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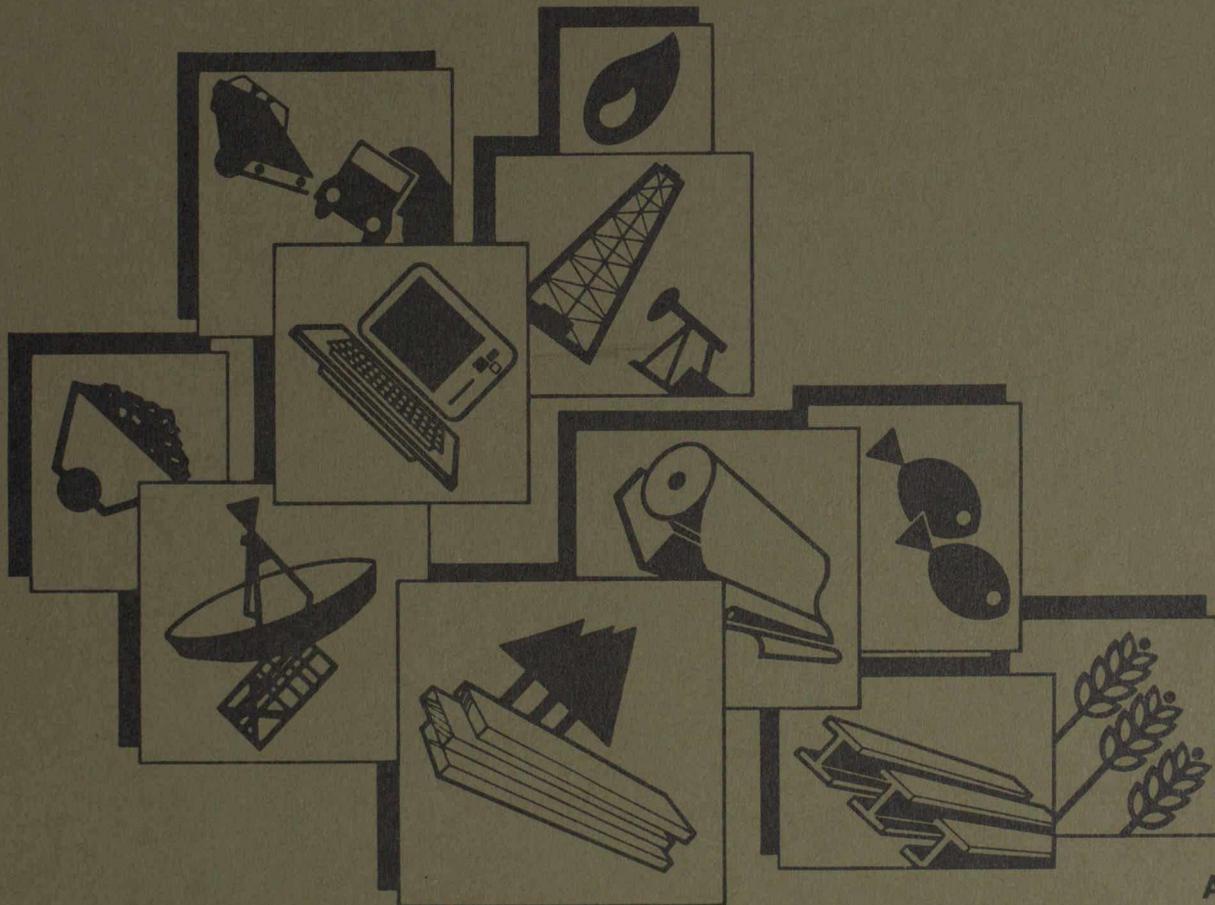
**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE**

**QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

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

OCTOBER - DECEMBER 1989  
(3rd QUARTER FY 1989-90)

OCTOBRE - DÉCEMBRE 1989  
(3<sup>e</sup> TRIMESTRE, AF 1989-90)



APRIL 1990  
AVRIL 1990



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report  
Octobre - December 1989

Dept. of External Affairs  
Min. des Affaires extérieures  
OTTAWA  
JUN 4 1990  
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BIBLIOTHÈQUE DU MINISTÈRE

Following is the Activity Report for the quarter ending December 31, 1989. This report contains a synopsis of activities and results by sector and subsector reported by the missions in Latin America and Carribean 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 résultats 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 à la mise en oeuvre du programme, en comparant les activités planifiées dans les secteurs prioritaires avec les faits saillants et les résultats déclarés du trimestre.

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



LATIN AMERICA AND CARIBBEAN  
AMERIQUE LATINE ET ANTILLES

<u>MISSION</u>	<u>PAGE</u>
BOGOTA	1
BRASALIA	9
BRIDGETOWN	15
BUENOS AIRES	20
CARACAS	29
GUATEMALA	34
HAVANA	41
KINGSTON	47
LIMA	49
MEXICO	53
PORT-OF-SPAIN	61
SAN JOSE	65
SANTIAGO	69
SAO PAULO	74



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 :640-BOGOTA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

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

Cdn firm received CIDA Inc support for railway reorganization study.  
Sectoral report in preparation.

QUARTER: 2 PREPARE SECTORAL REPORT

SECTORAL REPORT IN FINAL DRAFT

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

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

QUARTER: 4 -----

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90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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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:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Arrange mining mission to Canada.

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.

QUARTER: 2 UPDATE MINING SECTOR REPORT  
INTERNATIONAL MINING FAIR IN 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

QUARTER: 3 UPDATE MINING SECTOR REPORT

UPDATED REPORT NEARING COMPLETION

QUARTER: 4 -----

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90/04/05

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

POST :640-BOGOTA

011-OIL & GAS EQUIPMENT, SERVICES  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

- FOLLOW UP ON EXISTING PROJECTS.
- INCREASED CANADIAN PARTICIPATION.
- PUT IN PLACE NEW MARKETING STRATEGY.
- FOCUSING 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 POLYETHYLENE PLANT.
- WIN CONTRACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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.

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

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

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

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

QUARTER: 4 -----

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90/04/05

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

005-ADVANCED TECH. PROD. & SERV  
COLOMBIA

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 UNDERTAKEN IN QUARTER:           QUARTERLY RESULTS REPORTED:

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 -----

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

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

POST :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.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation in Agroexpo 89.

Sectoral report near completion on Telecom/Elec-  
tronics. Electric Power Report completed. Plan-  
ning & dev. of Cdn Pavillion at Agroexpo '89.  
Agricultural sectoral report on market opportu-  
nitites completed.

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

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

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

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

QUARTER: 4 -----





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.

REPT4D  
90/04/05  
QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :635-BRASILIA

001-AGRI & FOOD PRODUCTS & SERVICE  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

SELECTED FOR IMPORT.

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

INTO BRAZIL SEED POTATO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Ongoing assistance re health requirements for  
live animal exports  
- Assistance in obtaining Brazilian approval of  
new Canadian meat packing plants

- Continued success in sales of live animals to  
Brazil  
- Increased Canadian exports of beef and pork to  
Brazil

QUARTER: 2 - Assist livestock breeder in fulfilling health  
import requirements.  
- Attend Uberaba Zebu crossbreed show with an in  
fo booth.

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

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

1. Continuing success of live animal sales to Br  
azil.

QUARTER: 4 -----

REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :635-BRASILIA

005-ADVANCED TECH. PROD. & SERV  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

BEACONS.

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

SALES IN BRAZIL AND THIRD MARKETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

- We have prepared and coordinated visits of Quebec Min. of Int'l Affairs and V.P. Cdn Space Agency - both in support of Spar's bid. Plus have assisted Spar Northern-Novatel on a permanent basis during rapidly changing bid evaluation period.

QUARTER: 2 - Assist Nortel/Novatel consortium in cellular telephony bids.  
- Assist Spar bid for satellites during sensitive stage of tender evaluation.

- Nortel/Novatel consortium awarded cellular telephony contract for Brasilia.  
- Announcement of satellite award is delayed - awaiting results.

QUARTER: 3 1. Assist Spar in on-going efforts to win satellite contract.  
2. Assist NORTEL/NOVATEL in contract negotiations with TELEBRAS for cellular telephony.

1. Bid decision has been deferred to March 1990 but Spar's prospects remain promising.  
2. Contract signed between TELEBRAS and NORTEL/NOVATEL.

QUARTER: 4 -----

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 :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: QUARTERLY RESULTS REPORTED:

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

- Work closely with Conair-BC Govt. in preparation of forest fire prevention package for Minister of Interior

- 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

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.

- Conair proposal under evaluation but IBAMA (environment agency) more interested in CL-215.

- Purchase of CL-215 remains difficult due to budgetary constraints.

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

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

QUARTER: 4 -----

REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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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.

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 financing negotiations.

QUARTER: 4 -----

- FES contract signed, financing to be concluded in July/August

- GEC has received letter of intent. Detailed commercial negotiations expected in late 1989

1. EDC loan approved by Brazilian authorities and loan should be signed in first quarter 1990.



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.
- Bi-Post meeting and Special Bi-Post meeting with LST.
- HOM meeting in Brasilia.
- Visit of EDC Vice-President and Terathronics/Ministry of Health signing.
- Brasilsat III - IV.



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90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :658-BRIDGETOWN

015-CONSTRUCTION INDUSTRY  
BARBADOS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

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

- 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)

QUARTER: 2 Infrastructure projects (IFI and CDB funded)  
identified and pursued

Nevis hotel project 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 Hwy

QUARTER: 3 Proposed Solo Cdn Trade Show, Barbados

Infrastructure projects (IFI and CDB funded)  
identified and pursued

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

QUARTER: 4 -----

REPT4D  
90/04/05

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POST :658-BRIDGETOWN

005-ADVANCED TECH. PROD. & SERV  
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

Agreement expected to be signed by Feb

QUARTER: 4 -----



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AT MISSIONS ABROAD FOR FISCAL YEAR 89

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WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :658-BRIDGETOWN

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



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 90/04/05  
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POST :631-BUENOS AIRES

010-MINE,METAL,MINERAL PROD & SRV  
 ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

EQUIPMENT

PATE IN DEVELOPMENT OF MINING INDUSTRY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Develop contacts, research and report on mining  
 developments.  
 Study of Kaolin deposits in Chubut province

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.

QUARTER: 3 Study of Kaolon Deposits in Chubut Province

Further to positive lab test, market study has  
 shown commercial potential. Technical prefeasi-  
 bility study proceeding local investors identi-  
 fied.

QUARTER: 4 -----

REPT4D  
90/04/05

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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

CDN COMPANIES ACTIVE IN SECTOR C)INCREASE NUMBER OF REPS

ALL SUB-SECTORS

SECT.STUDY OF PETROCHEMICAL & CHEMICAL INDUSTRY  
IDENTIFY REQUIREMENTS AND MARKETING CHANNELS

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

SECTOR

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :631-BUENOS AIRES

009-FOREST PRODUCTS,EQUIP,SERVICES  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

MARKET SURVEY, PULP & PAPER PROD. TAKE ADV OF IMPORTS LIBER. ACTIVE IN MARKET & # OF REPRESENTATIVES  
A) I.D. NEEDS & MARKETING CHANNELS B)INCREASE # OF CDN COYS

PROMOTE IMPORTS LIBERALIZATION WITH CDN EXPORT SECTOR  
INCREASE NUMBER OF CDN COYS ACTIVE IN MARKET

EQUIPMENT AND MACHINERY

CATALOGUE SHOW IN CORRIENTES OF CDN FORESTRY EQUIPMENT  
INCREASE NUMBER OF REPS OF CDN COYS IN MARKET

PARTICIPATE TO FAO/IFONA SEMINAR IN CORRIENTES NOV 88  
IDENTIFY NEW PROJECT AND GET CDN COY INVOLVED

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.  
ARGENTINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 COMING TENDERS  
BE ABLE TO BETTER ASSIST CDN SUPPLIERS COMPETING IN FORTH-

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

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

QUARTER: 4 -----

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

REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :631-BUENOS AIRES

011-OIL & GAS EQUIPMENT,SERVICES  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MAINTAIN CONTACT WITH MAJOR OIL CO.-REPORT DEV. & OPPORT.  
DEV. BUSINESS CONNECTIONS BETWEEN CDA ALN LOCAL OIL CO. IN-

CREASE AWARENESS OF CDN CAPABILITY TO SUPPLY EQPT/SERVICES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :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

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :631-BUENOS AIRES

005-ADVANCED TECH. PROD. & SERV  
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

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

QUARTER: 4 -----

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 Negotiations (Nov. 27-Dec. 1) G.H.

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 :643-CARACAS

001-AGRI & FOOD PRODUCTS & SERVICE  
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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.

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.

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.

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.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :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.

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

QUARTER: 3 -----

QUARTER: 4 -----



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 :643-CARACAS

009-FOREST PRODUCTS,EQUIP,SERVICES  
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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 SITUATION

VISIT CONARE PLANTATION  
OBTAIN AND UPDATE TENERD INFO.

CONT CDN 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 RESULTS REPORTED:

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 :643-CARACAS

010-MINE,METAL,MINERAL PROD & SRV  
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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

OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

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

QUARTER: 3 -----

QUARTER: 4 -----

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

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 :646-GUATEMALA

007-POWER & ENERGY EQUIP. & SERV.  
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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:

1)Mtg w/INDE's planning dir. proved valuable to  
determine that most future gener'n/distri'n pro-  
jects 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.

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 :646-GUATEMALA

011-OIL & GAS EQUIPMENT,SERVICES  
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

PETROLEUM AND PRODUCTS

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

IDENTIFICATION OF OPPORTUNITIES IN THE CONSULTING/ENG.SECTOR MARKETPLACE.  
FURTHER INVOLVEMENT BY COMPANIES ALREADY ACTIVE IN THIS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

- QUARTER: 1 -----
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

QUARTER 1: To meet with foreign planning and project...  
 QUARTER 2: To identify potential future projects which may...  
 QUARTER 3: To identify potential future projects which may...  
 QUARTER 4: To identify potential future projects which may...



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 :646-GUATEMALA  
001-AGRI & FOOD PRODUCTS & SERVICE  
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

- AGRICULTURE MACH,EQUIP,TOOLS
- QUOTATION AND SALE OF 25 HEAD OF LANDRACE SWINE STOCK  
PROMOTION OF FOLLOW-UP TO COMPLETE SALE.
- 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

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.

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 :646-GUATEMALA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

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

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.

QUARTER: 3 -----

QUARTER: 4 -----



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  
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POST :646-GUATEMALA

Hotel Management Training Seminar hosted by CESO.

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 :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  
NUMBER OF MAJ. CONS. PROJ. PRESENT SALES OPP. [\$8-10MILL].HO

WEVER,LACK OF FINANCING REMAINS MAJOR IMPEDIMENT.

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

WITH OUR POTENTIAL CLIENTS

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.

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

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

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

QUARTER: 4 -----

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 :653-HAVANA

014-EDUCATION,MEDICAL,HEALTH PROD  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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 NEGOTIATE CONTRACTS WITH MEDICUBA.  
MEDICUBA CONDUCTS ITS BUYING PROG IN APRIL. CDN CO WHILE IN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :653-HAVANA

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

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-

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

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

WITH OUR POTENTIAL CLIENTS.

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

WITH OUR POTENTIAL CLIENTS.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :653-HAVANA

005-ADVANCED TECH. PROD. & SERV  
CUBA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

Mitel's expanding activities require constant monitoring and follow-up

\$2 million sales expected

Monitor plans to rehabilitate telephone network in City of Havana

\$5 million sales in 3 years

Monitor plans to establish satellite communications centre

\$3-4 million sales in 3 years

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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.

Mitel continues to sell selected products to various Cuban organizations particularly to the hotel industry for approx CDN \$315,000.00

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

Mitel sold approximately \$ Cdn 11,500 Dlr.

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

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.

1.Mitel sold \$150,000 worth of PBX's to various Cuban clients in tourism sector and embassies. 2.Identified 200,000 lines requirement by Min.of Communication for telephone tandem eqpt. Two Cdn companies are currently preparing bids.

QUARTER: 4 -----

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 :653-HAVANA 015-CONSTRUCTION INDUSTRY  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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 sales of restaurant and hotel equipment	\$2 million sales expected
Investigate various financing alternatives to help Cdn contractors compete for hotel & other tourism projects	Possible sales of \$5-10 million in 3 years

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

<p>QUARTER: 1 Pursued opportunities for Cdn Cos. for PanAm Games. Emery Intl signed a letter of intention for the sale of a second cellulose moulding plant in Cuba.</p>	<p>A Cdn C. proposed that Cuba lease audio eqpt for opening/closing ceremonies PanAm Games. SSSI signed order for supply curtain wall. It also opened an office in Havana. Cuban buyers went to Cda to buy 7000 head-cattle</p>
<p>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.</p>	<p>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.</p>
<p>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.</p>	<p>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.</p>
<p>QUARTER: 4 -----</p>	

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

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 :657-KINGSTON

009-FOREST PRODUCTS,EQUIP,SERVICES  
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

VISIT TO JAMAICA BY COFI EXPERT OR SIMILAR ORGANISATION  
RENEWED INTEREST BY JAMAICA COMMODITY TRADING CORP FOR

CANADIAN LUMBER

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Review reports/analyses of local mining sector  
- Draft report being finalized - initial copies to be sent to relevant departments - holding planning meeting with local forest department for investment advice - Provide early draft of the report to editor for article in Guide 89

QUARTER: 2 - Start planning ongoing trade development activities  
- Draft of 1989 production signed and dated - 1st draft of 1989 production to be sent to relevant departments - 2nd draft of 1989 production to be sent to relevant departments - Update/distribute 1989 production to relevant departments at 1989

QUARTER: 3 -----

QUARTER: 4 -----

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 :657-KINGSTON

005-ADVANCED TECH. PROD. & SERV  
JAMAICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 -----
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

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 :639-LIMA

010-MINE,METAL,MINERAL PROD & SRV  
PERU

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

EQUIPMENT 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 CDN 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

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Prepare report/analysis of Bolivian mining sec-  
tor

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

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

-Draft report being finalized - Initial contact  
to Mintec 89 potential participants - Initial  
planning meeting with Golden Star Resources for  
investment seminar - Provide story line/editori-  
al & photo material for article on Golden Star

-Patron of 1989 graduation mining eng class.  
-9 Peruvian attendees at Mintec 89 - Tintaya  
mission (2) to Cda - Centromin/Simsa mission(13)  
to Cda. - Update/distribute Peru mining report  
-8 Bolivian attendees at Mintec

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 :639-LIMA

002-FISHERIES,SEA PRODUCTS & SERV.  
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Adequate/prompt sourcing of vessels and equip-  
ment

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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 :639-LIMA

011-OIL & GAS EQUIPMENT,SERVICES  
PERU

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

GIBLE BIDDERS LIST

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

SECTOR

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

LION)

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

TOR.

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

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Increase and improve contacts with Petroperu and  
Petromar.  
Develop relations with representatives/agents  
involved in the petroleum sector

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

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.

-We have developed good contacts w/high levels  
of Petroperu & Pertomar. Same to be done in Bo-  
livia in next trip.  
-We are still working on development of new  
agents in Peru and Bolivia.

QUARTER: 3 -----

QUARTER: 4 -----



REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :644-MEXICO

001-AGRI & FOOD PRODUCTS & SERVICE  
MEXICO

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   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:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

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

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.

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.

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.

QUARTER: 4 -----



REPT4D  
90/04/05

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

005-ADVANCED TECH. PROD. & SERV  
MEXICO

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Electrical sector report.

QUARTER: 3 -----

QUARTER: 4 -----

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.

REPT4D  
90/04/05

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POST :644-MEXICO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

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.

REPT4D  
90/04/05

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

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Plastic equipment mission from Ontario.  
Mining machinery - Mintec 89.

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.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
90/04/05

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

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MEXICO

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

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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.

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 :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 Board 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.

REPT4D  
90/04/05

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

POST :656-PORT-OF-SPAIN

001-AGRI & FOOD PRODUCTS & SERVICE  
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

EQUIPMENT

I.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 CDN 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 CDN 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 ITC Moncton. 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 vari-  
ous agric. projs.- encouraged Caroni and Cattle  
Breeders Assoc to visit Cda re beef cattle - f.u  
with traditional importers of Cdn agric products

QUARTER: 4 -----

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.

REPT4D  
90/04/05

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

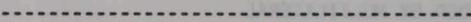
I.D. MARKETING STRATEDY IN PROMOTING PROCUREMENT OF CDN PROD  
A DEFINITIVE MARKETING STRATEGY AND PROGRAM

IDENTIFY SPECIFIC PROJECTS/REQUIREMENTS  
LIST OF PROJECTS/REQUIREMENTS

SCHEDULE INDUSTRY VISITS TO TRINTOMAR, TRINTOC & TRINTOPEC FIRMS  
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: QUARTERLY RESULTS REPORTED:

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

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.

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

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

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

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.

QUARTER: 4 -----

REPT4D  
90/04/05

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

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

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

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.

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

REPT4D  
90/04/05

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

001-AGRI & FOOD PRODUCTS & SERVICE  
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

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 -----

Follow up is pending of arrival of Cdn respon-  
sable for El Salvador

12 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  
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POST :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE  
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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  
PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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 -----

QUARTER: 4 -----

Continued the preparation for the opening of the  
try center in Colon. - Work on prepara-  
tion of promotional material with local press and  
other executives to push for the equipment for  
this project.

QUARTER 2 - 1988 - 1989 - Work on the  
together the most important players in the  
without formal notice. Held in Colon, P.  
City (7th and 8th of Santiago) - Nov 22-28/88

Can position at EXPOCIBAM is already booked at  
though the show is November 22. The Forestry  
Center is to be opened officially at the show.  
DPC and Dajana respectively signed lines of  
credit with BIC resulting 500 million.

25 exhibitors representing 25 countries, with  
the the attendance of 10,000 per forecast the show  
- Can was awarded the title of "Best Pavilion"  
largest and fastest and fully open into August  
the - 23 part, August 24-28/89. It was the 2nd

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.

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 :633-SANTIAGO

009-FOREST PRODUCTS,EQUIP,SERVICES  
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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

HEART OF CHILE'S FOREST LAND.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 4 -----

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 :633-SANTIAGO

010-MINE,METAL,MINERAL PROD & SRV  
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 SALES.  
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:

QUARTERLY RESULTS REPORTED:

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

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.

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.

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

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

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.

QUARTER: 4 -----



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 :633-SANTIAGO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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.



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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

PREPARE REPORT 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 OPPTS. FOR TRANSF. OF TECHN. & JOINT VENTURES.

ASSIST CDN COS. IN FUTURE SALES.

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.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- Canac visited Fepasa March re prep of tender.  
- Pres CPCS met owner Ferronorte & identified areas for consulting work.  
- 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.

REPT4D QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
 90/04/05 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: ANTICIPATED RESULTS:

## ALL SUB-SECTORS

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

TRANSFER AGREEMENTS.

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

POTENTIAL CDN. CONTENT.

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

PLAN OF ACTION.

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

MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

- 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).

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

- 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.

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

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

QUARTER: 4 -----



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

001-AGRI & FOOD PRODUCTS & SERVICE  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

## 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.

SWINE, BOVINE, SHEEP AND GOATS.

MATERIAL AND FOOD PRODUCTS.

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 -----

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.

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

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.

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

INCREASED SALES.

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 -----

IDENTIFY AND PRIORITIZE THE MOST URGENT NEEDS OF THE COMMUNITY. CONDUCT A SURVEY OF THE COMMUNITY TO IDENTIFY THE MOST URGENT NEEDS OF THE COMMUNITY. CONDUCT A SURVEY OF THE COMMUNITY TO IDENTIFY THE MOST URGENT NEEDS OF THE COMMUNITY.

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