ON INCOMING MISSIONS.

SALES TO NEW BUYERS: \$200,000 TO \$400,000.

PROVIDE ON-GOING ASSISTANCE TO PROVINCIAL GOVERNMENTS IN THEIR
EXPORT MARKET DEVELOPMENT PROGRAMS.

IDENTIFY NEW POTENTIAL EXPORTERS.

ORGANIZE LIVESTOCK BUYERS MISSIONS TO CANADA AS APPROPRIATE FOR
HOGS, DAIRY AND BEEF BREEDING ANIMALS.

EXPOSURE OF CANADIAN STOCK TO NEW MEXICAN
BREEDERS/BUYERS. INCREASE ANNUAL SALES BY
\$2 MILLION.

DETERMINE FEASIBILITY OF INTRODUCING CANADIAN SHEEP BREEDING
STOCK IN MEXICO.

INCREASED ACCEPTANCE OF CANADA AS SOURCE OF
HIGH QUALITY OVINE STOCK.

SEEDS & SPECIAL CROPS

SUPPORT AGRICULTURE CANADA EFFORTS TO FINALIZE AND SIGN PROTOCOL
FOR SEED POTATO PHYTOSANITARY CERTIFICATION.

A SIGNED PROTOCOL WITH RESULTANT EASIER ENTRY
OF CANADIAN SEED POTATOES, ETC.

CONTINUED PROMOTION OF SEED POTATO THROUGH LITERATURE DISTRI-
BUTION. SUPPORT POTATOES CANADA ANNUAL COURSES FOR OVERSEAS AGRI-
CULTURE STUDENTS.

ENHANCED CANADIAN IMAGE.

STUDY MARKET FOR CANADIAN VARIETIES OF ALFALFA SEED
AND OTHER FORAGE SEEDS.

DECISION WHETHER TO PROCEED WITH PROMOTION OF
CANADIAN FORAGE SEED SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FURTHER DEVELOP BILATERAL AGRICULTURAL
RELATIONS.

ORGANIZED MEETING OF JOINT AGRIC. COMMISSION
WHICH SUCCEEDED IN GREATLY REDUCING NUMBER OF
BILAT. PROJECTS THEREBY ENHANCING PROBABILITY
OF THEIR SUCCESSFUL COMPLETION.

CONCLUDE BILATERAL SEED POTATO ACCORD.

--ACCORD SIGNED DURING VISIT OF MIN. WISE--

QUARTER: 2 Increase level of contacts with livestock buyers.

Liaise with CONASUPO re skim milk powder.

Met with cattlemen's assoc'n in Zacatecas. One
modest (Dls 127,200) sale of beef meeding stock
concluded. Attended Swine Congress in Toluca. Cdn
SMP sales to CONASUPO so far this year total
Dls. 32,500,000.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :644-MEXICO

003-GRAINS AND OILSEEDS
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO MONITOR CONASUPO'S AND PRIVATE INDUSTRY'S NEEDS, AND BROADEN CONTACTS BASE.

IDENTIFY \$5 TO 10 MILLION SALES OPPORTUNITIES ANNUALLY.

CONTINUE CLOSE WORKING RELATIONSHIP WITH LOCAL COMMODITY DEALERS.

FURTHER INSTILL IN MINDS OF MEXICAN GRAIN DEALERS THAT CANADA IS A VIABLE ALTERNATIVE AS A SUPPLIER OF GRAINS AND OILSEEDS.

CONTINUE TO ASSIST CWB, CANOLA COUNCIL AND OTHER AGENCIES/MINISTRIES IN THEIR MARKETING PROGRAMS.

FACILITATE INCREASED TRADE WITH MEXICO. TO THE \$120 MILLION TO \$140 MILLION RANGE.

ORGANIZED SEMINAR FOR FEED MANUFACTURERS ON USED OF CANOLA MEAL IN ANIMAL FEED FORMULATIONS.

INCREASED CANOLA MEAL ACCEPTANCE AMONG FEED FORMULATORS IN MEXICO.

SEND FLOUR MILL MANAGERS/OPERATORS TO CIGI PROGRAM ON FLOUR MILLING.

INCREASED SALES BY 2 TO 5 MILLION ANNUALLY OF SOFT WHEAT AGAINST USA COMPETITION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVESTIGATE POSSIBILITY OF SUBSTANTIALLY INCREASING WHEAT SALES TO CONASUPO.

ORGANIZED MEETING OF CWB OFFICIALS WITH CONASUPO AND SECOFI. SIGNED LETTER OF INTENT FOR 600,000 MT (IF SUPPLIES PERMIT) DOUBLE NORMAL ANNUAL SALES TO MEXICO.

QUARTER: 2 Initiate preparations for major Canada Technical Seminar Jan 89. Continue to promote sales of mead wheat with CONASUPO.

Visited Monterrey to make necessary arrangements. Another substantial (DLS 8 million) Canada sale concluded. Arranged CWB/CONASUPO meeting in Toronto mid-october to discuss contractual arrangements.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :644-MEXICO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

CONTINUE SUPPORT TO COMPANIES PROMOTING RADIO-LINK EQUIPMENT FOR RURAL TELEPHONY AND PRIVATE SYSTEMS.

SALES OF EQUIPMENT.- \$1 TO 2 MILLION.

WHEN SPECS FOR IADB FINANCED EXPANSION ARE ISSUED, ASSIST APPROPRIATE CANADIAN EQUIPMENT MANUFACTURERS TO REGISTER AS GOM SUPPLIERS AND ESTABLISHED REPRESENTATION.

PARTICIPATION IN 2 TENDERS. RESULTING FROM A \$250,000 MILLION PROJECT BY TELMEX TO IMPROVE THE RELIABILITY OF THE MEXICO CITIES TELEPHONE SYSTEM.

ASSIST CANADIAN SATELLITE EQUIPMENT SUPPLIERS TO ESTABLISH A LEAD IN MORELOS I REPLACEMENT COMPETITION (CFT POSSIBLE IN 1991/92).

AT LEAST ONE COMPANY IN REGULAR CONTACT WITH MEXICAN SATELLITE AUTHORITY.

COMPUTERS, SOFTWARE & SYSTEMS

ENCOURAGE CDN FIRMS TO REGISTER AS SUPPLIERS TO MEXICAN GOVERNMENT AND TO APPOINT LOCAL REPRESENTATIVES.

GREATER OPPORTUNITIES FOR CANADIAN COMPANIES TO PARTICIPATE IN TENDERS.

ENCOURAGE CANADIAN COYS TO PARTICIPATE IN THE TWO MAJOR COMPUTING EQUIPMENT SHOWS IN MEXICO A(MEX COM/88 AND B) COMPUCOM 88.

GREATER PARTICIPATION BY CANADIAN COYS IN MEXICAN TENDERS.

INITIATE A PROGRAM OF VISITS TO MEXICAN COMPUTER MANUFACTURERS.

IDENTIFICATION OF IMPORT REQUIREMENTS OR RELATED EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED INTENSIVE SUPPORT FOR SNC/DGB BID FOR SPECTRUM MANAGEMENT PROJECT.

RENEGOTIATED PROPOSAL REQUIRES FINAL APPROVAL FROM GOM INFORMATICS INST. WHICH HAS SERIOUS RESERVATIONS. LOBBYING CONTINUES.

QUARTER: 2 Continued support for SNC/DGB bid for Spectrum Management Project.
Support Microtel and Spar bids for PEMEX project for Telecommunications network.

Project postponed until next government administration (beginning 01 DEC 88). Announcement of technical evaluation of bids expected late Sept but postponed.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :644-MEXICO

011-OIL & GAS EQUIPMENT,SERVICES
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON CONTACTS MADE DURING MISSIONS, TO AND FROM PEMEX
TO DEVELOP EQUIPMENT/SERVICES SALES/

INCREASE DIVERSITY OF PRODUCTS/SERVICES SOLD.

WORK WITH PEMEX INDUSTRIAL DEVELOPMENT DIVISION AND MEXICAN PRIV-
ATE OIL INDUSTRY SUPPLIERS TO ESTABLISH SUITABLE JOINT VENTURES.

INCREASE CDN SUPPLY OF COMPONENTS FOR OIL/GAS
INDUSTRY EQUIPMENT.

WITH THE NEW PEMEX ACQUISITION PROGRAM & KNOWLEDGE FROM SEMINAR
AND VISITS IDENTIFY AND ASSIST NEW CDN SUPPLIERS TO ENTER OIL
INDUSTRY EQUIPT MARKET.

INTRODUCTION OF 5 NEW SUPPLIERS TO PEMEX.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO DEVELOP CONTACTS WITH PEMEX
OFFICIALS BY ORGANIZED VISIT TO NATIONAL
PETROLEUM SHOW, CALGARY.

ARRANGED FOR VISIT BY TWO ENGINEERS FROM JV
DEVELOPMENT GROUP. USEFUL CONTACTS MADE AND
FOLLOW-UP IS UNDERWAY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :644-MEXICO

007-POWER & ENERGY EQUIP. & SERV.
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ENCOURAGE CANADIAN FIRM TO REGISTER ASSUPPLIER TO CFE.

INCREASED NUMBER OF CANADIAN BIDS.

SURVEY MEXICAN MARKET FOR ELECTRIC PRODUCTS AND ADVISE OPPORTUNITIES TO CANADIAN MANUFACTURERS AND APPROPRIATE ASSOCIATIONS.

LARGER NUMBER OF CANADIAN SUPPLIERS INVOLVED IN MEXICO.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Make renewed effort to encourage Canadian firms to bid on CFE tenders.

Two sales of protection equipment and metering equipment totalling Dlls 370,000.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/76

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

POST :644-MEXICO

010-MINE,METAL,MINERAL PROD & SRV
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

MAINTAIN CONTACT WITH ABESTOS CEMENT INDUSTRY AND GOVERNMENT TO
(A) DETECT AND WORK TO NEUTRALIZE ANY TENDENCIES TO PROHIBIT
ASBESTOS (B) RETIAN SUPPORT ACTION AGAINST PROHIBITION IN USA.

DEFEND MARKET.

MONITOR PROCESS OF NEW THERMAL POWER PLANT BY REGULAR CONTACTS
WITH MICARE.

SHARE IN SUPPLY UP TO 4,000,000 TONS
(ANNUALLY)OF THERMAL COAL FOR NEW PLANT.

REVIEW WITH METALURGICAL AND THERMAL COAL BUYERS THEIR ACQUISITI-
ON AND SOURCING PLANS.

IDENTIFICATION OF WHAT CDN SUPPLIERS MUST DO
NOW TO OBTAIN THEIR SHARE OF COAL ORDERS.

REVIEW WITH SULPHUR BUYERS REASONS FOR IMPORTS AND PROSPECT FOR
FUTURE.

MAINTAIN SULPHUR SALES AT \$35 TO \$40 MILLION
ANNUALLY.

EQUIPMENT AND MACHINERY

FOLLOW UP OPPORTUNITIES IDENTIFIED DURING EDC VISIT, MINING SHOW
IN ACAPULCO AND IN VARIOUS CALLS.

INCREASED EQUIPMENT/SERVICE SALES.
\$2 TO 10 MILLION ANNUALLY.

DEVELOP ANNUAL SEMINAR CONCEPT.

BETTER CONTACTS WITH AND FEEDBACK FROM OPERA-
TIONAL EQUIPMENT USERS.

IN COOPERATION WITH MEXICAN MINES MINISTRY HELP CDN COMPANIES
PARTICIPATE IN MINE DEVELOPMENT PROJECTS, THIS INDIRECTLY
PROMOTING EQUI/SERVICE SALES.

JOINT VENTURE MINE PROJECT WITH SIGNIFICANT
CDN PROCUREMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 UNDERTAKE DETAILED MARKET STUDY OF OPPORTUNITIES

ASSISTED CONSULTANT TO DRIE TO MEET REPRESENTA-
TIVE SELECTION OF MEXICAN EXECUTIVES IN MINING
AND REGULATORY BODIES. DETAILED REPORT PRODUCED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :644-MEXICO

Visit by Bank of Nova Scotia Chairman CED Ritchie.

Attempt by De Havilland to mount DASH 8 demonstration in Mexico (event postponed).

Seven economic reports on such varied topics as debt service, economic policies of the administration, NTM's, trips, the President's report to the nation, etc.

REPORT 4
89/02/06

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

POST :656-PORT-OF-SPAIN

001-AGRI & FOOD PRODUCTS & SERVICE
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANADIAN FIRMS ARE INVOLVED IN SEVERAL ABATTOIR AND MEAT PROCESSING PROJECTS IN BOTH TRINIDAD AND TOBAGO.

INCREASED EXPORTS OF CANADIAN MEAT PROCESSING EQUIPMENT AND WATER TREATMENT TECHNOLOGY.

MATURE MARKET WITH ESTABLISHED EXPORTERS. POST WILL CONTINUE TO PROVIDE MAXIMUM SUPPORT.

INCREASED EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP WITH LOCAL COS TO FINALIZE PLANS TO ESTABLISH PROCESSING FACTORIES. - ONTARIO TRADE MISSION - ENCOURAGE LOCAL BUYERS TO PAY FULL BILL. - MONITOR LOCAL GOV'T DEPT WITH REGARD TO AWARDING CONTRACT.

HAVE DISCUSSED PROJ WITH CDN CO & LOCAL FIRMS. HOWEVER, PAYMENT PROBLEM HAS ARISEN. - O.T.M. MET WITH LOCAL AGENT WHO PLANS TO MAKE COLLECTIONS & FINAL PAYMENT. - DISCUSSED WITH BOTH PARTIES LA-TEST PROG & SUG THEY SHOULD COME TOGETHER TO FIN

QUARTER: 2 Followed up with local companies & local Govt. department re meat processing plants that are awaiting funding from Central Government with possible EDC financing.

Reported that plans are now in abeyance due to financial constraints. Met with local Govt. Chairman who is hopeful to obtain Central Govt. guarantee so that Canadian suppliers could arrange EDC financing.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :656-PORT-OF-SPAIN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 KEEP LOCAL FISH IMPORTERS INFORMED OF CANADIAN
SUPPLY POSITION.

HAVE BEEN IN TOUCH WITH MOST IMPORTERS WHO CON-
TINUE TO BUY FISH SUPPLIES;HOWEVER,T&T GOVT.HAS
INCLUDED THIS ITEM ON NEGATIVE LIST. CANADIAN
COMPANIES MADE AWARE OF THIS SITUATION.

QUARTER: 2 Keep local fish importers informed of Canada's
supply position.

Importers advised that with import licence
requirement and shortage of foreign currency,
volume for 1988 decreasing;Canadian trade
informed.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :656-PORT-OF-SPAIN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO MONITOR & REPORT ON DEVELOPMENTS IN SOUTH EAST COAST CONSORTIUM GAS PROJECT. - TO LIAISE WITH ALBERTA COMPANIES PURSUING JOINT VENTURE IN MANUFACTURING OIL CHEMICALS WITH LOCAL FIRMS.

HAVE REPORTED DEVELOPMENTS ON SECC PROJ TO ALBERTA OIL & GAS TRADE MISSION & TO OTHER CDN FIRMS.CONTACTS WITH TRINTOMAR ESTABLISHED. - DISCUSSIONS HAVE BEGUN WITH CDN FIRMS ON PROPOSED JOINT VENTURE OIL CHEMICALS MANUFACTURE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :656-PORT-OF-SPAIN

O11-OIL & GAS EQUIPMENT,SERVICES
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECOMMENDED INVITEE FROM LOCAL OIL CO TO TOUR OIL FIRMS IN CDA USING SLANT RIG DRILLING IN OIL EXPLORATION. - REPORT ON SUCCESS OF BIDDER ON GAS EXTRACTION PLANT PROJECT OF NATIONAL GAS COMPANY.

INVITATION ISSUED TO TRINTOC INVITEE FOR SEPT/88 TO VISIT ALBERTA IN AGREEMENT WITH ITINERARY PROVIDED BY ALTA DEPT.OF ECONOMIC DEV & TRADE - INFO ON TENDER FORWARDED TO ALBERTA GOVT.PROJECT AWARDED TO CONOCO,U.S.A.

QUARTER: 2 Organized and implemented visit of Alberta Govt Trade Mission (Oil & Gas Equipment/Services). Report on developments of TRINTOMAR's South East Coast Gas Exploration Project.

Field visits and contacts with key officials established in State-owned oil/gas cos resulting in opportunities for Cdn firms. Report submitted to EXTOTT/LCT re financing of US\$581 mn package for oil and gas sector projects.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
89/02/09

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

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

POST :656-PORT-OF-SPAIN

Ongoing support to Cdn firms, eg., MBL, to assist them in
receiving outstanding debt fm Trinidad and Tobago organiza'n

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

POST :645-SAN JOSE

010-MINE,METAL,MINERAL PROD & SRV
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

A SURVEY OF THE GOLD MINING INDUSTRY IN COSTA RICA, AND ITS
FUTURE.

GREATLY IMPROVED KNOWLEDGE OF THE SECTOR.
IMPROVED ABILITY TO ATTRACT AND ADVISE
CANADIAN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :645-SAN JOSE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BRING UP TO DATE,AND COMPUTERIZE,OUR LISTING OF AGENTS/IMPORTERS/
DISTRIBUTORS OF AUTOMOTIVE PRODUCTS IN CENTRAL AMERICA.

IMPROVED ABILITY TO ATTRACT NEW FIRMS TO THE
MARKET. IMPROVED EXPORTER-IMPORTER MATCHING.

TRACK RESULTS OF EXPOMOVIL 87 - OUR FIRST MAJOR ATTEMPT TO MAKE
OURSELVES KNOWN IN THE REGIONAL AUTOMOTIVE PRODUCTS MARKET.

ASSESS IMPACT OF EXPOMOVIL(HELD IN PANAMA)ON
CENTRAL AMERICAN MARKET.LEARN WHICH PRODUCTS
DISPLAYED AT EXPOMOVIL DID BEST IN MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

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POST :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTRODUCTION AND PROMOTION OF CANADIAN AGRICULTURAL PRODUCTS TO POTENTIAL BUYERS/IMPORTERS.

AN OMT MISS WAS RECEIVED FOCUSING ON LIVESTOCK, VET PROD & AGROCHEM BUT INCLUDING ALSO OTHER AGRICULTURAL INPUTS. GOOD CONTACTS WERE ESTABLISHED & INTEREST SHOWN BY IMPORTERS. 3 NEW AGENCY AGREEMENTS WILL LIKELY BE CONCLUDED SHORTLY.

QUARTER: 1 PREPARATION OF A SURVEY OF THE MARKET FOR AGRICULTURAL INPUTS IN ALL COUNTRIES OF ACCREDITATION.

DATA COLLECTING TRIPS WERE MADE TO HONDURAS AND EL SALVADOR. TARGET DATE FOR REPORT REMAINS END OF YEAR.

QUARTER: 2 Promotion of agricultural fairs to be held in Canada to local importers.

A group of 8 Salvadoran buyers will be visiting the Royal Winter Fair in November. A Honduran buyer visited the Quebec Cattle Fair. Good results are expected from these visits.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :645-SAN JOSE

010-MINE,METAL,MINERAL PROD & SRV
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :645-SAN JOSE

008-TRANSPORT SYS,EQUIP,COMP,SERV.
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INCREASE INTEREST OF REGIONAL IMPORTERS/DISTRI-
BUTORS OF AUTOPARTS, FOR CANADIAN MADE PRODUCTS.

4 IMPORTANT AUTOPARTS DISTRIBUTORS FM PANAMA, EL
SALVADOR & HONDURAS WERE INVITED TO THE AUTO-
PARTS SHOW IN MONTREAL. GOOD RESULTS. GOOD CON-
TACTS MADE. ACTIVE FOLLOW-UP OF CANADIAN PARTI-
CIPATION IN EXPOMOVIL.

QUARTER: 2 -----

DATA RELATING TO TRIPS MADE TO MONTREAL AND
EL SALVADOR, PART OF A QTR REPORT DURING 1988
OF YEAR.

QUARTER: 3 -----

QUARTER: 4 -----

A GROUP OF 8 SALVADORENSE TRAVELERS WILL BE VISITING
THE Royal Winter Fair in November. A Salvadoran
Group visited the Quebec Winter Fair. Good
results are expected from these visits.

REPORT 4
89/02/06

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

POST :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
HONDURAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION OF A SURVEY OF THE MARKET FOR AGRICULTURAL INPUTS IN ALL COUNTRIES OF ACCREDITATION.

DATA COLLECTING TRIPS WERE MADE TO HONDURAS AND EL SALVADOR. TARGET DATE FOR REPORT REMAINS END OF YEAR.

QUARTER: 2 Promotion of agricultural fairs to be held in Canada to local importers.

A group of 8 Salvadoran buyers will be visiting the Royal Winter Fair in November. A Honduran buyer visited the Quebec Cattle Fair. Good results are expected from these visits.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :645-SAN JOSE

010-MINE,METAL,MINERAL PROD & SRV
HONDURAS

REF: 645-646: 1988

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

----- 1 / 1988
----- 2 / 1988

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :645-SAN JOSE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

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POST :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
NICARAGUA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTRODUCTION AND PROMOTION OF CANADIAN AGRICUL-
TURAL PRODUCTS TO POTENTIAL BUYERS/IMPORTERS.

AN ONT MISS WAS RECEIVED FOCUSING IN LIVESTOCK,
VET PROD & AGRICHEM BUT INCLUDING ALSO OTHER A-
GRICULTURAL INPUTS. GOOD CONTACTS WERE ESTABLIS-
HED & INTEREST SHOWN BY IMPORTERS. 3 NEW AGENCY
AGREEMENTS WILL LIKELY BE CONCLUDED SHORTLY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :645-SAN JOSE

010-MINE,METAL,MINERAL PROD & SRV
NICARAGUA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :645-SAN JOSE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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POST :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPLETION OF A SURVEY OF THE MARKET FOR AGRICULTURAL INPUTS.

GREATER KNOWLEDGE OF THE MARKET. IMPROVED ABILITY TO SERVICE ENQUIRIES AND TO ATTRACT NEW EXPORTERS TO THE MARKET.

EXPAND AND COMPUTERIZE OUR LISTINGS OF IMPORTERS/AGENTS/DISTRIBUTORS OF AGRICULTURAL INPUTS.

IMPROVED ABILITY TO MAKE EXPORTER-IMPORTER CONNECTIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Preparation of a survey of the market for agricultural inputs in all countries of accreditation.

A data collecting trip was made to Panama. Basic market information was gathered and 35 potential importers contacted. Target date for report remains end of year.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :645-SAN JOSE

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

<p>PLANNING: ACTIVITIES PROPOSED IN POST PLAN:</p> <p>BRING UP TO DATE,AND COMPUTERIZE,OUR LISTING OF AGENTS/IMPORTERS/ DISTRIBUTORS OF AUTOMOTIVE PRODUCTS IN PANAMA.</p> <p>TRACK RESULTS OF EXPOMOVIL 87- OUR FIRST MAJOR ATTEMPT TO MAKE OURSELVES KNOWN IN THE MARKET.</p>	<p>ANTICIPATED RESULTS:</p> <p>IMPROVED EXPORTER-IMPORTER MATCHING. IMPROVED ABILITY TO ATTRACT NEW FIRMS TO THE MARKET.</p> <p>GAIN INFO TO PERMIT DECISION WHETHER TO PAR- TICIPATE IN FUTURE AUTO SHOWS. ASSESS WHICH AUTOPRODUCTS ARE BEST SUITED TO PANAMA'S MARKET.</p>
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<p>TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:</p> <p>QUARTER: 1 INCREASE INTEREST OF REGIONAL IMPORTERS/DISTRI- BUTORS OF AUTOPARTS,FOR CANADIAN MADE PRODUCTS.</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 -----</p> <p>QUARTER: 4 -----</p>	<p>QUARTERLY RESULTS REPORTED:</p> <p>4 IMPORTANT AUTOPARTS DISTRIBUTORS FM PANAMA,EL SALVADOR & HONDURAS WERE INVITED TO THE AUTOPAR- TS SHOW IN MTL. GOOD RESULTS. GOOD CONTACTS MADE .ACTIVE FOLLOW-UP OF CANADIAN PARTICIPATION IN EXPOMOVIL.</p>
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETION OF A SURVEY OF THE MARKET FOR AGRICULTURAL INPUTS.

GREATER KNOWLEDGE OF THE MARKET. IMPROVED
ABILITY TO SERVICES ENQUIRIES AND TO ATTRACT
NEW EXPORTERS TO THE MKT.

EXPAND AND COMPUTERIZE OUR LISTINGS OF IMPORTERS/DISTRIBUTORS/
AGENTS OF AGRICULTURAL INPUTS.

IMPROVED ABILITY TO MAKE IMPORTER-EXPORTER
CONNECTIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO PROMOTE CDN AGRICULTURAL PRODUCTS
AMONG MAJOR IMPORTERS OF THE REGION TO INCREASE
CANADIAN MARKET SHARE IN THIS SECTOR.

TRADE PROMOTION TRIPS WERE MADE TO PANAMA,HONDU-
RAS,EL SALVADOR & NICARAGUA TO DEVELOP NEW CONT-
ACTS & INCREASE INTEREST & KNOWLEDGE OF CDN PRO
.AMONG REGIONAL IMPORTERS,APPROX 30 NEW POTENT-
IAL IMPORT HAVE BEEN IDENT & ADDED TO OUR INDEXE

QUARTER: 2 Participation in FIAGA 88, an agricultural trade
fair in Panama, had been planned.

FIAGA 88 was cancelled. As an alternative, we
are now developing catalogue shows, covering the
agricultural inputs sector, to be held in the
Jan-March, 1989 period.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :633-SANTIAGO

009-FOREST PRODUCTS,EQUIP,SERVICES
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

COMPLETE SOURCING OF LOCAL AGENTS AND CDN MANUFACTURERS FOR EQUIPMENT AND SPARE PART PULP AND PAPER SECTOR.

HAVE CDN CO. REPRESENTED IN CHILE IN TIME FOR THE MARKET EXPLOSION TO BE WITNESSED IN THE NEXT 3 YEARS.

PROMOTE CDN SERVICES AND EQUIPMENT FOR THE POTENTIAL CONSTRUCTIONS OF A MINI-PULP MILL (100 T/D) TO BE BUILT BY LOCAL INVESTOR

HAVE CDN SOURCES AND EQUIPMENT CONSIDERED BY LOCAL GROUP.

EQUIPMENT AND MACHINERY

ESTABLISHMENT OF A CDN FORESTRY EQUIPMENT AND SERVICES CENTER IN CONCEPCION. CENTER WOULD ALSO PROVIDE COUNSELLING TO LOCAL COYS ON EQPT NEEDED. CIDA INC TO FINANCE.

PARTICIPATION OF AT LEAST 20 CDN COYS IN THIS OPERATION. EXPORT SALES EXPECTED TO DOUBLE WITHIN 3 YEARS.

LOBBYING OF THE TWO MOST IMPORTANT FORESTRY COMPANIES. THEY HAVE ANNOUNCED CONSTRUCTION OF 2 NEW PULP MILLS AND LOGGING AND SAW-MILLING WILL BE SPIN OFF OPERATIONS.

EXPORT AT LEAST 15M OF EQUIPMENT OVER NEXT 2 YEARS.

INTRODUCE CONCEPT OF PORTABLE SAWMILL TO MEDIUM SIZED OPERATIONS. FIRST SAWMILL TO BE READY FOR MARKET BY SECOND QUARTER OF 88.

SALE OF 3 TO 5 SAWMILLS BY END OF FISCAL YEAR 88/89.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION OF OUR PARTICIPATION IN SILVILOG IN QUEBEC. - ESTABLISHMENT OF FOREST CENTER IN CONCEPCION. - PROMOTE SAWMILLING EQUIPMENT.

17 COS SELECTED & WOOD EXPO 88 ADDED TO THE SCHEDULE OF THIS INCOMING MISSION. - PREPARED MISSION OF CDN CONSULTANT SIRTEC & SUPPORTED THEIR PROPOSAL TO CIDA INC.WHICH HAS AHREED TO FINANCE STUDY. - PORTABLE SAWMILL MFR.WILL PART.

QUARTER: 1 PROMOTE CANADIAN COMPANIES TO CELCO ARAUCO AND CNPC, THE 2 CHILEAN PRIVATE COS WHO WILL BUILD 2 PULP PLANTS OF US 500 M EACH.

WE HAVE CONSTANTLY MET & ADVISED THE CDN COS AS WELL AS THE CHILEAN COS. 1 CDN CO WAS SELECTED FOR THE CELCO ARAUCO PROJECT FOR DETAILED ENGINEERING(USA 20M).ANOTHER IS ON SHORT LIST ON CNPC PROJECT.

QUARTER: 2 Participa'n in Demo Silvilog in Que. & Wood Expo in Vncvr. Promotional Sawmilling & harvesting eqpt. Promo'n of Cdn cos to Celco Arauco and CNPC who each are going to build a US\$500 mn pulp and paper plant.

22 Chileans attended. Sales already reported. H.A. Simons selected as consultant for both mills.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :633-SANTIAGO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO CONTINUE PROMOTIONAL EFFORTS WITH FFCC IN VIEW OF UP COMING REHABILITATION PROGRAM OF RAILWAY.

INCREASE THE NUMBER OF CANADIAN COMPANIES TO BE CONSIDERED AS SUPPLIERS.

KEEP CONTACT WITH METRO AUTHORITIES TO SUPPORT BG CHECO IN THEIR EFFORTS TO SELL A TURNSTILE SYSTEM.

CDN. CO. TO WIN THIS CDN 6 M PROJECT.

PROMOTE CDN CAPABILITIES IN THE URBAN AND RAIL TRANSPORTATION SYSTEMS IN VIEW OF UPCOMING MAJOR PROJECTS.

INCREASE POSSIBILITIES OF HAVING CDN FIRMS INVITED TO BID.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE CDN CAPABILITIES IN URBAN TRANSPORT SYSTEMS AND EQUIPMENT.

ORGANIZED SUCCESSFUL MISSION OF CDN CONSORTIUM TO CHILE. CONSORTIUM SIGNED CONTRACT WITH METRO DE STGO TO DO COMPLETE STUDY OF TRANSPORT SYSTEM .INTRODUCED ANOTHER CDN CO TO VALPARAISO URBAN TRANSPORT AUTH.CO.OBTAINED FEASIBILITY STUDY FOR

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :633-SANTIAGO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

MONITOR PRIVATIZATION PROCESS OF CTC (COMPANIA DE TELEFONOS DE CHILE) WHICH SHOULD RESULT IN EXPANSION OF MARKET FOR EQUIPMENT.

OBTAIN 20% OF NEW EQUIPMENT SALES IN NEXT 3-5 YEARS.

PROVIDE SUPPORT TO CDN CONSULTANTS AND SUPPLIERS ON RURAL TELEPHONY PROJECT IN SOUTH OF CHILE. SPILL OVER EFFECT COULD BE IMPORTANT.

SALES OF 2M OF EQUIPMENT IN 88 AND 5M IN 89.

OBTAIN FINANCING TO PREPARE STUDY ON RURAL TELEPHONY FOR OTHER REGIONS OF CHILE.

MAJOR SALES OF EQUIPMENT THAT COULD REACH 15-20M IN 3 YEARS.

LOBBY TELEX-CHILE TO CONVINCE THEM OF CANADIAN SUPERIORITY IN SATELLITE EARTH STATION TECHNOLOGY. MONITOR THEIR EFFORTS TO OBTAIN PERMIT TO OPERATE STN FM MIN OF DEFENCE AND ENTEL.

SALE OF SATELLITE EARTH STATION BY THIRD QUARTER OF 1989.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION OF OUR PARTICIPATION IN THE APCOMIN 88. A SOFTWARE FOR MINING SEMINAR AND EXHIBITION

WE SELECTED & INVITED CDN SOFTWARE COS & ARRANGED TO HAVE EACH ONE OF THEM MAKE A PERSONAL PRESENTATION AT SEMINAR. RESULT:2 OF THE COS WILL SELL SOFTWARE TO CHILEAN MINING COS, ONE OF THEM HAD TRIED TO SELL FOR A LONG TIME.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
89/02/06

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

POST :637-SAO PAULO

011-OIL & GAS EQUIPMENT, SERVICES
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO INSTITUTIONAL PARTICIPATION IN OIL AND GAS SHOW IN RIO DE JANEIRO AND PETROBRAS VISITS TO CANADA

CONSOLIDATION OF RANGE OF COMMERCIAL RELATIONSHIPS & IDENTIFICATION OF NEW OPPORTUNITIES FOR SALES AND TECHNICAL COOPERATION

FOLLOW UP ON NATURAL GAS SEMINAR HELD IN NOVEMBER 87 TO ENSURE LOCAL PARTNERSHIP ESTABLISHED TO BID ON UPCOMING TENDERS.

3 JOINT VENTURES IN NATURAL GAS DISTRIBUTION AND TRANSPORTATION/SERVICING; UP TO \$ 10 MILLION IN SALES.

IDENTIFICATION OF LOCAL PARTNER FOR MAJOR CANADIAN FIRM(S) IN OIL/GAS DEEPWATER PRODUCTION EQUIPMENT/SERVICES

ONE JOINT VENTURE; UP TO \$25 MILLION IN 3 YEARS

SECOND OIL AND GAS SEMINAR WITH PETROBRAS (AND BRAZILIAN PRIVATE SECTOR) TO BE HELD IN CANADA AFTER NPS.

INCREASED EXPOSURE OF CDN CAPABILITIES; ENHANCED PROFILE WITH PETROBRAS & STATE GAS DISTRIBUTION COYS; IDENTIFICATION OF NEW SALES/COOPERATION ACTIVITIES.

INTENSIFY PROGRAM OF REGULAR VISITS TO PETROBRAS, GAS DISTRIBUTION COMPANIES, EQUIPMENT MANUFACTURERS.

SUPPORT ONGOING MARKETING & INDUSTRIAL COOPERATION DEVELOPMENT ACTIVITIES (ADDITION \$10 MILLION IN SALES AND 5 NEW J.V.)

PRODUCE SITREPS ON EVOLUTION OF OIL AND GAS SITUATION IN BRAZIL.

IDENTIFICATION OF NEW OPPORTUNITIES FOR SALES /TECHNOLOGY COOP. (2 TO 3) THRU TIMELY REPORTING TO HEADQUARTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) BEGIN PLANNING & ORGANIZATION OF MISSION TO CONEXPO/ARPEL OIL SHOW & CONGRESS OCT. 88.
B) PETROBRAS PARTICIPATION IN NATIONAL PETROLEUM SHOW.

DIRECTLY CONTACTED 50 CDN COYS & OBTAINED 15 ABSTRACTS FOR PAPERS. SPACE RESERVED FOR CDA STAND. SELECTION OF PARTICIPANTS IN PROGRESS. FULLY PREPARED BRAZILIAN PARTICIPANT MILTON FRANKE AND ALTA. FOR HIS VISIT.

QUARTER: 2 Assist EDC in nego. of Credit facil. w/PETROBRAS Proceed w/prepara. of Cdn particip. in COMEXPO '88 & follow-up on PETROBRAS projects. Prepare report on oil and gas (PETROBRAS's Investment Plan)

Will result in signing of credit facility with PETROBRAS in Nov. 88. This resulted in invitation of 2 Canadian co's to participate in gas projects. Increased interest in Cdn gas technology as a whole

QUARTER: 3 -----

QUARTER: 4 -----

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

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POST :637-SAO PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REVIVE COOPERATION AGREEMENT BETWEEN TTC/MUJTC AND SAO PAULO METRO (DUE TO NEW BOARD OF DIRECTORS).

IDENTIFICATION OF SPECIFIC AREAS OF COOPERATION,E.G. FINANCIAL MANAGEMENT ADMINISTRATION , CONSULTING SERVICES, ETC.

FOLLOW UP PN CBTU MODERNIZATION PROGRAM AND VISIT TO CANADA OF TWO CBTU OFFICIALS

ESTABLISH SPECIFICALLY EQUIPMENT & SERVICES CANADA COULD SUPPLY IN SUBURBAN/INTERCITY PASSENGER TRANSPORTATION AREA.

SUPPORT ONGOING MARKETING EFFORTS OF CANADIAN FIRMS(E.G.CANAC, CPCS,BOMBARDIER,NT,AVALON,P&W,LAVALIN)IN PURSUIT OF PROJECTS LISTED BELOW.

UP TO THREE CONTRACTUAL ARRANGEMENTS WITHIN 18 MONTHS

SUPPORT RECENTLY SIGNED COOPERATION AGREEMENT BETWEEN CITIES OF TORONTO AND SAO PAULO BY MAINTAINING REGULAR CONTACTS WITH MUNICIPAL (AND STATE AUTHORITIES)

IDENTIFICATION OF NEW OPPORTUNITIES(2 OR 3) FOR SALES/COOPERATION IN TRANSPORTATION AREA AT MUNICIPAL/STATE LEVEL.

INTENSIFY CONTACTS ON REGULAR BASIS WITH VARIOUS GOVERNMENT BODIES (STATE LEVEL) AND TRANSPORTATION FIRMS.

PROVIDE TIMELY REPORTING ON INCOMING PROJECTS (E.G. EBTU PLANS)TO ALLOW CANADIAN FIRMS TO BID.(2 OR 3 TENDERS).

PREPARE REPORT ON ACTIVITIES IN SECTOR PARTICULARLY AS IT RELATES TO FINANCING SOURCES (LOCAL AND INTERNATIONAL)

DETERMINE MOST LIKELY PROJECTS(OTHER THAN BELOW)LIKELY TO MATERIALIZE IN PREPARATION FOR OUTGOING MISSION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CANAC'S EFFORTS IN OBTAINING CONTRACT WITH FEPASA.

AGREEMENT STILL UNDER NEGOTIATION.

QUARTER: 2 Participate in CANADAIR's mktg efforts to sell CANADAIR CL-215 Water Bomber. Follow-up on FEPASA Rehabilitation World Project. Follow-up on FERRONORTE Railway Project. IMP/Aircraft Conversion Project

This resulted in incr. the inter. of Brazil for the CL215 to combat forest fires. Discuss. were generated btwn CN and COTRAN for construction of FERROESTE. EDC is in final stage to reach an agreement w/Airforce on financing of project

QUARTER: 3 -----

QUARTER: 4 -----

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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 OFFICIAL PARTICIPATION IN EXPOINTER'87 & EXPOTIBA'87 AS WELL AS SPONSORED VISITS OF BRAZILIAN OFFICIALS TO ROYAL WINTER FAIR AND WESTERN AGRIBITION SHOW

FIRM UP NEW REPRESENTATION AGREEMENTS (2) AND SALES OF LIVESTOCK AND SEMEN (2 TO 3 MILLION)

MAINTAIN/EXPAND CONTACTS WITH POULTRY, GOATS, SWINE AND HORSES BREEDERS.

DETERMINE WHETHER THESE AREAS SHOULD BE PURSUED AND IF SO WHICH AND HOW.

MONITOR AND REPORT ON VARIOUS MARKET ACCESS ISSUES AFFECTING CDN EXPORTS IN THIS SECTOR PARTICULARLY BILATERAL BRAZILIAN TRADE ARRANGEMENTS FOR POTASH.

ENSURE EQUAL ACCESS TO CANADIAN SUPPLIERS.

PURSUE ACTIVELY ELABORATION OF A COOPERATION AGREEMENT IN AGRICULTURE WITH STATE OF PARANA RELATIVE TO LIVESTOCK AND GENETIC MATERIAL.

SIGN COOPERATION AGREEMENT THEREBY CREATING OPPORTUNITIES FOR SALES AND TECHNICAL COOPERATION.

ARRANGE CANADIAN PARTICIPATION AT CATTLE BREEDING SEMINAR/CONVENTION IN PARANA, MAY 88.

ENLARGE EXPOSURE OF CANADIAN BREEDING AND MANAGEMENT TECHNIQUES TO TAKE ADVANTAGE OF EXPECTED AGREEMENT SIGNING WITH PR

PURSUE ACTIVELY OPPORTUNITIES FOR JV/TT IN AGRICULTURAL MACHINERY IDENTIFIED VIA SASK. GOVERNMENT SPONSORED VISIT OF ABIMAQ REPRESENTATIVE TO FARM PROGRESS SHOW, E.G. SPRAYING EQUIPMENT.

TWO JOINT-VENTURE/TECHNOLOGY TRANSFER IN MEDIUM TERM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)ORGANIZE PARTICIPATION IN 4TH ANNUAL PARANA BREEDER'S ASSOCIATION APRIL 9.
B)BEGIN PLANNING & ORGANIZATION OF EXPOINTER.

SIGNIFICANT ORDERS RECEIVED - COOPERATION AGREEMENT BETWEEN PARANA & MACDONALD COLLEGE RE-ACTIVATED.

QUARTER: 2 Participation in EXPOINTER '88. Prepare the Saskatchewan Potash Mission. Assist participation of Canadian companies in Brazilian Jersey and Holstein Shows

Strengthen of Cdn image in Brzl livestock mkt. Betterment of Cdn knowledge of Brzl present & future fertilizer mkt. This will generate report from the Post on Brzl crop. Resulted in import. sales of live animals and semen.

QUARTER: 3 -----

QUARTER: 4 -----

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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

CONTINUED FOLLOW-UP WITH PARTICIPANTS OF REGULAR FEDERALLY AND
PROVINCIAALLY SPONSORED HI-TECH MISSIONS TO BRAZIL

MAXIMIZE CONCRETE RESULTS IN TERMS OF AGENC-
IES ESTABLISHED (UP TO 5),CONCLUSION OF SALES
OR ESTABLISHMENT OF JV/TT (UP TO 4)

FOLLOW-UP ON HI-TECH'87 AND CONTACTS WITH BRAZILIANS ESTABLISHED
AS A RESULT OF SAME.

REPRESENTATION AGREEMENTS (UP TO 3).

CONTINUE TO SUPPORT SALES EFFORTS BY OTHER CANADIAN COMPANIES
SUCH AS SPAR, SR TELECOM, MITEL, NORTHERN TELECOM,LOGO AND OTHERS

CONCLUSION OF 2/3 SALES AGREEMENTS AND/OR JV/
TT.

REPORT ON NEW SOFTWARE LAW EXPECTED TO BE RELEASED IN NEXT FEW
MONTHS.

RESOLVE WHETHER PARTICIPATION IN INFORMATICA
'89 JUSTIFIED.

ORGANIZE PARTICIPATION IN AND FOLLOW-UP ON CONTACTS TO BE ESTA-
BLISHED AT TELECOM'88 IN RIO DE JANEIRO.

INCREASED EXPOSURE OF CANADIAN CAPABILITIES
IN SECTOR AND INCREMENTAL OPPORTUNITIES FOR
SALES/TECHNOLOGY COOPERATION.

FOLLOW UP ON SATELLITE'86 AND 87,ON SATELLITE APPLICATIONS AND
ENVISAGE PARTICIPATION IN SIMILAR SEMINAR EVENTS IN 1988.

INTRODUCTION OF CANADIAN KNOW-HOW/TECHNOLOGY
IN FUTURE BRAZILIAN APPLICATIONS,E.G. TELE-
EDUCATION, TELE-MEDICINE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)ORGANIZE & PARTICIPATE IN AMERICAS TELECOM
(RIO) MAY 88.

A)EVENT A TOTAL SUCCESS FROM RESULTS ACHIEVED
(SALES & BUSINESS ASSOCIATIONS).

QUARTER: 2 Technical cooperation agreement with TELEBRAS.
2. ISDN Seminar: Northern Telecom/Mitel
3. Quebec Mission
4. Proceed with preparation of Satellite '88

Resulted in series of visits of TELEBRAS spec-
ialists to Cda. 2. Resulted in incr. interest by
CPQD in proprierty chips produced by Mitel
3. Resulted in agreement in principal for rep-
resentation

QUARTER: 3 -----

QUARTER: 4 -----

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

010-MINE,METAL,MINERAL PROD & SRV
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON PARTICIPATION IN MINTEC'87

IDENTIFY SPECIFIC OPPORTUNITIES UNCOVERED
DURING VISIT

MONITORS DEVELOPMENTS IN BRAZILIAN INDUSTRIAL CHEMICALS IMPORTS
PATTERNS AND REPORT ACCORDINGLY.

PROTECT AND/OR EXPAND CANADA'S SHARE OF
BRAZILIAN MARKET

IDENTIFY UPCOMING PROJECTS,ESPECIALLY IN GOLD,LIKELY TO COME ON
STREAM AND INFORM CANADIAN SERVICE/EQUIPMENT SUPPLIER.

CANADIAN BIDS ON TWO OR THREE PROJECTS.

DEVELOP FURTHER CONTACTS WITH MAJOR BRAZILIAN MINING COMPANIES,
E.G. CVRD, BILLITON, PARAMAPANEMA, CPRM, CBMM, CAEMI, ETC.

GIVE THEM EXPOSURE TO CANADIAN CAPABILITIES
AND IDENTIFY MARKET NICHES.

ON ONGOING BASIS, MONITOR ANY MARKET ACCESS ISSUES WHICH COULD
IMPACT ON OUR SALES IN BRAZIL

PROTECT OUR MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)COORDINATE BETWEEN GEONAUTICA & ONTARIO GOVT.
FOR MINING SYMPOSIUM.
B)INVITE SPEAKER TO GOLD SYMPOSIUM - RIO
(AUG.88).

A)GOING WELL.
B)GLENCAIRN EXPLORATIONS INVITED.

QUARTER: 2 Asist in prepar. of Mining Seminar.
2. Assist in arranging Cdn particip. in Gold
Symposium in Rio de Janeiro
3. Proceed to direct mailing (200) on chemical
products

It resulted in successful seminar held Oct. '88
2. Particip. in Gold Symposium contrib. to up-
grade the Brzln knowledge of Cdn technology
3. Direct mailing generated high interest in
Canadian chemicals

QUARTER: 3 -----

QUARTER: 4 -----

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

009-FOREST PRODUCTS,EQUIP,SERVICES
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO SUPPORT EFFORTS BY H.A.SIMONS VIA THEIR JOINT-VENTURE WITH NATROW IN BRAZIL

INCREASED EXPOSURE TO BRAZILIAN COYS;REALIZATION OF SMALL (INITIALLY) CONTRACTS FOR CONSULTING/ENGINEERING SERVICES.

PROVIDE CONTINUED ASSISTANCE TO VALMET-SENTROL IN THEIR MARKETING EFFORTS;ASSIST THEM IN PROTECTING THEIR MARKET SHARE FROM USA COMPETITION FROM WITHIN BRAZIL

ACHIEVE 3/4 ADDITIONAL CONTRACTS (\$2 TO 3 MILLION) NEXT YEAR.

ASSIST OTHER CANADIAN EXPORTERS ON ONGOING BASIS,E.G. UNIVERSAL PAPER, CARBORUNDUM IN THEIR MARKETING EFFORTS.

INCREMENTAL SALES NEXT YERA OF \$ 4/5 MILLION.

UPDATE REPORT ON MAJOR PULP AND PAPER PROJECTS WHICH WERE POSTPONED DUE TO ECONOMIC CONDITIONS IN 1987.

PROVIDE POTENTIAL EXPORTERS WITH INFO SUFFICIENT TO DETERMINE WHETHER THEY SHOULD PURSUE INVOLVEMENT ON THESE PROJECTS.

INTENSIFY CONTACTS ON REGULAR BASIS WITH SENIOR OFFICIALS OF BRAZILIAN PULP AND PAPER COMPANIES AND IDENTIFICATION OF SPECIFIC OPPORTUNITIES FOR MAJOR PROJECTS.

INFORM CANADIAN INDUSTRY IN TIMELY FASHION WHICH WOULD LEAD TO TENDERS RELATIVE TO 2/3 PROJECTS.

SEEK TO DEVELOP TECHNICAL COOPERATION BETWEEN CANADIAN AND BRAZILIAN FORESTRY AGENCIES (E.G. CFS, IBDF) AT ACADEMIC & COMMERCIAL LEVELS.

MORE TECHNICAL COOPERATION ACTIVITIES (E.G. RECIPROCAL VISITS);MEDIUM TERM SALES OF FIRE-FIGHTING EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) UPDATE PULP & PAPER PROJECTS LIST.

DEFERRED TO NEXT QUARTER.

QUARTER: 2 No import. activ. has taken place in this sector
Very little oppor. for the sale of equip. Re sales of pulp & paper this is done dir. by the lrge corp. & the Post has very lttle involv.
Next qtr will show a different priority

QUARTER: 3 -----

QUARTER: 4 -----

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

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

POST :637-SAO PAULO

EDC Visit

Potash Mission

Quebec Mission

Ont. Livestock Breeding Seminar (Parallel to EXPOINTER '88)

Ontario Mining Seminar (organization of)

CA1 EA676 T714 EXF 1988 *Serial.* STORAGE
Trade and Industrial Development
Program quarterly activity report
43247429

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