External Affairs and International Trade Canada

Affaires extérieures et Commerce extérieur Canada

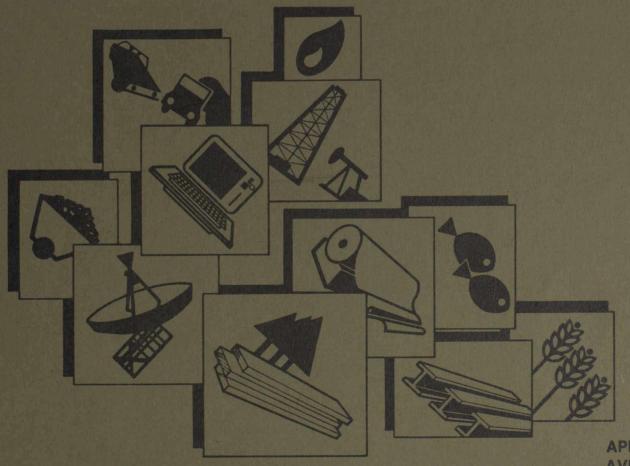


TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

QUARTERLY ACTIVITY REPORT RAPPORT TRIMESTRIEL DES ACTIVITÉS

LATIN AMERICA AND CARIBBEAN AMÉRIQUE LATINE ET ANTILLES

OCTOBER - DECEMBER 1989 (3rd QUARTER FY 1989-90) OCTOBRE - DÉCEMBRE 1989 (3° TRIMESTRE, AF 1989-90)



APRIL 1990 AVRIL 1990



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Octobre - December 1989 Det de Offan Quarterly Activity Report

Following is the Activity Report for the quarter enclosed and the subsector report of a synopsis of a still in the subsector report of a synopsis of a still it. December 31, 1989. This report contains a synopsis of activities and results by sector and subsector reported by the missions in Latin America and Carribbean matched against the proposed activities identified in their 1989/90 post plan. It also contains a report of special unplanned activities that took place during the report period.

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités Octobre - Décembre 1989

Voici le Rapport des activités du trimestre qui a pris fin le 31 décembre 1989. Le rapport contient un résumé des activités et des resultats déclarés par les missions en Amérique latine et Antilles, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de missions de 1989/90. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

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

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LATIN AMERICA AND CARIBBEAN AMERIQUE LATINE ET ANTILLES

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

POST :640-BOGOTA

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

ANTICIPATED RESULTS:

Alm fund

1

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

THE BOGOTA METRO PROJECT. OPPORTUNITY FOR CANADA TO BID AGAIN.

PROMOTE CDN SUPPLIERS WITH GOVERNMENT AGENCIES. ENSURE CDN SUPPLIERS ARE INVITED TO BID.

PREPARE SECTORAL REPORT. BETTER MARKET PENETRATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Support Cdn involvement in railways and ports reorganization. Prepare sectoral report on sales potential.

anogolitad al 'n briten atministration (1982)

- QUARTER: 2 PREPARE SECTORAL REPORT
- QUARTER: 3 PROMOTE CDN SUPPLIERS WITH GOVT AGENCIES PREPARE SECTORAL REPORT

QUARTER: 4 -----

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REAL PRINTERS A AVAILABLE AND A

QUARTERLY RESULTS REPORTED:

Cdn firm received CIDA Inc support for railway reorganization study.

Sectoral report in preparation.

SECTORAL REPORT IN FINAL DRAFT

SECTORAL REPORT NEAR COMPLETION TWO RAILROAD EQUIPMENT MANUFACTURERS WERE MATCHED WITH AGENTS

The LEVE OF CREDIT ADAPTING THAT APPARENT FRO CREDITION HISTORY OF FIRMAGE FEDERAL IN DAMA ADAPTI SEMINIST IN ADAPTION.

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

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POST :640-BOGOTA

010-MINE, METAL, MINERAL PROD & SRV COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

UPDATE OF REPORT ON MINING SECTOR INCLUDING GOLD. BETTER AWARENESS OF OPPORTUNITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Arrange mining mission to Canada.

QUARTERLY RESULTS REPORTED:

Post persuaded one mining co to join Alberta Mission, sales of approx. Cdn\$6mn could result. Preselection of participants in MINTEC 89 under way. Advised Cdn cos of opps for partic'n in important new mining fair in Oct./Bogota.

TWO COLOMBIANS ATTENDED MINTEC 89 IN VAL D'OR MINING SECTOR REPORT UPDATE UNDERWAY DECIDED NOT TO PARTICIPATE IN MINING FAIR DUE TO VIOLENCE IN COLOMBIA

UPDATED REPORT NEARING COMPLETION

CLARTER A PRAFARE SECTORAL AFFORT

THEORY IN ALL STRUCTURES BUILD IN THE STRUCTURE ST

A REAL OF A LAND

QUARTER: 2 UPDATE MINING SECTOR REPORT INTERNATIONAL MINING FAIR IN BOGOTA

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QUARTER: 3 UPDATE MINING SECTOR REPORT

QUARTER: 4 -----

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

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POST :640-BOGOTA

011-OIL & GAS EQUIPMENT, SERVICES COLOMBIA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ALL SUB-SECTORS

FOLLOW UP ON EXISTING PROJECTS. INCREASED CANADIAN PARTICIPATION.

PUT IN PLACE NEW MARKETING STRATEGY. FOCUSSING ON RESOURCES.

PREPARE EXPANDED SECTORAL OVERVIEW. BETTER AWARENESS OF OPPORTUNITIES.

PROMOTION OF KEY CANADIAN SUPPLIERS. MORE CDN SUPPLIERS INVITED TO BID.

PROMOTE CDN INTERESTS IN POLYETHYTLENE PLANT. WIN CONTRACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Receive Alberta Mission. Prepare expanded sectoral overview. Support EDC line of credit offer to Ecopetrol.

QUARTER: 2 PROMOTE EDC LINE OF CREDIT WITH ECOPETROL PROMOTE CANADIAN SUPPLIERS WITH COLOMBIAN STATE OIL COMPANY

QUARTER: 3 PROMOTE SIGNING OF EDC-ECOPETROL LINE OF CREDIT PREPARE MARKETING STRATEGY TO TAKE ADVANTAGE OF LINE OF CREDIT

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

Alberta Mission composed of 8 cos visited Bogota Bucaramanga & Barrancabermeja. Sectoral Report updated, completed, printed and distributed. Ecopetrol Board of Directors approved line of credit now under study by Ministry of Finance.

> EDC LINE OF CREDIT AWAITING FINAL APPROVAL FROM COLOMBIAN MINISTRY OF FINANCE ECOPETROL VP GAVE MARKET SEMINARS IN MONTREAL, TORONTO AND CALGARY

LINE OF CREDIT SHOULD BE SIGNED IN EARLY 1990 INCOMING BUYERS MISSION PLANNED FOR EARLY 1990

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

POST :640-BOGOTA

005-ADVANCED TECH. PROD. & SERV COLOMBIA

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE CDN SUPPLIERS IN RURAL TELECOM PROJECTS. WIN BUSINESS ON ONE OR MORE OF TURNKEY PROJECTS.

"CONDOR" SATELLITE PROJECT. WIN ALL OR PART OF CONTRACT.

DEVELOP NEW SECTORAL STRATEGY. PROVIDE BULLEPRINT TO GUIDE FEDERAL SUPPORT.

DEVELOP NEW INFORMATICS PROJECTS UNDER M.O.U. ON INFORMATICS INCREASE OUR MARKET SHARE.

TRACKING: ACTIVITIES UN

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Support Cdn bids on rural telecom projects. Prepare sectoral report on Telecom/Electronics sales opportunity. Prepare extended sectoral overview of Electric power sales opportunities.
- QUARTER: 2 PROMOTE CDN SUPPLIERS IN RURAL TELECOM PROJECTS PREPARE SECTORAL REPORT

QUARTER: 3 MONITOR OPPORTUNITIES AND INFORM CDN COS INFORMED COS OF OPPORTUNITIES IN CELLULAR TELEPHONY IN BOGOTA AND OTHER CITIES

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Minister of Mines and Energy and President of Ecopetrol invited to Canada.

Two bids submitted in consortium with a Japanese trading house. Bids unsuccessful because Canada did not offer competitive financing.

CDN/JAPANESE BID ON RURAL TELECOM PROJECT LACKED CONCESSIONAL FINANCING OFFERED BY OTHER BIDS SECTORAL REPORT OUTLINING MARKET OPPS COMPLETED SR TELECOM WON US \$2 MILLION CONTRACT FOR COMMUNICATIONS EQUIPMENT FOR NEW OIL PIPELINE

BOGOTA TELEPHONE CO PARTICIPATED IN TEMIC FALL PROGRAM AND PLANS TO DO SO IN SPRING PROGRAM NORTHERN TELECOM MAY DECIDE TO BID ON BOGOTA CELLULAR TELEPHONE PROGRAM

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

POST :640-BOGOTA

001-AGRI & FOOD PRODUCTS & SERVICE COLOMBIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INCREASED CONTACTS W/AGENTS OF FOOD PROCES.EQPT.AGRIC.EQPT. INCREASED AWARENESS OF CDN EXPERTISE.

INCREASED PARTICIPATION AT REGIONAL CATTLE FAIRS. INCREASED AWARENESS OF CDN EXPERTISE.

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Participation in Agroexpo 89.

QUARTER: 2 PLANNING, DEVELOPMENT AND SETUP OF CDN PAVILION AT INTL AGROEXPO FAIR IN BOGOTA, INCLUDED 20 INDIVIDUAL COMPANY BOOTHS AND 60 DAIRY AND BEEF CATTLE

QUARTER: 3 BUILD ON ACHIEVEMENTS OF CDN PARTICIPANTS IN AGROEXPO 89

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Sectoral report near completion on Telecom/Electronics. Electric Power Report completed. Planning & dev. of Cdn Pavillion at Agroexpo '89. Agricultural sectoral report on market opportunitites completed.

SALES OF APPROX \$900,000 RECORDED EXCELLENT IMAGE PRESENTED OF CDN PRODUCTS

POST PREPARED AND DISTRIBUTED MARKET REPORTS ON (A) GRAIN AND OILSEEDS; (B) PULSES; AND (C) VEGETABLE SEEDS IMPORTS IN COLOMBIA

CHARTER & STRAIN

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

POST :640-BOGOTA

011-OIL & GAS EQUIPMENT, SERVICES ECUADOR

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ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LIBERTADOF GAZ PLANT. COULD WIN IF FINANCING AVAILABLE.

COMPUTER SOFTWARE. POTENTIAL SALE.

INCREASE CONTACTS WITH PRIVATE PETROLEUM INDUSTRY. GREATER AWARENESS OF CDN EXPERTISE.

REPORT ON OIL/GAS SECTOR ACTIVITY FOR NEXT 3 YEARS. PROVIDE "EARLY WARNING" INFORMATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTER: 1 - Alberta Mission to Ecuador.

- Preparation of Sectoral report on sales opportunities.

QUARTER: 2 -----

QUARTER: 3 PREPARE OIL AND GAS SECTOR REPORT

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- Five companies participated and were able to establish good contacts. Companies estimated that sales exceeding \$5mn could result. - Sectoral Report well underway.

> OIL AND GAS SECTOR REPORT IN FINAL DRAFT CANADA TO PARTICIPATE WITH MISSION, INFO BOOTH AND PRESENTATION OF PAPERS IN ANDEAN PETROLEUM INDUSTRY CONFERENCE IN QUITO IN FEBRUARY 1990

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

POST :640-BOGOTA

010-MINE, METAL, MINERAL PROD & SRV ECUADOR

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

THE ECONDER COMPETED OF PERCENCIPS

QUARTERLY RESULTS REPORTED:

THE STUD ON CONTRACT

REPORT ON MINING SECTOR. PROVIDE EARLY INFORMATION TO CDN EXPORTERS.

SEMINAR ON CANADIAN MINING EXPERIENCE. CREATE AWARENESS ON CANADIAN EXPERTISE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1

QUARTER: 2 -----

QUARTER: 3 ENSURE ECUADOR PARTICIPATION IN MINTEC 89

QUARTER: 4 -----

CONSULATE DEBRIEFED MINTEC INVITEES UPON THEIR RETURN TO ECUADOR

- Selection of five participants for Mintec'89.

NORANDA SIGNED A GOLD EXPLORATION JOINT VENTURE WHICH HAS A BUDGET OF US \$1.5 MN OVER 3-4 YRS REPORT 4A 90/04/05

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

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

POST :640-BOGOTA

THE CONTINUATION OF THE "DRUG WAR" AND A RESURGENCE OF GUERRILLA ACTIVITY CONTINUE TO NEGATIVELY AFFECT COMMERCIAL ACTIVITIES AND ARE REFLECTED IN THE RESULTS CONTAINED IN THIS REPORT. TRADE MISSIONS AND BUSINESS VISITS HAVE BEEN CANCELLED OR RESCHEDULED.

THE ECUADOR COMMERCIAL WORKLOAD INCREASED SIGNIFICANTLY DURING THE REPORTING PERIOD, IN PART BECAUSE SOME COMPANIES TRANSFERRED THEIR SALES PROMOTION EFFORTS TO ECUADOR FROM COLOMBIA. FOR EXAMPLE, A 4-MEMBER FEDERAL SECURITY PRODUCTS MISSION, ORIGINALLY SCHEDULED TO VISIT COLOMBIA AT THE END OF NOVEMBER, WENT TO QUITO INSTEAD.

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

FORECAST OF RET ACTIVITIES AND ARTICLATED RESELTS STATES

35-BRASILIA	
5	535-BRASILIA

001-AGRI & FOOD PRODUCTS & SERVICE

BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SELECTED FOR IMPORT.

ALL SUB-SECTORS

COOPERATION AGREE BTWN CDN HOLSTEIN ASSOC & BRAZ MIN OF AGR FACILITATE APPROVAL PROCESS OF HOLSTEIN DAIRY CATTLE

DELIVERY OF SEED POTATOES FOR BRAZ NAT SEED POTATO TESTING PENETRATION (ESPECIALLY IN CASE OF INDUSTRIAL VARIETIES)

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 - Ongoing assistance re health requirements for live animal exports

 Assistance in obtaining Brazilian approval of new Canadian meat packing plants

QUARTER: 2 - Assist livestock breeder in fulfilling health import requirements.

- Attend Uberaba Zebu crossbreed show with an in fo booth.

QUARTER: 3 1. On-going assistance re health requirements fo r live animal exports.

QUARTER: 4 -----

TADO I CHA LHOUTATE C

INTO BRAZIL SEED POTATO MARKET.

QUARTERLY RESULTS REPORTED:

Brazil - Increased Canadian exports of beef and pork to

Brazil

- Successful ongoing livestock sales.

- Continued success in sales of live animals to

- Developed new market for Canadian livestock an d genetic material in Uberaba.

 Continuing success of live animal sales to Br azil.

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

POST :635-BRASILIA

005-ADVANCED TECH. PROD. & SERV BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

CIDA-FINANCED SARSAT GROUND STATION HAS BEEN INSTALLED BEACONS. SALE OF ONE OR TWO ADDITIONAL GROUND STATIONS AND LOCATOR

SPAR PROPOSAL TO DEVELOP LOW COST/LOW CAP EARTH TERMINAL IMPORTANT NEW PRODUCT DEVELOPMENT FOR SPAR AND SIGNIFICANT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 TELECOMMUNICATIONS EQUIPMENT AND SERVICES - Assist Spar and Novatel-Northern Telecom durin g phase of evaluation by Telebras of satellite a nd cellular telephony bids.

QUARTER: 2 - Assist Nortel/Novatel consortium in cellular t elephony bids.

- Assist Spar bid for satellites during sensitiv e stage of tender evaluation.

QUARTER: 3 1. Assist Spar in on-going efforts to win satell

ite contract. 2. Assist NORTEL/NOVATEL in contract negotiation

s with TELEBRAS for cellular telephony.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

SALES IN BRAZIL AND THIRD MARKETS.

OVATEL.

- We have prepared and coordinated visits of Que bec Min. of Int'l Affairs and V.P. Cdn Space Age ncy - both in support of Spar's bid.Plus have as sisted Spar Northern-Novatel on a permanent basi s during rapidly changing bid evaluation period.

- Nortel/Novatel consortium awarded cellular tel ephony contract for Brasilia.

- Announcement of satellite award is delayed - a waiting results.

 Bid decision has been defferred to March 1990 but Spar's prospects remain promising.
 Contract signed between TELEBRAS and NORTEL/N

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

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POST :635-BRASILIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FORMATION OF JOINT VENTURE BTWN CDN SUPPLIER & BRAZILIAN CON BRASILIA MASS TRANSIT PROJECT. ASSIST IN PACKAGING CANADIAN BID FOR PARTICIPATION IN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 - Assist Canadair CL-215 in its efforts to marke t its plane in Brazil

 Work closely with Conair-BC Govt. in preparati on of forest fire prevention package for Ministe r of Interior

QUARTER: 2 - Assist Conair and B.C. Govt in efforts to win contract for fire fighting system.

- Assist Canadair in potential sale of CL-215 to environmental agency.

QUARTER: 3 1. Assist Canadair in pursuing sales opportuniti es for Challenger aircraft to Lider Taxi Aereo.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

We have put our efforts on hold as result of unavailability of CL-215's for export to Brazil.
 We have counselled and worked closely with Conair in preparation of its offer to be submitted in July

Conair proposal under evaluation but IBAMA (en vironment agency) more interested in CL-215.
Purchase of CL-215 remains difficult due to bu dgetary constraints.

1. Lider will likely purchase one Challenger air craft in first half of 1990.

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POST :635-BRASILIA

007-POWER & ENERGY EQUIP. & SERV. BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

RENEW MOU BTWN BRAZILIAN & CDN GOV RE: CDN PARTIC IN FUTURE IDENTIFY EXPORT OPPORTUNITIES FOR CGE GENERATORS.

And the second of the second second

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Assist FES in ongoing commercial and financing negotiations - Assist GEC Canada in commercial and financing

aspects of prospective sale

QUARTER: 2 -----

QUARTER: 3 1. Assist FES in on-going commercial and financi ng negotiations.

QUARTER: 4 -----

- FES contract signed, financing to be concluded

in July/August - GEC has received letter of intent. Detailed co mmercial negotiations expected in late 1989

 EDC loan approved by Brazilian authorities an d loan should be signed in first quarter 1990.

Louiseogen Price (House, Winnighting later The Particular

 The desired and been defining Tartals IV and there's processing contine providence.
 Relationship statement formation and statements.

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

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

POST :635-BRASILIA

003-GRAINS AND OILSEEDS BRAZIL

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ALL SUB-SECTORS

FOCUSSED & SUSTAINED LOBBYING VIS-A-VIS MFA, MIN OF FINANCE sidear meeting and Special Sidear marting with LST. RESUMPTION OF CANADIAN WHEAT SALES IN 1989.

ADD STORES CARDEN STREET, STREE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

QUARTER: 1 -----

QUARTER: 2 - Assist Canadian Wheat Board in new negotiation s for sale of wheat to Brazil.

QUARTER: 3 -----

QUARTER: 4 -----

- Wheat sales will recommence in 1989 and contin ue at moderate levels for the next few years.

I follow Cotton week. To be current by the SR Ma

REPORT 4A 90/04/05

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

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

POST :635-BRASILIA

- Visit to Brasilia of LST.

- or heart its other shows many more thinks are seen in the
- Bi-Post meeting and Special Bi-Post meeting with LST.
- HOM meeting in Brasilia.
- Visit of EDC Vice-President and Terathronics/Ministry of H ealth signing.

- Brasilsat III - IV.

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

POST :658-BRIDGETOWN

001-AGRI & FOOD PRODUCTS & SERVICE BARBADOS

ANTICIPATED RESULTS:

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PURSUE ADDITIONAL CDB PROJECTS IN AGRICULTURE SECTOR ADDITIONAL SALES, TECHNOLOGY TRANSFER.

PROMOTE ADDITIONAL JOINT VENTURES IN AGRIC. SECTOR ADDITIONAL SALES, TECHNOLOGY TRANSFER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Proposed abattoir for Barbados

QUARTER: 2 Sea Island Cotton Project (Bdos based) has drawn down 305 of US \$5 M EDC line of credit to agriculture sector

QUARTER: 3 Sea Island Cotton Project j/v - CARSICOTT Barbados based

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- European funding will likely preclude Cdn. coys from this opportunity
 - Cdn \$1.5 M agricultural eqpt arrived for Sea Island Cotton proj. to be funded by US \$5 M EDC line of Credit agriculture sector

Cdn. joint venture, at end of quarter has planted 1,000 acres out of 1,500 cotton on Bdos. Agricultural equipment (Cdn \$1.5 m) now operational

> Project proceeding on technical level. Local management problems experienced but in process of being resolved, under political siege.

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

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POST :658-BRIDGETOWN

015-CONSTRUCTION INDUSTRY BARBADOS

ANTICIPATED RESULTS:

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ONGOING EFFORTS W/TRADING HOUSES SPECIALIZING IN BLDG PROD ADDITIONAL SALES & IMPROVED MARKET SHARE.

ACTIVELY PURSUE UPCOMING CONSTRUCTION PROJ FINANCED BY CDB AT LEAST \$10.0 MILLION IN NEW BUSINESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Infrastructure projects (IFI and CDB funded) identified

report overflowing a first to ever be

QUARTER: 2 Infrastructure projects (IFI and CDB funded)

identified and pursued

the state of transf

QUARTER: 3 Proposed Solo Cdn Trade Show, Barbados

Infrastructure projects (IFI and CDB funded) identified and pursued

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- monitoring developments on projects for St. Lucia, St. Vincent & Dominica

- launching of Cdn \$42 M hotel project on Nevis

- Phase I of Cdn sponsored Windjammer villa/ condo proj. opened St. Lucia (Cdn \$50 Million)

Nevis hotel porject reactivated after damage by Hurricane Hugo; Hewanorra Airport, St.Lucia desig/construct/finace package awarded, tied to UK,precludes Cdn coys; St.Vincent-2 Cdn coys shortlisted Feeder Rds Proj. 1 coy for L/W Hway

Arrangements underway, approx 26 Cdn coys featuring construction, bldg mtls,hardware prods Commercial Counsellor undertook post Hugo evaluation survey

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

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POST :658-BRIDGETOWN

005-ADVANCED TECH. PROD. & SERV BARBADOS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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FACILITATE NEW EXP FIN. FOR CDN TELECOM & INFOR, EQUIP & SER ADDITIONAL SALES, TECHNOLOGY TRANSFER.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Negotiations between EDC and Barbados Telephone Company for financing

QUARTER: 2 Negotiations between EDC and Barbados Telephone Compnay for financing (US \$13M, digital switching equipment etc.)

QUARTER: 3 Negotiations between EDC and Barbados Telephone Co. for financing (US \$13 million digital switching equipment, etc)

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Line of credit confirmed for Cdn \$15.6 million for telecommunications equipment, shipment underway

Technical/legal matters resolved. Agreement to be finalized shortly.A/C purchases will be retroactive and rolled back into line of credit

Agreement expected to be signed by Feb

REPT4D

90/04/05

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

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POST :658-BRIDGETOWN

014-EDUCATION, MEDICAL, HEALTH PROD BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CDN TRADING HOUSES IN EDUCATIONAL, HEALTH & MEDICAL GENERATE ADDITIONAL SALES IN NUMEROUS MARKETS IN TERRITORY.

PROCUREMENT FOR OECS TECH. VOC. EDUC. PROJ DELAYED, NEW SUPPLIES, ADDITIONAL SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 OECS Technical and Vocational Education Project

QUARTER: 2 OECS Tecnical and Vocational Education Project

QUARTER: 3 Educ II World Bank Project, Barbados

OECS Technical and Vocational Education project

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- Advised Cdn suppliers of equipment and furniture procurement notice

No further activity

1 Cdn coy awarded contract, supply of school furniture (Cdn\$150,000) 3 Cdn coys submitted bids; Ven Rez low bidder supply furniture. Short list expected Feb. Continue to monitor other components of project

REPORT 4A 90/04/05

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

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

POST :658-BRIDGETOWN

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ALL BUR-TADYORD

Demonstration flight deHavilland Dash 8-300 series aircraft October 18-19 Marketplace '89 November 12-17

CARDI Agricultural Seminar, Barbados November 28-30

UNCTAD/GSP Seminar, St. Vincent December 5

autoria: 3 built of Anoton Deposites in Collect Provin

GUARDERS & PARA

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

POST :631-BUENOS AIRES

005-ADVANCED TECH. PROD. & SERV ARGENTINA

AKGENTIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

JOINT VENTURES FOR RURAL TELECOM EQUIPMENT-CDN MANUFACTURERS INCREASE MEDIUM TERM SALES OF EQUIPMENT

TRAINING IN CDA COMM. SPECIALISTS IN SPECTRUM MGMT, SATELLITE CAPABILITIES
PROVIDE SECRETARIAT DECISION-MAKERS WITH OVERVIEW OF CDN

COMPILE LIST OF IMPORT./JOINT-VENTURE PARTNERS-TELECOM EQPT. ASSIST CDN MANUFACTURERS TO MAKE CONTACT WITH POTENTIAL

SURVEY-I.D. PROVINCES WHERE ACTIVITY HIGH IN DEVT TELECOMS PROVIDE NECESSARY INFO TO CDN EXPORTERS AND PREPARE FOR ARGENTINE PARTNERS.

POSSIBLE MISSION 1989

19 ------

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTER: 1 -----QUARTER: 2 -----QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

PLANNING:

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

FOLITPMENT

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

010-MINE, METAL, MINERAL PROD & SRV ARGENTINA

POST :631-BUENOS AIRES

ANTICIPATED RESULTS:

PATE IN DEVELOPMENT OF MINING INDUSTRY

A NUMBER OF STREET, ST.

ALL SUB-SECTORS

STUDY OF KAOLIN DEPOSITS IN CHUBUT PROVINCE OPEN OPPORTUNITIES FOR JOINT VENTURE

ACTIVITIES PROPOSED IN POST PLAN:

SURVEY OF MINERAL RESOURCES OF SAN JUAN PROVINCE IDENTIFY POTENTIAL FOR INVESTMENT AND SUPPLY OF SERVICES/

ASSISTANCE TO CDN COYS INTERESTED IN DEV. GOLD RESOURCES JOINT VENTURES IN GOLD MINING

DEVELOP CONTACTS ON MINING DEV. PROPOSED BY INDIV. PROV. I.D. REQUIREMENTS AND OPPORTUNITIES FOR CDN COYS TO PARTICI-

VISIT PROPOSED MINING CONGRESS IN JUJUY IN MAY '89

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Survey of mineral resources of San Juan Province to identify potential for investment and supply of service/equipment. Develop contacts, research and report on mining dev proposed by individual prov to identify opp for cdn coys to participate
- QUARTER: 2 Develop contacts, research and report on mining developments. Study of Kaolin deposits in Chubut province

QUARTER: 3 Study of Kaolon Deposits in Chubut Province

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Survey conducted by quebec Mining authorities. BC mining consortium offer presented to San Juan Gov't(\$30 million exploration investment over 5 year period).Decision to be taken before end 89. Proj have been ident in prov of Santa Cruz

6 del fm cos, provinces & federal authorities have been invited & attended MINTEC'89. Lab tests in Cda have shown that mineral can be used (paper industry). Pre feasibility study proceeding. Local investors identified.

Further to positive lab test, market study has shown commercial potential. Technical prefeasibility study proceeding local investors identified.

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

POST :631-BUENOS AIRES

012-CHEM PROD & PETROCHEM, EQP, SERV ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARKET STUDY ON PLASTICS SECTOR A) I.D. REQUIREMENTS & MARKETING CHANNELS B)INCREASE # OF

ALL SUB-SECTORS

SECT.STUDY OF PETROCHEMICAL & CHEMICAL INDUSTRY

I.D. PETROCHEMICAL DEV'T PROJECTS IN WHICH CDN COULD PARTIC. INCREASE LEVEL OF CDN PRESENCE, INVESTMENTS IN THE GROWING

ACTIVITIES UNDERTAKEN IN QUARTER:

TRACKING:

QUARTER: 1 -----

QUARTER: 2 -----

TOTAL TATA OF A STATE OF THE ST

QUARTER: 3 -----

QUARTER: 4 -----

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tanting to provide the seat, particle proof had

SECTOR

CDN COMPANIES ACTIVE IN SECTOR C)INCREASE NUMBER OF REPS

QUARTERLY RESULTS REPORTED:

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DIARTER: 2 Develop contacts, represent and repetr on method to the second secon

countries a biggin because in cattor provides

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

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

POST :631-BUENOS AIRES 00	09-FOREST PRODUCTS, EQUIP, SERVICES ARGENTINA	
PLANNING: ACTIVITIES PROPOSED IN POST PL	LAN: ANTICIPATED RESULTS:	
	OF IMPORTS LIBER. ACTIVE IN MARKET & # OF REPRESENTATIVES	
A) I.D. NEEDS & MARKETING CHANNELS B)INCREA		
PROMOTE IMPORTS LIBERALIZATION WITH CDN EXP INCREASE NUMBER OF CDN COYS ACTIVE IN MARKE		
EQUIPMENT AND MACHINERY		
CATALOGUE SHOW IN CORRIENTES OF CDN FORESTR INCREASE NUMBER OF REPS OF CDN COYS IN MARK		
Constitution of such variations	ACTIVITIES UNDERTAKEN IN GURRTERI	
PARTICIPATE TO FAO/IFONA SEMINAR IN CORRIEN IDENTIFY NEW PROJECT AND GET CDN COY INVOLV		
TRACKING: ACTIVITIES UNDERTAKEN IN QUART	TER: QUARTERLY RESULTS REPOR	TED:
QUARTER: 1		
QUARTER: 2		
QUARTER: 3		
QUARTER: 4		

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

POST :631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.

ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

REP OF MAJOR HYDRO TO PART. IN SEMINAR-IFI FINAN. POWER PROJ IN TENDERS FOR MAJOR POWER PROJECTS GREATER AWARENESS AND COMPETENCE BY CDN SUPPLIERS TO PARTI.

REPORT ON TENDERS BEING CALLED FOR MATERIAL/EQPT POWER PROJ.

VISIT "HIDRONOR" TO IMPROVE PERSONAL CONTACTS WITH SR. STAFF BE ABLE TO BETTER ASSIST CDN SUPPLIERS COMPETING IN FORTH- COMING TENDERS

באדאנגעסעט פאלא זה נסאאוצגאדצה טר נסט אסאנצדאיז שנאנגאיפאר איינאפאני איינא איינאראי איינאראין איינא איינאראיין דאנאנאנגע אנאפאנט סא גנאיין סל ינוא נסיינג וא נייזאראיין איינאנאיינאיין איינאנאיינא איינאנאיינא איינא איינא איי

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 To advise on prospects/supply requirements for IFI financed projects.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Visit by ITC/Montreal ref identification hydro

Visit by ITC/Montreal ref identification hydro QBC Int. Discussing technical assistance to sec of energy

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM REPT4D AT MISSIONS ABROAD FOR FISCAL YEAR 89 90/04/05 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN 011-OIL & GAS EQUIPMENT, SERVICES POST :631-BUENOS AIRES ARGENTINA ANTICIPATED RESULTS: ACTIVITIES PROPOSED IN POST PLAN: PLANNING: MAINTAIN CONTACT WITH MAJOR OIL CO.-REPORT DEV. & OPPORT. CREASE AWARENESS OF CDN CAPABILITY TO SUPPLY EQPT/SERVICES DEV. BUSINESS CONNECTIONS BETWEEN CDA ALN LOCAL OIL CO. IN-האדולוגיע אות היוסאסות" מהמקדות אך יייולגוריוים אייי אייים אייים אייים אייים אייים אייים אייים אייים אייים אייי QUARTERLY RESULTS REPORTED: TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTER: 1 -----QUARTER: 2 -----QUARTER: 3 -----QUARTER: 4 -----

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

POST :631-BUENOS AIRES

001-AGRI & FOOD PRODUCTS & SERVICE URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOLLOW-UP ON IRRIGATION AND STORAGE PROJECTS GET CDN COYS INVOLVED IN IMPLEMENTATION PHASE

IDENTIFY AND PROMOTE INDUSTRIAL PROJECTS RELATED TO PROCESS. INCREASE DEMAND AND CDN EXPORTS OF SEED POTATOES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

POST :631-BUENOS AIRES

005-ADVANCED TECH. PROD. & SERV URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Market survey/overview of services/eqpt needed in rural telecommunications expansion plan (IFI financed)

And a state of a state and a state of the st

QUARTER: 4 -----

GOARTERS 3 Ser-

Cdn consultants working with Antel to prepare scope of expansion (CIDA Inc contribution)

REPORT 4A 90/04/05

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

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

POST :631-BUENOS AIRES

Visit Mr Carruther, Parliamentary Secretary, Minister Kwinter/Min Ont (25-28 Oct) D.T. Bilateral Air Negociations (Nov. 27-Dec. 1) G.H.

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

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

POST :643-CARACAS

001-AGRI & FOOD PRODUCTS & SERVICE VENEZUELA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Dairy Seminars in several important dairy regions in Venezuela. Goat Mission from Venezuela to Canada. Potatoes Mission from DR to Canada.

QUARTER: 2 WHILE SALES IN THIS SECTOR HAVE REDUCED MUCH INTEREST IS STILL EVIDENT WITH SALES DEPENDENT ON EDC FINANCING.A GOAT MISSION INTO TACHIRA AREA WAS UNDERTAKEN.A DAIRY CATTLE MANAGEMENT MISSION WAS SENT FROM DOMINICAN REPUBLIC TO CDA.

QUARTER: 3 -----

QUARTER: 4 -----

It is critical that we continue to provide technical assistance to Venezuela farmers who had purchased Canadian cattle to ensure further future export sales. No results yet from either goat or potatoes mission.

THE GOAT MISSION RECONFIRMED THE DESIRE FOR 2000 DAIRY GOATS FROM CDA WITH CONTRACT CONCLUSION NOW WAITING ON A SOVEREIGN GUARANTEE FROM THE VENEZUELAN GOVT. INTEREST IN DAIRY AND BEEF CATTLE AND SEMEN WAS ALSO GENERATED.

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

POST :643-CARACAS

003-GRAINS AND OILSEEDS VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 RENEWED EFFORTS REGARDING CANOLA HAVE BEEN UNDERTAKEN IN VIEW OF THE EXTREMELY HIGH PRICE OF ANIMAL FEED AND VEG OIL IN VENEZUELA.RESPONSE FROM THE CDN CERTIFIED SEED TRADE HAS BEEN MOST GRATIFYING AND VENEZUELAN COMPANIES ARE ACTIVE.

QUARTER: 3 -----

QUARTER: 4 -----

ONE CDN COMPANY HAS BEEN ESPECIALLY AGGRESSIVE AND THEIR VENEZUELAN CONTACT IS ACTIVELY LOOKING FOR COOPERANTS TO CONDUCT VARIETAL TRIALS.

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

POST :643-CARACAS

005-ADVANCED TECH. PROD. & SERV VENEZUELA

PLANNING:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

FINDING ADDITIONAL QUALIFIED AGENTS TO REPRESENT CDN COS. INCREASED NUMBER OF CON COMPANIES REPRESENTED LOCALLY

ACTIVITIES PROPOSED IN POST PLAN:

COMPUTERS HARD/SOFTWARE & COMP

CONTACT VENEZ INFORMATICS COS TO PROMOTE POSSIBLE JOINT VENT OFFSET FUTURE IMPORT RESTRICTIONS IN FIELD OF INFORMATICS -

ASSURE CON EXPANSION IN LOCAL MARKET

CONTRACTOR DECEMBER OF A DECEMBER

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation at Comexpo with 12 Canadian companies with individual Canadian stand. Participation at Hitec 89 in Ottawa meeting 65 Canadian firms.

QUARTER: 2 MAJOR EVENT THIS QUARTER WAS INFORVEN WHICH FEATURED LITERATURE AND PRODUCTS FROM 15 CDN COMPANIES AS WELL AS ONE CDN COMPANY (NEWBRIDGE) WITH ITS OWN STAND ADJACENT TO THE INFO BOOTH.

QUARTER: 3 -----

QUARTER: 4 -----

Several major export orders signed and agents appointed. Increased knowledge and interest in market by Canadian exporters.

WHILE IT IS TOO EARLY TO REPORT SALES OR REP APPOINTMENTS A NUMBER OF POTENTIAL REPS WERE FOUND AS WELL AS A LARGE NUMBER OF BUYER LEADS.

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

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POST :643-CARACAS

009-FOREST PRODUCTS, EQUIP, SERVICES VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

ALL SUB-SECTORS

CONT TO ASSIST & PROM CDN BIDDERS ON ORINOCO PULP PAPER PROJ STRONG CDN PARTICIPATION

NEWSPRINT AND PULP MARKET SURVEY MAINTAIN KNOWLEDGE OF MARKET AND REPORT CHANGES AND SITUA-

VISIT CONARE PLANTATION OBTAIN AND UPDATE TENERD INFO.

CONT CON EQUIP MANUFACTURERS & ADVISE ON TRADE OPPORTUNITIES NEW AGENTS AND SALES.

MONITOR ORINOCO NEWSPRINT PROJECT ADVISE CDN COS. OF TRADE OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTER: 1 -----QUARTER: 2 -----QUARTER: 3 -----

QUARTER: 4 -----

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

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POST :643-CARACAS

010-MINE, METAL, MINERAL PROD & SRV VENEZUELA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

OPPORTUNITIES

ALL SUB-SECTORS

FOLLOW UP TO 1988 MINING MISSION

INCOMING MISSION TO MINTEC-89 INCREASED AWARENESS OF CDN CAPABILITIES TRANS. AND TECH.

TO CONDUCT AN ASBESTOS MARKET SURVEY REPORT ON MARKET SITUATION

CONT CDN MINING EQPT MFGRS & ADVISE ON MARKET OPPORTUNITIES NEW COMPANIES AND NEW AGENTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 A MISSION OF 8 PERSONS FROM 7 COMPANIES AND MINISTRIES WENT TO MINTEC WITH LES CO.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

MISSION PRODUCED \$1.4 MILLION IN SALES WITH ADDITIONAL \$5 MILLION EXPECTED SOON.THREE REPS WERE APPOINTED AS A RESULT OF MISSION.

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

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

POST :646-GUATEMALA

007-POWER & ENERGY EQUIP. & SERV. GUATEMALA

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

OTHER TYPES OF REL EQUIP.

CDN CO PREQUAL.FOR SMALL CENTRAL DEV.COMPL.& CONTRACT NEGOT. SIGNATURE OF FEASIBILITY & ENGINEERING CONTRACT.

EQUIP, CONSTR., & COMMISSIONING OF SMALL HYDRO CENTRALS. SALE OF GENERATION & DISTRIBUTION EQUIPMENT.

IDENTIFICATION OF TENDERS FRO SERVICES AND EQUIPMENT. LARGE PARTICIPATION FROM CANADIAN COMPANIES.

MARKET RESEARCH STUDY ON OPPORTUNITIES IN THE ENERGY SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 To liaise with Guatemala's Electrical Genera'n Auth. to identify future projs in this sector which can be of interest to Cdn consultants/eqpt suppliers. Also, to follow up on signature of SNC/ACRES contract for the Samala project.

QUARTER: 3 Continued assistance to SNC/ACRES to lobby on their behalf to finalize negotiations for contract signature for Samala Hydro project.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

1)Mtg w/INDE's planning dir. proved valuable to determine that most future gener'n/distri'n projects are being financed on a bilateral basis. Future part'n in this sector will therefore only be a result of spot opportunities.

> Contract for approx. Cdn. \$7 m. was signed in October and has gone to IADB for ratification.

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

POST :646-GUATEMALA

011-OIL & GAS EQUIPMENT, SERVICES GUATEMALA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

PETROLEUM AND PRODUCTS

CPPF FEASIB.FOR STORAGE TANKS & REFINED PRODUCTS PIPELINE. COMPLETION OF STUDY SHOULD BE STEPPING TIME FOR MORE CONSUL-

FURTHER INVOLVEMENT BY COMPANIES ALREADY ACTIVE IN THIS

TING AND ENGINEERING WORK.

ANTICIPATED RESULTS:

IDENTIFICATION OF OPPORTUNITIES IN THE CONSULTING/ENG.SECTOR

MARKETPLACE.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----QUARTER: 2 ----QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

POST :646-GUATEMALA

005-ADVANCED TECH. PROD. & SERV GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONTINUED LIAISON WITH TELECOM AUTH.TO IDENT.TIMING & OPPORT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 To fully support Canadian companies pursuing multilateral financed projects.

QUARTER: 2 To meet with Telecom Planning and Project Authorities to discuss future projects which may be of interest to Canadian companies.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Joint efforts between LeBlanc & Royle, their local representative and the Embassy resulted in award of contract for sale of 324 telecom towers worth approx. US \$ 800,000.

Identified upcoming opportunity for concession for the Guatemalan mobile cellular telephone project. Canadian companies have been advised.

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

POST :646-GUATEMALA

001-AGRI & FOOD PRODUCTS & SERVICE GUATEMALA

ANTICIPATED RESULTS:

PLANNING:

AGRICULTURE MACH, EQUIP, TOOLS

QUOTATION AND SALE OF 25 HEAD OF LANDRACE SWINE STOCK PROMOTION OF FOLLOW-UP TO COMPLETE SALE.

ACTIVITIES PROPOSED IN POST PLAN:

FURTHER PROMOTION OF BOVINE AND PORCINE LIVESTOCK INCREASED SALES OF CANADIAN STOCK

MARKETING EFFORT IN SALES OF SMALL AGRICULTURAL EQUIPMENT INTRODUCTION OF NEW PRODUCTS TO THE GUATEMALAN MARKETPLACE

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 As part of our annual work program activities to promote sales of swine and cattle to Guatemala.

QUARTER: 2 To continue our promotion activities in the swine and cattle sectors.

QUARTER: 3 To continue our efforts in promoting cattle, semen and equipment in this sector.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Coordinated incoming Mission for 3 Guatemalans to the Ontario Swine Congress. Possibilities of sales are excellent. Also awaiting Canadian participation in the Guatemalan Jersey Cattle Show to be held in July.

1)Coord. visit of inc. swine miss. fm Guatemala. As ind. reps we expect an increased part'n by other breeders to look at Cda as a supply source. 2)Org. visit by Hays Farms rep. & Cdn cattle Judge to Gtmlan Jersey Cattle Show.

Called on cattle association and had a presence in Guatemala's national cattle fair in November with a view to increasing Canadian involvement.

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

POST :646-GUATEMALA

008-TRANSPORT SYS, EQUIP, COMP, SERV.

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MONITOR OPPORT.FOR CONSULTING SERVICES IN ROAD SUPERV.WORK FURTHER INVOLV.IN TRANSP.SECT.WHERE CONSULT.HAVE PRE-QUALI-

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 Promote consulting companies and equipment suppliers in the Transportation sector.

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

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Entitied on entitle manacherien and had a prisente in fratematers retrieve gartie fait for sevenes with a view to increating Emussion (reclament, Coordinated visit by De Havilland rep. to Abbotsford Air Show. Visit should help in his interest to purchase a third Twin Otter, parts and other equipment for his Guatemalan operations.

project. Constant and methods and project and and the constant of the constant of the part of the constant and constant of the constant of the

ANTICIPATED RESULTS:

FIED IN SEVERAL PROJ.BUT NOT YET OBTAINED A CONTRACT.

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GUALTERY 3 To subflow use affects in primoting eaching [. . .

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

POST :646-GUATEMALA

013-CONSUMER PRODUCTS & SERVICES GUATEMALA

GUATEMALA

ANTICIPATED RESULTS:

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TO CONTINUE EMB SUPP TO TRADITIONAL EXPORTERS IN THIS SECT. TO MAINTAIN VOLUME LEVELS OR SLIGHTLY INCREASE SALES IN THE

CONSUMER PRODUCTS SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 As a result of our previous success with the Central Bank to liaise with the Canadian Bank Note Company Ltd. and their local rep. to participate in new tenders to print bills.
- QUARTER: 2 To support all companies actively involved in selling to Guatemala to ensure we maintain and increase Canadian sales volumes.
- QUARTER: 3 To support all companies actively involved in trading with Guatemala to ensure we maintain Canadian sales volumes.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

The Canadian Bank Note Co. Ltd. was recently awarded a contract by the Central Bank to print Q0.50 bills. Contract is worth 1.3 million Canadian.

We have rendered full support to Canadian exporters and Guatemalan importers in efforts in efforts to increase Canadian sale volumes to Guatemala.

In a time of few capital projects, multilateral activity and government investment in infrastructureit is important to support the traditional and ongoing trade to maintain a presence in Guatemala. REPORT 4A 90/04/05

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

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

POST :646-GUATEMALA

Hotel Management Training Seminar hosted by CESO.

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

POST :653-HAVANA

007-POWER & ENERGY EQUIP. & SERV. CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

THERMAL

CONTINUE TO FOLLOW-UP ON ELECTRICAL AND SPORT MISSION TO WEVER, LACK OF FINANCING REMAINS MAJOR IMPEDIMENT. NUMBER OF MAJ. CONS. PROJ. PRESENT SALES OPP. [\$8-10MILL].HO

HOST INFORMAL LUNCHES & MEET W/CUBAN OFFICIALS PERIODICLY. WITH OUR POTENTIAL CLIENTS TO MAINTAIN AND IMPROVE AS MUCH AS POSSIBLE OUR RELATIONSHIP

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Pursued Cuba's requirements for second-hand distribution eqpt., e.g. transformers, cut-outs, wire/cables and lighting eqpt. required for construction projects for Pan Am Games.

QUARTER: 3 Energoimport's Deputy Director visited Canada to negotiate purchasing contracts.

QUARTER: 4 -----

Energoimport buyers travelled to Canada week of Sept. 24 to purchase approx \$ Cdn 3 million worth of power and electrical equipment.

Energoimport signed contracts valued at Cdn \$3 million for power equipment for Pan Am Games.

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

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POST :653-HAVANA

014-EDUCATION, MEDICAL, HEALTH PROD

CUBA

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PHARMACEUTICALS, BIOTECHNOLOGY

SOME CDN CO HAVE APPROACHED MEDICUBA & MINSAP TO DISC.TECHN. SALES OF APPROX. \$4-6 MILLION CDN.

CDN MED/HOSP SYPP/EQPT MISS TO CUBA AS FOLLOW UP TO CUBAN

CUBA CAN NEGOCIATE CONTRACTS WITH MEDICUBA. MEDICUBA CONDUCTS ITS BUYING PROG IN APRIL. CDN CO WHILE IN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

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

QUARTER: 4 -----

PLANNING:

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

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

POST :653-HAVANA

016-INDUSTRIAL MACHIN, PLANTS, SERV.

CUBA

POST FLANS

ANTICIPATED RESULTS:

TOOLS & HARDWARE

CONT.TO FOLLOW-UP ON VISIT OF CUBAN DEL.TO CDN HARD.SHOW LACK OF FINANCING CONTINUES TO PLAY A NEGATIVE ROLE. IF ECO-

ACTIVITIES PROPOSED IN POST PLAN:

NOMY IMPROVES, UP TO \$5 MILLION IN SALES EXPECTED.

WITH OUR POTENTIAL CLIENTS.

WITH OUR POTENTIAL CLIENTS.

HOST INFORMAL LUNCHES & MEET WITH CUBAN OFF./EMP.PERIODICAL. TO MAINTAIN & IMPROVE AS MUCH AS POSSIBLE OUR RELATIONSHIP

PARTICIPATION OF CUBAN DELEGATION IN CDN HARDWARE SHOW/FEB89 TO MAINTAIN & IMPROVE AS MUCH AS POSSIBLE OUR RELASHIONSHIP

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 3 -----

QUARTER: 4 -----

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CURRENCES & HOME

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

POST :653-HAVANA

005-ADVANCED TECH. PROD. & SERV

CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TELECOM, DATACOM, SAT, SPACECOM

Mitel's expanding activities require constant monitoring \$2 million sales expected and follow-up

Monitor plans to rehabilitate telephone network in City of \$5 million sales in 3 years Havana

Monitor plans to establish satellite communications centre \$3-4 million sales in 3 years

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Assisted Mitel Corp to increase their market in Cuba. Maintained periodic contacts with Mitel local representative to discuss progress made in sales to Cuban market.

QUARTER: 2 Supported Mitel's continued sales efforts to Cuba. Pursued Cuban requirements for 80,000 telephone lines to upgrade telephone system in Havana.

QUARTER: 3 1.Maintained presence of Mitel in market by assisting them in dealings with local buyers. 2.Monitored market requirements for telephone systems to upgrade Havana Central Exchange.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Mitel continues to sell selected products to various Cuban organizations particularly to the hotel industry for approx CDN \$315.000.00

ANTICIPATED RESULTS:

Mitel sold approximately \$ Cdn 11,500 Dlrs.

Delegation from Min of Communications visited Cda mid Sept/89 to negotiate contracts of approx \$ Cdn 200,000 worth of telephone lines/eqpt.

 Mitel sold \$150,000 worth of PBX's to various Cuban clients in tourism sector and embassies.
 Identified 200,000 lines requirement by Min.of Communication for telephone tandem eqpt. Two Cdn companies are currently preparing bids.

PEDTAD 90/04/05

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

POST :653-HAVANA

015-CONSTRUCTION INDUSTRY

CUBA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ALL SUB-SECTORS

Follow-up with SSSI on their bids for several hotel projects \$20 million contracts over 3-4 years

Meetings with INTUR, CUBANACAN and UNECA to pursue cash \$2 million sales expected sales of restaurant and hotel equipment

Investigate various financing alternatives to help Cdn con- Possible sales of \$5-10 million in 3 years tractors compete for hotel & other tourism projects

and the second to wat the second

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Pursued opportunities for Cdn Cos. for PanAm A Cdn C.proposed that Cuba lease audio eqpt for Games. Emery Intl signed a letter of intention for the SSSI signed order for supply curtain wall. It sale of a second celullose moulding plant in also opened an office in Havana. Cuba

QUARTER: 2 Participated in Trend Foodservice Mission to Cuba Sept.15, following-up discussions initiated during Abatur/Intur Buyers Mission to Canada. Assisted Morrison-Hanash Mission to Cuba aimed for Cuban recreational marine services market.

QUARTER: 3 1.Assisted Trend Foodservice visits to Cuba. 2. Followed up in Regor discussions with INTUR for construction of \$45 million hotel project. 3.Sponsored Intelcan/Aviation Mission to Cda. by officials from Cuban Institute of Aviation.

QUARTER: 4 -----

ANTICIPATED RESULTS:

opening/closing ceremonies PanAm Games. Cuban buyers went to Cda to buy 7000 head-cattle

> Contract for \$US 280,000 will be signed during company's next visit to design/furnish equipment for Neptuno Hotel kitchen.

Morrison-Hanash is expecting contract of \$ Cdn 150K in short term and up to 500K in long term.

1.Sales of kitchen eqpt/design to Neptuno Hotel worth \$300K plus possible sales of \$0.5 mn. 2. Project at preliminary stage. INTUR asked Regor to prepare feasibility study.

3.Intelcan won \$2 mn. Airport Terminal Contract.

REPORT 4A 90/04/05

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

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

POST :653-HAVANA

1.Post coordinated and assisted Alberta Government in organizing Cuban Oil/Gas Buyers Mission. 2.Post manned Cda. stand at Havana Int. Fair, Nov.1-7/89, displaying literature of 30 firms. Keeprite and Regor also exhibited their products at stand. 3.Post organized and assisted Lubrizol during seminar held in Havana, November/89. 4.Post prepared comprehensive marketing profiles on Medical, Transportation and Tourism sectors and is in process of producing additional sector profiles. 5.Despite its recent cancellation, Post has actively pursued possibility of Educational Equipment Mission to Canada. 6.Commercial Counsellor participated in Marketplace, 89, in Ont, Quebec and N.B. Many subsequent follow-ups were made. 7. Post coordinated with local authorities for Quebec Trade Mission to Cuba, Jan. 20-27/90 which involves 10 firms. 8.Post has been coordinating Ontario Ministry of Agriculture

Livestock Seminar, Havana,Feb.25-March 2/90. 9.Post initiated preparation for participation of Cuban buyers to Canadian Hardware Show, Feb.1990

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM REPT4D AT MISSIONS ABROAD FOR FISCAL YEAR 89 90/04/05 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN 009-FOREST PRODUCTS, EQUIP, SERVICES POST :657-KINGSTON JAMAICA ANTICIPATED RESULTS: ACTIVITIES PROPOSED IN POST PLAN: PLANNING: WOOD AND WOOD PRODUCTS CANADIAN LUMBER VISIT TO JAMAICA BY COFI EXPERT OR SIMILAR ORGANISATION RENEWED INTEREST BY JAMAICA COMMODITY TRADING CORP FOR Second states and and any second states and a second second second second second second second second second se QUARTERLY RESULTS REPORTED: TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTER: 1 -----A Trade of the second QUARTER: 2 -----QUARTER: 3 -----QUARTER: 4 -----

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

POST :657-KINGSTON

005-ADVANCED TECH. PROD. & SERV JAMAICA

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

PREPARE MKT REP.ON JAMAIC.TELECOM NEEDS 1988-92 & CIRC.TO CD JAMAICA TELEPHONE CO. VISIT TO JAMAICA OF COMPANIES INTERESTED IN SELLING TO

MAKE DIRECT REPRES.TO JAMAICA TEL.CO IN SUPP.OF CDN EQUIP. SALES IN FY 1989/90 OF \$15M.

TRACKING:	ACTI	VITIES UNDERTAKEN IN QUARTER:
QUARTER:	1	
QUARTER:	2	
QUARTER:	3	
QUARTER:	4	

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

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

010-MINE, METAL, MINERAL PROD & SRV POST :639-LIMA PERIL ANTICIPATED RESULTS: ACTIVITIES PROPOSED IN POST PLAN: PLANNING: FOUTPMENT AND MACHINERY EVALUATION OF WORLD BANK MINING LINE OF CREDIT TO BOLIVIA \$ 4 MILLION IN SALES CAPITALIZE ON NEW MINING INVESTMENTS IN BOLIVIA \$ 8 MILLION SALES COLL W/PERUVIAN MINING SECT & CIDA W/REGARD TO CREDIT FACIL. \$ 14 MILLION SALES PROG OF INFO DISTRIBUTION THROUGH SPECIALIZED PUBLICATIONS CIRCULATION 1000 KEY INDUSTRY REPS MAILING CAMP TO DISTRIB NEW EDITION OF CDN MINING EQPT/SERV. DISTRIBUTION TO 400 KEY MGMT, PLANNERS; BUYERS MINI-SEM FOR SMALL IND GROUPS IN CONJ W/CDN BUSINESS TRAVEL IMPROVED PRODUCT KNOWLEDGE BY PERUVIAN INDUSTRY PREPARE REPORT/ANALYSIS OF BOLIVIAN MINING SECT & POSSIBIL. INFORM CON SUPPLIERS OF MARKET POTENTIAL COLL WITH CDN PRIV SECT ON INVEST SEM FOR CDN FIN/MEDIA REPS SECTOR INCREASE CDN AWARENESS OF DEVELOPMENTS IN BOLIVIA MINING ---QUARTERLY RESULTS REPORTED: ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING: -Draft report being finalized - Initial contact QUARTER: 1 Prepare report/analysis of Bolivian mining secto Mintec 89 potential participants - Initial tor planning meeting with Golden Star Resources for investment seminar - Provide story line/editorial & photo material for article on Golden Star

QUARTER: 2 -Mintec planning; ongoing trade development activities.

QUARTER: 3 -----

QUARTER: 4 -----

49

-Patron of 1989 graduation mining eng class.

-9 Peruvian attendees at Mintec 89 - Tintaya

-8 Bolivian attendees at Mintec

mission (2) to Cda - Centromin/Simsa mission(13) to Cda. - Update/distribute Peru mining report

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90/04/05

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

POST :639-LIMA

002-FISHERIES, SEA PRODUCTS & SERV.

PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MARINE HARV, PROC MACH & EQUIP

DEV LIST OF CDN FISHING EQPT MANUF WHICH COULD HAVE A MKT EXPANDED EXPORTS OF CANADIAN FISHING EQPT

PROM CAMPAIGN TO ASSOC OF PERU'S NATL FISHERIES ASSN(GUIDES BETTER KNOWLEDGE OF CDN CAPABILITY IN THIS SECTOR

ADEQUATE/PROMPT SOURC OF VESSELS & EQPT NEEDED BY LOC FISH. SALES COULD REACH THE 3 TO 4 MILLION DOLLAR MARK

SOLIC INT & PROM LITERATURE FROM CDN MFRS BY WAY OF MAIL CAM INCREASE ACTIVITY OF CDN EXPORTERS IN MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Adequate/prompt sourcing of vessels and equipment

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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-Description of 1922 consistion within any slave -9 Periodian actividization Binnes 29 - Finkeys mission 231 in Cas - Centronin/Siene withing report to Cast - Update/dilate New winder report th Sullyran attendees to Binter QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

Have been actively working with a new agent that appears willing and enthusiastic. Good prospects for the near future

BOAL WITH COM PRIVE DECT ON INVERT NEW FOR COM FILMORIA P

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SUBSTERS Z -Minited pignerings segning trade development societas.

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

POST :639-LIMA

004-DEFENCE PROGRAMS, PRODUCTS, SERV

PERU

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

SECURITY PRODUCTS

PROMOTION IN CANADA OF FOLLOWING PROJECTS:

AERO-NAVAL BASE SECURITY PROTECTION, SALES OF CDN \$ 20' OVER 4 YEARS

BOMB DEACTIVATING EQUIPMENT FOR ARMY AND POLICE

SECURITY SYSTEMS FOR OTHER GOVERNMENT AND PRIVATE FIRMS

LOCAL CAMP. PROM. SECU. SERV. EQUIP. TO PROV. SECT., NOTAB.MINING ENHANCE SALES POSSIBILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Promote sale of security equipment to private sector, notably mining companies

QUARTER: 2 Continue promoting security eqpt. Follow-up contracts to be signbed with Peruvian Government

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

-Tintaya mine security project was signed -Corpac's security project still pending final approval of new Board of Directors.

Tintaya security contract signed. Downpayment received. Additional payment of 6 million dollar contract anticipated soon.

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

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SECTOR

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TOR.

POST :639-LIMA

011-OIL & GAS EQUIPMENT, SERVICES PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

IMPROV CONT W/PETROPERU & PETROMAR, NOTAB W/FIELD TECHNICIANS INCREASE AWARENESS OF CDN CAPABILITIES; AND CDN COS ON ELLI-

DEV BROADER RANGE OF REL WITH REPS/AGENTS INVOLVES IN PETRO INCREASE AWARENESS OF CDN CAPABILITIES IN THE OIL AND GAS

FOLLOW-UP WITH PAST PARTICIPANTS OF NATL PETROLEUM SHOW CONTRACT(S)RELATED TO NORTHERN PIPELINE MAINTENANCE(\$3 MIL-

UPDATE PETROLEUM SECTOR REPORT FOR PERU INCREASE CDN AWARENESS OF DEVELOPMENTS IN PERUVIAN OIL SEC-

PREPARE PETROLEUM SECTOR REPORT FOR BOLIVIA INFORM CDN SUPPLIERS OF MARKET POTENTIAL

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Increase and improve contacts with Petroperu and Petromar. Develop relations with representatives/agents

involved in the petroleum sector

QUARTER: 2 - Increase and improve contacts with Petroperu, Petromar and YPFB

> - Develop relations with representatives/agents involved in the petroleum Sector in Peru and Bolivia.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

Have cont'd to meet w/people in different areas in Petroperu & Petromar, aiming to develop a clo se relationship with key pers in both cos. Presently working with 3 new potential agents Lack of fin'g makes it diff't to get more result

-We have developed good contacts w/high levels of Petroperu & Pertomar. Same to be done in Bolivia in next trip.

-We are still working on development of new agents in Peru and Bolivia.

90/04/05

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

POST :644-MEXICO

003-GRAINS AND OILSEEDS MEXICO

ACTIVITIES PROPOSED IN POST PLAN:

PLANNING:

ANTICIPATED RESULTS:

and the state of t

ALL SUB-SECTORS

OILSEED TECH SEMINAR IN MEXICO CITY, CIUDAD OBREGON & GUADAL INCREASED CANOLA MEAL ACCEPTANCE AMONG FEED FOMULATORS.

CONTINUED CANOLA PROMO THROUGH EXHIBITS/INFO BOOTHS @ 3 NAT BUILD AWARNESS OF CANADIAN CAPABILITY TO SUPPLY CANOLA, OIL

INVESTIGATE POTENTIAL MARKET FOR (ONTARIO) SOFT WHEATS. POTENTIAL SALES OF 2 TO 5 M. ANNUALLY.

DEVELOP DIRECT CONTACTS WITH MEXICAN BREWERERS RE MALTING POTENTIAL SALES OF 2 TO 5 M. ANNUALLY.

OILSEEDS REPORT(OCTOBER). ANNU. WHEAT, SURVEY COARSE GRAINS MKT REPORT FOR CDN INDUSTRY & MARKET INFORMATION FOR

& MEAL.

DUTABLE FED. SEMINES & CONT. MATER MIRELOW TO MERICO.

ALAGEND DER DATLE CALL DREEDS) MITCLOW TO MEXICO

DEVELOP PROGRAM OF TECH. ASETST. & CCOP. LABETATE AGE. FILLIST TRESERVE FUNCTION OF TECH. ASETST. & CCOP. LABETATE AGE. FILLIST

CANADIAN EXPORTERS.

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 Oilseeds course sponsored by Canola Council.

QUARTER: 3 Canadian Wheat Board visit to Mexico, Wheat Grain Oilseeds Questionnaire completed, pulse questionnaire completed.

QUARTER: 4 -----

10 Mexican technicians to Cda. First half canola sales to Mexico \$42 mn 2nd half estimate \$25 to 50 mn. 4.8 mn barley sale 1.2 million beans/ canary seed.

2 year agreement for the importation of up to \$300,000 metric tons of milling wheat was negotiated.

information moth at 2 livercok shows.Assistners on phyte soultary factor, proparation for sould potates mission. Visit of Dairy Compresses

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

POST :644-MEXICO

001-AGRI & FOOD PRODUCTS & SERVICE MEXICO

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ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

INTRODUCE CDN VARIETIES OF ALFALFA & FORAGE SEEDS & GRASSES ESTABLISH SOME TEST PLOTS IN QUERETARO, DURANGO, MICHOACAN

INVESTIGATE MARKET FOR CATTLE HIDES MARKET REPORT

OUTGOING TECH. SEMINAR & COMM. SWINE MISSION TO MEXICO POTENTIAL SALES 2/3 MILLION \$.

OUTGOING BEEF CATTLE (ALL BREEDS) MISSION TO MEXICO POTENTIAL SALES BEEF/DAIRY CATTLE \$50 MILLION OVER 3 YEARS.

DEVELOP PROGRAM OF TECH. ASSIST. & COOP. W/STATE AGR.MINIST. INCREASE KNOWLEDGE OF CDN CAPABILITY.

DEVELOP DIRECT CONTACTS/RELAT. W/SELECTED MEXICAN UNIVERS. MARKET INFORMATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 Seed potatoe mission to eastern Canada. Conasupo Bean buyers to Canada.

QUARTER: 3 Explorating mission for Cdn forage seeds, canola information booth at 2 livestock shows.Assistance on phyto sanitary issues, preparation for seed potatoe mission. Visit of Dairy Commission officials.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Estimated potential orders for seed potatoes \$2 mn. Estimated potential (beans) \$2-5 mn annually. Long term contract with Ont. bean growers Fish sales \$500,000 to \$1,000,000 first yr. \$370,000 dairy cattle.

Contract- 40000 metric tons of powdered milk \$100 million USA; (TICC May 1988). Sale of 30 swine breeding stock aprox. \$30,000 USA. Test of selected Cdn forage seeds arranged, continued sales of canola meal seed/oil.

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

POST :644-MEXICO

005-ADVANCED TECH. PROD. & SERV MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

MARKET REPORT IS IN PREPARATION MORE EFFECTIVE PROMOTION BY CDN EXPERIORS

PARTICIPATION IN COMEXPO MEXICO D F FEB 20-MARCH 3, 1988 5 REPRESENTATION AGREEMENTS.

COMMERCIAL OFFICER TOUR OF CANADA NOV 88 KNOWLEDGE OF INDUSTRY & NEEDS.

ARTICLE FOR CANADA EXPORT NEW INTEREST IN MKT

INFO BOOTH AT COMEXPO FEB'90 NEW LEADS

INFO BOOTH AT MEXCOMM, FEB'90 NEW LEADS

MINI SHOWS/TECH SEM AT EMB & BOOTHS AT COMPACOM/EXPO-ELECT REPRESENTATION AGREEMENTS

FOCUSSED PROMOTIONS ON MKTS OTHER THAN TELMEX (BKS PEMEX CEE NEW SALES OPPORTUNITIES

COMPUTERS HARD/SOFTWARE & COMP

MARKET REPORT ON SECTOR AND ARTICLE IN CANADA EXPORT GREATER MKT AWARENESS

PUSH SECTOR FOR PROVINCIAL TRADE MISSIONS

INFO BOOTHS AT COMPUCON, EXPO ELECTRONICO

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

POST :644-MEXICO

005-ADVANCED TECH. PROD. & SERV MEXICO

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Electrical sector report.

Report completed.Sale of DMS 100 switching North Telecom to SOS communi'ns \$8mn, total project \$24 mn. DGB spectrum mngmt proj. close to signing.4 officials of TELMEX & SCT to TEMIC course. 2.6 mn microwave comm. equipment to PEMEX.

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QUARTER: 3 -----

QUARTER: 4 -----

- DEGREE OF THE SECONDLAT, RATE OF THE PROPERTY OF THE PROPERTY.

NUM SERVICITES, SEA AT THE & WORRS AT CONSIGNATION OF THE

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

POST :644-MEXICO

008-TRANSPORT SYS, EQUIP, COMP, SERV.

ANTICIPATED RESULTS:

IND.VISITS OR REP ON POSSIBLE INCOM. REGIONAL MISSION

MKT REPORT FOR URBAN TRANSPORTATION (JUNE) REPORT FOR DISTRIBUTION.

REVIEW REPS AVAILABLE IN MEXICO & CDN FIRMS NEED FOR REPRES. NEW REP AGREEMENTS

INVITE SELECTED FIRMS TO VISIT MKT 3 TO 10 NEW REP AGREEMENTS.

STRESS THIS AREA FOR REGIONAL PROV'L TRADE MISS.ACTIVITY

AEROSPACE

CONTINUE DIRECT ASSISTANCE TO BOEING CANADA SALE OF 1 TO 5 DASH 8 S WITHIN 3 YEARS.

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

POST :644-MEXICO

016-INDUSTRIAL MACHIN, PLANTS, SERV.

MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MANUFACT & MATERIAL PLANT, EQP.

INVESTIGATE AVAIL OF IND. MACHINERY SHOWS IN MONTERREY & MEX IDENTIFY MARKETING VEHICLE.

STUDY MEXICAN MKT FOR PLASTICS MACHINERY REPORT FOR DISTRIBUTION.

STUDY MEXICAN MKT FOR METAL WORKING MACHINERY REPORT FOR DISTRIBUTION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 Plastic equipment mission from Ontario. Mining machinery - Mintec 89. AND IN -KINDS WITH IN AREA. BUTCHAS

ANTICIPATED RESULTS:

Tenerous to the control for them, total product and the second se

2 agency agreements; potential sales of mchy 5,000,000 in first year - Resins \$1 to 3 mn. MINTEC: 10 Mexican technicians - est. sales potential \$2 to 5 million.

QUARTERLY RESULTS REPORTED:

QUARTER: 3 -----

QUARTER: 4 -----

00/04/06

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CONTINUE DESCENSION AND DESCRIPTION CONTINUES.

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

008-TRANSPORT SYS, EQUIP, COMP, SERV.

POST :644-MEXICO

MEXICO

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

PURSUE IN-ROADS WITH INA (MEX. AUTOPARTS MFRS ASSRS) HOPEFULLY 7 TO 15 J. VENTURES ON TECHNOLOGY.

UPDATE OF AUTOMOTIVE IND. REPORT

VERTICAL LISTING OF AUTOMOTIVE MFRS & NEEDS/INTERESTS.

RAIL

RAILWAY REPORT FOR DISTRIBUTION

FOLLOW UP MEXN RAILWAY PRESENTATION MONTREAL OCT 88

RENEWED CONTACT W/URBAN TRANSPORTATION OFFICIALS MEXICO, MARKET INFORMATION.

IND.VISITS OR REP ON POSSIBLE INCOM. REGIONAL MISSION

MKT REPORT FOR URBAN TRANSPORTATION (JUNE) REPORT FOR DISTRIBUTION.

REVIEW REPS AVAILABLE IN MEXICO & CDN FIRMS NEED FOR REPRES. NEW REP AGREEMENTS

INVITE SELECTED FIRMS TO VISIT MKT 3 TO 10 NEW REP AGREEMENTS.

STRESS THIS AREA FOR REGIONAL PROV'L TRADE MISS.ACTIVITY

AEROSPACE

CONTINUE DIRECT ASSISTANCE TO BOEING CANADA SALE OF 1 TO 5 DASH 8 S WITHIN 3 YEARS.

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

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

POST :644-MEXICO

- 1. CIDA Industrial Cooperation Mission.
- 2. EDC signing activities related to lines of credit.
 - 3. Provision of Chargé to the end of October.
- 4. Visit of Alberta Minister of Agriculture.
- 5. Wheat Boarad Officials visit.
 - 6. Pre JMC Consultations with Finance, SECOFI, Environment,
 - Urban Affairs, Customs Dept., BANCOMEXT.
 - 7. Technical Forage Seed Mission.
 - 8. Mexico Market in Brief Booklet
 - 9. Planning for Win Export Network in the office.

NET REPORT FOR URBAN TRANSPORTATION (JUNE) NATORY FOR DISTRICTION.

REVERSIBE ANALEANCE IN ROLLOS & CON FIRMS HERE FOR REPORT

ANTITA DELETED FLAM TO PIET NOT

ALIN' CONTRA NOTA TATANA AND TATANA AND ALIAN AND A

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CONTINUE DIRACT ATTICIDATES TO MULTIPLE CALLS

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

POST :656-PORT-OF-SPAIN

001-AGRI & FOOD PRODUCTS & SERVICE TRINIDAD AND TOBAGO

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ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

EQUIPMENT

ALL SUB-SECTORS

MARKET RESEARCH REPORT A REPORT IN APRIL, 1989

I.D. OF MARKETING STRATEGY IN PROMOTING PROCUREMENT OF CDN A DEFINITIVE MARKETING STRATEGY AND PROGRAM

CDN FIRMS ARE INVOLVED IN 3 PROJECTS THAT REQUIRE EQPT EXPORT OF CDN MEAT PROCESSING MACHINERY AND OTHER RELATED

1.D. SPECIFIC PROJECTS & REQUIREMENTS LIST OF PROJECTS AND REQUIREMENTS

IN-DEPTH ASSESSMENT OF FOOD PROCESSING INDUSTRY MARKETING PROGRAM FOR CDN GOODS AND SERVICES

CDN FAMILIARIZATION TOUR-TANDT AGRICULTURE/AGROINDUSTRIAL INCREASE NUMBER OF CON FIRMS ACTIVE IN TANDT

ACTIVELY PURSUE I.D. PROJECTS BEING FUNDED BY MULTILATERAL ACHIEVE SUCCESS ON 3 PROJECTS

TO MAINTAIN LINKAGES WITH EXISTING AGENTS/DISTRIBUTORS TO INCREASE CON SHARE OF FOOD PRODUCTS MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 Participate National Agricultural Exhibition. Host Cdn Govt Pulses Mission. Pursue Feed Mill Project. Promote Caroni Dairy Livestock Project. Host Quebec Govt. Mission (foodstuffs) Market study for processed potatoes.
- QUARTER: 2 Beef Buyers Mission to Agribition 89, Alberta -Circulate Cdn Pulses Report - Mkt situ re smoked herring request fm ITCMoncton.TAF request market report on fish products supply situ - TandT Forest Products Ltd. request for consultant.
- QUARTER: 3 Investigate with Caroni Ltd new restructuring plan - Update Cdn suppliers on progress of various agric. projs. - encouraged Caroni and Cattle Breeders Assoc to visit Cda re beef cattle - f.u with traditional importers of Cdn agric products

QUARTERLY RESULTS REPORTED:

Report sent on successful event. Report on success of mission. Status report to Canadian firms. 3 meetings held with senior officials. Report sent on success of mission. Forwarded completed report.

Selected 4 persons - Importers advise contents very informative - survey carried out and report telexed - info collected in mkt and report sent to TAF - arranged to have request advertised in Canada,

Report to Cdn industry status of new plan on various agric.projects - report to Cdn firms status of projs - Cattle Breeders incoming visit deferred to Apr/90 - extensive sales of potatoes cheese, pork products, etc. continue.

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

FIRMS

POST :656-PORT-OF-SPAIN

011-OIL & GAS EQUIPMENT, SERVICES TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

MARKET RESEARCH REPORT A REPORT IN APRIL, 1989

I.D. MARKETING STRATEDY IN PROMOTING PROCUREMENT OF CDN PROD A DEFINITIVE MARKETING STRATEGY AND PROGRAM

IDENTIFY SPECIFIC PROJECTS/REQUIREMENTS

SCHEDULE INDUSTRY VISITS TO TRINTOMAR, TRINTOC & TRINTOPEC INCREASE AWARENESS WITH CDN INDUSTRY. INVITATIONS TO 10 CDN

GATHER MARKET INTELLIGENCE ON U.S. COMPETITION PREPARE CDN SUPPLIERS FOR COMPETITIVE CIRCUMSTANCES

PARTICIPATE IN TWO PROMOTIONAL EVENTS DISTRIBUTE INFO RE CDN CAPABILITY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Market research report - Marketing strategy -BID \$100M Refinery Upgrading project - Alta Oil and Gas Mission follow up - SECC gas project.

QUARTER: 2 Participate SPE conference/exhibition - Refinery rehab. project - Alta Oil/Gas Mission follow up. Activities on gas project.

QUARTER: 3 Rescheduled SPE Conf./Exhibition Nov/89 - Refinery rehab study tender - follow-up on Alta Oil & Gas Mission - Monitor offshore gas development and natural gas liquid extraction plant construction.

QUARTER: 4 -----

Begane to bis inductory contra of his plan on variant apric projects - control of the stands of proje - Cortis Bracders (s. offer visi admired to april - controlive value of politic change, back products, etc. spectrum. THE FREELING TOWN THE TANK AND THE

QUARTERLY RESULTS REPORTED:

Report completed - Approval Cdn exhibit at Petro Expo/Conf Oct/89 - Cdn firms shortlisted -Positive Action Tool Ltd sales valued Cdn\$33,156 - Status report provided to Cdn firms.

Conference/Exhibition postponed - Tenders being evaluated - Aostra agreement to be signed - Gas production scheduled Jan/90.

Presentation successful. 3 sales lead 1 agency agreement - Contract awarded in stages,1 Cdn firm considered -agency agreement signed,sold Cdn\$34,000;AOSTRA agreement signed - Reports to Cdn industry re progress of projects.

plan - optimic and covert the rearrestation plan - optimic ten suppliers on propress of verisuit lightic, project, - encouraged terrest and Certics Argentine Annes to verit ten ecland metals - 1.1 billin resultioned to want ten of the arctic products

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

POST :656-PORT-OF-SPAIN

016-INDUSTRIAL MACHIN,PLANTS,SERV. TRINIDAD AND TOBAGO

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

ASSESSMENT OF MARKET REQUIREMENTS IN MANUFACTURING SECTOR REPORT TO BE SUBMITTED JUNE 1989

I.D. CDN CO. TO COMPRISE TRADE MISSION TO VISIT LOCAL MANUF. SUPPORT FOUR PEMD VISITS

I.D. SPECIFIC PROJECTS WITHIN AGRO SECTOR TO ALERT CDN FIRMS OF POTENTIAL OPPORTUNITIES

COOPERATION WITH TANDT MANU. ASS. RE MANU. EQPT FROM CDA TO GENERATE 5 SALES LEADS

MONITOR/REPORT ON DEV'T AT CARONI'S BAGASSE PLANT REFURBISH. PROVIDE DETAILS OF REQUIREMENTS TO CDN SUPPLIERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Participate Cdn Industrial & Maintenance Show, Bdos - Promote Cdn industrial machinery

- QUARTER: 2 Canadian machinery literature -Compile list of TandT manufacturers.
- QUARTER: 3 Market for Cdn bottling machinery. Revise list of Trinidad and Tobago manufacturers

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Quotations requested by six T&T firms. Expected sales Cdn \$30,000. - Treadway Exports Ltd. sold tyres valued Cdn.\$222,180 to local dealer.

Quotations awaited. List being compiled.

Quotations being reviewed by buyers. Meeting with Trinidad and Tobago Manufacturers Association and report in preparation.

ANTICIPATED RESULTS:

REPORT 4A 90/04/05

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

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

POST :656-PORT-OF-SPAIN

Marketplace 89 participation in St. John, N.B., Moncton, Charlottetown, Toronto, Ottawa, London, Ontario. Negotiation for consulting services re National Health Insurance Scheme for Trinidad and Tobago. Demonstration of Boeing/De Havilland DASH-8 300 aircraft.

CIDA support to Guyana - procurement of petroleum products and fertilizer from Trinidad and Tobago

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

POST :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

MARKET STUDY TO BE COMPLETED BY MARCH/89 BETTER INFO FOR EXPORTERS

CATALOGUE SHOW-AGRICULTURAL INPUTS-MARCH/89 EXHIBIT CANADIAN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 to organize an incoming Panamanian Swine Mission to the Ontario Pork Congress

QUARTER: 2 Organization of an agricultural inputs catalogue Show in El Salvador which was held on June 8, 1989

QUARTER: 3 To organize an incoming panamanian swine mission buyers to Ontario

- QUARTER: 3 To assess value of the Agricultural Inputs Catalogue Show held in this country earlier this year.
- QUARTER: 3 To assess value of the agricultural Inputs Catalogue Show held in this country earlier this year.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

Follow up is pending of arrival of Cdn responsable for El Salvador

l2 important panamanian swine producers are interested to purchase live animals, veterinary products and semen.

Questionnaires were sent to the companies who participated in this catalogue show. Answers received. Report to be finalized soon.

Questionnaires were sent to the companies who participated in this catalogue show. Answers received. Report to be finalized soon. REPT4D

90/04/05

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

POST :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE EL SALVADOR

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

MARKET STUDY TO BE COMPLETED BY MARCH, 1989 BETTER INFO FOR EXPORTERS

CATALOGUE SHOW ON AGRICULTURAL INPUTS-6/89 EXHIBIT CANADIAN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

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ANTER: 3 - To assaults witho of the Aprilationed Fronts Latelogram Show hald in this submitry eaction which your

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

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

001-AGRI & FOOD PRODUCTS & SERVICE

PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST :645-SAN JOSE

MARKET STUDY TO BE COMPLETED BY MARCH 1989. BETTER INFO FOR EXPORTERS

CATALOGUE SHOW-AGRICULTURAL INPUTS-SPRING/89 EXHIBIT CANADIAN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

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The contractors providenting \$3 consultant and the the attantion at 10,000 prob former and and . Conjunct excepted the first of the second function target 1 and family loss their war last, making a REPORT 4A 90/04/05

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

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

POST :645-SAN JOSE

- Prime Minister visit- October 26-28, 1989.

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

POST :633-SANTIAGO

009-FOREST PRODUCTS, EQUIP, SERVICES

CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HEART OF CHILE'S FOREST LAND.

COR IVIN

PULP AND PAPER PRODUCTS

MONIT.OF DEV.OF NEW PULP & PAPER MILLS BY ARAUCO & CMPC 100 MILLION IN SALES OF SERVICES AND EQUIPMENT

EQUIPMENT AND MACHINERY

TRANSF.OF CDN FOREST TECHN.PROJ.THROUGH ESTABL.OF FOREST.CTR ACTIVE REPRESENTATION OF 15-20 CANADIAN COMPANIES IN THE

FIND JR. PARTNER FOR CAMSAL TO START PROD.OF PORTAB.SAWMILLS SALES OF 15-25 PORTABLE SAWMILLS EACH YEAR.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Continue the preparation for the opening of the Forestry Center in Concepcion. - Work on preparation of EXPOCORMA - Meet with local pulp and paper executives to push for Cdn equipment for their projects

QUARTER: 2 -----

QUARTER: 3 EXPOCORMA'89 - Biannual Trade Show that brings together the most important players in the Chilean forestry sector. Held in Concepcion, Chile (700 KMS south of Santiago) - Nov 23-29/89

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Cdn pavilion at EXPOCORMA is already booked although the show is November 22. The Forestry Center is to be opened officially at the Show. CMPC and Celpac respectively signed lines of credit with EDC totalling 160 million

125 exhibitors representing 25 countries vied for the attention of 10,000 prof forest ind exec . Cda was awarded the title of "Best Pavilion". Largest Cdn forest ind fair ever held outside of Cda - 23 part. Approx sales(next 12 months)2 mil

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

POST :633-SANTIAGO

010-MINE, METAL, MINERAL PROD & SRV CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

METALS, PRIMARY & FABRICATED

CONTINUE OUR SUPPORT TO CANADIAN ASBESTOS INSTITUTE PROTECT EXPORT OF ASBESTOS TO CHILE

MONITOR IMPORT OF SULFUR FROM BOLIVIA (INCREASING) CANADIAN EXPORTERS TO KEEP THEIR SHARE OF MARKET

INVESTIGATE MARKET FOR CDN METAL PROD.(I.E. BARS, CHAINS, TUBE FIND DISTRIBUTORS FOR CANADIAN COMPANIES AND INITIATE FIRST

EQUIPMENT AND MACHINERY

CONTINUE TO PROMOTE CANADIAN EQUIPMENT TO ESCONDIDA INCREASE CANADIAN EXPORTS ABOVE THE EDC 25 M.

MEET & CONV.CDN MINES INV.IN CHILE TO BUY CDN CONVINCE LAC MINERAL AND ECHO BAY MGT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Promote Cdn investment in gold mines. - Establish list of gold mine projects, meet promoters and prepare participation in MINTEC 89

QUARTER: 2 Mintec'89 - Mission of 15 Chilean exec visiting Cda for Mintec'89. Seminar & visit of different gold mines, as well as meeting w/EMR,Ottawa EDC fin Sem in Cda. CODELCO invited to discuss mkt & business practices in Chile.

QUARTER: 3 CODELCO: General Manager and Comptroller (Manuel Diaz) participated in EDC sponsored series of LATAM Seminars held in Montreal, Toronto and Vancouver.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

There are at least 5 Cdn companies who announced new projects. Total value of investment over the next 3 years is over \$400 M. Hoepfully some of it will buy Cdn equipment and services.

Reports fm Cda agreed that Chilean del was most prof group that attended. Preliminary results show the possibility of \$500,000 sales of mining equip.,5 new connections for local representation,& opening of a new \$5 mil line of credit

Diaz, one of four LATAM experts, delivered a speech on mining and Chile to Canadian business people in 3 cities. Good for Chile image (and CODELCO) and excellent way to educate Canadian companies.

SALES.

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ANTICIPATED RESULTS:

70

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90/04/05

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

POST :633-SANTIAGO

005-ADVANCED TECH. PROD. & SERV

CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TELECOM, DATACOM, SAT, SPACECOM

MONITORING OF MAJOR CHANGES IN TELECOM STRUCTURE IN CHILE AN EARLY WARNING PROVIDE INFORMATION TO CDN CO TO ALLOW THEM TO BENEFIT FROM

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Even if Japanese and European firms have control of telecom market via their contact with CTC, we agreed to keep supporting hitech mission and a few special events in that sector.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

Most companies participating in Hitech mission met their goal. 2. Introduction of Novatel cellular telephone via their representative CIDCOM was a succes. Quality is superior to competition

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

POST :633-SANTIAGO

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

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

URBAN TRANSIT

FEASIBILITY STUDY ON URBAN TRANSPORT BY SNC/BOMBARDIER/SERPI PROJECT TO BE IMPLEMENTED BY CANADIAN CONSORTIUM

FEASIBILITY STUDY BY TRANSURB OF URBAN SYSTEM OF VALPARAISO IMPROVEMENTS OF SYSTEM TO BE MADE BY TRANSURB

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

Noge committee and a classical termine to Bitach aise to

QUARTER: 1 Continue our lobbying with local authorities for the use of Cdn equipment and services for urban transport in Stago and Valparaiso

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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ANTICIPATED RESULTS:

72

The Cdn firms involved in these projects have presented their studies to the Santiago Metro and Valparaiso urban transport authorities respectively. No decision yet taken but if projects go ahead, Cdn companies likely to be involved

REPORT 4A 90/04/05

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

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

POST :633-SANTIAGO

Coordination of the T.I.D. Program input for the LGB visit (Nov 22-25/89) Visit to Post of Deputy Inspector General (B.M. White) -Nov 7-14.89 OMTN Reports on Tariff and non-tariff barriers between Chile, Paraguay and Canada.

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

POST :637-SAO PAULO

005-ADVANCED TECH. PROD. & SERV BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MOBILE CELLULAR TELEPHONE SYSTEMS SPECIFICATIONS READY; TENDER EARLY 89 RESULTS MID 89;

COMMUN. SATEL: PHASE II OF BRZLN COMM. SAT. PROG. "BRASILSAT TECHNICAL SPECIFICATIONS ALMOST READY TENDER EARLY 89,

CONT. SUPPORT TO CDN SOFTWARE CO. ENVISAGEING FINDING BRAZ. 4/5 FORMAL REPRESENTATION AND/OR TRANSFER OF TECHNOLOGY

CONTINUED PART. IN TECH SEMINARS PROMOTED BY RNT & OTHERS INCREASE AWARENESS TO CDN. TECHNOLOGIES.

REPORTS ON SECTORS AND SUBSECTORS FACILITATE MARKET OPPORTUNITY RECOGNITION.

CONTIN. ASSIT. TO CDN CO. TRYING TO EST. PRESENCE IN MKT VIA AGENCY AGREEMENTS BUYING CONNECTIONS

INTENSIFY CONTACTS WITH ASSOCIATIONS/COMPANIES IDENTIFY SPECIFIC OPPORTUNITIES (NICHES) INTRODUCING NEW CDN. SUPPLIERS.

......

TRACKING: AC

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 - Continued assistance to Novatel & Northern.

- Assist Spar Aerospace in satellite bid.
- Assist Data Radio Inc. in market entry.

QUARTER: 2 -Participation in INFORMATICA'89. -Organized CDN participation in TELETRENDS. -Assist Northern/Novatel on cellular phone proj. -Assist SPAR satellite bid.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- Bid delivered, awaiting results.

- Bid delivered, results expected end May.
- Organizing 3 seminars to identify potential partners and sales opportunities.

-24 CDN coys participated / four in CDN stand. -SPAR participated with Amat of DATARADIO. -Cellular tel. proj.adjudicated to Nortel/Nova. -Monitor situation on satellite project.

RESULTS MID 89, DEL. 93.

AGREEMENTS.

INSTALLATION 1990.

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

POST :637-SAO PAULO

008-TRANSPORT SYS, EQUIP, COMP, SERV.

BRAZIL

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON FERROESTE - RAILWAY PROJECT IDENTIFY FUTURE OPPS. FOR RAILWAY EQUIPMENT.

FOLLOW UP ON FEPASA - REHABILITATION PROJECT SUPPORT CANAC PARTICIPATION IN THE CONSULTING/MGMT TENDERS

PREPARE REPPORT ON ACTIVITIES/PROJS. IN THE RAIL SECTOR SUPPORT FORTHCOMING RAIL MISSION.

FOLLOW UP ON FERRONORTE ESTABLISH ADEQUATE SOURCES OF INFO & RELATIONSHIPS TO

FOLLOW UP ON DRIE AUTOMOTIVE STUDY IDENTIFY OPPS. FOR TRANSF. OF TECHN. & JOINT VENTURES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 - Follow up on IBRD project with Fepasa. - Follow up on rail project with Ferronorte. - Follow up on North-South railway with Valec. - Follow up on Ferroeste project (Curitiba).

QUARTER: 2 -Follow up on IBRD project with FEPASA. -Follow up on rail project with FERRONORTE. -Follow up on Communications proj. with RFFSA. -Follow up on FERROESTE project. -Follow up on Urban Transit project.

QUARTER: 3 .Follow up on IBRD project with Fepasa. .Follow up on rail project with Ferronorte. .Follow up on communic. projects with RFFSA. .Follow up on Ferroeste project. .Follow up on Rio Grande project.

QUARTERLY RESULTS REPORTED:

- Canac visited Fepasa March re prep of tender.

- Pres CPCS met owner Ferronorte & identified
- areas for consulting work.

ASSIST CDN COS. IN FUTURE SALES.

- 1st 120 Km to be del Apr; No new opportunities.
- Financing package still being arranged.

-CANAC signed contract for \$500,000 with FEPASA. -CPCS signed US\$1.5 mil.contract with FERRONORTE -SASKTEL US\$85 mil.proposal ranks 1st with RFFSA -FERROESTE taking off with US\$40 mil. from state -UTDC COO interested buying stainless steel tech

.Canac started perform consult work for FEPASA.

.Sasktel lowest bidder: Awaiting WB approval .Sign contr constr coys init infra/struc works. .CPCS neg cons contr with RGS govt for RG proj.

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

POST :637-SAO PAULO

011-OIL & GAS EQUIPMENT, SERVICES BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

SECOND BRAZIL/CANADA SEMINAR ON OIL & GAS (CALGARY) ENHANCED PROFILE W/PETROBRAS / AT LEAST 3 TECHNOL.

INVITE NEW COMGAS PRES. & POSSIBLY GOVERNOR OF S.PAULO TO CA POTENTIAL CDN. CONTENT. S. PAULO GAS DISTRIB. PROJ. IBRD FUNDED 150 MM, \$30MM

BASED ON NEW PETROBRAS INV. PLAN, REVISE OIL/GAS STRATEGY CLEAR DISPOSITION OF PRIORITIES IN OIL/GAS SECTOR &

USE FEASIB. STUDIES, PILOT PROJS AS MEANS OF INTRO CDN TECH SIX PROJECTS UNDER CONSIDERATION. POTENTIAL VALUE \$100

TRACKING.

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 - Follow up on enquiries received at Conexpo and other business.

QUARTER: 2 -Follow up on AFS.

-Follow up Manaus LNG project for PROPAK. -Follow up Enchova Offshore Project. NORTHRIDGE. -Follow up on PETROBRAS import policy changes. -Follow up on gas transportation proj. RGS/SPALO

QUARTER: 3 .Work with Northridge of Enchova West platform. .Follow up on AFS gas conversion project. .Fw up on Canocean dry-manifold for Petrobras.

QUARTER: 4 -----

TRANSFER AGREEMENTS.

PLAN OF ACTION.

MILLION.

QUARTERLY RESULTS REPORTED:

- AFS Intl completed test of fuel conversion kit ready to sign local production.

- RFQ for gas processing plant del. to Propak. - Petrobras identified site for slant drilling trial (Sierra).

-Conversion kits installed and operational. -PETROBRAS working with PROPAK on design specs. -NORTHRIDGE est'd contact with 5 consortiums. -More open import policy & offshore finance rqmt -Gas policy permitting major projects to come.

> .Northridge selected Andrade Gutierrez. .AFS equip is testing successful in SPALO & Rio. .Project on hold till March 90.

ANTICIPATED RESULTS:

REPT4D

90/04/05

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

POST :637-SAO PAULO

010-MINE, METAL, MINERAL PROD & SRV BRAZIL

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

F. UP MINING SEMINAR (OCT 89) NEW OPPORTUNITIES FOR CDN. COYS

REPORT ON NEW INVESTMENT PROGRAMME

REPORT ON GOLD

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 - Visit by editor of Minerios Magazine Feb'88. - Organize CDN participation at Exposibram and excellent exposure in market. (July'89).

QUARTER: 2 -Participation in EXPOSIBRAM 89. -Follow up on jt.venture between HILTAP/ENGEMAP. -Organization of participation in MINTEC 89. -Follow up on jt.venture on INTERA/ARGUS. -Follow up on coal mine project in RGS.

QUARTER: 3 .Follow up contacts made at Exposibram. .Follow up on jv between Hiltap/Engemap. .Paranapanema/Kilborn - Guyana project. .Follow up on jv on Intera/Argus. .Follow up Paling/Super Pesa export agreement.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

Had a why set, achieved to who sails on a thermore.

MEASO MERSON AND LODGE

- Resulted in special edition on CDN mining tech

- Authority obtained for info stand, identified potential CDN participation in conjunction with LSTF, Ontario, Alberta.

> -Info Booth / Catelogue Show (only foreign ctry) -Negotiations between parties on-going. -3 Brazilian officials invitied and participated -Contract signed by Brazil party, await CDN sign -Required equipment not made in Canada.

.Negotiations between parties on-going. .Engemap president to visit Canada Mar 90. .Contr signed by Brazil party, await Cdn sign. .Paling's coming Ont.Miss./Final details agrmt.

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

POST :637-SAO PAULO

001-AGRI & FOOD PRODUCTS & SERVICE BRAZIL

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ALL SUB-SECTORS

FOLLOW-UP TO OFFICIAL PART. IN EXPOINTER '88 AND EXPOTIBA 88 SALES OF LIVESTOCK AND SEMEN UP TO 3 TO 4 MILLION.

MAINTAIN/EXPAND CONTACTS W/SWINE, HORSES, POULTRY, SHEEP & GOAT FIRM UP NEW REP. AGREEMENTS AND SALES OF LIVESTOCK.

MONITOR & REPORT ON VARIOUS MKT ACCESS ISSUES AFF. CDN EXPOR ENSURE EQUAL ACCESS TO CANADIAN SUPPLIERS.

PURSUE ELABORATION OF A COOP. AGREEM. IN AGRIC. WITH STATE INCREASED SALES OF GENETIC MTL FOR DAIRY CATTLE AS WELL AS

ARRANGE CDN PARTI. AT CATTLE BREEDING CONV. IN PARANA, MAY89 EXPAND MARKET SHARE OF A.I. MT., AND LIVE ANIMALS.

DEV. OF CONTACTS W/AG. SECRETARIATS OF SOUTHERN STATES EXPECTED SALES OPPORTUNITIES FOR CANADIAN LIVESTOCK, A.I.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 - Organize technical seminars in coop. with Extott and Agricott on beef breeding stock. - Assist CDN companies in introducing CDN varieties.

QUARTER: 2 -Participation in EXPOINTER '89. -Organized Charolais mission to Canada. -Initiate organization of EXPOTIBA '89. -Initiate organization of Holstein Fair. -Organization of CDN Pulp/Paper Assoc. visit.

QUARTER: 3 .Partic in Brzln Natl Holstein Show. .Participation in Expotiba 89. .Participation in Western portion of Marketp'89. .CO tour in Canada.

QUARTER: 4 -----

SWINE, BOVINE, SHEEP AND GOATS.

ANTICIPATED RESULTS:

MATERIAL AND FOOD PRODUCTS.

QUARTERLY RESULTS REPORTED:

- Seminars set up for SPalo, Campo Grande and Porto Alegre.

- McDonalds (Brazil) importing first CDN seeds on commercial basis.

-10 CDN breeders participated in fair. -5 Charolais breeders from Parana to Canada. -Coordinated with authorities of Parana state. -Coordinated with Brazilian Holstein Association -Coordinated with Brazilian Pulp & Paper Assoc.

> .Candel of 19 liv exp attended event. .Candel of 15 liv exp attended event approx Cdn\$ 6,2 million were transacted. .68 business interviews & meetings held cdn exp. .20 business interviews & meetings held cdn exp.

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

POST :637-SAO PAULO

004-DEFENCE PROGRAMS, PRODUCTS, SERV BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO HITECH 88 IDENTIFY NEW OPPORTUNITIES: POTENTIAL APPROX. \$ 20 MM

ASSIST GROUP IN BID ON GRUMMAN CONVERSION POTENTIAL SALE OF KITS \$ 50MM

PREPARE & DISTRIBUTE UPDATE ON NAVY PROGRAMS

REVISE DEFENSE SECTOR REPORT & PREPARE STRATEGY IDENTIFY OPPORTUNITIES, RECOMMEND PLAN OF ACTION FOR FOLLOWING YEARS.

INCREASED SALES.

RESUME CONTACTS W/NAVY & CTA PARTICULARLY, ABANDONED SINCE IMPROVE NETWORKING IN DEFENCE IND. AND CHANCES FOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 .Follow up on contacts made in Informatica 89. .Participation in Satellite 89 conf. .Assist Northern/Novatel on cellular phone proj. .Assist Spar satellite bid. .03 Cdn cos final discuss for agmts with Br cos. .SPAR participated with support from Congen. .Cellular tel. proj.adjudicated to Nortel/Nova. .Continued monitoring on satellite project.

QUARTER: 4 -----

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