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

QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS

AFRICA AND MIDDLE EAST
AFRIQUE ET MOYEN-ORIENT

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

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





TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report
January - March 1988

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

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités
Janvier - Mars 1988

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

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

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

Dept. of External Affairs
Min. des Affaires extérieures
OTTAWA

AUG 1988
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RETOURNER À LA BIBLIOTHÈQUE DU MINISTRE

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AFRICA & MIDDLE EAST
AFRIQUE ET MOYEN-ORIENT

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

POST : 325-ABIDJAN

005-COMM. & INFORM. EQP. & SERV
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

FOLLOW-UP AND EVALUATION OF MEETINGS IN CANADA WITH DIRECTOR
GENERAL OF ONT AND DIRECTOR OF THE ECOLE NATIONALE SUPERIEURE
DES POSTES ET TELECOMMUNICATIONS (NATIONAL POSTAL AND TELECOMMUNI-
CATIONS COLLEGE).

STUDY OF 1986/90 FIVE-YEAR PLAN APRIL 1987.

VISITS TO THE ONT AND WORK SITES AND TELEPHONE STATIONS/MAY-JUNE
1987.

COMPUTERS, SOFTWARE & SYSTEMS

STUDY OF NEW COMPUTER PLAN.

DETAILED STUDY OF THE COMPUTER MARKET JANUARY - MARCH 1987.

VISITS TO COMPUTER SECRETARIAT APRIL - JUNE 1987.

ESTABLISHMENT OF A LISTING OF KEY PERSONNEL AND COMPILATION OF
STATISTICS ON CANADIAN SALES IN IC JUNE 1987 - APRIL 1988.

IDENTIFICATION OF EQUIPMENT NEEDS.

IDENTIFYING NEEDS AND PLANNING ACTIVITIES.

OBTAINING SPECIFIC DATA AND IDENTIFYING KEY
PERSONNEL.

IDENTIFICATION OF DECISION-MAKERS WITHIN THE
MINISTRY.

IDENTIFICATION OF MAJOR USERS AND ASSESSMENT
OF POTENTIAL FOR CANADIAN SUPPLIERS, AND
ANALYSIS OF THE COMPETITION.

IDENTIFICATION OF DECISION-MAKERS FOR
PURCHASES.

PRODUCTION OF DOCUMENT FOR FEDERAL AND
PROVINCIAL DEPARTMENTS FOR DISTRIBUTION TO
CANADIAN FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RENCONTRES AVEC PROFESSIONNELS D'INFORMATIQUE
PARTICIPATION IVOIRIENNE AU SIM, OBTENTION DU
SCHEMA DIRECTEUR 1986-90

QUARTER: 2 OBTENTION DU PLAN TELECOM 1984-2000.
POURSUITE DE L'APPEL D'OFFRES POUR GESTION DE
L'ONT POUR LEQUEL BELL CANADA INT ETAIT SUR
LISTE COURTE. PROJET FORMATION DES GESTIONNAIRES
DES P. V. D. EN TELECOM.

DOCUMENT DU MEQ SUR IMPLANTATION D'INFORMATIQUE
EN MILIEU SCOLAIRE; 3 IVOIRIENS AU SIM A ETE -
SOUMIS AU CIEG; 2 NOUVEAUX DISTRIBUTEURS DE LOG-
CIEL; 1 FIRME INTERESSEE A FAIRE ASSEMBLAGE D'O-
RDINATEUR AN J-V AVEC FIRME CANADIENNE A ETE RE/

PLAN RESUME ET SERA ENVOYE A OTTAWA. DCGTX ET ONT
SONT A FAIRE MISE A DATE DE CE PLAN ET ARRETER
CALENDRIER DE TACHES A ENTREPRENDRE. -MARCHE REM-
PORTE PAR DETECOM (RFA), A CAUSE DE PRIX PLUS
BAS. BCI NS A TRES MAL UTILISES. ONT A REPORTE

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

POST : 325-ABIDJAN

005-COMM. & INFORM. EQP. & SERV
IVORY COAST

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 3 VISITES AU SGI & PROMOTION DU CDA COMME EXPERT EN INFORMATIQUE. ORGANISATION D'UN SEMINAIRE DE DEMONSTRATION DE LOGICIELS. PLANIFICATION DE PARTICIPATION AUX 4E JAI.
- QUARTER: 3 OBTENTION DU DOCUMENT SUR PROJET D'INFORMATISATION SCOLAIRE. SUIVI SUR MISE A JOUR DU PLAN TELECOM. PROJET DE TELEPHONIE RURALE POUR LA DEFENSE.
- QUARTER: 4 OBTENTION DU PLAN ACTUALISE DE L'OFFICE NATIONAL DES TELECOMMUNICATIONS.
- QUARTER: 4 PARTICIPATION AUX 4E JAI AVEC 4-5 FIRMES CANADIENNES DE LA PROVINCE DU QUEBEC DANS STAND NATIONAL.

QUARTERLY RESULTS REPORTED:

PARTICIPATION DE DEUX CONFERENCIERS CANADIENS A LA CONFERENCE DU GROUPE DE YAMOUSSOUKRO. TENUE EN NOVEMBRE 87. PARTICIPATION CONFIRMEE EN DEC.

TRANSMIS A OTT & MONTREAL. L'ONT NOUS L'A PROMIS POUR FIN JAN. 88. SR TELECOM A OBTENU CONTRAT & EST A SOLUTIONNER PROBLEMES AVEC SON AGENT.

AVONS OBTENU UNE COPIE QUE NOUS AVONS TRANSMISE A OTTAWA POUR DISSEMINATION.

11 REPRESENTANTS DE 10 FIRMES ONT PARTICIPE - 1 CONTRAT JOINT-VENTURE EN NEGOCIATION POUR LA CO-PRODUCTION DE LOGICIELS. - 2 COMMUNES ONT APPROCHE NOS FIRMES POUR S'INFORMATISER.

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

POST : 325-ABIDJAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

PURSUER OUR EFFORTS WITH THE MINISTRIES OF INDUSTRY AND THE DCGTX
TO RETAIN CANADIAN FIRMS AS TECHNICAL EXPERTS. JANUARY -JUNE 1987

- 1 FIRM FOR THE OVERALL ENERGY PLAN.
- 1 ADVISER WITH THE MINISTRY OF INDUSTRY.

INCREASE OUR PRESENCE WITH THE EECI IN ORDER TO INFLUENCE IT
TO USE CANADIAN PRODUCTS. JANUARY 1987 - MARCH 1988.

IDENTIFICATION OF NEW PROJECTS INRELATION TO
THE EXTENSION OF EXISTING NETWORKS AND THE
USE OF ALTERNATIVE SOURCES OF ENERGY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISE EN PLACE D'UN CONSEILLER EN ENERGIE AUPRES
DU MINISTRE DE L'INDUSTRIE. PARTICIPATION AU PL-
AN NATIONAL DE L'ENERGIE DE LA D C G T X. VENTE
D'EQUIPMENT A L'EECI (FINANCE PAR BM)

EST ARRIVE LE 3 JUIN. LAVALIN A ETE SELECTIONNE
ET TROIS EXPERTS ONT DEJA COMMENCE L'ANALYSE.
CONTRACT DE \$750,000. A ETE SIGNE.

QUARTER: 2 -RECHERCHE DONNEES SUR PROD'N ENERGETIQUE EECI.
-OBTEN'N DU NVL ORGANIGRAMME SUITE A REORGANI'N.
-SUIVI DU DOSSIER DES CANDIDATS AU COURS DE
FORMA'N EN GESTION PETROLIERE. -IDENTIFI'N DES
SERES IMPORTATRICES ET DISTRIBUTRICES D'EQPT

OBTENTION DES INFOS RECHERCHEES AUPRES EECI. SERA
DISSEMINÉ A OTTAWA PROCHAINEMENT -APRES PLU-
SIEURS RENCONTRES, MINISTERE DES MINES A DECIDE
DE NOMMER CANDIDATS CETTE ANNEE. -TACHE NON
COMPLETEE.

QUARTER: 3 SUIVI DE LA PROGRESSION DU PLAN NATIONAL
D'ENERGIE ENTREPRIS PAR LA DCGTX.

MISSION DE L'ACDI A FAIT LE POINT & PRODUIRA
RAPPORT AU DEBUT 88.

QUARTER: 4 SUIVI DU PROJET D'ELECTRIFICATION RURALE
SUIVI DE LA MISSION ACDI

L'EECI S'INTERESSE A LA NOUVELLE TECHNOLOGIE SCC
OFFERTE PAR LA BG CHECO ET A DEMANDE NOTRE AS-
SISTANCE FINANCIERE POUR UN PROJET-PILOTE A
YAMOOUSSOUKRO.

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

POST : 325-ABIDJAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINE DEVELOPMENT SERVICES

DEVELOPMENT OF GUIDE WITH SODEMI/CIDA FINANCING.

PURSUIT OF EXPLOITATION CONCESSIONS FOR GOLD-BEARING INDEXES BY CANADIAN FIRMS.

MONITOR NIGERIAN GOLD-MINING PROJECT, PURSUANT TO MISSION OF VISITORS TO CANADA ORGANIZED BY CIDA.

VISITS TO DEPARTMENTS OF GEOLOGY AND MINES IN IC.

BETTER DEFINITION OF MINING INDEXES.

PARTICIPATION BY A CANADIAN FIRM IN EXPLOITATION OF A CONCESSION AND SALE OF EQUIPMENT.

IDENTIFICATION OF EQUIPMENT NEEDS AND RESOURCE PEOPLE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 DEUX RENCONTRES AVEC SODEMI SUR LES DEVELOPPEMENTS MINIERES.

QUARTER: 4 -----

VISITE DE DEUX IVOIRIENS AU CDA. CHOIX DE LA SOC CANADIENNE POUR ASSISTANCE TECHNIQUE & FORMATION A TRAVERS LC DE L'ACDI PREVU POUR DEBUT 88. NOUVEL INTERET MANIFESTE PAR SOC. CAN POUR PROJET ITY.

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

POST : 325-ABIDJAN

008-TRANSPORT SYS, EQUIP, COMP, SERV.
IVORY COAST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

VISITS TO MINISTRY OF PUBLIC WORKS AND DCGTX (MAJOR WORKS BRANCH)

IDENTIFICATION OF CONSTRUCTION PROJECTS AND
SUBMISSION OF TENDERS BY CANADIAN COMPANIES.

PROMOTE ASSOCIATION BY CANADIAN CONSULTING FIRMS WITH IVORY COAST
PARTNERS. APRIL 87 - APRIL 88.

JOINT TENDERS TO OBTAIN CONTRACTS.

PROMOTE MEETINGS WITH CONSULTING FIRMS AND CONSTRUCTION FIRMS IN
IVORY COAST.

IDENTIFICATION OF POTENTIAL IVORY COAST
PARTNERS.

RAIL

TECHNICAL ASSISTANCE TO RAN (ABIDJAN-NIGER RAILWAY BOARD).

MAINTENANCE CONTRACT FOR ENGINES AND INTERIM
MANAGEMENT FOR MAINTENANCE AND SUPPLY OF
COMPUTER PROGRAM.

IMPLEMENTATION OF PROTOCOL OF AGREEMENT BETWEEN CIDA AND RAN.

EXTENSION OF CONTRACT FOR TECHNICAL ASSISTAN-
CE TO RAN.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION DE VENTE DE "DASH" AUPRES D'AIR IVOIRE
PLUS AIR TRANSIVOIRE. POURSUITE DU PROJET DE
TRANSPORT URBAIN DE BOUAKE.

POSSIBILITE D'UN VOYAGE AU CANADA EN JUILLET DU
PRES. D'AIR TRANSIVOIRE. VISITE DU CANADA PAR
PROMOTEUR, MAIRE DE BOUAKE

QUARTER: 2 NVLE PROMOTION AUPRES D'AIR IVOIRE ET D'AIR
TRANSIVOIRE EN VUE DE LA VENTE DE DASH. RECHERCHE
D'UN PARTENAIRE POUR STE EPANDAGE AERIEN AGRIC-
AIR. ETUDE SUR POTENTIEL DU TRANSPORT EN COMMUN.

AIR TRANSIVOIRE A VISITE DE HABILAND AU CANADA.
A SUIVRE. AIR IVOIRE N'A DONNE AUCUN SIGNE
D'INTERET. --NEGOCIATIONS ENTAMEES AVEC AIR
TRANSIVOIRE. --PROJET MIS EN VEILLEUSE A CAUSE DE
PERIODE VACANCES.

QUARTER: 3 MISSION FERROVIAIRE. PROJET DE TRANSPORT URBAIN
DE BOUAKE. DEVELOPPEMENT DE ROUTES.

EN NOVEMBRE & A FAIT ANALYSE DE LA SITUATION A
LA RAN & DES BESOINS. RENCONTRE AVEC MAIRE DE
BOUAKE QUI A PROMIS D'OBTENIR L'AGREMENT PRIORI-
TAIRE D'ICI QUELQUES MOIS. POURSUITE DE L'ACHAT
DE NIVELEUSES CHAMPION A TRAVERS LC DE L'ACDI.

QUARTER: 4 RECHERCHE DE PROJETS DE FORMATION DE PILOTES
IVOIRIENS POUR LE CENTRE QUEBECOIS DE L'AERONAU-
TIQUE. - OBTENTION DU PLAN NATIONAL DE TRANSPORT

L'INSTITUT GEOGRAPHIQUE SE PROPOSE D'ENVOYER 2
INGENIEURS EN FORMATION AU COURS DE 1988. AVONS
VISITE LA DCGTX A TROIS REPRISES. RAPPORT EST EN
RETARD MAIS ATTENDU POUR AVRIL-MAI.

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

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

POST : 325-ABIDJAN

VISITE DU DIRECTEUR GENERAL DE LA COOPERATION INDUSTRIELLE,
20-23 JANVIER. (2) VISITE DE S. WEIST POUR SUIVI DE PROJETS
DE COOP. INDUSTRIELLE 21-25 FEVRIER. (3) ENVOI D'UN VISITEUR
AU CANADA POUR LE PROJET SJRPAP. (4) VISITE DE M. FAUCHER RE
FINANCEMENT DE L'APDF. (5) MISSION COMMERCIALE QUEBECOISE
(10 FIRMES), 15-21 MARS. (6) PROJET D'EMBAUCHE D'UN EXPERT EN
COMMERCIALISATION DU BOIS PAR LE CCIA. (7) ENVOI DE DEUX RE-
PRESENTANTS DU MIN. DES MINES AU "PROSPECTORS AND DEVELOPERS
SEMINAR" A TORONTO, MARS. (8) MISSION LM EXPORTS POUR LA
PROSPECTION DU MARCHE DU LAIT. (9) VISITE DE MR. HASSAN
TAGVAI (HEC/CETAI) POUR LA SELECTION DES CANDIDATS IVOIRIENS
POUR LA FORMATION EN GESTION PETROLIERE.

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

POST : 301-ADDIS ABABA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

MONITOR DEVELOPMENT OF DJIBOUTI-ETHIOPIA RAIL LINK.

IDENTIFY ANY COMPONENTS FOR POSSIBLE CDN COLLABORATION.

INCREASE NUMBER OF CONTACTS WITH MINISTRY OF TRANSPORTATION AND GOVT PROCUREMENT AGENCIES TO OBTAIN SPECIFIC DETAILS OF DEVELOPMENT PROJECTS IN RAIL SECTOR.

BETTER PICTURE OF SPECIFIC REQUIREMENTS FOR REHAB AND EXPANSION OF RAIL SYSTEM.

AEROSPACE

PROVIDE ASSISTANCE TO CDN CONSULTING COMPANY TO PROMOTE NEW MAINTENANCE BASE FOR ETHIOPIAN AIRLINES.

CONCLUDE CONTRACT IN 1987 WITH ETHIOPIAN AIRLINES.

INCREASE NUMBER OF CONTACTS WITH MINISTRY OF TRANSPORTATION, CIVIL AVIATION AUTHORITY AND ETHIOPIAN AIRLINES AS WELL AS MINISTRY OF DEFENCE TO PROMOTE CDN EXPERTISE.

BETTER AWARENESS OF CDN EXPERTISE LEADING TO POSSIBLE INVITATIONS TO DEMONSTRATE EXPERTISE PRODUCTS.

DETERMINE TRAINING REQUIREMENTS OF ETHIOPIAN AIRLINES AND CIVIL AVIATION AUTHORITY.

IDENTIFY POTENTIAL T/A OPPORTUNITIES PARTICULARLY TRAINING IN AVIONICS MAINTENANCE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MEET SENIOR GOV'T OFFICIALS TO EXPEDITE SIGNING OF CONTRACT FOR STUDY OF ASSAB-ADDIS PIPELINE. MONITOR DEVPT OF DJIBOUTI-ETHIOPIA RAIL LINK. PROMOTE SALES TO ETHIOPIA AIRLINES.

AWAITING DECISION FROM SENIOR GOV'T OFFICIALS. AWAITING SPECIFIC DETAILS AND PROJECT IDENTIFICATION. MORE SALES (EQPT/SERVICES) TO EAL EFFECTED.

QUARTER: 2 EXPEDITE SINGING OF CONTRACT FOR ASSAB-ADDIS PIPELINE STUDY. PROMOTE SALES OF PARTS AND SERVICES TO ETHIOPIAN AIRLINES.

STILL AWAITING DECISIONS FROM SENIOR GOV'T OFFICIALS. MORE SALES (EQUIPMENT/SERVICES) TO EAL EXPECTED.

QUARTER: 3 -----

QUARTER: 4 MONITOR DEVELOPMENT OF ETHIO-DJIBOUTI RAIL LINK. PROMOTE SALES OF PARTS AND SERVICES TO ETHIOPIAN AIRLINES

SPECIFIC DETAILS AND PROJECT IDENTIFICATION AWAITED. MORE SALES (EQPT)SERVICES) TO ETHIOPIAN AIRLINES EXPECTED. TRAINING PROGRAM FOR MAINTENANCE BASE UNDERWAY.

POST : 301-ADDIS ABABA

007-POWER & ENERGY EQUIP. & SERV.
ETHIOPIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

ASSIST CDN CONSULTING COMPANY TO ARRANGE CONTRACT FOR POWER GENERATION STUDY FOR EELPA.

INCREASE NUMBER OF CONTACTS WITH EELPA, CENTRAL PLANNING COMMITTEE AND GOVT PROCUREMENT AGENCIES TO PROMOTE CDN EXPERTISE.

CONTRACT FINALIZED IN ITS QUARTER 1987 FOR AFDB-FINANCED STUDY.

BETTER AWARENESS OF CDN TECHNICAL EXPERTISE LEADING TO POSSIBLE INVITATIONS TO DEMONSTRATE CAPABILITY OR PREQUALITY ON PROJECTS FOR GOODS/SERVICES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST MORE CDN CONSULTING CO'S FOR POWER GENERATOR STUDY, MINING, EXPLORATION AND IMPLEMENTATION OF TURN KEY PROJECTS.

QUARTER: 2 ASSIST MORE CDN CONSULTING FIRMS FOR POWER GENERATORS STUDY, MINING, EXPLORATION AND IMPLEMENTATION OF TURN KEY PROJECTS.

QUARTER: 3 -----

QUARTER: 4 INCREASE NUMBER OF CONTACTS WITH MINISTRY OF MINES AND ENERGY AND PROCUREMENT AGENCIES TO OBTAIN SPECIFIC DETAILS OF DEVELOPMENT PROJECTS MINING SECTOR.

A CDN FIRM AWAITING TO SIGN CONTRACT FOR GAS PIPELINE PROJECT. A CDN FIRM NEGOTIATING ON OIP DRAFT CONTRACT WITH EELPA. A CDN FIRM SOLD SURVEYING EQPT TO GEOLOGY DEPT. OF MINES.

-CDN FIRM SIGNED CONTRACT FOR OIP
-CDN FIRM NEGOTIATING ON SMALL HYDRO STUDY
-MORE CDN COS. INTERESTED IN MINING.
-CONTRACT SIGNED FOR KOKA-D. D. AND ETHIO-DJI POWER TRANSMISSION LINE STUDY.

HAVE APPROACHED CDN FIRMS TO ASCERTAIN INTEREST TO BID ON SUPPLY OF OIL AND GAS EQPT/SERVICES.

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

POST :301-ADDIS ABABA

001-AGRI & FOOD PRODUCTS & SERVICE
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SERVICES INCLUDING CONSULTING

REPORTING ON 10-YEAR DEVELOPMENT PLAN.

REPORTING ON 3-YEAR DEVELOPMENT PLAN.

INCREASE CONTACTS WITH GOVT MINISTRIES AND PROCUREMENT AGENCIES
TO PROMOTE CDN EXPERTISE.

CONDUCT HIGH LEVEL CONSULTATIONS WITH CENTRAL PLANNING COMMITTEE
(ONCCP) AND MINISTRY OF AGRICULTURE RE DEVELOPMENT PRIORITIES FOR
5 YEAR INVESTMENT PLAN IBRD.

SPECIFIC KNOWLEDGE OF AGRICULTURE SECTOR
PLANS 1986-1996.

SPECIFIC KNOWLEDGE OF AGRICULTURE PROJECTS
PLANNED FOR 1986-1989.

BETTER AWARENESS OF CDN EXPERTISE LEADING TO
POSSIBLE INVITATIONS TO DEMONSTRATE EQUIPMENT
OR SERVICES.

OBTAIN SPECIFIC DETAILS OF PROJECT PLANS,
ESPECIALLY IBRD 500 MILLION DEVELOPMENT
PROGRAM FOR AGRICULTURE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE MORE CDN INVOLVEMENT IN AGRICULTURE
SECTOR.

A CDN FIRM AWAITING RESULTS OF BIDS SUBMITTED TO
AETSC FOR AGRI EQPT/STUDY. SAME FIRM EXTENDED
1ST SERVICES TO AGRI DEVT. BANK.

QUARTER: 2 PROMOTE MORE CDN INVOLVEMENT IN AGRICULTURAL
SECTOR.

-CDN FIRMS PREQUALIFIED FOR 4TH LIVESTOCK PRO-
JECT & SMALL SCALE IRRIGATION PROJECT.
-RESULTS OF PROPOSALS AWAITED. -CDN FIRM CONSI-
DERED FOR EXTENDED PERIOD OF CONSULTANCY
SERVICES.

QUARTER: 3 -----

QUARTER: 4 PROMOTE MORE CDN INVOLVEMENT IN AGRICULTURAL
SECTOR.

FOLLOWING UP PROJECTS ON RIFT VALLEY DEVELOPMENT
STUDIES. APPROACHED CDN FIRMS TO ASCERTAIN
INTEREST IN TENDERS FOR SUPPLY OF VACCINE PLANTS

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

POST : 301-ADDIS ABABA

014-EDUCATION, MEDICAL, HEALTH PROD
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SERVICES INCLUDING CONSULTING

PROVIDE ASSISTANCE TO CDN CONSULTING COMPANY TO PROMOTE EXPERTISE
FOR PLANNING ASSISTANCE IN HIGHER EDUCATION SECTOR.

MONITOR DEVELOPMENT PLANS FOR HEALTH SYSTEM.

INCREASE NUMBER OF CONTACTS WITH MINISTER OF EDUCATION AND
COMMISSION OF HIGHER EDUCATION TO PROMOTE CDN EXPERTISE.

INCREASE CONTACTS WITH MINISTRY OF HEALTH TO PROMOTE
CDN EXPERTISE.

ASSIST CDN FIRM TO BE SHORT-LISTED ON IBRD
PROJECT IN 1987-88.

IDENTIFY POTENTIAL EXPORT OPPORTUNITIES IN
HEALTH SERVICES AND EQUIPMENT.

BETTER AWARENESS OF SPECIFIC PROJECTS BEING
PLANNED BY GOE AS WELL AS INCREASED AWARENESS
OF CDN EXPERTISE.

IDENTIFY SPECIFIC EXPORT OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MONITOR DEVPT PLANS FOR 7TH EDUCATIONAL PROJECT.

CONTACT MAINTAINED WITH MOE. PROJECT PROPOSAL
UNDERWAY.

QUARTER: 2 MONITOR DEV'T PLANS FOR 7TH EDUCATION PROJECT.

PROJECT IDENTIFIED AND NEGOCIATION UNDERWAY WITH
WORLD BANK.

QUARTER: 3 -----

QUARTER: 4 MAINTAIN CONTACT WITH MINISTRY OF EDUCATION AND
MONITOR DEVELOPMENTS ON 7TH EDUCATIONAL PROJECT

PROJECT UNDERWAY; MORE TENDERS FOR SERVICES AND
TRAINING NEEDS TO COME.

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

POST : 301-ADDIS ABABA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

MONITOR PLANS FOR DEVELOPMENT OF RURAL TELECOM.

SPECIFIC DETAILS OF PROJECT IN RURAL COMMUNICATIONS.

ANALYSE NEEDS OF STATE FORMS FOR IMPROVED TELECOM SERVICES.

IDENTIFY PROJECT OPPORTUNITIES.

INCREASE LEVEL OF CONTACTS WITH GOVT MINISTRIES AND PROCUREMENT AGENCIES.

INCREASE AWARENESS OF CDN EXPERTISE LEADING TO POSSIBLE INVITATIONS TO DEMONSTRATE TECHNICAL CAPABILITY OR GOODS/SERVICES.

ASSIST CDN MANUFACTURERS TO OBTAIN LOCAL AGENTS.

MORE EFFECTIVE PROMOTION OF TECHNICAL CAPABILITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAINTAIN CONTACT WITH LOCAL GOV'T OFFICIALS FOR RURAL TELECOM PROJECT.

INITIAL PREPARATION UNDERWAY FOR RURAL TELECOM.

QUARTER: 2 MAINTAIN CONTACT WITH LOCAL GOV'T OFFICIALS FOR RURAL TELECOM PROJECT.

INITIAL PREPARATION UNDERWAY FOR RURAL TELECOM. VISIT BY GOV'T OFFICIALS TO CANADIAN SUPPLIERS FACILITATED.

QUARTER: 3 -----

QUARTER: 4 MAINTAIN CONTACT WITH MINISTRY OF COM. AND GOVT. PROCUREMENT AGENCIES TO OBTAIN SPECIFIC DETAILS OF DEVELOPMENT PROJECTS IN COMMUNICATIONS AND INFORMATICS EQPT. AND SERVICES.

CDN FIRMS MADE AWARE OF RURAL TELECOM. PROJECT. TRAINING REQUIREMENTS TO BE IDENTIFIED SOON TO INFLUENCE CDN EXPERTS IN COMMUNICATION SECTOR.

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

POST : 326-ALGIERS

001-AGRI & FOOD PRODUCTS & SERVICE
ALGERIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

SIGN A HEALTH AGREEMENT WITH ALGERIA.

BABA ALI POULTRY STOCK SELECTION PROJECT.

LAMTAR FARM (CATTLE)

TECHNICAL VISITS TO BE ORGANIZED WITH MAP AND ONAPSA - CATTLE AND POULTRY.

SEEDS & SPECIAL CROPS

CONTINUE CONSULTATIONS BETWEEN CANADIAN EXPORTER AND ALGERIAN AUTHORITIES.

DEVELOP A MARKETING STRATEGY FOR MARKETING LENTILS.

STIMULATE THE POTATO MARKET.

SEMI & PROCESSED FOOD & DRINK

CONTINUE CONSULTATIONS BETWEEN CANADIAN EXPORTERS AND ALGERIAN STATE AGENCIES.

OBTAIN A LONG-TERM CONTRACT IN DAIRY PRODUCT, TALLOW AND CANOLA OIL SECTORS.

INTRODUCE MATERIAL TO MAP.

FEED, FERTILIZER & VET PRODUCTS

WE WOULD HOPE TO SEE MANUFACTURERS OF VETERINARY PRODUCTS PARTICIPATE IN SPECIALIZED WEEKS IN ALGERIA AND DISTRIBUTE SAMPLES.

FINALIZE A FIRM CONTRACT BETWEEN CANADA AND ONAPSA.

OPENING THE ALGERIAN MARKET TO CATTLE.

MASSIVE INTRODUCTION OF POULTRY PRODUCTS INTO ALGERIAN MARKET.

INCREASED IMPORTS OF CANADIAN CATTLE.

INCREASE OUR MARKET SHARE.

MAINTAIN OUR MARKET SHARE.

OBTAIN NEW CONTRACTS.

OBTAIN A NEW CONTRACT.

MAINTAIN OUR MARKETS.

MAINTAIN AND INCREASE OUR MARKET SHARE.

GREATER FAMILIARITY WITH CANADIAN PRODUCTS AND RESPONSE TO AOI.

MAKE OUR PRODUCTS KNOWN.

GAIN A SHARE OF THE ALGERIAN MARKET.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 326-ALGIERS

001-AGRI & FOOD PRODUCTS & SERVICE
ALGERIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 TABAC: VISITE ONTARIO FLUE CURED TOBACCO MARKET-
ING ASSOCIATION.
LAITIER: ARRIVEE VACHES FERME LAMTAR (ACDI)

QUARTER: 3 MISSION MINISTRE AGRICULTURE AU CANADA.
EBAUCHE RAPPORT DE FOND SUR SECTEUR.

QUARTER: 4 MISSION FINANCIERE "BADR" AU CANADA. -NEGOCIATIONS
SECTEUR BOIS; AOI: VACHES, POMMES DE TERRE DE SE-
MENCE, SUIF ET CANOLA. -RENCONTRE COURTOISIE NOU-
VEL AMBASSADEUR AVEC NOUVEAU MINISTRE ALGERIEN
D'AGRICULTURE.

REDEMARRER INTERET APRES PLUSIEURS ANNEES
D'ARRET.
SOUTIEN A NOS EFFORTS COMMERCIAUX.

VISITE (ACCOMPAGNEE PAR NOTRE M. KANE) A PU
DEVELOPPER DIALOGUE SECTEUR AGRICOLE & IDENTI-
FIER DES PROJETS COMMERCIAUX. COTE ALGERIE MAIN-
TENANT SENSIBILISE AU CDA.

MISE EN PLACE DE MECANISMES FINANCIERS CDNS POUR
SOUTENIR NOS VENTES, ET SIGNATURE OU NEGOCIATION
DE PLUSIEURS CONTRATS ALIMENTAIRES. -MISE A JOUR
DE NOS RELATIONS SECTEUR AGRICOLE AVEC MINISTRE
AGRICULTURE.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 326-ALGIERS

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

WORKING VISIT BY GM REPRESENTATIVES IN NOVEMBER 86.
VIDEO-CASSETTE DEMONSTRATION OF WORK ON SIMULATOR IN SEPTEMBER 1986.
VISIT IN OCTOBER 1986.
OFFER TO TRAIN.
TECHNOLOGY EXCHANGES.

ENGINE SALES PROJECT AND TECHNOLOGY EXCHANGE.
BRING CANADIAN CAPABILITIES IN THIS AREA TO THE ATTENTION OF ALGERIANS - SELL A SIMULATOR
GENERAL LIASON OF SEPTEMBER AND NOVEMBER 1986 RESULTS.
GAIN BETTER POSITION IN THIS SECTOR.
GAIN BETTER POSITION IN THIS SECTOR.

AEROSPACE

VISIT TO ALGERIA BY DOT OTTAWA MISSION TO EXPLORE POSSIBILITIES IN ALGERIA.
VISIT TO CANADA BY DIRECTOR GENERAL OF CIVIL AVIATION IN ALGERIA, MR. BELEILI.
VISIT BY DIRECTOR GENERAL OF ENESA TO CANADA. CONTACTS WITH CANADIAN BUSINESS AND TECHNIQUES.
TECHNICAL VISITS PROGRAMMED FOR MARCH 1987.
DASH 8 DEMONSTRATION FLIGHT.

REALISTIC ASSESSMENT OF POSSIBILITIES IN ALGERIA.
VISIT AND MAKE CONTACTS WITH CANADIAN CAPABILITIES IN THE ASSISTANCE CONTRACT SECTOR.
CANADIAN TENDER FOR AIRPORT SECURITY EQUIPMENT.
PURSUE CONTACTS ALREADY ESTABLISHED. MORE PRECISE RESULTS IN TERM OF TRADE.
INTRODUCE THIS MACHINE INTO ALGERIA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 RENDEZ-VOUS AMBASSADEUR AVEC MINISTRE TRANSPORTS SUIVI AOI PLAN NATIONAL TRANSPORTS. VISITE LNS (AERONOTIQUE).

QUARTER: 3 AVIATION CIVILE: VISITE BELLEILI, DG. FERROVIAIRE: DOSSIER GM LOCOS.

REOUVERTURE DOSSIER LOCOMOTIVES QUI ETAIT EN TRAIN DE SE PERDRE AUX BRESILIENS. PRE-QUALIFICATION LAVALIN. SUIVI ACTIF AERONOTIQUE CIVILE ET CCR.

VISITE BELLEILI (ACCOMPAGNE PAR NOTRE M. DESJARDINS) A PERMIS DE FAIRE LE POINT & D'AVANCER LES DOSSIERS. FINALISATION DES NEGOCIATIONS LOCOS POUR 1ER CONTRAT DE \$36M. PREPARATION MISSION FERROVIAIRE CDNNE.

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POST : 326-ALGIERS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 AVIATION CIVILE: RENCONTRE AMBASSADEUR AVEC
NOUVEAU DG AVIATION CIVILE.
FERROVIAIRE: VISITE GM

QUARTERLY RESULTS REPORTED:

MISE AU POINT DE NOS ACTIVITES DANS CE SECTEUR &
DEFINITION DES PROBLEMES. -NEGOCIATIONS"FINALES"
1ER CONTRAT LOCOMOTIVES ET DEPOT D'OFFRE POUR
TRANSFERT TECHNOLOGIE SECOND CONTRAT.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 326-ALGIERS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
ALGERIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

MEETINGS AND DISCUSSIONS BETWEEN OFFICIALS IN THE TRADE SECTION OF THE EMBASSY AND EXTERNAL RELATIONS OFFICIALS IN THE MINISTRY OF DEFENCE.

VISITS BY BUSINESS PEOPLE FROM CANADIAN COMPANIES.

IF POSSIBLE, ENCOURAGE COOPERATION BETWEEN THE CANADIAN MINISTRY OF DEFENCE AND THE ALGERIAN MINISTRY OF DEFENCE, WITH A CANADIAN MILITARY ATTACHE.

OFFER A TRAINING PROGRAM TO ALGERIANS.

OBTAIN MORE INFORMATION ON SPECIFIC NEEDS OF THE MINISTRY AND EXPLAIN THE EDC LINE OF CREDIT.

TO BECOME MORE FAMILIAR WITH SPECIFIC NEEDS.

MAINTAIN RELATIONS BETWEEN OUR TWO COUNTRIES AND WORK TOWARD COOPERATION IN THIS AREA.

GREATER FAMILIARITY ON THE PART OF ALGERIAN WITH CANADIAN TECHNOLOGY & PRODUCTS; DIRECT ALGERIAN CHOICE TOWARD CANADIAN PRODUCTS. ULTIMATELY INCREASE OUR MARKET SHARE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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005-COMM. & INFORM. EQP. & SERV
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

UNDER THE AEGIS OF THE ARAB LEAGUE, WILL CREATE A NATIONAL TELEDETECTION CENTRE FOR RESEARCH AND EXPLOITATION OF NATURAL RESOURCES

CALL FOR OFFERS ANTICIPATED.

FOLLOW UP ON VISIT BY ALGERIAN MISSION TO CANADA IN 1984, AND MORE SPECIFICALLY TO CANADIAN TELEDETECTION CENTRE.

STIMULATE RELATIONS IN THIS SECTOR.

TELECOMMUNICATIONS (INC SPACE)

CONTINUE TO MAINTAIN CLOSE RELATIONSHIP WITH THE PTT MINISTRIES BY PURSUING A DIALOGUE, AND IMPROVING THE REPUTATION OF PRODUCTS FOR RELIABILITY.

INCREASED WORKING VISITS TO BUILD THE NECESSARY RELATIONSHIPS.

ANALYSE THE IMPACT OF ALGERIAN-CANADIAN VISITS ON JOINTLY PRODUCED TELECOMMUNICATIONS TO ACHIEVE CLOSER RELATIONSHIP.

SUPPORT MISSIONS IN THIS FIELD.

CONVINCE THE ALGERIANS TO OPT FOR NUMERIC TECHNOLOGY.

SUBMIT TENDERS FOR VARIOUS PROJECTS.

SUPPORT CIDA'S ACTIVITIES AS THEY NOW EXIST.

STRENGTHEN AID TO EFFORTS TO IMPLANT CANADIAN TECHNOLOGY.

COMPUTERS, SOFTWARE & SYSTEMS

AS IS KNOWN IN THIS SUB-SECTOR, COMPETITION IS EXTREMELY IMPORTANT. ALGERIA WILL DEAL WITH ANY ENGINEER WHO IS PREPARED.

GENERATE A LARGE VOLUME OF BUSINESS CONNECTED WITH SOFTWARE.

PLAYING THE TECHNOLOGY TRANSFER GAME.

ESTABLISHING ALGERIAN-CANADIAN JOINT VENTURES IN THIS SECTOR (MANUFACTURING EQUIPMENT AND DEVELOPING SOFTWARE).

ENSI OFFICIALS WILL BE TRAVELLING TO THE INTERNATIONAL SOFTWARE EXHIBIT IN MONTREAL TO GAIN GRATER FAMILIARITY AND IMPROVE RELATIONS.

INCREASE THE PRESENT NUMBER OF CANADIAN COMPANIES IN THE COMPUTER FIELD.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 SPAR - STATIONS TERRESTRES.
COOPERATION/PROJET BCI.

POURSUITE DU PROJET (POTENTIEL \$20 MILLIONS).
EQUIPE DE FORMATION EN PLACE, SOUTIEN AUX
EFFORTS COMMERCIAUX.

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POST : 326-ALGIERS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 COLLOQUE/EXPO NOUVELLES TECHNOLOGIES.

QUARTER: 4 TELECOM: DOSSIER SPAR, - DOSSIER SR TELECOM(AOI)
-INFORMATIQUE: MISSION CDNNE ANNONCEE N'A PAS
ENCORE EU LIEU.

QUARTERLY RESULTS REPORTED:

PARTICIPATION SPAR & NORTHERN TELECOM ONT PERMIS
D'AVANCER LES DOSSIERS.

TELECOM: CES DOSSIERS SONT EN INSTANCE, ET
NOUVEAUX DOSSIERS.

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

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

POST :326-ALGIERS

MISSION FINANCIERE "BADR" ALGERIENNE AU CANADA
VISITE EN ALGERIE DU DIRECTEUR JULIEN DU MINISTERE CANADIEN
DES COMMUNICATIONS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SEPT. '86 VISIT BY PETROCANADA INTL ASSISTANCE CORP. (PCIAC) TEAM
REPORT AND SUBMISSION OF TECHNICAL COOPERATION PROPOSAL.

FORMULATION OF BILATERAL TECH COOP. PROGRAMME
& PERSONNEL EXCHANGE. WILL MAKE CDA INTEGRAL
PLAYER IN SECTORAL DEVELOPMENTS.

PENDING DECISION REGARDING POTENTIAL FINANCING OF LOCAL
DRILLING ACTIVITIES.

AWARD OF \$4 MILLION DRILLING CONTRACT TO ONE
OF TWO CDN FIRMS BIDDING ON RECENT TENDER.

AWARD OF CONTRACT BY AMOCO FOR GRAVITY GEOPHYSICAL SURVEY IN
JORDAN VALLEY.

AWARD TO CDN FIRM WHICH WILL PLACE IT AS
CREDIBLE SRVCE FIRM IN MARKET FOR FUTURE
MULTINATIONAL AND LOCAL SURVEY REQUIREMENTS.

POSSIBLE BURSARY POSITIONS FOR JORDANIAN TECHNICAL PERSONNEL AT
1987 ASIPID PROGRAMME AT UNIVERSITY OF ALBERTA.

MIDDLE-LEVEL ENGINEERS & TECHNICIANS IN THE
NATURAL RESOURCES AUTHORITY WILL HAVE FIRST
HAND KNOWLEDGE & EXPERIENCE IN CDN OIL AND
GAS TECHNOLOGY AND CAPABILITY.

CONTINUED PROMOTION OF CDN EXPERTISE AND CAPABILITIES IN OIL &
GAS DEVELOPMENT TO OFFICIALS OF NATURAL RESOURCES AUTHORITY,
MINISTRY OF ENERGY AND JORDAN PETROLEUM CO.

INCREASE NUMBER OF CDN FIRMS VISITING TER-
RITORY IN RESPONSE TO SPECIFIC LOCAL REQUIRE-
MENTS.

PRODUCTION OF ANNUAL "OIL AND GAS UPDATE" FOR JORDAN AND DISTRI-
BUTE SAME TO HQ, PROVINCIAL GOVTS AND PRIVATE SECTOR FIRMS WHO
MAY HAVE INTEREST IN PURSUIT OF LOCAL OPPORTUNITIES.

BETTER AWARENESS BY CDN FIRMS OF MARKET POTEN-
TIAL FOR OIL AND GAS EQUIPMENT AND SERVICES
IN JORDAN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR THE EFFORTS OF WESTBURNE DRILLING
INTERNATIONAL OF CALGARY, ALBERTA IN NEGOTIATIONS
WITH THE NATURAL RESOURCES AUTHORITY (NRA) FOR
THE LEASE OF 1 DRILLING RIG.

SIGNATURE OF CONTRACT FOR CDN \$4.5 MILLION
BETWEEN WESTBURNE & THE NRA ON 17 MAY.

QUARTER: 2 ON-GOING SUPPORT TO EFFORTS OF CANADIAN FIRMS
IN JORDANIAN OIL AND GAS EXPLORATION ACTIVITIES.

ARRIVAL OF WESTBURNE DRILL RIG IN JORDAN AND
COMMENCEMENT OF ACTIVITIES BY RIG AT RISHA
(NATURAL GAS WELLS). UNDER PCIAC PROG, INITIAL
RECON OF JORDAN BY CAPILANO GEOPHYSICAL OF CLGRY
WHO WILL BEGIN TWO-YEAR SEISMIC ACQUI'N PROGRAM

QUARTER: 3 -----

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POST : 340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES
JORDAN

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 SUPPORT EFFORTS OF P. C. I. A. C. IN JOINT PETROLEUM
EXPLORATION PROJECT WITH NATURAL RESOURCES
AUTHORITY (NRA)

ARRIVAL OF 30-MEMBER CANADIAN SEISMIC CREW IN
JORDAN FROM CAPILANO GEOPHYSICAL LTD., CALGARY.
JAN 88 COMMENCEMENT OF ACQUISITION PROJECT IN
RISHA ARE OF NE JORDAN.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 340-AMMAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PENDING DECISION FROM THE JORDAN TELECOMMUNICATIONS CORP.
REGARDING POTENTIAL PROCUREMENT OF A "THIRD FAMILY" OF SWITCHING
PRODUCTS.

INITIATION OF PRIVATIZATION ANALYSIS BY JORDANIAN AUTHORITIES
REGARDING TCC.

IMPROVED TECHNICAL AND SERVICE TRAINING TO LOCAL REPS BY CDN
FIRMS IN COMPUTER AND INFORMATICS FIELD.

PENDING SELECTION OF CANADA AS SUPPLIER FOR THE SYRIA-JORDAN KSA
FIBRE OPTICS PROJECT, UTILIZE THIS AWARD AS INCENTIVE FOR ADDITIO-
NAL CDN FIRMS TO EXPLORE MARKET, WITH FOCUS IN TRAINING AREAS.

SUPPORT FOR SEMINAR PROGRAMMES OF CDN FIRMS IN LOCAL MARKET TO
PROSPECTIVE CUSTOMERS.

SUBSTANTIVE CONSIDERATION OF CDN SOURCES OF
SUPPLY & POTENTIAL AWARD OF A CONTRACT TO
NORTHERN TELECOM OR SIMILAR SUPPLIER.

POTENTIAL ROLE FOR CDN CONSULTANTS IN "OPERA-
TIONAL" ASPECTS OF A PRIVATIZED TELECOM
AUTHORITY LOCALLY.

ADDITIONAL ORDERS FOR DATA NETWORKING & PERI-
PHERALS BASED UPON LOCAL CAPABILITY IN PROVI-
DING SUPPORT AND SERVICE ONCE PRODUCTS INS-
TALLED WITH LOCAL CUSTOMERS.

PRESENCE OF CDN INSTRUCTORS WITH TCC AND
PRIVATE SECTOR CLIENTS IN TELECOM AND
INFORMATICS SECTOR.

ADDITIONAL SALES BUILDING UPON MODEST RESULTS
ACHIEVED TO DATE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR THE EFFORTS OF NORTHERN TELECOM LTD.
IN NEGOTIATIONS WITH THE PUBLIC SECURITY DIREC-
TORATE FOR THE SUPPLY OF TELECOM PRODUCTS.

CONTRACT AGREEMENT BETWEEN NORTEL & PSD ACHIEVED
ON 13 JUNE. VALUE OF NORTEL PACKAGE FOR SWITCHIN
& DATACOM PRODUCTS EST. AT CDN \$18 MILLION.
FINAL SIGNATURE EXPECTED BY END JULY.

QUARTER: 2 -----

QUARTER: 3 PROMOTION OF CDN PRODUCTS & TECHNOLOGIES FOR
ANTICIPATED TCC PROCUREMENT ON 3RD FAMILY OF
SWITCHING PRODUCTS & OTHER SYSTEM REQUIREMENTS
IN JORDAN.

SUCCESSFUL PARTICIPATION BY TCC DIR. GEN. ISMAIL
IN TEMIC PROGRAM IN CDA. SECTOR UPDATE CONCLUDED
BY POST & SUBMITTED TO HQ ON BASIS OF PLANNED
PROCUREMENT PROGRAM OF TCC IN EARLY 1988.

QUARTER: 4 SUPPORT EFFORTS OF CANADIAN EXPORTERS IN
PROCUREMENT PROGRAMS OF TCC AND OTHER MAJOR
PUBLIC SECTOR PURCHASERS.

ASSISTANCE TO EDC IN FINALIZATION OF LOAN NEGS
FOR PSD/NORTEL CONTRACT; ASSISTANCE IN MARKETING
EFFORTS OF NORTEL, CANADA WIRE, TDL AND OTHER
POTENTIAL BIDDERS IS TCC 1988-89 PROCUREMENT
PROGRAM (DLRS 240 MILL).

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETION OF TRANSPORTATION STUDY FOR MINISTRY OF PLANNING UNDER CIDA CPPF.

ACTIVE FOLLOW-UP BY PARTICIPANTS IN THE ONTARIO GOVERNMENT MOTC SEMINAR PROGRAMME TO THE JORDAN ROADS ASSOCS. AND MINISTRY OF TRANSPORT.

ON-GOING PURSUIT BY CDN FIRMS OF OPPORTUNITIES LOCALLY FOR COMMUTER AIRCRAFT, AIRCRAFT SIMULATORS, LANDING SYSTEMS AND JET-ENGINE OVERHAUL WITH ALIA AND/OR THE CIVIL AVIATION AUTHORITY.

BILATERAL AID PROGRAMME WITH POSSIBLE FOCUS ON PORT FACILITIES.

IMPLEMENTATION OF THE SHADIYA PHOSPHATE MINING PROJECT BY THE JORDANIAN PHOSPHATE MINING CO. (JPMC) IN 1987/88/89.

CONTINUING SUPPORT AND PROMOTION OF CDN CAPABILITY IN THE TRANSPORTATION SECTOR TO GOVERNMENT OFFICIALS AND PRIVATE SECTOR FIRMS IN THE LOCAL MARKET.

ESTABLISHMENT OF CDN CREDIBILITY AS CONSULTANTS IN SECTOR AND POTENTIAL SPINOFFS WITH PLANNING AND THE AQABA RAILROAD CORPORATION.

CANADIAN PARTICIPATION IN TRAFFIC MANAGEMENT PLANNING FOR MUNICIPALITIES OF AMMAN AND ZARQA.

SUCCESSFUL PURSUIT BY CDN AERONAUTICS FIRM OF BOTH SHORT AND LONGER TERM OPPORTUNITIES.

ESTABLISHMENT OF CANADA AS CLEAR ALTERNATIVE TO UK FOR CURRENT AND PLANNED PORT PROJECTS IN JORDAN.

CDN BIDDERS FOR RAIL EXTENSION, ROLLING STOCK AND TRANSPORTATION INFRASTRUCTURE ASSOCIATED WITH DEVELOPMENT OF SHADIYA SITE.

TIMELY ADVICE TO BOTH ESTABLISHED AND POTENTIALLY INTERESTED CDN SUPPLIERS OF LOCAL OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 TABLING OF CPCS PRODUCED NATIONAL TRANSPORTATION STUDY TO JORDANIAN MINISTRY OF PLANNING. -ASSESSMENT OF ACTIVITIES & TENDERS ON SHADIYA PHOSPHATE PROJECT.

QUARTER: 3 ASSISTANCE TO PROMOTIONAL EFFORTS BY CDN FIRMS IN AVIATION SECTOR IN RESPECT OF AIRCRAFT SIMULATORS & COMMUTER AIRCRAFT.

-REPORT SUBMITTED TO JORDANIAN GOV'T OCTOBER 87.
-FORWARDED BID PACKAGES TO CCC & OTHER CDN BIDDERS. LIMITED SUPPLY CAPABILITY TO BORE HOLD DRILLS. AWARDS PENDING.

VISIT TERR. BY DE HAVILLAND REP & COMMUNICATIONS WITH CAE ELECTRONICS HAVE INDICATED LIMITED PROSPECTS FOR PENETRATION OF MKT DUE TO EXTENSIVE RELATIONSHIP DEVELOPED BY ROYAL JORDANIAN AIRLINES WITH EUR. (AIRBUS) SUPPLIERS.

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POST : 340-AMMAN

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 PROMOTION OF CDN TECHNICAL EXPERTISE TO JORDANIAN MINISTRY OF ENERGY & NATURAL RESOURCES AUTHORITIES FOR DEVELOPMENT OF KINGDOM'S INDIGENOUS HYDROCARBON RESOURCES.

QUARTER: 4 FOLLOW-UP BY CANADIAN PARTICIPANTS IN 1986 JORDAN ROAD SEMINARS WITH MINISTRY OF PUBLIC WORKS AND MINISTRY OF TRANSPORT.

QUARTERLY RESULTS REPORTED:

SIGNATURE OF CPPF BETWEEN LUMMUS CDA & JEA FOR ASSESSMENT OF JORDANIAN OIL SHALE DEPOSITS IN POWER GENERATION SECTOR. POSSIBLE INTRODUCTION OF NOVACOP STAFF EXPERTS TO MINISTRY FOR NATURAL GAS DEVELOPMENT.

DECISION TAKEN BY MINISTRY OF PUBLIC WORKS TO REQUEST PROCUREMENT OF HIGHWAY PRODUCTS INTL "ARAN" SPECIALIZED MAINTENANCE VEHICLE IN 1989 PROCUREMENT CYCLE UNDER CIDA BIALTERAL PROGRAM.

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

POST : 340-AMMAN

007-POWER & ENERGY EQUIP. & SERV.
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AWARD OF AQABA II THERMAL POWER PLANT CONTRACT, EXPECTED IN MID-1987.

POTENTIAL CDN SUPPLY PACKAGE FOR PLANT REQUIREMENTS (BOILERS, TURBINES AND SWITCHING EQUIPMENT.)

FORTHCOMING SEMINARS (DEC. 86) WITH JORDAN ELECTRICITY AUTHORITY JEA FOCUSING UPON CDN CAPABILITY IN TRANSMISSION LINE SERVICING AND MAINTENANCE.

SELECTION OF 1 OR 2 CDN SUPPLIERS BY JEA FOR ANTICIPATED REQUIREMENTS.

POSSIBLE INCLUSION OF ELECTRICAL TRANSMISSION SECTOR WITHIN CONTEXT OF CANADIAN BILATERAL AID PROGRAMME WITH JORDAN.

SIGNIFICANT EXPORT OPPORTUNITIES FOR CDN FIRMS FOR SUPPLY OF EQUIPMENT IN HV TESTING AND LINE MANAGEMENT FIELDS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR LUMMUS CANADA/COMBUSTION ENGINEERING CDA EFFORTS WITH THE JORDAN ELECTRICITY AUTHORITY (JEA) IN RESPECT OF ENGINEERING STUDIES FOR THE APPLICATION OF CIRCULATING FLUIDIZED BED BOILER TECHNOLOGY IN THIS SECTOR.

LETTER OF INTENT OBTAINED BY LUMMUS/CE FROM JEA FOR THE IMPLEMENTATION OF A FULL FEASIBILITY STUDY FOR THE CFB PROJECT WHICH WILL UTILIZE JORDANIAN SHALE AS FEEDSTOCK. CIDA INC. CPPF APPLICATION SUBMITTED FOR STUDY REQUIREMENTS.

QUARTER: 2 PROVISION OF ON-GOING ASSISTANCE TO LUMMUS CDA IN MARKETING EFFORTS FOR CIRCULATING FLUIDIZED BED (CFB) BOILER TECHNOLOGY TO THE JORDAN ELECTRICITY AUTHORITY (JEA).

BLDG UPON SUCCESS OF JUNE 87 CFB SEMINAR AT AMMAN, LUMMUS SUCCESSFULLY APPLIED TO CIDA INC FOR CPPF GRANT FOR SULTANI SHALE PROJECT. NEGOTIATIONS WITH JEA IN FINAL STAGES WITH STUDY SLATED TO BEGIN OCTOBER 1987.

QUARTER: 3 PROMOTION OF CDN ELECTRICAL SECTOR EXPERTISE TO JEA & POSSIBLE INCLUSION OF SECTORAL ACTIVITIES WITHIN BILATERAL DEVELOPMENT ASSISTANCE PROGRAM.

DECISION TO INCLUDE PROCUREMENT OF HIGH-VOLTAGE LAB WITH CIDA COUNTRY PROG. FOR JORDAN FOR 88-89 EXPANSION OF RELATIONSHIP BETWEEN JEA & CDN UTILITIES AS EVIDENCED BY JOINT BID WITH ONT. HYDRO FOR MAJOR CONSULTING ENGINEERING PROJ. IN YEMEN.

QUARTER: 4 -----

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

POST : 340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AL-MUDAWARA AGRICULTURAL PROJECT IN SOUTHERN JORDAN.

AWARD OF MANAGEMENT CONTRACT TO CDN FIRM
CLIENT & POSSIBLE SALES OF CDN FARM EQUIP.
FOR PROJECT REQUIREMENTS.

REPAIR OF RELATIONSHIP BETWEEN LOCAL IMPORTERS/GROWERS OF SEED
POTATOES & CDN EXPORTERS. POSSIBLE AG CANADA ROLE IN DEVELOPMENT
OF BILATERAL PHYTOSANITARY AGREEMENT.

CONTINUED IMPORTATION OF CDN SEED BY LOCAL
IMPORTERS UNDER THE AEGIS OF A LONG TERM
MARKET DEVELOPMENT PROGRAMME.

ASSESSMENT OF TRIAL SHIPMENT OF CDN FOOD PRODUCTS AND SPECIALTY
SPICES BY BARG SUPERMARKETS AND OTHER INTERESTED BUYERS IN JORDAN

ON GOING SUPPLY BY CDN EXPORTERS SUCH AS GOL-
DEN VALLEY, GRENADIER & DALTON TO JORDANIAN
CUSTOMERS.

CONTACT WITH MAJOR AGRICULTURAL EQUIPMENT DEALERS IN ANTICIPATION
OF OUTGOING AGRICULTURAL MISSION TO SYRIA AND JORDAN PROPOSED FOR
FY 88/89. MARKET SEGMENT REPORT TO BE DONE.

IDENTIFICATION OF LOCAL REQUIREMENTS FOR FARM
EQUIPMENT AND AGRICULTURAL MACHINERY.

EXTENSIVE PROMOTION OF CDN SOURCES OF SUPPLY FOR OILSEED PRODUCTS
(CORN OIL, SUNFLOWER AND CANOLA) TO LOCAL SUPERMARKET OPERATORS.

TRIAL ORDERS FOR CDN OILSEED PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR THE EFFORTS OF AGRODEV CDA IN FINAL
NEGOTIATIONS FOR THE DESIGN & MANAGEMENT OF A
300 HA. AGRICULTURAL COMPLEX AT AL MUDAWARA IN
SOUTHEASTERN JORDAN.

FINAL AGREEMENT REACHED BETWEEN AGRODEV & LOCAL
CLIENT IN RESPECT OF DESIGN & MANAGEMENT SERVICE
FOR THE FARM. EDC FINANCING & PARALLEL SWEDISH
CREDIT IN LAST PHASES OF APPROVAL FOR WINTER 87
CORP.

QUARTER: 2 -----

QUARTER: 3 PROMOTION OF CDN PRODUCTS & EXPERTISE TO
JORDANIAN BUYERS SUCH AS SEED POTATOES, LENTILS
PRODUCTION & SPECIALTY GRAINS.

POTENTIAL SEED POTATO SALES LIMITED BY DUTCH
PRICING & HIGH FREIGHT COSTS EX-CDA. ORDERS PEND-
ING. APPROVAL IN PRIN. BY CIDA FOR CDN SPONSORED
PILOT PROJ. IN MECHANIZATION OF LENTILS PROD.
IDENT. OF ADDITIONAL SALES PROSPECTS FOR CDN

QUARTER: 4 SUPPORT TO EFFORTS OF CANADIAN SUPPLIERS IN
TRIAL ORDERS OF FOOD PRODUCTS WITH BARG
SUPERMARKETS.

SECOND ORDER (40K) BOOKED FOR SPICES AND SAUCE
PRODUCTS. 2-3 CONTAINER SHIPMENTS EXPECTED
ANNUALLY COVERING WIDE RANGE OF FOOD ITEMS.

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

POST :340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE
JORDAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 4 PROMOTION OF CANADIAN AGRIC EQUIPMENT WITH PRIVATE DEALERS AND MAJOR PUBLIC SECTOR USERS SUCH AS JCO AND MINISTRY OF AGRICULTURE.
- QUARTER: 4 REPAIR OF RELATIONSHIP AND ADDITIONAL PROMOTION OF CANADIAN SEED POTATO VARIETIES TO LOCAL BUYERS.

QUARTERLY RESULTS REPORTED:

AGREEMENT TO INTRODUCE CANADIAN MECHANIZATION SYSTEM IN LENTILS CULTIVATION WITH CIDA SUPPORT; ADVICE TO CANADIAN FIRMS SUCH AS BELINE MFG. AND OTHERS OF ZARQA RIVER BASIN AGRIC EQUIPMENT TENDER FUNDED BY WORLD BANK.

PARTICIPATION OF FIRST EVER JORD. CANDIDATE AT POTATOES CDA TECHNICAL COURSE AT N.S. COLLEGE OF AGRIC. IN 1988-89.

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

POST : 340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES
SYRIA

PLANNING: . ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP TO PARTICIPATION BY SENIOR OFFICIALS OF SYRIAN PETROLEUM CORP (SPC) AT NPS'86 IN CALGARY AND PROPOSE SIMILAR EXERCISE FOR 1988.

RESEARCH & MONITORING OF NATURAL GAS FINDS & DEVELOPMENT PLANS BY SPC FOR FIELDS SUCH AS THAYEM & TRIASSIC IN NORTH & NORTHEASTERN SYRIA.

FOLLOW-UP TO PREVIOUS & FORTHCOMING VISITS BY CDN MANUFS. & SUPPLIERS OF OIL & GAS EQUIPMENT IN TERMS OF BUILDING RELATIONSHIPS WITH LOCAL AGENTS/REPS & AWARENESS OF CDN CAPABILITY IN GOVT PURCHASING CIRCLES.

ANALYSIS OF REQUIREMENTS OF HOMS REFINERY FOR ENVIRONMENTAL IMPACT ASSESSMENT & POTENTIAL EXPANSION PROGRAMME.

DEVELOPMENT OF CLOSER CONTACT WITH PRINCIPLES OF AL-FURAT DRILLING (PARTICULARLY PECTEN PERSONNEL) IN ORDER TO DETERMINE POSSIBLE SCOPE OF CDN SERVICES IN ONGOING LOCAL DRILLING PROGRAMMES.

MAJOR SECTORAL ANALYSIS OF SYRIAN OIL & GAS DEVELOPMENT WITHIN CONTEXT OF PLANNED ACTIVITIES IN THE 1987-1992 FIVE YEAR PLAN.

GREATER RECEPTIVENESS TO CDN SOURCES OF SUPPLY IN OIL & GAS SECTOR FROM MOST IMPORTANT STATE CONTRACTING AGENCY IN SAR.

TIMELY ADVICE TO CDN BIDDERS OF DOWNSTREAM TENDERS FOR EQUIP & SERVICE REQUIREMENTS FOR THESE AND OTHER PROJECTS.

AWARD OF CONTRACTS TO CDN BIDDERS IN PROJECTS RELATED TO PETROLEUM & NATURAL EXPLORATION THRU EFFECTIVE USE OF LOCAL PARTNERS AND/OR ASSOCIATES.

PARTICIPATION BY CDN CONSULTANTS & SUPPLIERS IN TENDERS FLOATED RELATING TO THIS PROJECT.

POTENTIAL CONTRACTING OF CDN FIRMS BY PECTEN ON DIRECT BASIS, FOR SPECIFIC TASKS REQUIRED BY THEM IN SYRIA.

PROVIDE BASIS FOR POST INITIATED PROMOTIONAL ACTIVITIES ON BEHALF OF CDN INDUSTRY AND OUTGOING VISITS TO TERRITORY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR ON-GOING EFFORTS OF PROPAK SYSTEMS OF CANADA IN NEGOTIATIONS WITH SYRIAN PETROLEUM CO. FOR THE THAYYEM GAS TREATMENT.

QUARTER: 2 -----

QUARTER: 3 ASSESSMENT OF EXPANSION PROGRAMS PLANNED BY HOMS REFINERY & POTENTIAL APPLICATIONS FOR CDN TECHNOLOGIES.

SYRIAN CLIENT ACCEPTED EDC CREDIT TERMS OF 2 MAY FOR THE SUPPLY OF CDN 35M OF GOODS & SERVICES FOR THAYYEM PROJECT. FINAL NEGOTIATIONS WITH EDC EXPORTER CONCLUDED IN DAMASCUS END JUNE. CONTRACT LOAN AGREEMENT TO BE FINALIZED BY END JULY.

INTRODUCTION OF MOHAWK-MORROW PROCESS FOR RE-REFINING OF SPENT OILS TO HOMS MANAGEMENT. POSSIBLE SEMINAR PROGRAM IN SYRIA BY MOHAWK PERSONNEL FOR VISIT TO CDA BY SYRIAN PRINCIPALS.

REPORT 4
88/07/27

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

Page 30

POST : 340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES
SYRIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 ON-GOING MONITORING OF DEVELOPMENTS CONCERNING
SYRIA PETROLEUM CO. PLANS FOR EXTENSIVE NATURAL
GAS DEPOSITS IN THAYYEM AND NE REGIONS OF
COUNTRY.

ADDITIONAL ASSISTANCE TO PROPAK SYSTEMS IN
PROTRACTED NEGOTIATIONS WITH SPC FOR THAYYEM
GAS TREATMENT PROJECT.

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

POST : 340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE
SYRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETE ASSESSMENT OF LOCAL FIRMS APPROVED BY GOVT FOR FORMATION OF "MIXED COMPANIES" THEREBY ABLE TO UNDERTAKE SEMIPRIVATE FARMING OPERATIONS LOCALLY.

FOLLOW-UP TO AGENCY RELATIONSHIPS ARISING FROM PARTICIPATION IN MAY 1986 FOOD FAIR. NUMBER OF LOCAL REPS. HAVE VISITED CANADA AND TRIAL ORDERS MADE.

POTENTIAL LOCAL AGENT FOR CANADIAN TRADING HOUSE SEEKING OUTLET FOR HEINZ CANADA PRODUCTS IN LOCAL MARKET, INCLUDING BABY FOOD PRODUCTS.

IDENTIFICATION OF CDN AGRICULTURAL EQUIPMENT & IMPLEMENTS WHICH COULD BE UTILIZED IN LOCAL PRODUCTION ACTIVITIES IN ORDER TO TABLE "PACKAGES" TO LOCAL FARM OPERATORS AND GOVT.

LIAISON & SUPPORT OF CANADIAN WHEAT BOARD & REGISTERED AGENTS EFFORTS IN HAVING CDN CEREAL GRAINS CONTRACTED FOR FUTURE REQUIREMENTS.

ANALYSIS OF AGRICULTURAL PROJECTS UNDER CONSIDERATION BY THE MINISTRIES OF PLANNING & AGRICULTURE IN ORDER TO INFORM INTERESTED CDN FIRMS OF POTENTIAL OPPORTUNITIES.

SELECTION OF LOCAL PARTNER FOR "FLASHING" AGRICULTURAL PROJECT ON MARKET, CONTINGENT ON CAPITAL AVAILABILITY FOR SAME.

REGULAR SUPPLY & SHIPMENT BY CDN EXPORTERS OF CANNED JUICES, JAMS AND HONEY PRODUCTS TO LOCAL MARKET.

HEINZ CANADA PARTICIPATING AT 87 FOOD FAIR & SHIPMENT COMMENCING BY LATE IN YEAR.

TO FORM BASIS FOR RECRUITMENT OF 1989 AGRICULTURAL EQUIP AND TECH MISSION TO SYRIA AND JORDAN.

CONTINGENT ON THE RESULT OF CURRENT SUBSIDY ISSUES BY COMPETITORS, A RETURN TO 1985 (\$25M) SUPPLY LEVELS FOR CDN WHEAT.

SELECTION OF POTENTIAL "DOWNSTREAM" AGRICULTURAL INTERESTS FOR CDN FIRMS ENGAGED IN INITIAL MARKET PENETRATION ACTIVITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 PROMOTION OF CDN AGRIC IMPLEMENTS & TECH TO SYRIAN PUBLIC SECTOR PURCHASERS (MIN AGRIC & GENL ORGANIZATION FOR AGRIC MECHANIZATION), AS WELL AS NEWLY ESTABLISHED MIXED AGRICULTURAL COYS.

QUARTER: 4 SUPPORT MARKETING EFFORTS OF CDN AGRIC EQUIPMENT MANUFS TO SYRIAN PUBLIC SECTOR AND PRIVATE SECTOR (MIXED-AGRIC COYS) BUYERS.

FOLLOW-UP TO GOAM DG VISIT TO FARM PROGRESS SHOW IN REGINA. VISIT BY VP SCHULTE INDUS. AS FOLLOW-UP TO 86 SALES UNDER WORLD BANK FUNDING HOLDS PROSPECTS FOR REPEAT ORDERS. POST NOW HAS COMPLETE LIST OF MIXED COYS APPROVED BY GOV'T FOR

SALE OF 7X 45HP MASSEY FERGUSON UNITS TO BARAKA COY. (ATTAR BROS) FOR APPLICATION IN NEWLY APPROVED MIXED-AGRIC PROJECT IN SYRIA.

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

POST : 340-AMMAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DECISION BY SYRIAN TELECOMMUNICATIONS ESTABLISHMENT IN RESPECT OF BIDDERS FOR SAR PORTION OF REGIONAL FIBRE OPTICS LINK.

AWARD OF CONTRACT TO CDN GROUP.

DECISION BY STE OF SUPPLIER FOR NEW GENERATION OF SWITCHING EQUIP (PABX'S) OF WHICH CDN, GERMAN AND JAPANESE SUPPLIERS REMAIN IN RUNNING.

AWARD OF CONTRACT TO CDN SUPPLIER.

ON-GOING ASSISTANCE TO CDN EXPORTERS IN SALES EFFORTS TO CLIENTS SUCH AS THE SYRIAN SCIENTIFIC RESEARCH COUNCIL (SSRC) FOR CDN-MADE COMPUTER PERIPHERAL AND DATA NETWORKING PRODUCTS.

ADDITIONAL SALES OF CDN HARDWARE TO SSRC FROM CURRENTLY MODEST LEVELS & UTILIZE SUCH SALES AS PROMOTIONAL TOOL FOR OTHER POTENTIAL CLIENTS.

SECTORAL ANALYSIS OF COMMUNICATIONS PLANNING & PROCUREMENT STRATEGIES EVISIONED BY SAR WITHIN THE CONTEXT OF THE FORTHCOMING FIVE YEAR PLAN.

TIMELY ADVICE TO LOCAL AGENTS OF CDN SUPPLIERS & POTENTIAL NEW EXPORTERS OF ANTICIPATED MARKET REQUIREMENTS.

UTILIZATION OF CDN PARTICIPATION AT DAMASCUS INT'L FAIR TO EXPOSE SYRIAN AGENCIES TO NEW TECHNOLOGIES & DEVELOPMENTS IN TELECOM FIELD FOR POTENTIAL LOCAL APPLICATION.

POTENTIAL INTRODUCTION OF CELLULAR RADIO DEVELOPED IN CDA FOR UTILIZATION BY STE FOR REMOTE COMMUNICATIONS REQUIREMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PARTICIPATION AT 34TH DAMASCUS INTERNATIONAL FAIR.

IDENTIFICATION OF AGENT FOR CDN FIRM (MARMAH MICRO-SYSTEMS OF OTTAWA) IN COMPUTER FIELD AND ASSISTANCE IN LOCAL MARKETING EFFORTS THRU PARTICIPATION AT CANADIAN PAVILLION.

QUARTER: 4 -----

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

POST : 340-AMMAN

014-EDUCATION, MEDICAL, HEALTH PROD
SYRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

ASSISTANCE TO IBN-WALID SCIENTIFIC OFFICE IN EFFORTS TO INTRODUCE CDN PHARMACEUTICAL PRODUCTS TO PHARMEX, THE SYRIAN STATE AGENCY MANDATED TO IMPORT SUCH ITEMS.

ON-GOING CONTRACTUAL AGREEMENTS BETWEEN ACCC OF CANADA AND SYRIAN SCIENTIFIC RESEARCH COUNCIL (SSRC) FOR TRAINING OF LOCAL PERSONNEL IN CANADA.

ASSESSMENT OF MARKET POTENTIAL FOR PRODUCTS MANUFACTURED BY CON-NAUGHT LABORATORIES OF TORONTO (INSULIN TREATMENTS, INNOCULATIONS AND BIOLOGICAL REAGENTS)

FOLLOW-UP BY ACCC OF CURRENT ACTIVITIES WITH SSCR IN HOPES OF AWARD OF CONTRACT FOR PHASE II OF TRAINING PROGRAMME REQUIREMENTS

REGISTRATION & CERTIFICATION FOR CDN SUPPLIERS IN ORDER TO FACILITATE PARTICIPATION IN PHARMEX TENDERS.

4 OR 5 SYRIAN CANDIDATES TO BE TRAINED AT CDN UNIVERSITIES IN 1987.

REFERAL TO CONNAUGHT OF LOCAL AGENTS IN ORDER TO COMMENCE PRODUCT CERTIFICATION AND REGISTRATION.

ACCC CONTRACT FOR WORK IN-SYRIA FOR ON-SITE CURRICULUM DEVELOPMENT OF SSCR TECHNICAL TRAINING PROGRAMMES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 ASSISTANCE TO ACC IN MARKETING OF CDN COMMUNITY COLLEGE TRAINING PROGRAMS TO SYRIAN SCIENTIFIC RESEARCH COUNCIL.

QUARTER: 4 ASSISTANCE TO IBN EL WALID SCIENTIFIC OFFICE IN PROMOTION AND MARKETING OF CDN PHARMACEUTICAL PRODUCTS TO PHARMEX, THE SYRIAN STATE AGENCY FOR IMPORTATION OF HUMAN AND VETERINARY DRUG PRODUCTS.

SELECTION BY SSRC OF COMMUNITY COLLEGE PROGRAMS AT BCIT, MOHAWK, HUMBER & ALGONQUIN COLLEGES IN CDA FOR TRAINING OF 5 SENIOR TECHNICIANS IN COMPUTER SCIENCES.

RELEASE OF FIRST L/C FROM 1986 SALES BY IBN EL WALID OF CDN VETERINARY PHARMACEUTICAL PRODUCTS TO PHARMEX. ADDITIONAL FOREIGN EXCHANGE SHOULD BECOME AVAILABLE FOR FULL ORDER OF OVER \$ 600K

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

POST : 340-AMMAN

009-FOREST PRODUCTS, EQUIP, SERVICES
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT FOR CDN CONSULTING ENGINEERING FIRMS EFFORTS IN DETERMINING POTENTIAL PROGRAMME TO ASSIST SYRIANS IN HANDLING OF WASTE PRODUCTS (PHENOL) FROM PULP AND PAPER PRODUCTION.

CONSULTANCY CONTRACT FOR ASSESSMENT AND DETERMINATION OF METHODOLOGY FOR SAME

ASSESSMENT OF SYRIAN REQUIREMENTS IN THE UPGRADING OF EXISTING PULP & PAPER FACILITIES FOR THE PRODUCTION OF LINT PULP AND ASSOCIATED PRODUCTS.

CDN PARTICIPATION IN TENDERS FLOATED BY GENERAL ESTABLISHMENT FOR CHEMICAL PRODUCTION RELATED TO LINT PULP MANUFACTURING FACILITIES

SECTORAL ANALYSIS OF CURRENT SYRIAN FORESTRY RESOURCES AND PULP AND PAPER PRODUCTION FACILITIES.

DETERMINATION OF ADDITIONAL OPPORTUNITIES FOR CDN INDUSTRY IN SECTOR OF GROWING IMPORTANCE TO SYRIA AND WHERE CDN EXPERTISE KNOWN AND RESPECTED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 SUPPORT TO MARKETING INITIATIVES OF CDN SUPPLIERS OF NEWSPRINT, PULP & FINE PAPER PRODUCTS TO SYRIAN & JORDANIAN BUYERS.

INITIAL SALES OF FINE PAPER TO GEZA IN SYRIA (PENDING RELEASE OF L/C) & PULP ORDER TO JORDANIAN PRIVATE SECTOR BUYER.

QUARTER: 4 -----



340 - AMMAN

JORDAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

SERVICE INDUSTRIES SERVICES NOT ELSEWHERE SPECIF.
IDENTIFICATION OF LOCAL INVESTORS IN ABOVE SECTORS AND ENCOURAGEMENT
OF MARKET RECONNAISSANCE VISITS TO CANADA.

IDENTIFICATION OF 6 TO 10 POTENTIAL JORDANIAN INVESTORS AND ASSISTANCE IN ORGANIZATION OF INITIAL VISITS TO CANADA.

CONSTRUCTION INDUSTRY EQUIPMENT & MACHINERY
PROVIDE INFO FOR OPPORTUNITIES CANADA DATA BASE REGARDING INVESTMENT
PROSPECTS IN ABOVE SECTORS AND ENCOURAGE PARTICIPATION OF CONF.

PARTICIPATION BY 5 TO 8 LOCAL INVESTORS AT OPPORTUNITIES CANADA.

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.
VISIT LOCAL INDUSTRIALISTS/OWNERS OF LOCAL PRODUCTION UNITS IN SECTORS
IN ORDER TO GAUGE POTENTIAL INTEREST IN CANADA AS DESTINATION FOR
FOREIGN INVESTMENT.

IDENTIFICATION OF ADDITIONAL JORDANIAN CANDIDATES FOR VISITS TO CANADA AND PROVIDE CONTACTS FOR FURTHER INVESTIGATION OF INVESTMENT OPPORTUNITIES.

CONSUMER PRODUCTS FURNITURE & APPLIANCES
No proposed activities indicated

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY
No proposed activities indicated

NON SECTORALLY ORIENTED ACTIVITIES

PROMOTION OF PRIVATELY ADMINISTERED INVESTMENT SYNDICATE PROGRAM TO
LOCAL INVESTORS INTERESTED IN POSSIBLE IMMIGRATION TO CANADA.

RECRUITMENT OF 2 OR 3 SYNDICATE MEMBERS FOR FY 87/88.

VISITS TO MAJOR JORDANIAN BANKS TO INFORM THEM OF POTENTIAL INVESTMENT
OPPORTUNITIES IN CANADA FOR CORP. CLIENTS.

DISSEMINATION OF INVESTOR INFO TO BROADER
BASE OF LOCAL CONTACTS.

REPORT #5
88/07/27

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

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040 - AMMAN

JORDAN

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-FOLLOW UP TO MARCH 87 OPPORTUNITIES CANADA
CONFERENCE IN TORONTO.
-RECRUITMENT OF POTENTIAL SYNDICATE MEMBERS FOR
CIBC PAIS PROGRAM.

-CONTACT WITH 10 JORDANIAN DELEGATES TO
CONFERENCE IN ORDER TO DETERMINE LEVEL OF
INVESTMENT ACTIVITY RESULTING FROM PARTICIPATION
FORMAL REPORT TO BE SUBMITTED TO HQ IN AUGUST/
SEPTEMBER.
-TWO JORDANIAN CANDIDATES REFERED TO CIBC
REGIONAL OFFICER IN BAHRAIN.

QUARTER : 2

-ON-GOING PROMOTION OF CANADA AS POTENTIAL
INVESTMENT DESTINATION TO JORDANIAN AND SYRIAN
BUSINESSMEN AND ENTREPRENEURS.

-SUCCESSFUL VISIT TO CANADA BY REP. OF HOSPITAL
AND HOTEL EQUIPMENT AND DEVELOPMENT TO ASSES
LOCATION FOR NORTH AMERICAN REGIONAL OFFICE.
VISIT TO TORONTO COORDINATED BY CANADIAN
MARKETING GROUP (OPPORTUNITIES CANADA).

QUARTER : 3

QUARTER : 4



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

POST : 346-BAGHDAD

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

PURSUe MATTER OF SATELLITE GROUND RECEIVING STATION PROJECT WITH IRAQI OFFICIALS.

APPLY PRESSURE ON IRAQI AUTHORITIES CONCERNING OVERDUE LETTERS OF CREDIT PAYABLE BY ROFIDAIN BANK FOR PREVIOUS SALES TO IRAQI CLIENTS IN THIS SUB SECTOR.

THERE IS OUTSTANDING INVITATION FOR IRAQI MINISTER OF TRANSPORTATION & COMMUNICATIONS TO VISIT CANADA. VISIT EXPECTED TO TAKE PLACE IN FIRST HALF OF '87. IRAQIS PAYING OWN EXPENSES.

SUPPORT ACTIVITIES OF A MAJOR CDN SUPPLIER IN GREATER DEPTH FOLLOWING CLOSING OF THEIR BAGHDAD OFFICE.

HELP TO REVIVE PROJECT WORTH OVER CDN DOLLARS 20 MILLION WHICH IS ALSO BEING CONSIDERED FOR SUPPORT UNDER SECTION 31 GOVT FINANCING.

EXPEDITE PAYMENT OF OVER CDN 2 MILLION OWED AND/OR ENCOURAGE IRAQIS TO PRESENT PROPOSALS FOR RESCHEDULING/REPAYMENT TO CDN COMPANIES.

THERE IS HOPE THAT VISIT WILL HELP STIMULATE CONCLUSIVE CHOICE OF CANADIAN TECHNOLOGY AND TRAINING.

PROVIDE CONTINUITY OF LOGISTICAL SUPPORT FOR THIS FIRM WHICH WAS FORCED TO CLOSE OFFICE IN IRAQ FOR FINANCIAL REASONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT ACTIVITIES OF BELL CANADA INTERNATIONAL IN BAGHDAD IN REGARD TO MAJOR CONTRACT NEGOTIATIONS WITH IRAQI MINISTRY OF DEFENCE (MOD).

QUARTER: 2 SUPPORT ACTIVITIES OF BELL CANADA INTERNATIONAL IN REGARD TO MAJOR CONTRACT NEGOTIATIONS WITH IRAQI MINISTRY OF DEFENCE (MOD).

QUARTER: 3 CONTINUE SUPPORT FOR BELL CANADA INTERNATIONAL DURING FINAL STAGES OF ITS CONTRACT NEGOTIATIONS WITH IRAQI MINISTRY OF DEFENCE.

QUARTER: 4 CONTINUE SUPPORT FOR BELL CANADA INTERNATIONAL DURING NEGOTIATIONS WITH IRAQI MINISTRY OF DEFENCE (MOD).

IN THE ABSENCE OF BCI PERSONNEL IN BAGHDAD, HELPED TO MAINTAIN NEGOTIATIONS WITH MOD AND CENTRAL BANK OF IRAQ. OUR ASSISTANCE HELPED KEEP PROSPECTS OF SUCCESSFULLY CONCLUDING NEGOTIATIONS ALIVE.

-MAINTAINED CONTACT WITH MOD IN PREPARATION FOR FURTHER ROUND OF NEGOTIATIONS IN BAGHDAD. -PARTICIPATED IN NEGOTIATIONS, THEREBY CONFIRMING CDN GOVT INTEREST IN THIS PROJECT. -HELPED RELAY CONTRACT MODIFICATIONS.

AS ACTIVE INTERMEDIARY, MISSION HELPED TO KEEP LINES OF COMMUNICATION BETWEEN BCI & MOD OPEN IN ORDER TO ENSURE THAT LONG-RUNNING NEGOTIATIONS CONTINUE TO THEIR SUCCESSFUL CONCLUSION.

ALTHOUGH CONDITIONS WERE RIPE FOR CONTRACT SIGNATURE IN JAN 88, IRAQI MOD WAS FORCED TO CANCEL BCI'S PROJECT AS FUNDS WERE NOT RECEIVED AS EXPECTED.

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

POST : 346-BAGHDAD

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

IN CONJUNCTION WITH COMPANIES INVOLVED, PURSUE OVERDUE LETTERS OF CREDIT WORTH IN EXCESS OF 3 MILLION AT RAFIDAIN BANK AND IRAQI STATE ORGANIZATION FOR IMPORTS.

REGULAR CONTACTS WITH VARIOUS IRAQI MINISTRIES REGARDING THEIR REQUIREMENT FOR VEHICLES AND SPARE PARTS.

INDURE PAYMENT OF OUTSTANDING DEBTS AND DRAW PROMPT ATTENTION TOWARDS NEW LETTERS OF CREDIT WHICH WILL COME DUE IN 1987.

ADVISE CDN CO. ABOUT OPPORTUNITIES FOR SUPPLY OF SPARE PARTS AND/OR NEW VEHICLES & HELP CONVINCE IRAQI ORGANIZATIONS TO SEND MORE TENDERS TO CDN FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROVIDE ASSISTANCE TO GENERAL MOTORS MARKET DEVELOPMENT OF CANADA LTD (GMMD) AND EXPORTATION QUEBEC IN THEIR WORK TO RECOVER OVERDUE PAYMENTS AND SECURE NEW CONTRACTS.

QUARTER: 2 ASSIST GENERAL MOTORS MARKET DEVELOPMENT OF CDA IN PREPARING FOR MAJOR DISCUSSIONS ABOUT ADDITIONAL SALES/FINANCING AND OIL BARTER.

QUARTER: 3 ASSIST GENERAL MOTORS MARKET DEVELOPMENT OF CDA IN PRESENTING MAJOR PROPOSAL FOR SALES OF CDN VEHICLES & PARTS TO IRAQI MINISTRY OF TRADE.

QUARTER: 4 CONTINUE TO ASSIST GENERAL MOTORS MARKET DEVELOPMENT OF CANADA IN THEIR EFFORTS TO CONCLUDE CONTRACT FOR SALE OF AUTOMOTIVE PARTS & VEHICLES & AUTO ASSEMBLY PROJECT. INVITE IRAQI SPECIALISTS TO CDN INT'L AUTOMOTIVE SHOW.

POST'S INTERVENTION & ASSISTANCE IN NEGOTIATING WITH FOREIGN ECONOMIC RELATIONS COMMITTEE RESULT-ED IN THE REPAYMENT OF ALMOST \$300,000 TO EXPORTATION QUEBEC AND SCHEDULING OF REPAYMENT NEGOTIATIONS WITH GMMD. OUR HELP LED INDIRECTLY TO/

-MISSION PLAYED INTERMEDIARY ROLE IN HELPING TO SCHEDULE/RE-SCHEDULE MEETINGS WHICH HAVE FINALLY BEEN SET FOR WEEK OF 25 OCTOBER 1987.

MIS. INVOLVEMENT ALLOWED GMMD TO GAIN ACCESS TO HIGHEST LEVELS OF IRAQI MIN. OF TRADE & TO PRESENT IMPORTANT OFFER OF SUBSTANTIAL AMTS OF CREDIT TO IRAQ, AS WELL AS PROPOSAL FOR AUTOMOTIVE ASSEMBLY PROJECT.

GMMD HAS BEGUN SERIOUS HIGH LEVEL DISCUSSIONS ON THESE CONTRACTS. IRAQI OFFICIALS ARE NOW VISITING GM ASSEMBLY FACILITIES IN CDA TO EVALUATE GM ASSEMBLY OFFERS. GENERAL AUTOMOBILE TRADING CO (GATCO) UNABLE TO SEND REPS TO AIA SHOW.

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

POST : 346-BAGHDAD

014-EDUCATION, MEDICAL, HEALTH PROD
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EDUCATIONAL SERVICES, EQUIPMENT

WORK WITH ARAB FEDERATION FOR FOOD INDUSTRIES TOWARDS REVIVING THE PROJECT FOR DEVELOPMENT OF A FOOD SCIENCE & TECHNOLOGY INSTITUTE FOR THE ARAB WORLD TO BE BUILT IN BAGHDAD.

CDN CONSULTANT TO PREPARE FEASIBILITY STUDY. REVIVING PROJECT WILL LIKELY RESULT IN AWARD TO CAN. MAY ALSO LEAD TO ADDITIONAL CDN INVOLVEMENT.

DEVELOP CONTACTS AT IRAQI MINISTRY OF PLANNING WHO NOW HAVE ROLE AS CLEARING HOUSE FOR EDUCATIONAL/VOCATIONAL TRAINING REQUIREMENTS FOR ALL IRAQI MINISTRIES.

INCREASE AWARENESS AMONG IRAQI ABOUT CAPABILITIES OF CDN EDUCATIONAL SERV./TRAINING CO. INDUCE IRAQIS TO SEND TENDERS FOR TRAINING REQUIREMENT TO CDN FIRMS.

LEND ASSISTANCE TO ASSOCIATION OF COMMUNITY COLLEGES OF CDA (ACCC) IN ESTABLISHMENT OF REGIONAL OFFICE IN AMMAN (MAR 87) WHICH ALSO COVER IRAQ. FACILITATE THEIR CONTACT WITH IRAQI ORGANIZATIONS AND OFFICIALS.

DEVELOP SPECIFIC PLANS FOR TRAINING PROGRAMS BY ACCC WHICH CAN BE MARKETED IN IRAQ AND INCREASE INTEREST AMONG IRAQIS FOR COOPERATION WITH CDA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAINTAIN LINKS ESTABLISHED BETWEEN CDN ORGANIZATIONS IN FIELD SUCH AS ASSOCIATION OF CDN COMMUNITY COLLEGES (ACCC), ONTARIO INT'L CORP., GIFFELS ASSOCIATES LTD., CDN BUREAU FOR INT'L EDUCATION (CBIE) & RELEVANT IRAQI OFFICIALS.

PRESENTED PROPOSAL FOR COOPERATION FROM CBIE TO MINISTRY OF HIGHER EDUCATION & SCIENTIFIC RESEARCH, & HELPED CBIE DEVELOP OTHER CONTACTS IN MINISTRY OF LABOUR.

QUARTER: 2 MAINTAIN LINKS ESTABLISHED IN THIS SECTOR BETWEEN CANADIAN FIRMS AND IRAQI ORGANISATIONS.

-CONVINCED GIFFELS (EDUCATIONAL SRVCS MKTG) TO PARTICIPATE IN CDN PAVILLION AT BAGHDAD INT'L FAIR. -ASSISTED SNVI IN THEIR SUBMISSIONS WHICH HELPED SECURE LARGE CONTRACT FOR SALE OF AMBULANCES.

QUARTER: 3 SUPPORT SOCIETE NATIONALE DES VEHICLES INDUSTRIELS (SNVI) DURING ITS CONCLUSION OF NEGOTIATION & IMPLEMENTATION OF CONTRACT TO SUPPLY 550 AMBULANCES TO IRAQI GOV'T.

MISSION PROVIDED STRONG JUSTIFICATION FOR SNVI'S REQUEST FOR GOV'T FINANCING & INTERVENDED WITH IRAQI GOV'T ON SEVERAL OCASIONS TO MAINTAIN GOOD RELATIONS. FACILITATED VISAS FOR TRAVEL OF IRAQI SPECIALISTS TO CDA (EXAMINE AMBULANCE PROTOTYPE)

QUARTER: 4 MAKE REPRESENTATIONS TO IRAQI GATCO & MINISTRY OF TRADE IN SUPPORT OF SNVI CONTRACT TO SUPPLY AMBULANCES.

DURING DIFFICULT PERIOD IN WHICH SNVI HAS ATTEMPTED TO OBTAIN COMMERCIAL FINANCING, EMBASSY'S INTERVENTION HAS ALLOWED SNVI TO MAINTAIN GOOD RELATIONS WITH ITS CLIENTS & TO ENSURE CONTRACT IS NOT CANCELLED.

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 : 346-BAGHDAD

003-GRAINS AND OILSEEDS
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PROVIDE FOLLOW-UP FOR CDN WHEAT BOARD IN THEIR DAILY DEALINGS WITH IRAQI CLIENTS, PARTICULARLY IN THE CASE OF DELAYED PAYMENTS

ASSIST CDN INTERNATIONAL GRAIN INSTITUTE ACTIVITIES IN IRAQ WHICH INCLUDE REGULAR TRAINING COURSES FOR IRAQI OFFICIALS IN CDA, AND PERIODIC SEMINARS DEVELOPPED BY CIGI IN IRAQ.

WORK WITH AGRICULTURAL RESEARCH ESTABLISHMENT IN IRAQ TO IMPROVE THEIR KNOWLEDGE OF BENEFITS OF CANOLA THROUGH FIELD TRIALS, FEEDING TRIALS AND TECHNICAL SEMINARS.

DEVELOP PROGRAMS JOINTLY WITH ARAB FEDERATION OF FOOD INDUSTRIES FOR TECHNICAL SEMINAR ON CULTIVATION AND USES OF CANOLA TO BE HELD AT UNSPECIFIED LOCATION IN MIDDLE EAST IN LATE 1987.

ANTICIPATED RESULTS:

EXPEDITE PAYMENTS WHERE REQUIRED AND SMOOTH PROBLEMS CAUSED BY POOR COMMUNICATIONS, ETC.

THROUGH ADDITIONAL TRAINING AND SUPPORT FOR IRAQ SPECIALISTS, CAN ENHANCE PROSPECTS OF CDN GRAIN SALES TO IRAQ.

IRAGIS WILL BEGIN TO APPRECIATE TECHNICAL AND NUTRITIONAL BENEFITS OF CANOLA WHICH COULD LED TO INITIAL IMPORTS OF MEAL AND OIL.

INTRODUCE CDN TECHNOLOGY VIS INFLUENTIAL ORGANIZATION TO MANY ARAB COUNTRIES; HELP TO INFLUENCE ARAB SPECIALIST/IMPORTERS IN FAVOUR OF CANOLA AS ALTERNATIVE TO TRAD'L OIL IMPORT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PROVIDE SUPPORT FOR CDN WHEAT BOARD & CDN INT'L GRAINS INSTITUTE FOR THE SERVICES WHICH THEY RENDER TO IRAQ IN FULFILLMENT OF LONG TERM GRAIN AGREEMENT.

QUARTER: 2 PROVIDE SUPPORT TO CANADIAN WHEAT BOARD AND CANADIAN INTERNATIONAL GRAINS INSTITUTE IN THEIR DEALINGS WITH IRAQ.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

HELPED TO ORGANIZED SUCCESSFUL 2 WEEK SEMINAR ON FLOUR MILLING & QUALITY CONTROL SPONSORED BY CIGI FROM 18-30 APRIL 1987.

-ENSURE IRAQI EXPERTS WILL APPLY EARLY FOR 1988 TRAINING COURSES WITH CIGI.
-ENSURED SMOOTH FLOW OF GRAIN SALES CONTRACTS BETWEEN CANADA - IRAQ.

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

POST : 346-BAGHDAD

011-OIL & GAS EQUIPMENT, SERVICES
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

DEVELOP CONTACTS AT IRAQI MINISTRY OF OIL AND ITS AFFILIATED ENTERPRISES TO IMPROVE INTELLIGENCE OF BOTH PLANS FOR DEVELOPMENT OF OIL INDUSTRY EXPLORATION, PRODUCTION AND EXPORT FACILITIES.

USE RESULTS TO HELP CDN FEDERAL & PROVINCIAL GOVTS TO UNDERSTAND IRAQI PLANS FOR OIL IND. AND TO ADVISE CDN CO. OF EXPECTED REQUIREMENTS FOR EQUIPMENT, PARTS, ETC.

SUPPORT ACTIVITIES OF CANADIAN COMPANIES SUCH AS NOWSCO WELL SERVICE LTD., WHO ARE NEW TO THE MARKET.

SMALL INITIAL SALES TO STIMULATE IRAQI DEMAND WHICH WOULD THEN SERVE TO ENTICE ADDITIONAL CANADIAN FIRMS INTO MARKET.

COMPREHENSIVE REVIEW OF REQUIREMENTS OF IRAQI NATIONAL OIL COMPANY'S AND SISTER ORGANIZATIONS' REQUIREMENTS OF OIL AND GAS EQUIPMENT.

PRESENT FINDING TO CANADIAN COMPANIES FOR THEIR FOLLOW-UP.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 FACILITATE WORK OF CDN OIL AND GAS COMPANIES STILL ACTIVE IN IRAQI MARKET AND ENCOURAGE NEW COMPANIES TO CONSIDER LONG-RANGE POTENTIAL OF IRAQ.

ISSUED VISAS FOR IRAQI SPECIALISTS TO ATTEND TRAINING SESSIONS AT NOVACORP IN ALTA IN SUPPORT OF THEIR WORK ON STRATEGIC PIPELINE. -COUNSELLED UNIGLOBE TECHNOLOGIES/PROCOR ON HOW BEST TO APPROACH OIL SECTOR IN IRAQ.

QUARTER: 3 FACILITATE WORK OF CDN OIL & GAS COMPANIES STILL ACTIVE IN IRAQI MARKET & ENCOURAGE NEW COMPANIES TO CONSIDER LONG-RANGE POTENTIAL IRAQ.

COUNSELLED GLOBAL THERMOELECTRIC OF ALBERTA TO EXPLORE IRAQI MARKET & HELPED TO ARRANGE PROGRAM IN IRAQ SCHEDULED FOR 4TH QUARTER FY 87-88.

QUARTER: 4 FACILITATE WORK OF CANADIAN OIL & GAS EQUIPMENT AND SERVICES COMPANIES STILL ACTIVE IN IRAQ.

ARRANGED SUCCESSFUL VISIT OF REPRESENTATIVE OF GLOBAL THERMOELECTRIC TO IRAQ. DISCUSSIONS WITH MINISTRY OF OIL WERE VERY ENCOURAGING.

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

POST : 346-BAGHDAD

POST PREPARED A LIST OF KNOWN IRAQI DEBTS OWED TO CANADIAN FIRMS/BANKS WITH OBJECTIVE OF PRESENTING THESE CASES TO IRAQI SIDE OF JOINT COMMISSION SO THAT REPAYMENT/RESCHEDULING COULD BE EXPEDITED; (02) AFTER DECISION TO CLOSE IRAQ TO SECTION 31 FINANCING, POST PREPARED AN EXTENSIVE LIST OF CONTRACTS EXCEEDING 550 MILLION DOLLARS WHICH MAY HAVE BEEN LOST AS A RESULT OF THIS DECISION; (03) ALSO CAUSED BY CLOSURE OF SECTION 31 FINANCING FOR IRAQ, POST WAS REQUIRED TO PREPARE NUMEROUS REPORTS AND RECOMMENDATIONS CONCERNING VARIOUS POLICY OPTIONS FOR CANADA'S TRADE PROGRAM WITH IRAQ. (04) TID PROGRAM MANAGER ACTED AS CHARGE D'AFFAIRES IN JANUARY IN THE ABSENCE OF THE HEAD OF MISSION.

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

POST : 341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP WITH ENPPI REGARDING THE SENDING OF TWO PERSONNEL TO CANADA TO EVALUATE PETROLEUM RELATED TRAINING FACILITIES.

POSSIBLE CONTRACT FOR TRAINING IN CANADA OR ON SITE EGYPT.

GATHER MARKET INTELLIGENCE ON MAJOR AREAS OF EXPANSION PLANNED BY EGPC IN THE NEW 5 YEAR PLAN 1987/1990.

PROVIDE CANADIAN COMPANIES WITH RELATIVE INFO ON EGPC PLANNED ACTIVITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO GATHER MARKET INTELLIGENCE ON MAJOR AREAS OF EXPANSION PLANNED BY MINISTRY OF PETROLEUM IN NEW 5-YEAR PLAN 1987-1992.

GATHERED INFORMATION RELATING TO NEW-5-YEAR PLAN PARTICULARLY RELATING TO NEW GAS CLAUSE FOR DISTRIBUTION TO CDN COMPANIES. PUBLISHED SYNOPSIS ON NEW GAS CLAUSE IN ECBC NEWSLETTER.

QUARTER: 2 COMPLETE FIRST DRAFT OF PROFILE OF OPPORTUNITIES IN EGYPT FOR CANADIAN EQUIPMENT SUPPLIERS.

DONE.

QUARTER: 3 PROGRAM OF VISITS TO PUBLIC, PRIVATE & JV COMPANIES IN ALL PHASES OF PETROLEUM SECTOR TO GATHER DATA FOR EXPANDED EXPORT OPPORTUNITIES REPORT.

VISITS COMPLETED, DRAFT REPORT COMPLETED, ARTICLE PREPARED FOR ECBC NEWSLETTER.

QUARTER: 4 PRODUCE EXPANDED SECTORAL REPORT, ASSURE EGYPTIAN PARTICIPATION AT NPS.

PROTRACTED NEGOTIATIONS ON CAIRO GAS DISTR. PROJ. PRE-EMPTED COMPLETION OF THE EXPANDED SURVEY. PROMOTED NPS AMONG KEY AGENTS (AT LEAST ONE WILL ATTEND) AND PROMOTED PEMD TO CANADIAN EXPORTERS FOR INVITING EGYPTIAN PRODUCTION OFFICIALS.

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

POST :341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DEPENDING ON EGYPT'S ECONOMIC SITUATION, PUT IN PLACE
EDC/CIDA GENERAL DEVELOPMENT LINE OF CREDIT

GDLOC SIGNATURE COULD ENSURE ONE CDN CONTRACT
WORTH \$23M

CONTINUE EFFORTS TO OBTAIN AND ANALYZE INFO ON NEW 5 YEAR PLAN
AND NEW FUNDING ALLOCATIONS UNDER IBRD/ADB.

OFFERS ADVANCE NOTICE OF OPPORTUNITIES TO CDN
COMPANIES & ALLOWS NEEDED TIME FOR EFFECTIVE
BIDDING.

CONTINUE SYSTEM OF REGULAR FOLLOW-UP WITH OFFICIALS TO ENSURE
SMOOTH CONTRACT/TENDER PROGRESS FOR ACTIVE CDN COMPANIES AND/OR
TO FIND NEW OPPORTUNITIES.

ENSURES COMPETITOR INTERFERENCE IS CHECKED
THEREBY PROTECTING STATUS OF CDN BIDS.

INCLUSION OF ENERGY TRANSMISSION/GENERATION PROFILE IN PROMOTIO-
NAL/INFORMATIONAL BROCHURES LIKE ECBC NEWSLETTER DOING BUSINESS
IN EGYPT, ETC.

INFORMS CDN COMPANIES/GOVERNMENT DEPARTMENTS
- ENCOURAGES INVESTIGATION OF THIS MARKET AND
OFFERS VALUABLE "HOW TO " INFORMATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO CONTINUE EFFORTS TO OBTAIN AND ANALYSE INFO
ON NEW 5-YEAR PLAN FOR EGYPT AND TO DETERMINE
IBDR/ADB FUNDING INTENTIONS.

COMPLETED REPORT ON ELECTRICAL GENERATION & TRA-
NSMISSION SECTOR WHICH INFORMED CDN CO./GOVT.
SYNOPSIS ON SECTOR PUBLISHED IN ECBC NEWSLETTER.

QUARTER: 2 ASSIST IN CONFIRMING ALLOCATION IN CANADA OF
METRO-SEPTIA ELECTRIC POWER CONNECTION.

DONE.

QUARTER: 3 A) IDENTIFY MAIN INVESTMENT PROJECTS OF NEW 5-YR
PLAN & PREPARE REPORT FOCUSING ON WORLD BANK
B) CHASE FINALIZATION OF DAMANHOOR, METRO SEPTIA
PROJECTS.

A) DRAFT REPORT COMPLETED. WORLD BANK REMAINS UN-
WILLING TO COMMIT FUND. B) FREQUENT FOLLOW-UP HAS
HELPED MOVE EGYPTIAN & EDC APPROVALS.

QUARTER: 4 FINALIZE AWARD OF METRO-SEPTIA PROJECT, AND
FINANCING AGREEMENT FOR DAMANHOOR BOILERS.

(A) COMPETITIVE FINANCE OFFER HAS BEEN MADE BY
EDC ON METRO SEPTIA. EXPECTING POSITIVE RESPONSE
SHORTLY. (B) LOAN SIGNED FEBRUARY 7, 1988. AWAI-
TING PEOPLE'S ASSEMBLY APPROVAL AND GUARANTEE
SIGNATURE.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AGRICULTURE MACH, EQUIP, TOOLS

PAST POST ACTIVITIES HAVE MADE SOME IN-ROADS BUT WE WERE AHEAD OF THE MARKET AND THE EGYPTIAN PLAN IMPLEMENTATION.

ENCOURAGE CANADIAN MANUFACTURERS TO VISIT MARKET AND APPOINT AGENTS.

VISIT NEWLY ESTABLISHED AGRICULTURAL MACHINERY CENTRES BEING ESTABLISHED.

AS EGYPTIAN PLANS GO FORWARD, APPOINTMENT OF MORE AGENTS.

TO BE ON THE SCENE WHEN THE MARKET EXPANDS.

OPEN DOORS FOR CANADIAN COMPANIES AND GATHER INTELLIGENCE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO SEND VISITORS FROM EGYPT AND SUDAN TO WESTERN CANADA FARM PROGRESS SHOW, REGINA.

VISITORS UNABLE TO GO TO PRIOR COMMITMENTS.

QUARTER: 2 FOLLOW-UP ON APRIL 1987 TRADE MISSION TO DEFINE COMMERCIAL BENEFIT TO CANADA.

FOLLOW-UP SHOWED THAT EGYPTIAN MARKET IS CURRENTLY NOT PROMISING FOR THE TYPES OF EQUIPMENT REPRESENTED, ALTHOUGH A MAJOR CONTRACT RESULTED FOR BREEDING CATTLE AND SEMEN.

QUARTER: 3 FOLLOW-UP ON APRIL 87 TRADE MISSION TO DEFINE COMMERCIAL BENEFIT TO CDA.

FOLLOW-UP SHOWED THAT EGYPTIAN MKT IS CURRENTLY NOT PROMISING FOR THE TYPES OF EQUIPMENT REPRESENTED, ALTHOUGH A MAJOR CONTRACT RESULTED FOR BREEDING CATTLE & SEMEN.

QUARTER: 4 -----

REPORT 4
88/07/27

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST : 341-CAIRO

004-DEFENCE PROGRAMS, PRODUCTS, SERV
ARAB REPUBLIC OF EGYPT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

MARKET IS GROWING AND U.S. FIRMS WILL NOT KEEP PACE.
ENCOURAGE CANADIAN FIRMS TO CONTINUE MARKETING EFFORTS.

ANTICIPATED RESULTS:

MARKET TO OPEN TO OTHER THAN U.S. FIRMS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 341-CAIRO

003-GRAINS AND OILSEEDS
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OILSEEDS

POST BEGAN EFFORTS TO HAVE CANOLA APPROVED FOR IMPORTATION APPROXIMATELY 5 YEARS AGO. EFFORTS CONTINUE. CERTIFICATION BY HEALTH OFFICIALS FINAL APPROVAL STILL REQUIRED.

CANOLA TO BE APPROVED.

VISITS TO CANADA BY EGYPTIAN AUTHORITIES.

CANOLA TO BE PROVEN TO BE SAFE.

PRESSURE ON MINISTER OF HEALTH

CANOLA APPROVAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1. ENCOURAGE SIGNATURE OF FIRM CONTRACTS UNDER TWO WHEAT AGREEMENTS.
2. CONTINUE EFFORTS TO APPROVE CANOLA FOR HUMAN CONSUMPTION IN EGYPT.

1. PENDING RESOLUTION OF FINANCING.
2. AGRICULTURE CANADA AGREED TO SPONSOR MISSION TO CANADA OCTOBER 87 TO RESOLVE FINAL OBSTACLES.

QUARTER: 3 1) ENCOURAGE SIGNATURE OF FIRM CONTRACTS UNDER 2 WHEAT AGREEMENTS; 2) CONTINUE EFFORTS TO APPROVE CANOLA FOR HUMAN CONSUMPTION IN EGYPT.

1) STILL SEARCHING FOR SOLUTION TO FINANCING QUESTIONS; 2) AGRICULTURE CDA AGREED TO SPONSOR MISSION TO CDA TO RESOLVE FINAL OBSTACLES. EGYPTIANS HAVE 1ST REQUESTED FURTHER INFO ON REMAINING DOUBTS.

QUARTER: 4 (A) ACHIEVE APPROVAL OF CANOLA BY MINISTRY OF HEALTH. (B) REACTIVATE OWB AND CWB WHEAT AGREEMENT.

(A) OBTAINED AND PROVIDED FURTHER INFORMATION TO FACILITATE DECISION BY MINISTRY OF HEALTH.
(B) DELAYS BY EGYPT IN RESCHEDULING CWB DEBT HAVE NEGATED OUR EFFORTS. LACK OF FINANCE IS MAJOR BARRIER.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST : 341-CAIRO

005-COMM. & INFORM. EQP. & SERV
ARAB REPUBLIC OF EGYPT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

VISIT TO CANADA BY SENIOR EGYPTIAN OFFICIALS AS GUESTS OF
PROVINCES, GOVERNMENT, AND COMPANIES.

ENCOURAGE MORE TRAINING FOR EGYPTIANS IN CANADA.

ANTICIPATED RESULTS:

FAMILIARIZATION WITH CANADIAN PRODUCTS

FAMILIARIZATION WITH CANADIAN PRODUCTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ENCOURAGE VISITS TO CANADA BY SENIOR EGYPTIAN
OFFICIALS AS GUESTS OF PROVINCES, GOVERNMENT AND
COMPANIES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 SCAN- 5 YEAR PLAN, IDENTIFY AND PURSUE NEW
OPPORTUNITIES.

QUARTERLY RESULTS REPORTED:

EXTEND INVITATION IN PERSON TO CHAIRMAN, A. R. E.
NATIONAL TELECOMMUNICATIONS AUTHORITY TO ATTEND
TELECOM CONFERENCE IN FALL 1987. HIGH RANKING
OFFICIALS IS CONFIRMED.

MAJOR PROJECT IDENTIFIED IS REMOTE SENSING LAB
BEING PURSUED. TELECOM INVESTMENTS GENERALLY
LOWER THAN PREVIOUS PLAN.

REPORT 4A
88/07/27

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

POST : 341-CAIRO

CONTINUING ANALYSIS OF BILATERAL DEBT RESCHEDULING PROCEDU-
RES AND AGENDAS. (2) COLLECTION AND ANALYSIS OF INFO AVAI-
LABLE ON NEW FIVE-YEAR PLAN

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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Page 50

POST : 308-HARARE

011-OIL & GAS EQUIPMENT, SERVICES
ANGOLA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

DIRECT MAILING OF ANGOLA OIL SECTOR INFORMATION BY BUREAU TO
PROSPECTIVE SUPPLYING COMPANIES IN CANADA.

ANTICIPATED RESULTS:

ALL RELEVANT COMPANIES HAVE BEEN ADVISED AND
APPROPRIATE CONTACTS IDENTIFIED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 308-HARARE

001-AGRI & FOOD PRODUCTS & SERVICE
BOTSWANA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 308-HARARE

007-POWER & ENERGY EQUIP. & SERV.
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUBMISSIONS MADE BY CANADIAN CONCERNS 3 FEASIBILITY STUDIES FOR ZIMBABWE ELECTRICITY UTILITY.

CANADIAN INVOLVEMENT IN SECTOR IN ONE OR MORE PROJECTS.

KEEPING CANADIAN ENTERPRISES FULLY INFORMED ON DEVELOPMENTS IN SECTOR.

INCREASED CANADIAN INVOLVEMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CDN INVOLVEMENT IN REHABILITATION OF EXISTING GENERATION CAPACITY AND PLANS TO INCREASE HYDRO OR THERMAL GENERATING CAPACITY.

MANAGEMENT SYSTEMS TEAM FROM ONT HYDRO APPOINTED IN TERMS OF WORLD BANK FINANCING TO WORK WITH ZIMBABWE ELECTRICITY SUPPLY AUTHORITY - TWO YEAR CONTRACT.

QUARTER: 2 POTENTIAL INVOLVEMENT IN ZIMBABWE POWER EXPANSION AND REHABILITATION PROJECTS.

INFO ON TENDERS PASSED TO CANADIAN COMPANIES, EDC AND DRIE GELA.

QUARTER: 3 POTENTIAL INVOLVEMENT IN ZIMBABWE POWER EXPANSION & ENERGY PROJECTS.

INFORMATION ON 2 CONSULTANCY TENDERS-KARIBA SOUTH POWER STN. EXPANSION STAGE 2 & ELECTRICITY CONSULTANCY (TARIFFS) PASSED TO CDN COMPANIES EDC & DRIE GELA.

QUARTER: 4 KARIBA SOUTH PAPER STATION EXTENSION & EXPANSION PLUS POWER LINE REHABILITATION PROJECTS. ONGOING EFFORTS TO ENSURE CANADIAN INVOLVEMENT. LIAISON WITH POWER UTILITY MAINTAINED.

NUMBER OF CDN FIRMS AMONGST COS SUBMITTING PRE-QUALIFICATION DOCUMENTS FOR EXTENSION PROJECT. SHORT LIST OF 11 BEING DRAWN UP. REQUIREMENTS FOR KARIBA SOUTH EXPANSION PROJECT TO BE PUBLISHED SHORTLY.

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POST : 308-HARARE

017-SERVICE INDUSTRIES
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SERVICES NOT ELSEWHERE SPECIF.

THERE IS DEMAND FOR POST TO SECURE INFORMATION ON THE STATUS OF
PROJECTS, THEN ADVISE CDN COMPANIES. FREQUENTLY IT IS NECESSARY TO
INTERVENE ON BEHALF OF CANADIAN COMPANIES.

FACILITATE CANADIAN PARTICIPATION IN
DEVELOPMENT PROJECTS.

INSTITUTE SYSTEMATIC APPROACH TO KEEPING ABREAST OF VARIOUS
MULTILATERALLY FUNDED PROJECTS IN REGION.

IMPROVE QUALITY OF SERVICE TO CANADIAN
COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 308-HARARE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSISTANCE TO CANADIAN ENTERPRISES TENDERING FOR MULTI MILLION RAIL COMMUTER LINK PROJECT HARARE.

PROJECT TO BE AWARDED TO CANADIAN ENTERPRISE.

CIDA PRIVATE SECTOR LINE OF CREDIT HAS GIVEN OPPORTUNITY FOR CDN AUTOMOTIVE PARTS SALES TOTAL \$200,000 IN 1985/86. TO KEEP IMPETUS GOING.

INCREASED SHARE OF MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 EXTENSIVE LIAISON WITH ZIMBABWE AUTHORITIES RE SALE OF CANADAIR CHALLENGER & DE HAVILLAND DASH 8. CDN INVOLVEMENT IN PROPOSED HARARE INTEGRATED TRANSIT SYSTEM. TWO CDN COS. AMONGST 23 SHORTLISTED.

ZIMBABWE AUTHORITIES HAVE SIGNED AN AGREEMENT OF SALE SUBJECT TO AVAILABILITY OF FINANCE TO PURCHASE A CHALLENGER AIRCRAFT. CIDE FUNDING OF 500,000 \$ CANADIAN AGREED IN RESPECT OF BID BY DELCANDA INTL OF TORONTO TO CARRY OUT ENG. DESIGN.

QUARTER: 1 BOTSWANA RAILWAYS REQUIREMENT FOR 450 RAIL WAGONS. TWO CDN CO'S AMONGST TOTAL OF ELEVEN CO'S SUBMITTING BIDS. ADJUDICATION EXPECTED END JULY 87 SALE OF DASH 8 & CHALLENGER AIRCRAFT TO BOTSWANA

ASSISTANCE IN OBTAINING TENDER/SPECIFICATIONS & FORWARDING THESE TO CDA. CONTINUED LIAISON WITH BOTSWANA RAIL AUTHORITIES. COUNSELLOR COMMERCIAL & EDC OFFICIALS MODIN & MCLEAN MET WITH PERM SEC TO PRES. MASIRE IN BOTSWANA. DECISION RE CHALLENG-

QUARTER: 2 MONITORING AND REPORTING ON EVOLVING SITUATION RE HARARE INTEGRATED TRANSIT SYSTEM.

EXTENSIVE REPORTING TO OTTAWA RE CANADIAN PROSPECTS FOLLOWING BID OPENINGS. TWO CANADIAN FIRMS INVOLVED. EXTENSIVE LIAISON WITH DRIE, EXTOTT AND EDC.

QUARTER: 2 POTENTIAL SALE OF CHALLENGER AIRCRAFT TO ZIMBABWE AND BOTSWANA.

EXTENSIVE LIAISON WITH EXTOTT AND EDC. KEEPING IN TOUCH WITH SITUATION AS DECISION WORKS ITS WAY THROUGH CABINET IN HARARE.

QUARTER: 3 CONTINUED CONTACT WITH RELEVANT MINISTRIES REGARDING HARARE INTEGRATED TRANSIT SYSTEM. POTENTIAL SALE OF CHALLENGER AIRCRAFT TO ZIMBABWE.

TRANSIT PROJECT IN DECISIVE STAGE-3 COS. SHORTLISTED-1 CDN. CONTINUED LIAISON WITH DRIE, EXTOTT & EDC. ZIMBABWE CABINET HAS AGREED TO PURCHASE CHALLENGER. SUITABLE FINANCING A CRITICAL MATTER & CONT'D LIAISON WITH MIN. & EDC MAINTAINED.

QUARTER: 3 CONTINUED CONTACT WITH NATIONAL RAILWAYS OF ZIMBABWE & MINISTRY TRANSPORT.

WORLD BANK IDENTIFIED REQUIREMENTS FOR NEW DIESEL LOCOS RE ENGINEING & REHABILITATION NRZ ROLLING STOCK. GM CDA'S INTERESTS MAINTAINED THROUGH CONTACTS.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 308-HARARE

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 CONTINUED CONTACT WITH ZIMBABWE RAILWAYS (NRZ)
RE REQUIREMENTS FOR NEW LOCOMOTIVES.
CONTINUING LIAISON WITH MINISTRY OFFICIALS.

QUARTER: 4 CONTINUED CONTACT WITH RELEVANT MINISTRIES RE.
HARARE INTERGRATED TRANSIT SYSTEM.

QUARTERLY RESULTS REPORTED:

WORLD BANK FUNDING STILL TO BE NEGOTIATED. MAIN-
TAINING CONTACT WITH NRZ & MINISTRY OF TRANSPORT.
GM CDA ONE OF TWO CONTENDERS TO SUPPLY.
ZIMBABWE CABINET DECIDED TO PURCHASE CHALLENGER
BUT FINANCING REMAINS OBSTACLE TO CONCL. DEAL.

LIAISON WITH EDC & SENIOR OFF. IN MIN DEALING
WITH PROJ. 3 COS - 1 CDN - ASKED TO SUBMIT DET-
AILED SUBMISSIONS (INCL FINANCING). EDC IS INVOL-
VED & PROSPECTS FOR CANADA BEING SUCCESSFUL APP-
EAR TO BE GOOD.

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

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
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POST : 308-HARARE

MINISTERIAL VISIT: SECRETARY OF STATE FOR EXTERNAL AFFAIRS
IN HARARE FEB 3/88. EXTENSIVE CONTRIBUTION TO MISSION BRIEF-
ING BOOK BY COMMERCIAL DIVISION. COUNSELLOR(COMMERCIAL) RES-
PONSIBLE FOR LOGISTICS. (2) MAJOR OUTGOING TRADE MISSION OR-
GANIZED BY GAT. 12 CDN BUSINESS REPS ATTEND SADCC BUSINESS
CONFERENCE IN HARARE FEB 8-9/88. DETAILED ITINERARIES PLAN-
NED FOR EACH FOLLOWING CONFERENCE PLUS OTHER SUPPORT EXTEND-
ED BY COMMERCIAL DIVISION. (3) INAUGURATION OF CANADIAN ASS-
FOR THE PRIVATE SECTOR IN SOUTHERN AFRICA (CAPSSA) ON FEB10/
88. ITINERARY ORGANIZED FOR VISITING PRESIDENT & DIRECTOR OF
CEA. INAUGURAL MEETING OF CAPSSA ADVISORY COUNCIL ORGANIZED
BY COMMERCIAL DIVISION. EXTENSIVE PLANNING AND SUPPORT RE-
QUIRED.

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 : 322-KINSHASA

010-MINE, METAL, MINERAL PROD & SRV
ZAIRE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

IMPLEMENTATION OF SUPPLIER CREDIT WITH PRIVATE FINANCERS AND EDC
FOR GECAMINES.

MEETING IN CANADA TO RAISE AWARENESS AMONG CANADIAN EXPORTERS.

WITH THE MAJOR BUYERS IN ZAIRE, DRAW UP A LIST OF USUAL SUPPLIES.

BETTER MARKET PENETRATION.

INCREASED CANADIAN EXPORTS.

ASSIST CANADIAN SUPPLIERS IN DEVELOPING LONG-
TERM TRADE RELATIONSHIPS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 MISSION EQUIPEMENT MINIER

QUARTER: 3 -----

QUARTER: 4 MISSION EQUIPEMENT MINIER, AFFAIRES EXTERIEURES

QUARTER: 4 PARTICIPATION A L'ASSOCIATION DES PROSPECTEURS
MINIERS

MISSION STRUCTURE N'A PAS EU LIEU. PAR CONTRE,
DUX, JARVIS CLARK, TIMBERJACK ET WAGNER ONT
VISITE GECAMINES.

EXCELLENTE MISSION PUISQUE DE NOMBREUX CONTACTS
ONT ETE ETABLIS CONTRAT AVEC KILO MOTO, INFORMA-
TIQUE GECAMINES

AVONS ENVOYE PARTICIPANTS A CET EVENEMENT A
TORONTO. ILS SONT REVENUS AVEC NOMBREUX CONTACTS

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POST : 322-KINSHASA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

ESTABLISHMENT OF A NEW DISTRIBUTOR FOR ANOTHER BRAND OF TRUCKS
AND TRAILERS.

INCREASED MARKET PENETRATION. INCREASED
EXPORTS.

PROMOTING CANADIAN TRANSPORTATION PRODUCTS AND EQUIPMENT
IN ZAIRE.

INCREASED IMPORTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 322-KINSHASA

009-FOREST PRODUCTS, EQUIP, SERVICES
ZAIRE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

ESTABLISHING CONTACTS WITH CANADIAN PURCHASING OFFICES.

BETTER KNOWLEDGE OF THE ZAIRE MARKET AND
INCREASED EXPORTS.

USE OF CIDA LINE OF CREDIT FOR PURCHASING PAPER.

MARKET PENETRATION.

COUNT OF PULP AND PAPER PRODUCT USERS.

INCREASED EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :322-KINSHASA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

PARTICIPATION IN PILOT OF A CELLULAR TELEPHONE PROJECT.

INTRODUCTION OF CANADIAN TECHNOLOGY.

PARTICIPATION BY CANADIAN COMPANIES IN CREATING A CELLULAR
TELEPHONE SYSTEM.

INCREASED EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
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POST : 322-KINSHASA

MISSION GENS D'AFFAIRES SOUS L'EGIDE DU GOUVERNEMENT DU
QUEBEC. (2) 11 PERSONNES PRINCIPALEMENT DANS LE SECTEUR
ENERGETIQUE, TRANSPORT MINES ET EPURATION DES EAUX.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST :348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MEETINGS WITH KEY DECISION MAKERS A KUWAIT OIL COMPANY, KUWAIT NATIONAL PETROLEUM COMPANY, KUWAIT PETROLEUM COMPANY TO DETERMINE VALUE OF SIGNIFICANT O & M OPPORTUNITY.

ESTABLISH INVENTORY OF MAINTENANCE AND REPLACEMENT OPPORTUNITIES FOR CDN SUPPLIERS. WHILE MAJOR PROJECTS ARE FEW O & M POTENTIAL IS SIGNIFICANT.

ENCOURAGE VISITS BY CANADIAN EXPERTS IN NEW, EFFICIENT PRODUCTION EXPLORATION TECHNIQUES.

ENHANCE REPUTATION OF CANADIAN EXPERTISE, CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTERCAN '87, EDMONTON, ALBERTA.

RECRUITED HIGH LEVEL INVITIEES FROM ADNOC, ABU DHABI, MINISTRY OF PETROLEUM, OMAN & QATAR NATIONAL PETROLEUM CORP. KUWAIT INVITEES HAD TO CANCEL AT LAST MOMENT-REPORTS PREPARED ON OPPORTUNITIES IN BAHRAIN AND KUWAIT.

QUARTER: 1 CDN ENERGY RESEARCH INSTITUTE CONFERENCE.

MET WITH & RECRUITED MR HANI A. HUSSAIN, EXECUTIVE ASSISTANT MANAGING DIR, MARKETING, KUWAIT PETROLEUM CORP. TO SPEAK AT CDN ENERGY RESEARCH INSTITUTE CONFERENCE.

QUARTER: 2 KEYNOTE SPEAKER FROM KPC ADDRESSED CANADIAN ENERGY RESEARCH INSTITUTE CONFERENCE.

INCREASED PROFILE OF KUWAIT IN CANADA. INCREASED KNOWLEDGE OF CANADA TO INFLUENTIAL KUWAIT OIL EXECUTIVE.

QUARTER: 3 MISSION FROM ALBERTA TO EXPLORE OPPORTUNITIES IN OIL & GAS RELATED SECTORS/ACTIVITIES IN KUWAIT.

5 COMPANIES FROM ALTA MADE NUMEROUS CONTACTS IN KUWAIT. THE GROUP'S PRESENCE RE-AFFIRMED CDA'S CAPABILITIES IN OIL & GAS, & SALES ARE ANTICIPATED.

QUARTER: 4 OIL AND GAS EQUIPMENT MINI-MISSIONS FROM ONTARIO AND ALBERTA, 17 - 20 MARCH 1988.

4 COS ALONG WITH MKTG OFFICERS FROM DIST/TORONTO AND THE ALBERTA GOVT MET WITH OIL COMPANY EXECUTIVES, AND AGENTS TO PROMOTE CDN EXPERTISE AND ASCERTAIN MARKET OPPORTUNITIES.

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

POST : 348-KUWAIT

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MINISTRY OF DEFENCE & MINISTRY OF INTERIOR OF KUWAIT RELUCTANT TO MEET WITH FOREIGN REPRESENTATIVES GOVERNMENT OR PRIVATE. MARCH 87 MISSION MAY OPEN DOORS.

ESTABLISH INITIAL CONTACTS, REQUIREMENTS CAN BE ASCERTAINED.

CONTINUED ATTEMPTS TO MAKE CONTACTS.

MORE KNOWLEDGE OF SECTOR, INCREASE AWARENESS OF CANADIAN SUPPLIERS.

CATALOGUE SHOW AT UNIVERSITY OF KUWAIT MEDICAL SCHOOL TO PROMOTE CANADIAN PRODUCTS.

INCREASE AWARENESS AND DEMAND FOR CANADIAN PRODUCTS NOW FINDING INCREASED FAVOUR WITH KUWAIT AUTHORITIES.

TARGET AND MEET KEY EDUCATION DECISION MAKERS.

ENCOURAGE VISITS TO CANADIAN EDUCATION/ GOVERNMENT INSTITUTIONS TO INCREASE KNOWLEDGE OF CANADIAN PRODUCTS AND SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 348-KUWAIT

014-EDUCATION, MEDICAL, HEALTH PROD
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISIT OF MINISTER OF EDUCATION OF ONTARIO.

HIGHER PROFILE FOR CANADA.

VISITS TO KEY PURCHASING PERSONNEL IN HOSPITALS, CLINICS. MINISTRY
TO PROMOTE CANADIAN MEDICAL & HEALTH CARE PRODUCTS.

ESTABLISH REQUIREMENTS AND INCREASE AWARENESS
OF CANADIAN EXPERTISE.

CATALOGUE SHOW AT UNIVERSITY OF KUWAIT MEDICAL SCHOOL TO PROMOTE
CANADIAN PRODUCTS.

INCREASE AWARENESS AND DEMAND FOR CANADIAN
PRODUCTS NOW FINDING INCREASED FAVOUR WITH
KUWAIT AUTHORITIES.

TARGET AND MEET KEY EDUCATION DECISION-MAKERS.

ENCOURAGE VISITS TO CANADIAN EDUCATION/
GOVERNMENT INSTITUTIONS TO INCREASE KNOW-
LEDGE OF CANADIAN PRODUCTS AND SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MET WITH UNDERSECRETARY OF HEALTH, KUWAIT.

UNDERSECRETARY OF HEALTH TO VISIT CANADA IN OCT-
OBER TO SEE CAPABILITIES, SERVICES ETC AND MEET
GOVERNMENT OFFICIALS.

QUARTER: 2 UNDERSECRETARY OF HEALTH AND ASSISTANT UNDER-
SECRETARY OF PLANNING TO VISIT CANADA, NOVEMBER.

INVITATION TO VISIT CANADA GIVEN AND ACCEPTED.

QUARTER: 3 ARRANGE VISIT TO ONT/ALBERTA BY UNDERSECRETARY
OF HEALTH, KUWAIT & OFFICIALS OF MINISTRY OF
PLANNING.

VISIT UNDERTAKEN. INVITATIONS EXTENDED BY
KUWAITIS TO SOME CDN COMPANIES THEY MET TO
CONTINUE DISCUSSIONS ON KUWAITI HEALTH SYS-
TEMS' NEEDS & MUTUAL CO-OPERATION.

QUARTER: 4 -----

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KUWAIT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-MEETINGS WITH OFFICIALS OF QUASI-GOVERNMENT AND PRIVATE INVESTMENT COMPANIES IN TERRITORY.
-PROMOTE INVESTMENT IN CANADA.

-PLANS UNDERWAY FOR HIGH LEVEL INVESTMENT DELEGATION FROM KUWAIT TO VISIT CANADA IN OCTOBER.
-INCREASED GENERAL KNOWLEDGE OF CANADA THROUGH PARTICIPATION WITH INFORMATION BOOTH AT OMAN INTERNATIONAL FAIR.

QUARTER : 2

INVESTMENT MISSION TO CANADA (KUWAIT INVESTMENT AUTHORITY).

(CONTENTS OF RESULTS TO DATE AVAILABLE FROM GMT).

QUARTER : 3

PROMOTE CANADA AS REWARDING PLACE IN WHICH TO INVEST

NUMBER OF ENQUIRIES RE OPPORTUNITIES, TRAVEL & VISA INFORMATION HAS GROWN APPRECIABLY; SIGNIFICANT INCREASE IN INTEREST SHOWN BY LOCAL PAPERS TO PRINT INFORMATION ON CDN ECONOMIC/BUSINESS ITEMS; 15 HIGH LEVEL KUWAITI DECISION-MAKERS ATTENDED A SEMINAR HELD BY THE EMBASSY & WOOD GUNDY. INTEREST IN CDN ECONOMIC/BUSINESS INFORMATION WAS HIGH; MKT CRASH RESULTED IN NUMEROUS ENQUIRIES BY LOCAL INVESTORS AS TO OVERALL EFFECT ON CDA, ITS MKTS & ITS COMPANIES.

QUARTER : 4

CONTINUE TO ASSIST CANADIAN BANKS, INSTITUTIONS ETC WITH PROGRAMS AND MEETINGS IN THE TERRITORY.
-MEET WITH INFLUENTIAL FAMILIES/INDIVIDUALS TO PROMOTE INVESTMENT IN CANADA.

PROGRAMS & INTRODUCTIONS WERE ARRANGED FOR TWO BANKS & SEVEN INVESTMENT/ENTREPRENEURIAL IMMIGRATION COMPANIES.
POST OFFICERS MET WITH MORE THAN 50 POTENTIAL INVESTORS DURING THE QUARTER. A NUMBER ARE PLANNING INDIVIDUAL VISITS TO CANADA AFTER RAMADAN. A NUMBER OF PROGRAMS WERE ARRANGED FOR INVESTMENT COUNCELLORS/FIRMS FROM CANADA.

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88/07/27

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

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348 - KUWAIT

KUWAIT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

NON SECTORALLY ORIENTED ACTIVITIES

VISITS TO ALL MAJOR INVESTMENT AND INVESTING INSTITUTIONS.

CREATE MOMENTUM FOR CHOOSING CANADA AS
ALTERNATIVE TO TRADITIONAL U. S. , U. K. FRG
INVESTMENTS.

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

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

POST : 348-KUWAIT

MARKET REPORTS WERE COMPLETED ON TELECOMMUNICATIONS, COMPUTERS & DEFENCE SECTORS. (2) DISCUSSIONS WERE HELD WITH THE DUBAI CHAMBER OF COMMERCE REGARDING A VISIT TO CANADA DURING 1989. (3) EXPORT DEVELOPMENT OFFICIALS VISITED QATAR & OMAN FOR DISCUSSIONS ON LOCAL FINANCING REQUIREMENTS. (4) SEVERAL REPORTS ON STATUS OF NORTH FIELD PROJECT IN QATAR AS TENDERS FOR PROJECT WERE RELEASED OVER SHORT PERIOD. (5) PLANNING & CO-ORDINATION OF VISIT TO CANADA OF SENIOR QATARI OIL & GAS OFFICIALS ON AD-HOC BASIS. (6) POST PARTICIPATED IN HITEC 88 AND MET WITH OVER 100 INTERESTED EXPORTERS ON WHICH FOLLOW-UP IS CONTINUING INCLUDING PLANS FOR SECURITY PRODUCTS MISSION TO KUWAIT.

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

POST : 304-LAGOS

001-AGRI & FOOD PRODUCTS & SERVICE
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MILK: FINISHING OFF 1985 CONTRACT WITH GOVERNMENT AND PUTTING TOGETHER ONE WITH A NUMBER OF PRIVATE SECTOR INTERESTS.

WILL SHIP 500,000 CARTONS BY END OF 1986 FOR A TOTAL OF \$14 MILLION. NEXT YEAR TOTAL SALES SHOULD BE \$30 MILLION.

AGRICULTURAL STORAGE CONSULTANT FINISHING OFF PROJECT FOR TWO DEMONSTRATION SITES FOR STORAGE FACILITIES.

CONSTRUCTION OF DEMONSTRATION FACILITIES AND DISCUSSION OF OTHER FACILITIES ON A COMMERCIAL BASIS BY THE END OF 1987.

WHEAT: TWO OR THREE MORE SHIPLOADS BY END OF 1986.

AS WHEAT HAS BEEN BANNED IN 1987 IN NIGERIA NO MORE SALES WILL RESULT. HOWEVER GOOD POTENTIAL IN TOGO & GHANA.

FARM EQUIPMENT: POST WILL ATTEMPT TO INTEREST THE AGRIC SECTOR IN NIGERIA IN THE PURCHASE OF FARM EQUIP. A FARM EQUIP. MISSION IN 1987 WILL ASSIST GREATLY WITH THE OBJECTIVE.

THE APPOINTMENT OF A NEW REPRESENTATIVE FOR CANADIAN SUPPLIERS AND THUS GREATER ACCESS TO THE MARKET.

GIVEN AGRIC'S KEY ROLE IN NIGERIA'S ECONOMIC RECOVERY PLANS, MORE EMPHASIS WILL BE PLACED ON DOMESTIC PROCESSING OF BASIS AGRICULTURAL OUTPUT. POST WILL ATTEMPT TO IDENTIFY THE OPPORTUNITIES ARISING FROM THIS TREND.

RAISING THE PROFILE OF CANADA'S FOOD PROCESSING EQUIPMENT INDUSTRY IN NIGERIA. APPOINTMENT OF NEW REPS FOR CDN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION OF CANADIAN AGRICULTURE

ANOTHER SHIPMENT OF MILK WORTH APPROX \$3.2M TO BE LANDED JULY. (2)HOWE INTL NEGOTIATES CONTRACT TO BE CONSULTANT FOR MINISTRY OF AGRICULTURE. (3) ANOTHER VISIT BY AIDAC TO CROSS RIVERS TO PRESENT PROPOSAL. NFLD FISH MISSION VISIT WITH GOOD/

QUARTER: 2 PURSUIT OF IDENTIFIED OPPORTUNITIES IN AGRICULTURAL SECTOR, IN THE AREA OF THE STORAGE OF AGRICULTURAL PRODUCTS IN PARTICULAR, AND PROPOSAL FOR AGRICULTURAL EQUIPMENT MISSION DURING 1987.

PURSUIT OF CONTRACT ON BEHALF OF HOWE INTL FOR DESIGN OF NAT'L STRATEGIC GRAINS RESERVE SCHEME, WITH FUNDING OF CAD 1.5M. THROUGH CIDA ASSIST. TO CDN CONSORTIUM LED BY CONFEDCO & BALFOUR BEATTY CDA, IN PURSUIT OF CONTRACT FOR THE CONSTRUCTION

QUARTER: 3 PURSUIT OF IDENTIFIED OPPOR. IN AG. SECTOR, IN PARTICULAR AG. PRODUCTS STORAGE, DRYLAND FARMING TECHNIQUES & EQUIPMENT, TRAINING & TECHNICAL ASSISTANCE.

CONTINUED MONITORING OF STRATEGIC GRAINS RESERVE PROJECT, ASSISTANCE IN OBTAINING ACCEPTANCE OF CIDA ATTAFF MOU.

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POST : 304-LAGOS

001-AGRI & FOOD PRODUCTS & SERVICE
NIGERIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 PURSUIT OF OPPORTUNITIES IN AGRICULTURE (EQUIP-
MENT, PRODUCT STORAGE) AND TECHNOLOGY, FISH AND
FOODSTUFFS (INCLUDING MILK, SUGAR, CANOLA AND
PROCESSED FOODSTUFFS).

QUARTERLY RESULTS REPORTED:

ASSESSMENT ON CPPF FOR FISH CANNING PLANT. FOL-
LOW-UP ON STRATEGIC GRAINS RESERVE PROJ & ATTAF
MOU, WB TENDER DOCUMENTS FOR AG DEVL PROJ & ON
AGRICULTURAL EQUIP SPARES FOR PLATEAU STATE. CON-
TINUED ATTEMPTS TO RESOLVE OUTSTANDING ISSUES.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 304-LAGOS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

NIGERIAN RAILWAYS CORPORATION STILL INTENDS TO REHABILITATE,
UPGRADE AND PURCHASE NEW ROLLING STOCK.

NRC'S ABILITY TO FULFILL PROJECT DEPENDS ON
ITS ACCESS TO FINANCING.

NIGERIAN AIRWAYS IS STILL SHOWING INTEREST IN A SIMULATOR AND
AIRCRAFT AS WELL AS A NEW MAINTENANCE BASE.

A NEW CDN CONSORTIUM PUT TOGETHER 1986 SHOULD
SIGNIFICANTLY MOVE THE MAINTENANCE BASE ALONG
SIMULATOR HAS GOOD 1987 POTENTIAL.

CDN FIRM HAS WON A CONTRACT TO DO A PROJECT DEFINITION FOR THE
WORLD BANK FUNDING TO REHABILITATE & UPGRADE THE RAILWAYS. POST
WILL MONITOR TO ENSURE CDN SUPPLIERS HAVE GOOD ACCESS TO THE
MONEY AVAILABLE.

THAT CDN SUPPLIERS WILL USE THE GREATER POR-
TION OF THE USD 17 MILLION AVAILABLE UNDER
THE WORLD BANK LOAN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION OF CANADIAN TRANSPORTATION SECTOR.

CANAC HAS COMPLETED ITS CONTRACTS WITH NRC. IS
NOW CONSIDERING TWO MORE PROJECTS AS WELL AS BI-
DDING TO BECOME PROJECT MANAGER FOR THE UN RAIL-
WAY REHABS PROJECT. NO WORD YET ON WETHER OR NOT
GOVT WILL FINANCILLAY SUPPORT BOMBARDIER LOCOMO/

QUARTER: 2 PURSUIT OF IDENTIFIED OPPORTUNITIES IN TRANS-
PORTATION SECTOR, PARTICULARLY IN RAILWAY AND
AEROSPACE SUBSECTORS.

ASSIST. PROVIDED TO BOMBARDIER INC IN SECURING
CONTRACT FOR PROVI'N OF 50 NEW LOCO. TO THE
NIGERIAN RLWYS CORP. CONTRACT AWARD IS CONDI'T'L
UPON FINANCING. ASSIST. TO BOMBARDIER & CANAC IN
THEIR SUBMISSION OF BID DOCUMENTS FOR WORLD BANK

QUARTER: 3 CONTINUED PURSUIT OF OPPORTUNITIES IN TRANSPOR-
TATION SECTOR, PARTICULARLY FOR ROLLING STOCK,
SPARES, MANAGEMENT & TRAINING.

BOMBARDIER SIGNED COM. CONTRACT FOR SUPPLY OF 50
LOCOMOTIVES TO NRC & FINANCING OFFER MADE
THROUGH SECTION 31. ASSIST. TO RAILWAY MISSION
ATTENDING UNION OF AFRICAN RAILWAYS SYMPOSIUM IN
ACCRA.

QUARTER: 4 PURSUIT OF OPPORTUNITIES IN TRANSPORTATION SEC-
TOR, PARTICULARLY FOR RAILWAY EQUIPMENT AND CON-
SULTING SERVICES, AIRCRAFT AND AVIATION EQUIPMENT
, AUTOMOTIVE SPARES AND REHABILITATION OF CONS-
TRUCTION EQUIPMENT.

FINANCING OFFER FOR PURCHASE OF BOMBARDIER LOCO-
MOTIVES PRESENTED TO GON. CANAC SHORTLISTED FOR
WB FINANCED MIS STUDY. ASSISTANCE TO CANADAIR &
DEHAVILLAND FOR AIRCRAFT SALES. PREPARATIONN OF
INCOMING BUYER FOR AUTO SHOW & EXPLD OF JV OPP.

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POST : 304-LAGOS

007-POWER & ENERGY EQUIP. & SERV.
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CDN FIRM HAS STARTED NEGOTIATIONS ON DOING CIVIL WORKS PART OF INSTALLING ITS GAS TURBINES AS A SIGN OF GOOD FAITH. CO. IS HOPING THAT WHILE THE CIVIL WORKS ARE BEING COMPLETED THAT ECONOMIC RECOVERY PLAN CURRENTLY BE IMPLEMENTED BY NIGERIAN GOVERNMENT.

GAS TURBINES WILL BE DELIVERED IN 1987.

CDN FIRM HAS SUBMITTED A TRAINING PROPOSAL TO NEPA WHICH INCLUDES THE PROVISION OF SPRE PARTS. ALTHOUGH THIS HAS BEEN OUTSTANDING FOR ALMOST A YEAR, THERE ARE SIGNS THAT NEPA MAY BE CLOSE TO CALLING THE COMPANY IN FOR FURTHER STUDY.

THAT AND MOU BETWEEN CDN FIRM AND NEPA BE SIGNED BY MID '87.

TO INCREASE LEVEL OF CONTACTS WITH GOVERNMENT PLANNING AND NEPA.

SPECIFIC DETAILS OF POWER ENERGY PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO PROMOTE CANADA'S ENERGY EXPERTISE.

ONTARIO HYDRO DEPENDING ON NEW WB POWER VII FOR FINANCING FOR ITS TRAINING PROGRAMME WHICH IT SUBMITTED TO NAPA. POST ARRANGED FOR LOCAL BANK TO PROPOSE FINANCIAL PACKAGE TO NEPA TO HELP PAY FOR WESTINGHOUSE CDA TURBINES.

QUARTER: 2 ASSISTANCE TO ENSURE SIGNING OF MOU BETWEEN ONTARIO HYDRO AND NEPA BY MID 1987.

ASSISTANCE TO EDC IN DEBT RESCHEDULING NEGOTIATIONS WITH THE GOVERNMENT OF NIGERIA, INCLUDING COORDINATION OF VISIT TO LAGOS OF SENIOR CLAIMS OFFICER.

QUARTER: 3 -----

QUARTER: 4 PURSUIT OF OPPORTUNITIES IN POWER GENERATION AND TRANSMISSION, AND IN THE ENERGY SECTOR, INCLUDING NATURAL GAS, PETROCHEMICALS AND PETROLEUM.

MONITORING OF PROGRESS OF WB POWER VII LOAN AND COMMERCIALIZATION OF NEPA, INCLUDING ASSISTANCE TO ONT HYDRO. CONTINUED SUPPORT TO HATCH ASSOC. ON STEEL SECTOR STUDY, LUMMUS CDA, ACRES/NOVA, AND OIL SECTOR SUPPLY COMPANIES.

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SATELLITE: NIGERIAN GOVERNMENT HAS YET TO DECIDE ON THE PURCHASE OF A SATELLITE ALTHOUGH ITS CONTINUED PROMOTION CONSUMES A FAIR AMOUNT OF POST'S RESOURCES.

SHOULD NIGERIAN GOVERNMENT LOCATE FINANCING (SUCH AS THOSE FROM COUNTERTRADE) A CDN SYSTEM COULD BE CHOSEN.

PRIVATE & PUBLIC EXCHANGES: POST IS ATTEMPTING TO INTEREST CDN MANUFACTURERS TO SUPPLY NIGERIA WITH EXCHANGES.

IN THE LONG RUN IT IS EXPECTED THAT CDN FIRMS WILL ENTER THE NIGERIAN MARKET AS A MAJOR SUPPLIER PARTICULARLY WITH THE ASSISTANCE OF WORLD BANK FINANCING.

GOVERNMENT IS PUTTING GREATER EMPHASIS ON PUSHING COMMUNICATIONS CAPACITY INTO RURAL COMMUNITIES AS PART OF ITS CONCENTRATION ON AGRICULTURAL DEVELOPMENT. CDN FIRM IS LOOKING INTO THE OPPORTUNITY

CDN FIRM WILL DEVELOP A PROJECT TO SUPPLY EQUIPMENT TO RURAL COMMUNITIES.

EARTH STATIONS: NIGERIAN GOVERNMENT HAS DECIDED TO REHABILITATE AND UPGRADE ITS SIXTEEN EARTH STATIONS. TENDER DOCUMENTS ARE EXPECTED SOON. CDA HAS SHOWN AN INTEREST.

CDN FIRM WILL WIN A CONTRACT TO REHABILITATE AND UPGRADE SOME OF THE EARTH STATIONS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION OF CANADIAN COMMUNICATIONS EXPERTISE.

SATELLITE SALE GIVEN BOOST BY TRIP TO CDA COL. MARK OF N.A. SIGNALS. SPAR RANKS SECOND IN TENDER FOR REHAB OF HEART STATIONS. VISIT BY REP OF SR TELE IMPROVES PROSPECTS FOR SALES OF RURAL TELE-COMM EQUIPMENTS.

QUARTER: 2 EXPLORATION OF OPPORTUNITIES WITH NITEL, TELE-COMMUNICATIONS MONOPOLY FOR CANADIAN PRODUCTS AND SERVICES, AND WITH NIGERIAN DESIRE TO ACQUIRE SATELLITE TECHNOLOGY AND HARDWARE.

OFFICERS MADE LIAISON VISITS TO TOGO, BENIN AND GHANA TO ESTABLISH CONTACTS, A PROGRAMME FOR REGULAR FUTURE VISITS AND TO PURSUE MORE EFFECTIVE MEANS OF TRADE PROMOTION THROUGHOUT OUR TERRITORY.

QUARTER: 3 CONTINUED PURSUIT OF OPPORTUNITIES IN COMMUNICATIONS SECTOR PARTICULARLY SWITCHES, TELEPHONES, PABXS, & SATELLITE TECHNOLOGY.

ASSISTANCE TO SPAR AEROSPACE IN SUBMISSION OF EARTH STATION BID TO NITEL AND IN RESOLUTION OF OUTSTANDING COMMERCIAL DISPUTE IN GHANA.

QUARTER: 4 TELECOMMUNICATIONS EQUIPMENT MISSION

DEFERRED UNTIL IMPLICATIONS OF PLANS TO COMMERCIALIZE NITEL ARE CLEAR AND UNTIL PROJECTED WORLD BANK FUNDING FOR THE SECTOR IS CONFIRMED.

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POST :304-LAGOS

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 PURSUIT OF OPPORTUNITIES IN SATELLITE AND
TERRESTRIAL COMMUNICATIONS (PARTICULARLY SWIT-
CHES, PABX, RURAL SYSTEMS AND DATA COMMUNICA-
TIONS).

QUARTERLY RESULTS REPORTED:

PURSUIT OF POSSIBLE IFC FINANCED DATA COMM NET-
WORK. CONTINUED ASSISTANCE TO SR TELECOM ON SE-
VERAL OPPORTUNITIES. LIAISON WITH NITEL TO DEFI-
NE REQUIREMENTS, IMPACT OF COMMERCIALIZATION AND
POSSIBLE FUNDING FROM WB.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 304-LAGOS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

KAINJI AIR FORCE BASE/NAVAIDS-CDN COMPANY BEEN TIPPED FOR THE NAVAIDS PROJECT AT NAF'S NEW KAINJI AIR BASE. CONTRACT DISCUSSIONS ARE CURRENTLY BEING CARRIED OUT.

COMPANY WILL START TO SUPPLY EQUIPMENT DURING 1987/88.

CANADIAN COMPANY SUCCESSFULLY COMPLETED A LARGE SHIPMENT OF COMMUNICATIONS EQUIP. 5 YEARS AGO BUT LITTLE WAS OUT INTO USE. DISCUSSIONS ARE ONGOING TO DO SO AND TO REHABILITATE AND UPGRADE THE EQUIPMENT.

THAT CANADIAN COMPANY WILL BE SUCCESSFULL IN ITS DISCUSSIONS & SIGN A CONTRACT TO PUT THE COMMUNICATIONS EQUIP. BACK INTO OPERATION.

A SECOND SUCCESSFULLY DEMONSTRATION FLIGHT OF THE CHALLENGER WAS RECENTLY CONDUCTED THERE IS VERY POSITIVE INTEREST IN THE AIR-CRAFT, BUT THE AIR FORCE LACKS THE APPROPRIATE FINANCING FOR THE MOMENT.

CONTRACTUAL NEGOTIATIONS WILL BEGIN IN 1987/88 FOR AT LEAST ONE IF NOT TWO CHALLENGERS.

MOBILE PLATFORMS ARE REQUIRED FOR THE COMMUNICATIONS EQUIP. MENTIONED ABOVE. THE POST HAS INITIATED DISCUSSIONS WITH THE NIGERIAN ARMY REGARDING THESE PLATFORMS. AS WELL, THE NIGERIAN ARMY HAS IDENTIFIED A REQUIREMENT FOR A JEEP.

A FIRING UP OF THE NIGERIAN ARMY'S REQUIREMENT FOR TRANSPORT VEHICLES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 FOLLOW-UP ON ONGOING OPPORTUNITIES FOR CDN COMPANIES IN DEFENCE SECTOR.

MONITORING OF REQUIREMENTS OF NEPA FOR CONSULTING AND TECHNICAL SERVICES AND FOR EQUIPMENT PURCHASE AND REFURBISHMENT. ASSISTANCE PARTICULARLY TO FEDERAL PIONEER LTD. AND CANADIAN CONSULTING FIRMS.

QUARTER: 3 -----

QUARTER: 4

AS PREPARATION FOR HITEC 88, REPORTS PREPARED ON COUNTRIES IN TERRITORY AND AS FOLLOW-UP, POST BEGAN TO PURSUE EACH INTERVIEW REPORT TO ASSIST IN MARKETING CANADIAN DEFENCE RELATED PRODUCTS.

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

POST : 304-LAGOS

ASSISTANCE TO ORGANIZATION AND EXECUTION OF NATIONAL DEFENCE
COLLEGE STUDY TOUR TO NIGERIA. (2) REPORTING ON NIGERIAN
1988 BUDGET. (3) TOUR OF COMMERCIAL OFFICER TO CANADA.
(4) PREPARATION FOR VISIT OF BRIG. KONTAGORA, MINISTER OF
WORKS AND HOUSING TO CANADA (MARCH). (5) VISIT OF ALH,
RILWANU LUKMAN, MINISTER OF PETROLEUM RESOURCES TO CANADA
(FEBRUARY).

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POST : 303-NAIROBI

017-SERVICE INDUSTRIES
KENYA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR LEA & ASSOC & DELCANDA IN WB HIGHWAY
VI PROJECT GRAVEL RD COMPONENT 1 & 2 RESPECTIVE-
LY & PATGROUP & STANLEY ASSOCIATES IN EGPT MAIN-
TENANCE COMPONENT.

BREIFING SESSIONS WITH LEA & ASSOC, STANLEY &
DELCANDA AND ENQUIRIES, LETTERS OF SUPPORT & VI-
SITS TO PROJ. COORDINATOR IN DAR ES SALAM.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

GIVEN SUCCESS OF AFRICA TELECOMS 86, POST IS ASSISTING CANADIAN COMPANIES IN SELECTION OF LOCAL AGENTS.

GET AGENTS FOR SIX CANADIAN COMPANIES AND INCREASE FAMILIARITY WITH CANADIAN TELECOM CAPABILITIES.

BELL CANADA INTL HAS BEEN ASKED TO PRE-QUALIFY IN CONNECTION WITH PROGRAM TO UPGRADE TRAINING FACILITIES.

HAVE BCI SHORTLISTED FOR PROJECT.

AFRALTI-CANADIAN COMPANIES ADVISED ABOUT CONSULTANCY AND EQUIPMENT REQUIREMENTS FOR AFRICAN ADVANCED LEVEL. TRAINING INSTITUTE BEING FINANCED BY UNIDO - US\$3 MILLION.

OBTAIN CONTRACT FOR AT LEAST ONE CANADIAN COMPANY.

GATHER MARKET, INTELLIGENCE ON MAJOR COMPETITORS.

INCREASE AWARENESS OF CANADIAN COMPANIES ABOUT COMPETITION THEY FACE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT CDN MARCONI & SR TELECOM IN SALES OF TELEX & RURAL TELECOMS EQPT REPECTIVELY TO K. P. & T. C. CONSULTANCY RE W. B. TELECOM III.

NUMEROUS MEETINGS HELD WITH KP&TC, CDN COYS THEIR AGENTS AND EDC. (KEY IS WHETHER OUR FINANCING IS COMPETITIVE). BCI NUMBRE 3 ON PRICE. CONTRACT NOT YET AWARDED.

QUARTER: 2 CONTINUED SUPPORT FOR PROMOTION SR TELECOM AND CANADIAN MARCONI FOR SALES OF RURAL TELECOMS EQPT AND TELEX EQPT RESPECTIVELY.

MEETING HELD WITH KP&TC OFFICIALS, EDC, CANADIAN COYS AND THEIR AGENTS. FINANCING IN CASE OF SWITCHING EQPT MIGHT NOT BE SUFFICIENTLY COMPETITIVE. HOWEVER AS RURAL TELECOMS DOEN NOT DEPEND ON EXT. FINANCING, CHANCES APPEAR REASONABLE

QUARTER: 3 PROMOTE SALE OF CDN MARCONI AUTO TLX SWITCHING EQPT TO KENYA POSTS & TELECOM CORP. PROMOTE SALE OF SR TELECOM RURAL AUTOMATION POINT TO MULTI-POINT ACCESS RADIO EQPT TO KPT&C.

CONT'D SUPPORT FOR CDN MARCONI & SR TELECOM AT MEETINGS WITH KPT&C OFFICIALS TOGETHER WITH EDC OFFICIALS. EDC HAS OFFERED FINANCING FOR CMC & SRT BIDS.

QUARTER: 4 PROMOTE SALE OF CDN MARCONI AUTO TELEX SWITCHING EQUIPMENT TO KENYA POSTS & TELECOM CORP. (II) PROMOTE SALE OF SR TELECOM RURAL AUTOMATION POINT TO MULTI POINT ACCESS RADIO EQUIPMENT.

CONTINUED LIAISON WITH KPTC OFFICIALS AND AGENTS OF CANADIAN MARCONI AND SR TELECOM IN SUPPORT OF CMC AND SRT BIDS. GOOD POSSIBILITY CONTRACTS NEXT QUARTER.

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011-OIL & GAS EQUIPMENT, SERVICES
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SEVERAL COMPANIES RECOMMENDED TO NOCK IN CONNECTION WITH WORLD BANK FINANCED TECHNICAL ASSISTANCE CREDIT.

HAVE ONE CANADIAN COMPANY SELECTED TO PARTICIPATE IN PROJECT.

TENDERS ARE OUT - OR SOON WILL BE - FOR DRILLING OF EXPLORATORY WELLS IN BLOCKS 9 & 10 (AND ALSO FOR GEOTHERMAL DRILLING IN EBURRU AREA).

CDN COMPANY EXPECTED TO WIN AT LEAST ONE CONTRACT.

WHITE PRODUCTS FACILITY PIPELINE - MOMBASA.

TO ASSIST CDN COMPANY TO ACQUIRE CONTRACT.

KEEP AU FAIT WITH DEVELOPMENT IN EXPLORATION SECTOR AND PLANS FOR EXTENSION OF PETROLEUM PRODUCTS PIPELINE AND REHABILITATION OF MOMBASA, REFINERY.

ALERT CDN COMPANIES TO PROJECT OPPORTUNITIES AND PROVIDE MARKET ASSISTANCE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 NO NEW DEVELOPMENTS.

QUARTER: 3 1. WEST KENYA PIPELINE EXTENSION TO ELDORET.
2. WHITE PRODUCTS PIPELINE.

SUPPORTED LAVALIN IN BOTH CASES IN MTGS WITH KENYAN OFFICIALS. EDC FINANCING INTEREST INDICATED.

QUARTER: 4 SUPPORT LAVALIN'S ACTIVITIES TO OBTAIN CONTRACTS FOR WEST KENYA PIPELINE EXTENSION TO ELDORET WORTH \$60M. PROMOTE CDN SURVEYORS & DRILLING CONTRACTORS FOR BUSINESS WITH MULTI-NATIONALS IN OIL & GAS EXPLORATION, & WITH KENYAN GOVERNMENT.

CONTINUED SUPPORT OF CDN FIRMS. NO CONCRETE RESULTS THIS QUARTER.

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POST : 303-NAIROBI

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AMMUNITION SALE TO DOD

PARACHUTES - REMAIN AU COURANT WITH DOD REQUIREMENTS.

AWAITING ANNOUNCEMENT OF TENDER.

ADVISE CDN MANUFACTURER WHEN REQUIREMENT
ARISES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CCC WITH ITS CONTRACT WITH 82AF
FILM EVENT HELD FOR 82AF WITH DEHAVILLAND

\$341,000 OF SPARES SOLD TO 82AF JAN TO MAR/87.
PROCESS FOR PAYMENTS ACCELERATED. INTEREST SHOWN
IN PURCHASE OF TWIN OTTERS - MILITARY CONFIGURA-
TION. PARACHUTES OBTAINED FROM U. S. UNDER FMS. AM-
MUNITION CONTRACT AWARDED TO SINGAPORE INDUSTRIE

QUARTER: 2 MEET WITH DEFENSE OFFICIALS TO INTEREST THEM IN
DASH 8M TO REPLACE BUFFALOE AIRCRAFT THAT
CRASHED.

DISCUSSIONS TOOK PLACE TO PRESENT DETAILS ON
DASH 8M, DOD ARE VERY INTERESTED AND HAVE
REQUESTED DEHAVILLAND REP. VISIT FOR DETAILED
DISCUSSIONS.

QUARTER: 3 PROMOTE SALE OF DASH-8 AIRCRAFT TO DEPARTMENT OF
DEFENCE.

REGULAR FOLLOW-UP WITH DEFENCE OFFICIALS & SUP-
PORT TO DEHAVILLAND SALES TEAM&EDC FINANCE TEAM
DURING MEETINGS WITH DEFENCE OFFI. WHO ARE KEEN-
LY INTERESTED IN PURCHASING BUT AWAIT DHC STUDY
ON DASH-8 OPER. ON KENYA RUNWAYS, & DEMO IN KENYA

QUARTER: 4 PROMOTE SALE OF DASH 8 AIRCRAFT TO DEPT. OF
DEFENCE.

SUPPORT OF DEHAVILLAND SALES TEAM WITH DEFENCE
OFFICIALS DURING VISITS AND DEMO OF AIRCRAFT.
ANTICIPATE SALE OF 3 AIRCRAFT NEXT QUARTER.

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

POST : 303-NAIROBI

SUPPORT OF VISIT BY SSEA IN JANUARY 1988.
COORDINATION & SUPPORT OF MANITOBA TRADE MISSION VISIT TO
KENYA & UGANDA MARCH 1988

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 : 327-RABAT

001-AGRI & FOOD PRODUCTS & SERVICE
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST INTRODUCED A FEW CANADIAN CATTLE EXPORTERS AND EMBRYO TRANS-PLANT EXPORTERS TO LARGE LOCAL DAIRY COMPANIES.

POST ORGANIZED A VISIT FOR POTATOES CANADA OFFICIALS TO DISCUSS THE PROBLEM OF ACCESS TO THIS MARKET.

POST WILL CONDUCT A SURVEY OF THE MOROCCAN MARKET FOR GRAIN STORAGE FACILITIES AND WE WILL DISTRIBUTE IT TO THE CANADIAN INDUSTRY.

STUDY THE NEW MOROCCAN PROGRAM AIMING AT ATTAINING FOOD SELF SUFFICIENCY.

UNDERTAKE JOINT ACTIVITIES WITH POTATOES CANADA TO HELP LIFT THE BAN ON CDN SEED POTATOES IN THE MEDITERRANEAN BASIN.

CDN FIRMS WILL BE INVITED TO BID ON REQUIREMENTS. POSSIBILITY OF BARTER ARRANGEMENTS.

ELABORATION OF A STRATEGY TO LIFT THE BAN ON IMPORTS OF NORTH AMERICAN SEED POTATOES INTO MOROCCO.

MOTIVATE A CANADIAN MANUFACTURER OF SMALL STEEL SILOS TO INVESTIGATE FURTHER MARKET PROSPECTS.

IDENTIFY AREAS OF GREATEST EXPORT POTENTIAL FOR CANADA.

CANADA COULD BECOME THE MAIN SUPPLIER OF SEED POTATOES IF THE BAN CAN BE LIFTED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NO PARTICULAR ACTIVITIES PLANNED FOR THIS SECTOR

QUARTER: 2 SEMINAIRE D'ELEVAGE LAITIER.

QUARTER: 3 UNDERTAKE VARIOUS ACTIVITIES AIMING AT LIFTING THE BAN ON CDN SEED POTATOES.

QUARTER: 4 NO PARTICULAR ACTIVITIES PLANNED.

PREPARATION WORK FOR DAIRY SEMINAR SPONSORED BY AGRICOTT. VISIT OF POTATOES CANADA REPRESENTATIVES.

-LE SEM. D'ELEVAGE LAITIER A EU LIEU -DES REPRESENTANTS DE L'ONT. FLUE-CURED TOBACCO GROWERS ASS. ONT VISITE LE MAROC & DOIVENT ENVOYER ECHANTILLONS DE TABACS (PR TESTS). -VENTE DE BEURRE CDN CONCLUE. -LE C. I. I. D. (DRAINAGE) A EU

AN AG. CDA MISSIONN VISITED MOROCCO & DETERMINED THAT ACCESS PROBLEM FOR CDN SEED POTATOES IS NOT OF PHYTOSANITARY NATURE BUT IT IS STRICTLY A COMMERCIAL PROB. IE CDN INDUSTRY WOULD HAVE TO BE AS AGGRESSIVE AS EUROPEAN INDUSTRY.

A SEMEN TOOK PLACE.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 327-RABAT

003-GRAINS AND OILSEEDS
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

THE SIGNING OF A PROTOCOL AGREEMENT BETWEEN A CANADIAN COMPANY
AND THE MINISTRY OF COMMERCE FOR THE SUPPLY OF VEGETABLE OIL.

ENSURE THAT THIS CANADIAN COMPANY IS IN A
PRIVILEGED POSITION WHEN BIDDING ON UPCOMING
TENDERS.

THE IMPLEMENTATION OF THE ACTIVITIES UNDER THE PROTOCOL.

INITIAL SALES OF SOME CDN \$20M IN THE FIRST
YEAR WITH POSSIBILITIES OF SALES REACHING CDN
\$100M IN SUBSEQUENT YEARS.

POST WILL PREPARE WHEAT MARKET REPORTS WITH THE HOPE THAT THE CWB
WILL, WITH THE RECENTLY ANNOUNCED PRICE SUPPORT PROGRAM, BE ABLE
TO TAKE A SHARE OF THIS MARKET.

PERHAPS CWB COULD BE ABLE TO INTRODUCE THE
HY320 IN THE MOROCCAN MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSISTS AGDEVCO IN IMPLEMENTING ACTIVITIES UNDER
THEIR PROTOCOL AGREEMENT BETWEEN THEM, O. C. P. AND
THE MINISTRY OF COMMERCE.

AGDEVCO UNABLE TO FULFILL ITS OBLIGATIONS UNDER
THE PROTOCOLE. WE PREPARED A DETAILED OIL & OILS-
SEEDS REPORT BE DISTRIBUTED TO THE INDUSTRY NEXT
QUARTER. ASSISTED QUEMONT-AGRA IN STUDY FOR SEED
CRUSHING PLANT.

QUARTER: 2 AUCUNE ACTIVITE PLANIFIEE POUR CETTE PERIODE.

LE RAPPORT SUR LE BLE ET LES CEREALES A ETE
COMPLETE.

QUARTER: 3 NO PARTICULAR ACTIVITIES PLANNED.

VISIT TO MOROCCO BY AGDEVCO'S PRESIDENT WHO
UNDERTOOK TO PURSUE MARKET OPPORTUNITIES FOR
VEGETABLE OIL. A CIDA FOOD AID AGREEMENT WAS
SIGNED (WHEAT-\$5M).

QUARTER: 4 NO PARTICULAR ACTIVITIES PLANNED

WE INITIATED A POTENTIAL SALE OF OILSEEDS

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POST : 327-RABAT

009-FOREST PRODUCTS, EQUIP. SERVICES
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

A PRELIMINARY STUDY OF THE MOROCCAN MARKET FOR CDN SOFTWOOD LUMBER HAS BEEN PREPARED FOR THE BPIB.

PROVOKE A VISIT TO MOROCCO BY THE BPIB REPRESENTATIVE WHO COULD DRAW A MARKETING STRATEGY.

UNDERTAKE JOINT MARKET STUDIES AND MARKETING INITIATIVES WITH THE CONSULTANT SELECTED BY CIDA TO ACT AS INTERMEDIARY BETWEEN MOROCCAN IMPORTERS AND CANADIAN EXPORTERS OF SEMI-FINISHED PRODUCTS.

INTRODUCE NEW EXPORTERS TO THIS MARKET USING THE \$5M CIDA LINE OF CREDIT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 UNDERTAKE JOINT MARKET STUDIES AND MARKETING INITIATIVES WITH THE CONSULTANT SELECTED BY CIDA TO ACT AS PURCHASING AGENT FOR THE NEW \$5M CIDA LINE OF CREDIT FOR SEMI-FINISHED PRODUCTS.

CIDA LOAN AGREEMENT WAS SIGNED ONLY INMAY AND CONSULTANT WAS SELECTED IN JUNE. WE HAVE DONE ONLY GROUND WORK: ASSESSMENT OF MARKET POTENTIAL & LISTS OF MAIN EXPORTERS. O. C. P. REQUESTED QUOTATION FOR CDN WOOD.

QUARTER: 2 INTRODUIRE AUPRES DES IMPORTATEURS LOCAUX LE CONSULTANT SELECTIONNE PAR L'ACDI POUR LANCER LE PROJET DE LIGNE DE CREDIT POUR PRODUITS DE BASE.

PLUSIEURS INTRODUCTIONS ONT ETE FAITES DS CE CADRE & 2 VENTES SE SONT MATERIALISEES. DEUX SOCIETES CDNES ONT PU SE PLACER SUR LA LISTE COURTE D'EVENTUELS FOURNISSEURS DE BOIS DE MINE A L'OCP, UNE PREMIERE.

QUARTER: 3 ASSIST THE CIDA OFFICER & THE CIDA CONSULTANT IN PROMOTING THE USE OF THE CIDA LINE OF CREDIT FOR SEMI-FINISHED PRODUCTS.

WE WERE ABLE TO RAISE INTEREST OF LARGE PRIVATE SECTOR GROUP IN THIS LINE OF CREDIT. WE HAVE BEEN ABLE TO SHAKE UP TO MONOPOLY OF SCANDINAVIAN COUNTRIES. MAJOR SALES ARE UNDER NEGOTIATIONS.

QUARTER: 4 ASSIST THE CIDA OFFICER IN PROMOTING THE USE OF THE CIDA LINE OF CREDIT FOR SEMI-FINISHED PRODUCTS.

THE LINE OF CREDIT WORKS VERY WELL AND WE BEGIN TO DISPLACE TRADITIONAL SCANDINAVIAN SUPPLIERS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 327-RABAT

011-OIL & GAS EQUIPMENT, SERVICES
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST IDENTIFIES KEY DISTRIBUTORS OF OIL AND GAS EQUIPMENT AND INTRODUCES THEM TO CANADIAN INDUSTRY.

INCREASE REPRESENTATION OF CDN FIRMS IN MOROCCO AND BETTER POSITION OURSELVES FOR UPCOMING TENDERS.

POST CAPITALIZES ON THE SUBSTANTIAL PCIAC COOPERATION PROGRAM WITH ONAREP BY ORGANIZING PUBLICITY AROUND SIGNATURE OF AGREEMENT AND ARRIVAL OF SEISMIC VESSEL.

ENSURE THAT ONAREP CONSIDERS FAVOURABLY INCREASING ITS BUSINESS WITH CDN FIRMS.

POST WILL SYSTEMATICALLY PURSUE TENDER CALLS DIRECT WITH POTENTIAL SUPPLIERS AND WE WILL INTRODUCE THEM TO LOCAL AGENTS.

INCREASE OUR SHARE OF THIS STILL VERY SMALL BUT POTENTIALLY IMPORTANT OIL AND GAS EQUIPMENT AND SERVICES MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PURSUE ONAREP TENDERS.

WE ASSISTED GEOTERREX AND TECHNICA ENGINEERING WITH THEIR BID. PCIAC SIGNED AGREEMENT FOR SIX WELLS & A PETROLEUM ECONOMICS SEMINAR TOOK PLACE.

QUARTER: 2 AUCUNE ACTIVITE PLANIFIEE.

ARRIVEE DE 5 NOUVEAUX COOPERANTS PCIAC ET POURSUITE PREPARATIFS POUR FORAGE OFFSHORE.

QUARTER: 3 NO PARTICULAR ACTIVITIES PLANNED.

WE ASSISTED PCIAC IN REACHING AGREEMENT WITH MOROCCANS ON FINANCIAL ARRANGEMENTS FOR THE AGADIR OFFSHORE WELL. WE ALERTED CDN FIRMS TO A FEW ONAREP TENDERS.

QUARTER: 4 OIL WELL DRILLING

PETRO-CANADA INAUGURATED ITS FIRST OFFSHORE WELL

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 327-RABAT

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REPORT ON ONPT INVESTMENT PROGRAM AND ASSIST CDN FIRMS IN PURSUING ONPT TENDERS.

POST PREPARED NUMEROUS REPORTS ON ONPT INVESTMENT PROGRAM SENT DIRECT TO POTENTIAL EXPORTERS. AS A RESULT, CMC-DATACOM IS TO BID FOR TELEX SWITCHING EQPT. NORTHERN TELCOM SUBMITTED OFFER FOR TELEPHONE SWITCHING EQPT & CDN GOV CONFIRMED FINA-

QUARTER: 2 ALERTER L'INDUSTRIE AUX A. O. I. LANCES DANS LE CADRE DE TELECOM I ET LES AIDER A SOUMISSIIONNER.

ACTIVITES TRES INTENSES DANS CE DOMAINES AVEC LA REMISE DES OFFRES FINALES DE BCI/NT ET DE MARCONI. NOMBREUX RAPPORTS, SUIVI TRES SERRE DES DOSSIERS.

QUARTER: 3 REPORT ON THE ONPT INVESTMENT PROGRAM & ENSURE THAT THE INDUSTRY IS AWARE OF MARKET OPPORTUNITIES. SUPPORT BCI'S EFFORTS TO PENETRATE THE MOROCCAN MARKET FOR TELEPHONE SWITCHING EQPT.

MAJOR BREAKTHROUGH: BELL CDA WON MAJOR TELECOM TENDER FOR SUPPLY OF PUBLIC TELEPHONE EXCHANGE EQPT (PROGRAM CALLS FOR 600,000 LINES OVER 5 YRS. MARCONI IS ON SHORT LIST FOR TELEX EXCHANGE EQPT SR TELECOM HAS BEEN INVITED TO SUBMIT QUOTATION

QUARTER: 4 PURSUE NUMEROUS PROJECTS UNDER ONPT TELECOM MODERNIZATION PROGRAM.

BEGINNING OF BCI CONTRACT NEGOTIATION. NUMEROUS ONPT TENDERS BROUGHT TO ATTENTION OF CDN FIRMS. MARCONI FAILED TO GET ONPT TELEX EXCHANGE CONTRACT.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :327-RABAT

007-POWER & ENERGY EQUIP. & SERV.
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST COORDINATES WITH CDN FIRMS. THE CDN APPROACH TO THE VARIOUS LOTS OF THE MATMATA HYDRO-ELECTRIC PROJECT AND IT ASSISTS IN VARIOUS ASPECTS OF BID PREPARATION.

GATHER AND PROVIDE MARKET INTELLIGENCE TO CDN SUPPLIER INTERESTED IN FORMING A CONSORTIUM FOR THE JORF LASFAR POWER PLANT.

IDENTIFY KEY DISTRIBUTORS OF POWER AND ELECTRICAL EQUIPMENT AND BRIEF THEM ON THE CANADIAN INDUSTRY.

WE HOPE THAT CDN FIRMS WILL BID AND THAT THEY WILL WIN THESE CONTRACTS.

ENSURE THAT FEW CDN FIRMS ARE MEMBERS OF GOOD INT'L CONSORTIUM WHICH WOULD HAVE A CHANCE OF WINNING THIS CONTRACT.

GENERATE A FEW AGENCY AGREEMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CDN FIRM IN POSITIONING THEMSELVES FOR THE JORF LASFAR THERMAL POWER PLANT.

NUMEROUS ACTIVITIES: COMBUSTION ENGINEERING, HYDRO QUEBEC INTRNATIONAL & WESTINGHOUSE ALL VISITED TERRITORY & ARE PURSUING MAJOR PROJECTS IN THIS COUNTRY.

QUARTER: 2 ALERTER L'INDUSTRIE DES A. O. I. ET LA CONSEILLER SUR FACON ABORDER LE MARCHE.

WESTINGHOUSE A SOUMISSIONNE SUR LA RENOVATION D'ALTERNATEURS POUR L'O. N. E.

QUARTER: 3 PROVIDE MARKET INTELLIGENCE TO CDN SUPPLIERS INTERESTED IN FORMING A CONSORTIUM FOR THE JORF LASFAR POWER PLANT.

COMBUSTION ENGINEERING FORMED CONSORTIUM FOR JORF LASFAR POWER PLANT. WESTINGHOUSE & ALCAN ARE SHORT-LISTED FOR MAJOR CONTRACTS WITH ONE. WESTINGHOUSE HELD HIGHLY SUCCESSFUL SEMINAR ON CDN RURAL ELECT. TECH& HQI PURSUED MAJOR PROJECTS.

QUARTER: 4 PURSUE ENERGY PROJECTS WITH ONE.

WESTINGHOUSE WAS AWARDED CONTRACT FOR REHABILITATION OF FIVE HYDRO-ELECTRIC ALTERNATORS.

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POST : 327-RABAT

VISIT BY MR MICHEL CHAMPAGNE, PARLIAMENTARY SECRETARY, MINE -
OFFICIAL INAUGURATION OF PCIAO OFFSHORE DRILLING PROGRAM.
(2) VISIT MINISTER LAENSER TO CANADA. (3) MALKA TRADE MIS-
SION. (4) VISIT OF QUEBEC LIEUTENANT-GENERAL.

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POST : 347-RIYADH

001-AGRI & FOOD PRODUCTS & SERVICE
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETE MARKET REPORT ON AGRICULTURE.

RAISE INTEREST OF CANADIAN SUPPLIERS AND
ENCOURAGE VISITS TO THE MARKET.

CONDUCT MARKET SURVEY FOR FOOD PRODUCTS IMPORTED BY SAUDI ARABIA.

TO HAVE MORE CANADIAN PRODUCTS AVAILABLE IN
SAUDI MARKET.

ENCOURAGE CANADIAN FIRMS TO INVITE LARGE FARM OWNERS TO CANADA
FOR TRADE SHOWS AND OTHER EVENTS.

ACQUAINT FARM OWNERS WITH CANADIAN EXPERTISE
AND CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 AGRICULTURAL MISSION

VISITED MAJOR FARMS IN KINGDOM, CO'S. NOW
HAVE DIRECT CONTACT WITH END CLIENTS.

QUARTER: 1 SAUDI AGRICULTURE 87

CDN CO'S MADE PERSENCE KNOWN IN MARKET, MAJOR
POTENTIAL FORESEEN IN AREAS PF PEAT MOSS, SEED
EQUIPMENT.

QUARTER: 2 -----

QUARTER: 3 TO INCREASE CDN PRESENCE IN AGRI-FOOD SECTOR
BY IDENTIFYING NEW POTENTIAL CUSTOMERS.

CONTACTS WERE MADE WITH TWO JEDDAH BASED COMPAN-
IES WHICH ARE IN THE PROCESS OF NEGOTIATING WITH
A NUMBER OF CDN COMPANIES IN FOOD SECTOR.

QUARTER: 3 TOUR OF HA'IL & QASSIM.

VISIT TO MAJOR AGRIC. AREAS TO INCREASE INTEREST
IN CDN TECHNOLOGY PRIOR TO AG. SHOW.

QUARTER: 4 FOLLOW-UP MISSION FOR BAHRAIN MEFEX FOOD PROD-
UCTS SHOW.

IMMEDIATE SALES OF OVER \$ 1 MILLION DURING
FOLLOW-UP VISITS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 347-RIYADH

011-OIL & GAS EQUIPMENT, SERVICES
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT & MACHINERY

URGE THE ALBERTA GOVERNMENT TO INVITE SENIOR TECHNICAL MANAGERS FROM PETROMIN AND SABIC TO ATTEND THE SUMMER LONG PETROLEUM TECHNOLOGY COURSES EVERY YEAR.

TO HAVE AT LEAST 3 STUDENTS PER YEAR.

CONTACT ALL PIPELINE, BULK STORAGE AND RECOVERY TECHNOLOGY COMPANIES TO ENSURE THEY KNOW HOW TO PREQUALIFY IN PARALLEL AS SUBCONTRACTORS TO SAUDI FOREIGN CONTRACTORS.

TO HAVE AT LEAST 5 NEW COMPANIES PREQUALIFIED

ENCOURAGE PRESENTATION OF TECHNICAL PAPERS FROM CANADA AT EACH OIL AND GAS CONFERENCE ORGANIZED BY UNIVERSITY OF PETROLEUM AND MINERALS.

ARRANGE 2 PRESENTATIONS PER YEAR.

ENCOURAGE SNC TO DETERMINE ITS INTEREST IN LICENSING ITS SINGLE CELL PROTEIN PLANT WITH A LOCAL PARTNER.

TO HAVE FEASIBILITY FINISHED BY 1987.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 REPORT ON ACTIVITIES OF ARAMCO.

OIL AND GAS REPORT SENT.

QUARTER: 3 -----

QUARTER: 4 OIL AND GAS OPERATIONS AND MAINTENANCE MISSION.

VISIT OF 3 CANADIAN COMPANIES ESTABLISHED DIRECT CONTACT WITH POTENTIAL CLIENTS (REFINERIES, PETROCHEMICAL PLANTS). POTENTIAL SALES OVER NEXT 2 YEARS: 5 MILLION.

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POST : 347-RIYADH

014-EDUCATION, MEDICAL, HEALTH PROD
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HOSP. & MEDICAL EQUIP. INSTRUM.

CONTINUE TO IDENTIFY AND INTRODUCE CANADIAN EQUIPMENT SUPPLIERS OF DISPOSABLES TO SAUDI BUYERS.

ENCOURAGE SAUDI SUPPLIERS TO ATTEND CANADIAN MEDICAL EQUIPMENT TRADE SHOWS.

EXAMINE CANADIAN SUPPLY CAPABILITIES IN THIS AREA AND PROVIDE SHORT REPORT.

ESTABLISH 2-3 NEW AGENCY AGREEMENTS OVER THE F/Y

INCREASE THE NUMBER OF AGENCY AGREEMENTS BY TWO.

DETERMINE HOW BEST TO FIT CANADIAN CAPABILITIES TO SAUDI REQUIREMENTS.

EDUCATIONAL SERVICES, EQUIPMENT

COMPLETE DEVELOPMENT OF CCC PROPOSAL TO MODA FOR POST-GRAD TRAINING OF TECHNICIANS.

ARRANGE VISIT BY TORONTO INSTITUTE OF MEDICAL TECHNOLOGY TEAM TO INVESTIGATE DHARHAN ACADEMY PROPOSAL.

UNDERTAKE STUDY OF THIS MARKET TO DETERMINE REAL NEEDS OVER NEXT 2 YEARS.

IDENTIFY AND INTRODUCE CANADIAN MANAGEMENT AND EQUIPMENT SUPPLIERS TO SAUDI CONTRACTORS AND DISTRIBUTORS.

TRAINING OF MEDICAL STAFF FROM SAUDI ARABIA IN CANADA

ESTABLISHMENT OF "MOTHER INSTITUTE" BETWEEN TIMT AND DHAHRAN ACADEMY.

IDENTIFY MORE FULLY CANADIAN CAPABILITIES AGAINST MKT DEMANDS.

ENABLE CANADIAN SUPPLIERS TO BID ON PROJECTS IN KSA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTRODUCE CDN EQUIPMENT SUPPLIERS OF DISPOSABLES TO SKA.

SIGNATURE OF AGENCY AGREEMENT CARDIO-MED/BASSAM TRADING. HAVE INTERESTED MAJOR TRADING CO'S IN TERRITORY TO CDN EXPERTISE FOR UPCOMING TENDERS.

QUARTER: 1 PROMOTE CDN TRAINING FACILITIES TO MODA/MINISTRY OF INTERIOR, CIVIL DEFENCE/GOTEVOT/ARAB CENTER FOR SECURITY STUDIES AND TRAINING (ACSST).

PROMISE THAT 2 MDICAL OFFICERS WOULD ATTEND ONE MEDEVAC COURSE THIS SUMMER. HAVE INTERESTED MIN. OF INT. CIVIL DEFENCE TO CODE GROUP PACKAGE TRAINING IN CDA. OBTAINED COMMITMENT FROM GOTEVOT TO SEND OFFICER ON TRAINING. ACSST TO BEGIN DISCUS/

QUARTER: 2 PREPARATION FOR MEDICARE MISSION.

MET MAJOR MEDICAL SUPPLIES FIRMS IN RIYADH. DEVELOPED CONTACT LIST FOR MEDICARE MISSION.

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 347-RIYADH

OOB-TRANSPORT SYS, EQUIP, COMP, SERV.
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

REINFORCE THE CDN REPUTATION AS A LEADER IN THE AUTOMOTIVE IND BY INTENSIFYING THE PUBLICITY.

INCREASE THE CDN SHARE OF THE MARKET.

ENCOURAGE CDN PARTS COY TO ESTABLISH JT V PARTS DISTRIBUTION CENTRES.

INCREASED SALES

IDENTIFY & INTRODUCE CDN FIRMS TO THE MINISTRY OF INDS & PRIVATE FIRMS AS PROSPECTIVE PARTNERS FOR AUTO PARTS ASSEMBLY.

ESTABLISHMENT OF LONG TERM CDN SALES PRESENCE IN AN INCREASINGLY PROTECTIST MARKET.

INITIATE MARKETING OF TRUCK PARTS FOR MILITARY VEHICLES MARKET BY IDENTIFYING CLIENT REQUIREMENTS & PRINCIPAL SAUDI MAINTENANCE SUBCONTRACTORS.

PENETRATE MAJOR MILITARY MARKETS FOR FIRST TIME.

AEROSPACE

PROMOTION OF AVELEX/ARABASCO AGENCY AGREEMENT

0.5 MILLION SERVICES/PARTS WORK

PRESENTATION OF DASH 7/DASH 8 ROUTE STUDY TO SAUDI AIRLINES

LEASE OF DASH 7 - VALUE \$1 MILLION

CONVERT CURRENT LEASE OF VIP CHALLENGER 601 INTO PURCHASE AGREEMENT.

VALUE \$ 12 MILLION

DEMONSTRATION OF DASH 7 TO SAUDI

SALE OF TWO UNITS. PROBABILITY OF SUCCESS 30% - VALUE \$20 MILLION

PRESENTATION OF DASH 8 MONITORING SURVEILLANCE PACKAGE

SALE OF TWO UNITS - VALUE \$20 MILLION. PROBABILITY OF SUCCESS 40%.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGE CDN AUTO PARTS CO'S TO ESTABLISH SAUDI /CDN AUTO PARTS DISTRIBUTION CENTERS THROUGHOUT THE KINGDOM.

IDENTIFIED AND INTRODUCED SIYANAH OF RIYADH AS PROSPECTIVE PARTNER TO CDN TEAM. SAUDI PARTNERS WILL VIASIT CANADA IN JULY TO FINALIZE THE DEAL.

QUARTER: 2 FOLLOW UP ON JOINT VENTURE TO IMPORT AUTOPARTS FROM CANADA.

VISITED NEW J-V PREMISES. MET CANADIAN ADVISOR.

QUARTER: 3 INCREASE AWARENESS OF CDN CAPABILITIES IN AUTO-PARTS SECTOR.

CONTACT ESTABLISHED WITH LOCAL COMPANY WITH PARTICULAR INTEREST IN NORTH AMERICA SPARE PARTS FOR PASSENGER VEHICLE.

QUARTER: 4 -----

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POST : 347--RIYADH

005-COMM. & INFORM. EQP. & SERV.
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

EXPAND DIALOGUE/SURVEY WITH SAUDI TELECOM CONTRACTORS AND AGENTS WITH WHOM CANADIAN COMPANIES MIGHT WORK

ENCOURAGE TDD TO FOCUS ON EARLY 87 DEFENCE AND SECURITY PRODUCTS MISSION ON MILITARY TELECOMMUNICATIONS

SURVEY OPPORTUNITIES TO JOINT VENTURE ASSEMBLE TELECOM EQUIPMENT IN KSA FOR REGIONAL MARKETS

FOLLOW-UP DEFENCE AND SECURITY PRODUCTS MISSION DIALOGUE WITH MILITARY TELECOM DEPARTMENTS TO IMPROVE CURRENTLY RESTRICTED ACCESS

PROMOTE CANADIAN CAPABILITIES IN PUBLIC NETWORK PAQUET SWITCHING AND TELETEX TRANSMISSION AS PTT INTRODUCES TELETEX SERVICES IN 1987

BETTER INFORMATION ON PROSPECTS FOR LIMITED NEW CAPITAL PURCHASING

TRY OPEN DOORS OF MILITARY TELECOM DEPT.

ENSURE CANADIAN EQUIPMENT NOT EXCLUDED FROM MARKET BY COMPETITION

IDENTIFICATION OF PRIORITY REQUIREMENT ESPECIALLY SOLE-SOURCING PROSPECTS

INCREASE AWARENESS OF CANADIAN DATA MANUFACTURERS.

COMPUTERS, SOFTWARE & SYSTEMS

SUPPORT ALIS IN ESTABLISHING EFFECTIVE MARKETING NETWORK FOR THEIR ENGLISH/ARABIC SYSTEMS

GATHER MARKET INTELLIGENCE ON ENGLISH, FRENCH AND US COMPETITION IN ORDER TO OFFER SUPPLIES AND SERVICES TO ACTUAL USERS.

CREATE AN ELECTRONIC BULLETIN WHICH WILL OFFER TECHNICAL NEWS FROM CANADA TO LOCAL USERS AND BUYERS.

PROMOTE SALE OF COMPUTER BASED SYSTEMS FOR OVERHAUL AND MAINTENANCE OF INDUSTRIAL PLANTS

APPOINTMENT OF AGENT AND DISTRIBUTORS.

INCREASE NUMBER OF CDN COMPUTER SYSTEMS FIRMS IN KSA.

INCREASE FAMILIARITY WITH CDN COMPUTER FIRMS.

SALE OF SYSTEM TO ONE OF MAJOR INDUSTRIAL USERS (PETROCHEMICAL) IN KINGDOM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 FOLLOW UP ON SPECTRUM MANAGEMENT PROPOSAL.
FOLLOW UP OF CANADIAN OBSERVATORY PROJECT.

QUARTER: 3 -----

MET ACTING DEPUTY MINISTER PTT.
MET PRESIDENT AND VICE PRESIDENT OF KACST.
REPORTED TO NRC.

REPORT 4
88/07/27

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

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POST : 347-RIYADH

005-COMM. & INFORM. EQP. & SERV
SAUDI ARABIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 PARTICIPATION IN SAUDI COMMUNICATIONS '88

QUARTERLY RESULTS REPORTED:

10 CANADIAN COMPANIES PARTICIPATED IN WELL AT-
TENDED STAND. JEC TECHNICAL MEETINGS TOOK PLACE
AT SOME TIME.

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 : 347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE & MARINE

CONTINUE TO PROD SAUDI FAL LTD TO LOBBY GOVERNMENT FOR FUNDING OF AIRCRAFTS REMOTE SENSING/BORDER PATROL.

FOLLOW-UP ON REQUEST FOR CDN MAINTENANCE COMPANY TO BID ON C130 OVERHAUL, BY ENSURING THAT COMPANIES ARE WELL BRIEFED TO JT V.

ATTEMPT TO DEVELOP DIALOGUE WITH RSAF.

INVESTIGATE WHETHER DND WOULD CONSIDER PLACING RSAF OFFICER IN ONE YEAR STAFF COLLEGE COURSE AND THEN APPROACH RSAF WITH EXPRESSED INTEREST IN POST

PROMOTE CAPABILITY OF CANADIAN AIRCRAFT PLATFORM FOR MARITIME SURVEILLANCE AND ASW OPERATIONS

INVITATION TO CDN COMPANIES TO DEMO SAR & SUBMIT QUOTE BY MAY 87

BID ON TENDER IN EARLY 87

BETTER IDENTIFY OPPORTUNITIES FROM CANADA

OBTAIN INVITATION TO MAKE FORMAL PROPOSAL

ARMAMENTS & VEHICLES

FOLLOWING PROJECTED FOR \$1.7 B IN PIRANHA PURSUE JOINT VENTURE ARRANGEMENT BETWEEN CDN COY AND SAUDI FAL

FOLLOW-UP ENQUIRY OF SAUDI FAL FOR AIRBASE CRASH TRUCKS TO LINK UP BEST CANADIAN SUPPLIER.

UNDERTAKE COMPREHENSIVE SURVEY OF MILITARY & CIVILIAN MARKETS FOR RANGE OF CAN SECURITY EQUIPMENT.

EXPAND SUCCESSFUL AUTO PARTS MARKETING TO EMPHASIZE PARTS FOR MILITARY TRUCK AND JEEP FLEETS.

ESTABLISHMENT OF VEHICLE MAINTENANCE CAPABILITY SHOULD SUPPORT MODA CONTRACT

BID ON TENDER EXPECTED IN LATE 86.

MORE EFFECTIVE PROMOTION OF CANADIAN SECURITY EQUIPMENT

ESTABLISH SAUDI AGENTS FOR MILITARY PARTS EXPORTERS.

ELECTRICAL & ELECTRONIC

CONTINUE STRONG SUPPORT AND NEW LEADS FOR CDN COYS TO ENSURE THEIR INITIAL MARKETING PENETRATION PAYS OFF.

FOLLOW-UP ON PCA/IAP GENERAL AMIN'S VISIT TO CDA TO IMPROVE MKTG OF CDN COYS FOR RANGE OF AIRPORT NAV SYSTEMS AND O & M SERVICES.

INITIATE PROMOTION OF MICROWAVE LANDING SYSTEMS AS PART OF 7.7
iii.

CONTRACTS WORTH \$20 - 100M.

EXCHANGE OF TRANSPORT CDA ADVISORS/PCA STUDENTS. INVITATION TO BID AIRPORT CONSULTIN AND O & M SERVICES.

ESTABLISHMENT OF SAUDI AGENTS AND SAUDI/PCA AWARENESS OF CAN TECHNOLOGY.

REPORT 4
88/07/27

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

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POST : 347-RİYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

REQUEST TDE TO PROVIDE INFO ON CAN EW CAPABILITIES IN ORDER TO
LAUNCH MAJOR PROMOTION AT RSAF.

ESTABLISH CAN IMAGE IN FOREFRONT OF RSAF
PLANNING FOR FUTURE MAJOR PURCHASES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 FOLLOW UP ON CONTACTS REGARDING SALE OF LIGHT
ARMOURED VEHICLE.

REPORT SENT TO GM CANADA AND EXTOTT.

QUARTER: 3 -----

QUARTER: 4 -----



REPORT #5
88/07/27

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

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347 - RIYADH

SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

NON SECTORALLY ORIENTED ACTIVITIES

DEVELOP CONTACTS WITH SENIOR BANKING AND FINANCIAL OFFICIALS TO
PROMOTE INVESTMENT OPPORTUNITIES IN CANADA.

INFLUENCE PLACEMENT OF FUNDS IN
CANADA.

PROMOTE INVESTMENT ASPECT OF BUSINESS IMMIGRANTS PROGRAM AMONG WEALTHY
EXPATRIATE COMMUNITY.

INCREASE INTEREST IN INVESTING IN CANADA
AS A PRELUDE TO EMIGRATING.

REPORT #5
88/07/27

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

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347 - RIYADH

SAUDI ARABIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

FOLLOW UP SAUDI PARTICIPATION AT OPPORTUNITIES
CANADA CONFERENCE.

-ARRANGED 7 DAY PROGRAM FOR WOOD GUNDY REPS TO
PROMOTE \$100M CANADIAN INVESTMENT FUND TO SENIOR
BUSINESSMEN IN RIYADH, JEDDAH AND EASTERN
PROVINCES.
-ARRANGED PROGRAM IN CANADA FOR TWO SAUDI
INVESTORS WITH POTENTIAL COMBINED DIRECT INVEST-
MENT OF \$20M.

QUARTER : 2

ORGANIZE SAUDI CHAMBER OF COMMERCE BUSINESSMENS
VISIT OT CANADA. THIS MISSION HAS DUAL OBJECTIVE
OF TRADE PROMOTION AND INVESTMENT.

AS A RESULT OF INTRODUCTIONS AL MUTLAG GROUP HAS
INVESTED IN FURNITURE FACTORY IN QUEBEC.
PRODUCTION TO BE SOLD TO KSA. DELEGATION OF 27
PROMINENT BUSINESSMEN STARTED CANADIAN PROGRAM
24 SEPTEMBER 1987.

QUARTER : 3

WOOD GUNDY MISSION TO PROMOTE SAUDI-CANADIAN
EMERGING GROWTH FUND.

WOOD GUNDY HAS RECEIVED INITIAL SUBSCRIPTIONS
FROM SAUDI INVESTORS IN THE AMOUNT OF
\$26 MILLION.

QUARTER : 4

ASSIST WOOD GUNDY IN PROMOTION OF INVESTMENT
FUND.

WOOD GUNDY ABLE TO MEET LARGE SCOUP OF
POTENTIAL INVESTORS -- POTENTIAL COMMITMENTS OVER
\$ 10 MILLION.

REPORT 4A
88/07/27

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

POST : 347-RIYADH

OUTGOING HEALTHCARE MISSION TO CANADA FEBRUARY 1988.

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

POST : 342-TEL AVIV

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

IDENTIFY OPPORTUNITIES FOR CDN. SUPPLIERS TO PROVIDE MGT CONSUL-
TING SERVICES TO SUBURBAN TRANSIT AUTHORITY.

OBTAIN EQUIPMENT SPECS, DETERMINE SOURCES, ENSURE CANADIAN SUP-
PLIERS ARE INCLUDED ON BIDDER LISTS.

ANTICIPATED RESULTS:

POTENTIAL TURNKEY PROJECT.

DEFINED MARKET POTENTIAL AND CANADIAN
POSITION. INVOLVEMENT OF EDC.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 SUBURBAN TRANSIT - SURVEILLANCE PENDING CHANGE
IN IMPLEMENTING AGENCY.

QUARTER: 2 -----

QUARTER: 3 ACQUIRE SPECS FOR 450 PASSENGER 3-CAR COMMUTER
TRAIN UNITS SUBURBAN RAPID TRANSIT. ACTIVATE PO-
TENTIAL REP FOR CDN SUPPLIER. OBTAIN MINISTERIAL
LEVEL ASSESSMENT OF RR EXTENSION TO EILAT.

QUARTER: 4 OBTAIN "APPROVED SUPPLIER" STATUS AND TENDER
ISSUANCE TO CANADIAN SUPPLIER OF SUBURBAN RAPID
TRANSIT UNITS.

QUARTERLY RESULTS REPORTED:

ASCERTAINED MERGER OF RAILWAY WITH PORTS AUTHOR-
ITY; TOP PRIORITY STATUS OF THIS PROJECT TO NEW
MANAGEMENT GROUP. IDENTIFIED KEY PLAYERS.
ALERTED SUPPLIERS TO NEW SITUATION.

AGENT ACTIVATED. SPECS FORWARDED TO CDN SUPPLIER.
MINISTER OF TRANSPORT ADVISED EILAT EXTENSION
NOT VIABLE & WOULD NOT PROCEED.

TENDER ISSUED TO BOMBARDIER. THEY DECLINED TO
BID.

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

POST : 342-TEL AVIV

012-PETROCHEM & CHEM PROD, EQP, SERV
ISRAEL

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	EQUIPMENT & MACHINERY	
	NEW PROJECT-CONTINUE TO MONITOR PROJECT DEVELOPMENT AND INFORM CANADIAN SUPPLIERS OF MARKET OPPORTUNITY.	INTRODUCE CANADIAN SUPPLIERS TO MARKET.
	IDENTIFY CDN SUPPLIERS FOR POLYPROPYLENE PLANT EXPANSION PROJECT AND ATTEMPT TO OBTAIN PROJECT FOR CANADIAN SUPPLIERS ONLY ON TURNKEY BASIS.	POSSIBLE BASIS FOR TURNKEY PROJECT.
	IDENTIFY EQUIPMENT REQUIREMENTS AND DETERMINE SUPPLY POTENTIAL.	ENABLE CO-ORDINATION WITH EDC AS BASIS FOR LOAN OFFER.
	IDENTIFY ENGINEERING FIRMS HAVING REQUIRED CAPABILITY.	DEVELOP SPECIFICATIONS IN CO-ORDINATION WITH SUPPLIERS AND KNOW-HOW SOURCE.
<hr/>		
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	SURVEILLANCE PENDING DECISION TO ACCEPT GOVT COMPROMISE OFFER OF GRANT/LOAN FUNDING FOR 60 KTPA POLYPROPYLENE PLANT. ASCERTAIN INTEREST OF CONSULTING ENGINEERING GROUPS IN PROJECT.	ASCERTAINED ACCEPTANCE OF GOVT OFFER; INITIATION LEGAL FORMATION OF J-V COMPANY AND APPLICATION OF REFINERY FOR PERMISSION TO ENTER INTO J-V . NO/NO RESPONSE FROM LAVALIN OR MONENCO.
QUARTER: 2	-----	
QUARTER: 3		
QUARTER: 4	-----	PROMOTION OF SALES OF INDUSTRIAL CHEMICALS IN TERRITORY AS WELL AS LICENCING AGREEMENTS.

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

POST :342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV.
ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

PROVIDE SOURCE RECOMMENDATIONS TO ELECTRICAL UTILITY IF LONG DEFERRED 2 X 55MW THERMAL STATION PROJECT RE-ACTIVATED. OPTIONS EXPIRED ON AN ESTIMATED US\$3M AUXILIARY EQUIPMENT WHICH WILL BE RE-TENDERED.

DISCUSS WITH OIL REFINERIES PERSONNEL PURCHASE OF THIRD BOILER TO OBTAIN USE OF ANTIQUATED UNIT WHEN OPERATING BOILERS DOWN FOR MAINTENANCE.

DISCUSS STATUS OF PLANNING FOR INDUSTRIAL BOILERS WITH VARIOUS POTENTIAL CLIENTS.

ANTICIPATED RESULTS:

RENEWED MARKET POTENTIAL.

POSSIBLE SUPPLY OF THIRD BOILER FROM CANADA IN ADDITION TO THOSE SUPPLIED TWO YEARS AGO.

DEFINED MARKET POTENTIAL.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 2X550MW THERMAL STATION - SURVEILLANCE PENDING RECEIPT OF SHOPPING LIST COVERING AUXILIARY EQPT FOR WHICH OPTIONS EXPIRED.

QUARTER: 2 IN CO-ORDINATION WITH EDC PREPARE LIST OF RECOMMENDED SUPPLIERS PER "SHOPPING LIST" SUBMITTED BY ELECTRIC CORP. FOR UNITS 3-4 (2 X 550 MW STATION).

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ASCERTAINED IDENTITY OF ENGINEERING GROUP PREPARING SHOPPING LIST; MADE CONTACT AND OFFERED ASSISTANCE.

SUPPLIER LIST COMPLETED AND SUBMITTED TO ELECTRIC CORP. LIST COVERS 30 GROUPS OF AUXILIARY EQUIPMENT FOR WHICH 79 SUPPLIERS IDENTIFIED. VALUE ESTIMATED AT USD\$50M.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :342-TEL AVIV

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	INVESTIGATE APPLICATION OF MRP SYSTEM TO I. D. CARDS FOR LARGE EMPLOYERS.	EXPANSION OF MARKET POTENTIAL. INTRODUCE SYSTEM TO LARGE CORP.
	IDENTIFY OTHER MARKET OPPORTUNITIES FOR ELECTRONICS EQUIPMENT.	DEVELOP NEW MARKETS FOR CANADIAN PRODUCTS.
	IDENTIFY CATV OPERATORS AS GOVERNMENT FRANCHISES AWARDED DURING 1987.	IDENTIFICATION OF POTENTIAL BUYERS AND MARKET POTENTIAL.
	INVESTIGATE POTENTIAL FOR CONSULTING SERVICES FOR INSTALLATION TECHNIQUES AND OPERATING PROCEDURES AND ADVISE CANADIAN SUPPLIERS	EXPAND MARKET BEYOND SUPPLY OF HARDWARE.
<hr/>		
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
QUARTER: 2	DEFINE, IMPLEMENT ELEMENTS OF MARKETING PLAN AND STRATEGIES IN CO-ORDINATION WITH LOCAL REP, CANADIAN SUPPLIERS AND CONSULTANTS.	REPRESENTA'L & BUSINESS AGREEMENTS FINALIZED WITH LOCAL PARTY FOR COMPONENT SUPPLY & SYSTEM DESIGN. PILO PROPOSAL SUBMITTED - CEO LINDSAY SPECIALITY PRODUCTS MET KEY PLAYERS, MTS ARRANGING FOR SEMINAR ON CATV IN ISRAEL.
QUARTER: 3	SUPPORT CDN BID TO SUPPLY PILOT CATV SYSTEM TO BEZEG-ISRAEL TELECOM AUTHORITY. SUPPORT CDN CONSULTANTS OFFICE TO OTHER CLIENTS FOR FULL SCALE SYSTEM DEVELOPMENT.	CDN FIRM AWARDED SUPPLY OF COMPONENTS FOR PILOT SYSTEM. NEGOTIATIONS IN PROGRESS BETWEEN CDN CONSULTANT REP & VARIOUS POTENTIAL CLIENTS.
QUARTER: 4	SUPPORT LOCAL AGENT OF CANADIAN SUPPLIERS BIDDING ON CATV SYSTEMS FOR POTENTIAL FRANCHISE HOLDERS.	BID SUBMITTED FOR INITIAL SEVEN FRANCHISE AREAS. HOLDING PENDING AWARD OF FRANCHISE SCHEDULED FOR 15 APRIL 1988.



342 - TEL AVIV

ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

EDUCATION, MEDICAL, HEALTH PROD HOSP. & MEDICAL EQUIP, INSTRUM.
RESEARCH POTENTIAL CANDIDATES FOR "INVESTMENT" BASED ON TECHNOLOGY
TRANSFER TO NRC AND PROVINCIAL REQUESTS.

DRAW UP INVENTORY OF ISRAELI FIRMS POSSES-
SING APPROPRIATE TECHNOLOGY IN EDUC.,
MED., HEALTH PROD. IND.

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY
FOLLOW UP TIP WORKSHOPS (11.86) AND "TECHNOLOGY 2000" (4.87) BY
SEEKING STRATEGIC PARTNERS FOR J-V'S.

HOPE TO INTRODUCE 10 ISRAELI FIRMS TO
POTENTIAL CANADIAN PARTNERS.

AGRI & FOOD PRODUCTS & SERVICE AGRICULTURE MACH, EQUIP, TOOLS
RESEARCH POTENTIAL CANDIDATES FOR "INVESTMENT" BASED ON TECHNOLOGY
TRANSFER FOR NRC AND PROVINCIAL REQUESTS.

DRAW UP INVENTORY OF ISRAELI FIRMS POSSES-
SING APPROPRIATE TECHNOLOGY IN AGRI. AND
FOOD/AGRIC. MACH., EQPT., TOOLS IND.

AGRI & FOOD PRODUCTS & SERVICE FOOD HANDLING, PROCESSING EQUIP
RESEARCH POTENTIAL CANDIDATES FOR "INVESTMENT" BASED ON TECHNOLOGY
TRANSFER FOR NRC AND PROVINCIAL REQUESTS.

DRAW UP INVENTORY OF ISRAELI FIRMS POSSES-
SING APPROPRIATE TECHNOLOGY IN AGRI AND
FOOD/FOOD HANDLING, PROC. EQPT. IND.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

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ISRAEL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

RESEARCH POTENTIAL CANDIDATES FOR 'INVESTMENT'
BASED ON TECHNOLOGY TRANSFER TO NRC AND
PROVINCIAL REQUESTS.

TEN ISRAELI-CANADIAN PAIRS PUT IN CONTACT.

QUARTER : 2

RESEARCH POTENTIAL CANDIDATES FOR "INVESTMENT
BASED ON TECHNOLOGY TRANSFER TO NRC AND
PROVINCIAL REQUESTS".

5 ISRAELI-CANADIAN PAIRS PUT IN CONTACT.

QUARTER : 3

STUDY MEDICAL DEVICE SECTOR TO SELECT APPRO-
PRIATE FIRMS FOR INCOMING JV/LICENSING MISSION
TO CDA, MARCH 88. (02) PARTICIPATION TIP WORKSHOP.
(03) ASSIST ELECTROHOME IDENTIFY & MEET ISRAELI
FIRMS WITH PRODUCTS SUITABLE FOR PRODUCTION IN
CDA.

14 APPROPRIATE CANDIDATES IDENTIFIED.
COMPLETED.
ARRANGED ITINERARY, ACCOMPANIED ON VISITS.
ELECTROHOME WILL NEGOTIATE WITH 2 ISRAELI FIRMS.

QUARTER : 4

PLANNED INCOMING MISSION OF ISRAELI MANUFACTU-
RERS IN THE HEALTH CARE SECTOR. MISSION TOOK
PLACE IN MARCH 1988. (2) PRESENTATIONS TO TAR-
GETTED FIRMS.

IDENTIFIED EIGHT LOCAL HEALTH CARE COMPANIES
WITH INNOVATIVE TECHNOLOGIES IN THE AREAS OF
BIOTECHNOLOGY, MEDICAL DEVICES AND MEDICAL
ELECTRONICS, AND MATCHED THEM UP WITH CANADIAN
PARTNERS FOR JOINT-VENTURE/TECHNOLOGY TRANSFER
AND JOINT R&D AS PER CANADA/ISRAEL MEMORANDUM OF
UNDERSTANDING ON R&D. - 3 LARGE FIRMS HAVE ASSI-
GNEED STAFF TO INVESTIGATE POSSIBILITY OF LOCA-
TING IN CANADA OR ESTABLISHING J-V.

REPORT 4A
88/07/27

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

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

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7-DAY VISIT BY 3 PERSON EDC TEAM. FULL SCHEDULE OF VISITS
ARRANGED.

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 : 324-TUNIS

016-INDUSTRIAL MACHIN, PLANTS, SERV.
TUNISIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SERVICES INCLUDING CONSULTING

ASSISTANCE AND ADVICE TO A CANADIAN COMPANY WITH RESPECT BOTH TO FINANCING AND REPRESENTATIONS TO TUNISIAN AUTHORITIES FOR THE BARBARA DAM PROJECT.

OBTAINING A CONTRACT.

ASSISTANCE TO A CANADIAN COMPANY IN RELATION TO THE MINISTRY OF THE INTERIOR'S TELECOMMUNICATIONS PROJECT.

OBTAINING A CONTRACT.

ASSISTANCE TO A CANADIAN COMPANY IN THE HOSPITALITY MANAGEMENT SECTOR.

IDENTIFICATION OF A SPECIFIC PROJECT.

IDENTIFICATION OF AN OPPORTUNITY TO SUPPLY COMPUTER SERVICES TO C. N. I. AND STEG.

OBTAINING A CONTRACT FOR A CANADIAN COMPANY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 APPUYER SOUMISSION CANADIENNE POUR AOI. ACHAT DE DUMPERS ET CHARGEUSES.

COMPLETER OFFRE DE FINANCEMENT CDN (SEE/ACDI). VISITER SUR PLACE HAUTES AUTORITES DE CPG. OCTROI DU CONTRAT AU CANADA \$6.5 MILLION.

QUARTER: 4 ASSISTER SOCIETE CANADIENNE A NEGOCIER CONTRAT FINANCIER POUR ACHAT DE DUMPERS ET CHARGEUSE. APPUYER SOUMISSION CANADIENNE POUR AOI -SERVICES DE SUPERVISION DES TRAVAUX DU LAC DE TUNIS.

OBTENTION ET MISE EN PLACE DU FINANCEMENT CANADIEN (LIGNE DE CREDIT SEE/ACDI)AFIN DE PERMETTRE CONCLUSION FINALE DU CONTRAT. OCTROI DU CONTRAT EN FAVEUR DE LA SOCIETE CANADIENNE.

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

POST : 324-TUNIS

001-AGRI & FOOD PRODUCTS & SERVICE
TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTRACT FOR SUPPLY OF 900 PUREBRED HOLSTEINS.

CATTLE TO BE SHIPPED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 SALON INTERN. DE L'AGRICULTURE ET DU MACHIN.
AGRICOLE (SIAMAT). ORGANISATIONS DE 3 SEMINAIRES
TECHNIQUES; D'UNE DEGUSTATION CANADIENNE; PAR-
TICIPATION DE 8 FIRMES CANADIENNES ET INFO BOOTH
AU PAVILLON CANADIEN.

REUSSITE TOTALE DE LA PARTICIPATION CANADIENNE;
1ER PRIX DU MEILLEUR STAND ETRANGER; CONTACTS
FRUCTUEUX POUR L'IRRIGATION; CONNAISSANCE APPRO-
FONDIE DE L'EXPERTISE CANADIENNE PAR LES AGRIC-
ULTEURS LOCAUX.

QUARTER: 2 AVANCER LE DOSSIER DE L'UNITE HYDROGENE D'ELEC-
TROLYSE AUPRES DES AUTORITES TUNISIENNES.

OBTENIR ACCORD DE L'API POUR L'IMPORTATION DE
CETTE UNITE.

QUARTER: 3 REVOIR DOSSIER DES SEMENCES DE POMMES DE TERRE
AFIN DE DEBLOQUER PROBLEME.
-REGLER PROBLEME DE L'EXPORTATION DE L'ELEVAGE
CANADIEN EN TUNISIE.

RENCONTRE IMPORTANTE ENTRE AUTORITES CDN ET TUNI-
SIENNE. IDENTIFICATION OBSTACLE MAJEUR AU SEIN
DE L'EPPQ.
-OBTENTION ACCORDET PREPARATION VISITE MISSION
TUNISIENNE AU CDA.

QUARTER: 4 PREPARATION & ORGANISATION DE LA MISSION AU CDA
DE 3 EXPERTS AGRICOLES TUNISIENS SPECIALISES
DANS L'ELEVAGE. OBJECTIFS VISES: RESOUDRE LES
PROBLEMES SANITAIRES DES VACHES, OBSTACLE MAJEUR
POUR NOS EXPORTATIONS DE HOLSTEIN CANADIENNE.

BON DEROULEMENT DE LA MISSION. SATISFACTION DE
LA PARTIE TUNISIENNE AYANT FAIT LE DEPLACEMENT
AU CANADA. DECISION PRISE DE CONVOQUER LE COMITE
DE VIGILANCE POUR TROUVER SOLUTION DU PROBLEME.
RESULTATS ATTENDUS POUR JIUN 88.

QUARTER: 4 ORGANISATION D'UNE TOURNEE D'AFFAIRES DANS LE
SUD-TUNISIEN A L'OCCASION DE LA TENUE DU SALON
INTL. DE LA PECHE, ET SENSIBILISATION DU SECTEUR
PRIVE SUR LES CAPACITES CDNNES DANS LE DOMAINE
DU CONDITIONNEMENT, TRANSFORMATION & CONGELATION

RESULTATS SATISFAISANTS & DEBUT PROMETTEUR. IN-
TERET CERTAIN DES TUNISIENS POUR LA TECHN.CDNNE
(CONG., SURGELATION, CONDITIONNEMENT). INTERET POUR
LA CREATION DE SOCIETE MIXTE (JOINT-VENTURE) DANS
CE SENS UNE DEMANDE OFFIC. A ETE DEPOSEE AUPRES

QUARTER: 4 SENSIBILISATION DANS LE SECTEUR DES GRAINS
(PETITS POIS, HARICOTS) AUPRES DES AUTORITES
LOCALES, GRACE A DES CONTACTS DIRECTS ET UN
MAINLING DE LITTERATURE PERTINENTE.

RESULTATS ENCOURAGEANTS, VU PREMIER CONTRAT
SIGNE RECAMMENT ET DES CONTACTS SERIEUX ONT
ETE ETABLIS QUI POURRONT DONNER SUITE FAVORABLE
A D'AUTRES VENTES.

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

POST :324-TUNIS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 SENSIBILISER INDUSTRIE CANADIENNE AUX AOI DANS
SECTEUR DES TELECOMMUNICATIONS.

QUARTER: 3 APPUYER CCC ET LR TELECOM DANS NEGOCIATIONS POUR
CONTRAT DES POSTES DE RADIO-DIFFUSION.
-FAIRE PRESENTER SERVICES/EXPERTISES DE RADIO-
CANADA A LA R. T. T.

QUARTER: 4 ASSISTER TROIS FIRMES CANADIENNES DANS LEUR
PREPARATION POUR REpondre AUX AOI EN TELECOMMU-
NICATIONS. PROMOUVOIR L'EXPERTISE DE L'INDUSTRIE
CANADIENNE DANS LE SECTEUR DU RESEAU CABLE,
AUPRES DES HAUTES AUTORITES TUNISIENNES.

ACHAT DES CAHIERS DES CHARGES PAR UN GROUPE CDN.
SOUMISSION ATTENDUE POUR FEVRIER ET MARS 1988.

SENSIBILISATION AUTORITES TUNIS. A OFFRE SUPE-
RIEURE DU CDA (FINANC. SEE/ACDI-PROGRAMME DE FOR-
MATION). OCTROI DU CONTRAT AU CDA (\$1.3M).
-SUITE A VISITE EN TUNISIE, ETUDE DETAILLEE DU
DOSSIER PAR RADIO-CANADA.

PARTENARIAT ET ACCORDS DE REPRESENTATION ETABLIS
ENTRE FIRMES CANADIENNES ET TUNISIENNES.
ENVOI A 2 FIRMES CANADIENNES DES CAHIERS DES
CHARGES D'UN AOI RESTREINT LANCE PAR LES PTT.

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

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

POST : 324-TUNIS

VISITE DU SENATEUR ASSELIN
VISITE D'UNE DELEGATION DES MEMBRES DU "CANADA-ARAB WORLD
PARLIMENATRY ASSOCIATION". (3) RAPPORT SUR LA SITUATION
AGRICOLE SUITE A LA CRISE INTERIEURE PROVOQUEE PAR L'INVA-
SION DES CRIQUETS. (4) RAPPORT SECTORIEL RELATIF AUX PRO-
DUITS BOIS ET DERIVES.

POST : 321-YAOUNDE

014-EDUCATION, MEDICAL, HEALTH PROD
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE DISCUSSIONS WITH CAMEROON AUTHORITIES CONCERNING PROVISION OF FINANCING FOR PROJECTS IN THE EDUCATION SECTOR.

WE ANTICIPATE THAT A CANADIAN COMPANY WILL SIGN CONTRACTS FOR CONSTRUCTION, MATERIALS AND TRAINING FOR 6 TECHNICAL HIGH SCHOOLS.

CONTINUE REPRESENTATIONS TO THE MINISTRY OF HEALTH IN SUPPORT OF THE EFFORTS OF AECL TO SELL AND X-RAY MACHINE.

SERIOUS CONSIDERATION WILL BE GIVEN TO THE CANADIAN TENDER.

PAY CLOSE ATTENTION TO THE DEVELOPMENT OF EDUCATIONAL PROJECTS PLANNED BY CAMEROON IN COOPERATION WITH THE WORLD BANK.

IDENTIFYING TRADE OPPORTUNITIES FOR CANADIAN COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 CONTINUER DISCUSSIONS AVEC LES AUTORITES CAMEROUNAISES POUR LA MISE EN PLACE D'UN FINANCEMENT POUR PROJETS DANS LE DOMAINE DE L'EDUCATION.

SUITE A SIGNATURE 1 CONTRAT DE CONSTRUCTION ET FOURNITURE D'EQUIPEMENT POUR 6 LYCEES TECH., LA CIE CDNNE A RECU PARTIE IMPORTANTE DE L'AVANCE DE DEMARRAGE.

QUARTER: 3 CONTINUER DISCUSSIONS AVEC LES AUTORITES CAMEROUNAISES POUR LA MISE EN PLACE D'UN FINANCEMENT POUR PROJETS DANS LE DOMAINE DE L'EDUCATION.

LE FINANCEMENT EST MAINTENANT BOUCLE & SIGNE POUR LA CONSTRUCTION & LA FOURNITURE D'EQPT POUR 6 LYCEES TECH. PAR UNE SOCIETE CDN. LES TRAVAUX DEVRAIENT DEMARRER OFFICIELLEMENT AU DEBUT DE 1988.

QUARTER: 3 EFFECTUER DES REPRESENTATIONS AUPRES DU CENTRE UNIVERSITAIRE DE LA SANTE POUR LA VENTE DE VALVE CARDIO-VASCULAIRES.

MALGRE L'INTERET DEMONTRE PAR LES AUTORITES CAMEROUNAISES AU PRODUIT CDN, LA CRISE ECONDMIQUE QUE CONNAIT ACTUELLEMENT LE CAMEROUN A ENTRAINE UN RALENTISSEMENT DES ACTIVITES DE RECHERCHE DANS CE SECTEUR.

QUARTER: 4 SUIVRE DE PRES L'EVOLUTION DES PROJETS D'EDUCATION PLANIFIES PAR LE CAMEROUN EN DISCUSSION AVEC LA BANQUE MONDIALE.

FAISANT SUITE A LA MISSION QUI S'EST RENDUE AU CANADA L'AN DERNIER, UN COMITE DE SUIVI, TENANT DES REUNIONS REGULIERES A ETE MIS EN PLACE PAR LES AUTORITES CAMEROUNAISES.

POST : 321-YAOUNDE

015-CONSTRUCTION INDUSTRY
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTACT THE MINISTRY OF MUNICIPAL AFFAIRS AND HOUSING TO SUPPORT CANADIAN INTERESTS, INCLUDING THE CONSTRUCTION OF 1000 SOCIAL HOUSING UNITS.

ORGANIZING A VISIT TO CANADA BY CAMEROON MANAGERS.

ENCOURAGE CANADIAN COMPANIES, PARTICULARLY THOSE THAT ARE ALREADY PRESENT IN CAMEROON, TO SUBMIT TENDERS IN RESPONSE TO INTERNATIONAL INVITATIONS TO TENDER FINANCED BY MULTILATERAL AGENCIES OR THE DOMESTIC BUDGET.

SUBMISSION OF CANADIAN TENDERS.

PROVIDE DOCUMENTATION AND ORGANIZE MEETINGS BETWEEN CANADIAN COMPANIES IN THE SECTOR AND THE RESPONSIBLE OFFICIALS IN CAMEROON IN BOTH THE PUBLIC AND PRIVATE SECTORS.

BETTER UNDERSTANDING OF THE TECHNOLOGY AND MATERIALS USED IN CANADA.

PROMOTE AWARENESS OF THE OPPORTUNITIES THAT THE 6TH PLAN MAY PRESENT.

IDENTIFICATION OF PRIORITY PROJECTS THAT MIGHT BE OF INTEREST TO CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGER LES SOCIETES CANADIENNES, SURTOUT CELLES DEJA PRESENTES AU CAMEROUN, A SOUMISSIIONER SUR LES APPELS D'OFFRES INTERNATIONAUX FINANCES PAR LES AGENCES MULTILATERALES OU LE BUDGET NATIONAL.

UN CONSORTIUM CANADIEN A SOUMISSIIONNE SUR UN APPEL D'OFFRE INTERNATIONAL POUR L'ADDOCTION D'EAU DE DE DOUALA. FINNANCEMENT A TROUVER.

QUARTER: 2 FOURNIR LA DOCUMENTATION ET ORGANISER DES RENCONTRES ENTRE SOCIETES CANADIENNES DU SECTEUR ET LES RESPONSABLES CAMEROUNAIS AUTANT DU SECTEUR PUBLIC QUE PRIVE.

APPUI A L'ORGANISATION D'UNE MISSION CAMEROUNAISE AU CANADA DANS DOMAINE DE LA NORMALISATION; FOURNITURE DE DOCUMENTATION; ORGANISATION D'UN DEJEUNER DE TRAVAIL AU RETOUR DE LA MISSION; OBTENTION D'UNE COPIE DE LEUR RAPPORT.

QUARTER: 3 FAIRE DES REPRESENTATIONS AUPRES DES AUTORITES LOCALES EN APPUI AUX SOCIETES CDN INTERESSEES AU PROJET D'ADDOCTION D'EAU DE DOUALA.

LE MIN. DES MINES & DE L'ENERGIE DU CAMEROUN, A NOTRE INVITATION, A EFFECTUE UNE FRUCTUEUSE VISITE AU CDA & A, A CETTE OCCASION, EU DE BONNES RENCONTRES AVEC LES MEMBRES DU CONSORTIUM CDN QUI A SOUMISSIIONNE SUR LE PROJECT D, ADDJUNCTION

QUARTER: 4 APPUYER AUPRES DU MINISTERE DE L'URBANISME ET DE L'HABITAT LES DOSSIERS CANADIENS DONT LA CONSTRUCTION DE 1000 LOGEMENTS SOCIAUX.

AVONS GARDE CONTACT ETROIT AVEC LA SOCIETE ET FAIT DES REPRESENTATIONS AUPRES DES MINISTRES DE L'URBANISME ET DE L'HABITAT ET CELUI DU PLAN ET DE L'AMENAGEMENT DU TERRITOIRE.

POST : 321-YAOUNDE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DISTRIBUTION OF DOCUMENTATION ON MANUFACTURERS OF ELECTRICAL FACILITIES TO SONEL.

OBTAIN SONEL'S ANNUAL SUPPLY PROGRAM AND DISTRIBUTE IT TO CANADIAN COMPANIES.

SUPPORT EFFORTS BY CANADIAN COMPANIES SEEKING SPECIFIC CONTRACTS.

SUPPORT THE CANADIAN CONSORTIUM WHICH RECENTLY OBTAINED AN AGREEMENT IN PRINCIPLE TO CONDUCT STUDIES FOR THE NACHTIGAL DAM PROJECT.

AN INCREASE IN THE NUMBER OF CANADIAN COMPANIES INVITED TO SUBMIT TENDERS.

ENCOURAGING POTENTIAL SUPPLIERS TO APPROACH SONEL.

OBTAINING SOME STUDY CONTRACTS RELATING TO THE ENERGY SECTOR.

OBTAINING FINANCING FOR BEGINNING THE STUDY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 APPUYER LE CONSORTIUM CANADIEN QIE A RECEMMENT OBTENU UNE ENTENTE DE PRINCIPE DE REALISER LES ETUDES POUR LE PROJET DE BARRAGE DE NACHTIGAL.

AVONS ACCOMPAGNE ET APPUYE UNE MISSION DE HAUT CADRES DE CONSORTIUM CANADIEN VENU ETABLIR LES CONTACTS FORMELS AVEC LA SONEL. LES ETUDES TECHNIQUES ON DEBUTE, AVEC FIANCEMENT DE L'ACDI.

QUARTER: 2 DISTRIBUER AUPRES DE LA SONEL DE LA DOCUMENTATION SUR LES MANUFACTURIERS D'EQUIPEMENTS ELECTRIQUES.

ENVOI DE DOCUMENTS PUBLIES PAR DIVERSES SOCIETES ET PAR LES MINISTRES DE L'ENERGIE, MINES ET RESOURCES ET DE L'EXPANSION INDUSTRIELLE REGIONALE

QUARTER: 3 APPUYER LE CONSORTIUM CDN QUI A OBTENU UNE ENTENTE DE REALISER LES ETUDES POUR LE PROJET DE BARRAGE DE NACHTIGAL.

LES ETUDES EN SONT MAINTENANT RENDUES A LA 2IEME PHASE. LE MIN. DE L'ENERGIE DU CAMEROUN ACCOMPAGNE DU DIR. GEN. DE LA SONEL ONT EFFECTUE, A NOTRE INVITATION, UNE FRUCTUEUSE MISSION AU CDA INCLUANT UNE VISITE A LA BAIE JAMES.

QUARTER: 4 APPUYER LE CONSORTIUM CANADIEN POURSUIVANT LA REALISATION D'UN PROJET DE DISTRIBUTION DE GAZ GPL.

LE CONSORTIUM A PROCEDÉ AVEC LE COMPLEMENT D'ETUDE & ENTEND SUIVRE RAPIDEMENT AVEC L'AVANT-PROJET DETAILLE. CES ACTIONS FURENT POSSIBLE SUIVIE A DE NOMBREUSES DEMARCHES AUPRES DU MINISTERE DES FIN. POUR L'APPROB. DE L'ORDRE DE PAIEMENT.

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

POST : 321-YAOUNDE

009-FOREST PRODUCTS, EQUIP, SERVICES
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAINTAIN CONTACT WITH EDC AND CIDA IN ORDER TO ARRANGE SALES OF GOODS AND SERVICES IN THE SECTOR.

PREDICTED SALES OF \$30 MILLION.

INCREASE CONTACTS WITH CENADEFOR AND THE CANADIAN CONSULTANTS WHO ARE RESPONSIBLE FOR ENCOURAGING SMALL AND MEDIUM-SIZED FORESTRY BUSINESSES.

PREDICTED SALES OF \$30 MILLION.

PROMOTE AWARENESS OF THE OPPORTUNITIES THE 6TH PLAN MAY CREATE.

IDENTIFYING ONE OR TWO NEW PROJECTS THAT MIGHT BE OF INTEREST TO THE CANADIAN PRIVATE SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 AUGMENTER LES CONTACTS AVEC LE CENADEFOR ET LES CONSULTANTS, RESPONSABLES DE LA PROMOTION DES PME FORESTIERES.

LE CENADEFOR A DEJA ACHETE, SOUS FINANCEMENT ACDI, 40 VEHICLES TOT-TERRAIN CANADIENS.

QUARTER: 2 GARDER LE CONTACT AVEC LA SEE ET L'ACDI EN VUE DE REALISER DES VENTES DE BIENS ET SERVICES DANS LE SECTEUR.

SUITE A DISCUSSIONS AVEC AGENT D'ACHAT CAN. POUR LE PROJET DE SCIERIE-ECOLE, LA SEE ET L'ACDI D'ACCORD POUR AUGMENTER DISPONIBILITE DE FINANCEMENT CAN. POUR COUVRIR LES COUTS DE CONSTRUCTION DES BATIMENTS.

QUARTER: 3 GARDER LE CONTACT AVEC SEE ET L'ACDI EN VUE DE REALISER DES VENTES DE BONS ET SERVICES DANS LE SECTEUR.

LE MINISTERE DU PLAN NOUS A OFFICIELLEMENT SAISI POUR LE FINANCEMENT D'UNE SCIERIE PILOTE D'UNE VALEUR DE \$6M.

QUARTER: 4 AUGMENTER LES CONTACTS AVEC LE CENADEFOR ET LES CONSULTANTS CANADIENS, RESPONSABLES DE LA PROMOTION DES PME FORESTIERES.

NOUS AVONS RECU DU MINISTERE DU PLAN & DE L'AMENAGEMENT DU TERRITOIRE UNE DEMANDE D'IMPUTATION POUR UN PROJET DE SCIERIE-ECOLE D'UNE VALEUR DE 10 MILLIONS. LANCEMENT DU PROGRAMME DE PROMOTION DES PME FORESTIERES LOCALES.

QUARTER: 4 FAIRE CONNAITRE LES DEBOUCHES QUE PEUT AMENER LE 6E PLAN QUINQUENNAL EN VUE D'IDENTIFIER UN OU DEUX PROJETS POUVANT INTERESSER LE SECTEUR PRIVE CANADIEN.

SUITE A APPEL D'OFFRES UNE SOCIETE CDNE SERAIT BIEN PLACEE POUR L'OBTENTION DU CONTRAT D'ETUDE DU COMPLEXE INTEGRE DE TRANSFORMATION DU BOIS A SANGMELIMA.

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

POST : 321-YAOUNDE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAINTAIN REGULAR CONTACT WITH QUASI-PUBLIC COMPANIES LIKE CAMAIR AND REGIFERCAM.

MAKE CANADIAN COMPANIES AWARE OF THE OPPORTUNITIES THAT THE 6TH PLAN MAY CREATE.

ENCOURAGE CAMAIR TO CONSIDER PURCHASING THE DASH-8 FOR DOMESTIC FLIGHTS.

CLOSELY MONITOR THE DEVELOPMENT OF THE PLAN FOR CONSTRUCTION OF A NEW AIRPORT AT YAOUNDE.

IDENTIFICATION OF OPPORTUNITIES FOR SALES OF REPLACEMENT PARTS.

IDENTIFICATION OF PRIORITY PROJECTS THAT MIGHT BE OF INTEREST TO CANADIAN COMPANIES.

SERIOUS DISCUSSIONS BETWEEN DE HAVILLAND AND CAMAIR.

IDENTIFYING TRADE OPPORTUNITIES FOR CANADIAN COMPANIES, PARTICULARLY WITH RESPECT TO PROVISION OF EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 GARDER UN CONTACT REGULIER AVEC LES SOCIETES PARA-STATALES TELLES CAMAIR ET LA REGIFERCAM.

QUARTER: 3 GARDER UN CONTACT REGULIER AVEC LES SOCIETES PARASTATALES TELLES CAMAIR ET LA REGIFERCAM.

QUARTER: 4 FAIRE CONNAITRE LES OPPORTUNITES COMMERCIALES QUE PEUT PRESENTER LE 6E PLAN QUINQUENNAL. ENCOURAGER CAMAIR A CONSIDERER L'ACHAT DE DASH-8 POUR LES VOLS DOMESTIQUES.

OBTENTION DU DOCUMENT "PLAN D'ENTREPRISE DE LA REGIFERCAM" DECRIVANT SES INTENTIONS FUTURES.

AVONS EU CONTACT REGULIER AVEC CES DEUX ORGANISMES. IL Y AURAIT, ENTRE AUTRES, E BONNES POSSIBILITES POUR LA VENTE DE 2 DASH-8.

N'AVONS PU OBTENIR DOCUMENT EN QUESTION, MAIS AVONS ENCOURAGE PLUSIEURS SOCIETES A EXPLORER CE MARCHE. CERTAINES VENTES D'EQUIP ONT EU LIEU. GARDONS CONTACT AVEC CAMAIR, PAR VISITE DE L'AMBASEUR. AVONS TENU DE HAVILLAND INF DE NOS DISC.

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

POST : 321-YAOUNDE

VISITE DU DIRECTEUR GENERAL, COOPERATION INDUSTRIELLE, ACDI.
VISITE DU COLLEGE CANADIEN DE LA DEFENSE NATIONALE.
VISITE DE PARLEMENTAIRES CANADIENS DE L'AIPLF.
VISITE DU DIRECTEUR DU PROGRAMME CAMEROUN, ACDI.
MISSION DE LIAISON EN RCA A L'OCCASION DE LA PRESENTATION
DES LETTRES DE CREANCE DE L'AMBASSADEUR.

Dec
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Trade and Industrial Development
Program quarterly activity report
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