CA1
EA676
T712
EXF
1987 Sup
STORAGE

Affairs Affaires extérieures
Canada

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

QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS

ASIA AND PACIFIC
ASIE ET PACIFIQUE

JULY - SEPTEMBER 1987
(2nd QUARTER FY 1987-88)

JUILLET - SEPTEMBRE 1987
(2e TRIMESTRE, AF 1987-88)

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report
July - September 1987

Following is the Quarterly Activity Report for the quarter ending September 30, 1987. This report contains a synopsis of activities and results by sector and subsector reported by posts, matched against the proposed activities identified in their 1987/88 post plan. It also contains a report of special unplanned activities that took place during the reporting period.

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

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

Dept. of External Affairs
Min. des Affaires extérieures
OTTAWA
FEB 25 1988
FEV
RETURN TO DEPARTMENTAL LIBRARY
RETOURNER A LA BIBLIOTHEQUE DU MINISTERE

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités
Juillet - Septembre 1987

Voici le Rapport trimestriel des activités du trimestre qui a pris fin le 30 septembre 1987. Le Rapport contient un résumé des activités et des résultats déclarés par les missions, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de mission de 1987-88. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

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

ASIA & PACIFIC
ASIE ET PACIFIQUE

Mission	Page
Bangkok	1
Canberra	7
Dhaka	11
Hong Kong	16
Islamabad	23
Jakarta	28
Kuala Lumpur	34
Manila	43
Melbourne	48
New Delhi	54
Osaka	60
Peking	67
Seoul	74
Shanghai	85
Singapore	90
Sydney	100
Tokyo	108
Wellington	122

REPORT 4
88/02/02

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

POST : 504-BANGKOK

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
POST FOLLOWING UP WITH VISITORS FROM TELECOMS SECTOR WHO VISITED EXPO'86 UNDER CIDA SPONSORSHIP.	INTRODUCTION OF NEW CANADIAN FIRMS AND TECHNOLOGIES TO THAI MARKET.
ONGOING FOLLOW-UP IN AREAS OF OPPORTUNITY AS IDENTIFIED IN 1986 CONSULTANT'S REPORT ON THAI TELECOMMUNICATIONS SECTOR.	INTRODUCTION OF NEW CDN TECHNOLOGIES, PARTICULARLY TO STATE RAILWAY, ELECTRICITY GENERATING AUTHORITY, & MINISTRIES.
OFFICIALS OF COMMUNICATIONS AUTHORITY OF THAILAND TO ATTEND ITU CONFERENCE IN VANCOUVER, JULY 1988. TOUR OF CANADIAN TELECOM INDUSTRY TO FOLLOW.	INTRODUCTION OF NEW CANADIAN FIRMS TO THAI MARKET.
MONITOR PROGRESS OF 5TH AND 6TH PROJECTS OF TELEPHONE ORGANIZATION OF THAILAND. IDENTIFY OPPORTUNITIES ANS ASSESS LEVEL OF COMPETITION.	COMPETITIVE BIDS SUBMITTED BY ESTABLISHED FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 ARRANGE RECEPTION FOR VISIT OF SINCLAI VOLK, MANAGER SPECTRUM MANAGEMENT, DOC OTTAWA.	NINE ATTENDED EVENT. INTELLIGENCE OBTAINED LED TO LNS'S PARTICIPATION IN TENDER FOR FREQUENCY MONITORING VAN.
QUARTER: 2 FULL DAY SEMINAR ON COMPUTER SOFTWARE TO THAI DATA PROCESSING COMMUNITY (AUGUST 15, 1987).	ON SITE SALES MODEST BUT POSSIBILITIES OF AGENCY REPRESENTATION AND FURTHER MARKET PENETRATION VERY PROMISING.
QUARTER: 3 -----	
QUARTER: 4 -----	

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

POST : 504-BANGKOK

007-POWER & ENERGY EQUIP. & SERV.
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
PREPARATION AND DISTRIBUTION OF A MARKET OPPORTUNITIES STUDY TO CANADIAN COMPANIES.	TO INCREASE AWARENESS IN CDA OF THIS MARKET WHERE TWO CANADIAN COMPANIES HAVE ALREADY ENJOYED REMARKABLE SUCCESSES.
ASSIST CANADIAN COMPANIES TO LOCATE RELIABLE LOCAL REPRESENTATIVES AND TO GIVE RECOMMENDATIONS ON HOW TO PURSUE MAJOR PROJECTS	INFORM CANADIAN COMPANIES OF OPPORTUNITIES WHICH WILL RESULT IN INCREASING MARKET SHARE.
HAVE FREQUENT CONTACTS WITH EGAT FOR POTENTIAL THERMAL & HYDRO PROJECTS.	INCREASE AWARENESS OF CANADA AS A POTENTIAL SOURCE OF SUPPLY AND SERVICES.
FOLLOW UP FUTURE PROCUREMENT RE MAE MOH UNIT 10 POWER BOILER.	FURTHER SALES OF POWER BOILERS TO EGAT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 INVITE TWO SENIOR EGAT OFFICIALS TO VISIT CDA ON POWER TRANSMISSION AND DISTRIBUTION MISSION.	TWO ASSISTANT GENERAL MANAGERS FROM EGAT VISITED CDA DURING 13-27 JUNE AND WERE IMPRESSED WITH CDN CAPABILITY IN POWER SECTOR.
QUARTER: 2 -----	
QUARTER: 3 -----	
QUARTER: 4 -----	

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

POST : 504-BANGKOK

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
MASS RAPID TRANSIT: MINISTER OF INTERIOR HAS BEEN INVITED TO VISIT THE CANADIAN INSTALLATIONS, AT PRIVATE AND PUBLIC EXPENSE.	THIS MINISTER WILL BE PIVOTAL DECISION MAKER ON WHO GETS CONTRACT AWARD. ANTICIPATED IN 1988.
THE CIDA FUNDED CONVERSION OF A PILOT SET OF ENGINES HAS YET TO BE TRANSFERRED FROM CANADA TO THAILAND.	SUBSEQUENT SIX MONTHS OF TESTING COULD LEAD TO TECHNOLOGY AND EQUIPMENT PURCHASES.
PREPARATION OF RECOMMENDED STRATEGIC PLAN TO MAXIMIZE CANADIAN OPPORTUNITY TO LAND MASS RAPID TRANSIT PROJECT.	POSSIBILITY OF UP TO $1.5 BILLION IN BUSINESS
PROVISION OF QUALIFIED ENGINEERING PERSONNEL (CIDA FUNDED IF POSSIBLE) TO EXPRESS TRANSIT AUTHORITY TO BUILD-IN AS MUCH PRO-CANADIANISM AS POSSIBLE.	COULD LEAD TO SPECIFICATIONS THAT FAVOUR CANADIAN SYSTEMS.
PURSUE ALL OPPORTUNITIES TO PROMOTE SALE OF CANADIAN AIRCRAFT INCLUDING PARTS AND REPAIR SERVICES.	SALES WORTH TOTAL OF $50 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 PRESENTATION TO STATE AILWAY OF THAILAND ON CDN CAPABILITIES.	SRT RECOMMENDED SOME LOCAL COMPANIES TO POST FOR POSSIBLE CDN REPRESENTATION. POST RECEIVED FROM SRT STANDARD SPECIFICATIONS FOR RAIL COACHES, LOCOMOTIVES, ETC.
QUARTER: 2 -----	
QUARTER: 3 -----	
QUARTER: 4 -----	

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

POST : 504-BANGKOK

011-OIL & GAS EQUIPMENT, SERVICES
THAILAND

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	PETRO CANADA INTL ASSISTANCE CORP. WORKING TO CONCLUDE TECHNICAL COOPERATION AGREEMENT WITH PETROLEUM AUTHORITY OF THAILAND.	MORE ACTIVE INVOLVEMENT OF PCIAC & CANADIAN SUPPLIERS IN THAI MARKET.
	PARTICIPATION BY AMBASSADOR IN ADVISORY BOARD TO PETROLEUM INSTITUTE OF THAILAND (PTIT).	CLOSER TIES TO PTIT AS VEHICLE FOR INTRODUCING CANADIAN TECHNOLOGY.
	MEET WITH SENIOR OFFICIALS OF DOMESTIC AND FOREIGN OIL COMPANIES TO INTEREST THEM IN CANADIAN OIL AND GAS PRODUCTION & PROCESSING EQUIPMENT AND CAPABILITY.	INCREASE LEVEL OF VISITS OF THAI BUYERS TO CANADA, LEADING TO EVENTUAL INCREMENTAL SALES.
	ASSIST WITH SET UP OF PETROLEUM INSTITUTE OF THAILAND IN CO-OPERATION WITH PCIAC.	INTRODUCTION OF CANADIAN TECHNOLOGY AND TRAINING SERVICES THROUGH THE INSTITUTE.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	ARRANGE DINNER FOR VISIT OF TECHNICAL EXPERTS FROM PCIAC.	20 SENIOR OFFICIALS IN OIL AND GAS INDUSTRY ATTENDED. CDN OIL/GAS TECHNOLOGY WAS WELL PROMOTED IN THIS EVENT.
QUARTER: 2	PTT-CNG SEMINAR 9-11 SEPT. 1987. IN COOPERATION WITH PCIAC, BROUGHT CANADIAN CNG EXPERTISE TO THAI DOORSTEP.	POSSIBILITY, IMMEDIATELY, OF CONVERTING BANGKOK' CITY BUSES TO CNG --AN $80 MILLION PROJECT.
QUARTER: 3	-----	
QUARTER: 4	-----	

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

POST : 504-BANGKOK

004-DEFENCE PROGRAMS, PRODUCTS, SERV
THAILAND

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	A DEFENCE MARKET STUDY WAS CARRIED OUT IN 1986. RESULTS OF STUDY HAVE YET TO BE FULLY EXPLOITED, TIME AND RESOURCES PERMITTING.	RESULTS WILL BE TO BETTER FOCUS MARKETING INFORMATION AT APPROPRIATE CANADIAN SUPPLIERS
	LETTERS & PERSONAL VISITS TO SR. THAI MILITARY OFFICIALS AND CDN SUPPLIERS IN THIS SECTOR HAVE BEEN SENT/MADE.	POSSIBLE SALE OF UP TO $20 MILLION.
	STEP UP CONTACT WITH MILITARY IN ORDER TO BETTER IDENTIFY THAI PROCUREMENT REQUIREMENTS.	FOCUS EXPORT PROMOTION EFFICIENTLY ON BEST CANADIAN SUPPLIERS TO THAI MARKET.
	ENCOURAGE THAI MILITARY REPRESENTATIVES IN COOPERATION WITH LOCAL AGENTS TO BECOME MORE FAMILIAR WITH CANADIAN RADIO COMMUNICATIONS	SALE OF RADIO SYSTEMS.
	WORK WITH CANADIAN COMPANIES TO IDENTIFY MOST ATTRACTIVE FINANCING FOR THAI PURCHASE OF AIRCRAFT.	SALE OF AIRCRAFT.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	FOLLOW-UP ON INTERESTS GENERATED FROM CDN PARTICIPATION IN DEFENCE ASIA '87.	LITERATURES REQUESTED IN OVER 200 INQUIY CARDS WERE MAILED OUT. INQUIIES ON HENOTEX AND MOTOROLA PRODUCTS WERE SENT TO LOCAL AGENTS FOR FOLLOW-UP.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

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

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

POST : 504-BANGKOK

TRADE POLICY CONSULTATION MISSION, JULY 1987.
BRITISH COLUMBIA HOUSING MISSION, SEPTEMBER 1987.
PROGRAM MANAGER BECAME CHARGE D'AFFAIRES, AUG-OCT 1, 1987.
VISIT OF SASKATCHEWAN MEMBER OF LEGISLATIVE ASSEMBLY,
AUG. 1987.
IAMRI TECHNICAL TRAINING COURSE REPRESENTATIONS.
PLANNED EVENTS INCLUDED: QUEBEC MISSION, SEPT 87; WORLD
UNION OF TRANSPORTATION PROJECT, SEPT 87; PREPARATION FOR
DEFENCE MISSION; MARKETPLACE CETM; EASTERN SEABORD FIELD
TRIP; CMA MISSION; AECL VISIT TO THAILAND; BANGKOK INTER-
NATIONAL TRADE FAIR; MEDICAL HOSPITECH 87; ASEAN FOOD
PACKAGING MISSION; VISIT OF PRESIDENT OF ATI.

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

POST : 534-CANBERRA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
DEVELOP & ENCOURAGE CLOSER WORKING RELATIONSHIP BETWEEN CANADIAN AND AUSTRALIAN DEFENCE INDUSTRIES PARTICULARLY FOR MUNITIONS AND THE CANADIAN AND AUSTRALIAN SUBMARINE PROJECTS.	CO-PRODUCTION, TECHNOLOGY EXCHANGE & POSSIBLE CO-OPERATION IN THIRD COUNTRY MARKETS.
DETERMINE AUSTRALIAN ASSESSMENT OF CRV-7 ROCKETS, ESTABLISH POTENTIAL FOR CANADIAN EW AND C3 EQUIPMENT.	SIGNED CONTRACT FOR CRV-7 ROCKETS AND SALES OF EW AND C3 EQUIPMENT.
CONTINUE SUPPORT OF CPF INDUSTRY TEAM IN PARTICIPATION ON AUSTRALIAN NEW SUNFIRE COMBATANT PROGRAM.	CANADIAN TO SUCCESSFULLY WIN THE CONTRACT FOR SUPPORT SYSTEMS PORTION OF PROJECT.
ESTABLISH CONNECTION BETWEEN CANADIAN AND AUSTRALIAN F-18 SYSTEM AND COMPONENT MANUFACTURERS.	PROSPECT OF CANADIAN SYSTEM/COMPONENT MANUFACTURERS SUPPLYING FOR AUSTRALIAN PLANES.
DETERMINE COMPUTABILITY OF CANADIAN & AUSTRALIAN DEVELOPMENTS IN TOWED AWAY SYSTEMS AND SIGNAL PROCESSING.	CANADIAN SUPPLIERS TO PARTICIPATE IN AUSTASS PROJECT.
ESTABLISH POTENTIAL FOR CANADIAN PARTICIPATION IN UPCOMING AUSTRALIAN DEFENCE DEPT. GLOBAL POSITIONING SYSTEMS REQUIREMENTS.	CANADIAN COMPANIES COULD ACHIVED MAJOR INVOLVEMENT AS AUSTRALIANS IN EARLY STAGES OF DEFINING REQ'TS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 ENCOURAGE AGREEMENT BETWEEN CANADA AND AUSTRALIA ON COOPERATION BETWEEN OUR RESPECTIVE DEFENCE INDUSTRIES.	AUSTRALIAN TEAM DISCUSSED COOPERATION WITH DEFENCE PROGRAMS BUREAU, DRIE & NDHQ IN OTTAWA. AGREED TO PURSUE WITH EXCHANGE OF LETTERS BETWEEN MINISTERS.
QUARTER: 1 CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S EFFORTS TO HAVE CDN PATROL FRIGATE SHORTLISTED AMONGST POSSIBLE DESIGNERS FOR AUSTRALIAN NEW SURFACE COMBATANT.	VISIT OF AUSTRALIAN CHIEF OF NAVAL MATERIAL TO OTTAWA. SJSL KEPT FULLY BRIEFED ON AUSTRALIAN NAVY'S DEVELOPING ACQUISITION STRATEGY. CPF EXPECTED TO BE ON SHORTLIST OF DESIGNERS.
QUARTER: 2 ENCOURAGE AGREEMENT BETWEEN CANADA AND AUSTRALIA ON COOPERATION BETWEEN OUR RESPECTIVE DEFENCE INDUSTRIES.	DIALOGUE CONTINUED WITH AUSTRALIAN DOD OFFICIALS IN ORDER TO ARRANGE EXCHANGE OF LETTERS BETWEEN MINISTERS. DRAFTS TO BE REVIEWED DURING TDD VISIT IN NOVEMBER.
QUARTER: 2 CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S EFFORTS TO HAVE CANADIAN PATROL FRIGATE SHORTLISTED AMONGST POSSIBLE DESIGNERS FOR AUSTRALIAN NEW SURFACE COMBATANT.	CANADIAN PATROL FRIGATE NOT ONE OF DESIGNS RETAINED ON SHORTLIST. EMPHASIS SHIFTED TO ENABLE CANADIAN SUBCONTRACTOR TO BE ABLE TO SUPPLY TO OTHER SHIP DESIGNERS STILL IN CONTENTION AND POTENTIAL PRIME CONTRACTORS.

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

POST : 534-CANBERRA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
AUSTRALIA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 2	ORGANIZATION OF DEFENCE JOURNALIST (TOM MUIR) VISIT OT CANADA UNDER PTI PROGRAM.	AFTER CONSIDERABLE DISCUSSION WITH MUIR AND EXTOTT/TDO EXCELLENT PROGRAM WORKED OUT FOR SEPTEMBER 28 - OCTOBER 9 VISIT.
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 : 534-CANBERRA

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
COMPUTERS, SOFTWARE & SYSTEMS		
	DEPT OF AVIATION (DOA) UPGRADING OF FLIGHT DATA PROCESSING SYSTEM (FDPS) AND NAT. AERAUTICAL INFORMATION PROCESSING SYSTEMS(NAIPS) 5 CDN COMPANIES HAVE BID ON PROJ. WE WILL CONTINUE TO LIAISE WITH DOA & ASSIST THESE COMPANIES.	ONE CANADIAN COMPANY MAY BE SUCCESSFUL IN WINNING CONTRACT.
	ORGANIZE VISIT TO CANADA BY DOA OFFICIALS INVOLVED IN UPGRADE OF AIR TRAFIC CONTROL SYSTEMS.	HIGH INVOLVEMENT BY CANADIAN COMPANIES IN FUTURE TENDERS FOR UPGRADING.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	MONITORING OF DEPT OF AVIATION PROJECTS OF FLIGHT DATA PROCESSING SYSTEM AND NATIONAL AERONAUTICAL INFORMATION PROCESSING SYSTEM.	ONGOING MONITORING OF DOA FDPS TENDER. DOA ARE DOWN TO ONE MAIN CONTENDER BUT INTEND KEEPING 2 OTHER CO'S 'ON HOLD'. NAIPS TENDE IS TO BE RE-QUOTED AS SPECS FOR THIS PROJECT HAVE ALTERED CDN CO'S PURSUING THIS & FUTURE DOA PROSPECTS.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

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 : 534-CANBERRA

FOUR SPECIAL REPORTS ON ACTIVITIES IN THE VOLATILE AUSTRALIAN COAL INDUSTRY.
REPORT ON AUSTRALIAN IMPOSITION OF AUSTRALIAN EXPORT CONTROLS ON DUAL USE TECHNOLOGY.
REPORT ON AUSTRALIAN BEEF INDUSTRY CRISIS RE PESTICIDE CONTAMINATION.
REPORT ON GOVERNMENT SUPPORT FOR THE AUSTRALIAN WOOL AND SHEEPMEAT INDUSTRIES FOR THE CANADIAN SHEEP COUNCIL IMPORT COMMITTEE.
REPORT ON THE AUSTRALIAN MEAT INDUSTRY.

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

POST : 524-DHAKA

007-POWER & ENERGY EQUIP. & SERV.
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
REINFORCE CANADIAN REPUTATION AS SUPPLIER OF QUALITY EQUIPMENT THROUGH PERIODIC CALLS ON BANGLADESH POWER DEVELOPMENT BOARD.	INCREASE NUMBER OF CANADIAN FIRMS PARTICIPATING IN BIDS ON BPDB PROJECTS.
OBTAIN INFORMATION ON KOREAN COMPETITION IN BANGLADESH AND RECENT PURCHASE PRICES BY BPDB FROM KOREA.	HELP CANADIAN SUPPLIERS TO OFFER COMPETITIVE BIDS IN FUTURE.
INVESTIGATE REQUIREMENTS FOR PLANNED IFI PROJECTS.	INCREASE NUMBER OF CANADIAN FIRMS COMPETING IN THIS SECTOR.

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

REPORT 4
88/02/02

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

POST : 524-DHAKA

009-FOREST PRODUCTS,EQUIP,SERVICES
BANGLADESH

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	CONSOLIDATE CANADIAN REPUTATION AS A LEADER IN THIS SECTOR THROUGH PERIODIC CALLS ON GOVERNMENT OF BANGLADESH DECISION MAKERS.	TO OBTAIN FROM FORESTRY DEPARTMENT EARLY ADVICE ON TERMS OF REFERENCE FOR NEW PROJECTS
	PROMOTION OF CANADIAN CAPABILITY BY DISTRIBUTING CANADIAN COMPANIES BROCHURES.	OBTAIN FORESTRY DEPARTMENT ASSURANCE THAT CDN COMPANIES WILL BE WELCOME BIDDERS/SUPPLIERS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2 -----		
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 : 524-DHAKA

016-INDUSTRIAL MACHIN, PLANTS, SERV.
BANGLADESH

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	STUDY POSSIBILITY OF MAKING CANADIAN PROPOSAL FOR BALANCING AND MODERNIZATION OF FERTILIZER PLANT WITH CANADIAN EQUIPMENT UNDER EDC FINANCING.	MODEST INITIAL SALES OF CANADIAN EQUIPMENT IN THIS SECTOR.
	INVESTIGATE POTENTIAL COMPETITORS OF PROPOSED JOINT VENTURE CEMENT MANUFACTURING PLANT TO USE CANADIAN TECHNOLOGY AND EQUIPMENT.	PROVIDE CANADIAN EQUIPMENT MANUFACTURERS WITH ADDITIONAL MARKETING OPPORTUNITIES.

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

REPORT 4
88/02/02

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

POST : 524-DHAKA

011-OIL & GAS EQUIPMENT,SERVICES
BANGLADESH

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	CONSOLIDATE CANADIAN REPUTATION AS A LEADER IN THIS SECTOR THROUGH PERIODIC CALLS ON GOVERNMENT OF BANGLADESH DECISION MAKERS.	INCREASED CANADIAN PARTICIPATION IN PROJECT PROCUREMENT IN THIS SECTOR.
	OBTAIN INFORMATION ON DUTCH, USA, U.K., JAPANESE AND FRENCH COMPETITION IN BANGLADESH AND RECENT PURCHASE PRICES FROM THESE COUNTRIES BY BANGLADESH OIL AND GAS CORPORATION.	HELP CANADIAN SUPPLIERS TO OFFER COMPETITIVE BIDS IN FUTURE TENDERS.

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

REPORT 4
88/02/02

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

POST : 524-DHAKA

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	AGRICULTURE MINISTRY PLANS TO BUY FOUR TWIN OTTERS, BUT LACKS FINANCING. DEHAVILLAND IS INTERESTED. WE WILL WORK CLOSELY WITH CIDA AND EDC TO EXPLORE POSSIBLE FINANCING MECHANISMS.	CIDA WILL PROBABLY COVER PART OF THE REQUIREMENT UNDER AISP.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2 -----		
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 : 502-HONG KONG

001-AGRI & FOOD PRODUCTS & SERVICE
HONG KONG

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 FOOD AND BEVERAGE '87 (MAR.87) F+B PARTICIPANTS TO BE FOLLOWED UP. FOOD AND BEVERAGE '88. FOLLOW UP VISITS TO HK BY ALL EXHIBITORS AT F+B'87. INSTORE PROMOTIONS OVER FY87/88. BEEF PROMOTIONS IN HOTELS.	COMPLETED. C$6 M DIRECT SALES. AGENTS FOUND. FOLLOWUP DONE. DEFERRED TO FY88/89. PEMD FOLLOWUP SUBSTITUTED. PEMD APPROVED. VISITS EXPECTED OVER YEAR. PLANNING UNDERWEAY WITH 3 SUPERMARKETS. NTS FUNDS APPROVED. ALTA GOVT PLANNING UNDER WAY.
QUARTER: 1 FOOD & BEVERAGE '87 (MAR'87). F+B FOLLOWUP WITH PARTICIPANTS. FOOD & BEVERAGE '88. FOLLOWUP VISITS TO HK BY ALL EXHIBITORS AT F+B '87. INSTORE PROMOTIONS OVER FY87/88. FISH PROMOTIONS IN HOTELS.	COMPLETED. C$6 M DIRECT SALES. AGENTS FOUND. FOLLOWUP DONE. DEFERRED TO FY88/89. PEMD FOLLOWUP SUBSTITUTED. PEMD APPROVED. VISITS EXPECTED OVER YEAR. PLANNING UNDERWAY WITH 3 SUPERMARKETS, NTS FUNDS APPROVED. B.C. GOVT PLANNING UNDERWAY.
QUARTER: 2 FOLLOW UP VISITS TO HK BY ALL EXHIBITORS AT FOOD AND BEVERAGE 87. BEEF PROMOTION IN HOTELS WITH ALBERTA GOVERNMENT.	-INITIATED FOLLOW UP PROCESS WITH OTTAWA AND DRIE ROS. NO RESPONSE. -ADVANCED PLANNING STAGES WITH DAH CHONG HONG FOR MULTI-EVENT MARCH 88 PROMOTION. -COMPLETED.
QUARTER: 3 -----	
QUARTER: 4 -----	

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

POST : 502-HONG KONG

002-FISHERIES, SEA PRODUCTS & SERV.
HONG KONG

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

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

REPORT 4
88/02/02

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

POST : 502-HONG KONG

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
TELECOMMUNICATIONS (INC SPACE)	
CANADIAN CONSULTING AND EQUIPMENT MARKETING AND SALES TO CABLE TV INDUSTRY.	$1,000,000
PROMOTION OF VIDEOTEXT TO CABLE TV INDUSTRY.	SALES TO CABLE TV AND OTHER OPERATORS $500,000.
ADDITIONAL PROMOTION OF X.25 DEVICES TO HONG KONG MARKET.	ESTABLISH CANADA AS BEST SOURCE OF X.25 PRODUCTS $2,000,000.
COMPUTERS, SOFTWARE & SYSTEMS	
SOFTWARE AND COMPUTER SERVICES MARKETING STUDY.	GUIDANCE TO CANADIAN INDUSTRY. SET PRIORITIES $1,000,000.
IN-HOUSE DEMONSTRATION AND SEMINARS BY COMPANIES.	DISTRIBUTION CONTRACTS, P.R. $ 500,000.
INFORMATION BROCHURE TO HONG KONG INDUSTRY ON PERIPHERALS AND SOFTWARE.	SOURCING OF PRODUCT FROM CANADA $1,000,000.
MEDIA CAMPAIGN TO ENHANCE AWARENESS OF CANADIAN CAPABILITIES.	PUBLIC ATTENTION, INTEREST.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 SOFTWARE'87/AUTOTCH'87 COSPONSORSHIP. MEDIA CAMPAIGN ON CDN TECHNOLOGY. SOFTWARE MISSION(APR.87) SOFTWARE MARKETING STUDY. INHOUSE DEMONSTRATIONS /SEMINARS. INFORMATION BROCHURE ON CDN SOFTWARE. PROMOTION IF VIDEOTEXT TO CATV, X.25 PROMO	ACCOMPLISHED. PUBLICITY EXPECTED FALL 87 IN PLANNING. DONE $400,000 SALES, 3 AGENTS APPOINTED. RETURN VISITS. DONE REPORTS GOING OUT TO PROVS + OOD/DEA. EXPECTED LATER IN FY87/88. IN PLANNING. BUDGET BEING SOUGHT. UNDERWAY. LTD SUCCESS WITH X/
QUARTER: 2 -SOFTWARE 87, AUTOTECH 87, COSPONSORSHIP. -TELECOMMUNICATIONS MARKET STUDY. -WIN EXPORT SOFTWARE STUDY.	-IN FINAL PLANNING STAGES. -TO BE AWARDED IN NEXT QUARTER. -MAJOR INVOLVEMENT IN ISSUING AND EVALUATING PROPOSALS, ETC. -IN HOUSE DEMONSTRATION/COGNOS. -MAJOR SUPPORT FOR $55MN POLICE TELECOM PROJ. -SUPP. TO CDN CO RESULTING IN C$25M
QUARTER: 3 -----	
QUARTER: 4 -----	

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

POST : 502-HONG KONG

015-CONSTRUCTION INDUSTRY
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
BUILDING PRODUCTS	
PROMOTION OF BUILDING PRODUCTS BY A)LOCATING SUITABLE AGENTS FOR CDN SUPPLIERS B)MAILING CAMPAIGN C)ASSISTING AGENTS TO CONTACT PROJECT DEVELOPERS/ARCHITECTS.	1986: C$1.5 MILLION. 1987: C$ 1 TO 1.5 MILLION
PROMOTION OF BUILDING PRODUCTS BY A)LOCATING SUITABLE AGENTS FOR CDN SUPPLIERS B)MAILING CAMPAIGN C)ASSISTING AGENTS TO CONTACT PROJECT DEVELOPERS/ARCHITECTS.	1987: C$1.5 MILLION. 1988: C$2.0 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 IBEX ' 87 PAVILLION MONITORING MAJOR CONSTRUCTION PROJECTS.	EXHIBITORS FROM CDA. $7-8 MIO. SALES I AGENT INTELLIGENCE TO EXPORTERS AS REQUIRED.
QUARTER: 2 -IBEX 87. -MAJOR HK PROJECTS.	-FOLLOW UP WITH CDN PARTICIPANTS. -ONE MAJOR PROJECT LEAD RESULTED IN MAJOR SALE OF C$6.5 MILLION IN BUILDING PRODUCTS.
QUARTER: 3 -----	
QUARTER: 4 -----	

502 - HONG KONG

HONG KONG

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN	ANTICIPATED RESULTS
ELECTRONICS EQUIP. & SERV INDIVIDUAL CONTACTS BASED ON MARKET KNOWLEDGE OF AND PERSONAL ACQUAINTANCES IN HONG KONG ELECTRONICS INDUSTRY.	CONSUMER ELECTRONICS	5-15% OF CONTACTS WILL INVEST: IMPOSSIBLE TO QUANTIFY IN DOLLARS OR JOBS CREATED IN CANADA.
CONSUMER PRODUCTS RESPOND TO INITIATIVES BY HONG KONG BUSINESSMEN OR INDUSTRIALISTS IN CONSUMER PRODUCTS (IE. APPAREL/TEXTILES) INDUSTRY.	APPAREL (CLOTH,FUR,SHOES) TEXT	15-25% OF CONTACTS WILL INVEST: IMPOSSIBLE TO QUANTIFY IN DOLLARS OR JOBS CREATED IN CANADA.
COMM. & INFORM. EQP.& SERV RESPOND TO INITIATIVES BY CANADIAN ENQUIRERS FOR CAPITAL INVESTMENT FROM HONG KONG IN COMMUNICATIONS AND INFORMATICS SECTORS THROUGH INDIVIDUAL CONTACTS, LUNCHEON SEMINARS, (POSSIBLY DURING HIGH LEVEL MINISTERIAL VISIT(S)).	TELECOMMUNICATIONS (INC SPACE)	1-5% OF CONTACTS WILL FIND INVESTORS: IMPOSSIBLE TO QUANTIFY IN DOLLARS OR JOBS CREATED IN CANADA.
CONSUMER PRODUCTS SECTORIAL DIRECT MAILPIECES, PRE-SCREENED AND TARGETTED TO CONSUMER PRODUCTS (IE. MACHINE TOOLS (HARDWARE SUPPLIES) SECTOR.	LEISURE PROD. TOOLS HARDWARE	5-25% OF CONTACTS WILL INVEST: IMPOSSIBLE TO QUANTIFY IN DOLLARS OR JOBS CREATED IN CANADA.
SERVICE INDUSTRIES INFORMATION MEETINGS FOR HONG KONG INVESTORS (CORPORATIONS) BY VISITING CHAMBERS OF COMMERCE AND LOCAL CDN TOURISM ASSOCIATIONS.	TOURISM	1-10% OF (INDIRECT) CONTACTS WILL INVEST: IMPOSSIBLE TO QUANTIFY IN DOLLARS OR JOBS CREATED IN CANADA.
NON SECTORALLY ORIENTED ACTIVITIES		
COOPERATION WITH PROVINCIAL OFFICES THROUGH REGULAR MEETINGS AND REFERRALS OF SPECIFIC PROVINCE TARGETTED INVESTORS PROJECTS.		RESULTS WILL DEPEND ON SUPP. FM PROV'L OFF. : 15-25% OF ENQUIRIES INITIATED IN HK WILL RESULT IN INVSTMT; 1-5% OF ENQUIRIES INITIATED IN CDA WILL RESULT IN INVSTMT.
ONGOING LIAISON WITH AND REFERRAL OF ENQUIRIES TO CANADIAN LEGAL FIRMS, BANKS AND ACCOUNTANTS IN HONG KONG.		10-15% OF ENQUIRIES PURSUED WILL RESULT IN INVESTMENT.
MEETINGS WITH PROFESSIONALS (IE. CDN LAWYERS, BANKERS, ACCOUNTANTS, AND BROKERS RESIDENT IN HONG KONG), TO MONITOR PROGRESS OF ENQUIRIES.		MORE ACCURATE ESTIMATE OF VALUE AND DIRECTION OF BOTH DIRECT AND PORTFOLIO INVESTMENTS FROM HONG KONG INTO CANADA.

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

502 - HONG KONG

HONG KONG

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER	RESULTS REPORTED
QUARTER : 1		
	N/A	N/A
QUARTER : 2		
	ONE-ON-ONE COUNSELLING OF POTENTIAL INVESTORS; OCCASIONAL SMALL INTERRELATED GROUP MEETINGS; HOSPITALITY; OBTAINING OF DETAILED SECTOR - SPECIFIC INFORMATION.	ESTABL. OF SALES OFFICE FOR HK MADE GARMENTS, MTL,PQ; (2ND SUBSIDIARY OFFICE OF GUANGDONG PROV'L OFFICE IN EDMNTN, ALTA, STILL UNDER NEGOTIATION DURING QUARTER). ONE RETAIL SHOP PURCHASE IN VNCVR, BEING FIRST STOP IN MAJOR HIGH FASHION APPAREL BUSINESS IN B.C. & ONT.; (NEGOTIA'NS ARE ADVANCING IN SEVERAL MAJOR PROJS). ACTUAL TOTAL INVSTMTS IN QUARTER:C$300,00; NUMBER OF JOBS CREATED:5; + UNSPECIFIED $ & JOBS IN SECOND OF ABOVE RESULTS. (ABOVE NEGOTIA'NS SHOULD SOON
QUARTER : 3	------	
QUARTER : 4	------	

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

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

POST 502-HONG KONG

SMALL DELEGATION OF OFFICIALS & BUSINESSMEN FROM PASADENA, NEWFOUNDLAND BRIEFED JULY 2 ON HK INVESTMENT CLIMATE.
EXTENSIVE ASSISTANCE TO MR. SAM KLAPMAN, PRESIDENT, MNG APPAREL CORP., WINNIPEG, MAN., (A)SPORTSWEAR GARMENT MFTG EXPANSION; (B)COLLECTIVE GREY YARN SPINNING & STOCK HOLDING FOR DYEING AGAINST ORDER: MEETINGS WITH PROVINCIAL HK REP. & MAJOR INDUSTRIALISTS ALREADY OPERATING IN WINNIPEG.
ONGOING COUNSELLING AND ASSISTANCE TO MR. FRANCIS HO, CHINA TOWN TELECOMMUNICATIONS SYSTEMS LTD./CANADIAN PROSPERITY INVESTMENT CO. LTD., ORILLIA, ONT., IN DEVELOPMENT OF SUCCESSFUL INVESTMENT RESULT LAST QUARTER, JULY 15, SEPT. 30.
SIGNIFICANT INVOLVEMENT WITH DELEGATION DU QUEBEC A HK IN PREPARATION FOR VISITS EARLY FOLLOWING QUARTER OF MR DANIEL JOHNSON, MINISTER OF TRADE & INDUSTRY & OF MR. ROGER BELAND, COMMUNAUTE URBAINE DE MONTREAL.
SURGE OF INVESTOR INTEREST RESULTING FROM PRO-ACTIVE DIRECT MAIL CAMPAIGN: LIVE HK INVESTMENT ENQUIRIES SINCE 01 APR 87 INCREASE FROM 38 AS AT 20 AUG 87 TO 77 AS AT 30 SEPT 87.

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

POST : 521-ISLAMABAD

007-POWER & ENERGY EQUIP. & SERV.
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUED LIAISON WITH SENIOR MANAGEMENT OF WAPDA TO RESOLVE TARBELA TURBINE DISPUTE.	AWARD OF FOUR LARGE TURBINES TO A CANADIAN SUPPLIER WORTH C$68 MILLION OVER 3-4 YEARS.
LOBBYING WITH WAPDA AND GOVERNMENT OF PAKISTAN TO OBTAIN APPROVAL FOR A FEASIBILITY STUDY INTO A LOW HEAD HYDRO PROJECT.	AWARD OF A FEASIBILITY STUDY UNDER CIDA CPPF PROGRAM WORTH C$0.5- 1.4 MM.
LOBBYING WITH WAPDA TO SUPPORT CANADIAN COMPANIES PURSUING THE WORLD BANK'S COASTAL COAL FIRED POWER PROJECT FEASIBILITY STUDY.	SHORTLISTING OF AT LEAST ONE CANADIAN COMPANY FOR THIS STUDY WORTH C$ 1-3 MM.
UPDATING OF POST'S BRIEFING NOTES ON THE POWER SECTOR WITH NEW SECTIONS ON WAPDA'S DECISION MAKING PROCESS.	BETTER PREPARATION FOR BUSINESSMEN SEEKING WAPDA PROJECTS.
LOBBYING WITH WAPDA FOR AWARD OF A LOW HEAD POWER PROJECT ON A NEGOTIATED BASIS.	BEGINNING OF CONTRACT NEGOTIATION FOR A LOW HEAD PROJECT WORTH C$100-150 MM.
MONITORING OF GOP DELIBRATIONS FOR A US$5 BILLION KALABAGH DAM PROJECT.	FORMATION OF CANADIAN CONSORTIUM TO PURSUE POWER HOUSE TENDERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1	RESOLVE TARBELA DISPUTE. - OBTAIN FEASIBILITY STUDY FOR LOW HEAD POWER. WIN COASTAL COAL FIRED POWER STUDY.	TARBELA RESOLVED. CONTRACT NEGOTIATIONS WITH DOMINION BRIDGE-SULZER UNDERWAY. COASTAL COAL POWER STUDY NOT YET AWARDED.
QUARTER: 2	WIN FEASIBILITY STUDIES FOR: -KESC'S 200 MW OIL FIRED POWER STATION. -COASTAL COAL FIRED POWER STATION.	-FEASIBILITY STUDY HAS BEEN SUBMITTED BY W.P. LONDON/SNC AND IS BEING EVALUATED BY MINISTRY OF WATER AND POWER. -FEASIBILITY STUDY HAS BEEN SUBMITTED BY SHAWINIGAN INTEG AND IS BEING EVALUATED BY WAPDA.
QUARTER: 3	-----	
QUARTER: 4	-----	

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

POST : 521-ISLAMABAD

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
TELECOMMUNICATIONS (INC SPACE)	
LOBBYING WITH PTT AND MINISTRY OF COMMUNICATIONS TO OBTAIN A "NO OBJECTION CERTIFICATE"FOR CANADIAN-MADE PABX EQUIPMENT.	IMPLEMENTATION OF AT LEAST ONE JOINT-VENTURE WITH A LOCAL COMPANY BEFORE THE END OF CFY 86/7.
PROMOTION OF A CANADA-PAKISTAN SCIENTIFIC COOPERATION AGREEMENT WITH SUPARCO FOCUSSED UPON REMOTE SENSING AND SATELLITE TELECOM-MUNICATIONS.	START A DIALOGUE BETWEEN EXT AFF HQ AND GOVERNMENT OF PAKISTAN ON A POSSIBLE AGREEMENT.
PREPARATION OF MARKETING REPORT ON PTT'S MODERNIZATION PLAN AND DISSEMINATION TO CANADIAN EXPORTERS.	DISSEMINATION OF ADVANCE INFORMATION ON PTT'S REQUIREMENTS LEADING TO MINIMUM TWO CANADIAN BIDS ON ITS TENDERS.
PROMOTION OF MAJOR CANADIAN MANUFACTURERS WITH PTT AND GOVERNMENT OF PAKISTAN.	NEW PROPOSALS BY AT LEAST ONE CDN COMPANY FOR A LOCAL INVESTMENT IN TELECOMMUNICATIONS EQUIPMENT MANUFACTURING
ASSISTANCE FOR NEGOTIATIONS LEADING TO A SCIENTIFIC COOPERATION AGREEMENT WITH SUPARCO.	CONCLUSION OF AN AGREEMENT LEADING TO TECH-NICAL EXCHANGE ON PAKISTAN'S SATELLITE PROGRAM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 HELP NORTHERN TELECOM (NT). OBTAIN NO OBJECTION CERTIFICAT FOR MITEL. PROMOTE CANADA-PAKISTAN SC-IENTIFIC COOP AGREEMENT WITH SUPARCO. PREPARE MARKETING REPORT.	NORTHERN TELECOM CANCELLED ITS HIGH LEVEL VISIT TWICE & HAS MAJOR PROBLEM WITH ITS EXISTING CON-TRACTS. NO OBJECTIION CERTIFICAT OBTAINED. OUR MARKETING REPORT PREPARED & DISRIBUTED. BCI SUD-DENTLY DROPPED PAK-A MAJOR BLOW TO OUR EFFORT.
QUARTER: 2 -HELP NORTH. TELECOM TO RESOLVE PABX PROBLEM WITH PTT. -DETERMINE PTT'S INTENTION ABOUT SECOND DIGITAL SWITCHING FACTORY. -PROMOTE CDA-PAKISTAN SCIENTIFIC COOPERATION AGREEMENT WITH SUPARCO.	-NT VISITED PTT IN AUGUST. BOTH ORGANIZATIONS AGREED ON HOW TO RESOLVE PABX PROBLEM. -PTT INTENDS TO REQUEST NT TO BID ON SECOND FACTORY. -DRAFT AGREEMENT APPROVED BY GOVERNMENT OF PAKISTAN.
QUARTER: 3 -----	
QUARTER: 4 -----	

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

POST : 521-ISLAMABAD

011-OIL & GAS EQUIPMENT, SERVICES
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
WIDEN POSTS CONTACTS IN THE INDUSTRY BY IN-COUNTRY TRAVEL TO CALL REGULARLY UPON SENIOR EXECUTIVES OF PRIVATE SECTOR OIL COMPANIES AND PIPELINES.	WIDEN CANADIAN SALES PENETRATION BEYOND OGDC AND INCREASE OUR MARKET SHARE.
ASSISTANCE TO CANADIAN COMPANY THAT HAS CONCLUDED NEGOTIATIONS FOR A CONCESSION.	SUCCESSFUL INITIAL PHASE OF CANADIAN ACTIVITY IN THIS SECTOR.
UPDATE MISSION BRIEFING NOTES ON THE OIL & GAS INDUSTRY & INCLUDE INFORMATION ABOUT GRANTING OF OIL AND GAS CONCESSIONS.	HEIGHTENED INTEREST IN PAKISTAN FOR CANADIAN CAPABILITIES PREPARATION BY EXPORTERS VISITING THE MARKET.
ASSISTANCE TO SEVERAL CANADIAN EXPLORATION COMPANIES INTERESTED IN CONCESSIONS.	SECOND CONCESSION GRANTED TO CANADIAN OIL AND GAS EXPLORATION COMPANY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 -ASSIST CANADIAN COMPANIES SEEKING PETROLEUM CONCESSION AREAS IN PAKISTAN.	-ARRANGED PETRO-CANADA AND HOME OIL'S VISIT FOR JOINT NEGOTIATIONS WITH GOVERNEMENT OF PAKISTAN. AGREEMENT EXPECTED TO BE SIGNED IN NEXT QUARTER.
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 : 521-ISLAMABAD

003-GRAINS AND OILSEEDS
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

OILSEEDS

NEGOTIATION OF (A) ADDITIONAL AFGHAN REFUGEE RELIEF AID AND (B) NEW BILATERAL (CDN/PAK) FOOD AID FOCUSSED UPON CANOLA OIL BY CIDA	MAINTENANCE OF $5-6 MM SALE FOR AFGHAN RELIEF AND INTRODUCTION OF CANOLA OIL TO LOCAL MARKET. POSSIBLE COMBINED SALES OF UPTO $20 MM IN FY 86/7.
FOLLOW UP UPON CANOLA OIL MISSION SCHEDULED FOR JANUARY 87.	IDENTIFICATION & INTRODUCTION TO PAKISTAN OF AT LEAST 2 CANOLA OIL SUPPLIERS SERIOUSLY INTERESTED IN PAKISTANI MARKET. IDENTIFICATION OF TECHNICAL BARRIERS TO INTROD. OF CANOLA OIL
ESTABLISHMENT OF CLOSE RELATIONS WITH LOCAL AGENTS FOR CANOLA OIL SUPPLIERS (PROBABLY MITSUI & MITSUBISHI)	COORDINATED MARKETING ACTIVITY BY POST, AGENTS AND EXPORTERS.
PREPARATION OF ANNUAL SURVEY OF WHEAT, COARSE GRAINS & OILSEEDS MARKET.	PROVIDE BASIC MARKET INFORMATION TO BUREAU FOR DISSEMINATION TO INDUSTRY.
PRESENTATION ON CANADIAN CAPABILITY BY INDEPENDENT OIL SEED EXPERT DURING PLANNED COMMODITY FORUM.	ENHANCE CANOLA OIL REPUTATION AS DEPENDABLE SUBSTITUTE FOR SOYABEAN OIL.
INTENSIFY VISITS UPON GHEE CORPORATION IN LAHORE AND PRIVATE OIL SEED CRUSHERS AND BROKERS.	OBTAIN ADVANCE INFORMATION ABOUT GHEE CORP SOFT VEGETABLE OIL TENDERS. ENSURE AT LEAST TWO BIDS ON GHEE CORP TENDERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1	NEGOTIATION OF BILATERAL FOOD AID FOR CANOLA OIL BY CIDA. FOLLOW-UP ON CANOLA OIL MISSION. ESTABLISH CLOSE RELATION WITH PAK AGENTS OF CANOLA EXPORTERS.	$13 MM CANOLA FOOD AID SHIPPED BY CIDA TO PAK. FORMATION OF CANOLA EXPORT CONSORTIUM FOR PAK IN WESTERN CDA. APPOINTMENT OF LOCAL AGENT BY CDN EXPORT CONSORTIUM. CIGI TRAINING COURSE FOR WAHEED KHAN.
QUARTER: 2	-ENSURE THAT FIRST LOT OF 26000 MT CANOLA OIL SUPPLIED BY CIDA TO PAKISTAN IS PROCESSED PROPERLY BY LOCAL COMPANIES, THUS ENHANCING ITS MARKET ACCEPTABILITY.	-CANOLA OIL TECHNICAL SEMINARS WERE HELD IN THREE CITIES. PROBLEMS ENCOUNTERED IN ITS PROCESSING WERE DISCUSSED AND SOLUTIONS RECOMMENDED -AS A RESULT, INTEREST IN CANOLA OIL INCREASED & SEVERAL IMPORT INQUIRIES WERE RECEIVED.
QUARTER: 3	-----	
QUARTER: 4	-----	

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

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

POST : 521-ISLAMABAD

KAMALIA. POST MADE REPRESENTATIONS TO GOVERNMENT OF PAKISTAN IN AN EFFORT TO RESOLVE LOCAL FINANCING PROBLEM. KAMALIA IS STILL A PRIORITY, ALTHOUGH FATE OF PROJECT IS UNCERTAIN.
CANADAIR CHALLENGER: CANADAIR HAS BEEN INVITED BY MINISTRY OF DEFENCE TO NEGOTIATE CONTRACT. POST HAS BEEN INVOLVED IN ARRANGING CANADAIR'S VISIT WHICH IS EXPECTED TO TAKE PLACE IN NEXT QUARTER.

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

POST : 505-JAKARTA

007-POWER & ENERGY EQUIP. & SERV.
INDONESIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
HYDRO	
MISSION IS WORKING WITH CONSULTING ENGINEERING FIRM WHO IS ENDEAVORING TO PUT TOGETHER A FINANCING PACKAGE FOR THE SENTANI PROJECT.	$85 MILLION
MISSION IS WORKING WITH CONSULTING ENGINEERING COMPANY ON FINANCING PACKAGE FOR 13 MINI HYDRO SITES.	$26 MILLION.
NUCLEAR	
ASSISTANCE TO AECL IN MARKETING PHASE III LAB.	$ 40 MILLION.
ONGOING ASSISTANCE TO AECL IN THE PROMOTION OF THE CANDU NUCLEAR REACTOR #1.	$ 1 BILLION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -NUCLEAR POWER PROGRAM REPORT; -AECL PHASE III LAB SUPPORT; -ASSISTANCE TO ACRES & TECSULT TO PUT TOGETHER FINANCING PACKAGE FOR SENTANI INCLUDING MINI-HYDRO PROJECTS RESPECTIVELY.	-REPORT SUBMITTED; -BID SUBMITTED, NEGOTIATIONS CONTINUING; -ATTEMPTS HAVE BEEN UNSUCCESSFUL TO DATE; SUMITOMO MAY FINANCE SENTANI IN VIEW OF CDA'S APARENT INABILITY TO DO SO.
QUARTER: 2 AECL PHASE III LAB SUPPORT. SUPPORT FOR CONTINUING AECL PURSUIT OF INDONESIAN POWER REACTOR PROJECT. PURSUIT OF POWER TRANS/DISTR. EQPT PROSPECTS IDENTIFIED IN REPORT PREPARED BY DRIE/GMEE.	VISIT OF AECL PRESIDENT IN SUPPORT OF POWER REACTOR PROPOSAL.
QUARTER: 3 -----	
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 : 505-JAKARTA

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	REMOTE SENSING SEMINAR.	IMPROVED MARKET ACCESS
	TELECOMMUNICATIONS (INC SPACE)	
	PROMOTION OF SECOND DIGITAL SWITCHING PROJECT	POTENTIAL FOR SUCCESS IN PROVIDING CONSULTING SERVICES.
	PROMOTION OF 15,000 LINE TELEX GATEWAY.	POTENTIAL FOR SUCCESS IN PROVIDING EQUIPMENT.
	IDENTIFY REQUIREMENTS COMPATIBLE WITH CDN SUPPLY CAPABILITY IN SPACE AND RURAL TELECOMMUNICATIONS SECTOR.	SALES PROSPECTS FOR EQUIPMENT, TRAINING AND CONSULTING SERVICES.
	VISIT OF SENIOR PERUMTEL OFFICIAL TO CANADA.	GREATER AWARENESS OF CANADIAN CAPABILITIES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-REMOTE SENSING SEMINAR. -VISIT OF SENIOR PERUMTEL OFFICIAL TO CANADA.	-EVENT HELD PLUS 2 DAYS OF FOLLOW-UP MEETINGS; AS A RESULT BERCHA INT; L IS PURSUING TRAINING CONTRACT WORTH $500,000 WITH POSSIBILITY OF FOLLOW-UP CONTRACT; -MET DIRECTORS OF PERUMTEL & REACTION POSITIVE; PLANNING OF VISIT IN PROGRESS
QUARTER: 2	CONTINUE TO ASSIST COYS IN PURSUIT OF REMOTE SENSING ACTIVITIES. MORE FOCUS ON COMPUTER HARD-WARE/SOFTWARE PROSPECTS. MONITORING OF TELECOMS PROSPECTS; CONTINUE TO SENSITIZE INDON OFFICIALS TO CDN CAPABILITIES.	REMOTE SENSING: SIGNING OF AERIAL MAPPING CON-TRACT (AQUARIUS FLIGHT INC). POST REP ATTENDED INFORMATICS 87 IN SINGAPORE (COMPUTER SOFTWARE EXHIBITION). DIRECTOR OF ENG., PERUMTEL, VISITS CANADA TO ATTEND TEMIC INAUGURAL PROGRAM.
QUARTER: 3	-----	
QUARTER: 4	-----	

REPORT 4
88/02/02

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

POST : 505-JAKARTA

011-OIL & GAS EQUIPMENT, SERVICES
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MARKET IDENTIFICATION/OPPORTUNITY REPORT. IDENTIFY MARKET OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

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

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

QUARTER: 3 -----

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 : 505-JAKARTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
RAIL	
EMBASSY IS PRESSING GOVERNMENT OF INDONESIA TO MAKE A DECISION ON ADDITIONNAL LOCOMOTIVES AND COAL CARS.	$38 MILLION.
VISIT PADANG AREA TO REVIEW PROGRESS ON OMBILIN COAL MINE EXPANSION AND RELATED RAILWAY EXPANSION.	POTENTIAL FOR CANADA TO FINANCE UP TO $120 MIL PROJECT.
PREPARE REPORT ON PLANS FOR URBAN RAIL TRANSPORTATION SECTOR WITH OFFICIALS OF PJKA, DEPT OF COMMUNICATIONS, DKI JAKARTA.	POTENTIAL SALE OF URBAN RAIL TRANSPORTATION SYSTEM ($80 MIL).
AEROSPACE	
ASSISTANCE IN THE PROMOTION OF ADDITIONAL SALES FOR 76,PT6T-3B TWIN PAC ENGINES.	ONGOING SUPPLY.
PROMOTION OF CO-PRODUCTION OF WATER BOMBERS.	MAY BE LIMITED BECAUSE OF POSSIBLE TRANSALL CONVERSIONS FOR WATER-BOMBER ROLE.
PROMOTION OF CANADAIR CL601 CHALLENGER	INDETERMINATE.
IDENTIFY POTENTIAL AREAS FOR COLLABORATION.	EQUIPMENT SALES/JOINT VENTURE/LICENSING ARRANGEMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 PRESS THE GOVERNMENT OF INDONESIA TO MAKE A DECISION ON PURCHASE OF ADDITIONAL LOCOMOTIVES AND RAIL CARS.	GOVT OF INDONESIA HAS ACCEPTED CIDA/EDC C$44.5 MILLION FINANCING PROPOSAL AND PROVIDED RAILROAD WITH AUTHORITY TO PURCHASE 265 RAILCARS AND 15 LOCOMOTIVES.
QUARTER: 2 PRESS GOI TO MAKE DECISION ON PURCHASE OF ADDITIONAL LOCOMOTIVES AND RAIL CARS.	PURCHASE OF RAIL CARS PENDING AND PROSPECTS FOR LOCOMOTIVE SALES CONTINUE TO BE PURSUED.
QUARTER: 3 -----	
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 : 505-JAKARTA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
INDONESIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ELECTRICAL & ELECTRONIC		
	SENSITIZE INDONESIAN AUTHORITIES TO CANADIAN DEFENCE INDUSTRY CAPABILITIES.	IMPROVE MARKET ACCESS FOR CANADIAN SUPPLIERS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	PROMOTE AWARENESS OF CANADIAN DEFENCE INDUSTRY.	-MET MILITARY LIAISON OFFICER: DISCUSS DEFENCE MISSION TO CDA. REACTION POSITIVE; DATES SET LATER WHEN TIMING IS BETTER FOR INDONESIA; -MTGS WITH P.T. PAL RE: INDO FRIGATE PROGRAM; -ATTEND PARIS AIR SHOW & ESCORT INDO DELS TO CDN BOOTHS.
QUARTER: 2	PROMOTE AWARENESS OF CANADIAN DEFENCE INDUSTRY.	ONGOING MEETINGS WITH INDONESIAN MILITARY WITH RESULT THAT OPPORTUNITIES HAVE BEEN IDENTIFIED FOR AIRCRAFT REFURBISHMENT/UPDATE AND PROVISION OF SHIP-BORNE EQPT FOR NEW FRIGATE PROGRAM, AND AVGP PROPOSAL MAY YET BE RESURRECTED.
QUARTER: 3	-----	
QUARTER: 4	-----	

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

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

POST : 505-JAKARTA

PROVIDED CONTINUED EXTENSIVE ASSISTANCE TO CANADIAN MARCONI IN TELEX PROJECT BID.
ASSISTED DIPIX SYSTEMS LTD. IN RESOLUTION OF LETTER OF CREDIT ADMIN. PROBLEMS.
ASSISTED HAWKER SIDDELEY CANADA IN FOLLOW-ON RAIL CARS PROPOSAL.
ASSISTED WILLOWGLEN/PT ELNUSA IN PURSUIT OF SCADA CONTRACT AT PLN.
PROVIDED CONSIDERABLE ASSISTANCE IN MOUNTING FOOD PACKAGING MISSION TO CANADA.

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

POST : 511-KUALA LAMPUR

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
REMOTE SENSING		
	DEVELOP CONTACT WITH KEY MEMBERS OF THE MALAYSIAN REMOTE SENSING COMMITTEE.	ESTABLISH AWARENESS OF CDN EXPERTISE & ESTABLISH CDN HIGH COMM AS AN IMPORTANT LINK BETWEEN BUYERS & CDN SUPPLIERS.
	VISIT PRINCIPAL USERS OF REMOTE SENSING SYSTEMS TO DEVELOP AN AWARENESS OF MARKET NEEDS AND AREAS OF OPPORTUNITY.	ESTABLISH INVENTORY OF EXISTING REMOTE SENSING ACTIVITIES & OPPORTUNITIES FOR INCREASING DOWNSTREAM CANADIAN SALES.
	DEVELOP A STRATEGY FOR MARKET DEVPMT AND EXPANSION IN REMOTE SENSING.	FIELD & ENHANCE OUR SALES PROSPECTS.
	CONCERTED FOLLOW UP WITH PARTICIPANTS IN THE FEBRUARY 1987 REMOTE SENSING SEMINAR.	IDENTIFICATION OF CONCRETE SALES PROSPECTS THAT WOULD BE REFERRED TO CANADA FOR ACTION.
	DEVELOP A PLAN OF ACTION TO PROMOTE THE CONCEPT OF SATELLITE EARTH STATIONS FOR REMOTE SENSING.	BETTER POSITION CDN COS ON BIDS IN UPCOMING TENDERS.
	PROMOTE INFORMATION EXCHANGE & COOPERATION ACTIVITIES BETWEEN CDN CENTRE FOR REMOTE SENSING & RELATED CDN INSTITUTIONS AND COUNTERPART MALAYSIAN ORGANIZATIONS.	ESTABLISH STRONG BILATERAL RELATIONSHIP IN EMERGING FIELD & FACILITATE TECHNOLOGY TRANSFER.
TELECOMMUNICATIONS (INC SPACE)		
	CONCERTED FOLLOW UP WITH MALAYSIAN PARTICIPANTS AT CANADA ASEAN FORUM & EXPO INDUSTRIAL COOPERATION AND 1986 REGIONAL ITU TRAINING CONFERENCE AT VANCOUVER.	REINFORCE CDN IMAGE AS HIGH TECH LEADER, FINALIZE NEW AGENCIES FOR CDN FIRMS AND PROMOTE POTENTIAL JOINT VENTURES MANUFACTURE.
	EFFECT A STRATEGY TO ENHANCE CDN INVOLVEMENT IN MALAYSIAN TELECOMMUNICATION DEVELOPMENT.	CDN COS PROVIDING CONSULTING & RELATED SERVICES TO STM. 2 NEW CDN COMPANIES INTRODUCED TO MALAYSIAN MARKET.
	DETERMINE DETAILS OF REVISED FIVE YEAR PLAN DEVELOPMENT PROGRAM FOR TELECOMMUNICATIONS SECTOR.	IDENTIFY CONCRETE PROJECTS/OPPORTUNITIES FOR CANADIAN INDUSTRY OVER NEXT FIVE YEARS.
	DEVELOP SENIOR LEVEL CONTACTS AT STM TO IDENTIFY NEW AREAS OF OPPORTUNITY ARISING FROM PRIVATIZATION AND ENSURE THAT RELEVANT CANADIAN CAPABILITIES ARE MADE KNOWN.	INCREASE IN CANADIAN GOODS SUPPLY BY AT LEAST 10%.
	SYSTEMATIC PROGRAM OF VISITS TO MEET PRINCIPAL MALAYSIAN TELECOMMUNICATIONS EQUIPMENT MANUFACTURERS TO IDENTIFY AREAS OF POTENTIAL JOINT VENTURE INTEREST.	ESTABLISH AT LEAST ONE CANADIAN COMPANY IN A JOINT VENTURE IN MALAYSIA.

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

POST : 511-KUALA LAMPUR

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

INVESTIGATE IN DETAIL GOVERNMENT OF MALAYSIA RURAL TELEPHONE DEVELOPMENT PLANS.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 511-KUALA LAMPUR

011-OIL & GAS EQUIPMENT,SERVICES
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
IMPLEMENT SYSTEMATIC PROGRAM OF INTERVIEWS WITH CURRENT AND POTENTIAL REPRESENTATIVES TO ASSESS THEIR ABILITY/INTEREST TO ACT ON BEHALF OF CANADIAN SUPPLIERS.	ABLE TO READILY RECOMMEND EFFECTIVE MALAYSIAN AGENTS/JOINT VENTURE PARTNERS FOR INTERESTED CANADIAN COMPANIES.
PROMOTE CANADIAN TRAINING PROGRAMS IN OIL AND GAS SECTOR IN SUPPORT OF VARIOUS FIRMS PURSUING CONTRACTS.	CDN CO AWARDED VONTRACT SECURE MALAYSIAN PARTICIPATION AT THE ALBERTA SUMMER INSTITUTE FOR PETROLEUM INDUSTRY DEVPT.
MONITOR PROGRESS OF CDN COS BIDDING ON MAJOR PROJECTS.	ENSURE CDN COS ARE BEST POSITIONED TO BE AWARDED CONTRACTS AS AND WHEN DECISION TAKEN.
IMPLEMENT PROGRAM OF CORPORATE LIAISON CALLS WITH SENIOR AND MIDDLE LEVEL MANAGEMENT OF PRINCIPAL OFFSHORE OIL EXPLORATION COMPANIES.	ENSURE CANADIAN SUPPLIERS APPRISED OF DEVELOPMENT PROGRAMS AND EMERGING SALES OPPORTUNITIES.
IDENTIFY OPPORTUNITIES FOR CANADIAN CONSULTANTS AND EQUIPMENT SUPPLIERS FOR CONSTRUCTION PHASE OF GAS PIPELINE AND GAS PLANT.	MAXIMIZE POTENTIAL INVOLVEMENT OF CANADIAN COMPANIES IN THESE MEGA PROJECTS.
HEIGHTEN CANADIAN PROFILE AS TECHNOLOGY LEADER THROUGH ORGANIZED INFORMATION DISSEMINATION, PARTICIPATION IN LOCAL TRADE SHOWS AND MALAYSIAN ATTENDANCE AT CALGARY NPS AND EDMONTON INTERCAN.	GREATER FAMILARITY WITH CANADIAN CAPABILITIES. STIMULATE CANADIAN INTEREST IN SALES AND INVESTMENT PROSPECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 ASSIST CDN COS IN THEIR PREQUALIFICATION BIDS FOR PGUP II; STRENGTHEN CONTACTS WITH PETRONAS OFFICIALS, ESSO AND SHELL TO INCREASE AWARENESS OF CDN TECHNOLOGY, EQUIPMENT AND SERVICES.	4 PIPELINE COTRACTORS, 4 SCADA SSTEMS MFRS & 1 PIPELINE SUPPLIER SUBMITTED PREQUALIFICATIONS BID. IDENTIFIED LOCAL ASSOCIATES WHERE REQUIRED; SECURED PARTICIPATION OF CHAIRMAN OF PETRONAS GAS AS SPEAKER AT CERI GAS CONFERENCE IN CALGARY
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 : 511-KUALA LAMPUR

007-POWER & ENERGY EQUIP. & SERV.
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

ADVISE AND SUPPORT CANADIAN COMPANIES IN THEIR ESTABLISHMENT OF CONSORTIA WITH MALAYSIAN FIRMS AND IN THEIR BID PREPARATIONS ON THE ACCELERATED TRANSMISSION PROJECT.	ENSURE THAT CANADA IS REPRESENTED IN THESE BIDS AND THAT AT LEAST ONE OF THE EIGHT WINNING CONSORTIA INCLUDES A CANADIAN PARTNER.
RESEARCH LOCAL CONSULTING CAPABILITIES TO DEVELOP A DETAILED INVENTORY OF AGENTS AND THEIR AREAS OF EXPERTISE FOR USE IN ADVISING CANADIAN COMPANIES OF POTENTIAL LOCAL AFFILIATIONS.	INCREASE IN NUMBER OF CANADIAN COMPANIES REPRESENTED BY QUALIFIED LOCAL AGENTS FOR THE MALAYSIAN MARKET.
MONITOR CLOSELY THE EVOLUTION OF POWER 12 AND ADB PENINSULAR TRANSMISSION TENDERS, NOTIFY CANADIAN FIRMS ACCORDINGLY AND MONITOR IMPLICATIONS FOR RURAL ELECTRIFICATION.	INCREASE THE NUMBER OF CDN SUPPLIERS WITH LOCAL AGENTS AND ESTABLISH INITIAL EQUIPMENT SALES FOR CANADA IN THIS SECTOR.
VISIT SABAH AND SARAWAK ELECTRICITY AUTHORITIES TO INTRODUCE THEM TO COMPREHENSIVE RANGE OF CANADIAN CAPABILITIES AND TO GATHER MARKET INTELLIGENCE.	IDENTIFY STATE PROJECTS THAT OFFER OPPORTUNITIES FOR EXPORT AND/OR JOINT VENTURES FOR CANADIAN COMPANIES.
PROMOTE CANADIAN CAPABILITIES IN THE POWER SECTOR.	ENHANCEMENT OF PROFILE FOR CDN TURNKEY CAPABILITIES IN THIS SECTOR AND IDENTIFICATION OF SUITABLE PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1	-----	
QUARTER: 2	INTRODUCE SABAH AND SARAWAK ELECTRICITY AUTHORITIES TO RAGE OF CDN TECHNOLOGY AND CAPABILITIES; ASSIST BG CHECO IN PROMOTION OF CAPACITATIVE COUPLER.	SEB & SESCO PARTICIPATED IN INCOMING ASEAN POWER MISSION, POST ARRANGED MARKETING TRIPS TO EAST MALAYSIA FOR CI POWER AND ONT. HYDRO; SEB & SESCO PRIORITY PROJECTS INCLUDED IN CIDA RECOMMENDATIONS TO EPU FOR GRANT FUNDING; QUE. ENERGY MTRY
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 : 511-KUALA LAMPUR

001-AGRI & FOOD PRODUCTS & SERVICE
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
WORK WITH PRINCIPAL CDN APPLE SUPPLIERS AND MALAYSIAN IMPORTERS/ BROKERS TO ADDRESS PROBLEMS MITIGATING AGAINST INCREASED SALES.	IMPROVE QUALITY AND PACKAGING OF CANADIAN PRODUCT. INCREASE CANADIAN SHARE OF MALAYSIAN APPLE MARKET.
TOGETHER WITH CIGI, ORGANIZE ANIMAL FEED SEMINAR FOR FEED MILLERS ON THE USE AND FEED FORMULATION OF CANADIAN BARLEY, CANOLA MEAL AND DEHYDRATED ALFALFA, PRESENTLY NOT IN USE LOCALLY.	INCREASE SALE OF FEED INGREDIENTS TO MALAYSIA
UNDERTAKE MARKETING PROGRAM OF CANADIAN PROCESSED FOODS AND GROCERY PRODUCTS WITH BULK IMPORTERS, WHOLESALERS AND MAJOR RETAIL OUTLETS.	INTRODUCE BROADER RANGE OF CANADIAN FOOD AND GROCERY PRODUCTS TO MALAYSIA AND INCREASE TOTAL EXPORTS TO THIS MARKET.
DIRECT FOLLOW UP WITH DEPT OF VETERINARY SRVCS & LEADING PRIVATE FARMERS TO PROMOTE TECHNICAL COLLABORATION & SALES RELATED TO BREEDING STOCK, ARTIFICIAL INSEMINATION, EMBRYO TRANSFER, GENETIC RESEARCH & RELATED ACTIVITIES.	NEW SALES OF SWINE, SWINE BREEDING STOCK, POULTRY BREEDING STOCK, FROZEN SEMEN AND POSSIBLY LIQUID OR FROZEN EMBRYO.
FOSTER DISSEMINATION OF INFORMATION TO DEPT OF AGRIC, MLSIAN AGRIC RESEARCH & DEVELOPMENT INSTITUTE, UNIVERSITI PERTANIAN MALAYSIA, ETC ON RANGE OF CDN TECHNOLOGY ADVANCES AND AVAILABLE UNIV. ED AND TRAINING PROGRAMS IN THE AGRIC. SECTOR.	INCREASED FLOW OF INFORMATION ON CANADIAN EXPERTISE IN THE AGRICULTURAL FIELD. STUDENTS DIRECTED TO CDN INSTITUTION TO MEET GROWING TRAINING NEEDS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 PROMOTION OF BREEDING SWINE.	ADSGO TRADING VISITED SEVERAL MALAYSIAN PIG FARMS TO PROMOTE CDN BREEDING SWINE. CDN GOVT SPONSORED INCOMING SWINE BUYERS MISSION JUNE 12-15/87 RESULTING IN MALAYSIAN PURCHASES VALUED AT US $52,435.
QUARTER: 1 PROMOTION OF CANADIAN FEED INGREDIENTS.	VISIT BY DR EMANUELLE OF AGRIC/CDA STIMULATED INTEREST IN SOURCING CDN FEED INGREDIENTS. XCAN FAR EAST (TORONTO) FOLLOWED UP SHORTLY AFTER AND HAVE IDENTIFIED CLIENTS WITH GOOD POTENTIAL.
QUARTER: 1 PROMOTION OF CANADIAN PROCESSED FOODS AND GROCERY PRODUCTS.	3 MALAY. CO'S PARTICIPATED AT HONG KONG FOOD & BEVER/87 & KEEN TO BUY RANGE OF FOOD PROD. POK BROS NEGOCIATING PURCHASE OF PROCESSED CHEESE & COLD STORAGE. BHD INTERESTED IN STAGING 'CDN FOOD FAIR' IN THEIR SUPERMARKET CHAIN.

REPORT 4
88/02/02

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

POST : 511-KUALA LAMPUR

001-AGRI & FOOD PRODUCTS & SERVICE
MALAYSIA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	PROMOTE TECHNICAL COLLABORATION WITH VETERINARY SERVICES DEPT (MIN OF AGRIC) IN VARIOUS ASPECTS OF LIVESTOCK INDUSTRY.	GIDC HELD DISCUSSIONS WITH DIRECTOR GENERAL, VET SERVICE DEPT TO PROMOTE CDN EXPORTS & EXPERTISE IN VARIOUS ASPECTS OF LIVESTOCK INDUSTRY. OMAF SPONSORING VISIT OF THE D.G. TO ATTEND WORLD VET CONGRESS IN MTL & VISITS TO CDN LIVESTOCK FACILI
QUARTER: 2	PROMOTE CND FOOD PRODUCTS AND PROCESSING EQPT WITH BULK IMPORTERS, WHOLESALES & RETAIL OUTLETS ENCOURAGE TECHNICAL COLLABORATION WITH DEPT OF VETERINARY SERVICES AND DIRECT LIVESTOCK SALES TO INDUSTRY.	OMAF SOYABEAN MISSION/ASEAN LIVESTOCK MISSION/ QUE TRADE MISSION/ASEAN FOOD PACKAGING TOUR ESTABLISHED NEW BUYING CONNECTIONS AND LED TO 2 IMMEDIATES SALES. LEADING SUPERMARKET CHAIN COLD STORAGE MALAYSIA HAS PROPOSED HOLDING 2 WK
QUARTER: 3	-----	
QUARTER: 4	-----	

REPORT 4
88/02/02

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

POST : 511-KUALA LAMPUR

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
DIRECT FOLLOW UP AND MARKETING PROGRAM WITH PARTICIPANTS IN EXPO INDUSTRIAL COOPERATION 86 PROGRAM FROM RAILWAY SECTOR.	EXPAND NUMBER OF AGENCY AGREEMENTS FOR SUPPLY OF RAILWAY EQUIPMENT AND TECHNOLOGY.
SYSTEMATIC ANALYSIS OF AUTOMOTIVE PARTS AND COMPONENTS CURRENTLY IMPORTED TO IDENTIFY PRODUCTS WHICH CAN BE COMPETITIVELY SOURCED FROM CANADA.	ENCOURAGE AT LEAST TWO NEW CANADIAN SUPPLIERS TO MARKET THEIR PRODUCTS IN MALAYSIA.
PROMOTE CANADIAN CAPABILITY TO SUPPLY COMMUNICATIONS, SIGNALLING, CONTROL AND ELECTRICAL EQUIPMENT TO RAILWAY.	POSITION CANADIAN COMPANIES AS SUPPLIERS FOR EXPECTED FUTURE TENDERS.
ORGANIZED PROGRAM OF CALLS ON MAJOR AUTO ASSEMBLERS, PARTS MANU-FACTURERS AND INDUSTRY ASSOCIATIONS TO MARKET CANADIAN TECHNOLOGY AND SUPPLY CAPABILITY.	HEIGHTEN PROFILE OF CANADIAN AUTOMOTIVE INDUSTRY AND ESTABLISH POTENTIAL AREAS FOR FUTURE SALES.
IDENTIFY MALAYSIA'S PLAN TO PURCHASE ENGINE PARTS, AIRCRAFT ASSEMBLIES, ETC. AND PROMOTE CANADIAN SOURCING.	INCREASE CANADIAN SALES OF ENGINE PARTS AND ASSEMBLIES AND HEIGHTEN AWARENESS OF CANADIAN CAPABILITIES IN AEROSPACE ELECTRONICS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 PROMOTE CDN PARTICIPATION IN KTM DEVELOPMENT PROGRAM; PROVIDE MARKETING SUPPORT TO DE HAVILLAND.	ASSISTED CPCS TO CONCLUDE WORLD BANK CONTAINER PROJECT CONTRACT NEGOTIATIONS WITH KTM; IDENTIFIED 2 AGENTS TO REPRESENT CDN EQUIPMENT; COORDINATED MKTING STRATEGY WITH DHC LOCAL AGENT MET SENIOR OFFICIALS IN MAS, MIN OF TRANSPORT.
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 : 511-KUALA LAMPUR

004-DEFENCE PROGRAMS, PRODUCTS, SERV
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
ASSIST IN NEGOTIATIONS WITH MINISTRY OF DEFENCE TO FULFILL OUTSTANDING OBLIGATIONS OF RDF CONTRACT.	FINAL CONCLUSION OF RDF CONTRACT.
MEET WIH ALL AGENTS CURRENTLY REPRESENTING CANADIAN DEFENCE PRODUCTS MANUFACTURERS AND ASSESS THEIR SUITABILITY.	INTRODUCE NEW TRADE COMMISSIONER RESPONSIBLE FOR DEFENCE SECTOR & REINFORCE CDN INTEREST IN SALES OF DEFENCE & SECURITY PRODUCTS.
COMPREHENSIVE ROUND OF CALLS ON SENIOR MINISTRY OF DEFENCE, ARMY, AIR FORCE AND NAVY OFFICERS.	RE-ESTABLISH CANADIAN IMAGE AS SUPPLIER OF RELIABLE, QUALITY DEFENCE PRODUCTS.
COMMERCIAL COUNSELLOR ASSUMES PRINCIPAL RESPONSIBILITY FOR DEFENCE PRODUCTS PROMOTION ACTIVITIES.	GREATER POST ACCESS TO KEY SENIOR MILITARY AND DEFENCE OFFICIALS.
ASSESS FINDINGS OF RECENT DEFENCE MARKET STUDY & IN CONCERT WITH OTHER RELEVANT INFORMATION ESTABLISH MALAYSIAN PROCUREMENT PRIORITIES.	RECOMMEND PARTICIPANTS & DETERMINE PROGRAM FOR INCOMING DEFENCE MISSION MAY/JUNE 1987 TO MAXIMISE LIKELIHOOD OF FOLLOW ON SALES.
PROMOTE MALAYSIAN PARTICIPATION IN TRAINING PROGRAMS & DEVELOP DATA BASE OF PREVIOUS MALAYSIAN PARTICIPANTS IN THESE PROGRAMS FOR REGULAR FOLLOW-UP ATTENTION.	ENHANCED FAMILIARITY WITH CANADIAN DEFENCE TRAINING AND TECHNOLOGY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 ASSIST CCC TO FULFILL OUTSTANDING OBLIGATIONS UNDER RDF TENDER TO MINDEF; CONTINUED PROMOTION OF CANADIAN DEFENCE PRODUCTS.	CONVENED MEETING OF RDF USERS WHICH IDENTIFIED ACTION REQUIRED TO MAKE EQUIPMENT OPERATIONAL; MET WITH NEW CHIEF OF DEFENCE FORCES, CHIEF OF ARMY & DEPUTY CHIEF OF NAVY; PARTICIPATED IN BRISTOL AEROSPACE NEGOCIATIONS WHICH RESULTED
QUARTER: 3 -----	
QUARTER: 4 -----	

REPORT 4A
88/01/28

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 : 511-KUALA LAMPUR

PREPARATION FOR VISIT NEXT QUARTER OF ALBERTA MINISTER OF CAREER DEVELOPMENT & EMPLOYMENT, THE HON. RICK ORMAN, VISIT OF QUEBEC ENERGY MINISTER, THE HON. JOHN CIACCIA (AUG. 16-19 1987). CHOGM PREPARATIONS. ASEAN FOOD PACKAGING TOUR (SEPT 19 - OCT 04, 1987). QUEBEC TRADE MISSION (SEPT 26-29, 1987). ENTREPRENEURIAL IMMIGRATION PROGRAM PROMOTION.

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 : 503-MANILA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
TELECOMMUNICATIONS (INC SPACE)	
POST WILL CONTINUE TO NURTURE STRONG CADRE OF CONTACTS IN PLDT, MOTC AND PRIVATE SECTOR. WILL MONITOR AND REPORT MAJOR POLICY CHANGES. POST EXPECTS SOME INDUSTRY RESTRUCTURING.	POST EXPECTS TO DEVELOP & MAINTAIN HIGH PRO-FILE IN SECTOR RESULTING IN MORE ADVANCE INFO LEADING TO STRONGER EXPORT PERFORMANCE.
CO-ORDINATION WITH EXPECTED CIDA SUPPORT FOR TELECOM SECTOR.	SOME SHARE OF CIDA PROGRAM DEVOTED TO TELECOM SECTOR.
COMPLETE IDENTIFICATION OF CANADIAN TELECOM SUPPLY COMPANIES WHO HAVE OPPORTUNITIES IN THIS MARKET.	INCREASE PARTICIPATION RATE OF CDN SUPPLIERS IN THE PHILIPPINE TELECOM SECTOR.
PROMOTE CANADIAN CAPABILITY WITH THE GOVERNMENT-OWNED OPERATING COMPANY, BUTEL AS WELL AS TO MEET WITH SEVERAL OFFICIALS FROM SOME OF THE LARGER RURAL TELECOM COMPANIES.	IDENTIFY SALES OPPORTUNITIES FOR BOTH SECOND HAND (CROSS-BAR, STEP-BY=STEP) TELECOM EQUIPMENT AS WELL AS TO IMPROVE CANADIAN PROFILE IN BUTEL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -ENSURE CDN PARTICIPATION IN PHILCOMSAT TENDER FOR ANTENNEA, PLDT METRO MANILA EXPANSION, PLDT CELLULAR RADIO TENDER; -SRT RADION TELECOM TECH-NOLOGY DEMONSTRATION.	-SPAR AEROSPACE GAVE TECH. BRIEFING & WILL BID ON TENNDER NT TO BID ON METRO MANILA EXPANSION; -PARTICIPATED IN PHIL-TELECOM WEEK CONFERENCE; -NOVATEL GAVE TECH. BRIEFING & WILL BID ON 500 UNITS; -MOTC IN PROGRESS OF SELECTING EXEC. AGENC
QUARTER: 2 SUPPORT SPAR BID FOR SAT-EARTH STN & NOVATEL BID FOR CELLULAR PHONE & NT PART'N IN PLDT X-5 EX-PANSION PROG. -SUPPORT WESCOM CPPF FOR TELECOM TRAINING STUDY. -SRT RURAL RADIO TELECOM TECH. DEMO PROJ. -SUPPORT MOTOROLA OFFER OF RADIO COMM.	SPAR LOST OUT TO NEC. NOVATEL BID STILL UNDER CONSIDERA'N, NT INVITED TO BID ON PLDT (X-5) PROG. -WESCOM VISITED POST IN SEPT. TO DISCUSS -PROJ APPROVED BY CIDA BILATERAL IN SEPT. -CIDA BILATERAL CONSIDERING BOTH UNDER TELECOM PORTION
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 : 503-MANILA

007-POWER & ENERGY EQUIP. & SERV.
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
THERMAL	
MONITOR DEVELOPMENT OF SPECIFIC REQUIREMENTS UNDER ADB THIRD POWER LOAN TO NPC & THE EIGHTH WORLD BANK POWER LOAN FOR 2X55 M.W GEOTHERMAL PLANTS, AND REPORT TO CANADIAN EXPORTERS.	SEVERAL CDN COMPANIES EXPRESSED INTEREST IN ONE OR MORE ASPECTS OF LOANS. CDN SHARE COULD REACH $5 - 10 MILLION.
ENCOURAGE CDN PARTNERSHIP ARRANGEMENTS WITH JAPANESE CONSORTIA FOR CALACA II COAL-FIRED THERMAL POWER PLANT AND POSSIBLY FOR BISLIG.	BOILER ISLAND PORTION COULD GO TO CANADA- $60-100 MILLION.
DETERMINATION OF POTENTIAL FOR CANADIAN CONTRACT SUPERVISION CONSULTANCY WITH NPC FOR CALACA II PLANT.	CANADIAN COMPANY ACTIVELY PURSUING THIS POTENTIAL OPPORTUNITY - WORTH APPROXIMATELY 2-3 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -INCOMING POWER TRANSMISSION & DISTR. MISSION; -FOLLOW-UP TO MARCH OUTGOING POWER MISSION; -ENSURE APPROVAL OF 2 CPPF STUDIES FOR POWER PLANT REHABILITATION; -CONTINUE SUPPORT OF CDN PARTICIPATION IN CALACCA II.	-3 PHILIP. PARTICIPANTS ON MISSION; -CAE BIDDING ON SCADA SYST. FOR MERALCO; -SUCAT STUDY APPROV. ROCKWELL CPPF STILL UNDER REVIEW; -REPORTING ON NEW DEVELOPMENTS, CONTINUOUS LIAISON WITH BWC REP. VISIT WITH CHAIRMAN & PRESIDENT-NPC.
QUARTER: 2 PROMOTE CDN PARTICIPATION IN ADB FINANCED 3RD POWER LOAN TO NPC. -CONTINUE SUPPORT OF CDN PARTICIPATION IN CALACA II. -SUPPORT APPROVAL OF CPPF FOR ROCKWELL POWER PLANT REHABILITATION.	LAVALIN PROVIDING CONSULTING SERVICES ON TRANS-MISSION GRID; MONENCO WON CONSULTING CONTRACT FOR SCADA SYSTEM. -MONENCO WRITING INDIGENOUS COAL FUEL SPEC. FOR CALACA II BOILERS. -CPPF APPROVED FOR SNC STUDY OF ROCKWELL REHAB.
QUARTER: 3 -----	
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 : 503-MANILA

003-GRAINS AND OILSEEDS
PHILIPPINES

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
CONTINUE ESTABLISHING AND MAINTAINING CLOSE CONTACTS WITH FLOUR MILLERS, FEED MILLERS, SWINE AND POULTRY RAISERS, BREWERIES AND INTERNATIONAL COMMODITY TRADING HOUSES IN THE PHILIPPINES.	25-50,000 TONS OF WHEAT SALES ANNUALLY.
MONITOR CANOLA FEED TRIALS.	GRADUAL INTRODUCTION OF CANOLA MEAL TO REPLACE SOYAMEAL.
SEND CANDIDATES (AT LEAST 2 EACH YEAR) TO CIGI COURSES.	FAMILIARITY WITH CANADIAN WHEAT PRODUCTS AND HANDLING AND GRADING SYSTEM.

TRACKING:

	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-ORGANIZE PHILIPPINE PARTICIPATION IN CIGI COURSE FOR FEED MILLERS; -CONTINUE LIAISON WITH PHILIP. FLOUR MILLERS & FEED MILLERS & REPORTING TO CWB; -COMPLETE OILSEEDS REPORT.	-4 PHILIP. FEED MILLERS AT CIGI COURSE; -POST OFFICER VISITS PAFMIL (PHIL. ASSN. OF FLOUR MILLERS) MEMBERS AT LEAST ONE A WEEK. NO TENDERS ISSUED DURING QUARTER. 10 REPORTING TELEXES TO CWB; -COMPLETED IN APRIL.
QUARTER: 2	ORGANIZE PHILIPPINE PARTICIPATION IN CIGI COURSES. -CONTINUOUS LIAISON WITH PAFMIL & PAFMI MEMBERS AND GRAIN TRADERS. -ORGANIZE EMIL ONG'S (NFA-DIRECTOR) VISIT TO CANADA.	15 FEED & FLOUR MILLERS ATTENDED CIGI COURSES. WON TENDERS FOR 80,000 M. TONS OF FEED BARLEY. PARTICIPATED IN 1 WHEAT TENDER BUT LOST TO U.S. (EEP) OFFER. -ARRANGED FOR ONG TO MEET WITH CWB DURING HIS STAY IN CANADA.
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 : 503-MANILA

001-AGRI & FOOD PRODUCTS & SERVICE
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ANIMAL, POULTRY BREEDING STOCK	
MAINTAIN CLOSE CONTACT WITH MAJOR SWINE AND POULTRY FARMERS. ORGANIZE CANADIAN PROGRAMS DURING THEIR REGULAR BUYING TRIPS TO NORTH AMERICA.	CONTINUING INCREASE IN CANADIAN SALES.
FEED, FERTILIZER & VET PRODUCTS	
COMPLETION WHEAT AND COARSE GRAINS REPORT AND AGRICULTURE ABROAD REPORT (ANNUALLY).	KEEP OTTAWA CLIENTS INFORMED.
MAINTAIN CLOSE CONTACT WITH FEED MILLERS TO DETERMINE TIMING OF FEED WHEAT IMPORTS AND PROVIDE INFO. ON ANY CHANGES IN FEED IMPORT POLICY.	AT LEAST 25,000 TONS/ANNUM OF FEED WHEAT SALES OUT OF TOTAL MARKET OF APPROXIMATELY 100,000 TONS.
MONITOR AND ADVISE CIDA ON POTASH AID PROGRAM.	$10 MILLION OR APPROXIMATELY 85,000 TONS OVER 12-15 MONTH PERIOD.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -CLOSE LIAISON WITH MAJOR POULTRY & SWINE PRODUCERS; -MONITORING OF CIDA BACKED POTASH SALES & PROMOTION OF UREA; -CANOLA FEEDING TRIALS - REPORTING RESULTS.	-SWINE GROWERS VISITING ONTARIO PORK CONGRESS JUNE/87; -15000 MT POTASH CONTRACTED TO CANPOTEX NEW POSSIBILITIES FOR UREA SALES PURSUED; -IN PROGRESS, PROMOTIONAL SEMINAR PLANNED IN FALL.
QUARTER: 2 CANOLA FEEDING TRIALS. -MONITOR CIDA FINANCED POTASH SALES AND PROMOTE UREA. -ORGANIZE AGRI-BUSINESS, FOOD PACKAGING/PROCESSING MISSION TO CANADA.	RESULTS REPORT SUBMITTED TO CANOLA COUNCIL IN JULY. SAN MIGUEL ISSUED TENDER FOR TRIAL 5,000 M. TONS CANOLA MEAL BUT VOLUME TOO SMALL TO WARRANT BIDS (TRANSP. COST). MT POTASH CONTRACTED TO CANPOTEX 69,000 M. TONS UREA SOLD BY DOMINION
QUARTER: 3 -----	
QUARTER: 4 -----	

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

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

POST : 503-MANILA

QUEBEC GOVERNMENT TRADE MISSION (7 COMPANIES) 22-26 SEPT.
MEETINGS WITH PCCI (PHIL. CHAMBER OF COMMERCE & INDUSTRY) RE
PREPARATIONS FOR ACBC MEETING.
ONE COMMERCIAL OFFICER ON CO - TOUR OF CANADA (16 AUGUST -
5 SEPTEMBER).
ORGANIZING 2 STUDIES AND 4 ACTIVITIES UNDER NTS/API FUND.

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 : 532-MELBOURNE

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

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

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

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

POST : 532-MELBOURNE

001-AGRI & FOOD PRODUCTS & SERVICE
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
IMPROVE MARKET PROSPECTS FOR CANADIAN BOVINE SEMEN AND EMBRYOS BY SATURATING AUST BREEDERS WITH SOURCING AND PROGENY INFO ON CDN STOCK.	DRAMATICALLY INCREASE EXPORTS OF SEMEN AND EMBRYOS.
AGRICULTURE MACH, EQUIP, TOOLS	
REVIEW WITH DEALERS POSSIBILITY OF ARRANGING FINANCING THROUGH EDC, NOTE PURCHASE OF EDA.	IMPROVED CANADIAN MARKET SHARE AND ENHANCED DEALER VIABILITY.
FOLLOW UP POSSIBLE JOINT VENTURE/LICENSING ARRANGEMENTS. DISCUSS CDN INTEREST IN J.V. WITH AUST. FIRMS AND IDENTIFY BEST MATCHING.	MAINTAIN CDN SHARE OF AG EQUIP MARKET IN LIGHT OF POSSIBLE DECREASE IN IMPORTED EQUIPMENT.
UNDERTAKE A SOURCING INVENTORY OF CDN CAPABILITY TO SUPPLY FERTILIZER INGREDIENTS AND PROVIDE INFORMATION TO AUSTRALIAN FERTILIZER MANUFACTURERS/AGENCIES AND DISTRIBUTORS.	ENSURE MAJOR AUSTRALIAN PURCHASERS ARE AWARE OF PRODUCTS AVAILABLE FROM CANADA AND INCREASE EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 ORGANIZED PARTICIPATION IN AGRICULTURAL MACHINERY FIELD DAYS IN DOWERIN, WESTERN AUSTRALIA, AUGUST 26-27 1987.	DUE TO CURRENT ECONOMIC AND CLIMATIC CONDITIONS IN WESTERN AUSTRALIA DOWERIN ONLY ATTRACTED FOUR EXHIBITORS ON CANADIAN STAND. SHORT-TERM SALES PROSPECTS ARE PESSIMISTIC.
QUARTER: 2 ORGANIZED PARTICIPATION IN YORKE PENINSULA AGRICULTURAL MACHINERY FIELD DAYS IN PASKERVILLE, SOUTH AUSTRALIA, SEPTEMBER 29-OCTOBER 1ST.	RECORD ATTENDANCE. EIGHT CANADIAN FIRMS REPRESENTED ON THE STAND. SALES PROSPECTS ENCOURAGING - SEVERAL NEW DEALERS APPOINTED.
QUARTER: 3 -----	
QUARTER: 4 -----	

REPORT 4
88/02/02

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 : 532-MELBOURNE

009-FOREST PRODUCTS, EQUIP, SERVICES
AUSTRALIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
EQUIPMENT AND MACHINERY		
	PERIODIC VISITS TO MILLS AND FORESTRY OPERATIONS; PREPARATION OF SITREPS AND STUDIES.	OBTAIN EARLY ADVICE ON MAJOR DEVELOPMENTS AND ALERT CANADIAN SUPPLIERS.
	ATTEND MAJOR INDUSTRY CONFERENCES, EG: TASMANIAN LOGGING CONFERENCE MARCH'87.	BROADEN CONTACT RANGE AND SECTOR INTELLIGENCE FOR BENEFIT OF CANADIAN INDUSTRY.
	ENCOURAGE PARTICIPATION BY CANADIAN FIRMS AT APPITA'87 IN SYDNEY, NSW.	INCREASE SALES IN PULP AND PAPER SECTOR.
	REVIEW MAJOR PLANNED PROJECTS AND MEET MANAGERS.	ENSURE CANADIAN SUPPLIERS AWARE OF PROJECTS/ CONTACTS.
	DETERMINE OPPORTUNITIES FOR CONSULTANTS IN SAWMILL SECTOR, PARTICULARLY HARDWOOD SAW LOGS AND INFORM APPROPRIATE CDN CONSULTANTS.	INCREASE THE NUMBER OF CDN CONSULTANTS IN AUS AND INFLUENCE PURCHASES OF CDN EQUIP.
	ASSESS MARKET PROSPECTS FOR NEW HIGH TECH ACHIEVEMENTS IN LOG HANDLING/CONVERSION.	CREATE NEW BUSINESS OPPORTUNITIES FOR CANADIAN EXPORTERS.

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

REPORT 4
88/02/02

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 : 532-MELBOURNE

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AUTOMOTIVE		
	POST HAS SENT REPORT ON TRUCK PARTS TO DRIEOTT AND IS IN THE PROCESS OF FOLLOWING UP.	INCREASE NUMBER OF TRUCK PART FIRMS ACTIVE IN AUSTRALIA.
	POST IS UNDERTAKING A PRELIMINARY MARKET STUDY ON TRAILER PARTS FOR DISSEMINATION TO CDN MFGS.	ENSURE THAT ALL CDN TRAILER PART MFGS ARE REPRESENTED IN AUSTRALIA.
	ASSISTANCE TO NEWLY APPOINTED CL215 REPRESENTATIVE IN SERIES OF PROMOTIONAL FUNCTIONS IN POST TERRITORY.	TO ASSIST IN INITIAL MARKET PENETRATION FOR CL215.
	PREPARATION IN CONCERT WITH LOCAL REPRESENTATIVE, FOR DEMONSTRATION TOUR OF CANADAIR CHALLENGER.	TO ASSIST IN MARKETING THE CHALLENGER IN AUSTRALIA.

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

REPORT 4
88/02/02

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 : 532-MELBOURNE

016-INDUSTRIAL MACHIN, PLANTS, SERV.
AUSTRALIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	PREPARE FOR AND EXECUTE NTS/PTI MARKET STUDY FOR MATERIALS HANDLING NOMINATED BY OTTAWA.	BETTER KNOWLEDGE OF MARKETPLACE.

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

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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 : 532-MELBOURNE

POST DOWNSIZING LEFT H.O.M. AS ONLY CANADA BASED OFFICER
FOR HALF REPORTING PERIOD.

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 : 522-NEW DELHI

007-POWER & ENERGY EQUIP. & SERV.
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
ANALYSIS OF AWARD OF CAPITAL PROJ. BY INDIA TO ALL COUNTRIES IS NEEDED BECAUSE OF CDN COS CONCERNS THAT CDN APPROACH & FINANCING MECHANISMS ARE INADEQUATE SUPPORT TO PRIVATE SECTOR INITIATIVES IN THE INDIAN MARKET.	ANALYSIS OF INTN'L COMPETITION WLD AID CDN GVMT. TO ASSESS ITS SUPPORT TO CDN PRIVATE SECTOR INIT. IN INDIAN MARKETPLACE.
WORK CLOSELY WITH CANADIAN FIRMS IN DEVELOPING APPROPRIATE STRATEGIES WHEN PURSUING MAJOR CAPITAL PROJECTS.	SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECT.
CONTINUE DEVELOPING CLOSE LIAISONS WITH KEY PLAYERS IN IDENTIFIED GOV'T OF INDIA PUBLIC SECTOR, ESPECIALLY DEPTS OF ECONOMIC AFFAIRS FINANCE, ENERGY, POWER, INDUSTRY, SPACE AND RAILWAYS, WITH A VIEW TO PROMOTING CDN INTERESTS IN THE POWER SECTOR.	THIS ENHANCED LIAISON SHOULD INCREASE CDN FIRMS OPPORTUNITIES TO ADVANCE THEIR PROPOSAL FOR MAJOR CAPITAL PROJ. WITHIN INDIAN SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 WORK CLOSELY WITH CDN FIRMS IN DEVELOPING APPROPRIATE STRATEGIES IN PURSUIT OF MAJOR CAPITAL PROJECTS.	RAJ MAHAL COAL STUDY COMPLETE. CONTRACT NEGOTIATIONS TO START. YAMUNANAGAR AND UNCHALAR STRATEGISING CONTINUES.
QUARTER: 2 -----	
QUARTER: 3 -----	
QUARTER: 4 -----	

REPORT 4
88/02/02

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 : 522-NEW DELHI

011-OIL & GAS EQUIPMENT, SERVICES
INDIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
MACHINERY AND EQUIPMENT		
	CIDA/EDC LINE OF CREDIT FOR OIL AND GAS SECTOR.	WHEN SIGNED SIGNIFICANT AND IMMEDIATE INCREASE IN SALES.
	PETRO-CANADA - OIL & NATURAL GAS COMMISSION MOU FOR TECHNICAL COOPERATION WITH OIL & GAS SECTOR.	WHEN SIGNED SIGNIFICANT INCREASE IN LINK BETWEEN CANADIAN COMPANIES AND ONGC.
	GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCIES AGREEMENTS DUE TO SEVERE RECESSION IN CANADIAN INDUSTRY AND HENCE INCREASED INTEREST IN INDIAN MARKET.	INCREASED SIGNED AGENCY AGREEMENTS AND SALES.
	COMPUTERIZE OIL & GAS CONTACTS, AGENTS LISTS, TENDERS ISSUED, RESPONSES FROM CANADA, SOURCING DOCUMENTS, ENQUIRIES FROM CANADA AND INDIA.	IMPROVED EFFICIENCY IN RESPONDING & MATCHING OPPORTUNITIES WITH CANADIAN COMPANIES.
ALL SUB-SECTORS		
	CIDA/EDC LINE OF CREDIT FOR OIL AND GAS SECTOR.	WHEN SIGNED SIGNIFICANT AND IMMEDIATE INCREASE IN SALES.
	PETRO-CANADA - OIL & NATURAL GAS COMMISSION MOU FOR TECHNICAL COOPERATION WITH OIL & GAS SECTOR.	WHEN SIGNED SIGNIFICANT INCREASE IN LINKS BETWEEN CANADIAN COMPANIES AND ONGC.
	GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCIES AGREEMENTS DUE TO SEVERE RECESSION IN CANADIAN INDUSTRY AND HENCE INCREASED INTEREST IN INDIAN MARKET.	INCREASED SIGNED AGENCY AGREEMENTS AND SALES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	CIDA/EDC LINE OF CREDIT FOR OIL & GAS SECTOR.	CONTINUING ATTEMPTS TO PRODUCE FIRST TRANSACTION
QUARTER: 1	PETRO-CANADA OIL & NATURAL GAS COMMISSION MOU FOR TECHNICAL COOPERATION WITH OIL & GAS SECTOR.	STILL IN DEFINITION PHASE.
QUARTER: 1	GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCY AGREEMENTS DUE TO SEVERE RECESSION IN CDN INDUSTRY AND HENCE INCREASED INTEREST IN INDIAN MKT.	HAS BEEN SOMEWAHT DAMPENED BY PROBLEMS IN LAUNCHING OIL AND GAS FINANCING FACILITY.
QUARTER: 1	COMPUTERIZE OIL & GAS CONTACTS, AGENTS LISTS, TENDERS ISSUED, RESPONSES FROM CANADA, SOURCING DOCUMENTS, ENQUIRIES FROM CANADA AND INDIA.	WELL IN TRAIN WITH CONTACTS, AGENTS AND TENDER NOTIFICATIONS COMPUTERIZED. CONTINUING.

REPORT 4
88/02/02

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 :522-NEW DELHI

011-OIL & GAS EQUIPMENT, SERVICES
INDIA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 2	A)CIDA/EDC LINE OF CREDIT FOR OIL & GAS SECTOR. B)GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCY AGREEMENTS.	A)EFFORTS CONTINUED TO PRODUCE FIRST TRANSACTION B)SIX NEW AGENCY AGREEMENTS AND 1 JOINT VENTURE ARRANGEMENT SET-UP.
QUARTER: 2	A)COMPUTERISE OIL & GAS CONTACT, AGENTS, LISTS, TENDERS ISSUED, RESPONSES FROM CDA SOURCING DOCUMENTS, ENQUIRIES FROM INDIA. B)PETRO-CDA & ONGC MOU FOR TECHNICAL COOPERATION WITH OIL AND GAS SECTOR.	A)EFFORTS CONTINUING. B)DROPPED FOR LACK OF INTEREST FROM PETROCAN.
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 : 522-NEW DELHI

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	CIDA TELECOM SECTOR STUDY	IT WILL IDENTIFY SPECIFIC AREAS CANADIAN COMPANIES SHOULD CONCENTRATE THEIR EFFORTS.
	A TELECOMMUNICATIONS SEMINAR HAS BEEN COORDINATED BY EXTAFF/POST AS PART OF "CANADA DAY" AT THE 7TH INDIAN ENGINEERING TRADE FAIR IN NEW DELHI IN FEBRUARY 1987.	SEMINAR'S AUDIENCE WILL INCL. SR OFFICIALS FM INDIAN DEPTS. OF SPACE & TELECOMM. AND MIN. OF SCIENCE & TECH. THESE CONTACTS WILL BE FOSTERED TO INCREASE INTEREST IN CDN CAPABILITY.
	A SEMINAR PROGRAM ON CDN CAPABILITIES IN ARTIFICIAL INTELLIGENCE AND REMOTE SENSING WAS SPONSORED BY THE CANADA/INDIA BUSINESS COUNCIL(THROUGH A CIDA GRANT)IN NEW DELHI & BOMBAY IN FEB. 1987.	THE POST WILL FOLLOW UP CONTACTS/ENQUIRIES EMINATING FROM THE AUDIENCE OF THESE PROGRAMS AND TRANSMIT THIS INFORMATION TO RELEVANT CDN COMPANIES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	CIDA TELECOM SECTOR STUDY.	CANCELLED DUE LACK OF CDN CORPORATE SUPPORT FOR THIS APPROACH. EXTERNAL AFFAIRS CASE BY CASE APPROACH WILL CONTINUE FOR PRESENT.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

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

POST : 522-NEW DELHI

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

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

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

ANTICIPATED RESULTS:

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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 : 522-NEW DELHI

AUTO PARTS SEMINA, TORONTO, JULY 1987.
DEPT OF COMMUNICATIONS (LIEBEL-MACDONALD) ADVANCE VISIT FOR
MIN/COMMUNICATIONS INDUSTRY MISSION TO INDIA, EARLY 1988.
CANADIAN WHEAT BOARD (COMMISSIONER HETLAND AND PARTY) VISIT
TO INDIAN GRAIN/FOOD OFFICIELS.

REPORT 4
88/02/02

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

POST : 527-OSAKA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
GENERAL NOTIFICATION OF CONSULATE GENERAL OPENING (1986).	INCREASED INTEREST BY CANADIAN FIRMS, ESPECIALLY THOSE WITH JAPANESE EXPERIENCE.
IDENTIFICATION AND NOTIFICATION OF CANADIAN FIRMS WHICH SHOULD BE MADE AWARE OF SPECIFIC MARKET OPPORTUNITIES IN KANSAI AREA.	FOCUSSING OF SECTORAL CAPABILITIES AND PREPARATION OF SPECIFIC MARKETING ACTIVITIES.
MONITOR EFFECTS OF DEREGULATION OF NTT ON TELECOM INDUSTRY AND MAKE RECOMMENDATIONS FOR MARKETING STRATEGY WHERE CANADIAN SECTORAL CAPABILITY IS STRONG.	INCREASE MARKET AWARENESS IN CANADA.
DETERMINE MARKET STRATEGIES EMPLOYED BY FOREIGN COMPETITORS IN THIS SECTOR ESPECIALLY WITH REGARDS TO DISTRIBUTION SYSTEM.	PROVIDE ADVICE ON MOST EFFECTIVE METHOD OF MARKET PENETRATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 DEPT. OF COMMUNICATIONS TELECOMMUNICATION SEMINAR ADVANCE TEAM.-PREPARED ITINERARY PROVIDING TEAM BEST EXPOSURE TO MARKET OPPORTUNITIES FOR - TELECOMMUNICATIONS EQUIPMENT AND SERVICES.	DETERMINED TIMING & NATURE OF SEMINARS NEEDED FOR TERRITORY IN COORDINATION WITH PROGRAMME IN TOKYO(SEPTEMBER). IDENTIFIED POTENTIAL BUYERS FOR TELECOM EQUIPMENT (OSAKA GAS. LOCAL NIT OFFICE).
QUARTER: 1 SASKATCHEWAN HIGHTECH MISSION -PREPARATION OF PROMOTIONAL MATERIAL (IN JAPANESE) -IDENTIFICATION AND SELECTION OF TARGET COMPANIES -DISTRIBUTION, CONTACT AND FOLLOW-UP.	SEVERAL CO. TO CO. NONNECTIONS ARRANGED LEADING TO SEVERAL SALE/JOINT COLLABORATION OR PRODUCT DEVELOPMENT IN JAPAN & OTHER EXPORT MARKETS. ONE TWO MAN-MISSION ARRANGED FOR KUBOTA RE REMOTE SENSDING, IDENTIFICATION SYSTEMS.
QUARTER: 2 -----	
QUARTER: 3 -----	
QUARTER: 4 -----	

REPORT 4
88/02/02

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

POST : 527-OSAKA

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
SEMI & PROCESSED FOOD & DRINK		
	NOTIFICATION OF OPENING OF CONSULATE GENERAL	INCREASED INTEREST OF CANADIAN FIRMS, ESPECIALLY THOSE WITH JAPANESE EXPERIENCE.
	ENCOURAGE BUYERS MISSION TO CANADA IN FOOD SECTOR.	AT LEAST TWO MISSIONS ORGANIZED.
	IDENTIFY PRODUCTS WHICH CAN BE COMPETITIVELY CUSTOM-PACKED IN CANADA.	INCREASED AWARENESS OF MARKET OPPORTUNITIES LEADING TO INCREASED MARKET PENETRATION.
	BUYERS MISSION TO CANADA BY MAJOR FOOD STORE CHAINS & DEPARTMENT STORES.	INCREASED SALES BY SEVERAL MILLION OVER NEXT THREE YEARS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	ALBERTA BEEF PROMOTION ACTIVITIES -SUPPPORT TO BEEF DEMO IN KOBE & KYOTO -FOODEX OSAKA.	ALBERTA BEEF PROMOTIONS ARE SUCCESSFULLY ENHANCING IMAGE OF CDN BEEF IN TERRITORY AS LOW FAT HEALTHY FOOD PRODUCT.
QUARTER: 2	TV OSAKA PROGRAM - PROMOTION OF CANADIAN FOOD PRODUCTS AND CANADIAN FUR GARMENTS DURING PROGRAM ON CANADIAN PRESENCE IN THE KANSAI.	TV PROGRAM WILL BE SHOWN TWICE DURING OCTOBER ON 2 MAJOR OSAKA STATION.
QUARTER: 2	HANKYU CANADA FOOD FAIR - ANNUAL EVENT FOR WHICH CONGEN PROVIDES SUPPORT AND CONTACTS.	THE FAIR GENERATED RETAIL SALES OF OVER $660,000 AND HELPED SUCCESSFULLY ESTABLISH A MEAT PACKER FROM NEW BRUNSWICK IN THIS MARKET.
QUARTER: 3	-----	
QUARTER: 4	-----	

REPORT 4
88/02/02

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

POST : 527-OSAKA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AEROSPACE	
NOTIFICATION OF OPENING OF CONSULATE GENERAL AND OPPORTUNITIES ASSOCIATED WITH NEW KANSAI INTERNATIONAL AIRPORT CONSTRUCTION.	FIVE OR SIX COMPANIES REGISTERED WITH KIAC UNDER DESIGNATED BIDDING SYSTEM.
MEET WITH JAPANESE COMPANY EXPECTED TO WIN OVERALL CONTRACTS IN KIA PROJECT.	INCREASE AWARENESS OF CANADIAN CAPABILITY IN THIS SECTOR BY JAPANESE PRIVATE COMPANIES.
ENCOURAGE VISITS BY CANADIAN COMPANIES TO OSAKA FOR APPOINTMENTS AT KIA AND OTHER JAPANESE COMPANIES.	ESTABLISH BUSINESS RELATIONSHIPS BETWEEN JAPANESE AND CANADIAN COMPANIES LEADING TO SALES OVER NEXT THREE YEARS.

TRACKING:

	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	AIRPORT CONSTRUCTION & AEROSPACE ENGINEERING SHOW. -PLANNING (3 MONTHS). RECRUITEMENT FROM POST & IN CANADA ON CREOSS-COUNTRY TOUR. EXECUTION, REPORTING, FOLLOW-UP.	18 CDNS CO'S PARTICIPATED BY PROVIDING PICTURES AND DISPLAY MATERIAL. ONE CDN REP PARTICIPATED ON BOOTH. 107 ENQUIRIES RECEIVED, REPORT PREPARED & FOLLOW-UP COMPLETED. INDIVIDUAL COMAPNIES RESPONSIBLE FOR OWN FOLLOW-UP.
QUARTER: 1	AIRPORT CONTRACT BIDDING SEMINAR. POLITICAL PRESSURE TO KIAC (8 MONTHS) RECRUITMENT - REPORTING	IN EFFORT TO RAISE PROFILE AS COUNTRY WITH TRANSPORTATION EXPERTISE, INDEPENDENTLY PUSHED TO HAVE BIDDING SEMINAR ORGANIZED BY AIRPORT CO. OFFICIALS. SIX CDN COS. REPS ATTEND RESULTING IN SEVERALS INDEPENDENT REPORTS GENERATED & DISTRIBU-
QUARTER: 2	KANSAI AIRPORT REPORT - REPORT ON PROCUREMENT POLICIES OF KANSAI INTERNATIONAL AIRPORT COMPANY	DISTRIBUTED TO COMPANIES AND APPROPRIATE GOVERNMENT CONTACTS.
QUARTER: 3	-----	
QUARTER: 4	-----	

REPORT 4
88/02/02

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

POST : 527-OSAKA

002-FISHERIES, SEA PRODUCTS & SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

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

DETERMINATION OF DISTRIBUTION SYSTEM IN KANSAI FOR CANADIAN FISH PRODUCTS.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

527 - OSAKA

JAPAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN	ANTICIPATED RESULTS
INDUSTRIAL MACHIN,PLANTS,SERV.	MANUFACT & MATERIAL PLANT,EQP. FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND THROUGH IND. MACHIN,PLANTS,SERV. SEMINARS AT CONGEN AND SECTOR MISSIONS TO CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS.	INVESTMENT IN CANADA OF SEVERAL MILLION DOLLARS.
ELECTRONICS EQUIP. & SERV	CONSUMER ELECTRONICS FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND THROUGH CONSUMER ELECTRONICS SEMINARS AT CONGEN AND SECTOR MISSIONS TO CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS.	INVESTMENT IN CANADA OF SEVERAL MILLION DOLLARS.
TRANSPORT SYS,EQUIP,COMP,SERV.	AUTOMOTIVE FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND THROUGH INDUSTRY SPECIFIC SEMINARS AT CONGEN AND SECTOR MISSIONS TO CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS. MAINTAIN CLOSE LIAISON WITH KANSAI AIRPORT AUTHORITIES FOR NEW AIRPORT PROJECT.	INVESTMENT IN CANADA OF SEVERAL MILLION DOLLARS.
EDUCATION,MEDICAL,HEALTH PROD	PHARMACEUTICALS, BIOTECHNOLOGY FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND THROUGH INDUSTRY SPECIFIC SEMINARS AT CONGEN AND SECTOR MISSIONS TO CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS. MAINTAIN CLOSE LINKS WITH PHARMACEUTICAL & BIOTECH FIRMS.	INVESTMENT IN CANADA OF SEVERAL MILLION DOLLARS.
NON SECTORALLY ORIENTED ACTIVITIES		
	COOPERATE CLOSELY WITH OSAKA CHAMBER OF COMMERCE AND INDUSTRY TO ENCOURAGE AND ASSIST ITS MEMBERSHIP TO INVEST IN CDA (IE. SEMINARS, CJBC MEETING IN CDA, ASIA PACIFIC FORUM, MISSIONS TO CDA).	IDENTIFY 150/200 POTENTIAL INVESTORS TO BE TARGETTED FOR FURTHER PROMOTION.
	DETERMINE POTENTIAL IN CENTRES OUTSIDE OSAKA ITSELF. (PRESENTATION ON DOING BUSINESS IN CDA TO BE HELD IN AND CO-SPONSORED BY CHAMBER OF COMMERCE IN KOBE AND/OR KYOTO AND WAKAYAMA AND/OR OHTSU).	EXPECT TO REACH 75 TO 80 NEW BUSINESS CONTACTS WHO HAVE SHOWN SOME INTEREST IN CANADA.

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

527 - OSAKA

JAPAN

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER	RESULTS REPORTED
QUARTER : 1		
	-FOLLOW UP TO OSAKA CHAMBER OF MISSION TO CDA DINNER/RECEPTION. -FOLLOW UP TO MARCH 3 INVEST. SEMINAR: WORK WITH DENTSU INC. TO PREPARE FOLLOW UP QUESTIONNAIRE; DISTRIBUTION, COLLECTION, EVALUATION. -ASIA DEVELOPMENT BANK: SUPPORT ACTIVITIES TO ENSURE IMPORTANT CONNECTIONS ESTABLISHED & IDENTIFY NEW CANDIDATES FOR INVEST. PROMOTION. -FOLLOW-UP CONTACT & SUPPORT FOR ONGOING INVEST. PROJECTS. -AUTOPARTS TECHNOLOGY MISSION: SUPPORT FOR MISSION ACTIVITIES.	-MISSION SUCCESSFUL PROMOTING 'FRIENDLY' IMAGE OF CDA. -OCCI WILL SEND WORKING LEVEL MISSION TO CDA NEXT YEAR. -APPROX. 50 OR 40% OF RECIPIENTS RESPONDED WHICH WILL HELP IN PLANING OF FUTURE INVEST. ASPIRANTS FOR TARGET ACTIVITIES. -15 NEW INVEST. TARGET CO'S IDENTIFIED (BANKS/SECURITIES FIRMS) WHICH PROVIDE FINANCING & ADVISE CLIENTS SEEKING INVEST OPPORTUNITY. -5 PROJECTS HAVE NOW REACHED CRITICAL STAGE & REQUIRE CONTINUAL MONITORING & ASSISTANCE. -IMPORTANT TECHNOLOGIES
QUARTER : 2		
	I. ASIA PACIFIC BUSINESS CONVENTION II. INVESTMENT PROMOTION SEMINARS: PREPARATIONS FOR FALL A. FEDERAL 1. KOBE CHAMBER OF COMMERCE (OCT/NOV) 2. KYOTO CHAMBER OF COMMERCE B. PROVINCIAL SEMINARS 1. QUEBEC (OCT. 6) 2. MANITOBA (NOV. 13). III. IDENTIFY INVESTMENT CANDIDATES IDENTIFIED THROUGH SURVEY QUESTIONNAIRE FOLLOWING UP MARCH 3 SEMINAR IN OSAKA.	I. MAJ. INVSTMT MESSAGE TO APACON PROG TO BE DELIVERED BY TOP LEVEL FED'L OFFICIAL TO LARGE GROUP OF PROSPECTIVE JPNSE & OTHER INVSTRS AS PART OF CDA'S PART'N. II. A. FED. : BOTH KYOTO/KOBE CHAMBER OF COMMERCE HAVE AGREED TO CO-SPONSOR & PROMOTE ATTENDANCE AMONG THEIR MEMBERS. B. ASSISTANCE HAS BEEN GIVEN TO EACH OF THESE PROV. SEM. C. WORKED WITH NOMURA TO PLAN & ORG. A SEM. ITS CLIENTS ONOPPORTS FOR MFTG INVSTMT IN CDA. III. 13 COS TARGETED FOR DIR. INVSTMT PROM'N IN FALL.
QUARTER : 3	------	
QUARTER : 4	------	

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

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

POST : 527-OSAKA

BUILDING PRODUCTS PROMOTION TOUR - JOHN MELNYK DRIEOTT/IRPI
FOR ONE DAY PROGRAMME.
DAVID EGGLESTON (PACIFIC FORUMS) INVESTMENT PROMOTION: ONE
DAY PROGRAMME.
ONTARIO ELECTRONICS SEMINAR FOR KANSAI INTERNATIONAL AIRPORT
ARTICLES SUBMITTED TO CANADA EXPORT.
AMSEL & AMSEL FUR PROMOTION AT CONGEN (3 DAYS).

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

POST : 510-PEKING

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	DETERMINE CHINESE INTENTIONS RE KEY HYDRO DEVELOPMENTS AND PRIORIZE THEM.	ABILITY TO RE-FOCUS ON HIGH PRIORITY HYDRO OPPORTUNITIES.
THERMAL		
	BIDS ON BOILER ISLANDS FOR THREE MAJOR THERMAL PLANTS (LUO HUANG, DEZHOU, SHIDOU KOU).	CANADA SHOULD WIN AT LEAST ONE.
	EXPLORE AND IDENTIFY WHICH IS THE NEXT TRANCHE OF THERMAL PLANTS, AND SEEK A COMMITMENT FOR A NEGOTIATED CONTRACT.	POSITION CANADIAN SUPPLIERS FOR THE NEXT ROUND OF THERMAL GENERATING CONSTRUCTION.
NUCLEAR		
	SUPPORT AECL'S ACTIVITIES IN PROMOTION OF SLOWPOKE REACTOR.	AGREEMENT ON BUILDING OF DEMONSTRATION UNIT IN QIQIHAR (HEILONGJIANG).
	TO ESTABLISH NUCLEAR CO-OPERATION AGREEMENT.	PAVE THE WAY FOR FUTURE TECHNOLOGY SALES.
	CLARIFY MORE PRECISELY THE PRIORITIES AND TIMING OF CHINESE EXPANSION PROJECTS.	BETTER POSITION CANADIAN FIRMS FOR BIDDING SUCCESS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2	TO DEVELOP CANADA/PRC NUCLEAR COOPERATION.	SUPPORT TO 25-PERSON AECL DELEGATION TO CHINA IN SEPTEMBER 87.
QUARTER: 3 -----		
QUARTER: 4 -----		

REPORT 4
88/02/02

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

POST : 510-PEKING

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MASS MAILING OF MANDARIN TELECOM BROCHURES TO CONTACTS FROM EXPOCOM.

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

ANTICIPATED RESULTS:

MAXIMIZE CHINESE FAMILIARITY WITH CANADIAN TELECOM CAPABILITIES.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

GUARTERLY 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 : 510-PEKING

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
URBAN TRANSIT	
CPPF STUDY OF BEIJING SUBWAY EXTENSION.	TO POSITION CANADIAN FIRM FOR FUTURE WORK ON THIS PROJECT.
WILL CONDUCT SERIES OF MEETINGS WITH APPROPRIATE OFFICIALS TO CLARIFY MARKET POTENTIAL.	TO BE IN BETTER POSITION TO DEVELOP PLAN OF ACTION.
PLAN TO INVESTIGATE VESSEL TRAFFIC MANAGEMENT ASPECTS OF CHINA'S PORT EXPANSION PROGRAM.	TO PREPARE INFORMATION FOR POSSIBLE MISSION IN LATE 1987.
PREPARE REPORT ON RAILWAY SIGNALLING OPPORTUNITIES.	TO PUBLICIZE OPPORTUNITIES TO CANADIAN FIRMS.
DEVELOP CLOSER RELATIONS WITH KEY OFFICIALS IN MINISTRY OF RAILWAYS.	TO OBTAIN MORE TIMELY AND APPROPRIATE INFORMATION.
FOLLOW UP TO CIVIL AVIATION MISSION PLANNED FOR FEBRUARY 1987.	BREAK INTO AIR TRAFFIC CONTROL MARKET.
PREPARE DETAILED REPORT ON AIR TRAFFIC OPPORTUNITIES IN CHINA.	PUBLICIZE OPPORTUNITIES TO CANADIAN FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 TO POSITION CANADIAN FIRMS FOR KEY URBAN TRANSIT PROJECT.	SUBMISSION OF FINAL LAVALIN-BEIJING SUBWAY CORP. STUDY WHICH ENDORSES USE OF CDN TECHNOLOGY IN JULY 87. MATTER NOW UNDER REVIEW BY BEIJING MUNICIPAL GOVERNMENT.
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 :510-PEKING

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	JOINT AGRICULTURAL COMMITTEE.	-SUPPORT AG RESEARCH IN CDA. -PROMOTE PRIORITY AG SALES TO CHINESE. BREEDING LIVESTOCK AND GRAIN EQUIPMENT.
	ANIMAL HEALTH DISCUSSION.	REDUCE ANIMAL HEALTH TECHNICAL BARRIERS. ONCE REMOVED, THEN SALES POTENTIAL ENHANCED.
	PLANT PHYTOSANITARY DISCUSSIONS.	CREATE CONDITIONS FOR NEW PLANT EXPORTS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
QUARTER: 2	A) COMPLETE RE-NEGOTIATION OF FIVE ANIMAL HEALTH QUARANTINE AGREEMENTS; B) TO DEVELOP JOINT AGRICULTURE COMMITTEE PROJECTS 1988-89.	A) ALL FIVE AGREEMENTS WERE SIGNED AFTER COMPLETION OF PROTRACTED NEGOTIATIONS. B) NEW PROPOSALS FOR JAC 19 NEW PROJECTS PREPARE FOR THE MINISTER OF AGRICULTURE'S VISIT.
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 : 510-PEKING

009-FOREST PRODUCTS, EQUIP, SERVICES
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
WOOD AND WOOD PRODUCTS	
PROVIDE SUPPORT TO COFI'S EFFORTS IN CHINA, ESPECIALLY THEIR FARMHOUSE DEMONSTRATION PROJECT IN SHANGHAI.	INCREASE AWARENESS OF ADVANTAGES OR USE OF LUMBER IN HOUSE CONSTRUCTION.
PURSUE DISCUSSION WITH CHINESE AUTHORITIES TO ESTABLISH THE WOOD PRODUCTS COMMITTEE.	IMPROVED INTORMATION FLOW & AWARENESS IN CHINA OF CANADIAN CAPABILITIES.
INCREASE CONTACTS WITH THE MINISTRY OF FORESTRY, THE NATIONAL TIMBER IMPORT & EXPORT CORP., THE MINISTRY OF BUILDING MATERIALS INDUSTRY, ETC. TO FIND OUT CHINA NEEDS AND REGULATIONS ON THE USE OF LUMBER.	INCREASE SALES OF LUMBER. BETTER DEFINITION OF MARKET POTENTIAL.
GATHER INFORMATION ON OUR COMPETITORS AND INFORM CANADIAN COMPANIES.	INCREASE KNOWLEDGE OF PRODUCT SECTOR TO FOCUS CANADIAN EFFORTS WITH VIEW TO INCREASING LONGER PORTION OF MARKET.
INVESTIGATE WHICH MACHINERY & FOREST EQUIPMENT CHINA REQUIRES.	FOCUSSED PROMOTION OF COMPETITIVE MACHINERY.
REINFORCE CANADA'S IMAGE AS A SECURE, RELIABLE AND COMPETITIVE SOURCE OF PULP & PAPER THROUGH CONTACTS WITH THE MINISTRY OF LIGHT INDUSTRY AND IMPORT CORPORATIONS.	MAINTAIN AND INCREASE OUR SHARE OF THE MARKET
EQUIPMENT AND MACHINERY	
SUPPORT CANADIAN COMPANIES PURSUING MAJOR PULP & PAPER PRODUCTS.	TO OBTAIN CONSULTING CONTRACTS, TECHNOLOGY TRANSFER CONTRACTS AND EQUIPMENT SALES.
PUBLICIZE CANADIAN TECHNOLOGICAL CAPABILITIES AND EQUIPMENT IN THE PULP & PAPER INDUSTRY THROUGH CLOSE CONTACTS WITH THE MINISTRY OF LIGHT INDUSTRY.	CANADIAN SUPPLIERS OF PAPER MACHINERY COULD BE SHORT-LISTED FOR SOME PROJECTS. INCREASED USE OF CONSULTING FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 A) GATHERING OF COMPREHENSIVE INFORMATION ON MARKET FOR CDN WOOD PRODUCTS. B) RENEWAL OF FORESTRY MOU.	A) COMPLETION AND DISSEMINATION OF DETAILED REPORT ENTITLED "THE MARKET FOR CANADIAN WOOD PRODUCTS IN CHINA". B) AGREEMENT IN PRINCIPLE FOR ONE YEAR EXTENSION NEGOTIATED.
QUARTER: 3 -----	
QUARTER: 4 -----	

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

POST : 510-PEKING

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	MKT RESEARCH BY POST & LIAISON WITH EMR TO DETERMINE NATURE AND EXTENT OF DOMESTIC PRODUCTION, COMPETITION AND SALES PATTERNS. ESTABLISH COMMUNICATIONS WITH COS INVOLVED IN MINERAL SALES.	IMPROVE AWARENESS CANADA SIDE. IMPROVE AWARENESS CHINESE SIDE. DEVELOP MARKETING STRATEGY

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
QUARTER: 2	NEGOTIATION OF WORKING GROUP FOR NON-FERROUS METALS.	AGREEMENT IN PRINCIPLE TO FORM WORKING GROUP.
QUARTER: 3	-----	
QUARTER: 4	-----	

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

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

POST : 510-PEKING

KNOW CANADA TRADE SEMINARS, HONG KONG SEPT. 23 AND 30.
PREPARATION OF FEDERAL-PROVINCIAL BROCHURE FOR AGRO-CHINA 87
HONG KONG. SENIOR BUSINESS LEADERS, CDN CHAMBER OF COMMERCE
VISIT TO CHINA 31 AUG.-03 SEPT. EDC PROMOTIONAL SEMINARS,
JULY & SEPT. TO DALIAN, SHENYANG, XIAM, TIANJIN, SHANGHAI,
CHONGQING, GUANGXHOU, XIAMAN & FUZHOU. CONFERENCE ON CIPM
THREE GORGES FEASIBILITY STUDY. VISIT TO CANADA OF NATIONAL
AIR TRAFFIC CONTROL ADMINISTRATION DELEGATION. JOINT TRADE
COMMITTEE DISCUSSIONS, OTTAWA, SEPT. 2, 3, 4, 1987. CHINA
WOOD '87 - NINE CANADIAN FIRMS. VISIT OF QUEBEC MINISTER OF
FORESTS AND TRADE DELEGATION.

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 : 519-SEOUL

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
REMOTE SENSING		
	GATHER & UPDATE INFO ON THE PLANNED PROJECTS FOR R.S. SYS IN COMING YEARS.	IDENTIFICATION OF CDN OPPORTUNITY.
	FOLLOW UP FOR KAIST SHOW AND CONFERENCE (ASIAN CONFERENCE OF REMOTE SENSING)	ENHANCED CONTACTS WITH R.S. SECTOR.
	HOLD A CATALOGUE SHOW ON REMOTE SENSING PRODUCTS/SERVICES FOR POTENTIAL AGENTS AND ENDUSERS.	INCREASE NUMBER OF ACTIVE AGENTS REPRESENTING CDN FIRMS IN THIS SUBSECTOR (CURRENTLY 2).
	PREPARE A REPORT ON KOREAN REMOTE SENSING SECTOR'S CURRENT STATUS AND PROSPECTS.	INCREASED INTEREST & ACTIVITY IN THIS MARKET BY CDN FIRM.
TELECOMMUNICATIONS (INC SPACE)		
	ONGOING ASSISTANCE TO CDN FIRMS TO PENETRATE KOREAN PUBLIC TELEPHONE SWITCH MARKET.	INCLUSION OF A CDN FIRM IN LOCAL PUBLIC SWITCH COMPETITION.
	FOLLOW UP ON DATA COMM SEMINAR IN FY 86/87	INCREASE OPPORTUNITY FOR CDN FIRMS TO SELL MORE DATA COMM PRODUCTS/SERVICES IN FY 87/88.
	CATALOGUE SHOW FOR CANADIAN EQUIPMENT (OTHER THAN SWITCHGEAR).	INTERESTED NUMBER OF AGENTS.
	PREPARE FOR DATACOMM & INFORMATICS MISSION	INCREASED NUMBER OF CONTACTS & POTENTIAL AGENTS.
BROADCASTING (INC CATV)		
	TRACKING OF LEGISLATIVE CHANGES ON CABLE TV BROADCASTING.	IF LEGISLATED, THE CABLE TV MARKET WILL BE GENERATED FROM FY 87/88.
	COLLECT INFO ON POTENTIAL FIRMS WITH INTEREST IN CABLE TV BUSINESS.	IDENTIFY POSSIBLE AREA OF CDN FIRMS PARTICIPATION.
	HOLD A CATALOGUE SHOW ON CDN CABLE TV PRODUCTS/SERVICES.	APPOINTS NUMBER OF ACTIVE LOCAL AGENTS IN THIS SUBSECTOR IN FY 87/88.

REPORT 4
88/02/02

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 : 519-SEOUL

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

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	NONE THIS QUARTER	STARTED WORK FOR CDN PARTICIPATION AT AFCEA 87. 2-ASSISTED CDN MARCONI IN FINALIZING SALES OF ANSP 503.
QUARTER: 2	- PARTICIPATION IN AFCEA 87 - DEVELOPED DATA BASE OF IMPORTERS OF ELECTRONIC COMPONENTS (IMPORT DIVERSIFICATION)	- DEMONSTRATION OF CDN DEFENCE ELECTRONICS COMMUNICATIONS CAPABILITY - COMPREHENSIVE DATABASE OF ALL KOREAN IMPORTERS OF DIVERSIFICATION ITEMS DEVELOPED.
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 : 519-SEOUL

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
A DEFENSE MARKET STUDY WAS MADE IN 1986. WE ARE IN THE PROCESS OF FOLLOWING UP SPECIFIC OPPOTUNITIES WITH INDIVIDUAL COMPANIES.	ENHANCED RECRUITMENT FOR UPCOMING AFCEA SHOW. INCREASED BIDDING ON MND CONTRACTS BY CDN COMPANIES.
DEVELOPING FURTHER INVENTORY OF SUITABLE AGENTS AND CONTINUE TO DEVELOP CLOSER CONTACT WITH EXISTING AGENTS.	SUPPORT AN UPCOMING MISSION OF AGENTS TO CDA DURING HI-TECH. MORE AGENT AGREEMENTS WITH CANADIAN COMPANIES.
CONTINUE TO ENCOURAGE THE ROK TO PROCURE CND DEFENSE PRODUCTS AS MEANS OF REDRESSING IN PART THE TRADE IMBALANCE.	IMPROVE CLIMATE FOR CANADIAN DEFENSE SALES.
CATALOGUE AND VIDEO TAPE PRESENTATION OF CANADIAN DEFENSE PRODUCTS IN NEW TRADE CENTER.	ENCOURAGE INTEREST AMONG MILITARY AND AGENTS IN CANADIAN DEFNESE CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 MISSION TO CDA BY 6 PERSON MINISTRY OF NATIONAL DEFENCE TEAM HEADED BY M. GENERAL.	EXPOSE KEY KOREAN MILITARY TO CDN CAPABILITIES. AS A RESULT KOREA DEF. WILL SEND FOLLOW UP TEAM TO CDA. DEHAVILLAND/BOEING SEMINAR DEMONSTRATION FOR ASW EQUIPMENT TO BE INSTALLED ON DASH 8 FOR ROK NAVY. TOOK PLACE IN EMB. NEW TRADE CENTER.
QUARTER: 2 AEROSPACE SECTOR STUDY STARTED.	- ALL MAJOR AEROSPACE-RELATED INDUSTRIES VISITED. INTERVIEWS OF SENIOR OFFICIALS OF INDUSTRY, GOVT AND R & D. - DRAFT PAPER WRITTEN.
QUARTER: 3 -----	
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 : 519-SEOUL

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AUTOMOTIVE		
	INCREASE LOCAL AWARENESS OF CDN AUTOMOTIVE PARTS SUPPLIERS THROUGH JOINT ACTIVITIES WITH THE KOREAN AUTOMOTIVE INDUSTRIES COOPERATIVE ASSOCIATION.	SUPPORT TO INCOMING PARTS MISSION NOV. 86. SIGNING OF FIRST TECHNICAL EXCHANGE/J.V. AGREEMENT IN THE AUTOMOTIVE SECTOR.
	CONTINUE TO EXPAND CONTACTS WITH HYUNDAI, DAEWOO, KIA AND SSANGYONG DONG-A FOREIGN PROCUREMENT STAFF.	DIVERSIFICATION OF PARTS & COMPONENTS SOURCED IN CDA TO INCLUDE ELECTRONICS & PLASTICS AS WELL AS TRADITIONAL GLASS AND TIRES.
	FOLLOW UP WITH KOREAN PARTS COMPANIES WHO PARTICIPATED IN NOV. 86 INCOMING AND OUTGOING MISSIONS.	IDENTIFY SHORTLIST OF KOREAN PARTS FIRMS WITH INTEREST & CAPABILITY TO INVEST OR ESTABLISH J.V. WITH CDN PARTS AND SUPPLIERS.
	MONITOR CLOSELY THE DEVELOPMENT & IMPLEMENTATION OF THE KOREAN IMPORT SUBSTITUTION & FOREIGN SUPPLIER DIVERSIFICATION PROGRAM FOR AUTOMOTIVE COMPONENTS.	ENSURE CONTINUED ACCESS FOR EXISTING SUPPLIERS & PROVIDE BETTER INTELLIGENCE ON EMERGING OPPORTUNITIES FOR CDN PARTS AND SUPPLIERS.
	SECTORAL INVESTMENT AND TECHNOLOGY EXCHANGE SEMINAR FOR AUTOMOTIVE PARTS.	INCREASED LOCAL AWARENESS OF CDN INVESTMENT OPPORTUNITIES AND TECHNOLOGY IN THE AUTOMOTIVE SECTOR.
	ESTABLISH STRONGER BACKGROUND IN AND REPORT ON KOREAN INDUSTRIAL POLICY PARTICULARLY AS IT PERTAINS TO THE AUTOMOTIVE SECTOR.	IDENTIFY POLICY TRENDS & GOVERNMENT PROGRAMS WHICH CAN ASSIST CDN PARTS PRODUCERS IN ENTERING MARKET OR ESTABLISHING RELATIONSHIP WITH KOREAN PRODUCERS.
RAIL		
	FOLLOW UP TO CDN PRESENTATION (JULY 86) ON LRC TECHNOLOGY TO DAEWOO & KOREAN RAILWAY.	SUSTAIN KOREAN INTEREST IN CANADIAN LRC TECHNOLOGY.
	IDENTIFY SPECIFIC OPPS IN FIVE YEAR PLAN AND IN DISCUSSION WITH RAIL AUTHORITIES.	WIDEN POSSIBLE INCOMING MISSION ON LRC TO INCLUDE OTHER PRODUCTS.
	CATALOGUE PRESENTATIONS TO VARIOUS RAIL AUTHORITIES.	OBTAIN DETAILED INFORMATION ON UPCOMING REQUIREMENTS.
	CATALOGUE EXHIBIT FOR POTENTIAL AGENTS IN TRADE CENTER.	INCREASED AWARENESS AMONG AGENTS OF CANADIAN CAPABILITIES.

REPORT 4
88/02/02

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 : 519-SEOUL

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

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	SEMINAR & MISSION IN AUTOMOTIVE PARTS.	MISSION WILL 5 COS. JUNE 22 TO 27. POTENTIAL FOR TWO J.V. 'S AND POSSIBLE DIRECT SALES TO DAEWOO MOTOR. DAEWOO/KNR MISSION TO CDA.
QUARTER: 2	CONTRCT SIGNING DASH 8 A/C.	KAL SIGNED CONDITIONAL CONTRACT FOR 3 DASH 8'S WITH 3 OPTIONS.
QUARTER: 3	-----	
QUARTER: 4	-----	

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

POST : 519-SEOUL

009-FOREST PRODUCTS, EQUIP, SERVICES
KOREA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
WOOD AND WOOD PRODUCTS		
	SUPPORT CANADIAN/SHAKE/SHINGLE DISPLAY EXHIBITION BOOTS AT THE CONSTRUCTION MATERIAL DISPLAY CENTER AT KOREA HOUSING ASSOCIATION	AWARENESS OF CANADIAN CEDAR FOR HOUSE CONSTRUCTION MATERIAL.
	PROMOTE SALE OF MEDIUM DENSITY BOARD (MDF) TO KOREAN MARKET.	INCREASE SALE OF LOCAL MDF MARKET.
	PROMOTE BUILDING OF A CANADIAN TFH MODEL HOME IN SEOUL.	HAVE A PERMANENT CANADIAN TFH EXHIBITION CENTER.
	PUBLISH CANADIAN TIMBER FRAME TECHNICAL ARTICLES IN LOCAL HOUSING MAGAZINE.	BUILDING OF TIMBER FRAME HOUSES IN KOREA.
PULP AND PAPER PRODUCTS		
	FOLLOW UP LOCAL PAPER COMPANY'S INTEREST IN PULP & NEWSPRINT MILL INVESTMENT.	VISIT BY LOCAL FIRMS TO CANADA & INITIATE INVESTMENT IN CANADA.
	MONITOR LOCAL PULP MILL EXPANSION PLAN	TO ALERT CDN PULP & WOODCHIP SUPPLIERS OF OPPORTUNITY.
	PREPARE NEWSPRINT STATISTICS FOR CANADIAN PULP & PAPER ASSOCIATION	ASSIST CANADIAN RESEARCH INSTITUTE ON WORLD NEWSPRINT SURVEY.
	TO ARRANGE SEMINAR ON NEW PULP PRODUCT - THERMAL MECHANICAL PULP.	TO INDUCE INVESTMENT IN CANADA AND TO INCREASE OF SALE OF TMP.
	INITIATE MARKET SURVEY FOR DOMESTIC IMPORT DEMANDS ON PAPER AND PAPERBOARD.	INCREASE SALE/EXPORT OF CDN PAPER & PAPERBOARD PRODUCTS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1		HOUSING EXHIBIT FOR LOG HOMES. COFI DELEGATION VISIT TO SEOUL AND MEETINGS WITH LOCAL LUMBER IMPORTS.
QUARTER: 2	VISIT BY MINISTER MERRITHEW.	- PROMOTION OF TFC HOUSING - ROK GOVT INFORMED OF CONTINUING CDN INTEREST IN TARIFF REDUCTION ON LUMBER.
QUARTER: 3	-----	
QUARTER: 4	-----	

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 : 519-SEOUL

003-GRAINS AND OILSEEDS
KOREA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
CEREAL GRAINS		
	ASSIST THE CANADIAN WHEAT BOARD IN UNDERTAKING END-USE TESTS FOR 5 DIFFERENT WHEAT VARIETIES IN FEBRUARY 1987 WITH 2 MAJOR FLOUR MILLERS.	SALES OF 200,000 M/T OF MILLING WHEAT PER YEAR IF RESULTS ARE SUCCESSFUL AND PRICES ARE COMPETITIVE.
	CONTINUE TO PRESS THE KOREAN GOVERNMENT FOR LIBERALIZATION OF DEHYDRATED ALFALFA.	SALES OF 30,000 M/T OF ALFALFA PELLETS PER YEAR IF THE PRODUCT IS TO BE LIBERALIZED AND PRICES ARE COMPETITIVE.
	DISTRIBUTE 2,000 COPIES OF DEHYDRATED ALFALFA BROCHURES WHICH ARE PRINTED IN KOREA.	TO SENSITIZE & INCREASE AWARENESS OF MAIN DECISION MAKERS & END-USERS ON AVANTAGES OF CDN ALFALFA.
	FLOW UP THE RESULTS OF THE ENS-USE WHEAT TESTS.	INCREASED AWARENESS OF CDN WHEAT QUALITY AMONG FLOUR MILLERS.
	CONTINUE TO LOBBY WITH KOREAN FEED INDUSTRY TO PRESS THE KOREAN GOVERNMENT FOR LIBERALIZATION OF DEHYDRATED ALFALFA.	TO OBTAIN ACCESS TO MARKET FOR ALFALFA.
	SPONSOR DEHYDRATED ALFALFA SEMINAR WITH CANADIAN DEHY ASSOCIATION IF THE KOREAN GOVERNMENT DECIDE TO REMOVE RESTRICTION AND SEND ALFALFA MISSION TO CANADA.	GRADUAL SUBSTITUTION OF ALFALFA PELLETS FOR CORN IN FEED MANUFACTURING.
OILSEEDS		
	ESTABLISH NEW CONTACTS WITH END USERS OF IMPORTED CANOLA SEED.	EXPAND MARKET POTENTIAL FOR CANOLA.
	FOLLOW UP DISPOSITION OF IMPORTED CANOLA SEED AND EXTRACTED OILS.	REPORT TO CANADIAN SUPPLIERS ON END-USE OF PRODUCT.
	LOBBY WITH VEGETABLE OIL CRUSHERS TO INCREASE IMPORT QUOTA FOR CANOLA SEED.	SALES OF 15,000 M/T OF CANOLA SEED IN 1987.
	ASSIST THE MARKET DEVELOPMENT VISIT BY 100 CANADIAN CANOLA GROWERS IN 1987.	ENHANCED RELATIONSHIP BETWEEN CDN CANOLA GROWERS AND KOREAN END USERS.

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 : 519-SEOUL

003-GRAINS AND OILSEEDS
KOREA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	ACCESS FOR ALFALFA. FIRST TENDER ISSUED FOR PURCHASE OF ALFALFA EXCLUDED CDA. AFTER STRONG REPRESENTATIONS BY EMBASSY, FIRST TENDER WAS CANCELLED. IN SECOND TENDER, CDA RECEIVED ORDER FOR 2,000 TONS.	FIRST CDN EXPORTERS OF DEHYDRATED ALFALFA. FOLLOWED-UP ON WHEAT MILLING TEST CONDUCTED IN MARCH 87. FOLLOWED UP ON INTRODUCTIONARY VISITS TO CRUSHING MILLS AND USERS, AND FIRST CDN SALE OF RAPESEED.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

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

519 - SEOUL

KOREA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN	ANTICIPATED RESULTS
TRANSPORT SYS, EQUIP, COMP, SERV.	AUTOMOTIVE CONTINUE TO WORK WITH CDN & KOREAN INDUSTRIAL ASSOC'N TO RAISE LOCAL AWARENESS OF CDN AUTOMOTIVE PARTS INDUSTRY AND ADVANTAGES OF A CDN LOCATION FOR NORTH AMERICAN MARKET ACCESS.	ESTABLISHMENT OF ONE OR MORE J.V./LICENCING AGREEMENTS WITH KOREAN PARTS PRODUCERS.
MINE, METAL, MINERAL PROD & SRV	MINERALS AND MINERAL PRODUCTS PROVIDE SUPPORT FOR ONGOING EVALUATION OF CDN INVESTMENT PROPOSALS BY MAJOR KOREAN MINERALS IMPORTERS AND PROCESSORS.	PARTICIPATION OF KOREAN COMPANIES IN NON-ENERGY MINERALS PROJECTS.
FOREST PRODUCTS, EQUIP, SERVICES	PULP AND PAPER PRODUCTS WORK WITH PRINCIPLE KOREAN PULP AND PAPER IMPORTERS AND PRODUCERS IN IDENTIFYING SPECIFIC INVESTMENT OPPORTUNITIES.	PARTICIPATION OF A KOREAN CO. IN EXISTING CDN PULP OPERATION.
ELECTRONICS EQUIP. & SERV	PRODUCTS & COMPONENTS THROUGH CORPORATE LIAISON CALLS AND TRADE PROMOTIONAL ACTIVITIES SELECT KOREAN ELECTRONICS PRODUCERS WITH HIGH POTENTIAL FOR INVESTING IN CANADA.	DEVELOP SHORT LIST OF ELECTRONICS PRODUCERS TO BE USED AS A BASIS FOR FOCUSSED INVESTMENT PROMOTION PROGRAM IN 1987/88.
NON SECTORALLY ORIENTED ACTIVITIES		
	FOLLOW-UP ON LEADS ARISING FROM APRIL 1986 INVESTMENT SEMINAR.	MAINTAIN CONTACT AND SERVICE INFORMATION REQUIREMENTS OF COMPANIES THAT PARTICIPATED IN 86 SEMINAR.

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

519 - SEOUL

KOREA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER	RESULTS REPORTED
QUARTER : 1		
	SEMINAR IN AUTOMOTIVE INVESTMENT.	APPROVED SEMINAR ON INVESTMENT IN AUTOMOTIVE SECTOR HAD TO BE POSTPONED FOLLOWING RESERVATION EXPRESSED BY APMA AND DRIE ABOUT VALUE OF INV SEMINAR. AUTOMOTIVE WAS THE NUMBER ONE PRIORITY AND THIS DECISION BY OTT FORCES THE POST TO REASSESS ITS INNVESTMENT PROMOTION PROGRAM.
QUARTER : 2		
	-INCOMING TELECOM/DATACOM MISSION (NOV); -OUTGOING INSTRUMENTATION MISSION (OCT); -AEROSPACE STUDY COMPLETED; - INSTALLATION OF WIN-EXPORTS; -DATABASE COMPLETION (IMPORT DIVERSIFICATION (NOV); -ONTARIO MISSION (GENERAL PURPOSE) (NOV); -CDN WHEAT BOARD WHEAT SEMINAR (NOV); -CANOLA WORKSHOPS (3); -DEHY ALFALFA WORKSHOPS (2); -ALTA MIN OF AGRICULTURE MISSION; -MINK BREADERS ASSOCIATION MISSION.	
QUARTER : 3	------	
QUARTER : 4	------	

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

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

POST 519-SEOUL

NEW FOUNDLAND BUSINESS MISSION;
ONTARIO GENERAL PURPOSE MISSION;
WORLD ENERGY CONFERENCE.

REPORT 4
88/02/02

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 :506-SHANGHAI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSULTATIONS WITH VISITING AGRICOTT OFFICIALS ON CHINA MARKETING PROGRAM.	FULL INTERGRATION OF NEW SHANGHAI CONSULATE GENERAL IN CHINA AG MARKETING PROGRAM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -REFINE MARKET THRUST/STRATEGY WITH EXTOTT, AGRICOTT, CIDA & PROV.; -ASSIST PRIVATE SECTOR IN PURSUIT OF JIANGXI RED SOILS (DAIRY CATTLE) PROJECT.	-HELPED TO SHAPE THRUST OF CIDA ACTIVITIES IN AG SECTOR IN TERRITORY. 2 POTENTIAL PROJECTS TAKING SHAPE; -THROUGH FOLLOW-UP IN JIANXI & CDA, CDN SUPPLIER IN POSITION TO SUBMIT LARGE CATTLE/ SWINE BID.
QUARTER: 2 REFINE MARKET THRUST WITH EXTOTT, AGRICOTT, CIDA AND PROVS.	SUPPORTED/ASSISTED VISIT BY B.C. AG MINISTER TO ZHEJIANG. COMMENCED PREPARATIONS FOR VISIT OF MIN WISE.
QUARTER: 3 -----	
QUARTER: 4 -----	

REPORT 4
88/02/02

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 : 506-SHANGHAI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
ASSESSMENT BY POST OF PORT DEVELOPMENT. POTENTIAL IN YANGTZE DELTA AREAS.	DEVELOP INFORMATION BASE ON OPPORTUNITIES IDENTIFY CONTACTS.
DISSEMINATION OF INFORMATION ON PORT DEVELOPMENT TO CDN FIRMS.	INITIAL INROADS INTO MARKET POTENTIAL.
MAJOR THRUST TO PROMOTE CDN AIRPORT EQUIPMENT IN ZHEJIANG PROVINCE.	EQUIPMENT FOR NEW PROVINCIAL AIRLINE TO BE SOURCED IN CDA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -REPORT ON METRO PROJECT/SUPPORT OF CDN FIRMS; -PURSUIT OF SHEJIANG AIRLINE PROJECT; -PURSUE PORT DEVELOPMENT PROJECT/INVESTIGATE OPTIONS FOR PROMOTION OF CDN CAPABILITY; -PURSUIT OF HUANGPU BRIDGE PROJECT/SUPPORT CDN CO.	-CDN CO. FULLY BRIEFED BY CONGEN, HAS RESPONDED TO REQUEST FOR TECH INFO FM SHNGI METRO CORP.; -SHEJIANG AIRLINE DEL VISITED CDA WITH POST ASS. -RECEVIED/BRIEFED CIDA PORT TECH DEL.; -CDN GROUP BEING FORMED TO BID ON HUANGPU BRIDGE.
QUARTER: 2 SHANGHAI ECONOMIC LEADERS MISSION: INCLUDED CALLS ON CDN COMPANIES PURSUING METRO, VTMS AND HUANGPU BRIDGE PROJECTS.	VISIT BY HIGH-LEVEL ECONOMIC DECISION MAKERS PROVIDED EXCEPTIONAL OPPORTUNITY TO PROMOTE CDN INTERESTS IN 3 MAJOR TRANSPORTATION PROJECTS. SHNGI LEADERS ALSO GOT THOROUGH BRIEFING ON EDC SUPPORT POSSIBLE.
QUARTER: 3 -----	
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 : 506-SHANGHAI

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	INSTRUMENTATION MARKET SURVEY	COMPREHENSIVE MARKET PLAN
	IMPLEMENTATION OF MARKET PLAN	MARKET FOOTHOLD

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-COMPLETE INSTRUMENTATION STUDY; -PURSUE SHNGI VTMS PROJECT/SUPPORT CDN CO.	-STUDY COMPLETED, FIRST COPIES DISTRIBUTED, WIDER SELECTION NOW BEING PRINTED; -CDN CONSULTANTS REDESIGNING CONSORTIUM APPROACH TO ENHANCE PROJECTS. EXCHANGE OF VISITS PLANNED.
QUARTER: 2	COMMENCED PLANNING/PREPARATION FOR OUTGOING INSTRUMENTATION MISSION. SUPPORTED EFFORTS OF CDN TEAM IN PURSUIT OF VTMS PROJECT.	SECURED ASSISTANCE OF SHNGI AND WUXI INSTRUMENTATION/ELECTRONICS BUREAUX. SETTLED ON LOGISTICS COMMENCED RECRUITMENT. ARRANGED INTRO OF KEY CHINESE & CDN PLAYERS IN SHNGI. SHNGI ECON LEADERS CALLED ON SEVERAL KEY PUBLIC/PRIVATE
QUARTER: 3	-----	
QUARTER: 4	-----	

REPORT 4
88/02/02

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 : 506-SHANGHAI

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	ASSESSMENT AND REPORT ON MAJOR SHANGHAI MACHINE TOOLS WORLD BANK PROJECT.	ASSESS MARKET POTENTIAL AND APPRISE CDN SUPPLIERS OR LATTER.
	ASSIST CDN SUPPLIERS IN BIDDING PROCESS ON ABOVE WORLD BANK PROJECT.	SALES OF EQUIPMENT.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-IDENTIFICATION OF SECTORS/PROJECTS WHERE INDUS-TRIAL RENEWAL A PRIORITY. SUPPORT TO CDN CO'S OFFERING TECH/EQUIP FOR INDUSTRIAL UPGRADING.	TWO PROJECTS NOW IN NEGOCIATION.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

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 : 506-SHANGHAI

SHANGHAI ECONOMIC LEADERS MISSION TO CANADA.
CANADIAN CHAMBER OF COMMERCE VISIT TO SHANGHAI.
SHANGHAI COMMERCIAL DELEGATION TO 'SHANGHAI WEEK' IN
MONTREAL.
EDC SEMINARS IN SHANGHAI.
VISIT OF B.C. AG MINISTER TO ZHEJIANG PROVINCE.
MOVE TO NEW CHANCERY.

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

POST : 512-SINGAPORE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
TELECOMMUNICATIONS (INC SPACE)	
'COMPLETE LIAISON WITH SINGAPORE TELECOMS OFFICIALS ON THE IMPLEMENTATION OF AN ISLAND WIDE DIGITAL COMMUNICATION NETWORK PROJECT	ENSURE THAT AT LEAST ONE CANADIAN COMPANY PARTICIPATES SUCCESSFULLY IN THE PILOT PROJECT.
FOLLOW-UP WITH SINGAPORE TELECOMS OFFICIALS ON THEIR PLANNED INFORMATION NETWORKING SYSTEM.	ENSURE THAT CAPABLE CANADIAN COMPANIES ARE AWARE OF THIS OPPORTUNITY AND WELLPLACED TO TAKE ADVANTAGE OF IT
PURSUE THE SECOND PHASE OF THE VIDEOTEX TERMINALS PROJECT.	ENSURE THAT POTENTIAL CDN HARDWARE SUPPLIERS ARE GIVEN ALL PERTINENT INFO & ASSISTANCE TO ENABLE THEM TO PARTICIPATE SUCCESSFULLY IN THIS PROJECT.
HOLD TWO PRODUCT SEMINARS FOR POTENTIAL CUSTOMERS AND REPRESENTATIVES.	INCREASE GENERAL AWARENESS THAT CDA IS AMONG THE WORLD LEADERS IN TELECOMMUNICATIONS TECHNOLOGY & SPECIFICALLY TO INCREASE SALES OF THESE PRODUCTS.
SINGAPORE TELECOMS OFFICIALS WILL ATTEND ITU CONFERENCE IN VANCOUVER JULY/88. PLAN TO ARRANGE FOR THESE OFFICIALS TO MEET RELEVANT CANADIAN COMPANIES WHILE IN CANADA.	FAMILIARISE SINGAPORE TELECOMS OFFICIALS WITH CANADIAN TELECOMMUNICATION CAPABILITIES.
GATHER MARKET INTELLIGENCE FROM SINGAPORE TELECOMS OFFICIALS IN A TIMELY MANNER.	CDN COMPANIES WILL BECOME AWARE OF UPCOMING TENDERS & PROJECTS, AND HAVE SUFFICIENT TIME TO PREPARE PROJECT PROPOSALS.
COMPUTERS, SOFTWARE & SYSTEMS	
CONTINUE TO WORK WITH GOVERNMENT OFFICIALS ON THEIR PASSPORT SYSTEM PROJECT.	ENSURE THE PARTICIPATION IN THIS PROJECT BY AT LEAST ONE CANADIAN COMPANY.
CONTINUE TO IDENTIFY AND LIAISE WITH LOCAL COMPANIES PROVIDING DATABASE SYSTEMS.	INCREASE THE MARKET SHARE OF CANADIAN DATABASE SOFTWARE COMPANIES.
CONTINUE TO DEVELOP CONTACTS WITH NATIONAL COMPUTER BOARD OFFICIALS.	AN INCREASE IN THE LEVEL OF AWARENESS OF CDN COMPUTER SOFTWARE CAPABILITIES.
WORK WITH SINGAPORE TELECOMS REGARDING THEIR NETWORKING AND TRADERS SYSTEM REQUIREMENTS.	INCREASE CANADIAN COMPANIES OPPORTUNITIES TO BID ON THE PROJECTS.
PRODUCTS PRESENTATIONS TO LOCAL BUYERS, AGENTS, DISTRIBUTORS, INSTITUTIONS, ETC.	INCREASE CANADIAN SUPPLIERS VISITS AND INCREASE SALES.

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

POST : 512-SINGAPORE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AEROSPACE

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

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

---

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 1 INCOMING SOFTWARE BUYERS MISSION.

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

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

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

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

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

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 512-SINGAPORE

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AEROSPACE & MARINE	
COMPLETE MARKET SURVEY FOR MILITARY AEROSPACE SECTOR.	TO IDENTIFY MARKET OPPORTUNITIES AND NOTIFY POTENTIAL CANADIAN SUPPLIERS.
CONTINUE TO DEVELOP CLOSER CONTACTS WITH PROCUREMENT AND TECHNICAL STAFF IN THE INDUSTRY.	STIMULATE IMPROVEMENT OF CANADIAN MARKET SHARE.
FOLLOW-UP ON OPPORTUNITIES REVEALED DURING INCOMING DEFENCE MISSION.	AN INCREASE IN CANADIAN EXPORTS OF MILITARY AEROSPACE EQUIPMENT.
ARMAMENTS & VEHICLES	
CONTINUE TO DEVELOP CLOSER CONTACTS WITH PROCUREMENT AND TECHNICAL STAFF IN THE DEFENCE MINISTRY.	ENSURE THAT LOCAL OFFICIALS ARE AWARE OF CANADIAN CAPABILITIES IN THIS FIELD.
CLOSELY MONITOR MARKET OPPORTUNITIES AS THEY DEVELOP.	ENSURE THAT POTENTIAL SUPPLIER HAVE SUFFICIENT NOTICE OF UPCOMING OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 TO SECURE ADVANTAGEOUS POSITION FOR CDN SUPPLIERS OF SIMULATORS FOR MILITARY TRAINING CENTRE.	C.A.E. OF MONTREAL WERE ASKED TO SUBMIT BUDGETARY PROPOSAL FOR TRAINING CENTER ACCOMODATING SIMULATORS FOR C-130, UH1, F-16, SUPER PUMA AND MARCHETTI 211.
QUARTER: 3 -----	
QUARTER: 4 -----	

REPORT 4
88/02/02

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

POST : 512-SINGAPORE

001-AGRI & FOOD PRODUCTS & SERVICE
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
HORTICULTURE (FRUIT, VEG, FLOR)	
FOLLOW-UP ON OPPORTUNITIES REVEALED IN RECENTLY COMPLETED MARKET SURVEY.	NOTIFY POTENTIAL CANADIAN SUPPLIERS AND INCREASE AWARENESS IN CANADA OF MARKET POTENTIAL IN SINGAPORE.
PRESENTATIONS TO BULK IMPORTERS, DISTRIBUTORS AND MAJOR RETAIL OUTLETS HIGHLIGHTING CANADIAN PRODUCTS.	STIMULATE IMPROVEMENT OF CANADIAN MARKET SHARE IN FY 1987/88 FOR FRESH APPLES AND FROZEN VEGETABLES.
SEEDS & SPECIAL CROPS	
CONTINUE TO DEVELOP CLOSER CONTACTS WITH MAJOR IMPORTERS.	IMPROVE ACCESS FOR CANADIAN PRODUCTS TO LOCAL MARKET.
ENHANCE IMAGE OF RELIABILITY OF CANADIAN PRODUCTS THROUGH FOLLOW-UPS WITH PARTIES INVOLVED IN EXISTING CONTRACTS WHERE PRODUCT QUALITY IS A PROBLEM.	AN IMPROVEMENT IN THE IMAGE OF CANADIAN PRODUCTS.
PRESENTATIONS TO BULK IMPORTERS, DISTRIBUTORS AND MAJOR RETAIL OUTLETS.	STIMULATE IMPROVEMENT IN FY 1987/88 OF CDN MARKET SHARE FOR SOYABEANS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 A) TO STIMULATE IMPROVEMENT IN SOYABEAN MARKET SHARE. B) TO STIMULATE IMPROVEMENT IN MARINE FISH MARKET SHARE.	A) CDN SHARE OF SINGAPORE SOYABEAN MARKET HAS RISEN BY 5 - 10% IN FY TODATE. B) CDN SHARE OF MARINE FISH MARKET HAS INCREASED BY 20% IN FY TODATE.
QUARTER: 3 -----	
QUARTER: 4 -----	

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

POST : 512-SINGAPORE

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AEROSPACE		
	FOLLOW-UP ON MARKET OPPORTUNITIES HIGHLIGHTED IN RECENTLY COMPLETED MARKET STUDY, AND INFORM CANADIAN COMPANIES OF AVAILABILITY OF STUDY.	AN INCREASE IN CDN MARKET PENETRATION, AND AN INCREASED AWARENESS IN CANADA OF LOCAL MARKET OPPORTUNITIES.
	CONTINUE TO DEVELOP CONTACTS AND LIAISE WITH PROCUREMENT AND TECHNICAL STAFF IN THE AEROSPACE INDUSTRY.	STIMULATE IMPROVEMENT IN FY 1987/88 OF CANADIAN MARKET SHARE.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
QUARTER: 2	CONTINUE TO DEVELOP CONTACTS AND LIAISE WITH PROCUREMENT AND TECHNICAL STAFF IN THE AEROSPACE INDUSTRY.	A CDN COMPANY HAS WON A SIGNIFICANT CONTRACT FOR THE PROVISION OF A BAGGAGE HANDLING SYSTEM TO THE NEW CHANGI AIRPORT EXTENSION.
QUARTER: 3	-----	
QUARTER: 4	-----	

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

POST : 512-SINGAPORE

011-OIL & GAS EQUIPMENT, SERVICES
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
CONTINUE TO IDENTIFY JOINT-VENTURE PARTNERS OR LICENCEES WITH THE POTENTIAL TO UTILISE CANADIAN ENGINEERING DESIGN EXPERTISE.	AN INCREASE IN MARKET PENETRATION FOR CDN DESIGNED EQUIPMENT
CONTINUE TO LIAISE WITH LOCAL REFINERY OPERATORS AND ENSURE THAT THEY ARE AWARE OF CANADIAN EXPERTISE.	AN INCREASE IN SALES OF POLLUTION AND PROCESS CONTROL EQUIPMENT.
FOLLOW-UP ON MARKET OPPORTUNITIES HIGHLIGHTED IN RECENTLY COMPLETED MARKET STUDY, AND INFORM CANADIAN COMPANIES OF AVAILABILITY OF STUDY.	AN INCREASE IN CANADIAN MARKET PENETRATION, AND AN INCREASED AWARENESS IN CANADA OF LOCAL MARKET OPPORTUNITIES.
ENCOURAGE RELEVANT CONTACTS TO VISIT MAJOR CANADIAN OIL AND GAS EXHIBITIONS.	AN INCREASE IN THE NUMBER OF CANADIAN COMPANIES REPRESENTED IN SINGAPORE.
MEET WITH LOCAL COMPANIES ACTIVELY PURSUING MAJOR PROJECTS IN ASEAN AND ENSURE THAT THEY ARE AWARE OF CANADIAN EXPERTISE.	AN INCREASE IN REGIONAL MARKET PENETRATION IN CONJUNCTION WITH SINGAPORE COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 CONTINUE TO LIAISE WITH LOCAL REFINERY OPERATORS AND ENSURE THAT THEY ARE AWARE OF CDN EXPERTISE.	AS RESULT OF RECENT DEREGULATION OF OIL/GAS INDUSTRY IN CDA, THERE IS POSSIBILITY OF EXPORTING CRUDE OIL TO SPORE REFINERS. SERIES OF CALLS ARRANGED BY POST FOR CDN PRODUCER HAVE MADE LOCAL REFINERS AWARE OF THIS POTENTIAL.
QUARTER: 3 -----	
QUARTER: 4 -----	

REPORT 4
88/02/02

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

POST : 512-SINGAPORE

013-CONSUMER PRODUCTS
SINGAPORE

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
LEISURE PROD. TOOLS HARDWARE		
	COMPLETE MARKET SURVEY FOR LEISURE PRODUCTS.	IDENTIFY POTENTIAL MARKETS AND ENCOURAGE AN INCREASE IN CANADIAN SUPPLIER VISITS.
	IDENTIFY AND LIAISE WITH NEWLY ESTABLISHED POTENTIAL IMPORTERS OF CANADIAN HEALTH AND FITNESS EQUIPMENT.	ENSURE THAT LOCAL FIRMS ARE AWARE OF CANADIAN EXPERTISE AND INCREASE CANADIAN MARKET SHARE.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
QUARTER: 2	IDENTIFY AND LIAISE WITH POTENTIAL IMPORTERS OF HEALTH AND FITNESS EQUIPMENT.	CDN EXPORTS OF GYMNASTIC EQUIPMENT HAVE INCREASED BY 30 - 35% IN FY TODATE.
QUARTER: 3	-----	
QUARTER: 4	-----	

512 - SINGAPORE SINGAPORE

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN	ANTICIPATED RESULTS
AGRI & FOOD PRODUCTS & SERVICE	SEMI & PROCESSED FOOD & DRINK CONTACT THE MAJOR FOOD AND BEVERAGE PROCESSORS IN SINGAPORE AND ADVISE THEM OF THE POTENTIAL IN CANADA.	IDENTIFY NEW PROSPECTS FOR INVESTMENT AND CREATE AN AWARENESS OF THE SCALE OF THE ETHNIC FOOD MARKET IN CANADA.
COMM. & INFORM. EQP.& SERV	ALL SUB-SECTORS THIS DYNAMIC SECTOR IS GROWING RAPIDLY AND INDUSTRY CONTACTS WILL BE REGULAR AND FREQUENT IN ORDER TO KEEP ON TOP OF DEVELOPMENTS AND IDENTIFY OPPORTUNITIES AS THEY ARISE.	COS WILL BE ADVISED OF CDN INNOVATIONS AND GROWTH POTENTIAL, AND EXECUTIVES ENCOURAGED TO INCLUDE CANADA IN THEIR TRAVEL ITINERARIES.
OIL & GAS EQUIPMENT,SERVICES	MACHINERY AND EQUIPMENT CONTINUE PROGRAM OF INDUSTRY LIAISON AND ENSURE THAT OPPORTUNITIES FOR INVESTMENT ARE HIGHLIGHTED.	IDENTIFY SIGNIFICANT NEW PROSPECTS FOR INVESTMENT & ENCOURAGE EXECUTIVES TO VISIT THE MAJOR CANADIAN OIL AND GAS EXHIBITIONS

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5
88/02/02

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

512 - SINGAPORE

SINGAPORE

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER	RESULTS REPORTED
QUARTER : 1		
	NIL	NIL
QUARTER : 2		
	CONTACT MAJOR FOOD AND BEVERAGE PROCESSORS IN SINGAPORE AND ADVISE OF POTENTIAL IN CANADA.	GOOD PROSPECTS FOR INVESTMENT IN CANADA BY MAJOR SINGAPORE BREWERY.
QUARTER : 3	------	
QUARTER : 4	------	

REPORT 4A
88/01/28

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 : 512-SINGAPORE

TWO PERSON-MONTHS OF LEAVE DURING QUARTER WERE TAKEN BY CANADA-BASED OFFICERS. PARLIAMENTARY DELEGATION VISITED IN AUGUST, AND TRADE SECTION WAS INVOLVED IN PLANNING VISIT.

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

POST : 533-SYDNEY

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
TELECOMMUNICATIONS (INC SPACE)	
MAINTAIN CLOSE LIAISON WITH CONTACTS ESTABLISHED DURING FEB 87 ELECTRONIC FUNDS TRANSFER POINT OF SALE MISSION.	SIX ADDITIONAL AGENCY/DISTRIBUTORS AGREEMENTS
PREPARATION OF FOUR NEW MARKET STUDIES IN INFORMATICS SECTOR.	STIMULATE 20 ADDITIONAL VISITS TO THE MARKET BY CANADIAN SUPPLIERS.
INITIATE CONTACT WITH AUSTRALIAN HIGH TECH INDUSTRY ASSOCIATIONS.	INCORPORATION OF CANADIAN PROMOTIONAL ACTIVITY INTO INDUSTRY ASSOCIATION EVENTS.
PUBLISH A SPECIAL"HIGH TECH"EDITION OF THE POST COMMERCIAL NEWS-LETTER.	100 PRODUCT ENQUIRIES.
COMPUTERS, SOFTWARE & SYSTEMS	
FOLLOW UP ON ELECTRONIC FUNDS TRANSFER/POINT OF SALE MISSION OF FEB 87.	SALES OF $20 MILLION.
ARTICLES IN POST COMMERCIAL NEWSLETTER ON COMPUTER-RELATED PRODUCTS AND SERVICES.	75 PRODUCTS ENQUIRIES.
VISIT PROGRAM TO NEW AUSTRALIAN CENTRES OF EXCELLENCE	JOINT VENTURES
POST TO PREPARE AND PUBLISH A MARKET STUDY ON OPPORTUNITIES IN THE AUSTRALIAN MARKET FOR COMPUTER RELATED PRODUCTS AND SERVICES.	
ORGANIZATION OF A SEMINAR ON SOFTWARE, POSSIBLY WITH PROVINCIAL GOVERNMENT FUNDING.	GREATER CANADA COMPANY VISIBILITY IN THE MARKET.
POST TO CONDUCT A MARKET STUDY ON ROBOTICS/ARTIFICIAL INTELLIGEN-CE AND DISTRIBUTE TO POTENTIAL CANADIAN EXPORTERS.	TEN ARRANGEMENTS FOR LOCAL DISTRIBUTION OF CANADIAN PRODUCTS/SERVICES.
PUBLISH AN ARTICLE IN THE POST COMMERCIAL NEWSLETTER ON ROBOTICS AND ARTIFICIAL INTELLIGENCE.	30 PRODUCT INQUIRIES.

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

REPORT 4
88/02/02

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

POST : 533-SYDNEY

006-ELECTRONICS EQUIP. & SERV
AUSTRALIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
INSTRUMENTATION		
	STUDY OF PROCESS CONTROL EQUIPMENT REQUIREMENTS IN AUSTRALIAN MINES.	INFORM CANADIAN SUPPLIERS OF CURRENT MARKET SITUATION.

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

REPORT 4
88/02/02

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

POST : 533-SYDNEY

013-CONSUMER PRODUCTS
AUSTRALIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	ONGOING PROGRAM TO IDENTIFY IMPORTERS AND THEN DEMONSTRATE CANADA'S CAPACITY TO SUPPLY COMPETITIVE PRODUCTS.	INCREASE SOURCING ENQUIRIES FROM LOCAL IMPORTERS.
	MONITOR NEW CANADIAN PRODUCT DESIGN AND MARKETING INVESTIGATE WILLINGNESS OF PRODUCER TO MARKET IN AUSTRALIA AND POTENTIAL FOR PRODUCT IN AUSTRALIA.	INTRODUCE UNIQUE PRODUCTS TO AUSTRALIAN MARKETPLACE.
	PREPARE MARKET POTENTIAL STUDIES ON JEWELLERY, TOYS & GIFTWARE, AND FURNITURE; CIRCULATE TO CDN COMPANIES.	INTEREST CDN COMPANIES IN AUSTRALIAN MARKET.

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

REPORT 4
88/02/02

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

POST :533-SYDNEY

007-POWER & ENERGY EQUIP. & SERV.
NEW GUINEA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/02/02

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

POST : 533-SYDNEY

008-TRANSPORT SYS, EQUIP, COMP, SERV.
NEW GUINEA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AEROSPACE		
	MAINTAIN CLOSE CONTACT WITH PNG CIVIL AVIATION OFFICIALS.	COLLECT INFORMATION ON CIVIL AVIATION PLANNERS FOR CANADIAN EXPORTERS.

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

REPORT 4
88/02/02

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

POST : 533-SYDNEY

005-COMM. & INFORM. EQP. & SERV
NEW GUINEA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT #5 QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
88/02/02 FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

533 - SYDNEY AUSTRALIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN	ANTICIPATED RESULTS
COMM. & INFORM. EQP.& SERV	ALL SUB-SECTORS PLACEMENT OF ARTICLES IN DAILY NEWSPAPERS FOCUSSING ON HIGH TECH INDUSTRY.	FOCUS ON SECTORAL INVESTMENT OPPORTUNITIES 4 INVESTORS.
AGRI & FOOD PRODUCTS & SERVICE	ALL SUB-SECTORS SELECTIVE MAILINGS FOCUSSING ON AGRICULTURE AND FOOD PRODUCTS AND SERVICE SECTOR.	500 MAILINGS RESULTING IN 10 SERIOUS ENQUIRIES.
SERVICE INDUSTRIES	ALL SUB-SECTORS INVESTMENT ENCOUNTER SESSIONS FOCUSSING ON SERVICE INDUSTRIES SECTOR.	TARGETTED AUDIENCE. 4 PROBABLE INVESTORS OF 100 POTENTIAL INVESTORS.
NON SECTORALLY ORIENTED ACTIVITIES		
No proposed activities indicated		

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

533 - SYDNEY

AUSTRALIA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER	RESULTS REPORTED
QUARTER : 1	HAD NOT PLANNED ANY SPECIFIC PROMOTION ACTIVITIES ON INNVESTMENT. HOWEVER, POST RESPONDED TO INVESTMENT ENQUIRIES BY FORWARDING AVAILABLE LITERATURE ON HAD.	
QUARTER : 2	NO SPECIFIC PROMOTION ACTIVITIES PLANNED ON INVESTMENT. HOWEVER ALL ENQUIRIES RESPONDED TO BY POST FORWARDING RELEVANT LITERATURE ON HAND.	
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 : 520-TOKYO

010-MINE, METAL, MINERAL PROD & SRV
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
MINERALS AND MINERAL PRODUCTS	
CONTINUED REPORTING ON INDUSTRY RESTRUCTURING IDENTIFICATION OF POTENTIAL EFFECTS ON CANADIAN INTERESTS.	REGULAR AND TIMELY PROVISION OF INFORMATION TO OTTAWA, PROVINCES, INDUSTRY.
MINERALS REPORTS: TRADE AND PRODUCTION INFORMATION ON COMMODITY BASIS; PER MONTH.	ELEVEN REPORTS PER YEAR; IDENTIFICATION OF MARKET SHIFTS, EXPORT OPPORTUNITIES.
COAL AND STEEL REPORTS: MONTHLY TRADE AND PRODUCTION FIGURES, ANALYSES.	ELEVEN REPORTS PER YEAR. CONTINUAL ANALYSES OF PRODUCTION TRENDS, COAL CONSUMPTION.
REPORT ON PRC ACTIVITY IN JAPANESE MARKET PLUS JAPANESE INVESTMENT/DEVELOPMENT IN PRC.	CLEARER UNDERSTANDING OF PRC ROLE AND POTENTIAL AS COMPETITOR IN JAPANESE MARKET; 2 REPORTS.
METALS, PRIMARY & FABRICATED	
CONTINUED WORK ON CERAMICS AND OTHER ADVANCED INDUSTRIAL MATERIAL TO FOLLOW-UP CONTACTS, PROMOTE COOPERATION, TRADE.	INCREASED NUMBER OF LICENSING, JOINT VENTURE CONTRACTS.
CONTINUED REPORTING ON JAPANESE POSITIONS ON MULTILATERAL ISSUES PARTICULARLY INTERNATIONAL COMMODITY GROUPS.	REGULAR REPORTING TO OTTAWA TO UPDATE JAPANESE THINKING.
COMMODITY SPECIFIC REPORTS ON DOMESTIC DEVELOPMENTS(PRODUCTION, RESTRUCTURING, INVESTMENT PLANS) AFFECTING KEY METALS: LEAD, ZINC, NICKEL COPPER, MOLYBDENUM.	IDENTIFICATION OF MARKET TRENDS WITH INTL. AND CANADIAN EXPORT EFFECTS.
REPORT ON RARE EARTHS AND METALS DEVELOPMENT INCLUDING OVERSEAS INVESTMENT, COOPERATION PLANS.	CLEARER UNDERSTANDING OF DIRECTION OF JAPANESE INTERESTS AND ACTIVITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 PERSUE FORMAL TIES BETWEEN CUICAC & JFCA IN ADVANCED CERAMICS AND PROMOTE CDN PARTICIPATION IN NAGOYA CERAMICS FAIR, MAY/88.	COMPLETED. GOV'T WILL HAVE INFO BOOTH.
QUARTER: 2 MONTHLY REPORTS ON COAL & STEEL INDUSTRY, REPORT ON JAPANESE MARKET FOR KEY METALS: LEAD, ZINC, NICKLE, COPPER, MOLY & IRON ORE. MONITOR PROGRESS OF COAL CONTRACTS NEGOTIATED BY THE JSI, REPORT ESPECIALLY ON QUINTETTE.	REGULAR REPORTS SUBMITTED ON SCHEDULE; THROUGH THE VISIT OF THE MINISTER OF STATE FOR MINES & FORESTRY, STRONG STATEMENT OF SUPPORT FO COAL SUPPLIERS.
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 : 520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
TECHNICAL SEMINAR PRESENTED BY AGRICULTURE CANADA RESEARCHERS AND CANADIAN SWINE EXPORTERS, 1987.	SALES OF BREEDING STOCK OVER 2-3 YRS VALUED AT $100-200,000 CDN.
PURSUE ACCESS QUESTION FOR DAIRY EMBRYOS.	DEVELOPMENT OF NEW EXPORT MARKET EST. $100,000
HORTICULTURE (FRUIT, VEG, FLOR)	
APPLE FUMIGATION RESEARCH PROJECT (CODDLING MOTH).	WHEN APPROVED BY JAPANESE GOVERNMENT, ACCESS FOR CANADIAN APPLES.
IDENTIFICATION OF NEW POTENTIAL CUSTOMERS FOR MUSHROOMS.	DOUBLING OF EXPORTS TO $2 MILLION WITHIN 3 YEARS.
SEEK MARKET ACCESS FOR TOMATOES AND PEPPERS . FIRST TECHNICAL CONSULTATIONS HELD IN TOKYO JAN 1987	POTENTIAL SALES OF UP TO $ 1 MILLION IN 5 YEAR PERIOD AFTER APPROVAL.
TRIAL SHIPMENTS OF FRESH RASPBERRIES IN AUGUST 1987.	GRADUAL DEVELOPMENT OF JAPANESE MARKET FOR FRESH RASPBERRIES - MODEST VOLUME.
SEEDS & SPECIAL CROPS	
PREPARATION OF MARKET PROFILES IN-HOUSE FOR SPECIFIC PRODUCTS (PEAT MOSS, BUCKWHEAT, PULSES).	INCREASED KNOWLEDGE OF JAPANESE MARKET LEADING TO MORE SALES OF CDN PEAT MOSS. BUCKWHEAT, PULSES. POSSIBLE SALES INCREASES OF 10-20% FOR PEAT MOSS OVER NEXT 2-3 YEARS.
DEVELOP NEW CONTACTS/BUSINESS FOR PEAT MOSS.	INCREASE EXPORTS BY MINIMUM 10%.
MEATS & MEAT BY-PRODUCTS	
FOLLOWING UP WITH RECENT PORK BUYING MISSIONS.	$1-3 MILLION IN IMMEDIATE NEW BUSINESS. PROJECT $20 MILLION IN 3 YEARS.
WORKING WITH PROVINCIAL GOVERNMENT OFFICES TO DEVELOP BEEF EXPORTS.	GRADUALLY INCREASE MARKET PENETRATION, PARTICULARLY IN SELECTED BEEF CUTS (SHORT PLATE, CHEEKS).
WORKING W/PROVINCIAL GOVERNMENT OFFICES TO DEVELOP TURKEY AND PORK EXPORTS.	GRADUALLY INCREASE MARKET PENETRATION & TO INCREASE JAPANESE AWARENESS OF TURKEY PRODUCTS.
EMPHASIZE PORK IN ALL CONSUMER AND TRADE ACTIVITIES.	MAINTAIN HIGH PROFILE OF THIS IMPORTANT FOOD EXPORT FROM CANADA.

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

POST : 520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
SEMI & PROCESSED FOOD & DRINK		
	NEGOTIATE INCREASED BEEF ALLOCATION WITH MINISTRY OF AGRICULTURE, FORESTRY, & FISHERIES FOR EMBASSY PROMOTIONS.	20% INCREASE IN BEEF ALLOCATION.
	ORGANIZE TURKEY DEMONSTRATION ON BEHALF OF CANADIAN TURKEY MARKETING AGENCY W/POTENTIAL TO INCREASE EXPORTS BY 10%.	NEW BUSINESS LEADS FOR TURKEY.
SEMI & PROCESSED FOOD & DRINK		
	SEEKING NEW SUPERMARKET AND DEP'T STORE PARTICIPANTS IN CDA FOOD FAIR PROGRAM.	4 NEW PARTICIPANTS RESULTING IN NEW BUSINESS OF $2 - 5 MILLION. STIMULATE TRADE ENQUIRRES.
	ENCOURAGING BUYERS MISSIONS TO CANADA.	MINIMUM OF 4 MISSIONS WITH EXPECTED PURCHASES OF $3-5 MILLION. STIMULATE TRADE ENQUIRRES.
	CONCENTRATING EFFORTS ON HIGH POTENTIAL PRODUCTS, FROZEN POTATOES, BLUEBERRIES, MAPLE PRODUCTS.	INCREASED SALES IN 1987 OF MINIMUM OF 10%.
	IDENTIFY PRODUCTS WHICH CAN BE COMPETITIVELY CUSTOM PACKED IN CANADA.	POTENTIAL NEW BUSINESS OF SEVERAL MILLIONS BY 1988.
	DEVELOP NEW CONTACTS IN FOOD SERVICE SECTOR.	NEW BUSINESS LEADS IN THIS IMPORTANT SECTOR.
	DISTRIBUTE 1986 STUDIES ON FOOD SERVICE IN JAPAN AND RETAIL FOOD AND BEVERAGE SECTOR IN JAPAN.	INCREASE CDN INDUSTRY AWARENESS/UNDERSTANDING OF JAPANESE RETAIL FOOD AND FOOD SERVICE SECTORS.
FEED, FERTILIZER & VET PRODUCTS		
	TRANSLATION & PRINTING OF SHORT BROCHURE ON ALFALFA PRODUCTS FOR CANADIAN DEHYDRATORS ASSN. & DISTRIBUTION OF AG CDA/CANADIAN DEHY ASSOC. BOOKLET ON ALFALFA PRODUCTS.	INCREASED AWARENESS OF QUALITY OF CANADIAN ALFALFA PRODUCTS LEADING TO INCREASED SALES. STIMULATE TRADE INQUIRIES.
	SEMINARS TO BE HELD IN APRIL 1987 TO PROMOTE USE OF ALFALFA PRODUCTS.	CONTINUED GROWTH IN SALES OF ALFALFA PELLETS, CUBES AND HAY , BY 10-20% OVER THE NEXT 3 YEARS. STIMULATE TRADE INQUIRIES.
	BILATERAL DISCUSSIONS WITH MINISTRY OF AGRICULTURE TO DEVELOP FUMIGATION PROCEDURE TO PERMIT ACCESS FOR NEW ALFALFA PRODUCTS.	ONCE ACCESS ACHIEVED, EXPECTED SALES OF $20 MILLION WITHIN 5-YEAR PERIOD.

REPORT 4
88/02/02

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

POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	PROCESSED FOODS PROMOTIONS AND MISSIONS	-40% INCREASE IN PROMOTIONAL BEEF ALLOCATION; -CDA FOOD FAIR PARTICIPANTS INCREASED FR 20-40%; -MICHIGAN MISSIONS BOUGHT $10 MN; -SKYLARK SEEKING NEW CUSTOM PACKED ITEMS; -RETAIL PACKS OF CDA OIL TO BE INTRODUCED.
QUARTER: 1	PROMOTION OF AGRICULTURE PRODUCTS	COMPLETED BROCHURE ON ALFALFA PRODUCTS; HELD SEMINARS ON ALFALFA AND SWINE; PERSUED FUMIGATION PROCEDURES FOR ALFALFA HAY WITH MAFF, REPORTED ON APPLE FUMIGATION RESEARCH.
QUARTER: 2	TECHNICAL SEMINAR ON SWINE, MARKET ACCESS FOR DAIRY EMBRIOS, APPLE FUMIGATION RESEARCH PROJECT, PREPARATION OF MARKET POFILE FOR PEAT MOSS & BUCKWHEAT. NEGOTIATE BEEF ALLOCATION WITH MOAFF.	ALL PROJECTS COMPLETED AS SCHEDULED. 300 BREEDERS ATTENDED SEMINAR; 40% INCREASE IN BEEF ALLOCATION-A MILLION DOOARS; PRESENTATIONS ON APPLES & EMBRIOS FUMIGATION TO THE JAPANESE GOVERNMENT.
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 : 520-TOKYO

009-FOREST PRODUCTS, EQUIP, SERVICES
JAPAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
WOOD AND WOOD PRODUCTS		
	CONTINUED EFFORTS TO INFLUENCE REVISION OF BUILDING CODE IN DIRECTION TO BENEFIT CANADIAN TRADE INTERESTS.	REVISION TO ALLOW GREATER USE OF WOOD IN CONSTRUCTION SPECIFICALLY 3 STOREY 2X4 MULTIPLE FAMILY URBAN USE.
	HARDWOOD PROMOTION TO FOLLOW-UP ON CANADIAN MISSION.	STIMULATE AWARENESS AND INQUIRIES FROM JAPANESE IMPORTERS . INCREASED SALES.
	ANALYSIS AND REPORTING ON EVOLUTION OF FOREST PRODUCT INDUSTRY.	IDENTIFICATION OF MARKET OPPORTUNITIES FOR VALUE-ADDED WOOD PRODUCTS.
	RESEARCH AND DEVELOPMENT OF MARKET FOR BUILDING MATERIALS, E. G. KITCHEN CABINETS, DOORS, WINDOWS, STAIRCASES, ETC.	INCREASED CONTACT WITH CANADIAN SUPPLIERS.
	SEMINARS OR PRESENTATION FOLLOWING UP ON INITIATIVES AND MEETINGS DURING MINISTER CARNEY'S VISIT.	RELAX BUILDING CODE TO ALLOW INCREASE IN SALES OF CANADIAN LUMBER.
	PURSUE THE URGENT REQUIREMENT FOR A REDUCTION IN THE SPF TARIFF FROM 10% TO 0.	CANADIAN SPF WILL REGAIN MARKET SHARE FROM USA KILN DRIED HEMLOCK.
PULP AND PAPER PRODUCTS		
	CONTINUED SURVEY OF PULP AND PAPER COMPANIES' OVERSEAS INVESTMENT AND EXPANSION PLANS.	IDENTIFICATION OF INVESTMENT OPPORTUNITIES FOR CANADA.
	MARKET SURVEY OF VALUE-ADDED COATED AND BUSINESS PAPERS.	IDENTIFICATION OF MARKET, INVESTMENT & TECHNO-LOGICAL COOP. OPPORTUNITIES, DEVELOPMENT OF EXPORTS STRATEGY, INCREASED BUSINESS CONTACTS.
	ATTEND AND REPORT ON ANNUAL MEETING OF CANADA/JAPAN PULP AND PAPER ASSOCIATION.	IDENTIFY NEW EXPORT OPPORTUNITIES FOR CDN FIRMS INCLUDING POSSIBLE INVESTMENT OPPORTUNITIES.
	NEWSPRINT SURVEY.	IDENTIFY AREAS WHERE POST CAN SUPPORT SALES OF CANADIAN NEWSPRINT TO JAPAN.

REPORT 4
88/02/02

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

POST : 520-TOKYO

009-FOREST PRODUCTS, EQUIP, SERVICES
JAPAN

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	WOOD FORUM; WOOD WORKSHOP; TECHNICAL INTO ON 3-STORY WOOD CONSTRUCTION.	BASIS LAID FOR BUILDING CODE REVISION.
QUARTER: 2	LOBBY RE BUILDING CODE AMENDMENTS, IDENTIFY MARKET OPPORTUNITIES FOR VALUE ADDED PRODUCTS, PURSUE REDUCTION IN SPF TARIFF TO NIL. CONTACT PULP AND PAPER COMPANIES RE INVESTMENT IN CANADA.	PREPARATION FOR & ATTENDANCE AT CANADA-JAPAN HOUSING CTTEE CROSS-CANADA TOUR LOBBYING RE BUILDING CODES. JAPANESE RESEARCH PROGRAM ON HOUSING EXPANDED TO INCLUDE CANADIAN CONCERNS.
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 : 520-TOKYO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
COMPUTERS, SOFTWARE & SYSTEMS	
MARKETING CANADIAN SOFTWARES (CHINESE WORD PROCESSORS, GEOPHYSICAL SURVEY SOFTWARES).	TO SET UP JAPANESE AGENTS.
DEVELOPING COOPERATIONS FOR CANADIAN ELECTRONICS INDUSTRY.	FOLLOW UP JAPANESE POTENTIAL COMPANIES ESPECIALLY TELECOM FIRMS.
ENCOURAGING JAPANESE COMPANIES TO MAKE INVESTMENT FOR ELECTRONICS INDUSTRY IN CANADA.	FOLLOW UP JAPANESE COMPANIES (HITACHI, MATSU-SHITA, SANYO, SHARP).
MARKETING CANADIAN ELECTRONICS PRODUCTS FOR COOPERATION WITH JAPANESE COMPANIES.	TO DEVELOP JOINT VENTURES AND LICENSES.
MARKETING CANADIAN SOFTWARES IN JAPANESE MARKET.	TO SET UP JAPANESE DISTRIBUTORS.
ORGANIZING VARIOUS MARKETING AND TECHNICAL SEMINARS FOR CANADIAN MICROELECTRONICS AND SOFTWARES.	WESTERN RESEARCH SEMINAR (MAY 1987).

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 SASK. HIGH TECH. MISSION; - COMMUNICATION SHOW; -TELECOM ADVANCE STUDY.	-CO'S PURSUING NICHE MARKETS; -NEW AGENCY AND EXPANDED SALES; -PROGRAM DEVELOPED.
QUARTER: 2 DEVELOP CO-OPERATION BETWEEN CDN AND JAPANESE TELECOMMUNICATIONS FIRMS. APPROACH JAPANESE COS TO INVEST IN CANADA; MARKET CANADIAN SOFTWARE.	MAJOR TELECOM SEMINAR HELD IN SEPTEMBER. $18M BUSINESS INFLUENCED THE PROCESS TO CONTINUE IN CANADA LATER IN THE YEAR.
QUARTER: 3 -----	
QUARTER: 4 -----	

REPORT 4
88/02/02

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

POST : 520-TOKYO

002-FISHERIES, SEA PRODUCTS & SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
INVESTIGATE POSSIBLE NEW USES/MARKETS FOR CAPELIN. DISTRIBUTE TO CDN INDUSTRY MAY 1985 ASI-INTECH RESEARCH'S STUDY OF THE CAPELIN MARKET IN JAPAN.	INCREASED CAPELIN EXPORTS.
SEEK GREATER PENETRATION OF FOOD SERVICE SECTOR. DISTRIBUTE TO CDN INDUSTRY COPIES OF 1986 STUDY ON JAPAN'S FOOD SERVICE SECTOR.	NEW SALES OF VALUE ADDED FISH PRODUCTS . STIMULATE TRADE INQUIRIES.
NEW COMPUTERIZED FORMAT FOR FISHERY REPORT.	MORE TIMELY AND INFORMATIVE REPORT WILL ALLOW INDUSTRY AND GOVERNMENT TO MAKE MORE INFORMED DECISIONS.
MARKET PROFILES - ATLANTIC HERRING SMOKED SALMON, LIVE LOBSTER.	PROVIDE MARKET INFO TO CDN FIRMS INVOLVED IN THESE GROWTH SECTORS.
COD RESEARCH - PHASE II . DISTRIBUTE COPIES TO CDN INDUSTRY OF PHASE I STUDY " JAPANESE CONSUMER ATTITUDES TOWARDS FROZEN COD "	PROVIDE DIRECTION ON HOW TO MARKET COD IN JAPAN.
AQUAULTURE - IDENTIFY POTENTIAL MARKET NICHES FOR FARMED PRODUCTS THROUGH SUCH MARKETING VEHICLES AS PRESENTATION AT FOODEX.	PROVIDE MARKET INFO TO CDN FIRMS INVOLVED IN THIS SECTOR AND RECOMMEND FORUMS IN WHICH JPNSE AWARENESS OF CDN CAP. IS INCREASED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 INVESTIGATE NEW MARKETS FOR CAPELIN, NEW FORMAT FOR FISHERIES MARKET REPORT, MARKET PROFILE ON HERING ROE.	FISHERIES MARKET REPORT WELL RECEIVED IN NEW FORMAT, RESEARCH UNDERWAY FOR CAPELINE. MARKET SURVEY FOR ATLANTIC HERRING ROE BEING PREPARED.
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 : 520-TOKYO

013-CONSUMER PRODUCTS
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
APPAREL (CLOTH,FUR,SHOES) TEXT	
TO PROVIDE THE JAPANESE FUR INDUSTRY WITH INFORMATION FROM SUCH CANADIAN SOURCES AS : GROUP EKSPO, FUR FASHION AND CANADIAN FUR INDUSTRY.	TO CREATE MORE INTEREST IN THE MONTREAL INTERNATIONAL FUR FAIR AND THUS INCREASE IMPORTS BY APPROX. $2 MILLION NEXT YEAR.
TO MEET WITH THE JAPAN FUR ASSOCIATION TO EVALUATE THE RESULTS OF OUR PUBLICITY IN JAPAN.	TO INCREASE AWARENESS OF CANADIAN FURS IN\ JAPAN.
TO MEET WITH VARIOUS AGENTS IN THE APPAREL INDUSTRY TO EVALUATE PROGRESS MADE OVER PAST YEAR.	STIMULATE AGENTS FOR MORE AGRESSIVE MKTING & TO PARTICIPATE TO REGIONAL FAIRS . ASSESS INCREASING JPNESE INTEREST FOR CDN FUR GARMENTS.
TO INTENSIFY PUBLICITY ON CDN FUR GARMENTS AT THE CANADA TRADE CENTER AND TO STIMULATE TRADE ENQUIRIES.	TO ATTRACT MORE CUSTOMERS BY BECOMING BETTER KNOWN. AIM IS TO DOUBLE CURRENT SALES.
TO SEEK NEW AGENTS TO EXHIBIT WIDER VARIETY OF APPAREL ITEMS AT THE CANADA TRADE CENTER.	TO DOUBLE SALES OF SUCH ITEMS AS COWICHAN SWEATERS AND TO STIMULATE TRADE ENQUIRIES.
JEWELERY & GIFTWARE	
TO VISIT DEPARTMENT STORES TO EVALUATE RESULTS OF 1986 JEWELLERY PROMOTION.	TO ENCOURAGE STORES TO SELL CANADIAN JEWELLERY ON A PERMANENT BASIS.
TO FOLLOW UP WITH MAIL ORDER CATALOGS COMPANIES ON THEIR EXPRESSED INTENTION TO ADVERTIZE CANADIAN PRODUCTS.	TO WIDEN PUBLICITY ON CDN CAPABILITY AND SELECTION AND TO INCREASE SALES AND STIMULATE TRADE INQUIRIES.
TO REVIEW THE CANADA TRADE CENTER PUBLICITY APPROACH SALES TOWARDS GIFTWARE ITEMS.	TO BOOST SALES UP TO 2 MILLION DOLLARS NEXT YEAR & TO STIMULATE TRADE ENQUIRIES.
TO INTRODUCE NEW PRODUCTS AT THE CANADA TRADE CENTER.	TO DOUBLE OUR CURRENT SALES AND TO STIMULATE TRADE ENQUIRIES.
TO MEET WITH AGENTS TO URGE THEM TO PARTICIPATE IN REGIONAL SHOWS	TO ATTRACT LOCAL DISTRIBUTORS OUTSIDE THE TOKYO ENVIRONS.
TO DISSEMINATE PERTINENT INFORMATION ON THE JPNSE MARKET TO CDN INDUSTRY THROUGH THE JAPAN DESK AND DRIE REGIONAL OFFICES.	TO INTEREST NEW EXPORTERS IN THE JAPANESE MARKET.
CULTURE INDUSTRIES	
TO WORK CLOSELY WITH GROUP IN CANADA IN CHARGE OF PROMOTING INDIAN ARTS AND CRAFTS IN JAPAN.	TO SELECT ITEMS MOST LIKELY TO FIND ACCEPTANCE IN JAPAN.

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

POST : 520-TOKYO

013-CONSUMER PRODUCTS
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
CULTURE INDUSTRIES	
TO VISIT JPNSE GALLERIES THAT SPONSOR CANADIAN ARTISTS.	TO STIMULATE INTEREST IN CANADIAN ART AND OBTAIN A BETTER UNDERSTANDING OF HOW TO INCREASE SALES OPPORTUNITIES.
TO INCREASE PUBLICITY OF CANADIAN ARTS AND CRAFTS THROUGH THE CANADA TRADE CENTER.	TO CREATE GREATER AWARENESS OF WHAT CANADA HAS TO OFFER AND TO STIMULATE TRADE ENQUIRIES
TO VISIT DEPARTMENT STORES TO ENCOURAGE THEM TO SPONSOR AND/OR DISPLAY CANADIAN ARTS AND CRAFTS.	TO WIDEN PUBLICITY CREATE A SALES NICHE IN DEPT. STORES ON A PERMANENT BASIS, AND TO STIMULATE TRADE ENQUIRIES.
TO USE MAIL ORDER CATALOGS TO ADVERTIZE.	TO INCREASE SALES & TO STIMULATE TRADE ENQUIRIES.
LEISURE PROD. TOOLS HARDWARE	
TO FOLLOW UP ON DIY STEP PROGRAM WITH MITI, JETRO AND DIY ASSOC. AND TO ENSURE DEA REPORT (SEPT 1986)ON DIY MISSION TO JAPAN IS DISTRIBUTED TO CDN INDUSTRY.	TO IDENTIFY CLEARLY THE PRODUCTS ON WHICH CANADA SHOULD FOCUS & TO STIMULATE TRADE ENQUIRIES.
TO CONTACT DIY STORES VISITED DURING DIY MISSION.	TO INTRODUCE, AS A START, SMALL QUANTITIES OF CANADIAN DIY PRODUCTS IN THOSE STORES.
TO MEET WITH SPORTS EQUIPMENT AGENTS AND TO DISTRIBUTE 1986 STUDY ON THE SPORTING GOODS MARKET IN JAPAN.	TO MAINTAIN OUR CURRENT SALES & TO STIMULATE NEW ENQUIRIES FOR SELECT PRODUCTS THAT SHOW MODERATE GROWTH POTENTUAL.
TO ENCOURAGE AGENTS OF SPORTS EQUIPMENT TO PARTICIPATE IN REGIONAL SHOWS.	TO FIND LOCAL DISTRIBUTORS AND TO MAKE SPOT SALES.
TO PROMOTE IDEA OF SELLING CANADIAN DIY PRODUCTS TO JAPANESE HOME BUILDERS.	TO GIVE DIY INDUSTRY INCREASED OPPORTUNITIES/ AVENUES TO SELL IN THE JAPANESE MARKET.
FURNITURE & APPLIANCES	
TO VISIT DEPARTMENT STORES THAT SPONSORED CANADIAN EVENTS LAST YEAR TO EVALUATE RESULTS RE CANADIAN APPLIANCES.	TO STRENGTHEN OUR SHARE OF THE MARKET IN SOME AND ENCOURAGE OTHERS TO SELL PRODUCTS ON A CONTINUED BASIS.
TO REPORT ON JPNSE FURNITURE INDUSTRY AS A FOLLOW-UP TO THE MITI STEP PROGRAM ON FURNITURE WITH AUSTRALIA AND TO EVALUATE CANADIAN POSITION.	TO DETERMINE WHICH SECTOR OF THE MARKET COULD BE OF INTEREST TO CANADIAN EXPORTERS.

REPORT 4
88/02/02

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

POST : 520-TOKYO

013-CONSUMER PRODUCTS
JAPAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
PHARMACEUTICALS, BIOTECHNOLOGY		
	TO DO MORE PUBLICITY THROUGH THE CANADA TRADE CENTRE.	TO MAINTAIN OUR SHARE OF THE MARKET & TO STIMULATE TRADE INQUIRIES.
	TO MEET WITH AGENTS MORE OFTEN TO GENERATE MORE INTEREST IN THEIR PROMOTION OF CANADIAN PRODUCTS.	TO DISCUSS/DEVELOP/ASCERTAIN NEW WAYS TO MARKET PRODUCTS & TO STIMULATE TRADE ENQUIRIES.
	TO UPDATE OUR IN-HOUSE INFORMATION ON THE MARKET.	TO OFFER MORE ACCURATE INFORMATION TO CDN EXPORTERS ON CHOICE OF PRODUCTS APPROPRIATE TO JAPAN.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-CONSUMER CATALOG APPENDIX; -'DO IT YOURSELF' (DIY); -CTC/ASSOCIATION; -TOKYO INT'L TRADE FAIR; -CDN MAIL ORDER CATALOGUE PROJECT.	COMPLETED. 25 AGENTS ADDED REPORTS COMPLETED & DISTRIBUTED; MORE ACTIVE IN REGIONAL SHOW; SALES $6.6 MILLION; RECRUITMENT STARDED.
QUARTER: 2	DEVELOP DIRECT MAIL ORDER CATALOGUE; FOLLOW-UP ON DIY STEP PROGRAM; MEET WITH JAPANESE SPORTS EQUIPMENT AGENTS; WORK WITH JAPANESE FUR GARMENT ASSOCIATION; GENERATE FURTHER TRADE ENQUIRIES.	RECRUITED 300 PARTICIPANTS FOR MAPLE LEAF CATALOGUE AND NTS PROJECT. EXCELLENT RESPONSE FROM JAPANESE FUR INDUSTRY TO SHOWS AT THE CDN TRADE CENTER.
QUARTER: 3	-----	
QUARTER: 4	-----	

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

520 - TOKYO

JAPAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN	ANTICIPATED RESULTS
TRANSPORT SYS, EQUIP, COMP, SERV.	AUTOMOTIVE BANKERS OUTREACH PROG. TO GENERATE ATTENDEES AT INVSTMT SEMINAR FOR AUTO PARTS TO BE FOLLOWED BY INCOMING & OUTGOING MISSIONS. MAINTAIN DIALOGUE WITH JPNSE ASSEMBLERS & ENCOURAGE THEIR PART. (AS APPROPRIATE) IN ENCOURAGING PARTS COS IN THEIR "FAMILY" TO CANADA.	CONTINUED JAPANESE INVESTOR INTEREST IN GREENFIELD/JOINT VENTURE INVESTMENT.
ELECTRONICS EQUIP. & SERV	PRODUCTS & COMPONENTS USE SECTOR PROFILE & SUPPORTING DATA TO ORG. TECH. IND. BRIEFING FOR MEMBERS OF JPNSE COMPONENTS IND., INCL. THOSE GENERATED BY BANKING OUTREACH PROGRAM. FOLLOW UP WITH INCOMING MISSION AND CONTINUING CORPORATE LIAISON.	DEVELOPMENT OF LIST OF POTENTIAL J.V. OR 100% INVESTORS.
ELECTRONICS EQUIP. & SERV	CONSUMER ELECTRONICS TARGET & MAINTAIN CORP. LIAISON PROGS WITH SELECTED CONSUMER ELECT. COS, INCLUDING THOSE CURRENTLY MFTG. IN CANADA. PROMOTE COMPANY-FUNDED VISITS TO CANADA.	DEMONSTRATED INTEREST IN MAKING/INCREASING MANUFACTURING INVESTMENT IN CANADA.
POWER & ENERGY EQUIP. & SERV.	ELECTRICAL MACHINES & SYSTEMS USE DRIE IND. STUDY TO SELECT JPNSE MFTRS OF ELECT. MOTORS. SUPPLEMENT WITH COS GENERATED BY BANKING OUTREACH PROGRAM. CONDUCT BRIEFING ON CDN ELECTRIC MOTORS MARKET/INDUSTRY. CARRY OUT CORPORATE LIAISON PROGRAMS AND INCOMING/OUTGOING MISSIONS.	SHORT LIST OF JAPANESE INVESTORS FOR CONCERTED CORPORATE LIAISON ACTIVITY IN SUBSEQUENT YEAR.
TRANSPORT SYS, EQUIP, COMP, SERV.	AEROSPACE USE SECTOR PROFILE, SUPPORTING DATA & EXISTING POST KNOWLEDGE ORGANIZE TECH'L BRIEFING ON CDN AEROSPACE INDUSTRY FOR JAPANESE INDUSTRY REPRESENTATIVES. EVALUATE RESPONSE AND DEVELOP APPROPRIATE CORPORATE LIAISON ACTIVITIES.	DEVELOP PERCEPTION WITHIN JAPANESE AEROSPACE INDUSTRY OF CANADA'S INDUSTRY AS ATTRACTIVE INVESTMENT ENVIRONMENT.
SERVICE INDUSTRIES	TOURISM CORPORATE LIAISON ACTIVITIES WITH ALREADY TARGETTED INVESTORS.	ALL MAJOR TARGETS TO ACQUIRE THOROUGH UNDERSTANDING OF INVESTMENT OPPORTUNITIES IN CANADIAN TOURIST INDUSTRY.
NON SECTORALLY ORIENTED ACTIVITIES		
	BANKING OUTREACH PROGRAM: FOR EACH OF SELECTED CITY BANKS, PROGRAM (TO BE CARRIED OUT SEQUENTIALLY) OF (A) BANKER SEMINAR (B) BANKER MISSIONS (C) BANK CLIENT SEMINAR.	I.D. BY BANKS OF THEIR CUSTOMERS AS TARGETS FOR OUR INVSTMT PROMOTION EFFORTS. AS A BONUS, ACTIVE SUPPORT BY BANKS IN COUNSELLING CUSTOMERS.
	TRADING COS: CONTINUE CORPORATE LIAISON PROGRAMS WITH LARGE JAPANESE TRADING COMPANIES TO STIMULATE INTEREST IN CANADIAN INVESTMENTS. ENCOURAGE INVESTMENT SURVEY MISSIONS.	I.D. AND REALIZATION OF OPPORTUNITIES FOR DIRECT INVESTMENT ON MULTI-SECTORAL BASIS.
	DIRECT MAIL/MEDIA ADVERTISING: CONTINUATION OF DIRECT MAIL AND MEDIA ADVERTISING PROGRAM FOR GENERAL BUSINESS AND SELECTED SECTORAL PUBLICATIONS.	INCREASED AWARENESS AMONG BUSINESS PUBLIC OF IMAGE OF CANADA AND ITS ATTRACTIVENESS AS INVESTMENT SITE.

REPORT #5
88/02/02

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

520 - TOKYO

JAPAN

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER	RESULTS REPORTED
QUARTER : 1		
	N/A	N/A
QUARTER : 2		
	COMPLETION OF ASI INTECH STUDY. TRADING COS INVESTMENT SURVEY MISSIONS. BANK OUTREACH PROGRAM DEVELOPMENT. SEMINARS/INDUSTRY BRIEFINGS & MISSIONS ON SECTORAL BASIS IN CONNECTION WITH BANK OUTREACH PROGRAM. DIRECT MAIL/MEDIA ADVERTISING. CORPORATE LIAISON IN HIGH PRIORITY AND OTHER SECTORS.	COMPLETED AND EVALUATED. MISSION CARRIED OUT FOR C. ITOH; MISSION PLANNING INITIATED FOR NISSHOIWAI; INVESTMENT BRIEFING FOR MARUBENI. MAINTAINED/EXTENDED RELATIONSHIPS WITH KEY OFFICIALS IN SELECTED BANKS. DEFERRED DUE TO SLOWER THAN EXPECTED PACE OF BANK OUTREACH PROGRAM. FINALIZATION OF CURRENT YR'S BUDGET & STRATEGY; INITIATION OF PRINT MEDIA ADVERTISING CAMPAIGN. FILES MAINTAINED ON 60-80 PROSPECTS ON ONGOING BASIS, WITH PERIODIC CONTACT MAINTAINED & REPORTED ON.
QUARTER : 3		

QUARTER : 4		

REPORT 4A
88/01/28

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

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

POST 520-TOKYO

DESIGN OF AND INITIAL PLANNING FOR REGIONAL INVESTMENT
SEMINARS IN 6 LOCATIONS.

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

POST : 531-WELLINGTON

009-FOREST PRODUCTS,EQUIP,SERVICES
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
WOOD AND WOOD PRODUCTS	
CONTINUED REPRESENTATION OF N Z GOV'T TO GAIN THE ADMISSION OF CDN CEDAR SHINGLES AND SHAKES.	REDUCE TRADE BARRIERS IMPROVE MARKET ACCESS.
EQUIPMENT AND MACHINERY	
ORGANIZATION OF APPITA TOUR OF N Z INDUSTRY. ORGANIZATION OF PARTICIPATION BY CDN INDUSTRY IN LIRA TRANSPORTATION SEMINAR.	INCREASED SALES OF CDN FORESTRY EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 INCOMING CANADIAN PULP AND PAPER MISSION MAY 1987.	MISSION MET WITH EXECUTIVES TASMAN KAWERAU/NZFP KINLEITH/AUCKLAND AND BRIEFED ON FUTURE DEVELOPMENTS EXPANSION PROGRAMS, ETC.
QUARTER: 2 CONDUCT MARKET SURVEY OF EQUIPMENT REQUESTS AND SAWN LUMBER REQUESTS.	COMPILED REPORT ON NEW ZEALAND SAWMILLING INDUSTRY AND COMPLETED SURVEY ON SAWN LUMBER PRODUCTS -REPORT STILL INCOMPLETE. INDICATED NEW CDN AWARD FOR EXCELLENCE IN MARKETING.
QUARTER: 3 -----	
QUARTER: 4 -----	

REPORT 4
88/02/02

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

POST :531-WELLINGTON

005-COMM. & INFORM. EQP.& SERV
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
TELECOMMUNICATIONS (INC SPACE)	
FOLLOW-UP OF CONTACTS MADE BY TELECOM MISSION IN NOV'86.	INCREASED TELECOMS SALES BY SUPPORTING/MAINTAINING CONTACT WITH N Z BUYERS AND CDN SUPPLIERS.
DELIVEATION OF NEW OPPORTUNITIES DUE TO DEREGULATION OF N Z TELECOMS.	INCREASED SALES BY RELAYING TO CDN INDUSTRY NEW MARKET OPPORTUNITIES IDENTIFIED.
COMPUTERS, SOFTWARE & SYSTEMS	
POST HAS BEGUN MARKET SURVEY OF LOCAL IMPORTERS	LIST OF PRODUCTS REQUIRED BY LOCAL IMPORTERS
SURVEY OF LOCAL SOFTWARE CONSULTING HOUSES	DEVELOP CONTACTS OF SOFTWARE FIRMS POTENTIALLY INTERESTED IN JV WITH CANADIAN FIRMS.
THREE CATALOGUES SHOWS IN TERRITORY	INCREASE NUMBER OF CANADIAN FIRMS ACTIVE IN NEW ZEALAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 SURVEY OF COMPUTER SOFTWARE AND HARDWARE IMPORTERS. MAINTAIN CONTACT WITH NEW TELECOMS (NZ) LTD AND TO FORWARD TENDERS TO CCC.	SURVEY COMPLETED. REPORT INCOMPLETE. TELECOMS TENDERS SENT ROUTINELY TO CCC.
QUARTER: 3 -----	
QUARTER: 4 -----	

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

POST :531-WELLINGTON

013-CONSUMER PRODUCTS
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
JEWELERY & GIFTWARE	
SURVEY OF GIFTWARE MARKET IN NEW ZEALAND	INFO ON MARKET OPPORTUNITIES
PUBLICIZE RESULTS OF MARKET SURVEY TO CANADIAN SUPPLIERS	INCREASED AWARENESS OF OPPORTUNITIES IN NEW ZEALAND
PROVISION OF INFO ON CDN SOURCES OF SUPPLY TO N Z INDUSTRY.	ELEVATE PROFILE OF CDN SUPPLIERS.
LEISURE PROD. TOOLS HARDWARE	
ADVISE NEW ZEALAND IMPORTERS OF CANADIAN CAPABILITIES	DOUBLE CANADIAN MARKET SHARE IN 3 YEARS.
DISTRIBUTION OF SURVEY QUESTIONAIRE TO DELIVEATE N Z REQUIREMENTS FOR SUBSEQUENT DISTRIBUTION TO CDN SUPPLIERS.	INCREASED AWARENESS OF SUPPLY/DENAND OPPORTUNITIES.
FURNITURE & APPLIANCES	
ADVISE LOCAL IMPORTERS OF CANADIAN CAPABILITY	INCREASE CANADA'S MARKET SHARE TO USA POSITION.
DELIVEATION OF N Z FURNITURE REQUIREMENTS AND COMPLETION OF REQUIREMENTS OF SURVEY FOR DISTRIBUTION.	BETTER IDENTIFICATION OF MARKET OPPORTUNITIES FOR CDN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 PREPARATION OF LIST OF BUYERS TO ATEND TOR JEWELLERY SHOW.	PARTICIPATION IN SHOW CANCELLED DUE TO SHORTAGE OF TIME.
QUARTER: 2 CONDUCT MARKET SURVEYS AND COMPLETE REPORTS ON TEXTILE, TOYS, FURNITURE AND HARDWARE.	ALL SURVEYS ARE COMPLETE. REPORTS ON ALL HAVE BEEN FORWARDED TO OTTAWA AND TO TRADE ASSOCIATIONS.
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 : 531-WELLINGTON

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

PROVIDING ASSISTANCE & INCENTIVE FOR NZMOD TO ESTABLISH BROAD MOU WITH DND. TO DISTRIBUTE CDN INFO & DETAILS ON CDN MARINE EQUIP TO PROMOTE $2 MILLION DATA LOGGING EQPT TO RNZN. TO OBTAIN OPPORTUNITY FOR COMPUTING DEVICES TO BID ON EQUIP. REQUIREMENTS.

INCREASED SALES OF CDN DEFENCE EQUIPMENT TO N. Z.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PROVIDE FOLLOW-UP REPORTS OF HITECH TO TDD AND TO INCREASE THE NUMBER OF AGENCIES.

REPORTS COMPLETED.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :531-WELLINGTON

001-AGRI & FOOD PRODUCTS & SERVICE
NEW ZEALAND

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ANIMAL, POULTRY BREEDING STOCK		
	CONTINUED PROMOTION OF CDN SWINE EXPORTS AND TO REALISE APRIL'87 SHIPMENTS.	INCREASED SALE OF AG & FOOD PRODUCTS
SEMI & PROCESSED FOOD & DRINK		
	TASTE OF CANADA - FOOD PROMOTION EFFORT FOCUSSED ON RESTAURANT	NEW AGENCY LINES ESTABLISHED.
	WOOLWORTHS PROMO. - IN-STOR CDN PROCESSED FOOD PROMOTION	NEW AGENCY LINES ESTABLISHED.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	MARKET SURVEY OF IMPORTERS.	COMPLETED AND MAILED - NO RESULTS AS YET.
QUARTER: 2	CONDUCT MARKET SURVEY OF REQUIREMENTS. MAINTAIN PRESSURE ON NZ AUTHORITIES TO RELAX IMPORT RESTRICTIONS.	REPORT MARKET OPPORTUNITIES COMPLETE AND FORWARDED TO INDUSTRY, DEA AND DRIE. PRESSURE IS MAINTAINED ON NZ AUTHORITIES AND RESTRICTION ARE EXPECTED TO BE LIFTED.
QUARTER: 3	-----	
QUARTER: 4	-----	

531 - WELLINGTON NEW ZEALAND

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN	ANTICIPATED RESULTS
COMM. & INFORM. EQP. & SERV FREQUENT INCLUSION OF INVESTMENT PUBLICATIONS.	COMPUTERS, SOFTWARE & SYSTEMS AND TECHNOLOGY TRANSFER ARTICLES IN	STIMULATION OF NEW ZEALAND MANUFACTURING AND INVESTMENT COMMUNITY TOWARDS CANADA AS INVESTMENT DESTINATION.
FOREST PRODUCTS, EQUIP, SERVICES FREQUENT INCLUSION OF INVESTMENT PUBLICATIONS.	EQUIPMENT AND MACHINERY AND TECHNOLOGY TRANSFER ARTICLES IN	STIMULATION OF NEW ZEALAND MANUFACTURING AND INVESTMENT COMMUNITY TOWARDS CANADA AS INVESTMENT DESTINATION.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

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

531 - WELLINGTON

NEW ZEALAND

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER	RESULTS REPORTED
QUARTER : 1		
	IT WAS INTENDED TO WRITE AND INCLUDE AN INVESTMENT ARTICLE IN TRADING POST (DISTRIBUTION OF 3000).	-ARTICLE WAS WRITTEN AND ICLUDED REACHED A READERSHIP OF 80,000. -MINTECH ADVISED OF DECISION TO INVEST IN CANADA IS IMMINENT.
QUARTER : 2		
	PUBLICATION OF ARTICLES PROMOTING INVESTMENT IN CANADA.	TWO ARTICLES WERE WRITTEN AND PUBLISHED WITH READERSHIP OF APPROX. 160,000.
QUARTER : 3	------	
QUARTER : 4	------	

REPORT 4A
08/01/28

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 531-WELLINGTON

AN EXTENSIVE PROGRAMME WAS MADE FOR MR. BELAND OF CITY OF
MONTREAL TO MEET WITH INVESTORS AND BANKERS IN NZ.

CA1 EA676 T712 EXF 1987 Sept. STORAGE
Trade and Industrial Development
Program quarterly activity report
43247425

LIBRARY E A / BIBLIOTHÈQUE A E
3 5036 01029631 0