

CA1  
EA676  
T713  
EXF  
1987 *June*  
STORAGE

External Affairs  
Canada

Affaires extérieures  
Canada

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

**QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**EUROPE**



NON - CIRCULATING /  
CONSULTER SUR PLACE

Dept. of External Affairs  
Min. des Affaires extérieures

**JAN 14 1988**

RETURN TO DEPARTMENTAL LIBRARY  
RETOURNER A LA BIBLIOTHEQUE DU MINISTERE

**APRIL - JUNE 1987  
(1st QUARTER FY 1987-88)**

**AVRIL - JUIN 1987  
(1er TRIMESTRE, AF 1987-88)**



TO/À • GGB, FGB, RGB, LGB, UGB

FROM/DE • DMT

REFERENCE •  
RÉFÉRENCE

SUBJECT •  
SUJET QUARTERLY ACTIVITY REPORT

Security/Sécurité
UNCLASSIFIED
Accession/Référence
File/Dossier
Date
7 October 1987
Number/Numéro
TPP-0438

ENCLOSURES  
ANNEXES

DISTRIBUTION

In the Department's continuing efforts to improve the management of the Export and Investment Promotion Program, I am pleased to see that we are now able, in this Quarterly Trade Tracking Report, to display the progress being made by posts in the execution of the planned activities as outlined in the export and investment promotion plans submitted by each post last fall. This review of progress will improve our ability to keep abreast of developments in your posts in a more disciplined fashion. This report will enable you and your officers to monitor the progress of program implementation in your posts by comparing planned activities in priority sectors with quarterly activity highlights and results. It joins the Quarterly Results and Activity Report which has been, and will continue to be sent to you.

On the whole I am pleased with the quality of the progress reports submitted by the posts. Some missions have taken particular care to set out precise activity statements in their plans which have made their quarterly activity and results summaries in this report very effective program evaluation tools. I would hope that those posts who have not yet indicated a commencement of their planned activities will be more forthcoming in their next report.

Our ability to continue to defend and build upon our current level of trade and investment resources abroad will be increasingly dependent upon the reliability of information your posts provide to identify their activities, workload and results which the tracking system was designed in part to accomplish.

  
G.E. Shannon  
Deputy Minister  
International Trade

TO/À • GGB, FGB, RGB, LGB, UGB

FROM/DE • DMT

REFERENCE •  
RÉFÉRENCE

SUBJECT •  
SUJET RAPPORT TRIMESTRIEL SUR LES ACTIVITÉS

Security/Sécurité
UNCLASSIFIED
Accession/Référence
File/Dossier
Date
7 octobre 1987
Number/Numéro
TPP-0438

ENCLOSURES  
ANNEXES


DISTRIBUTION

Je suis heureux de constater que, dans le cadre des efforts que le Ministère ne cesse de déployer pour améliorer la gestion du Programme de promotion des exportations et des investissements, nous sommes maintenant en mesure, dans le présent rapport trimestriel sur les activités et les résultats, d'indiquer les progrès accomplis par chacune des missions dans la réalisation des activités prévues dans les plans de promotion des exportations et des investissements qu'elles ont présentés l'automne dernier. En raison de cet examen des progrès, nous serons mieux en mesure de nous tenir au courant, de façon plus disciplinée, des développements qui surviennent dans vos missions. Grâce au rapport, vos agents et vous pourrez comparer les activités prévues dans les secteurs prioritaires aux activités qui se sont déroulées et aux résultats qui ont été obtenus au cours d'un trimestre et, par conséquent, surveiller les progrès réalisés en ce qui concerne la mise en oeuvre du programme dans vos missions. Ce rapport s'ajoute au Rapport trimestriel sur les activités et les résultats qui vous a été envoyé jusqu'ici et qui continuera de vous être transmis.

Dans l'ensemble, je suis satisfait de la qualité des rapports d'étape qu'ont présentés les missions. Certaines missions ont pris bien soin d'établir des énoncés d'activités précis dans leurs plans, ce qui fait des résumés trimestriels sur les activités et les résultats que renferme le rapport susmentionné des outils très efficaces d'évaluation du programme. J'ose espérer que les missions qui n'ont pas encore signalé avoir entrepris les activités qu'elles avaient prévues se montreront plus communicatives dans leur prochain rapport.

Notre aptitude à continuer de maintenir et d'accroître notre niveau actuel de ressources en matière de commerce et d'investissements à l'étranger reposera de plus en plus sur la qualité des renseignements que vos missions nous transmettent pour déterminer les activités, la charge de travail et les résultats pour lequel le système de suivi a, en partie, été mis sur pied.

Le sous-ministre  
du Commerce extérieur,

  
G.E. Shannon

43 747-427  
43 297 428

## AVIS IMPORTANT

Nous avons voulu donner à ce nouveau rapport une présentation qui soit aussi lisible que possible et rectifier quelques irrégularités et problèmes liés à l'entrée des données et aux réponses présentées par les missions, ce qui a retardé la publication de la première édition.

Vous remarquerez que dans les pages suivantes, nombre de sections devant contenir les données des missions ont été laissées en blanc. C'est parce que celles-ci n'ont pas fait rapport de leurs activités trimestrielles dans les secteurs qu'elles ont identifiés dans leur plan comme étant des secteurs prioritaires (voir page 30 du Guide et les instructions sur le formulaire 'Rapport des activités et des résultats', sous la rubrique "Activités de promotion des exportations"). Autrement dit, le système est programmé uniquement pour comparer les activités et les résultats trimestriels avec les activités prioritaires énoncées dans le plan annuel de la mission. Un certain nombre de missions ont présenté des rapports d'activités trimestrielles pour des secteurs autres que ceux qui ont été identifiés dans leur plan annuel, de sorte qu'il devient impossible à leur Direction générale de surveiller les activités prioritaires planifiées pour la période.

Pour ce premier rapport seulement, nous avons présenté, dans la section 2, les activités réelles dont ont fait rapport les missions, contrairement aux instructions, afin d'indiquer qu'elles ont effectivement présenté des rapports d'activités trimestrielles.

La section "Activités spéciales dans le cadre du Programme de promotion des exportations et des investissements", telle que présentée par les missions dans leur Rapport des activités et des résultats, figurera dans les éditions ultérieures. En outre, celles-ci seront publiées dans les 30 jours qui suivent la date limite de présentation des rapports trimestriels par les missions.

## IMPORTANT NOTICE

The first edition of this new report has been delayed by efforts to configure the report in as readable a format as possible and to deal with some anomalies and teething problems associated with mission responses and data entry.

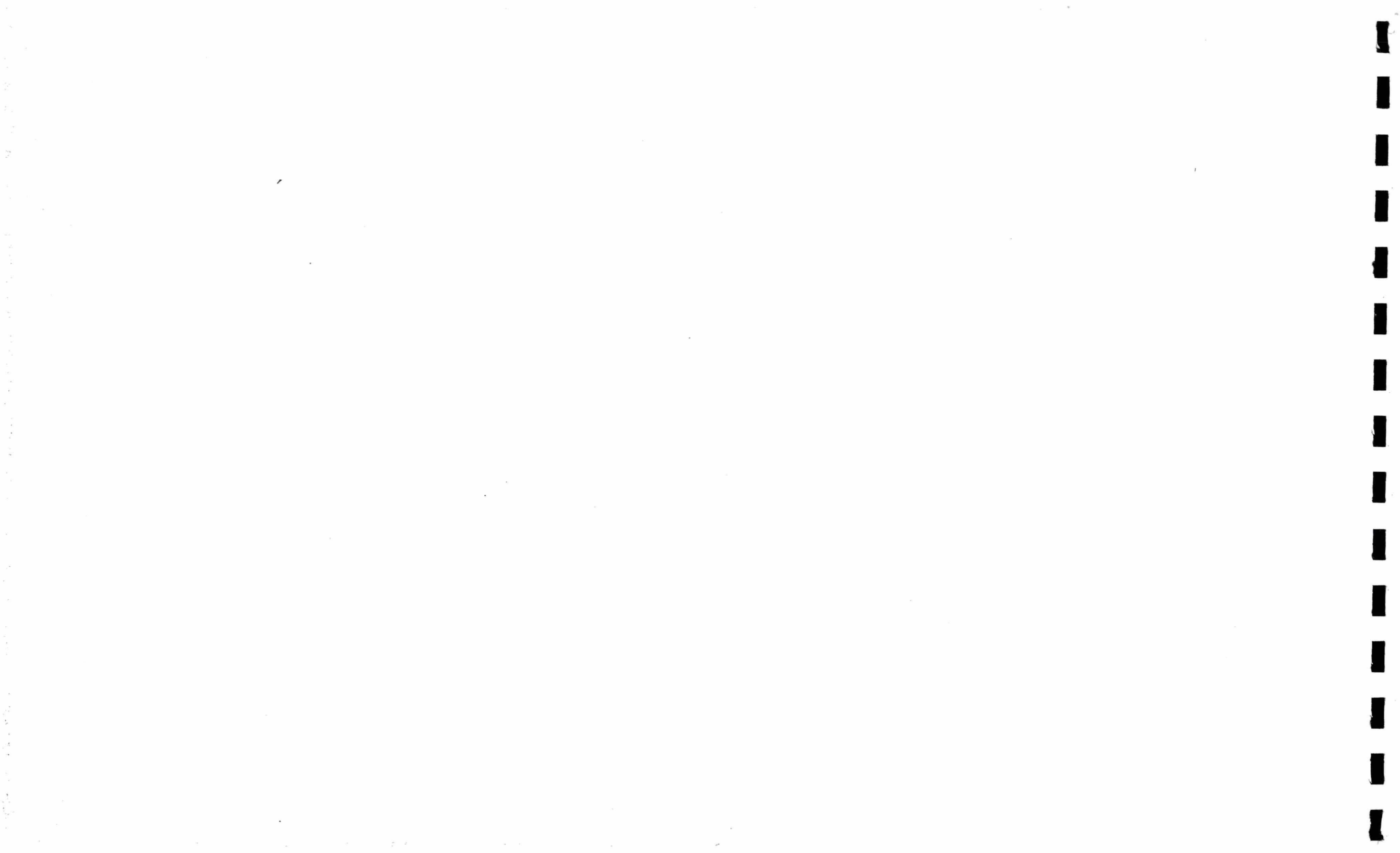
Readers will note that many of the sections for post inputs on the following pages are blank. This is a result of missions not providing quarterly activities on the sectors they identified in their plans as being their post priorities (see guide page 30; see Tracking report form instructions under "Export Promotion Activities). Put another way, the system is programmed only to compare quarterly activities and results with priority activities outlined in the post annual Plan. A number of posts provided quarterly activities statements for sectors other than those they identified in their annual plan, thereby making it impossible for their bureaux to monitor their intended priority activities.

For this first report only, the actual activities reported by posts who did not conform to instructions have been included as section 2 as an indication that those posts in fact submitted quarterly activity reports.

Future editions of this report will also include "Special Activities in Export and Investment Promotion Program" as submitted by posts in their quarterly tracking reports. As well future editions will be published within thirty days of the cut off date for the submission of quarterly reports by missions.

E U R O P E

<u>Mission</u>	<u>Page</u>	<u>Mission</u>	<u>Page</u>
Ankara	1	Helsinki	58
Athens	8	Lisbon	62
Belgrade	11	London	66
Berne	19	Madrid	73
Bonn	25	Milan	78
Brussels	29	Moscow	81
Brussels, NAC	32	Munich	85
Bucharest	33	Oslo	89
Budapest	38	Paris	94
Copenhagen	42	Prague	98
Dublin	46	Rome	101
Dusseldorf	50	Stockholm	106
Hague, The	54	Vienna	111
		Warsaw	115



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

POST : 401-ANKARA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

COMPLETION OF A COMPREHENSIVE PACKAGE PROPOSAL, INCLUDING INDUSTRIAL BENEFITS, FINANCING AND COUNTERTRADE COMPONENTS.

CORRECT PACKAGE WILL RESULT IN A CONTRACT AWARD.

ESTABLISHMENT OF A SPECIAL LINE OF CREDIT FOR URBAN TRANSIT/TRANSPORTATION.

WILL PLACE CANADIAN FIRMS IN MOST FAVORED SUPPLIER POSITION.

RAIL

FURTHER EDUCATION OF CDN SUPPLIER OF RAIL SUB-SECTOR EQUIP./MATERIAL ON TURKISH REQUIREMENTS & FOREIGN PROCUREMENT PRACTICES. CDN MANUFACTURING COMPANIES IN THIS SUB-SECTOR SHLD BE CONVINCED TO ASSIGN LOCAL AGENTS TO CLOSELY FOLLOW TENDERS/INQUIRIES

INCREASED FREQUENCY OF VISITS OF CANADIAN SUPPLIERS.

CONSULTANCY SERVICES REQUIRED FOR TURKEY'S IBRD FINANCED RAILWAY REHABILITATION PROJECT TO BE TENDERED IN DECEMBER '86. PREQUALIFIED CDN FIRMS ARE EXPECTED TO VISIT TERRITORY RELATED TO THEIR BID SUBMISSION.

CONTRACT FOR CONSULTANCY SERVICES. VISIT TO CANADA OF TURKISH RAILWAY ADMINISTRATION OFFICIALS PURSUANT TO CONTRACT.

TO EXPLORE THE SUPPLY OPPORTUNITIES UNDER IBRD-FINANCED RAILWAY REHABILITATION PROJECT. OPPORTUNITIES INCLUDE SUPPLY OF SIGNALLING SYSTEMS, TRACK OVERHAUL EQUIPMENT AND MATERIAL.

VISIT TO TURKEY OF CANADIAN SUPPLIERS IN THIS SUB-SECTOR TO INTRODUCE THEIR FIRMS/PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ANKARA URBAN TRANSIT SYSTEM - ISSUANCE OF CALL FOR TENDERS - RESPONSE TO TENDER CALL BY CDN CONSORTIUM (CC) LED BY UTDC.

MAYOR WISHED TO DELAY TENDER UNTIL NORMAL TENDER CALL WAS PERMITTED; -STATE PLAN. ORG. (SPO) WANTED TO USE MODIFIED BUILD-OPERATE-TRANSF. MODEL (MBOT). END QUARTER, MAYOR HAD ACCEPTED THAT CC CLD PRES. AN ACCTBLE SOLE SRCE RESP. UNDER MBOT

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 401-ANKARA

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON CONTACTS MADE WITH PRESIDENT OF DIDSA

INCREASE IN AWARENESS OF CANADIAN PRODUCTS  
AND CAPABILITIES.

ANALYSIS OF OPPORTUNITIES OFFERED UNDER TURKISH ARMY MODERNIZA-  
TION PROGRAM.

INCREASE AWARENESS OF CANADIAN DEFENCE PRO-  
DUCTS SUPPLY FIRM ON TURKISH REQUIREMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -MISSION TO CDA BY MR. VAHIT ERDEM. PRES. , DEFENCE  
IND. DEV. & SUPPORT ADMIN. -COMPLETION OF CONTRACT  
FOR UHIH SIMULATOR. -COMPLETION OF BIDDING ARRAN-  
GEMENTS FOR SPECTRUM MONITORING SYSTEM. -CONTRACT  
FOR ESM SYSTEM FOR NAVY.

ALL ARRANGEMENTS COMPLETED FOR VISITS IN EARLY  
JULY. MISS. POSTPONED AT LAST MINUTE TO SEPT/OCT.  
CONTRACT INITIALLED IN JUNE. -CONSORTIUM FORMED,  
PREPARED & SUBMITTED FEASIBILITY STUDY.  
AWAITING RESULTS OF BID.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



POST : 401-ANKARA

007-POWER & ENERGY EQUIP. & SERV.  
TURKEY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

CLOSE MONITORING & REPRESENTATION WITH GOVERNMENT AUTHORITIES IN ORDER TO PROMOTE CANADIAN CAPABILITY.

SUCCESS IN PREQUALIFICATION FOR TENDERS.

CONTINUED CONTACTS WITH POTENTIAL LOCAL PARTNERS TO IDENTIFY AND ACTIVELY PURSUE NEW PROJECTS.

PROGRESS IN NEGOTIATIONS.

THERMAL

MEETINGS WITH STATE PLANNING ORGANIZATION (SPO) AND ELECTRICITY AUTHORITY (TEK) OFFICIALS TO PURSUE VARIOUS POWER PROJECTS IN WHICH THERE IS CANADIAN INVOLVEMENT.

PROGRESS IN CONTRACT NEGOTIATIONS.

THE PREPARATION OF AN OVERVIEW OF PLANNED THERMAL POWER PLANT PROJECTS AND AN ANALYSIS OF THE TURKISH GOVERNMENT'S CONTRACT TERMS DESIGNED FOR SUCH PROJECTS.

INCREASED AWARENESS OF CANADIAN POWER GENERATION EQUIPMENT SUPPLIERS' CAPABILITIES.

NUCLEAR

CONTINUED MONITORING AND REPORTING OF WORLD ACCEPTANCE OF BUILD-OPERATE-TRANSFER (B. O. T. ) FINANCING MODEL

POTENTIAL SALE OF CANDU REACTOR IF SUITABLE FINANCING PLAN CAN BE ACHIEVED.

TRANSMISSION

MEETING WITH TURKISH ELECTRICITY AUTHORITIES (TEK) TO ASCERTAIN THEIR PLANS TO HIRE A CONSULTING/ENGINEERING FIRM FOR IBRD FINANCED POWER GENERATION PLANTS & TRANSMISSION LINE REHABILITATION PROJECT.

INVITATION BY TEK OF ONTARIO HYDRO OFFICIALS FOR DISCUSSIONS ON CONSULTANCY SERVICES.

EXPANSION OF THE LIST OF POTENTIAL LOCAL AGENTS EXPERIENCED IN PROMOTION OF BUSINESS FOR TRANSMISSION LINE HARDWARE AND POWER LOAD MANAGEMENT SYSTEMS.

INCREASED NUMBER OF ACTIVE LOCAL AGENTS INTERESTED IN COOPERATION WITH CANADIAN SUPPLIES IN TEK TENDERS WILL IMPROVE SALES PROSPECTS.

THE PREPARATION OF AN OVERVIEW ON TEK'S TRANSMISSION LINE MATERIALS AND CONTROL/TEST DEVICE REQUIREMENTS.

INCREASED ATTENTION OF CANADIAN FIRMS TO TURKISH REQUIREMENTS.

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

POST : 401-ANKARA

007-POWER & ENERGY EQUIP. & SERV.  
TURKEY

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 VISIT BY ENERGY SECTOR MISSION(O)-FULL MISSION  
SUPPORT FOR VISITS TO SPO, TURKISH ELECTRIC AUTH-  
ORITY(TEK), STATE HYDRAULIC WORKS DEPT., MINISTRY  
OF ENERGY, ELECTRICAL SURVEY DEPT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

MISSION WAS SUCCESS. ALL VISITS LED BY AT LEAST 1  
OFFICER FROM POST. SEVERAL NEW SECTORS/OPPORTUNI-  
TIES WERE IDENTIFIED, INCLUDING SOUTH-EAST ANATO-  
LIAN PROJ (GAP) & 2 NEW LARGE POWER DAMS IN NE  
TURKEY (ARTVIN & YUSUFELI).

POST : 401-ANKARA

011-OIL & GAS EQUIPMENT, SERVICES  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

ENCOURAGEMENT OF MORE EFFECTIVE AND FREQUENT CALLS ON POTENTIAL  
CLIENTS BY CANADIAN EQUIPMENT EXPORTERS.

BETTER PROMOTION OF CANADIAN CAPABILITY IN  
OIL AND GAS SECTOR.

ACTIVE AND CONTINUED PURSUIT OF UPCOMING TENDER OPPORTUNITIES  
RELATED TO MAJOR PROJECTS IN THIS SUB-SECTOR.

INCREASED AWARENESS OF COMPETITION &  
UNDERSTANDING CLIENTS' REQUIREMENTS  
ESSENTIAL FOR BIDDING.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO HAVE A CANADIAN COMPANY QUALIFY FOR AND BID  
ON ONE OR MORE OF THE FIVE URBAN GAS DISTRIBUTION  
PROJECTS.

VP OF CONGAS VISITED TURKEY. CONSORTIUM AGREEMENT  
WAS NEGOTIATED WITH LOCAL & FOREIGN PARTNERS. DE-  
CISION ON WHETHER TO BID ISTANBUL DISTRIBUTION  
SYSTEM EXPECTED MOMENTARILY. IT IS EXPECTED THAT  
CONSORTIUM WILL BID ON OTHER PROJECTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 401-ANKARA

010-MINE, METAL, MINERAL PROD & SRV  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

DEVELOP A COMPREHENSIVE LIST OF LOCAL AGENTS FOR MARKETING OF CANADIAN MINERAL AND PRIMARY METAL PRODUCTS.

INTRODUCTION OF CANADIAN MINERAL/PRIMARY METAL PRODUCTS SUPPLY CAPABILITY TO TURKISH METALLURGY FIRMS USING SUCH PRODUCTS AS INPUTS TO THEIR PRODUCTION AND TO IMPORTERS.

EQUIPMENT AND MACHINERY

FURTHER FOLLOW-UP ON ETIBANK'S (STATE MINING AUTHORITY) ALUMINIUM SMELTING COMPLEX REHABILITATION PROJECT. FOLLOW-UP, WILL INCLUDE VISIT TO PLANT LOCATED IN THE CITY OF BEYSEHIR.

MEETING WITH OFFICIALS OF STATE-OWNED LEAD-ZINC PLANT (CINKUR) REGARDING THEIR PRODUCTION LAY OUT MODERNIZATION PROJECT.

VISIT TO TURKISH HARD COAL BOARD (TTK) LOCATED IN CITY OF ZONGULDAK FOR PURPOSE OF HAVING DISCUSSIONS ON TTK'S METHANE GAS EXTRACTION PROJ. FOR WHICH A GROUP OF ENGINEERS FM NOV CORP INTL/CALGARY ARE CURRENTLY PREPARING A FEASIBILITY STUDY.

AN ANALYSIS OF LOCAL METAL FABRICATION INDUSTRY'S REQUIREMENTS FOR METALLURGICAL EQUIPMENT

MINE DEVELOPEMENT SERVICES

MEETING WITH STATE MINING AFFAIRS DEPARTMENT OFFICIALS TO IDENTIFY THE GOLD-LEAD-ZINC RESERVES FOR WHICH MINERAL PROSPECTING RIGHTS/PERMISSION ARE NOT YET ISSUED.

TO OBTAIN MINERAL RESERVE MAPS FROM STATE MINERAL RESEARCH INSTITUTE FOR SUBMISSION TO CANADIAN FIRMS INTERESTED IN MINING ACTIVITY IN TURKEY.

EXPANSION IN NUMBER OF AGENTS; IMPROVEMENT IN CANADIAN ACCESS TO TURKISH MARKET.

INCREASED FAMILIARITY OF TURKISH MARKET WITH CANADIAN PRODUCTS; INCREASE IN SALES POTENTIAL

CONTRACT FOR PROJECT MANAGEMENT

INVITATION TO CANADIAN INDUSTRY FOR DETAILED DISCUSSION ON THE SCOPE OF THIS MODERNIZATION PROJECT.

CONTRACT DECISION FOR PROJECT MANAGEMENT AS WELL AS SUPPLY OF METHANE GAS EXTRACTION EQUIPMENT.

INCREASED AWARENESS BY CANADIAN FIRMS OF TURKISH METALLURGY INDUSTRY AND ITS REQUIREMENTS.

INCREASED INTEREST FROM CANADIAN MINING FIRMS IN TURKISH MINE DEVELOPEMENT PROJECTS.

INCREASED AVAILABILITY OF INFORMATION ON TURKISH MINING OPPORTUNITIES WILL IMPROVE MARKETING PROSPECTS.

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

POST : 401-ANKARA

010-MINE, METAL, MINERAL PROD & SRV  
TURKEY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 GOLD & SILVER EXPLORATION OPPORTUNITIES TO BE IDENTIFIED FOR CDN FIRMS TO DO EXPLORATION. OTHER MINING OPPORTUNITIES-VISIT BY OFFICIALS OF ETIBANK(MAJOR STATE MINING PROPERTY HOLDER). (1)

QUARTER: 1 CINKUR LEAD-ZINC PROJECT  
-RE-VITALIZATION OF PROJECT  
-QUALIFICATION OF ONE OR MORE CANADIAN COMPANIES

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

POST HAD SEV. MEETINGS WITH OFFICIALS OF ETIBANK & MTA TO DISCUSS OPPORTS FOR CDN COS. COMINCO DOING PRELIMINARY EXPLOR'N WORK IN WEST. TURKEY. ETIBANK MISS. TO CDA WENT VERY WELL ACCORDING TO OIC. FOLLOW-UP NEXT QUARTER.

POST MET WITH CINKUR OFFICIALS ON SEVERAL OCCASIONS. RESULT IS PROBABLE INVITATION TO COMINCO TO NEGOTIATE A SOLE-SOURCE CONTRACT.

POST : 402-ATHENS

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSIST CANADIAN INDUSTRY IN CONTACTING MILITARY AUTHORITIES IN GREECE AND IN PRESENTING THEIR CAPABILITY AND SYSTEMS. POST IS IN THE PROCESS OF FOLLOWING UP.

INCREASED SUPPLIERS VISITS INVITATIONS TO  
SUBMIT PROPOSALS/QUOTATIONS PURCHASE OF 3  
MORE CL-215.

ASSIST SUITABLE CANADIAN FIRMS IN QUOTING AS A SUBCONTRACTOR FOR 2 FUEL PIPELINES OF THE HELLENIC AIRFORCE AND THE REPLACEMENT OF DIESEL PUMP ENGINES.

AWARD OF CONTRACT (S).

INITIATE CONTACTS BETWEEN THE PRINCIPAL GREEK DEFENCE INDUSTRIES AND CANADA FOR POSSIBLE COOPERATION IN THE FORM OF J.V. - POST IS FOLLOWING UP.

NEGOTIATIONS FOR LICENCING OR SUBCONTRACTING.

REVIEW MARKET POTENTIAL FOR OPPOTUNITIES BY MEETING REGULARLY WITH AGENTS/CLIENTS. PARTICIPATE IN HI-TECH CONFERENCE, OTTAWA.

RFPS, SALES  
NEW CONTACTS  
IMPROVED ACCESS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CANADAIR/DHC/WESTINGHOUSE IN CONTACTING MILITARY AUTHORITIES IN GREECE AND IN PRESENTING THEIR CAPABILITY AND SYSTEMS. POST IS IN THE PROCESS OF FOLLOWING UP.

WESTINGHOUSE APPARENTLY IN GOOD POSITION (WE  
THINK #1 POSITION BECAUSE OF PRICE) WITH  
HELLENIC NAVY. DECISIONS ON ARMAMENTS & ELECTR.  
FOR NEW FRIGATES WILL FOLLOW SELECTION OF HULL &  
INTEGRATOR (PROBABLY OCTOBER/NOVEMBER).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 402-ATHENS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

ASSIST LAVALIN/UTDC IN MAINTAINING CONTACTS. OBTAIN TENDER  
INFORMATION FROM AUTHORITIES.

- INCREASED VISITS  
- ANNOUNCEMENT SYST. DECISIONS  
- INFO. REPORTS

AEROSP. CE

ASSIST DEHAVILLAND RE THEIR PROPOSAL FOR THE RENEWAL OF THE A/C  
FLEET OF OLYMPIC AVIATION.

AWARD OF CONTRACT

PROVIDE ASSISTANCE TO CANADAIR RE THEIR PROPOSAL TO THE HELLENIC  
AIRFORCE FOR CHALLENGER JET.

FIRM PROPOSAL - AWARD OF CONTRACT.

ASSIST DHC/BOEING IN APPOINTING AGENT AS REQUIRED.

AGREEMENT WITH AGENT.

INTRODUCE NEW CL-215-T TO MINISTRIES (CLIENTS), E. G., AGRICULTURE,  
MERCHANT MARINE, HELLENIC NAVY, TRANSPORT - CL-215T.

RFP, VISITS FROM SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST LAVALIN/UTDC IN MAINTAINING CONTACTS AND  
OBTAINING TENDER INFORMATION FROM AUTHORITIES  
FOR NEW ATHENS METRO.

LAVALIN AND BOMBARDIER DECIDED AGAINST BIDDING  
FOR METRO TURNKEY PROJECT - OTTAWA.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 402-ATHENS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SEND TENDER ANNOUNCEMENTS OF THE HELLENIC TELECOMMUNICATIONS ORGANIZATION TO DRIE AND CDN INDUSTRY.

PARTICIPATION OF CANADIAN COMPANIES IN TENDERS FOR THE PURCHASE OF TELECOMMUNICATION EQUIPMENT.

HELLENIC TELECOMMUNICATIONS ORGANIZATION HAS ISSUED TENDER FOR THE ESTABLISHMENT OF A DATA PROCESSING SYSTEM. POST ID FOLLOWING UP.

ALERT CANADIAN COMPANIES WHEN TENDER IS ISSUED, AND OF RESULTS.

THE GOVERNMENT IS DISCUSSING THE POSSIBILITY OF PERMITTING THE INTRODUCTION OF SATELLITE TV. POST IS MONITORING FOR DECISION.

ALERT CANADIAN COMPANIES WHEN PROJECT IS ANNOUNCED AND TENDERED.

EVALUATE POTENTIAL FOR SOLD-SHOW PRESENTATION FOR SOFTWARE- TO INSTITUTIONS AND GOVERNMENT.

SEMINAR AND PRESENTATION BY 5-6 CANADIAN COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST : 474-BELGRADE

001-AGRI & FOOD PRODUCTS & SERVICE  
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

TECHNICAL COOPERATION AGREEMENT BETWEEN GOVERNMENTS FOR RESEARCH INCLUDING VETERINARY MATTERS.

VISIT OF AGRICULTURE CANADA DEPUTY MINISTER TO BULGARIA (DELAYED)

CONTINUING SUPPORT OF CANADIAN FIRMS' EFFORTS IN THE MARKET.

SUPPORT CANADIAN EFFORTS FOR SALES OF POULTRY.

EXPLORE MARKET OPPORTUNITIES FOR CANADIAN SEED POTATOES.

FOOD HANDLING, PROCESSING EQUIP

GATHERING OF MARKET INTELLIGENCE ON POTENTIAL PROJECT AND CONTINUING SUPPORT OF CANADIAN FIRMS.

CONTINUATION OF OUR CONTACTS WITH THE BULGARIAN FOOD PROCESSING INDUSTRY.

PRESENTATION ON GAMMA IRRADIATION FOR FOOD STERILIZATION.

ACTIVE FOLLOW UP ON PERCEIVED POTENTIAL FOR SLAUGHTERING AND MEAT PROCESSING PLANTS.

INTRODUCTION OF BULGARIAN AUTHORITIES TO CANADIAN BIOTECHNOLOGY CAPABILITIES.

WOULD SOLIDIFY POSITION OF CANADIAN SUPPLIERS IN MARKET.

WOULD SOLIDIFY POSITION OF CANADIAN SUPPLIERS IN MARKET.

TIMELY PERCEPTION OF IMPORTANT SIGNALS.

INITIAL IMPORTS OF TURKEY POULTS AND CHICKEN BREEDERS.

TRIAL OF CANADIAN SEED POTATOES.

ADDITIONAL SALES OF MEAT PROCESSING AND SLAUGHTERING EQUIPMENT.

BETTER INFORMATION ON THEIR INTERESTS AND PURCHASING POTENTIAL.

OVERCOME MYTHS OF RADIO-ACTIVE CONTAMINATION OF FOOD STUFFS.

ADDITIONAL SALES OF MEAT PROCESSING EQUIPMENT

CONTACTS BETWEEN CANADIAN FIRMS AND BULGARIAN INDUSTRY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO HAVE BULGARIAN EXPERTS ATTEND CIGI COURSE ON WHEAT/CANOLA. VISIT OF AGRICULTURE CANADA DEPUTY MINISTER AND SIGNING OF TECHNICAL COOPERATION AGREEMENT.

FOUR EXPERTS ATTENDED CIGI COURSES. AGRICULTURE CANADA DEPUTY MINISTER VISITED BULGARIA AND SIGNED TECHNICAL COOPERATION AGREEMENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 474-BELGRADE

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT & MACHINERY

KEEPING CLOSE CONTACTS WITH BULGARIAN AUTHORITIES ON BULGARIAN MINISTERIAL VISIT DELAYED TO SPRING 87.

ENCOURAGE THE FORMATION OF A CDN CONSORTIUM FOR A FULLY COMPREHENSIVE APPROACH.

FULL SUPPORT OF CANADIAN COMPANY ACTIVITIES IN THIS UNFAMILIAR AND FLUID MARKET PLACE.

BULGARIAN MINISTERIAL VISIT TO CANADA IN SPRING 87.

VISIT OF BULGARIAN MINISTER OF METALLURGY TO CANADA.

A GLOBAL OFFER COVERING TOTALITY OF PROJECT.

VISITS TO MARKETPLACE OF SEVERAL CANADIAN FIRMS IN ACTIVE PURSUIT OF PROJECT.

GREATER FAMILIARIZATION WITH RANGE OF CDN CAPABILITY WITH A VIEW TO INCREASED RANGE AND SALE OF CANADIAN GOODS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT TO CANADA OF BULGARIAN MIN. OF METALLURGY TO FAMILIARIZE HIMSELF WITH CDN CAPABILITIES IN THAT SECTOR. CONTINUED SUPPORT TO STELCO/ACRES WITH RESPECT TO BID FOR STEEL MILL RECONSTRUCTION PROJECT.

VISIT COULD NOT BE ORGANIZED. BULGARIAN GOVT. REFORM AND RESTRUCTURING HAS RESULTED IN MODIFICATIONS TO MANDATE OF MIN. AS WELL AS SHUFFLING OF MIN. TO OTHER FUNCTIONS. PROJECT HAS BEEN PUT ON HOLD.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 474-BELGRADE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ACTIVE SUPPORT FOR CANADIAR'S ACTIVITIES TO SELL CL-215S TO FDSP.

SALES OF 2 AIRCRAFT IN 1987  
SALES OF 2 AIRCRAFT IN 1989

ACTIVE SUPPORT OF DE HAVILLAND'S EFFORTS TO WIN THE CONTRACT FOR JAT'S SECOND TIER AIRCRAFT WITH THE DASH 8-300.

SELECTION OF THE DASH 8-300 AIRCRAFT AND SALE OF 4 DASH 8-300 OVER NEXT 3 YEARS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ACTIVE SUPPORT FOR CANADAIR'S ACTIVITIES TO SELL CL-215 TO FDSP, (FEDERAL DIRECTORATE FOR SUPPLY AND PROCUREMENT).

HELD SEV. MEETINGS WITH FDSP TO DISCUSS FOLLOW-UP TO THE VISIT TO YUGO. IN MARCH OF THE SENIOR MNGMT OF BOMBARDIER/CANADAIR TO PROMOTE FUTURE SALES OF CL-215. A RETURN FDSP MISSION TO CDA IS NOW PLANNED FOR SEPTEMBER.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 474-BELGRADE

011-OIL & GAS EQUIPMENT, SERVICES  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

POST HAS BEEN ACTIVE IN INTRODUCING CDN CO'S TO INA AND NAFTAGAS & FACILITATING THEIR BIDDING ON THE INA & NAFTAGAS TENDERS FOR BOTH IBRD & COFINANCING PORTIONS OF THE 1ST YUGOSLAV PETROLEUM PROJECT.

\$10 MILLION TOTAL OF THE CONTRACTS AWARDED FOR THE FIRST YUGOSLAV PETROLEUM PROJECT.

CONTINUOUS CONTACT WITH THE 3 YUGOSLAV CUSTOMERS FOR OIL & GAS EQUIPMENT - INA, NAFTAGAS, AND ENERGOINVEST - WILL BE MAINTAINED.

\$10 MILLION PER ANNUM IN SALES OF CANADIAN EQUIPMENT AND SERVICES.

INCOMING MISSION COMPOSED OF REPRESENTATIVES FROM INA & NAFTAGAS HAS BEEN PROPOSED.

ADDITIONAL SOURCING FROM CANADIAN COMPANIES.

ENCOURAGE THROUGH DIRECT CONTACT ACTIVE PARTICIPATION OF A RANGE (5-8) OF OIL & GAS EQUIP. & SERVICE SUPPLIERS IN THE 1987 ZAGREB FAIR, WITH THE ALBERTA GOVERNMENT AS PART OF THE CDN STAND.

INCREASED DEPTH AS WELL AS INCREASED RANGE OF GOODS BEING SOURCED FROM CANADA FOR THE OIL AND GAS SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUOUS CONTACTS WITH THE THREE YUGOSLAV CUSTOMERS FOR OIL AND GAS EQUIPMENT - INA, NAFTA-GAS AND ENERGOINVEST. ORGANIZE INCOMING MISSION FOR OIL AND GAS MISSION TO INTERCAN '87.

HELD SEVERAL MEETINGS WITH NAFTA-GAS TO ASSIST THE CDN COS IN THEIR CONTRACT NEGOTIATIONS WITH NAFTA-GAS. FOUR REPRESENTATIVES FROM INA AND NAFTA-GAS HAVE ATTENDED INTERCAN '87.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 474 BELGRADE

007-POWER & ENERGY EQUIP. & SERV.  
YUGOSLAVIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ACTIVE PROGRAM OF VISITS TO YUGOSLAV AUTHORITIES/UTILITIES RE  
FUTURE POWER OPPORTUNITIES.

SUPPORT OF AECL'S ACTIVITIES IN THE MARKET AS TENDER EVALUATION  
PROCESS CONTINUES.

ENCOURAGE VISIT OF CDN ENERGY MINISTER WITH BUSINESS MISSION IN  
SUPPORT OF A RANGE OF CDN INTERESTS IN THE ENERGY AND MINING  
FILED.

ANTICIPATED RESULTS:

IN THE LONGER TERM, AWARD OF BOILERS AND INS-  
TRUMENTATION CONTRACTS ON NEW PROJECTS TO  
CANADIAN COMPANIES.

AWARD OF NUCLEAR POWER CONTRACT TO AECL.

RAISE THE LEVEL OF AWARENESS OF CDN CAPABILI-  
TY & IN THE MEDIUM TERM INCREASE SALES AND  
RANGE OF CDN GOODS IN THIS SECTOR.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 CONTINUED SUPPORT OF AECL'S ACTIVITIES IN THE  
MARKET AS TENDER EVALUATION PROCESS CONTINUES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

SELECTION OF SHORT LIST OF BIDDERS EXPECTED BY  
THE END OF DECEMBER. GESTATION PERIOD FOR A  
NUCLEAR POWER PROJECT IS SEVERAL YEARS.

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

POST : 474-BELGRADE

009-FOREST PRODUCTS, EQUIP, SERVICES  
YUGOSLAVIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOLLOW UP WITH MAJOR YUGOSLAV IMPORTERS/USERS ON REQUIREMENTS. CONTACT CDN EXPORTERS TO ENCOURAGE & ASSIST IN SERIOUS CONSIDERATION OF THIS MARKET.

FACILITATE CONTACTS BETWEEN CDN EXPORTERS & YUGOSLAV IMPORTERS TO INCREASE CDN MKT SHARE AND NUMBER CDN CO'S ACTIVE IN THE MARKET.

FORESTRY MISSION/SEMINAR TO COINCIDE WITH THE ANNUAL OCTOBER FORESTRY FAIR IN SARAJEVO.

INCREASED AWARENESS OF AND SALES OF A BROADER RANGE OF CANADIAN FORESTRY EQUIPMENT.

SERIES OF VISITS TO THE MAJOR YUGOSLAV AUTHORITIES & COMPANIES THROUGHOUT YUGOSLAVIA, RESPONSIBLE FOR FORESTRY MANAGEMENT/EXPLOITATION TO INCREASE AWARENESS OF CANADIAN EQUIPMENT AND SERVICE CAPABILITIES.

CONCRETE SALES OF CANADIAN GOODS AND SERVICES

DIRECT SYSTEMATIC CONTACT WITH THE MAJOR PULP & PAPER MILLS PARTICULARLY IN SLOVENIA TO ASCERTAIN PLANS. THIS WILL BE FOLLOWED BY SYSTEMATIC NOTIFICATION OF POTENTIAL CANADIAN SUPPLIERS.

IDENTIFICATION OF MODERNIZATION PLANS TIMING AND FINANCING REQUIREMENTS. TIMELY INTRODUCTION OF CDN COMPANIES & CAPABILITIES AT THE EARLIEST PLANNING STAGES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 474-BELGRADE

010-MINE, METAL, MINERAL PROD & SRV  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

FORMAL VISIT TO RMK ZENICA AT ITS MINE AND STEEL PLANT IN ZENICA, BOSNIA-HERCEGOVINA.

VISIT TO THE 3 MAJOR INTEGRATED STEEL COMPANIES IN YUGOSLAVIA TO PROMOTE BOTH SOURCING CDN MINERALS, AND CDN MINING, AND STEEL PRODUCTION EQUIPMENT.

THROUGH DIRECT CONTACT WITH CANADIAN COMPANIES ENCOURAGE INCOMING VISITS TO THE MARKET PLACE.

ENCOURAGE A VISIT BY THE CANADIAN MINISTER OF ENERGY ACCOMPANIED BY A BUSINESS MISSION.

CONTINUOUS MONITORING OF LOCAL SITUATION GIVEN CURRENT COMMODITY PRICES & SHORTAGE OF FOREIGN CURRENCY THE OUTLOOK IN THE SHORT TERM FOR INCREASED SALES IS NOT OPTIMISTIC.

CONTINUED SUPPORT AND NOTIFICATION OF CANADIAN SUPPLIERS - CURRENT AND POTENTIAL.

SUPPORT OF CURRENT CO. EFFORTS. HEIGHTENED AWARENESS OF CDN CAPABILITY AS A SUPPLIER OF RESOURCES/MINING EQUIP. /RESOURCE PROCESS. EQUIP.

INCREASED PURCHASES OF CDN COAL & IRON ORE, AND PURCHASE OF CDN MINING & MINERALS PROCESSING EQUIPMENT.

RE-INFORCE CURRENT EXPORT OF BOTH MINERALS & MINING EQUIPMENT AND EXPAND RANGE OF GOODS BEING MARKETED.

MAINTAIN AND POSSIBLY EXPAND MARKET POSITION.

MAINTAIN MARKET SHARE.

MAINTAIN MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 474-BELGRADE

003-GRAINS AND OILSEEDS  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

THE CWB WAS ADVISED OF TENDERS BUT WE ARE NOT AWARE OF ANY OF THE AGENTS RESPONDING TO YUGOSLAV IMPORTERS WITH OFFERS OF CDN WHEAT. WHILE CWB'S REPRESENTATIVES HAVE VISITED THIS MKT WE ARE NOT AWARE OF ANY VISITS OF THEIR SHIPPERS/AGENTS WITH A VIEW OF SELLING

OFFERS OF CANADIAN WHEAT AGAINST TENDERS.

CONTINUE ADVISING THE WHEAT BOARD OF OPPORTUNITIES AND THROUGH DIRECT CONTACT WITH AGENTS OF THE WHEAT BOARD ENCOURAGE THEM TO RESPOND.

SALE OF CANADIAN WHEAT AND OILSEEDS.

MAINTAIN CONTACT WITH MAJOR YUGOSLAV IMPORTERS OF WHEAT AND OILSEEDS.

ENSURE THAT CANADIAN COMPANIES ARE NOTIFIED OF TENDERS IN A TIMELY MANNER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



POST : 409-BERNE

013-CONSUMER PRODUCTS  
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

APPAREL (CLOTH, FUR, SHOES) TEXT

RECRUIT BUYERS TO VISIT 1987 INTL. FUR FAIR, MONTREAL.

APPROX. C\$ 2 MILLIONS.

PROMOTE 1987 IFF MTL. THROUGH PREFAIR MAILING CAMPAIGN CONSISTING OF PERSONAL LETTER, PRESS RELEASE AND QUESTIONNAIRE TO SOME 250 SWISS FURRIERS.

GENERATE INCREASED INTEREST AND NUMBER OF VISITORS TO IFF MONTREAL.

PRE-FAIR CAMPAIGN AND SELECTION OF BUYERS TO VISIT 1988 FAIR.

APPROX. C\$2.4

CALL ON FUR INDUSTRY IN MAJOR SWISS CITIES AND ASCERTAIN NEEDS FOR INCREASED FUR SHOWS BY CDN. MANUFACTURERS IN SWITZ.

PREPARE REPORT AND SEND TO ACTIVE CDN. EXPORTERS.

LEISURE PROD. TOOLS HARDWARE

RECRUITING OF BUYER TO VISIT CSGA FAIR MONTREAL.

NEW OUTLETS FOR 2 OR 3 CANADIAN SUPPLIERS.

LARGE SCALE ISPO PRE-FAIR MAILING TO SOME 300 SPORTING GOODS BUYERS.

3-4 NEW AGENCIES.

ENCOURAGE SUPPLIERS TO UNDERTAKE PERSONAL VISITS TO SWISS SPORTING GOODS INDUSTRY AND TO PARTICIPATE IN A MAJOR SWISS SPORTING GOODS FAIR.

BETTER PENETRATION OF SWISS MARKET.

CALLS ON SPORTING GOODS INDUSTRY TO ASCERTAIN INTEREST IN VISITING EITHER WINTER OR SUMMER CSGA FAIR IN MONTREAL.

INCREASED AWARENESS OF CANADIAN SUPPLIES AVAILABLE.

RECRUIT SPORTING GOODS BUYERS TO VISIT ONE OF CSGA FAIRS (WINTER OR SUMMER).

2 TO 3 NEW OUTLETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1987 PREFAIR LETTER TO 300 BUYERS. MAILING OF 1987 FUR GUIDE (NOT YET RECEIVED) WITH PERSONAL LETTER. MAILING OF REPORT ON SWISS FUR INDUSTRY TO CDN FURRIERS.

5 GOVT. SPONSORED BUYERS TO IFF MTL. PLACED SAMPLE ORDERS WORTH \$331,000. OTHER ORDERS FOR SEVERAL \$100,000 EXPECTED. A BUYER, INVITED LAST YEAR, ON HIS 2ND VISIT TO '87 FAIR ORDERED GOODS WORTH \$154,590. EXPORTS EXPECTED TO INCREASE BY 20%.

QUARTER: 1 EXTENSIVE CONTACTS WITH SPORTING GOODS INDUSTRY TO PROMOTE CSGA FAIRS.

SAMPLE ORDER WORTH \$23,100 PLACED BY GOVT. SPONSORED BUYER TO CSGA. 2 SAMPLE ORDERS PENDING. ORDERS WORTH \$70,000 EXPECTED. CDN. SALES OF SPORTING GOODS IN 1986 INCREASED BY OVER 40% IN 1985

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 409-BERNE

001-AGRI & FOOD PRODUCTS & SERVICE  
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HORTICULTURE (FRUIT, VEG, FLOR)

TO PARTICIPATE AT IGEHO '87 (LARGEST SWISS FOOD SHOW) WITH A CDN  
BOOTH PUTTING EMPHASIS ON FROZEN VEGETABLES AND FRUITS, SEMI PRO-  
CESSED FOOD.

TO INCREASE CDA'S MARKET SHARE.

INVESTIGATE TREND IN SUBSECTORS AND REPORT TO CDN SUPPLIERS.

TO GENERATE REPORTS ON OPPORTUNITIES OR NON-  
OPPORTUNITIES OF SUBSECTOR.

INVESTIGATE INCREASE OF CONSUMPTION OF FROZEN VEGETABLES AND  
FRUITS (VALUED ADDED PRODUCTS)

TO IDENTIFY POTENTIAL FOR CDN FROZEN VEGETA-  
BLES AND NOTIFY CDN PRODUCERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----





POST : 409-BERNE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BROADCASTING (INC CATV)

OBTAIN DETAILS RE BASLE CABLE PROJECT

TO INCREASE CHANCES FOR CDN COS TO SELL  
TECHNOLOGY SERVICES & PRODS.

TO FOLLOW UP WITH SWISS PTT RE THEIR VISIT TO CDA, DRAW ATTENTION  
TO CDN CAPABILITY IN INDUSTRIAL CABLE TV EQUIPMENT, TV DISHES AND  
RELATED EQUIPMENT.

TO DEVELOP KNOWLEDGE AND INTEREST IN CDN  
TECHNOLOGY AND PRODUCTS

TO DEVELOP A CLOSE RELATIONSHIP WITH THE MOST IMPORTANT OF THE  
2200 CABLE TV OWNERS AND THEIR ASSOCIATIONS.

TO GIVE CDN PRODUCT/TECHNOLOGY A HIGHER VISI-  
BILITY AND CREATE INTEREST IN CDN PRODUCTS.

TO INCREASE CONTACTS WITH SWISS PTT OFFICIALS.

TO OBTAIN INFO. ON THE NEW TELECOMMUNICATION  
LAW WHICH WILL BE ENACTED AROUND 1988/89  
(REGARDING INTERACTIVE TV SERVICES)

TO VISIT LOCAL FAIRS TO KNOW BETTER POTENTIAL OF DISTRIBUTORS,  
INTEREST AND CAPABILITIES.

TO MAKE BETTER RECOMMENDATIONS TO CDN  
EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OBTAIN INFO FOR GENEVA CABLE PROJ. & FOLLOW UP  
WITH CDN SUPPLIERS. DRAW ATTENTION ON CDN CAPA-  
BILITIES FOR HOME TV DISHES/EQPMT. VISIT MONTREUX  
TV SYMPOSIUM & RECOMMEND ATTENDANCE.

TELEGENEVE SIGNED A MULTI-MILLION DOLLARS AGREE-  
MENT WITH LINDSAY SPECIALTY PROD., ONT. REDIFFU-  
SION (MAJOR TV CABLE OWNER) IS READY TO CONSIDER  
CDN OFFERS. 8 CDN EXHIBITORS, SALES ON SITE BY  
VERTIGO (PEMD).

QUARTER: 1 PROMOTE MARKET FOR EDUCATIONAL SOFT. FRENCH AND  
OTHER COMPUTER EQUIPMENT.

LOGO COMPUTER SYSTEM IS PREPARED TO SIGN AN  
AGREEMENT WITH GESTRONIC FOR "LARGE QUANTITIES".  
DEXTRA PLACED A TRIAL ORDER WORTH \$3,500 FOR  
"ALL CARDS".

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 409-B RNE

002-FISHERIES, SEA PRODUCTS & SERV.  
SWITZERLAND

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	T) INTRODUCE NEW SPECIES TO IMPORTERS SUCH AS PIKE, WHITEFISH, WALLEYS, INCONNU ETC. (FOR RESTAURANT MARKET)	CHANGE CONSUMER HABITS
	T) TRY TO OBTAIN PROMOTION PRICES FOR IMPORTERS IN ORDER TO PUSH SPECIES WHERE SUPPLY ABOUND OR PRICES ARE LOW	TO DEVELOP INTEREST AMONG RESTAURATEURS
	T) DISTRIBUTE POSTERS AND CONSUMER PROMOTIONAL BROCHURES ON CDN FISH FOR DISTRIBUTION AT RETAIL OUTLETS	TO INCREASE VISIBILITY ON CDN PRODUCTS BEFORE SWISS CONSUMERS

---

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

POST : 409-BERNE

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SWITZERLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WORK HAND-INGLOVE WITH NUMEROUS CANADIAN FIRMS WHICH HAVE INDICATED AN INTEREST IN SWISS DEFENCE MARKET (CAE, ANACHEMIA, COMDEV, BENDIX, CANADAIR, ETC. )

CANADIAN FIRMS INVITED TO TENDER ON GRD REQUIREMENTS

ASSIST DND IN NEGOTIATION OF BILATERAL MOU ON QUALITY ASSURANCE WITH SWISS DEFENCE TECHNOLOGY & PROCUREMENT AGENCY; ENCOURAGE GRD TO VISIT CANADA YEARLY

MOU IN PLACE FOR LLAD PROGRAMME

MAINTAIN CLOSE CONTACT WITH OERLIKON BUEHRLE MILITARY PRODUCTS AND PILATUS AIRCRAFT IN THEIR ENDEAVOURS TO SEEK INDUSTRIAL PARTNERS IN CANADA

SUB CONTRACTS FOR CANADIAN SUPPLIERS ON LLAD

ATTEND HITEC 87 AND PARIS AIR SHOW JUNE 87 TO MEET CANADIAN EXPORTERS AND EXHIBITORS-INTRODUCE NEW CANADIAN SUPPLIERS TO SWISS MARKET.

NEW REPS/CONTACTS FOR CANADIAN INDUSTRY IN SWITZERLAND.

LIAISE CLOSELY WITH CFA ON A COORDINATED MARKET INTELLIGENCE AND PROMOTIONAL PROGRAMME INCLUDING VISITS TO GRD AND SWISS INDUSTRY.

BETTER RECIPROCAL KNOWLEDGE OF SWISS MARKET & CANADIAN CAPABILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE NEGOTIATIONS TO FINALIZE MOU ON QA. WORK IN HAND WITH CDN FIRMS WHICH HAVE INDICATED INTEREST IN SWISS DEFENCE MARKET.

NEGOTIATIONS SUCCESSFULLY TERMINATED. MOU READY. ADVISED CCC OTT. & AEROTECH (MET AT HI-TEC) RE GATT TENDER FOR 4000 PORTABLE HEATERS. AEROTECH SUBMITTED QUOTATION. (WORTH APPROX. \$20 MILLION).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

409 - BERNE  
PLANNING:

SWITZERLAND

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

AGRI & FOOD PRODUCTS & SERVICE      FOOD HANDLING, PROCESSING EQUIP  
THROUGH CORPORATE EXECUTIVE OUTREACH PROGRAM VISIT MAJOR INDUSTRY, DE-  
TERMINE KEY EXECUTIVE RECOMMENDING INVESTMENT ABROAD, PROVIDE INFO  
PACKAGE ON CANADA, ENCOURAGE VISITS TO CANADA.

PROVIDE ANNOTATED LIST OF KEY EXECUTIVES  
IN SECTOR TO DRIE/INV CDA FOR DEVELOPMENT  
OF SPECIFIC PROMO. PROGRAM FOR MOST INTER-  
ESTING POSSIBILITIES.

INDUSTRIAL MACHIN, PLANTS, SERV.      TOOLS & HARDWARE  
IDENTIFY SWISS FIRMS IN SECTOR WITH ADVANCED TECHNOLOGY. WORK WITH DRIE  
TO IDENTIFY CANADIAN FIRMS INTERESTED IN JV/TECHNOLOGY TRANSFERS.

DETERMINE IF SUFFICIENT INDUSTRY INTEREST  
TO HOLD SEMINARS ON CDN. INVESTMENT/JV/  
TECHNOLOGY TRANSFER POSSIBILITIES. HOLD  
SEMINAR IF INTEREST EXISTS.

PETROCHEM & CHEM PROD, EQP, SERV      PLASTICS PRODUCTS, EQUIP, SERVIC  
CONTINUE PROGRAM TO IDENTIFY SWISS FIRMS WITH INNOVATIVE PRODUCTS  
(EXPOSITION VISITS/COMPANY VISITS). IDENTIFY PROSPECTS TO DRIE/INV CDA  
FOR FOLLOW UP.

CREATE WORKING LIST OF COMPANIES WITH  
EXPANSION/INVESTMENT POTENTIAL.

EDUCATION MEDICAL, HEALTH PROD      PHARMACEUTICALS, BIOTECHNOLOGY  
CONTINUE PROGRAM TO EXPLAIN CANADA'S NEW PATENT ACT AND PROMOTE FUR-  
THER INVESTMENT IN CANADA.

INFLUENCE MNE'S TO TAKE ADVANTAGE OF CDN  
LEGISLATION. DETERMINE IF MNE'S RECEPTIVE  
TO VISIT BY CDN. EXPERTS ON PATENT ACT.

SERVICE INDUSTRIES      TOURISM  
CARRY OUT MAJOR MAILING TO TOURISM PLANT OWNERS. WORK WITH TOURISM CDA  
TO IDENTIFY CDN INVESTMENT OPPORTUNITIES. ENCOURAGE TOURISM WHOLESALERS  
TO ASSESS CDN OPPORTUNITIES. PROVIDE FOLLOW-UP TO BC MISSION OF OCT. /86

INITIATE VISITS TO CANADA FROM TOURISM  
SECTOR TO EVALUATE POTENTIAL.

DEFENCE PROGRAMS, PRODUCTS, SERV      OTHER DEFENSE PROD & SERV.  
LIAISE WITH OERLIKON-BUEHRLE ON OFFSET PROGRAM. ENCOURAGE FURTHER IN-  
VESTMENT BY CORP. TO ACCESS NORTH AMERICAN DEFENCE MARKET.

EXPANSION OF INVESTMENT PLANS FOR CANADA  
BY O-B.

NON SECTORALLY ORIENTED ACTIVITIES

UTILIZE CANADA-SWISS BUSINESS ASSOC. AS PLATFORM FOR HIGH LEVEL  
SPEAKERS PROGRAM FEATURING CANADIAN POLITICAL AND BUSINESS LEADERS.  
HOLD BROAD "CANADIAN ECONOMY-INVESTMENT INTEREST" SEMINARS IN 3/4  
MAJOR CENTERS.

TURNAROUND NEGATIVE IMAGE OF CANADA FROM  
1970'S (FIRA/NEP) AND PROVIDE REALISTIC  
PERSPECTIVE ON CDN PROSPECTS. "OPEN FOR  
BUSINESS" THEME.

PROVIDE CURRENT INFO ON MAJOR FINANCIAL ISSUES IN CDA TO KEY BANK  
EXECUTIVES THROUGH MAILING (INFO SUPPLIED BY DEPT. OF FINANCE/INVEST-  
MENT CDA) + VISITS PROGRAM. INCLUDE INVESTMENT DEALERS IN CONTACT  
NETWORK.

MAINTAIN EXCELLENT CDN ACCESS TO SWISS  
CAPITAL MKT. INCREASE SWISS CONSIDERATION  
OF PORTFOLIO INVESTMENT TO CANADA.

DEVELOP INVESTOR TRACKING SYSTEM AND MAILING LISTS BY SECTORS OF  
CORPORATE EXEC. INFLUENCING INVESTMENT DECISIONS. MECHANIZE SYSTEM ON  
AES.

ESTABLISH BASE OF DATA USEFUL TO ANALYZE  
INVESTMENT CONSIDERATIONS FROM SWISS FIRMS  
AND COMPREHENSIVE FOLLOW UP SYSTEM.



409 - BERNE  
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

SWITZERLAND

RESULTS REPORTED

QUARTER : 1

ASSIST SWISS COMPANIES & ENTREPRENEURS IN THEIR INVESTMENT PLANS. (2) UTILIZE CANADIAN-SWISS ASSN. AS PLATFORM FOR HIGH LEVEL SPEAKERS PROGRAM. (3) PROVIDE INFO ON MAJOR FINANCIAL ISSUES. (4) PREPARE THREE MAJOR MAILINGS TO FINANCIAL COMMUNITY AND POTENTIAL INVESTORS.

TETTOVIL LTD, WHOSE DIR. HAD VISITED CDA IN FEB. TO STUDY POSSIBILITY OF SETTING UP A PLANT, HAVE TAKEN FINAL POSITIVE DECISION. (2) THE HON. MONTE KWINTER, MIN. OF FIN. INSTITUTIONS OF ONT., ADDRESSED THE CSA ON DEREGULATIONS IN THE FIN. SECTOR & MET WITH FIN. REPS. (3) SUCCESSFUL MAJOR MAILING ON CHANGES IN FINANCIAL REGULATIONS. (4) MAILING TO POTENTIAL INVESTORS RE INVESTMENT IN BREWING INDUSTRY.

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

-----

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

POST : 423-BONN

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON DEFENCE TRADE/INVESTMENT MISSION TO CANADA, SPRING 86

JOINT VENTURES, TECH TRANSFER, BUYING CONNEC-  
TIONS.

IDENTIFICATION OF REPRESENTATIVES AND COMPANY BUYING CONNECTIONS

INCREASE IN TRADE OPPORTUNITIES.

SURVEY OF MARKET POSSIBILITIES FOR SECURITY RELATED PRODUCTS.

IDENTIFICATION OF OPPORTUNITIES TO PENETRATE  
MARKET.

LONGER RANGE IDENTIFICATION OF MAJOR DEFENSE PROJECTS.

EARLY CORPORATE LINKAGES IN R & D PHASE. WILL  
IMPROVE ABILITY TO B & D AND SUCCEED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 (A) FOLLOW-UP ON HITEC '87 INITIATIVES (B) SURVEY  
OF SECURITY EQUIPMENT PRODUCTS & SECURITY SHOW  
IN ESSEN (C) FOLLOW-UP ON OCTOBER '86 RDP.

(A) VISITS OF 7 CDN DEFENCE COS IN APRIL AND MAY  
MARKETING ITINERARIES ARRANGED WITH BWB, GMOD &  
DEFENCE COS. (B) VISIT TO SECURITY SHOW AUTHORI-  
TIES, ESSEN. (C) VISIT OF CRAD TO FOSTER R & D CO-  
OPERATION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 423-BONN

001-AGRI & FOOD PRODUCTS & SERVICE  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FEED, FERTILIZER & VET PRODUCTS

INCREASE AWARENESS OF CANADIAN BEEF AND DAIRY CATTLE BY DISTRIBUTION OF NEW PR MATERIAL TO GERMAN BREEDERS.

MORE SEMEN AND LIVESTOCK SALES.

DAIRY TECHNOLOGY EXCHANGE BETWEEN CANADIAN AND GERMAN DAIRIES IN THE FRESH MILK PRODUCTS SECTOR.

NEW PRODUCTS/TECHNOLOGIES FOR CANADIAN DAIRIES AND CONSUMERS.

INCREASE AWARENESS OF GERMAN ELECTRONIC STATE OF THE ART HERDBOOK MANAGEMENT SYSTEMS IN CANADA.

PRODUCTIVITY INCREASE, COST SAVINGS IN CANADA, IMPROVEMENT OF INTL COMPETITIVENESS OF CDN INDUSTRY SECTOR.

PROVIDE INPUT FOR ASSESSMENT OF COOPERATION POTENTIAL BETWEEN CANADA AND FRG IN FOOD PROCESSING TECHNOLOGY, ESP. MEAT AND DAIRY SECTOR.

CHANGE FROM COMMODITY TO TECHNOLOGY TRANSFER WITH RESULTS AS 7-8. 1

TRACKING

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 (A)TRANSFER OF AGRIC ACTIVITIES TO CONGEN DUS-SELDORF(PHASE IN). (B)CDN NATIVE PARTICIPATION IN 1987 FRANKFURT FUR SHOW(C)BC FRUIT AND VEGETABLE PROCESSING MISSION TO INTERPACK '87.

(A)PHASE IN PERIOD WILL TAKE TIME & LEAVE MAIN REGULATORY & POLICY MATTERS IN BONN. (B)DISCUSSION OF ANTI TRAPPING PR ACTIVITIES & CONTRACTING MEASURES. (C)INTRODUCTION TO GERMAN PACKAGING, PROCESSING & DISTRIBUTION SECTORS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 423-EONN

005-COMM. & INFORM. EQP. & SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BROADCASTING (INC CATV)

CONTINUE CORPORATE LIAISON ACTIVITIES TO KEEP ABREAST OF EMERGING OPPORTUNITIES IN CATV SECTOR, PARTICULARLY NOW THAT PRIVATIZATION OF BROADCASTING IN RFA IS INCREASING.

EARLY INVOLVMENT OF CATV SUPPLIERS IN PROCUREMENT PROGRAMS OF BAVARIAN T.V. ORGANIZATIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 (A) VISITS OF MINISTER, SENIOR OFFICIALS OF MINISTRY PTT TO CANADA. (B) STUDY OF FRG TELECOMMUNICATION POLICY.

(A) INITIAL PLANNING FOR VISIT OF MINISTER ENGAGED. (B) MATERIAL COLLECTED: INTERVIEWS IN PROGRESS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 423-BONN

OOB-TRANSPORT SYS, EQUIP, COMP, SERV.  
GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

INCREASE AWARENESS BY DISTRIBUTION OF (NEW) PR MATERIAL TO GERMAN  
CAR PARTS IMPORT CONSORTIUMS.

MORE SALES.

INCREASE FOREIGN AWARENESS OF CANADIAN INTERNATIONAL AUTOMOTIVE  
SHOW (ORGANIZED BY AIA).

MORE SALES.

PROVIDE INPUT FOR ASSESSMENT OF QUESTION, IF CANADIAN CAR PART  
MANUFACTURERS, INSTEAD OF EXPORTING EX CANADA, SHOULD NOT HAVE OWN  
DISTRIBUTING AGENT IN FRG.

CLOSER VICINITY TO MARKET/CONSTANT REPRESENTATION  
COULD RESULT IN HIGHER SALES ON AFTER-  
MARKET AND POSSIBLY TO CAR MANUFACTURERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 (A) TRANSFER OF AUTO AFTERMARKET SECTOR TO MUNICH  
(B) CANADAIR CHALLENGER AFTER SALES SUPPORT AND  
MAINTENANCE LIAISON. (C) REPORTING ON EUROPEAN  
AIRCRAFT INDUSTRY & TRANSPORTATION POLICY.

(A) PHASE IN PERIOD UNDERWAY; INFORMATION ON  
DISTRIBUTORS/WHOLESALERS FORWARDED TO POST.  
(B) INITIAL CONTACTS ESTABLISHED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

423 - BONN  
PLANNING:

GERMANY WEST

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

ELECTRONICS EQUIP. & SERV PRODUCTS & COMPONENTS  
ELECTRONICS PRESENTATION AND SEMINAR WITH GELA USING MULTI-PROJECTOR  
SLIDE SHOW FOR LATE 87 OR EARLY 88 IN COOP WITH FRG IND. ASSN.

IDENTIFY AND STIMULATE INTEREST OF  
SPECIFIC GERMAN FIRMS IN THIS SECTOR TO  
CONSIDER INVESTMENT IN CANADA.

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.  
PURSUE SPECIFIC MACHINERY FIRMS IDENTIFIED AT PREVIOUS PROMOTION  
EVENTS.

EXPECT DECISION ON SPECIFIC INVESTMENTS IN  
CANADA.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE  
BUILDING ON HISTORY OF SEVERAL NEW FRG INVESTMENTS IN CANADA IN  
AUTOMOTIVE SECTOR. EMPHASIZE CONT. OPPORT. IN SPEECHES, PRESENTATIONS,  
PUBLICATIONS.

MAINTAIN MOMENTUM OF RECENT FLOW OF AUTO-  
MOTIVE INVESTMENT IN CANADA.

EDUCATION, MEDICAL, HEALTH PROD HOSP. & MEDICAL EQUIP, INSTRUM.  
FOLLOW-UP WITH SOME 20 FIRMS IN BOVARIA IDENTIFIED THROUGH RESP. TO  
SPECIAL BANK ELECTR. INFO PROJ. ENCOURAGE MED EQPT. MISSIONS TO CDA  
TENTATIVELY PLANNED FOR SPRING 88.

PERSUADE GERMAN FIRMS TO VISIT CANADA IN  
SPRING 88.

PETROCHEM & CHEM PROD, EQP, SERV CHEM & PETROCHEM PRODUCTS  
FOLLOW-UP SPECIFIC FIRMS IDENTIFIED THROUGH PROGRAM EVENTS, SEEK DRIE  
SUPPORT FOR FEASIBILITY STUDIES IN CHEM & PETROCHEM PROD, VISIT IN  
CANADA.

ONE OR MORE OF THESE FIRMS WILL DECIDE TO  
INVEST IN CANADA, LIKELY IN MARITIMES.

NON SECTORALLY ORIENTED ACTIVITIES

HIGH-LEVEL (AMBASSADOR) PRESENTATIONS TO SMALL PRE-SELECTED AUDIENCES  
OF POTENTIAL INVESTORS (DRAWN FROM PRIORITY SECTORS, USING CDA-BASED  
EXPERTISE AS APPROPRIATE).

IDENTIFICATION OF SPECIFIC FIRMS WITH  
INTEREST IN INVESTING IN CANADA.

SECTORAL VISITS TO 25 GERMAN COS IDENTIFIED BY MAJOR GERMAN BANK  
PROJECT IN COOP WITH CANADAN CHIEF EXECUTIVES.

DIRECT INVESTMENTS.

PUBLISH SPECIALIZED INVEST NEWS LETTER SCAN WITH RELEVANT CDN INVST  
NEWS QUOTE AS IT BREAKS UNQUOTE FOR SELECTED MAILING LIST OF  
INDUSTRIES AND INTERMEDIARIES.

STIMULATION OF INVESTOR INTEREST THROUGH  
SPECIFIC AND TIMELY INFO ON CDN DEVELOP-  
MENTS.

REPORT #5  
87/10/13

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

page 8

423 - BONN  
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

GERMANY WEST

RESULTS REPORTED

QUARTER : 1

SECTORAL PRESENTATIONS, JOINTLY WITH GERMAN FINANCIAL INSTITUTIONS & CDN INVESTMENT BANKS, TO SELECTED AUDIENCES, INCLUDING MINISTERIAL VISITS (COTE, OBERLE). (2) CORPORATE LIAISON VISITS WITH AMBASSADOR. (3) INFORMATION PROGRAMS, INCLUDING INVESTMENT NEWSLETTER "SCAN", DIRECTED AT GERMAN INTERMEDIARIES AND INDIVIDUAL FIRMS.

TWO CEO'S VISITING CANADA TO CONSIDER INVESTMENTS; TWO OTHER INVESTMENTS UNDER ACTIVE STUDY (CAPE BRETON AND PEI).

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

-----

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

POST : 414-BRUSSELS

009-FOREST PRODUCTS, EQUIP, SERVICES  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TIMBER FRAME CONSTRUCTION TECHNIQUE WILL CONTINUE TO BE AN  
IMPORTANT SEGMENT OF OUR ACTIVITIES.

INCREASED ACCEPTANCE BY BUILDERS, CONSUMERS,  
INSURERS, BANKERS.

REVIEW CURRENT SYSTEM, CONSUMER TASTES AND REVIEW GROWTH IN DIV  
TREND IN MARKET.

INTRODUCTION OF AT LEAST TWO NEW LINE OF HIGH  
VALUE ADDED WOOD PRODUCTS.

APPRISE CANADIAN INDUSTRY OF CURRENT STYLES, PATTERNS PRIVING.

BETTER TARGETTED MKG EFFORT BY CDN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SOLID WOOD PANELLING CIRCULAR TO CDN COMPANIES  
ON PROSPECTS. (2)HARDWOOD FLOORING INTRODUCE  
PRODUCT TO BUILDERS.

INTRODUCED MANUFACTURERS FROM ALTA & QUEBEC TO  
LOCAL CONTACTS. (2)NOVA SCOTIA (KENT HOMES)  
FOLLOWING UP EXCELLENT PROJECT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



POST : 414-BRUSSELS

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CREATION OF A STRUCTURE FOR DISTRIBUTION OF CANADIAN SOFTWARE IN  
BELGIUM WITH THE SUPPORT OF A MANUFACTURER AND A DISTRIBUTOR IN  
BELGIUM ASSISTED BY A SIMILAR STRUCTURE IN CANADA.

ANTICIPATED RESULTS:

WIDER DISTRIBUTION OF SOFTWARE, PRIMARILY IN  
THE FIELD OF EDUCATION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 FOCUS ON FLANDERS TECHNOLOGY INTERNATIONAL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

EXCELLENT RESULTS FROM PARTICIPANTS AND VISITING  
ALBERTA MISSION.

POST : 414-BRUSSELS

014-EDUCATION, MEDICAL, HEALTH PROD  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

FURSUE CONTACTS WITH BELGIAN FEDERATIONS, IMPORTERS AND DISTRIBUTORS (DIAGNOSTICS).

GREATER FAMILIARITY WITH MARKET.

ASSEMBLE DOCUMENTATION ON LARGEST COMPETING FIRMS (DIAGNOSTICS).

DETERMINE MOST POPULAR PRODUCTS AND FIND NICHES TO OCCUPY.

EXPLORE AND INITIATE CANADIAN PARTICIPATION WITH BELGIAN FIRMS IN THE AREA OF PLANT BIOTECHNOLOGY.

PUT CANADIAN EXPERTISE TO WORK IN THE FIELD, AND MARKET CANADIAN R & D.

(CREATE AN UP-TO-DATE LIST OF CANADIAN PRODUCERS, AND DEVELOP CONTACTS WITH THEM. STIMULATE VISITS TO BELGIUM BY REPRESENTATIVES OF CANADIAN PRODUCERS (DIAGNOSTICS).

FACILITATE APPROACHES TO THE BELGIAN MARKET AND DEVELOP DIRECT CONTACTS BETWEEN COMPANIES WITH A VIEW TO SPECIFIC DISCUSSIONS.

REFINE THE MARKET FOR IN VITRO DIAGNOSTICS FOR VETERINARY USE. FOLLOW THE TREND IN THE MARKET TO OFFER THE EQUIPMENT AND DIAGNOSTIC KIT IN SINGLE PACKAGE. (DIAGNOSTICS)

AVAILABLE NICHE COULD BE OCCUPIED BY CANADIAN EXPORTER. ASSIST CANADIAN EXPORTERS TO ADJUST THEIR STRATEGIES.

ESTABLISH THE BASIS FOR CANADIAN PARTICIPATION WITH BELGIAN FIRMS IN THE EUREKA PROJECT, DEALING WITH PLANT BIOTECHNOLOGY.

MUTUAL TECHNOLOGY TRANSFER AND MARKETING OF RESULTS IN NORTH AMERICA BY CANADIAN PARTICIPANT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DIAGNOSTIC MARKET STUDY BIOTECH: INTRODUCE PRODUCTS.

DIAGNOSTICS STUDY IN DRAFT  
FIRST SUCCESS WITH BIO-MEGA.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



414 - BRUSSELS  
PLANNING:

BELGIUM  
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

ELECTRONICS EQUIP. & SERV INSTRUMENTATION  
USING PC, DEVELOP CONTACT FILE FOR PRIORITY SECTORS BY LITERATURE  
SEARCH, INDUSTRY ASSOCIATIONS. DIRECT CONTACT WITH EXPORTERS TO CANADA  
AND CANADIAN SUBSIDIARIES, MAJOR CORPORATION INDEX.

SHORT LIST OF GOOD PROSPECTS IN  
BIOTECHNOLOGY.

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY  
USING PC, DEVELOP CONTACT FILE FOR PRIORITY SECTORS BY LITERATURE  
SEARCH, INDUSTRY ASSOCIATIONS. DIRECT CONTACT WITH EXPORTERS TO CANADA  
AND CANADIAN SUBSIDIARIES, MAJOR CORPORATION INDEX.

SHORT LIST OF GOOD PROSPECTS IN  
BIOTECHNOLOGY.

AGRI & FOOD PRODUCTS & SERVICE FOOD HANDLING, PROCESSING EQUIP  
USING PC, DEVELOP CONTACT FILE FOR PRIORITY SECTORS BY LITERATURE  
SEARCH, INDUSTRY ASSOCIATIONS. DIRECT CONTACT WITH EXPORTERS TO CANADA  
AND CANADIAN SUBSIDIARIES, MAJOR CORPORATION INDEX.

SHORT LIST OF GOOD PROSPECTS IN FOOD  
PROCESSING.

INDUSTRIAL MACHIN, PLANTS, SERV. SERVICES INCLUDING CONSULTING  
USING PC, ENGINEERING CONSULTANTS TO BE PROFILED FOR COMPLEMENTARY  
CAPABILITIES WITH CANADA.

SHORT LIST OF GOOD PROSPECTS IN  
BIOTECHNOLOGY.

NON SECTORALLY ORIENTED ACTIVITIES

IMPACT VISITS TO MAJOR CENTRES OUTSIDE BRUSSELS (ANTWERP, LIEGE,  
GHENT). AMBASSADOR AND TID PROGRAM OFFICERS, CANADIAN BANKERS, LAW-  
YERS, ETC.

BUILD AWARENESS OF CANADA, CANVAS INVEST-  
MENT INTEREST, SUPPORT RESIDENT CANADIAN  
BUSINESS INTERESTS.

"COMMERCIAL DIVISION AT YOUR SERVICE" BOOKLET.

PUBLICITY ON PERSONNEL AND SERVICES  
AVAILABLE AT EMBASSY TO FACILITATE  
CONTACTS FOR BELGIAN BUSINESS PEOPLE.

REPORT #5  
87/10/13

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

page 4

414 - BRUSSELS  
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

BELGIUM

RESULTS REPORTED

QUARTER : 1

PLANNED IMPACT VISIT TO ANTWERP POSTPONED TO  
SEPTEMBER.  
(2) FIRST ISSUE "CONTACT CANADA" PUBLISHED.

PANALIST BBL (BANK) SEMINAR.  
ORGANIZED ALBERTA INVESTMENT SEMINAR.

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

-----

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

POST : 703-BRUSSELS, NAC

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
BELGIUM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MANY NATO DEFENCE SYSTEMS DEVELOPMENT OPPORTUNITIES ARE IN EARLY PROGRAM STAGES (I. E. FEASIBILITY PHASE). OVER NEXT TWO YEARS, MANY WILL ENTER PROJECT DEFINITION, THE KEY PHASE FOR INDUSTRIAL PREPOSITIONING.

POST COMMERCIAL/ECONOMIC OFFICERS INTEND TO MAKE CONCERTED EFFORT TO DIRECT CANADIAN FIRMS TOWARDS SUB-CONTRACTS AND JOINT VENTURES WITH MAJOR INTERNATIONAL PRIME CONTRACTORS.

POST INTENDS TO PREPARE ANALYSIS OF POSSIBLE INITIATIVE IN AIR DEFENCE PRODUCTION SHARING FOR MAJOR NATO PROGRAM IN AIR COMMAND, CONTROL AND COMMUNICATIONS IN THE 1990'S.

CDN FIRMS WILL BENEFIT IN RELATION TO CDN GOVERNMENT R&D SUPPORT FOR PROJ. DEFINITION AND SUBSEQUENT DEVELOPMENT & PRODUCTION.

MORE EFFECTIVE APPLICATION OF CANADIAN SPECIALIZED CAPABILITY TO THE MARKET.

IF DND/DEA POLICY GUIDELINES ARE AGREED, SUCH AN INITIATIVE COULD RESULT IN INCREASED LEVERAGE FOR CDN CONTRACTORS & POST COMMERCIAL/ECONOMIC OFFICERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NATO AIR COMMAND AND CONTROL SYSTEM (ACCS). MEETING WITH CHAIRMAN AND GENERAL MANAGER OF HUGHES LED CONSORTIUM ACCSCO.

VISIT LED TO UNDERTAKING BY CHAIRMAN OF ACCSCO TO PROVIDE BRIEFING TO MEMBERS OF CDN NIAG IN SEPT. REPORTING OF ACCS RELATED ACTIVITIES BY POST HAS LED DND TO PLAN AN IND. BRIEFING ON ACCS FOR THE 19 AUG. IN OTTAWA.

QUARTER: 1 NATO FRIGATE PROGRAM.

TIMELY INTERVENTION BY POST ASSISTED DND IN DECIDING THAT CANADA WOULD CONTINUE TO PLAY A ROLE IN THIS VERY SIGNIFICANT COOPERATIVE PROGRAM.

QUARTER: 1 NATO COOPERATIVE DEVELOPMENT OF DEFENCE SYSTEMS.

POST REPORTED CRITICAL DETAILS OF DEVELOPING R & D PROGRAMS TO ENABLE KEY DECISIONS TO BE TAKEN IN DND AND DRIE ON CANADIAN INDUSTRIAL PARTICIPATION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 476-BUCHAREST

007-POWER & ENERGY EQUIP. & SERV.  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

OCI EXPORT PROMOTION FOR CERNAVODA UNITS 3/4/5.

SALE COMPONENTS FOR ADDITIONAL NUCLEAR EQUIPMENT.

BROWN COAL POWER BOILER UPGRADING

EQUIPMENT/SERVICE SALE FOR ONE UNIT WITH PROJECTS FOR SUBSEQUENT 8 UNITS.

HEAVY WATER LEASING/SALE FOR UNIT 1.

DEPENDS ON HOW SUCCESSFUL ROMANIANS WILL BE IN PRODUCING D 20 ON THEIR OWN FOR UNIT 1.

URANIUM CONCENTRATE FOR NUCLEAR FUEL FABRICATION.

TO BE EXPLORED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEW RELATIONSHIP FOR CERNAVODA UNITS 1&2 & FUTURE ROM INTENTIONS RE UNITS 3, 4, 5. -ROM BROWN COAL POWER UNITS UPGRADING - POSSIBLE CDN LEASE-SALE FOR CERNAVODA UNIT 1 HEAVY WATER.

RBD & OCI MET IN MAY WITH KEY DECISION MAKERS. SOME COMMITMENTS WERE MADE. - B & W CDA PROPOSAL IS DUE SOON. - AECL TO RESPOND TO ENQUIRY. PENDING VISIT BY ONTARIO HYDRO.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 476-BUCHAREST

010-MINE, METAL, MINERAL PROD & SRV  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING SUPPORT FOR CANADIAN EXPORTERS OF IRON ORE, COOKING COAL,  
ASBESTOS.

INCREASED EXPORT MARKET.

SOLICIT INFORMATION(NEW/UPDATED)FROM CANADIAN SUPPLIER OF IRON  
ORE, COOKING COAL, ASBESTOS NON-FERROUS TECHNOLOGY & REFRACTORY  
MATERIALS.

TO CLEARLY FAMILIARIZE ROMANIAN DECISION-MA-  
KERS WITH CANADIAN PRODUCTS/STANDARDS AND  
THEIR APPROPRIATENESS FOR MEETING ROMANIAN  
REQUIREMENTS.

DEVELOP PROGRAM OF CALLS ON CLIENTS (PRESENT/PROSPECTIVE)  
LEADING TO SEMINAR MISSION(S)

ENHANCED CANADIAN PROFILE WITH CLIENTS AND  
FUTURE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT CDN EXPORTERS IRON ORE, ASBESTOS, ETC.  
- ONGOING LIAISON WITH FTOS-END USERS.

IRON ORE-USX & QCM TO SUPPLY 1.9MM TONNES IN 87.  
-ASBESTOS-SUPPORT AT SENIOR ROM LEVELS FOR LAB  
CHRYSOTILE. - FACILITATING ENQUIRIES-INFO FLOW  
WITH PROSPECTIVE CDN SUPPLIERS RAW MATERIALS-  
KNOW-HOW.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



POST : 476-BUCHAREST

011-OIL & GAS EQUIPMENT, SERVICES  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MONITORING ROMANIAN PARTICIPATION IN USSR/GAS PIPELINE CONSTRUCTION PROJECT.

OBTAIN CLEAR PICTURE OF CANADIAN EXPORT POTENTIAL CAPABILITIES.

DEVELOP A SECTOR PROFILE & CIRCULATE TO POTENTIAL CANADIAN SUPPLIERS.

ESTABLISH COMMUNICATION BETWEEN CDN SUPPLIERS AND PROSPECTIVE ROM CLIENTS, POSSIBLY LEADING TO AN ALBERTA MISSION IN OCT. 1987.

TECHNICAL SEMINARS ON SOUR GAS, OILFIELD BLOWOUTS/FIREFIGHTING, THIRD COUNTRY COOPERATION & OTHER APPROPRIATE TOPICS (INCLUDING JOINT MANUFACTURING).

INCREASE ROM OIL & GAS SECTOR'S INTEREST IN CANADIAN CO'S CAPABILITIES.

ALBERTA GOVERNMENT TRADE MISSION

INTRODUCE ALBERTA COMPANIES TO PROSPECTIVE CLIENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 USSR GAS PIPELINE PROJECT. - SECTOR PROFILE-PREPARE-DISTRIBUTE. - CONVINCED ALTA GOVT TO SEND OIL-GAS MISS. TO ROM. ORGANIZE-FOLLOW-UP. - BUYERS TO INTERCAN '87 & FOLLOW-UP/TECHNICIANS TO TEKNICA.

ROM PARTICIPATION STILL UNCERTAIN. -COMPLETED EARLY-FEB. 87- MISS. APR 87 (EARLIER THAN ANTICIPATED). SO SUCCESSFUL SECOND IN OCT 87. - MET 30 FIRMS-ENQUIRIES FOR DLRS 20 MM-GOOD POTENTIAL - ROM TECHNICIANS NOW IN CALGARY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 476-BU CHAREST

009-FOREST PRODUCTS, EQUIP, SERVICES  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

OF GOING SUPPORT AS APPROPRIATE FOR CANADIAN SUPPLIERS OF WOOD PULP.

SPOT SALES.

DEVELOP A CLOSER RELATIONSHIP BETWEEN CANADIAN SUPPLIER, THE CANADIAN PULP & PAPER ASSOCIATION AND THE BUCHAREST POST.

ENHANCED CANADIAN COORDINATION.

WORKING TOGETHER TO DEVELOP PROGRAM OF CALLS ON KEY ROMANIAN OFFICIALS AND INVESTIGATE THE UTILITY OF SEMINAR MISSION(S).

ENHANCED CANADIAN PROFILE WITH CLIENTS AND FUTURE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP RE ENQUIRIES DEVELOPED IN FEB/MAR IN PULP/PAPER SECTOR. - DEVELOP CLOSER RELATIONSHIP BETWEEN CDN SUPPLIERS AND ROM IMPORTER.

PRESENTLY SELLERS MARKET. VERY LIMITED INTEREST FM CDN SUPPLIERS. - ROMM IMPORTER VERY INTERESTED IN POSSIBLE CDN SUPPLY PULP AND PAPER PRODUCTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 476-BUCHAREST

003-GRAINS AND OILSEEDS  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING SUPPORT AS /WHEN REQUIRED.

ENCOURAGE CLOSE COMMUNICATION BETWEEN CANADIAN WHEAT BOARD AND  
FOREIGN TRADE ORGANIZATION AGROEXPORT.

INVESTIGATION TO LEARN WHICH CWB AGENTS ARE SELLING IN ROMANIA;  
WORK WITH THEM AND OTHERS TO INCREASE CANADIAN EXPORTS OF BARLEY,  
RYE, CANOLA.

WORKING WITH CWB AND ITS AGENTS, DEVELOP PROGRAM OF CALLS ON KEY  
OFFICIALS AND INVESTIGATE THE UTILITY OF SEMINAR MISSION(S).

SOME CONTINUING SPOT SALES OF BARLEY.

ENHANCED PROMOTION OF CANADIAN BARLEY, RYE,  
CANOLA.

ENHANCED PROMOTION OF CANADIAN BARLEY, RYE,  
CANOLA.

INCREASED SALES OF BARLEY, RYE, CANOLA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGE CLOSER COMMUNICATION BETWEEN CWB AND  
ROM AGRICULTURE DECISION MAKERS.  
-REACTIVATE CDA AGRIC-ROM AGRIC. RELATIONSHIP.

2 ROM OFFICIALS ATTENDED CIGI OILS & OIL SEEDS  
COURSE IN WPG - MAY 87. -ISSUE RAISED IN CONTEXT  
OF JOINT GOVERNMENTAL COMMISSION HELD MAY 87.  
ACTIVE CONSIDERATION OF PROJECTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 473-BUDAPEST

007-POWER & ENERGY EQUIP. & SERV.  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ALBERTA COMPANY WILL RUN TWO PILOT PROJECTS (STARTING NOV '86)  
USING WASTE HEAT FROM GAS DECOMPRESSION PLANTS TO GENERATE  
ELECTRICITY & ONE PROJECT USING GEOTHERMAL HEAT (STARTING  
JUNE '87).

WE FULLY EXPECT THAT THESE PROJECTS WILL BE  
SUCCESSFUL AND WILL LEAD TO MULTIMILLION \$  
EQUIPMENT SALES LASTING AT LEAST FIVE YEARS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A/ LEND SUPPORT TO START-UP OF 2 PILOT PROJECTS  
BY REACT LTD.  
B/ SIGN BILATERAL NUCLEAR AGREEMENT.  
C/ ASSIST ONTARIO HYDRO'S MARKETING EFFORTS.

A/ PROJ. DELAYED DUE TO PROBLEMS WITH REACT'S  
EQUIP. FALL START NOW EXPECTED. B/ CDA & HUNGARY  
HAVE AGREED TO NEGOTIATE A NUCLEAR AGREEMENT.  
C/ ONT. HYDRO AWARDED \$700,000 STUDY CONTRACT  
WITH HUNGARIAN POWER TRUST.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 473-BUDAPEST

011-OIL & GAS EQUIPMENT, SERVICES  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CANADIAN COMPANIES HAVE RECENTLY BECOME VERY AGGRESSIVE IN THIS SECTOR & MANY ARE ACTIVELY INVESTIGATING THE PROSPECTS OF WORKING MORE CLOSELY WITH HUNGARIAN EQUIPMENT MANUFACTURERS.

WE EXPECT TO SEE A STEADY INCREASE IN CANADIAN SALES IN THIS SECTOR.

WE WILL CONTINUE ENCOURAGING CDN CO. TO CONSIDER THE BENEFITS OF APPROACHING THIS & THIRD COUNTRY MARKETS WITH HUNGARIAN MANUFACTURERS AS WELL AS TO INVESTIGATE THE PROSPECTS OF ESTABLISHING A SHARED CANADIAN MARKETING OFFICE HERE.

IT IS HOPED THAT THE ESTABLISHMENT OF MORE PERMANENT MARKETING CONNECTIONS HERE WILL ENABLE THEM TO COMPETE MORE EFFECTIVELY AGAINST THEIR WEST EUROPEAN BASED COMPETITORS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A/ CONTINUE TO SUPPORT CANADIAN MARKETING EFFORTS. B/ ENCOURAGE CDN-HUNGARIAN JV'S.

A/ CDN. COMPANIES WIN CDN \$1 MILLION IN EXPORT ORDERS UNDER WORLD BANK FINANCED PROJECTS.  
B/ NEW TRI-D-CHEM J. V. EXHIBITS AT INTERCAN '87.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 473-BUDAPEST

001-AGRI & FOOD PRODUCTS & SERVICE  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

CONTINUE SUPPORTING ONGOING EFFORTS TO ESTABLISH A CANADIAN LIVESTOCK JOINT VENTURE IN HUNGARY.

INCREASED CANADIAN EMBRYO, SEMEN & BREEDING STOCK SALES. IMPROVED LIVESTOCK SALES TO THIRD MARKETS.

VISIT BY D. M. NOREAU (AGR. CDA) TO HUNGARY. TRIP TO COINCIDE WITH FIRST MEETING OF JOINT AGRICULTURE COMMITTEE.

STRENGTHENING OF AGRICULTURE TRADE RELATIONS WITH EXPANDED COVERAGE OF REVISED JOINT AGRICULTURE COMMITTEE.

AGDEVCO PLANS TO START PROMOTING FARM MACHINERY (VIA OFFICE IN VIENNA) IN 1987.

CANADIAN FARM MACHINERY WILL LIKELY BE DISPLAYED AND TESTED IN HUNGARY.

FOOD HANDLING, PROCESSING EQUIP

WE ARE CURRENTLY TRYING TO INTEREST LEADING CANADIAN FOOD PROCESSORS TO VISIT HUNGARY.

THEY WILL DECIDE TO TARGET HUNGARY'S FOOD PROCESSING SECTOR FOR MARKETING ACTIVITY.

MARKET ASSESSMENT VISIT BY ONE OR TWO LEADING CANADIAN FOOD PROCESSORS TO HUNGARY.

DECISION TO ACTIVELY PURSUE HUNGARY'S FOOD PROCESSING SECTOR.

SERVICES INCLUDING CONSULTING

QUEBEC COMPANY WILL ADD HUNGARIAN STATE FARM TO ITS DAIRY HERD ANALYSIS SYSTEM ON A PILOT PROJECT BASIS AS WELL AS EXCHANGING TECHNICAL EXPERTS.

WORK WITH HUNGARIAN AUTHORITIES TO DEVELOP A DHAS FOR HUNGARY.

ONCE HUNGARY'S DHAS HAS BEEN ESTABLISHED, WORK WITH MCGILL AND HUNGARIANS TO SELL THE NEW VERSION OF THE SYSTEM IN OTHER COUNTRIES.

FOLLOW-ON SALES TO THIRD MARKETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT BY D. M. NOREAU AND FIRST JOINT AGRIC. MEETING.

D. M. MOREAU VISITED HUNGARY APR. 11-14 AND SIGNED JOINT AGRICULTURE AGREEMENT - FIRST JOINT AGR. MEETING NOT HELD.

QUARTER: 1 MCGILL UNIVERSITY TO ADD HUNG. STATE FARM TO THE DHAS AS PRELUDE TO DEVELOPING HUNG. VERSION OF THE SYSTEM.

DUE TO RESTRUCTURING OF HUNGARIAN INSEMINATION COMPANIES PILOT PROJECT HAS NOT STARTED. ANOTHER FARM IS INTERESTED BUT MCGILL HAS YET TO RESPOND

REPORT 4  
87/09/25

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

PAGE : 41

POST : 473-BUDAPEST

001-AGRI & FOOD PRODUCTS & SERVICE  
HUNGARY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ORGANIZE A DAIRY SEMINAR FOR AGRICULTURE CANADA.

DAIRY SEMINAR POSTPONED BY AGRICULTURE CANADA  
NO NEW DATE GIVEN.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 435-COPENHAGEN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

AS A RESULT OF KONTOR & DATE INFO BOOTH 50 DANISH COMPANIES HAVE EXPRESSED INTEREST IN SPECIFIC CANADIAN PRODUCTS. POST IS FOLLOWING UP ON EACH CONTACT WITH ADDITIONAL INFO AND PERSONAL CALLS.

DANISH/SCANDINAVIAN COMPUTER MAGAZINE JOURNALIST VISIT TO CANADA FOR SELECTED COMPANY VISITS.

INTRODUCING NEW CDN COMPANIES APPROX. 20 PER QUARTER. CONTACT/CALL ON SELECTED DANISH COMPANIES/TELEPHONE COMPANIES RE CANADIAN X.25 EQUIPMENT SUPPLY CAPABILITIES (SEE 7.9) (ALSO PROPOSE MISSION).

PROGRAM TO INCREASE AWARENESS OF CDN SUPPLY CAPABILITY USING DIRECT MAIL, ATTENDANCE AT TRADE SHOWS, SELECTED COMPANY CALLS.

ANTICIPATED RESULTS:

5 - 6 NEW BUYING CONNECTIONS.

INCREASED MEDIA FOCUS (ARTICLE) ON CDN INFORMATICS CAPABILITIES - IMPROVE CDA'S IMAGE AS HIGH TECH EQUIPMENT SOURCE.

4 NEW BUYING CONNECTIONS PER QUARTERS.

DANISH REQUEST FOR OUR ASSISTANCE IN SOURCING TO INCREASE 15%.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -INCOMING COMPUTER JOURNALIST TO CDA JUNE 87 -  
MOBILE DATA INT'L PROD. DEMONSTRATION MAY 87 -SE-  
MI TECH MICROELECTRONICS - ACADZ INC. - REPOR-  
TING RE DANISH SATELLITE TV LIBERALISATION -MAR-  
KET ASSESSM. FOR POTENT. MEMBERS FALL 88 MISSION

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

-CDN. EXPOSE-ARTICLE EXPECTED PUBLISHED AUG. 88 -  
NEW POTENT. CUSTOMERS IDENTIF. -SALES OFFICE ESTAB  
-DISTRIBUTOR EXPECTED BY AUG. 87 - EXPECTED  
ANNUAL SALES: \$120,000 - COMPLETED - COMPLETED.



POST : 435-COPENHAGEN

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

NEW PROGRAM MANAGER RESPONSIBLE FOR SECTOR IN PROCESS OF ESTABLISHING CONTACT WITH KEY DECISION MAKERS.

INTRODUCTORY CALLS TO BE COMPLETED 12/86  
FURTHER CALLS AND SOME OF HOSPITALITY EVENTS  
WILL CONSOLIDATE CONTACTS.

THIS SECTOR IS FOCUS OF MAJOR ONGOING PROMOTION EFFORTS. WE WILL UNDERTAKE PROGRAM OF REGULAR CALLS ON KEY DECISION MAKERS AND WHEN APPR. SUPPLEMENT THESE WITH CALL AT POLITICAL LEVEL.

INCREASED SALES OF \$ 5 M.

OFFSET ISSUE CONTINUES TO THREATEN FUTURE SALES EXPANSION. WE WILL WORK WITH DANISH OFFICIALS TO TRY TO MINIMIZE IMPACT.

CONTINUED SALES POSSIBILITIES.

OTHER DEFENSE PROD & SERV.

NEW PROGRAM MANAGER RESPONSIBLE FOR SECTOR IN PROCESS OF ESTABLISHING CONTACT WITH KEY DECISION MAKERS.

INTRODUCTORY CALLS TO BE COMPLETED 12/86  
FURTHER CALLS AND SOME OF HOSPITALITY EVENTS  
WILL CONSOLIDATE CONTACTS.

THIS SECTOR IS FOCUS OF MAJOR ONGOING PROMOTION EFFORTS. WE WILL UNDERTAKE PROGRAM OF REGULAR CALLS ON KEY DECISION MAKERS AND WHEN APPROPRIATE SUPPLEMENT THESE WITH CALL AT POLITICAL LEVEL.

INCREASED SALES OF \$ 2M.

OFFSET ISSUE CONTINUES TO THREATEN FUTURE SALES EXPANSION. WE WILL WORK WITH DANISH OFFICIALS TO TRY TO MINIMIZE IMPACT.

CONTINUED SALES POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT OF TDD, COL. LAST DND, A. M. WILLIS DRIE AND D. COLLINS TPD FOR CANADA DENMARK INFORMAL RDP DISCUSSIONS AND EXCHANGE OF VIEWS ON OFFSETS ISSUE JUNE 11.

ARRANGED MEETINGS & ACCOMPANIED GROUP. HOSTED WORKING LUNCHEON. GOOD EXCHANGE OF VIEWS WITH DANISH MIN. OF DEFENCE, DEFENCE STAFF AND MIN. OF INDUSTRY.

QUARTER: 1 ESTABLISH CLOSER CONTACTS WITH KEY MILITARY PLANNERS AND MATERIAL OFFICERS.

VISITED AIR MATERIAL COMMAND, ARRANGED FOR CDN. MILITARY ATTACHE TO VISIT NAVAL MATERIAL COMMAND (AS CIVILIAN VISITS NOT ENCOURAGED). MET WITH MIN. OF DEFENCE PLANNING STAFF ON THEIR PROPOSED DEFENCE PLAN AND PROCUREMENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 435-0 OPENHAGEN

006-ELECTRONICS EQUIP. & SERV  
DENMARK

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INTRODUCE APPROX. 10 CANADIAN COMPANIES TO MARKET PER QUARTER.

2 - 3 NEW BUSINESS CONNECTIONS PER QUARTER.

IMPROVE GENERAL AWARENESS OF CANADIAN ELECTRONICS SUPPLY CAPABILITY VIA DIRECT MAILING, TRADE SHOW ATTENDANCE, PERSONAL CALLS.

2 - 3 NEW BUSINESS CONNECTIONS PER QUARTER.

UPDATE INVENTORY OF TRADE CONTACTS TO REFLECT NEW INTERESTS/TRENDS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 435-COPENHAGEN

001-AGRI & FOOD PRODUCTS & SERVICE  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

THIS SECTOR REPRESENTS THE MAJOR PORTION OF OUR RESPONSIVE WORK-LOAD WITH OVER 90 REQUESTS FOR ASSISTANCE RECEIVED EACH QUARTER. GIVEN THE OFTEN LIMITED MARKET PROSPECTS WE ARE DEVELOPING STANDARD MARKET INFO SHEETS TO ASSIST FIRMS IN DEFINING WHETHER THEY

WE PLAN TO MINIMIZE TIME REQUIRED TO RESPOND TO REQUESTS FREEING MORE TIME TO WORK ON TECHNOLOGY INFLOW PROGRAM.

THE TECHNOLOGY INFLOW POTENTIAL OF THIS SECTOR IS HIGH. POST HAS IDENTIFIED FIRMS WITH SUITABLE TECH FOR CDN INDUSTRY & WILL START PROGRAM OF DETAILED FOLLOW UP INCLUDING ATTENDANCE AT MAJOR TRADE SHOWS ANUGA/SIAL/IFE.

6 - 8 NEW LICENSING AGREEMENTS FOR THE YEAR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 THIS SECTOR GENERATES NEARLY HALF RESPONSIVE WORK LOAD. THEREFORE NO ACTIVITIES PER SE ARE PLANNED AS SIMPLY KEEPING UP WITH REQUESTS ALREADY IMPLIES A HEAVY ALLOCATION OF SCARSE POST RESOURCES.

-HANDLED 195 ENQUIRIES. - SENT 2 INFORMAL AG SITUATION REPORTS. - SEE ITEMS 3, 4 AND 8 UNDER UNEXPECTED EVENTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

435 - COPENHAGEN  
PLANNING:

DENMARK  
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

MINE, METAL, MINERAL PROD & SRV MINERALS AND MINERAL PRODUCTS  
WORKING WITH INVESTMENT CDA & DRIE WE WILL PROVIDE SPECIFIC INFO ON  
CDN MARKET CONDITIONS, I. E. ACCESS TO US MKT, TRANSPORTATION/LABOUR  
COSTS, REGULATORY ENVIRONMENT, FINANCING IN THE MINE, METAL, MINERAL  
PRODUCT AND SRV. SECTORS.

COMPANY LIKELY TO DECIDE ON LOCATION OF  
INVESTMENT MID 1987.

AGRI & FOOD PRODUCTS & SERVICE FOOD HANDLING, PROCESSING EQUIP  
AS DANISH CORPORATE INVESTMENT HAS BEEN EXPORT LED WE WILL CALL ON  
LEADING EXPORTERS TO NORTH AMERICA TO ASCERTAIN (WHERE POSSIBLE) THEIR  
EXPANSION PLANS IN AGRI AND FOOD PRODUCTS AND SERVICE INDUSTRIES.

CALLS ON TOP 20 FIRMS. THEY WILL BE PRO-  
VIDED WITH INFO ON PROGRAM SUPPORT TO  
ASSIST THEIR INVESTMENT/DECISIONS.

CONSUMER PRODUCTS FURNITURE & APPLIANCES  
A DIRECT MAIL CAMPAIGN TO DANISH EXPORTERS PROVIDING INFO ON CANADIAN  
MARKET AND SUPPORT PROGRAMS FOR POTENTIAL INVESTORS IN CONSUMER  
PRODUCTS SECTOR (FURNITURE AND APPLIANCES).

TO INCREASE INTEREST IN CANADA AS POSSIBLE  
SITE OF INVESTMENT - TO STIMULATE INCREAS-  
ED RESPONSIVE WORKLOAD.

NON SECTORALLY ORIENTED ACTIVITIES

THERE ARE RELATIVELY FEW INSTITUTIONAL INVESTORS. HOWEVER THEY HANDLE  
SUBSTANTIAL SHARE OF DANISH FOREIGN INVESTMENT. POST WILL EMBARK ON  
PROGRAM OF CALLS AS MEANS OF GENERAL IMAGE ENHANCEMENT PROGRAM.

CALLS ON TO 20 FIRMS. IF INTEREST WILL OR-  
GANIZE SEMINAR WITH PARTICIPATION BY  
CANADIAN BANKING AND INVESTMENT INDUSTRY.

435 - COPENHAGEN  
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

DENMARK

RESULTS REPORTED

QUARTER : 1

DIRECT PORTFOLIO INVESTMENT: TO IDENTIFY COPENHAGEN BROKERS WITH STRONG CDN INTEREST SECTIONS TO ENABLE FURTHER FOCUSING OF OUR PROMO EFFORTS (2) DIRECT CORP. INVESTMENT: TO COMPLETE OUR MAILING LIST OF DANISH EXPORTERS TO CDA IN PREPARATION FOR SEPT. DIRECT MAILING CAMPAIGN. (3) TO ESTABLISH CLOSER TIES TO DANISH BANKS AS THEY PLAY KEY INTERMEDIARY ROLE. (4) TO MAINTAIN CLOSE CONTACT WITH FIRMS ON OUR TARGET LIST.

15 MAJOR BROKERS IDENTIFIED. THEY ARE HANDLING APPROX. \$4M CDN. PER QUARTER OUT OF REPORTED \$7M OF DANISH PURCHASE OF SHARES & BONDS IN CANADA. (2) MAILING LIST STILL NOT FINALIZED. DELAYED TO 2ND QUARTER. (3) CLOSE CONTACT ESTABLISHED WITH COPENHAGEN HANDELSBANK'S & DEN DANSKE BANK'S INTL & M&A DIV (4) INVITED TARGET FIRMS TO HUBBARD PRESENTATION/LUNCHEON JUNE 4. MADE 3 COMPANY CALLS.

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

-----

POST : 436-DUBLIN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

CANADIAN PARTICIPATION AT THE 1987 NATIONAL AIR SHOW  
AT BALDONNELL MILITARY AIRFIELD.

IMPROVED PUBLICITY FOR CANADIAN AEROSPACE  
PRODUCTS.

REPRESENT CANADIAN EMBASSY DUBLIN AT PARIS AIR SHOW 1987.

TO EXPOSE SENIOR IRISH OFFICIALS OF CANADIAN  
AEROSPACE PRODUCTS.

SUPPORT AIRTECH IRELAND IN CANADIAN/IRISH JOINT VENTURE COMPANY  
TO DEMONSTRATE ITS PRIMARY TRAINER TO THE IRISH ARMY AIR CORPS.

HAVE CANADIAN TRAINER SPECS REFLECTED  
IN THE IRISH ARMY AIR CORPS REQUIREMENTS.

TO CONTINUE WITH MARKETING EFFORTS ON BEHALF OF CDN AEROSPACE  
INDUSTRY AND REGULARLY CALL ON AER LINGUS, GUINNESS PEAT  
AVIATION AND RYANAIR.

POSSIBLY 2 DASH 7 AND 2 DASH 8.

TO ASSESS INTEREST OF GUINNESS PEAT AVIATION IN  
CAE SIMULATORS.

LEASING SIMULATORS ON A WORLDWIDE BASIS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONGOING FOLLOW-UP WITH GPA, AER LINGUS AND  
RYANAIR RE THEIR INTEREST IN DASH 7 & 8. LIAISON  
WITH GPA & AER LINGUS RE POSSIBLE PURCHASE B737/  
300 AS WELL AS ONE FOKKER 100 FLIGHT SIMULATORS  
(AND OTHER AEROSPACE PRODUCTS).

GPA IS CLOSE TO DECISION TO PURCHASE 25 DASH 8  
SUBJECT TO ACCEPTABLE FINANCIAL PACKAGE. GPA HAS  
BOUGHT SECOND HAND CANADAIR CHALLENGER FOR  
CHAIRMAN'S USE. GPA/FSI AND GPA/AER LINGUS  
CONSORTIA SEEKING QUOTES FOR 2 CAE SIMULATORS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 436-DUBLIN

015-CONSTRUCTION INDUSTRY  
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MONITOR AND REPORT FORTHCOMING DEVELOPMENTS RE DUBLIN DOWNTOWN  
TRANSPORT COMPLEX. PROPOSAL MADE BY CANADIAN CONGLOMERATE.

GOVERNMENT DECISION AWAITED LATE '86. IF  
NEGATIVE, THERE IS POSSIBILITY THAT NEW GOVT  
IN '87 MIGHT REVERSE DECISION.

FOLLOW UP ON CANADIAN APPROACHES TO IRISH AIRPORT AUTHORITY  
CONCERNING DUBLIN AIRPORT RUNWAY EXPANSION.

BETTER POTENTIAL IF JOINT VENTURE WITH IRISH  
CONSTRUCTION COMPANY IS ESTABLISHED.

ONGOING DISCUSSIONS WITH MANAGEMENT AT PARC CONSULTANTS CONCER-  
NING HOSPITAL DEVELOPMENTS IN MIDDLE EAST.

SUBJECT TO CONSTRUCTION OF NEW HOSPITAL  
CONTRACTS IN MIDDLE EAST.

ASSESS AND REPORT ON GOVT PLANS TO CONSTRUCT NEW SUBURBAN RAIL  
LINK FROM DUBLIN CITY CENTRE TO WESTERN SUBURBS.

NO DEVELOPMENTS BEFORE 1989. IRISH TRANSPORT  
AUTHORITY (CIE) HAS BEEN MADE AWARE OF  
CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP ON CANADIAN PROPOSAL TO CONSTRUCT  
POUND 200 M TRANSPORTATION COMPLEX IN DUBLIN.  
LIAISON WITH AER RIANTA RE RUNWAY EXPANSION AT  
DUBLIN AIRPORT.

AS A RESULT OF CHANGE OF GOVERNMENT IN IRELAND,  
PROJECT HAS NOW LOW PRIORITY. FOLLOW UP BY  
CANADIAN CONSORTIA MAY BE WARRANTED. CONTRACT  
AWARDED TO IRISH/BRITISH JOINT VENTURE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 436-D JBLIN

001-AGRI & FOOD PRODUCTS & SERVICE  
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

GENERATE GREATER CANADIAN INVOLVEMENT IN IRISH (AND EEC) MARKETS THROUGH JOINT VENTURES WITH IRISH PARTNERS.

SERIOUS INTEREST IN THIS CONCEPT ON THE PART OF IRISH INDUSTRY AND AUTHORITIES. EASIER ACCESS TO IRISH & EEC MARKETS.

FOLLOW-UP RE POSSIBILITIES OF CO-OPERATION BETWEEN IRISH AND CANADIAN BREWERS

HIGHLY COMPETITIVE MARKET. INITIAL CONTACT.

DISCUSS CANADIAN SOURCING OPTIONS WITH FRUIT IMPORTERS OF IRELAND LTD (FII).

INCREASING INTEREST ON PART OF FII IN NEW SOURCES.

DEVELOP MARKET FOR CANADIAN WINE.

SAMPLES EN ROUTE TO LOCAL WINE IMPORTER/RETAILER.

FOLLOW UP MEETINGS WITH KERRY CO-OP CONCERNING TRANSFER OF TECHNOLOGY IN FOOD SECTOR. KERRY CO-OP ALSO INTERESTED IN INVESTMENT POSSIBILITIES IN CANADA.

CANADIAN CONSULTANT TO MAKE RECOMMENDATIONS TO KERRY CO-OP. POSSIBLE VISIT TO CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGE CANADIAN INDUSTRY TO CONSIDER TECHNOLOGY TRANSFER (DAIRY, MEAT AND FISH PRODUCTS) WITH IRISH INDUSTRY.

DESPITE POST EFFORTS, THE LEVEL OF INTEREST ON PART OF CANADIAN FIRMS HAS BEEN DISAPPOINTING. IRISH FIRMS ARE SERIOUSLY INTERESTED. CANADIAN BEER AND WINE NOW BEING MARKETED IN IRELAND.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



POST : 436-DUBLIN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

FOLLOWING FEASIBILITY STUDY ON COMPUTERIZATION OF IRELAND'S  
NATURAL RESOURCES. CANADIAN GROUP WILL SUBMIT THEIR FINDINGS  
TO NATIONAL BOARD FOR SCIENCE AND TECHNOLOGY.

CONSULTANCY CONTRACT WILL DEPEND ON  
AVAILABILITY OF IRISH FUNDING

MAINTAIN CONTACT WITH NATIONAL BOARD FOR SCIENCE & TECHNOLOGY RE  
LIKELY OUTCOME.

CONSULTANCY CONTRACT WILL DEPEND ON AVAILABI-  
LITY OF IRISH FUNDING.

FOLLOW UP ON POSSIBLE IRISH-CANADIAN CO-OPERATION ON EUREKA  
PROJECT.

INVOLVEMENT OF CANADIAN SUBSIDIARIES IN  
IRELAND IS REALISTIC.

BROADCASTING (INC CATV)

IF THE IRISH DEPARTMENT OF COMMUNICATIONS ADOPTS MMDS  
CANADIAN SPECIALIST COMPANIES WILL LINK UP AGAIN WITH IRISH  
CABLE TV FIRMS.

SUBSTANTIAL POTENTIAL FOR BOTH CONSULTANCY  
AND CATV EQUIPMENT.

IRISH DOC HAVE RECENTLY LEGALISED CONSUMER SATELLITE DISHES  
DISHES(INC CDN UNITS) HAVE BEEN MARKETED DESPITE RESTRICTIONS.  
FOLLOW-UP WITH IRISH IMPORTERS IN ANTICIPATION OF INCREASED  
SALES.

GROWING MARKET.

IRISH DOC HAVE RECENTLY LEGALISED CONSUMER SATELLITE DISHES.  
DISHES(INC CDN UNITS)HAVE BEEN MARKETED DESPITE RESTRICTIONS.  
FOLLOW UP WITH IRISH IMPORTERS IN ANTICIPATION OF INCREASED SALES

GROWING MARKET.

MEET SENIOR MANAGEMENT OF ATLANTIC SATELLITES CONCERNING THEIR  
LAUNCH PLANS. FINAL DECISION AWAITED.

IF PROJECT GOES AHEAD, MAJOR WORK WILL BE  
UNDERTAKEN BY HUGHES SATELLITE WHO HAVE ALSO  
INVESTED IN IRISH COMPANY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 USE OF CANADIAN TECHNOLOGY IN IRISH CABLE  
TELEVISION AND REMOTE SENSING SECTORS. IRISH  
CANADIAN CO-OPERATION FOR EUREKA PROJECTS.

IRISH DOC PROVIDED INTR. TO MMDS TECHNOLOGY.  
MACDONALD DETTWILER CONTINUE FOLLOW UP WITH  
IRISH AUTHORITIES. CDN WESTINGHOUSE INTEREST IN  
JOINTLY DEVELOPING CERAMIC COATING OF GAS TURBI-  
NE BLADES WITH SIFCO UNDER EUREKA 33.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

436 - DUBLIN  
PLANNING:

IRELAND  
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

AGRI & FOOD PRODUCTS & SERVICE SEMI & PROCESSED FOOD & DRINK  
ALERT SELECTED FIRMS OF MERITS OF ESTABLISHING A CDN OPERATION WHICH  
COULD SUPPLY USA MARKET.

ONE FIRM IS ACTIVELY SEEKING CDN  
PROJECT/PARTNER. LIKELY CANDIDATE WOULD  
BE IN FROZEN FOOD BUSINESS.

FOREST PRODUCTS, EQUIP, SERVICES PULP AND PAPER PRODUCTS  
ONE FIRM IS CONT'ING ITS PROGRAM OF EXPANDING ABROAD AND WHERE FEA-  
SIBLE, WE PLAN TO BRING INDIV. OPPORT TO THEIR ATT. CO OWNS A PAPER  
PLANT IN KINGSTON, ONTARIO.

THE FIRM IS 294 IN FORTUNES 500 USA  
INDUSTRIAL CORPS. THEY ARE MONITORING  
PROSPECTS IN CANADA.

CONSTRUCTION INDUSTRY ARCHITECT, CONSTRUCT SERVICES  
SEVERAL LEADING IRISH COMPANIES HAVE ESTABLISHED OPERATIONS ABROAD.  
EMBASSY HAVING ONGOING DISCUSSIONS WITH SENIOR EXECUTIVES IN CONSTRUC-  
TION SECTOR TO DEMONSTRATE BUOYANCY OF MARKET IN CANADA.

HAVING MADE SUBSTANTIAL INVESTMENTS  
IN U.S., BELIEVE THAT WITH SUCH COMPANIES  
AS CEMENT ROADSTONE, SIAC, THAT CANADA IS  
UNDER CONSIDERATION.

COMM. & INFORM. EQP. & SERV ROBOTICS & ARTIFICIAL INTELL.  
FOLLOW UP WITH ANCILLARY ACTIVITIES DIV OF AER LINGUS AS TO ITS  
INVESTMENT RESULTS IN AUTOMATION TOOLING SYSTEMS (ATS) ROBOTIC  
FACILITY IN KITCHENER.

ATS PROJ CONT TO EXPAND FURTHER ACQUI-  
TIONS POSSIBLE. GOV'T OWNED AER LINGUS  
LOOKING AT FGN INVST OPPORT AGRESSIVELY.

NON SECTORALLY ORIENTED ACTIVITIES

ALERT IRISH BANKS AND OTHER FINANCIAL INSTITUTIONS AS TO ATTRACTIONS  
OF INVESTMENT IN CANADA. BANKS THEMSELVES ARE LOOKING AT N. AMERICA,  
E. G., ALLIED IRISH BANKS MAJORITY HOLDING IN FIRST MARYLAND BANK.

BNKG EX. MAY ADV. CORP CLIENTS THAT CDA IS  
"OPEN FOR BUS.". DISADV-MAJ. IRISH BKS HAVE  
NO OFFICES OR SUBSDRY OPER'NS IN CDA. BNK  
OF NS CAN PROMOTE CDA AS AN INVST BASE.

LIAISE WITH IMMIGRATION DIVISION CONCERNING IMMIGRANT ENTREPRENEURS  
AND OTHER INVESTORS.

INCREASING NUMBER OF ENQUIRIES. PUNITIVE  
IRISH TAX REGIME IS RESULTING IN INDIVI-  
DUALS WITH MEANS AND INITIATIVE TO  
EMIGRATE.

LIAISE WITH IRISH OFFICES OF INTERNATIONAL ACCOUNTANCY FIRMS. SUCH AS  
PRICE WATERHOUSE, DELOITTE HASKINGS, AND LYBRAND ETC.

INITIATE REGULAR MEETINGS AND ASSIST WHERE  
POSSIBLE.

REPORT #5  
87/10/13

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

page B

436 - DUBLIN  
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

IRELAND

RESULTS REPORTED

QUARTER : 1

ALERT MAJOR IRISH FIRMS, THE BANKING COMMUNITY  
ETC OF THE MERITS OF INVESTING AND/OR ESTABLISH-  
ING SUBSIDIARIES IN CANADA.

AER LINGUS EXPRESSED INTEREST IN EXPANDING ITS  
INVESTMENT IN CANADA WHERE THE AIRLINE HAS MAJOR  
SHARES IN TOOLING SYSTEMS OF KITCHENER A  
ROBOTICS MANUFACTURER.

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

-----

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

POST : 424-DUSSELDORF

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MEETINGS WITH CANADIAN MANUFACTURERS IN CANADA BY POST OFFICER.

GAIN FURTHER KNOWLEDGE ON CDN CAPABILITIES  
AND INFORM INDUSTRY ABOUT "HOW TO PENETRATE  
FRG MARKET".

CONTINUE INDIVIDUAL MEETINGS WITH GERMAN FIRMS TO INCREASE LICEN-  
SING AND JOINT VENTURE OPPORTUNITIES. MEETINGS WITH GERMAN MFRS IN  
RESPONSE TO DRIE PRIORITIES AND CDN COMPANY REQUESTS.

TO BRING TECHNOLOGY TO CANADA AND TO INCREASE  
CANADIAN COMPETITIVENESS ON WORLD MARKETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTERPACK TRADE FAIR, MAY 14-20, 1987

1170 BUSINESS ENQUIRIES, \$3.2 MLN ON-SITE SALES,  
\$26.9 MLN ANTICIPATED; 4 AGENTS APPOINTED, 40  
AGENTS PENDING.

QUARTER: 1 INCOMING MISSION TO INTERCAN, JUNE 2-4, 1987

EARLY RESULTS ONLY GENERAL. AN IMPORTANT INDUST.  
ASSOC. & VEBA OIL HAD FIRST-HAND LOOK AT ALBERTA  
AND CDN OIL & GAS INDUSTRY AT BEGINNING OF RECO-  
VERY PERIOD.

QUARTER: 1 IFAT MISSION, MAY 1987

MINIMUM TWO NEW BUYING CONNECTIONS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 424-DUSSELDORF

015-CONSTRUCTION INDUSTRY  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WILL CONTINUE TO SIGNAL POST'S THIRD COUNTRY COOPERATION RESPONSIBILITIES/OPPORTUNITIES TO CMA AND ASSOCIATION OF CANADIAN CONSULTING ENGINEERS.

LIAISON CALLS ON ALL MAJOR GERMAN COMPANIES INVOLVED IN THIRD COUNTRY CAPITAL PROJECTS.

REPORT ON GERMAN TRADING HOUSES

TAILOR-MADE ITINERARIES FOR VISITING CANADIAN COMPANIES.

NEW ENQUIRIES FROM CANADIAN COMPANIES INTERESTED IN THIRD MARKET COOPERATION WITH GERMAN COMPANIES.

DEFINITION OF AREAS FOR COOPERATION, SEVERAL BUYING CONNECTIONS AND A FEW MULTI-MILLION DOLLAR SUB-CONTRACTS

ADD CANADIAN COMPANIES TO POTENTIAL BIDDERS LIST

GREATER AWARENESS OF CDN SUPPLY CAPABILITIES-EVENTUAL EXPORTS IN PARTNERSHIP WITH FRG COMPANIES.

TRACKING

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CORPORATE CALLS ON PROSPECTIVE PARTNERS FOR THIRD COUNTRY PROGRAM.

29 CORPORATE CALLS PRODUCING A MINIMUM 15 FOLLOW-UP OPPORTUNITIES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 424-DUSSELDORF

013-CONSUMER PRODUCTS  
GERMANY WEST

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:  
MEET WITH MAJOR IMPORTERS AND DISTRIBUTORS TO CREATE MORE  
INTEREST IN CANADIAN TOOL AND HARDWARE PRODUCTS.

ANTICIPATED RESULTS:  
GREATER AWARENESS OF CANADIAN MADE COMPETITIVE  
PRODUCTS.

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 424-DUSSELDORF

010-MINE, METAL, MINERAL PROD & SRV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

UNDERTAKE A COMPREHENSIVE MARKET STUDY FOR MINERALS

MORE IN DEPTH KNOWLEDGE OF THE SECTOR WILL  
ENABLE POST TO TARGET ACTIVITIES AND INCREASE  
MARKET SHARE 2 TO 3%

UNDERTAKE A COMPREHENSIVE MARKET STUDY FOR THERMAL AND  
METALLURGICAL COAL.

BETTER KNOWLEDGE OF SHIFTS IN ENERGY SOURCES  
AND COMPETITION WILL ENABLE CDN SUPPLIERS TO  
INCREASE MARKET BY 1 TO 2%.

MEET WITH MAJOR METAL TRADING COMPANIES TO STIMULATE INTEREST IN  
CANADIAN METAL PRODUCTION.

INCREASED EXPORTS THROUGH INCOMING MISSION  
FROM CANADA IN ZINC, LEAD, NICKEL, MOLYBDENUM,  
PLATINUM AND COBALT SECTORS.

MEET WITH MAJOR MINING COMPANIES TO INTEREST THEM IN CO-PARTICI-  
PATION IN CANADIAN MINING OPERATIONS.

INCREASED DIRECT INVESTMENT BY ORGANIZING  
MISSIONS TO CANADA IN FOLLOWING SECTORS:  
GOLD, PLATINUM, NICKEL, COPPER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REPORT ON STEEL INDUSTRY

VISIT OF DON BELCH OF STELCO (AND CDN STEEL PROD.  
ASSOC) & CALL ON GERMAN STEEL TUBE MANUF. ASSOC.  
PRODUCED 2 STEEL REPORTS & CREATED FOLLOW-UP  
OPPORTUNITIES FOR CDN GOVT. MISSION IN JULY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
87/09/25

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

PAGE : 54

POST : 415-HAGUE, THE

007-POWER & ENERGY EQUIP. & SERV.  
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

NUCLEAR

WORK WITH AECL OFFICE IN THE HAGUE TO INFLUENCE GVT IN THE  
SELECTION OF BIDDERS FOR THEIR TWO 900 MWE NUCLEAR POWER PLANTS.

INCLUSION OF AECL ON THE FINAL BIDDERY LIST.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NETHERLANDS ENVIRONMENT AND ECONOMIC AFFAIRS  
MINISTER TO CANADA RE CANDU.

ENVIRONMENTAL MINISTER VISIT NOW SCHEDULED FOR  
SEPTEMBER. NUCLEAR PROGRAM ON HOLD; DECISION  
DELAYED FOR UP TO ONE YEAR.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST : 415-HAGUE, THE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

DISCUSS CANADIAN PARTICIPATION IN EUREKA PROJECTS WITH DUTCH  
EUREKA SECRETARIAT.

VISIT FLANDERS TECHNOLOGY TRANSFER FAIR AND OTHER PROMINENT TRADE  
FAIRS TO MATCH UP CANADIAN AND DUTCH COMPANIES.

ANTICIPATED RESULTS:

CANADIAN PRIVATE SECTOR PARTICIPATION IN 2 OR  
3 EUREKA PROJECTS WITH EUROPEAN PARTNERS.

3-4 LICENSING AGREEMENT JOINT VENTURES OR  
OTHER FORMS OF INDUSTRIAL COOPERATION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 COMPUTER SOFTWARE MISSION/SEMINAR TO  
NETHERLANDS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

NO SUPPORT RECEIVED FROM DRIE ATTENDED "EUROPE  
SOFTWARE" FAIR.

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

POST : 415-HAGUE, THE

009-FOREST PRODUCTS, EQUIP, SERVICES  
NETHERLANDS

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	PLACE STORIES & PHOTOS OF INNOVATIVE HOUSING PROJECTS WITH NETHS ARCHITECTURE & BUILDERS MAGAZINES.	RAISE PROFILE OF TIMBER FRAME CONSTRUCTION. INCREASE NUMBER OF BUILDERS BELONGING TO NETHS TFC ASSOCIATION.
	VISIT DO-IT-YOURSELF PRODUCTS IMPORTERS TO IDENTIFY POTENTIAL MARKET NICHEs AND PROVIDE THEM WITH BROCHURES OF PRODUCTS FROM CANADA.	INTRODUCE 3 OR 4 RELIABLE AGENTS OR IMPORTERS TO CANADIAN FIRMS.

---

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

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

POST : 415-HAGUE, THE

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO DEVELOP CLOSER CONTACTS WITH SENIOR MILITARY OFFI-  
CIALS NOTABLY PROCUREMENT & TECHNICAL STAFF IN NAVY AND ARMY

IMPROVE ACCESS FOR CDN BUSINESSMEN & PRODUCTS  
TO MORE SENIOR LEVELS THAN WAS PREVIOUSLY THE  
CASE

ENHANCE IMAGE OF RELIABILITY OF CDN DEFENCE PRODUCTS THROUGH  
FOLLOW-UPS WITH PARTIES INVOLVED IN EXISTING CONTRACTS IN WHICH  
DIFFICULTIES HAVE ARISEN

INCREASE OPPORTUNITY TO BID ON NETHERLANDS  
DEFENCE REQUIREMENTS

RESEARCH DEVELOPMENT & PRODUCTION STEERING COMMITTEE MEETING IN  
CANADA IN 1988 AND VISIT BY NETHERLANDS DELEGATION TO A NUMBER  
OF DEFENCE INDUSTRIES.

MAINTAIN & IMPROVE CONTACTS WITH NETHERLANDS  
MOD; ALLOW NETHERLANDS OFFICIALS TO SEE NEW  
DEFENCE PRODUCTS.

TRACKING ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION FOR RDP STEERING COMMITTEE MEETINGS  
IN NETHERLANDS - OCTOBER 1987

DIRECTOR-GENERAL DEFENCE PROGRAMS BRANCH EXTOTT  
AND DRIE AND DND OFFICIALS MET COUNTERPARTS TO  
PREPARE RDP.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

415 - HAGUE, THE  
PLANNING:

NETHERLANDS  
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP. & SERV ALL SUB-SECTORS  
THROUGH OUR CORPORATE LIAISON PROG. WITH ELECT. INDS SUPPORTED BY THE  
REQUESTS FOR TECH. OF THE NAT'L RESEARCH COUNCIL AND WITH THE ASSIST-  
ANCE OF DRIE PROMOTIONAL MATERIAL. FOLLOW UP BY SECTOR-FOCUSSED  
SEMINAR.

FORMATION OF JOINT-VENTURES AND TRANSFER  
OF KNOW-HOW BETWEEN SMALL/MEDIUM CANADIAN  
FIRMS & DUTCH ELECTRONICS INDUSTRY.

ELECTRONIC EQUIP. & SERV ALL SUB-SECTORS  
THROUGH OUR CORPORATE LIAISON PROG. WITH ELECT. INDS SUPPORTED BY THE  
REQUESTS FOR TECH. OF THE NAT'L RESEARCH COUNCIL AND WITH THE ASSIST-  
ANCE OF DRIE PROMOTIONAL MATERIAL. FOLLOW UP BY SECTOR-FOCUSSED  
SEMINAR.

FORMATION OF JOINT-VENTURES AND TRANSFER  
OF KNOW-HOW BETWEEN SMALL/MEDIUM CANADIAN  
FIRMS & DUTCH ELECTRONICS INDUSTRY.

AGRI & FOOD PRODUCTS & SERVICE FOOD HANDLING, PROCESSING EQUIP  
TO INFLUENCE THE DUTCH FOOD PROCESSING INDUSTRIES BY INFORMING THEM  
OF THE CANADIAN REQUESTS FOR TECHNOLOGY. FOLLOW UP BY SECTOR-FOCUSSED  
SEMINAR.

TO IDENTIFY PROJECTS FOR INVESTMENT IN CDA  
FOOD PROCESSING EQUIPMENT INDUSTRY & TO  
STIMULATE TRANSFER OF KNOW-HOW AND LICENSE  
CONTRACTS.

AGRI & FOOD PRODUCTS & SERVICE AGRICULTURE MACH, EQUIP, TOOLS  
VISIT MAJOR EXPORTERS AND AGRO-BUSINESS COMPANIES. FOLLOW UP BY SECTOR  
FOCUSSED SEMINAR.

ESTABLISHMENT OF ASSEMBLY OPERATIONS IN  
CANADA AND NEW PLANTS.

EDUCATION, MEDICAL, HEALTH PROD HOSP. & MEDICAL EQUIP, INSTRUM.  
VISIT MAJOR EXPORTERS AND VISIT DUTCH COMPANIES WITH THE HELP OF THE  
4 MAIN DUTCH UNIVERSITIES HAVING "TECHNOLOGY TRANSFER POINTS" WISHING  
TO INVESTIGATE CANADA'S POSSIBILITIES.

IDENTIFY PROSPECTS FOR NEW INVESTMENT IN  
CANADIAN HOSPITAL AND MEDICAL EQUIPMENT  
SECTOR. FOLLOW UP WITH CONTRACTS.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

415 - HAGUE, THE  
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

NETHERLANDS

RESULTS REPORTED

QUARTER : 1

LIAISON WITH NETHERLANDS TIMBER-FRAME CONSTRUCTION ASSOC. FOR CDN INVOLVEMENT IN MAJOR DUTCH MODEL HOUSING PROJECT.  
ALBERTA BUSINESS & INVESTMENT MISSION 16-20 MAY.  
VISITS TO HITEC AND BIOTECH COMPANIES.

CURRENTLY UNDERWAY IS 1)DIST. OF R2000 MANUAL 2) TRANSLATION OF CDN VIDEO ON CONST'N TECH. INTO DUTCH LANGUAGE 3)APPNTMNTS WITH PUBLIC RELATIONS AGENTS FOR MODEL HOUSING PROJECT. ON BEHALF OF THE MISS.-MEMBERS WE IDENT. 2 DUTCH IND. IN THE PAINT & HITEC SECT., WITH POTENTIAL TO INVEST IN CDA. J.V. POSSIBILITIES WERE DISCUSSED & WITH PROPER FOLLOW UP AT BOTH ENDS POSITIVE RESULTS CAN BE EXPECTED IN FUTURE.

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

-----

POST : 431-HELSINKI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

DATABASE COMPILED BY POST OF AGENTS, DISTRIBUTORS AND PURCHASERS OF INFORMATICS WILL BE UPDATED.

CONSIDERABLY IMPROVED ASSISTANCE TO CANADIAN EXPORTERS, INCREASE NUMBER OF AGENTS/DISTRIBUTORS REPRESENTING CANADIAN FIRMS.

MAES MAILINGS OF DEPARTMENTAL PUBLICATIONS, GREATER PERSONAL CONTACT WITH FINNISH IMPORTERS.

INCREASED FINNISH AWARENESS OF CDN INFORMATICS CAPABILITIES, GREATER NUMBER OF AGENTS/DISTRIBUTORS FOR CDN FIRMS.

PREPARE REPORT IN FINNISH INFORMATICS MARKET AND FORWARD TO OTTAWA AND CANADIAN FIRMS.

BETTER KNOWLEDGE OF OPPORTUNITIES IN FINLAND.

BROADCASTING (INC CATV)

REPORT DEVELOPMENTS IN CATV AND TV BROADCASTING, WHICH ARE MOVING VERY QUICKLY IN FINLAND, TO DOC + CANADIAN FIRMS.

SIGNIFICANT PARTICIPATION BY CANADIAN COMPANIES IN CATV DEVELOPMENTS.

PREPARE REPORT ON TELECOMMUNICATIONS AND CATV IN FINLAND, FORWARD TO DOC AND CANADIAN SUPPLIERS.

INCREASED CANADIAN SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ORGANISE COMPUTER JOURNALIST MISSION TO CANADA. UPDATE POST DATABASE OF COMPUTER AGENTS AND IMPORTERS. UNDERTAKE MAILINGS OF CANADIAN HIGH-TECH DIRECTORIES.

COMMERCIAL OFFICER ACCOMPANIED 4 NORDIC JOURNALISTS WHO RECEIVED EXCELLENT OVERVIEW OF CDN COMPUTER CAPABILITIES. DUE TO SUPERIOR CONTACTS NEW CDN EXPORTERS OF COMPUTER SOFTWARE ARE ENTERING THE FINNISH MARKET.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 431-HELSINKI

013-CONSUMER PRODUCTS  
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

IN-STORE PROMOTION OF CANADIAN SPORTING GOODS.

SOME INCREASE IN SALES.

ANNUAL RECEPTION FOR MAJOR DISTRIBUTOR OF CANADIAN SKATES AND  
HOCKEY EQUIPMENT TO WHICH MOST IMPORTANT BUYERS AND SPORTS  
JOURNALISTS ARE INVITED.

REGAINING MARKET SHARE OF HOCKEY SKATES AND  
EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 431-HELSINKI

002-FISHERIES, SEA PRODUCTS & SERV.  
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

THE POST HAS FACILITATED DISCUSSIONS BETWEEN FANDO AND THE  
FINNISH CUSTOMS LABORATORY FOR THE EVENTUAL SIGNING OF A  
BILATERAL FOOD AND FISH INSPECTION AGREEMENT.

SIMPLIFICATION OF FINNISH INSPECTION PROCEDU-  
RES FOR CDN FISH EXPORTS; THESE PROCEDURES  
HAVE BEEN PROBLEMATIC IN THE PAST.

DUE TO RAPIDLY INCREASING CONSUMPTION OF SPECIALITY SEAFOOD WE  
WILL PROVIDE RESTAURANT OPERATORS WITH CANADIAN SEAFOOD CATALOGUE  
AND OTHER PUBLICATIONS.

RESTAURANT OWNERS WILL REQUEST SPECIFIC  
CANADIAN SEAFOOD PRODUCTS FROM DISTRIBUTORS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FACILITATE SIGNING OF BILATERAL FISH PRODUCTS  
INSPECTION AGREEMENT BETWEEN CANADA AND FINLAND.

FINNISH BOARD OF CUSTOMS AND FANDO HAVE AGREED  
TO SIGN AGREEMENT IN AUTUMN OF 1987.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST : 431-HELSINKI

001-AGRI & FOOD PRODUCTS & SERVICE  
FINLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

IN STORE PROMOTION OF CONSUMER AND FOOD PRODUCTS IN FALL OF 1987.

REPORT EXPECTED EASING OF FINNISH IMPORT RESTRICTIONS ON FOOD PRODUCTS TO THE DEPARTMENT AND SELECTED CANADIAN EXPORTERS.

ANTICIPATED RESULTS:

A GREATER FINNISH AWARENESS OF CANADIAN FOOD PRODUCTS; SOME INCREASE IN SALES.

SOME INCREASE IN EXPORT OPPORTUNITIES FOR CANADIAN SUPPLIERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PROMOTE AND REPORT ON EXPECTED EASING OF FINNISH IMPORT RESTRICTIONS ON FOOD AND AGRICULTURAL PRODUCTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

NO PROGRESS ACHIEVED. FINNISH AUTHORITIES HAVE DISALLOWED USE OF CANADIAN MUSTARD IN MEAT PROCESSING INDUSTRY. POST WILL ATTEMPT TO HAVE ACTION REVERSED.

431 - HELSINKI  
PLANNING:

FINLAND  
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

FOREST PRODUCTS, EQUIP, SERVICES ALL SUB-SECTORS  
MAINTAIN PROGRAM OF HEAD OF POST VISITS TO CHIEF EXECUTIVES OF LARGE  
FINNISH COMPANIES IN FOREST PROD. EQPT., SERVICES SECTOR WITH OPERA-  
TIONS OR INTEREST IN CANADA.

3 OR 4 MAJOR FINNISH INDUSTRIAL  
INVESTMENTS IN CANADA.

MINE, METAL, MINERAL PROD & SRV ALL SUB-SECTORS  
COMPLETE POST'S DATABASE OF FINNISH FOREIGN INVESTORS AND EXPORTERS  
(IN THE MINE, METAL, MINERAL PROD. & SERV. SECTOR) TO NORTH AMERICA.

PRECISE IDENTIFICATION OF POTENTIAL  
FINNISH FOREIGN INVESTORS.

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.  
UNDERTAKE A CONTINUING MASS MAILING CAMPAIGN TO EXISTING & POTENTIAL  
INVESTORS IN THE INDUSTRIAL MACHINERY, PLANTS, SERV. SECTOR.

FINNISH INVESTORS WILL HAVE AVAILABLE  
INFORMATION ON THE MOST RECENT DEVELOPMENT  
IN THE CANADIAN INVESTMENT CLIMATE.

PETROCHEM & CHEM PROD, EQP, SERV ALL SUB-SECTORS  
PROGRAM OF VISITS TO SPECIFIC FINNISH INDUSTRIES IN PETROCHEM AND  
CHEMICAL PRODUCT EQUIPMENT SERVICES SECTOR IDENTIFIED AS HAVING GOOD  
POTENTIAL TO INVEST IN CANADA.

SOW THE SEED OF THE BENEFITS OF INVESTING  
IN CANADA AMONG FIRMS THAT HAD NOT  
SERIOUSLY CONSIDERED IT BEFORE.

CONSTRUCTION INDUSTRY BUILDING PRODUCTS  
BUILD UP GOOD INVENTORY OF INFORMATION MATERIAL ON CANADIAN INDUSTRIAL  
SECTORS, GOVERNMENT ASSISTANCE, AND INDUSTRIAL SITES.

ABILITY TO MORE QUICKLY RESPOND TO ENQUI-  
RIES FROM FINNISH CONSTRUCTION FIRMS  
INTERESTED IN CANADA.

FISHERIES, SEA PRODUCTS & SERV. SERVICES INCLUDING CONSULTING  
SUPPORT, CO-ORDINATE AND ARRANGE VISITS BY REPRESENTATIVES OF FEDERAL  
AND PROVINCIAL GOVERNMENT DEPARTMENTS.

TO DATE OUR PROMOTION EFFORTS HAVE BEEN  
GENERAL. THESE VISITS WILL EXPLOIT  
SPECIFIC OPPORTUNITIES IN THE FISHERIES  
SECTOR.

NON SECTORALLY ORIENTED ACTIVITIES

INITIATE PERSONAL CONTACTS WITH FINNISH VENTURE CAPITAL FIRMS.

2 OR 3 SMALL OR MEDIUM SIZED EQUITY  
INVESTMENTS IN CANADIAN MANUFACTURING  
FIRMS.

ON A REGULAR BASIS, SUPPLY INVESTMENT RELATED INFORMATION TO BANKS AND  
ALL CHAMBERS OF COMMERCE IN FINLAND.

MUCH GREATER INSTITUTIONAL AWARENESS OF  
CANADA AS AN INVESTMENT TARGET.

CO-OPERATION WITH THE FINNISH INSTITUTE OF EXPORT IN SERIES OF  
SEMINARS ON ESTABLISHING A SUBSIDIARY IN NORTH AMERICA.

REACHING EXPORT MANAGERS IN FIRMS WITH  
DEMONSTRATED INTEREST IN INVESTING IN  
CANADA.

REPORT #5  
87/10/13

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

page B

431 - HELSINKI  
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

FINLAND

RESULTS REPORTED

QUARTER : 1

SUPPORT & CO-ORDINATE VISITS OF SENIOR CANADIAN  
GOVERNMENT REPRESENTATIVES TO FINLAND TO PROMOTE  
INVESTMENT IN CANADA.  
MAINTAIN HOM AND COMMERCIAL COUNSELLORS VISITS  
TO SENIOR INDUSTRIALISTS & POTENTIAL INVESTORS.

ORGANIZED HIGHLY SUCCESSFUL VISIT OF INVESTMENT  
CDA EXECUTIVE VICE-PRESIDENT, INCLUDING EFFECTIVE  
SEMINAR/LUNCHEON INVOLVING 23 SENIOR FINNISH EX-  
ECUTIVES. ARRANGED SUCCESSFUL DRIE/MONTL & DRIE/  
GMEE VISITS, WHICH, AS A CONTINUING EFFORT WILL  
RESULT IN FURTHER FINNISH INVESTMENTS & TECHNO-  
LOGY TRANSFERS. SEVERAL LARGE FINNISH INVEST-  
MENTS ARE PLANNED.

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

-----

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

POST : 406-LISBON

003-GRAINS AND OILSEEDS  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MAILING OF PROMOTIONAL LITERATURE.

FOLLOW-UP MAILING WITH RESPONSE REQUESTED.

ANTICIPATED RESULTS:

INCREASED POTENTIAL BUYER AWARENESS OF CDN  
PRODUCT CHARACTERISTICS AND ADVANTAGES.

DEFINITION OF INTEREST LEVEL AND MARKET  
POTENTIAL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -MAILINGS OF PROMOTIONAL MATERIAL ON CANOLA.  
-PREPARE JUSTIFICATION FOR CANOLA MISSION TO  
PORTUGAL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 1 -----

QUARTERLY RESULTS REPORTED:

-AS LEGISLATION RE USE OF CANOLA FOR HUMAN CON-  
SUMPTION STILL PENDING, NO ACTIONS TAKEN.  
-GIVEN ABOVE SITUATION, NO ACTION TAKEN.

POST : 406-LISBON

001-AGRI & FOOD PRODUCTS & SERVICE  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL POULTRY BREEDING STOCK

FOLLOW-UP RE 2 DAIRY CATTLE SEMINARS HELD IN OCT/86, ONE IN LISBON AND THE OTHER IN PORTO.

MAINTAIN AND EXPAND CONTACTS NETWORK.

ENCOURAGE CANADIAN EXPORTERS TO VISIT THE COUNTRY WHERE APPROPRIATE.

SUPPORT LOCAL REPRESENTATIVES OF CANADIAN EXPORTERS.

RE-ESTABLISH CANADIAN PRESENCE IN MARKET FOR LIVE CATTLE.

ENSURE THAT INTEREST EXPRESSED IN CANADIAN CATTLE WILL BE MAINTAINED OR INCREASED.

INCREASE NUMBER OF CANADIAN FIRMS ACTIVE IN PORTUGAL (CURRENTLY TWO), TO AT LEAST FIVE.

ENSURE THAT CANADIAN FIRMS WILL NOT MISS OPPORTUNITIES THAT EXIST OR WILL DEVELOP.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -SUPPORT LOCAL AGENTS RE LIVESTOCK SALES.  
-ENCOURAGE CDN. LIVESTOCK EXPORTERS TO VISIT PORTUGAL.

-LOCAL AUTHORITIES MAINTAINED THEIR POSITIONS RESTRICTING IMPORTS OF CDN. DAIRY CATTLE.  
-GIVEN ABOVE SITUATION, NO ACTIONS TAKEN.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 406-LISBON

002-FISHERIES, SEA PRODUCTS & SERV.  
PORTUGAL

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	FOSTER CONTINUED GOOD POLITICAL AND COMMERCIAL RELATIONS IN SECTOR.	MAXIMIZE ACCESS OF CANADIAN PRODUCERS TO THE MARKET.
	MAINTAIN AND EXPAND CONTACTS WITH COD IMPORTERS AND DISTRIBUTORS.	INCREASE AWARENESS OF CANADIAN FISHERIES PRODUCTS AND SOURCES OF SUPPLY.
	INFORM EXTOTT AND INDUSTRY OF MARKET DEVELOPMENTS.	FACILITATE FORMULATION OF MARKET STRATEGIES.

---

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-MARKETING CALLS ON MAJOR COD BUYERS. -POLICY DISCUSSIONS WITH SENIOR OFFICIALS.	-MET WITH CRCB & PORTO-AREA BUYERS. REPORTED. -MET WITH DIR. GEN. FISHERIES & DIR. FISHERIES PLANNING OFFICE. REPORTED.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

POST : 406-LISBON

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

EXPANSION OF POST CONTACTS WITH INDUSTRY REPRESENTATIVES FOR SOFTWARE PACKAGE / IN GT SYSTEMS.

DIRECT MAILINGS OF PROMOTIONAL MATERIAL AND DOCUMENTATION TO OFFICIALS OF ENV DEPT, PLANIFICATION DEPT.

SEMINARS (WITH INDUSTRY PARTICIPATION).

BROADCASTING (INC CATV)

CONTINUING SUPPORT FOR LOCAL PRESENCE OF CANADIAN EXPORTERS.

EXPANSION OF POST'S CONTACTS NETWORK AND IDENTIFY BUSINESS OPPORTUNITIES AS THEY APPEAR.

SEMINARS (WITH INDUSTRY PARTICIPATION) ON CATV/SATELLITE GROUND STATION.

ASSESSMENT OF MARKET POTENTIAL TRENDS AND ESTABLISHMENT OF AT LEAST 2 CDN SOFTWARE LOG ON THE PORTUGUESE MKT.

INCREASED POTENTIAL BUYER AWARENESS OF CDN CAPABILITIES AND INTERESTS IN ENVIRONMENTAL CONTROLS.

TARGETED PROMOTION.

IMPROVED ABILITY OF CANADIAN EXPORTER TO CAPITALIZE ON OPENING MARKET OPPORTUNITIES.

INCREASED LOCAL AWARENESS OF CANADIAN CAPABILITIES AT LEAST IN NEW AGENCY AGREEMENT.

TO FACILITATE APPROPRIATE ONE-ON-ONE COMMERCIAL CONTACTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -MARKETING CALLS ON LOCAL INDUSTRY.  
-POLICY DISCUSSIONS WITH PTT AND CPRM.

MET WITH CENTRAL AND POTENTIAL REPS FOR CDN EXPORTERS. REPORTED.  
-MET WITH BOTH ORGANIZATIONS. REPORTED.

QUARTER: 1 MARKETING CALLS WITH CANADIAN EXPORTERS TO RTP.

ROSS VIDEO PRESENTATION SUCCESSFUL. NO REACTIONS YET FROM RTP.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 437-LONDON

- 009-FOREST PRODUCTS, EQUIP, SERVICES  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

PREPARE A MARKET PROFILE OF SUB SECTOR.

FOLLOW UP ON EXPERIENCE OF LIFESTYLE PROJECT.

ANALYSIS OF CONSTRUCTION GRADE SHEATHING MARKET - OPPORTUNITIES AND COMMERCIAL RESTRAINTS TO USE OF SOFTWOOD PLYWOOD.

IN CO-OPERATION WITH COUNCIL OF FOREST INDUSTRIES OF B.C. SURVEY OF WINDOW AND DOOR JOINERY MARKET.

ANALYSIS OF UK WOOD FURNITURE AND USE OF HARDWOOD IN SOLID WOOD AND UPHOLSTERED FURNITURE.

PULP AND PAPER PRODUCTS

PREPARE A MARKET PROFILE OF SUB-SECTOR.

CONTINUE CONTACT WITH UK NEWSPAPER EDITORS WHO HAVE BEEN STRONG SUPPORTERS OF CANADIAN PAPER SOURCES.

ANALYSIS OF "FREE SHEET" UTILIZATION OF NEWSPRINT TONNAGE TO ESTIMATE FORECAST FUTURE GROWTH PATTERN.

MEETING WITH SENIOR LEVEL OFFICIALS OF CANADIAN LONDON-BASED COMPANIES TO EXPLORE POSSIBLE APPROACHES TO UK GOVERNMENT AND ULTIMATELY, EEC, RE DUTY FREE NEWSPRINT QUOTA.

STRATEGIC ANALYSIS OF SECTOR & IDENTIFICATION OF TRADE POLICY/TRADE PROMOTION NEEDS AND OPPORTUNITIES.

REPORT ON ROLE OF QUALITY CONTROL & ENERGY CONSERVATION IN THE TIMBER FRAME HOUSING MARKET.

MAINTAIN AND INCREASE MARKET SHARE IN INDUSTRIAL HOUSING AND COMMERCIAL MARKET.

PROVIDE DEFINITIVE ADVICE ON MARKET OPPORTUNITIES AND POSSIBLE CLIENTS FOR CANADIAN MANUFACTURERS.

ESTABLISH PARAMETERS FOR CANADIAN HARDWOOD DIMENSION PRODUCERS IN EFFORT TO PENETRATE UK

STRATEGIC ANALYSIS OF SECTOR & IDENTIFICATION OF TRADE POLICY/TRADE PROMOTION NEEDS AND OPPORTUNITIES.

MAINTAIN POSITIVE UK HOBBY FOR CANADIAN INDUSTRY.

POSSIBLE CONSIDERATION OF APPROACH TO EEC, IF STUDY RESULTS WARRANT, TO MODIFY USE OF QUOTA NEWSPRINT FOR FREE SHEETS.

CONCERTED APPROACH TO UK GOVERNMENT ON VOLUME OF DUTY FREE NEWSPRINT QUOTA WHICH COULD COME UP FOR REVIEW IN BRUSSELS.



REPORT 4  
87/09/25

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

PAGE : 67

POST : 437-LONDON

009-FOREST PRODUCTS, EQUIP, SERVICES  
UNITED KINGDOM

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 437-LONDON

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE INDUSTRIAL COOPERATION LINKS BETWEEN CANADIAN & UK FIRMS  
IN CONNECTION WITH MAJOR DND PROCUREMENT PROJECTS (NSA, CASAP,  
TCCCS ETC. )

GREATER UK FAMILIARITY WITH CDN CAPABILITIES  
LEADING TO INDUSTRIAL TEAMING - LONG TERM  
INDUSTRIAL BENEFITS TO CANADA

FOLLOW UP TO FARNBOROUGH '86 AND RDP/UK TRADE INDUSTRIAL MISSION  
TO CANADA FALL '86

PURSUIT OF NEW RESEARCH, PRODUCTION AND  
MARKETING TARGETS.

POST REPRESENTATIVE AT ANNUAL HITECH CONFERENCE IN OTTAWA (MAR '87)  
AND AT PARIS AIR SHOW (JUNE '87)

MEETINGS WITH SOME 75 CANADIAN EXPORTERS SEE-  
KING TO BOOST SALES TO UK AND INDUSTRY TO  
INDUSTRY COOPERATION

HOST '87 RESEARCH DEVELOPMENT AND PRODUCTION (RDP) COMMITTEE MEE-  
TING (AND ATTENDANT TRADE/INDUSTRIAL MISSION) IN LONDON.

STIMULATE UK INTEREST IN GREATER INTER-GOVER-  
NMENTAL AND INTER-INDUSTRY COOPERATION ON  
DEFENCE R&D & PROCUREMENT.

ORGANIZE CANADIAN COMPANY PRODUCT SEMINARS AT CANADA HOUSE FOR  
HAND PICKED UK AUDIENCE.

SUPPORT CANADIAN INDUSTRY MARKETING INITIATI-  
VES RELATED PRIMARILY TO UKMOD BIDDING/SUB-  
CONTRACT POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 437-LONDON

005-COMM \* INFORM. EQP. & SERV  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

CONTINUE TO LIAISE WITH INDUSTRY/GOVT DEPARTMENT TO PROMOTE  
CANADIAN EXPERTISE

EMPHASIS PLACED ON LICENSING/JOINT VENTURES  
WITH UK COMPANIES.

CONVERSION OF OUR RECORDS ON UK DISTRIBUTORS REPRESENTATIVES TO  
WIN BASED SYSTEM ON COMPUTER.

GREATER PRODUCTIVITY ABILITY TO AUTOMATE  
MATCHING OF CANADIAN AND UK COMPANIES.

C. D. TOUR UPDATE ON CANADIAN SECTORAL CAPABILITIES

GREATER KNOWLEDGE OF CAPABILITIES, IDENTIFI-  
CATION OF UK OPPORTUNITIES.

PLANNED SERIES OF CALLS ON PROSPECTIVE PARTNER FOR J/V AND INDUS-  
TRIAL COOPERATION ARRANGEMENTS.

QUALITY ASSISTANCE TO CANADIAN ENQUIRERS AND  
MORE TARGETED APPROACH TO INDUSTRIAL TEAMING  
POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 437-LONDON

001-AGRI & FOOD PRODUCTS & SERVICE  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MEATS & MEAT BY-PRODUCTS

SUBMISSION OF INFORMATION TO DEA PENDING POSSIBLE APPROACH TO USA  
/ EEC COMMISSION CONCERNING HIGH QUALITY BEEF QUOTAS.

PREPARE MARKET PROFILE OF SUB-SECTOR.

REVIEW UK/EEC IMPORT REQUIREMENTS AND PROCEDURES AND DEVELOP  
INFORMATION STRATEGY.

ACTIVE LIAISON WITH BRITISH GOVERNMENT AUTHORITIES (MINISTRY OF  
AGRICULTURE, HM CUSTOMS) IN ORDER TO ENHANCE RELATIONS WITH  
AGRICULTURE CANADA.

HOPEFULLY, REFORM OF THE SYSTEM BY WHICH HQ  
BEEF QUOTAS ARE ALLOCATED AND ADMINISTERED.

STRATEGIC ANALYSIS OF THE SECTOR AND IDENTI-  
FICATION OF POSSIBLE TRADE POLICY TRADE  
PROMOTION NEEDS AND OPPORTUNITIES.

REDUCE NUMBER OF TRADE DETRIMENTAL PROBLEMS  
CAUSED BY LACK OF COMPLIANCE BY CANADIAN  
EXPORTERS.

EARLY WARNING SYSTEM OF HEALTH/INSPECTION  
ISSUES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REFORM OF LICENSING SYSTEM FOR HQ BEEF QUOTE.

PROPOSALS NOW UNDER DISCUSSION BY EC IN BRUSSELS  
FOR REFORM OF LICENSING SYST. INCL. SUGGEST'NS  
MADE BY POST VIZ. HIGHER SECURITY DEPOSIT AND  
QUOTA TO BE ADMINISTERED ON QTLY RATHER THAN  
ANNUAL BASIS.

QUARTER: 1 IN THE LIGHT OF IMPENDING BAN ON IMPORTS OF CDN  
OFFAL FOR HUMAN CONSUMPTION TO PUT UK PETFOOD &  
OTHER USERS OF INEDIBLE OFFAL IN TOUCH WITH CDN  
PRODUCERS.

VISIT BY SPILLERS PETFOODS BUYER TO TORONTO AREA  
(LATE JUNE). NO RESULTS RECEIVED TO DATE.

QUARTER: 1 THE EEC PROCEDURES FOR ALLOCATING HIGH QUALITY  
BEEF QUOTA'S HAS BEEN CLOSELY MONITORED AND  
REPORTED ON.

WE HAVE RECEIVED INDICATIONS THAT NEW PROCEDURES  
ARE BEING PREPARED IN BRUSSELS WHICH WILL  
IMPROVE OUR ACCESS TO THE QUOTA.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 437-LONDON

010-MINE, METAL, MINERAL PROD & SRV  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

PREPARE A MARKET PROFILE OF SUB-SECTOR.

STRATEGIC ANALYSIS OF SECTOR & IDENTIFICATION OF TRADE POLICY/TRADE PROMOTION, NEEDS AND OPPORTUNITIES.

CONTACT WITH IMPORTANT BUYERS OF CANADA'S MINERAL PRODUCTS SUCH AS BRITISH STEEL, NATIONAL SULPHURIC ACID ASSOCIATION, ETC., WILL BE MAINTAINED.

HOLDING OR POSSIBLE INCREASING CANADA'S SHARE OF THE MARKET FOR COMMODITIES SUCH AS IRON ORE, SULPHUR, COKING COAL, ETC.

REGULAR LIAISON WILL CONTINUE WITH BOTH ASBESTOS INFORMATION CENTRE AND ASBESTOS INTERNATIONAL ASSOCIATION TO MONITOR DEVELOPMENTS REGARDING LEGISLATION.

REPORTS ON A REGULAR BASIS WILL BE MADE.

CO-ORDINATED CORPORATE LIAISON ACTIVITY WITH POST IDP AN APPROACH TO BRITISH STEEL INDUSTRY TO EXPAND SECONDARY PROCESSING AND INVESTMENT IN CANADA.

BETTER INSIGHT INTO BRITISH STEEL LONG TERM CORPORATE STRATEGY.

INVESTIGATE WHAT ECONOMIC ASSISTANCE OR OTHER COMPARATIVE ADVANTAGES INHERENT IN BRITISH STEEL INDUSTRY, ALLOWING THEM TO COMPETE WITH SUCCESSING INTL. MATS.

REPORT INTELLIGENCE GAINED TO CDN INTERESTS.

METALS, PRIMARY & FABRICATED

PREPARE A MARKET PROFILE OF THE SUB-SECTOR.

STRATEGIC ANALYSIS OF SECTOR & IDENTIFICATION OF POSSIBLE TRADE POLICY/TRADE PROMOTION NEEDS AND OPPORTUNITIES.

ACTIVELY ENCOURAGE THE FORMATION OF THE NICKEL AND COPPER STUDY GROUPS; BASED IN UK IF POSSIBLE.

ESTABLISHMENT OF STUDY GROUPS.

ROLE OF LONDON AS CENTRE FOR INTERNATIONAL METALS (LME, ILZSG) MAKES THIS IMPORTANT LISTENING POST. A MORE STRUCTURED APPROACH TO REPORTING AND MONITORING WILL BE DEVELOPED.

PERIODIC INSIGHTS INTO INTERNATIONAL MARKET ACTIVITIES. STRATEGIC ANALYSIS OF INDIVIDUAL METALS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 437-LONDON

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT, EQP.

IDENTIFICATION & LISTING OF UK AGENTS FOR CANADIAN COMPANIES IN THIS SUB SECTOR. TO BE FULLY EFFECTIVE, POST REQUIRES COMPREHENSIVE INFO FROM HQ AND CDN SUPPLY CAPABILITIES.

A COMPREHENSIVE LISTING BY END FY 87/88 OF ALL CANADIAN COMPANIES EXPORTING TO THE UK TOGETHER WITH THEIR AGENTS.

ESTABLISH A NETWORK OF KEY CONTACTS IN THE MAJOR INDUSTRY SECTORS IN ORDER TO HAVE GREATER ACCESS TO MARKET INTELLIGENCE.

IMPROVEMENT OF MARKET ACCESS FOR CANADIAN EXPORTERS, AND THE AVAILABILITY OF POTENTIAL EXPORT OPPORTUNITIES.

INSTITUTE SCHEDULE OF INDUSTRY VISITS IN ORDER TO BROADEN KNOWLEDGE OF INDUSTRY STRUCTURE.

WIDENING OF MARKET SCOPE AVAILABLE TO CDN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SERIES OF INDUSTRY VISITS PLANNED TO ESTABLISH OUR EXPANDED NETWORK OF SECTOR CONTACTS.

INDUSTRY VISITS NOT UNDERTAKEN DUE TO HEAVY RESPONSIVE ACTIVITY AND BASE LOAD FROM ALL SECTORS COVERED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



437 - LONDON  
PLANNING:

UNITED KINGDOM  
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

ELECTRONICS EQUIP. & SERV. ALL SUB-SECTORS  
DEVELOP CONTACT WITH FED'N OF BRITISH ELECTRONIC & ALLIED MFRS ASSOCS & THROUGH SPONSORSHIP BY THEM & EEMAC. IDENTIFY & DEVELOP AREAS FOR J/VS, TECH TRANSFER, LICENCING & DIRECT INVSTMT. CONTINUE TO WORK WITH DRIE SECTOR BRANCHES IN IDENTIFICATION OF TARGET COMPANIES.

WITH BETTER CONTACT BETWEEN BEAMA & CDN COUNTERPART ASSOCS (EEMAC, CATA) TO DEVELOP INFRASTRUCTURE FOR TECH TRANSFER & OTHER FORMS OF INDUSTRIAL COOPERATION.

DEFENCE PROGRAMS, PRODUCTS, SERV. ALL SUB-SECTORS  
BY MEANS OF CDA/UK RESEARCH, DVLPMNT & PROD'N CTTE MEETINGS & RELATED DEFENCE TRADE IND'L/INVSTMT MISSIONS, IDENTIFY UK COS INTERESTED IN INVESTING IN CDA AND DEVELOP BETTER CONTACT BETWEEN POSSIBLE IND'L TEAMING PARTNERS.

INDUSTRY TO INDUSTRY COOPERATING & TEAMING ON PENDING UK & CANADIAN DEFENCE PROCUREMENT PROJECTS.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE  
BUILD ON CONTACTS WITH SMMT & FOLLOW UP TO AUTOMOTIVE INVSTMT MISSION TO CDA TO IDENTIFY WITH DRIE BRITISH SUPPLIERS IN KEY PARTS SECTORS, WHERE THERE IS NO CURRENT CDN PRODUCTION, PARTICULARLY IN AUTOMOTIVE ELECTRONICS.

CONTACT WITH 2 MAJORS, BSO & AE, AS WELL AS IDENTIFICATION & CONTACT WITH SMALLER SUPPLIERS TO PROMOTE THEIR ESTABLISHMENT IN CANADA.

EDUCATION, MEDICAL, HEALTH PROD. ALL SUB-SECTORS  
ESTABLISH CONNECTIONS WITH 2 MAJOR HEALTH PROD. MFTS ASSOCS TO THE END OF IDENTIFYING RANGE PRODRS WITH POTENTIAL FOR PROD'N IN CDA. LIAISON WITH DRIE TO DETERMINE CURRENT EXPRTS FM UK WHO MIGHT BE IN POSITION TO ESTABLISH OPERATIONS IN CANADA.

ESTABLISHMENT IN CDA FM AMONG THE 2 MAJOR COS AND SMALLER SUPPLIERS. REINVESTMENT IN CURRENT SUBSIDIARIES.

AGRI & FOOD PRODUCTS & SERVICE FOOD HANDLING, PROCESSING EQUIP  
LIAISON WITH DRIE TO DETERMINE CURRENT IMPORTS OF FOOD PROCESSING MACH & GEN'L IND'L MACH. INTO CDA. IDENT'N WITH RELEVANT IDN. ASSOCS. OF BRITISH PROD'N OF SUCH MACH. DIRECT CONTACT WITH COS INVOLVED.

ESTABLISHMENT IN CDA FM SELECTED COS, WELL AS OTHER COS YET TO BE DETERMINED FM THE ASSOC. AND POST/DRIE CONTACTS.

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.  
LIAISON WITH DRIE TO DETERMINE CURRENT IMPORTS OF GENERAL INDUSTRIAL MACHINERY INTO CANADA. IDENTIFICATION WITH THE RELEVANT INDUSTRY ASSOCIATIONS OF BRITISH PRODUCTION OF SUCH MACHINERY. DIRECT CONTACT WITH COMPANIES INVOLVED.

ESTABLISHMENT IN CANADA FROM SELECTED COMPANIES AS WELL AS OTHER COMPANIES YET TO BE DETERMINED FROM THE ASSOCIATION AND POST/DRIE CONTACTS.

NON SECTORALLY ORIENTED ACTIVITIES

CONTACT ON A DIRECT MAIL, TELEPHONE AND PERSONAL BASIS WITH THE 720 BRITISH CONTROLLED COMPANIES IN THE FINANCIAL TIMES 1000 AS WELL AS DIRECT MAIL & TELEPHONE CONTACT WITH 4000 CORPS ON THE HICOMS KEY BRITISH ENTERPRISES DATABASE.

DETERMINATION & PRIORIZATION OF INVESTMENT INTERESTS IN CDA OF THE TOP 5000 BRITISH CORPS I. E. THOSE WITH TURNOVER IN EXCESS OF POUND 12M PER YEAR.

DIRECT MAIL, TELEPHONE AND PERSONAL CONTACT AS APPROPRIATE WITH ALL CURRENT BRITISH EXPRTS TO CDA (SOME 2000 TO 3500 SEPARATE COS) WITH A PROPOSAL FOR ASSEMBLY, COMPONENTS MANUFACTURE, AND EVENTUALLY FULL MANUFACTURE IN CANADA OF THE PRODUCTS CURRENTLY EXPORTED.

IDENTIFICATION AND FURTHER SERVICING OF COMPANIES CURRENTLY IN A POSITION TO CONSIDER CANADIAN MANUFACTURE.

MAILINGS TO APPROX 1500 POTENTIAL BUS IMMIGRANTS, 75% OF WHICH CONTACT IS ESTABLISHED THROUGH GEN'L ENGS TO IMMIG DIV & 25% OF WHICH CONTACT THROUGH RESPONSE TO ADVERTISING CAMPAIGNS. PERSONAL CONTACT WITH POTENTIAL BUS IMMIGS OVER A PERIOD OF 3 DAYS OF INTERVIEWS.

APPROX 100 BUSINESS IMMIGRANTS AT A CONSERVATIVE TOTAL INVESTMENT OF \$50-75M.



437 - LONDON  
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

UNITED KINGDOM

RESULTS REPORTED

QUARTER : 1

PREPARATION OF SECTOR PROFILES. NEWFNDLND  
ENGINEERING MISSION. -SERVICING OF COS  
POSITIVELY RESPONDING TO 9 MAR MAILOUT TO  
170 OF \$400M+ TURNOVER. -ELECTRONICS SEMINAR  
FOLLOW UP. -ADDITIONAL CORPORATE MAILOUT JUNE  
19 TO COS OF BETWEEN \$200 AND \$400 M. -SERVICING  
DHS INVESTMENT PROSPECTS. -CONTINUING RESPONSIVE  
WORKLOAD.

13 PROFILES HAVE BEEN PREPARED, 5 FOREST PROD. ,  
4 METALS & MINERALS, 3 FOOD & 1 OIL & GAS.  
NUMBER OF J.V. 'S DISCUSSED.  
OF 17 RESPONSES, 2 ARE CURRENTLY ACTIVELY ENGAGED  
IN ACQUIS'N SEARCHES, 1 IS STILL CONSIDERING ACQ-  
UIS'N, & THE REMAINDER ARE BEING PROVIDED INFO.  
ANTICIPATED MAILOUT TO 1600 CO AWAITS PROVISION  
OF INFO FM OTTAWA. - INITIAL RESPONSES. - 7 ACQU-  
IS'N POSSIBILITIES REFERRED TO MCLEOD YOUNG, 2  
GREEFILED & 1 JOINT VENTURE BEING SERVICED.

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

-----

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

POST : 407-MADRID

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO COORDINATE MARKETING EFFORTS OF CANADIAN SUPPLIERS OF URBAN TRANSIT GOODS AND SERVICES WITH LOCAL PARTNERS.

CALL ON MANAGEMENT OF NEW COMMUTER AIRLINES AS THEY ARE FORMED TO PROMOTE CDN. AIRCRAFT AND CONSULTING SERVICES AND EXPLAIN EDC FINANCING.

CALL ON SEVILLE WORLD'S FAIR AND MUNICIPAL AUTHORITIES TO DISCUSS URBAN TRANSIT PLANS.

ORGANIZE VISIT BY EDC REP TO BARCELONA AND SEVILLE TRANSIT AUTHORITIES, STATE RAILWAY AND COMMUTER AIRLINES.

SUBMISSION OF COMPETITIVE JOINT-VENTURE BIDS FOR URBAN TRANSIT REQUIREMENTS IN BARCELONA.

GENERATION OF A NUMBER OF REQUESTS FOR PROPOSALS.

CLARIFICATION OF WHETHER OPPORTUNITIES EXIST FOR THE SALE OF CANADIAN CONSULTING SERVICES AND TECHNOLOGY.

EDUCATE PROSPECTIVE CLIENTS AS TO FINANCING AVAILABLE FOR MAJOR PURCHASE FROM CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -ORGANIZE VISIT OF MAYOR OF BARCELONA TO TORONTO  
-INTRODUCE OUR NEW AMBASSADOR TO KEY URBAN TRANSPORTATION CONTACTS IN BARCELONA.

-POSTPONED UNTIL FALL DUE TO MUNICIPAL ELECTIONS IN SPAIN IN JUNE.  
-AMB. MET WITH PRES. OF CATALUNYA, PRES. OF METRO OF BARCELONA & HEAD OF OLYMPICS '92 ORGANIZING COMMITTEE IN JUNE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 407-MADRID

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST IS IN PROCESS OF ESTABLISHING NEW CONTACTS WITH MOD PURCHASING DIRECTORATES, THE ASSOCIATION OF DEFENCE EQPT. MFRS AND MAJOR LOCAL DEFENCE CONTRACTORS.

STIMULATE SPANISH DECISION-MAKERS TO CONSIDER CDN COS AS JOINT-VENTURE PARTNERS ON NEW MAJOR DEVELOPMENT PROGRAMS.

ASSIST CANADAIR IN ITS EFFORTS TO CONVINCEN FOREST PROTECTION AGENCY AND SPANISH AIR FORCE TO MODERNIZE EXISTING FLEET OF CL215S AND ADD TO IT.

SPAIN HAS JUST EXPERIENCED WORST FIRE SEASON EVER AND THERE IS POTENTIAL FOR \$ 100 MILLION SALE.

PREPARE NEW MARKET GUIDE AND CONTACT LIST FOR DISTRIBUTION AT HI-TEC.

ASSIST 5 CDN COMPANIES TO FIND REPRESENTATION IN SPAIN.

FOLLOW UP INTEREST EXPRESSED BY SPANISH CONSORTIUM IN WORKING WITH MICRONAV TO ESTABLISH MANUFACTURE OF MICROWAVE LANDING SYSTEM IN SPAIN.

SPAIN IS DETERMINED TO MAXIMIZE LOCAL CONTENT FOR ITS FUTURE MLS REQUIREMENTS. A JV IS THE ONLY WAY TO GET A SHARE OF THE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -ASSIST CANADAIR TO SELL CL 215.  
-ASSIST CDN COS TO ACCESS MOD DECISION MAKERS.

PROVIDED VARIOUS TECH'L PAPERS TO SPANISH CONTACTS ON ROLE OF CL215 IN CDA. SPAIN CONTRACTING TO PURCHASE ONE CL215 THIS SUMMER. PRESENT'N ON TURBO PROP PROG PLANNED FOR FALL. -HAVE ARRANGED PRESENT'NS FOR HEPBURN & DAVIES ENG. TO MOD.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 407-MADRID

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REPORT DETAILS OF NEW COMMUNICATION LAW WHICH IS EXPECTED TO BE PASSED SOON.

LAW SHOULD IMPROVE MARKET ACCESS FOR BROAD RANGE OF CDN. PRODUCTS.

INTENSIFY CONTACT WITH AND PROVIDE ASSISTANCE TO CDN INDUSTRY IN VIEW OF SPAIN'S APPARENT DECISION NOT TO JOIN EUROTEL CONSORTIUM.

THERE SEEMS TO BE NEW POSSIBILITIES TO MARKET PABX EQUIPMENT IN SPAIN.

ENCOURAGE AND ASSIST CDN. COMPANIES TO CONTACT LOCAL SPANISH COMPANIES IN THE CABLE AND SATELLITE SUBSECTOR FOR PARTICIPATION IN NEW MAJOR PROJECTS.

INTRODUCE 5 CDN. COMPANIES TO THE MARKET.

PREPARE AN ARTICLE ON THE COMMUNICATIONS MARKET IN SPAIN AND OFFER IT TO CDN. TRADE MAGAZINES FOR POSSIBLE PUBLICATION.

ALERT AS MANY CDN. COMPANIES AS POSSIBLE TO GENERAL MARKET CONDITIONS IN SPAIN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -ON-GOING ASSISTANCE TO BROAD RANGE OF CDN COS.  
-REPORT ON MARKET OPPORTUNITIES IN SPAIN FOLLOWING PASSAGE OF NEW COMMUNICATION LAW.

ASSISTED AES DATA TO HAVE THEIR WORD-PROCESSORS HOMOLOGATED. INTROD. CABLON TO BARCELONA MKT. GENERATED NEW SALES BY ELECTROHOME & BEL-TRONICS  
-LAW TABLED IN PARLIAMENT BUT STILL NOT PASSED. NOT ABLE TO REPORT YET.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
87/09/25

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

PAGE : 76

POST : 407-MADRID

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
SPAIN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ESTABLISH DIRECT CONTACT WITH MAJOR LOCAL COS. IN SECTOR TO  
INTRODUCE CDN EXPERTISE AND EQUIPMENT TO THEM.

CONDUCT A MARKET SURVEY TO IDENTIFY SPECIFIC SUBSECTORS OFFERING  
MARKET OPPORTUNITIES FO CDN FIRMS. DISSEMINATE IT TO TRADE ASSOC.  
AND TRADE PUBLICATIONS.

ANTICIPATED RESULTS:

STIMULATE ENOUGH INTEREST TO ARRANGE MARKET  
VISITS TO AND FROM CANADA AIMED AT INDUSTRIAL  
COOP AND TRANSFER OF TECHNOLOGY.

ATTRACT 5 NEW CDN COMPANIES TO THE SPANISH  
MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 HAD ORGANIZED MISSION TO CANADA BY MONDRAGON  
GROUP IN JUNE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

MISSION POSTPONED AT LAST MOMENT BY MONDRAGON  
UNTIL FALL.

POST : 407-MADRID

002-FISHERIES, SEA PRODUCTS & SERV.  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO KEEP IN REGULAR CONTACT WITH MAJOR SPANISH FISH IMPORTERS AND SUPPLY THEM WITH PRODUCT INFO.

RE-ESTABLISH CONTACTS BETWEEN CANADIAN SUPPLIERS AND SPANISH IMPORTERS.

ASSIST SPANISH FISHING COMPANIES WHO HAVE EXPRESSED INTEREST IN INVESTING IN CANADIAN FISHERIES SECTOR.

OPEN MORE DIRECT LINKS WITH SPANISH MARKET AND THIRD COUNTRY MARKETS TRADITIONALLY SERVICED BY SPANISH COS.

WRITE ARTICLE ON MARKET FOR FISHERIES PRODUCTS IN SPAIN AND DISSEMINATE IT TO CDN. INDUSTRY.

STIMULATE CDN. COMPANIES TO TREAT SPANISH MARKET SERIOUSLY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REAWAKEN INTEREST IN BOTH CDA AND SPAIN IN FISH TRADE - ESPECIALLY SALMON.

FIRST SHIPMENT OF BC SALMON DUE IN SPAIN SOON. A NUMBER OF CDN SUPPLIERS PLAN TO VISIT SPAIN FOLLOWING ANUGA IN OCT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



407 - MADRID  
PLANNING:

SPAIN  
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.  
WORKING WITH DRIE WE ARE ARRANGING A VISIT TO CDA. BY MONDRAGON COOPE-  
RATIVE GROUP, MANY OF WHOSE 130 MEMBER COS ARE MACHINE TOOL MFRS. IN  
ORDER TO EXPLORE JV POSSIBILITIES WITH CDN. COS.

AT LEAST ONE OR TWO JV ARRANGEMENTS.

FISHERIES, SEA PRODUCTS & SERV. ALL SUB-SECTORS  
WE WILL LIAISE WITH TAD, TTI, INV. CDA. AND FANDO TO DETERMINE ACCEPTABLE  
GROUND RULES FOR SPANISH INVESTMENT IN CDN. FISHERIES.

ASSUMING WE CAN QUALIFY EXACTLY WHAT KIND  
OF INVESTMENT WOULD BE WELCOME WE WILL  
ADVISE SPAN COS. SO THEY CAN FOLLOW UP.

NON SECTORALLY ORIENTED ACTIVITIES

SPAIN IS LIBERALIZING ITS REGULATIONS CONTROLLING SPANISH INVESTMENT  
ABROAD. WE WILL MEET WITH THE SPANISH BANKING ASSOCIATION TO PROVIDE  
INFO ON CDA.

INFLUENCE CORPORATE AND INSTITUTIONAL  
INVESTORS THROUGH THEIR BANKS TO CONSIDER  
INVESTMENT IN CANADA.



REPORT #5  
87/10/13

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

page B

407 - MADRID  
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

SPAIN

RESULTS REPORTED

QUARTER : 1

INVESTMENT SYMPOSIUM WITH GUIPUZCOA CHAMBER OF  
COMMERCE WAS HELD MAY 28 IN SAN SEBASTIAN.  
BARCELONA ARRANGED 3 WEEK PROGRAM IN JULY FOR  
ANALCHEM REP TO VISIT CANADA TO DISCUSS JOINT  
VENTURE MANUFACTURE OF NEW TEST TUBE STOPPER.

BASQUE FISHING FLEET OWNERS ASSOCIATION HAS  
INDICATED THEIR INTEREST IN INVESTIGATING  
INVESTMENT AND JOINT VENTURE POSSIBILITIES IN  
CANADA.  
SPANISH MACHINE TOOL MANUFACTURERS ASSOC. HEAD-  
QUARTERED IN BILBAO IS LOOKING INTO ESTABLISHING  
A PLANT IN CANADA TO INSTALL ELECTRIC MOTORS ON  
THE MACHINE TOOLS THEY EXPORT TO NORTH AMERICA.

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

-----

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

POST : 404-MILAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRONIC COMPONENTS

DEVELOP NEW CONTACTS IN NORTHERN ITALY IN MAJOR STATE HELD ENTITIES (E. G. ITALTEL)

OPEN SOURCING CONTACTS AT SENIOR PROCUREMENT LEVEL

FOLLOW UP RECOMMENDATIONS OF ITALIAN TEN YEAR TELECOMMUNICATIONS PLAN

DOUBLING OF EXISTING SALES('86) BY '88.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGED CDN PART. IN EDUC'L COMPUTER CONF. IN MILAN & A COMPUTER AIDED INSTR'N CONF. IN TURIN. DIRECT CORP. CALLS (SFTWRE) MADE IN TURIN AND VERONA. CONDUCTED JOINT MEETING WITH ITLN SCIENT. & TECH. RESEARCH CENTER. ARRANGED HRDWRE MEETINGS

ONE SFTWRE AGENCY AGREE. CONCL. INCREASED SALES OF CDN-PROD. SFTWRE IN TURIN, MILAN, VERONA. ESTABL. IND'L CO-OP PROG RE EXCHANGE OF CDN/ITAL EXPERTS RE ARTIFICIAL INTELLIGENCE. HRDWRE SALES PENDING IN TURIN, PADOVA, IVREA, VICENZA & MILAN

QUARTER: 1 ORGANIZE CORPORATE CALLS FOR MIN. COTE AND INDIVIDUAL MEETINGS FOR MISSION MEMBERS.

3 CORP. CALLS ARRANGED FOR MIN. COTE, TWO RELATED TO EUREKA AND INDL. CO-OP AND ONE IN SUPPORT OF DIRECT SALE TO MAJOR ITAL. ELECTRONICS FIRM. 32 INDIVIDUAL MEETINGS ARRANGED IN MILAN AND TURIN. AWARE OF ONE ONGOING PROJ. BEING PURSUED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 404-MILAN

002-FISHERIES, SEA PRODUCTS & SERV.  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANADIAN COMPANIES ENQUIRIES REQUESTING DISTRIBUTORS HAVE SIGNIFICANTLY INCREASED. WE CONTINUE TO EXPAND OUR NETWORK OF DISTRIBUTORS AND BUYERS.

FOUR NEW MAJOR DISTRIBUTORS.

WE CONTINUE TO RESPOND TO ITALIAN ENQUIRIES RE CANADIAN AQUACULTURE TECHNIQUES (SERVICES).

NOT A QUANTIFIABLE SECTOR.

COMMERCIAL OFFICER WILL VISIT PACIFIC COAST FISHERIES INDUSTRY SEPT. 86 AND WILL BE ADVISING CDN. PRODUCERS OF ITALIAN MARKET REQUIREMENTS.

INCREASED ACTIVITY BY CANADIAN FISH/FOOD EXPORTERS OF AG. SMOKED SALMON, LIVE LOBSTER, CLAMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGED NEW DISTRIBUTORS/AGENCIES FOR SALE OF FROZEN/SMOKED SALMON AND CRUSTACEANS. ALERTED ITALIAN MARKET TO AVAILABILITY OF NEW CDN SPECIES.

1 EXCL. AGENCY AGREE. ESTABL. FOR SMOKED SALMON  
-2 AGREE. TO BE CONCLUDED. SALES INCR. FOR BOTH  
SMOKED SALMON & CRUSTACEANS. DURING VISIT OF  
B. WHITE (EXTOTT/TAN) ESTABL. WITH ITLN IMPRTRS  
THEIR WILLINGNESS TO LOOK AT IMPORTS OF NEW FISH

QUARTER: 1 EXPOSE ITALIAN FISHING INDUSTRY TO CANADIAN EXPERTISE, CAPABILITIES AND EQUIPMENT.

SECURED COMMITMENT BY MAJOR ITALIAN GROUP TO  
ATTEND HALIFAX FISHERY & FISH EQPT. EXHIBITION.  
PUBLISHED ARTICLES OF CDN FISHING TECHNOLOGY IN  
PRINCIPAL ITALIAN FISHING TRADE PUBLICATION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 404-MILAN

009-FOREST PRODUCTS, EQUIP, SERVICES  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

COMPLETE FOREST PRODUCTS STRATEGY COORDINATING ACTIVITY OF COFI  
(COUNCIL OF FOREST INDUSTRIES FOR B.C.) AND BP IB (QUEBEC LUMBER  
MANUFACTURERS)

COORDINATED MARKETING APPROACH TO AVOID CDN  
ENTITIES COMPETING WITH EACH OTHER.

MILAN NOW HAS RESPONSIBILITY FOR ALL OF ITALY. DEVELOP NEW  
CONTACTS IN SOUTH.

ESTABLISH FOUR NEW MAJOR DISTRIBUTORS IN  
SOUTH.

TRADE LIAISON VISIT TO ALL MAJOR BUYERS THROUGHOUT ITALY

EXPANDED SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RESPOND TO EXTENSIVE INQUIRIES FROM ITALIAN  
LUMBER TRADE. PLAN ALL LOGISTICS RELATED TO  
ONTARIO LUMBER MFTRS. MISSION (COMPOSED OF 10  
COS, 1 ASSOC'N & 1 GOVT. REP.) FOR VISITS TO  
MILAN AND NAPLES.

10 NEW EXPORT AGREE. EXPEDITED BY MILAN OFFICE,  
TWO NEW MAJOR BUYING CONNECT. ESTABL. OVER 75  
ONE-ON-ONE MEETINGS TOOK PLACE BETWEEN ONT. COS.  
& ITLN COS. FM ALL OVER ITALY THAT TOOK TIME TO  
VISIT MISS. MEMBERS IN EITHER MILAN OR NAPLES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



404 - MILAN  
PLANNING:

ITALY  
-----  
ACTIVITIES PROPOSED IN POST PLAN

-----  
ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV.      MANUFACT & MATERIAL PLANT, EQP.  
CONTINUE TO WORK CLOSELY WITH THE ITALIAN MACHINE TOOL MANUFACTURERS  
ASSOCIATION (UCIMU) TO INSURE INTERESTED MACHINE TOOL MANUFACTURERS TO  
ESTABLISH IN CANADA.

EXPECT TWO INTERESTED COMPANIES VISITING  
CANADA TO ESTABLISH IN PREFERRED LOCATION.

AGRI & FOOD PRODUCTS & SERVICE      FOOD HANDLING, PROCESSING EQUIP  
LIAISE CLOSELY WITH MAJOR FOOD AND TECHNOLOGY ASSOCIATIONS, INDUSTRY,  
FOOD SHOWS AND PUBLICIZE CANADIAN OPPORTUNITIES IN PROFESSIONAL FOOD  
TECHNOLOGY JOURNALS IN ITALY.

TWO MAJOR INVESTMENTS IN CANADA TO BE  
COMPLETED PLUS SIX QUALIFIED LEADS ON  
ITALIAN COMPANIES JOINT VENTURE IN  
CANADA.

TRANSPORT SYS, EQUIP, COMP, SERV.      AUTOMOTIVE  
WORK WITH DRIE AND ITALIAN AUTOMOTIVE MANUFACTURERS ASSOCIATION PUR-  
SUING INVESTMENT IN SPECIFIC AREAS IDENTIFIED BY CANADA AS SECTORS  
REQUIRING STRENGTHENING IN CANADA.

FOUR LICENSING ARRANGEMENTS AND TWO  
MANUFACTURING INVESTMENTS (WHEELS/  
BODY PANELS).

AGRI & FOOD PRODUCTS & SERVICE      FOOD HANDLING, PROCESSING EQUIP  
No proposed activities indicated

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

404 - MILAN  
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

ITALY

RESULTS REPORTED

QUARTER : 1

ADDRESS PADOVA ASS'N. OF INDUSTRIALISTS RE  
INVESTMENT AND TECH TRANSFER OPPORTUNITIES.  
ADVISE UCIMU (ITLN MACHINE TOOL MFTRS. ASSN.) RE  
CDN. INDUSTRIAL NEEDS.  
RESPOND DIRECTLY TO NUMEROUS ITALIAN REQUESTS  
FOR INVESTMENT INFORMATION.  
DEVELOP INTEREST IN ITLN PRINT MEDIA RE CDN  
INVESTMENT OPPORTUNITIES IN CONJUNCTION WITH  
VISIT OF DRIE MIN. COTE.

PADOVA INDUSTRIALISTS PRESENTLY ORG. INC. MISS.  
(MIXED) TO LOOK AT TRADE, INVSTMT & TECH TRANS-  
FER OPPORT. IN CDA. UCIMU IN PROCESS OF ORG. 3RD  
MISS. TO CDA SEEKING TRADE & J.V. OPPORT. SLUM-  
PING ITL. MACH. TOOL EXPORTS HAVE REEMPHAS. NEED  
FOR INVSTMT IN N.A. MKT. PROSP. GOOD FOR INVSTMT  
IN AUTO. WHEELS, SPRAY PAINTS, IND'L SPRAY NOZZLES  
& A TANNERY. DECISIONS PENDING IN ALL 4 INSTANT-  
CES. REGRET'LY, ITLN FIRM HAS CANCELLED PLANS FOR  
INVESTMENT IN AVIONICS INSTRUMENTATION PROJECT.

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

-----

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

POST : 475-MOSCOW

001-AGRI & FOOD PRODUCTS & SERVICE  
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROTOCOL OF COOPERATION ON CATTLE SALES.

\$10 MILLION

EMBRYO TRANSFER CONTRACTS

\$800,000 IN 1986

SEMEN SUPPLY CONTRACT, LTA, AND RESOLUTION OF VETERINARY OBSTACLES.

\$1.5 MILLION PER ANNUM.

ASSIST ONTARIO AGRICULTURE AT 2 LIVESTOCK FAIRS

\$100,000

FARM MACHINERY TECHNOLOGY SEMINAR

\$4 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 EMBRYO TRANSFER CONTRACTS FOR WESTERN BREEDERS SUPPORT.

SALE MADE OF APPROX. \$600,000 IN LIVESTOCK GENETICS, FROZEN EMBRYOES.

QUARTER: 1 SEMEN SUPPLY CONTRACTS, LTA & RESOLUTION OF VET OBSTACLES. GENERAL PROMOTION OF SALE OF CANADIAN AGRICULTURAL TECHNOLOGY.

POST OFFICERS WORKED DILIGENTLY TO ENSURE THAT VISITS TO CDA OF MINISTER OF GOSAGROPROM MURAKHOVSKY & MIN OF RSFSR NIKITEN AND THEIR RESPECTIVE SENIOR LEVEL DELS WERE SUCCESSFUL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----





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

POST : 475-MOSCOW

002-FISHERIES, SEA PRODUCTS & SERV.  
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

NEW FISH PURCHASE COMMITMENT.

\$12 MILLION

INTELLIGENCE GATHERING FOR CANADIAN FISH INDUSTRY

THIS ACTIVITY SHOULD LEAD TO INCREASED  
ABILITY ON THE PART OF CANADIAN SUPPLIERS TO  
MEET THE PECULIAR REQUIREMENTS OF THE SOVIET  
MARKET

JOINT VENTURE FISHING COMPANY (EVENTUAL MOSCOW OFFICE)

\$ 1 MILLION

IN-STORE PROMOTION OF CANADIAN SEAFOODS.

\$100,000

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEW FISH PURCHASE COMMITMENT FROM USSR.

SOVIETS COMMITTED TO PURCHASE OVER \$12 MILLION  
FROM CANADA.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



POST : 427-MUNICH

005-COMM. & INFORM. EQP. & SERV  
GERMANY WEST

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	INTENSIFY CORPORATE LIAISON ACTIVITY TO TAKE ADVANTAGE OF EMERGING INTEREST IN TELECOMMUNICATIONS SECTOR.	IDENTIFICATION OF OPPORTUNITIES FOR CANADIAN SUPPLIERS INCLUDING POSSIBILITIES OF JOINT VENTURES
	WILL CANVASS MAJOR CORPORATIONS IN TERRITORY TO DETERMINE THEIR FUTURE REQUIREMENTS FOR DATA COMMUNICATIONS EQUIPMENT/SERVICES LOCAL AREA NETWORKS, APPLICATION SOFTWARE AND MODULAR OFFICE EQUIPMENT.	UNCOVER EMERGING OPPORTUNITIES BY TAKING ADVANTAGE OF OUR CLOSE LINKS WITH USA AND DOMINANT SALES OF AMERICAN FIRMS IN INFORMATICS IN FRG MARKET. N
	BROADCASTING (INC CATV)	
	CONTINUE CORPORATE LIAISON ACTIVITIES TO KEEP ABREAST OF EMERGING OPPORTUNITIES IN CATV SECTOR PARTICULARLY NOW THAT PRIVATISATION OF BROADCASTING IS INCREASING .	EARLY INVOLVMENT OF CATV SUPPLIERS IN PROCUREMENT PROGRAMS OF BAVARIAN TV ORGANIZATIONS.

---

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

REPORT 4  
87/09/25

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

PAGE : 86

POST : 427-MUNICH

OOB-TRANSPORT SYS, EQUIP, COMP, SERV.  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

BMW-CANADA MOU CURRENTLY IN PLACE.

PROVIDES FRAMEWORK FOR EXPANSION AND DIVERSIFICATION OF OEM SUPPLY CONTRACTS PARTICULARLY AS BMW INTRODUCES NEW MODELS TO NORTH AMERICA MARKET.

UNDERTAKE MARKET STUDY TO IDENTIFY AUTOMOTIVE COMPONENTS CURRENTLY IMPORTED AND FUTURE NEEDS OF INDUSTRY.

INVENTORY OF PRODUCTS (OEM&AFTER MARKET) IN WHICH CDN SUPPLIERS ARE COMPETITIVE AND CLD DISPLACE OTHER EXPORTERS. IDENTIFICATION OF FUTURE REQUIREMENTS OF FRG AUTO MANUFACTURERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISSION - AUTO PARTS SELLERS TO FRG

POSTPONED TO LATE FALL '87 DUE TO WORKLOAD CAUSED BY IFAT AND TAAM MISSIONS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 427-MUNICH

006-ELECTRONICS EQUIP. & SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PRODUCTS & COMPONENTS

INTENSIFY CORPORATE LIAISON PROGRAM WITH KEY COMPANIES  
IN THIS SECTOR.

IMPROVED KNOWLEDGE OF POTENTIAL BUSINESS  
PARTNERS FOR CDN COMPANIES IN THIS SECTOR  
AND BETTER TARGETTING OF MARKETING EFFORTS  
BY MISSION.

UNDERTAKE MARKET STUDY FOR ELECTRONIC COMPONENTS .

IMPROVED KNOWLEDGE OF PRECISE AREAS OF  
SPECIALTY . FACILITATE IDENTIFICATION OF  
PARTNERS FOR JOINT VENTURES, LICENSING  
AND TECHNOLOGY TRANSFER.

INITIATE SYTEMATIC APPROACH TO LARGE FRG FIRMS TO SEARCH FOR WEAK  
LINKS IN THEIR COMPONENTS SUPPLIERS NETWORK FOCUSING FIRST ON  
ITEMS ALREADY BEING EXPORTED TO FRG THEN MOVING TO OPPORTUNITIES  
FOR NEW PRODUCTS.

UNCOVER OPPORTUNITIES FOR EXPANSION OF  
PRESENT EXPORTS (DOUBLED IN LAST 2 YRS) AND  
IDENTIFY TARGETS FOR INTRODUCTION OF NEW  
PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATION AT LASER - TRADE FAIR

PARTICIPATION IN LASER CANCELLED DUE TO LACK OF  
RESPONSE TO OTTAWA'S RECRUITING EFFORTS.

QUARTER: 1 MISSION - CABLE TV BUYERS MISSION TO CANADA

SCRUBBED FROM MUNICH PROGRAM FOLLOWING REASS  
ESSMENT OF MARKET OPPORTUNITIES.

QUARTER: 1 SEARCH FOR NEW OPPORTUNITIES

MARKET REPORT ON AUDIO TOUR EQUIPMENT

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
87/09/25

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

PAGE : 88

POST : 427-MUNICH

013-CONSUMER PRODUCTS  
GERMANY WEST

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:  
                    UNDERTAKE MARKET STUDY OF SPORTING GOODS MARKET.

ANTICIPATED RESULTS:  
BUILDING ON CURRENT KNOWLEDGE OF MKT (TOP END  
NOW DOMINATED BY EUROPEANS & LOW END BY S.E.  
ASIA). IDENTIFY NICHEs TO BE EXPLOITED BY CDA.  
ALSO IDENTIFY KEY BUYERS FOR ISPO FAIR.

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:  
QUARTER: 1 SURVEY OF MARKET OPPORTUNITIES.  
QUARTER: 2 -----  
QUARTER: 3 -----  
QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:  
POSTPONED TO FALL QUARTER

427 - MUNICH  
PLANNING:

GERMANY WEST  
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

ELECTRONICS EQUIP. & SERV PRODUCTS & COMPONENTS  
USING AVAILABLE INFO SOURCES WILL IDENTIFY INDUSTRY LEADERS AND WITH ASSISTANCE FROM DRIE OTT AND FRG INVEST COUNSELLOR WILL SELECT SMALL ELECTR. GROUP ON WHICH TO FOCUS ATTN. START WITH STRUCTURED AND TARGETED MAIL CMPN AND FOLLOW-UP WITH ONE-ON-ONE MEETINGS.

STIMULATE AN INCREASE IN DIRECT AND PORT-FOLIO INVST BY GERMAN COS IN CDA AND AN INCREASE IN CDN-GERMAN INDUSTRIAL J. V. 'S.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE  
WILL BUILD ON MOMENTUM PROVIDED BY DRIE/BMW MOU AND ON SYSTEMATICALLY EXECUTED ROUND OF TRADE PROMOTION CALLS BY COMMERCIAL OFFICER. MAIN TARGETS WILL BE BMW, DAIMLER-BENZ AND PORSCHÉ SUPPLIERS.

STIMULATE AN INCREASE IN DIRECT AND PORT-FOLIO INVST BY GERMAN COS IN CDA AND AN INCREASE IN CDN-GERMAN INDUSTRIAL J. V. 'S.

EDUCATION, MEDICAL, HEALTH PROD HOSP. & MEDICAL EQUIP, INSTRUM.  
FIRST TASK TO DEVELOP A BETTER PICTURE OF THE STRENGTHS AND WEAKNESSES OF THE CDN AND FRG MEDICAL EQUIPMENT AND INSTRUMENT SECTOR. SECOND TASK WILL DEPEND ON THESE FINDINGS BUT WILL INCLUDE A MAIL CAMPAIGN AND A STRUCTURED VISIT PROGRAM.

STIMULATE AN INCREASE IN DIRECT AND PORT-FOLIO INVST BY GERMAN COS IN CDA AND AN INCREASE IN CDN-GERMAN INDUSTRIAL J. V. 'S.

NON SECTORALLY ORIENTED ACTIVITIES

FORMATION OF GERMAN-CDN BUSINESS CLUB EXPECTED TO MEET REGULARLY AT LUNCHEONS TO HEAR PRESENTATIONS BY PROMINENT CDN AND GERMAN BUS. FIN AND PCL PEOPLE. CLUBS PURPOSE TO STRENGTHEN BILATERAL TRADE AND INVST TIES.

STIMULATE AN INCREASE IN DIRECT AND PORT-FOLIO INVST BY GERMAN COS IN CDA AND AN INCREASE IN CDN-GERMAN INDUSTRIAL J. V. 'S.

SECTORAL AND GENERAL INTEREST SEMINARS HELD IN COOP WITH SAVINGS BANKS AND CHAMBERS OF INDUSTRY AND COMMERCE WITH FOLLOW-UP CALLS TO INTERESTED INDIVIDUALS.

STIMULATE AN INCREASE IN DIRECT AND PORT-FOLIO INVST BY GERMAN COS IN CDA AND AN INCREASE IN CDN-GERMAN INDUSTRIAL J. V. 'S.

CALLS ON INDIVIDUAL FIRMS AS THEY ARE IDENTIFIED AS LIKELY PROSPECTS THROUGH OUR VARIOUS INFORMATION.

STIMULATE AN INCREASE IN DIRECT AND PORT-FOLIO INVST BY GERMAN COS IN CDA AND AN INCREASE IN CDN-GERMAN INDUSTRIAL J. V. 'S.



427 - MUNICH  
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

GERMANY WEST

RESULTS REPORTED

QUARTER : 1

ESTABLISHMENT OF AN INFORMAL GERMAN-CANADIAN BUSINESS MAN'S CLUB. TO MEET AT LUNCHEON FOUR TO FIVE TIMES PER YEAR TO HEAR SPEECHES BY PROMINENT CANADIAN OR GERMAN BUSINESS OR POLITICAL FIGURES. (2) PRESENTATION TO REGENSBURG CHAMBER OF COMMERCE ON INVESTING IN CANADA.

CLUB'S INAUGURAL ADDRESS GIVEN BY MR. D. REEKIE, CHAIRMAN OF CAE. ONE ADDITIONAL MEETING HELD IN QUARTER. CLUB GAINING ACCEPTANCE AND "MEMBERSHIP" IS WIDENING. (2) IN ATTENDANCE QEB. 3 SERIOUS ENQUIRIES TO DATE.

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

-----

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

POST : 433-OS/0

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LIAISON CALLS ON ALL DEFENCE-RELATED IMPORT AGENTS, PRIME CONTRACTORS AND MATERIEL COMMANDS.

GREATER AWARENESS IN NORWAY OF CANADIAN EXPERTISE AND NEW AGENTS FOR FIVE CANADIAN FIRMS.

FOLLOW UP WITH MINISTRY OF DEFENCE AND PRIME CONTRACTORS AS RESULT OF DISCUSSIONS AT THE MOU RDP SC MEETING.

INCREASE SALES OF CANADIAN DEFENCE PRODUCTS IN NORWAY TO \$6 MILLION IN 1987.

MARKET ANALYSIS FOR DEFENCE PRODUCT SALES AND JOINT VENTURES BETWEEN CANADA AND NORWAY.

COMPREHENSIVE REPORT ON POTENTIAL SUBSECTORS FOR CANADIAN EXPORT DEVELOPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CANADA/NORWAY CO-OPERATIVE DEFENCE RESEARCH DEVELOPMENT AND PRODUCTION STEERING COMMITTEE MEETING.

DEFINED NEW PRODUCTS OF INTEREST AND AREAS OF CO-OPERATION FOR RESEARCH (SEE RDP CONFIDENTIAL NOTES OF APRIL, 1987).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 433-OSLO

011-OIL & GAS EQUIPMENT, SERVICES  
NORWAY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPANY CALLS ON LARGEST IMPORT HOUSES AND STOCKISTS/SUPPLY  
DEPOTS.

CANADA-NORWAY OFFSHORE WORKING GROUP.

FOLLOW-UP CALLS ON SPECIFIC FIRMS FOLLOWING POLAR TECHNOLOGY  
MISSION IN OCTOBER, 1986.

MEETINGS IN SPITZBERGEN WITH OFFSHORE DRILLING COMPANIES TO  
INTRODUCE EXPERTISE OF CANADIAN FIRMS IN ARCTIC ENVIRONMENT.

10 NEW AGENCIES FOR CANADIAN EXPORTERS.

AS MORE GRASS-ROOTS FIRMS BECOME INVOLVED IN  
THIS BILATERAL FORUM, WE ANTICIPATE GREATER  
SOURCING ENQUIRIES FROM NORWEGIAN FIRMS.

CONTRACTS FOR ENGINEERING SERVICES AND DESIGN  
IF DRILLING COMMENCES IN BARENTS SEA OR ON  
SPITZBERGEN ISLAND.

SALES AND SERVICE CONTRACTS FOR CANADIAN  
ONSHORE FIRMS, PRIMARILY FROM ALBERTA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TWO NORWEGIAN IMPORTERS ATTENDED INTERCAN 87 IN  
EDMONTON AT GOVERNMENT EXPENSE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

AS A RESULT OF INTERCAN, THEY ARE INTERESTED IN  
REPRESENTING 8 NEW CANADIAN FIRMS, WITH PROBABI-  
LITY OF IMMEDIATE SALES.

POST : 433-OSLO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

FOLLOW UP WITH MOLLER GROUP VISIT TO CDA ON ON-GOING BASIS TO ASSIST EFFORTS IN ESTABLISHING AGENCY AGREEMENT.

POSSIBLE ESTABLISHMENT OF TWO OR THREE AGENCY AGREEMENTS.

ATTEND NORCOM 88 IN OSLO TO INCREASE EMBASSY AWARENESS OF NORWEGIAN AGENTS AND POSSIBLE BUYERS FOR CANADIAN PRODUCTS.

EVENTUAL AGENCY AGREEMENTS AND INCREASED SALES.

ASSIST NORWEGIAN PTT WITH MEETINGS IN CANADA FOR GROUP POSSIBLY VISITING SOME TIME IN 1987.

INCREASE AWARENESS OF CANADIAN EQUIPMENT WITH RESULTING POSSIBILITY OF SALES TO NORWAY.

ATTEND TELECOM '87 IN GENEVA TO INTRODUCE NORWEGIAN DELEGATION TO CANADIAN PARTICIPANTS.

PRODUCT AWARENESS AND POSSIBLE AGENCY AGREEMENTS.

COMPUTERS, SOFTWARE & SYSTEMS

FOLLOW UP INFORMATICS MISSION WITH ALL NORWEGIAN CONTACTS.

POSSIBILITY OF DEVELOPING TWO AGENCY AGREEMENTS IN NORWAY.

ATTEND SOFTWARE EXHIBITION IN OSLO (MAR/88) TO INCREASE CONTACT WITH NORWEGIAN INDUSTRY IN SOFTWARE SECTOR AND ESTABLISH POSSIBLE AGENCY INTEREST.

INCREASE AWARENESS OF CANADIAN CAPABILITIES AMONGST NORWEGIAN COMPANIES.

ATTEND OFFICE EQUIPMENT SHOW IN OSLO (SEP/87) TO INCREASE CONTACT WITH NORWEGIAN OFFICE EQUIPMENT MANUFACTURERS AND AGENTS. FOLLOW UP WITH INDIVIDUAL CALLS.

INCREASE AWARENESS OF CANADIAN CAPABILITIES.

SOFTWARE SEMINAR IN CONJUNCTION WITH MISSION AND SOFTWARE SHOW.

POSSIBLE SALE OF EQUIPMENT AND ESTABLISHMENT OF NEW AGENCY AGREEMENT.

BROADCASTING (INC CATV)

FOLLOW UP ON MULTI-MICROWAVE DISTRIBUTION SYSTEM (MMDS) AND VISIT TO PTT.

POSSIBLE SALE OF EQUIPMENT AND SERVICES TO PTT.

EXTENSIVE REVIEW OF CATV SYSTEMS IN NORWAY AND ATTEND CATV EXHIBITION IN FALL OF 1987 TO INCREASE EMBASSY CONTACTS.

ANALYSIS OF CURRENT STATE OF CATV SYSTEMS IN NORWAY AND RECOMMENDATIONS FOR FUTURE PROMOTIONAL ACTIVITY.

REPORT 4  
87/09/25

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

PAGE : 92

POST : 433-OSLO

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 433-OSLO

003-GRAINS AND OILSEEDS  
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUING DIALOGUE WITH NORWEGIAN GRAIN CORPORATION TO PROMOTE  
THE USE OF CANADIAN WHEAT.

INCREASE IMPORTS OF CANADIAN WHEAT.

DEVELOP CLOSER CONTACTS WITH IMPORT ORGANIZATION TO ENCOURAGE USE  
OF CANOLA IN ANIMAL FEED.

INCREASE THE USE OF CANOLA IN ANIMAL FEED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISSION FROM CANOLA COUNCIL OF CANADA VISITED  
NORWAY TO PROMOTE SALES OF CANOLA MEAL.

CANOLA NOT YET SOLD INTO NORWAY BECAUSE OF  
PRICE. NORWEGIAN IMPORTERS WILL RE-EVALUATE  
CANOLA PURCHASES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



433 - OSLO  
PLANNING:

NORWAY  
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

OIL & GAS EQUIPMENT, SERVICES ALL SUB-SECTORS  
CONTINUE TO LIAISE WITH ALL MAJOR NORWGN FIRMS INVOLVED IN OFFSHORE  
OIL AND GAS EXPLORATION AND DEVELOPMENT TO ENSURE AWARENESS OF  
POTENTIAL CANADIAN OFFSHORE DEVELOPMENT.

CONTINUED NRWGN INVESTMENT WILL DEPEND  
UPON ANNOUNCEMENT OF HIBERNIA DEVELOP-  
MENT. IF GO AHEAD ANNOUNCED, TWELVE NEW  
INVESTMENTS ANTICIPATED.

FISHERIES, SEA PRODUCTS & SERV. SERVICES INCLUDING CONSULTING  
LIAISE WITH NORWGN EXPORT COUNCIL, NRWGN BANKS AND VARIOUS INDUSTRY  
ASSOCIATIONS TO IDENTIFY POSSIBLE INVESTORS IN CANADIAN AQUACULTURE  
DEVELOPMENTS.

TEN NEW FARMS AND/OR PRODUCT SUPPLIERS TO  
ESTABLISH IN CANADA.

FOREST PRODUCTS, EQUIP, SERVICES EQUIPMENT AND MACHINERY  
LIAISE WITH MAJOR NORWG MANUFACTURERS OF FOREST PRODUCT EQUIPMENT TO  
ENSURE THEY ARE AWARE OF CANADIAN INVESTMENT OPPORTUNITIES.

GREATER AWARENESS OF CANADIAN REQUIREMENTS  
AND POSSIBLE J. V. DEVELOPMENT.

CONSUMER PRODUCTS APPAREL (CLOTH, FUR, SHOES) TEXT  
CORRESPOND WITH BIK BOK COMPANY A/S, ONE OF LARGEST AND FASTEST  
GROWING NORWGN CLOTHING FIRMS IN ATTEMPT TO HAVE THEM ESTABLISH  
MANUFACTURING FACILITY FOR NORTH AMERICA IN CANADA.

BIK BOK TO ESTABLISH IN CANADA.

COMM. & INFORM. EQP. & SERV COMPUTERS, SOFTWARE & SYSTEMS  
LIAISE WITH MAJOR COMPUTER/SOFTWARE FIRMS AND ENCOURAGE DEVELOPMENT  
IN CANADA.

TRY TO CONVINCE NORSK DATA A/S TO  
ESTABLISH CANADIAN SUBSIDIARY.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE  
EXPLORE THROUGH AUTOMOTIVE PARTS ASSOCIATION AND MAJOR FIRMS,  
POSSIBILITY OF J. V. IN CANADA.

IF ATMOSPHERE IS RIGHT THEN TRY TO  
ESTABLISH NORWGN/CANADIAN J. V.

NON SECTORALLY ORIENTED ACTIVITIES

CONTACT ALL NORWEGIAN BANKS DURING SERIES OF CORPORATE LIAISON CALLS  
TO ENSURE THEY AND THEIR CORPORATE CUSTOMERS ARE AWARE OF INVESTMENT  
OPPORTUNITIES IN CANADA.

ENSURE ALL NORWEGIAN BANKS ARE UP-TO-DATE  
ON CANADA AS A PLACE FOR INVESTMENT.



433 - OSLO  
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

NORWAY

RESULTS REPORTED

QUARTER : 1

34 MEMBER NEWFOUNDLAND AND LABRADOR OFFSHORE OIL AND GAS MISSION VISITED NORWAY TO PROMOTE JOINT-VENTURES.  
(2) CANADIAN MINISTER OF STATE FOR SCIENCE & TECHNOLOGY LED MISSION TO EXAMINE JOINT-VENTURES, TECHNOLOGY TRANSFERS & SCIENTIFIC EXCHANGES.  
(3) EXECUTIVE VICE PRESIDENT OF INVESTMENT CANADA MET WITH NORWEGIAN INTERLOCUTORS TO STRESS CDA'S OPEN FOR BUSINESS POLICY & EXAMINE PROCEDURES FOR INVESTMENT.

FIRM INTEREST BY NORWEGIAN COMPANIES AWAITING ANNOUNCEMENT ON HIBERNIA DEVELOPMENT. SIXTEEN JOINT-VENTURES PENDING. (2) KEEN INTEREST BY 7 LARGEST NORWEGIAN FIRMS WHO MET WITH MINISTER. REQUEST PRECISE INFORMATION ON VARIOUS ASPECTS OF INVESTING IN CANADA. (3) NORWEGIAN INDUSTRIAL FUND WILL SUPPORT NORWEGIAN INVESTMENT IN CANADA

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

-----

POST : 410-PARIS

001-AGRI & FOOD PRODUCTS & SERVICE  
FRANCE

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	IDENTIFICATION OF POTENTIAL CANADIAN EXPORTERS WHO COULD MEET NEEDS (DEMAND) ALREADY IDENTIFIED BY THE EMBASSY.	BETTER RESPONSE TO GROWING DEMAND.
SEEDS & SPECIAL CROPS	MARKET STUDIES (TO BE DONE) FOR PRODUCTS IN THIS SUB-SECTOR.	GREATER FAMILIARITY WITH MARKET CHARACTERISTICS.
	INFORMATION/AWARENESS CAMPAIGN AMONG BUYERS, USERS OR CONSUMERS.	DIRECT THE DEMAND TOWARD CANADIAN PRODUCTS.
MEATS & MEAT BY-PRODUCTS	FRENCH APPROVAL OF CANADIAN PROCESSING PLANTS.	INCREASE NUMBER OF POTENTIAL SUPPLIERS.
	PRESENT CANADIAN PROCESSED MEAT PRODUCTS TO BUYERS FOR BIG CENTRAL DISTRIBUTORS.	SIGNIFICANT GROWTH IN SALES.
SEMI & PROCESSED FOOD & DRINK	IDENTIFICATION OF CANADIAN EXPORTERS AND POTENTIAL FRENCH IMPORTERS. COMPUTERIZATION OF DATA.	BETTER COORDINATION BETWEEN SUPPLY AND DEMAND
	ORGANIZATION OF TWO WEEK VISIT WITH A LARGE STORE.	INTRODUCE NEW PRODUCTS.
	PRESENTATION OF CANADIAN PRODUCTS TO BUYERS IN LARGE DISTRIBUTION CHAINS.	INTRODUCE NEW PRODUCTS AND INCREASE SALES.

---

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-SUIVI AU S. I. A. -PREPARATION OFFENSIVE COMMERCIALE DES PRODUITS DE LA MER. -ETUDE SUR COMMERCIALISATION DU HOMARD. -MARCHE DU SAUMON.	-IMPORTANTES RETOMBEES ET RAPPORTS A OTTAWA -PREVUE POUR OCTOBRE 87 - "MOIS DE LA MER" -REMISE -ETUDE ENTREPRISE.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

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

POST : 410-PARIS

002-FISHERIES, SEA PRODUCTS & SERV.  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

IDENTIFICATION OF CANADIAN EXPORTERS AND POTENTIAL FRENCH IMPORTERS. COMPUTERIZATION OF DATA.

BETTER COORDINATION BETWEEN SUPPLY AND DEMAND.

STUDY OF CANADIAN LOBSTER MARKETING IN FRANCE AND ADVERTISING CAMPAIGN.

INCREASED SALES.

STUDIES (BY THE MISSION) ON SOME PRODUCTS IN THE SECTOR, TO BE DISTRIBUTED TO CANADIAN EXPORTERS.

GREATER FAMILIARITY WITH FRENCH MARKET AMONG POTENTIAL EXPORTERS.

CANADIAN SEAFOOD MONTH IN PARIS ORGANIZED WITH "FORTUNE DES MERS" (RESTAURATEUR AND SEAFOOD DISTRIBUTOR).

PUBLIC AWARENESS OF CANADIAN PRODUCTS IN THE SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 410-PARIS

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT FOR CANADAIR IN CL-215T AND CL-289 PROJECTS.

MAJOR SALES TO CIVIL SECURITY AND MINISTRY OF  
DEFENCE RESPECTIVELY.

SUPPORT FOR CONAIR IN F-27 WATER BOMBER PROJECT.

RENTALS AND SALES OF CONAIR F-27 TO CIVIL  
SECURITY.

IDENTIFICATION OF OTHER FRENCH OR CANADIAN PROJECTS IN WHICH  
INDUSTRIAL COOPERATION COULD BE UNDERTAKEN.

INCREASED INVESTMENT IN CANADA, TECHNOLOGY  
TRANSFER AND ADDITIONAL SALES.

AGGRESSIVE PROMOTION OF INDUSTRIAL COOPERATION BETWEEN CANADIAN  
AND FRENCH COMPANIES IN THE DEFENCE MATERIAL SECTOR.

LONG-TERM PENETRATION OF FRENCH MARKET BY  
CANADIAN EXPORTS (E.G. CL-125, CL-289)

ORGANIZATION OF CANADIAN PARTICIPATION IN INTERNATIONAL SPACE AND  
AERONAUTICS EXHIBIT IN PARIS IN 1987.

PROMOTE THE CANADIAN AVIATION INDUSTRY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -NEGOCIATIONS - CL 289 M.O.U.  
-SALON AERONAUTIQUE DU BOURGET, JUIN 87  
-VENTE DE CL-215T A SECURITE CIVILE.

-COMITE TRILATERAL S'EST REUNIS A PARIS; PROGRES  
VERS UNE ENTENTE. -GRAND SUCCES; 58 COMPAGNIES  
CDNES PARTICIPANTES -CONCLUSION D'UN CONTRAT  
(10 A 12 ANNEES) POUR BIENTOT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 410-PARIS

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

DETAILED STUDY TO IDENTIFY OPENINGS.

DEVELOPMENT OF PLAN OF ACTION FOR EMBASSY IN THIS SECTOR.

DETAILED STUDY TO IDENTIFY POTENTIAL OPENINGS.

WHEN STUDY IS COMPLETED, DEVELOPMENT OF A LONG-TERM ACTION STRATEGY IN THIS SECTOR BY THE EMBASSY.

ANTICIPATED RESULTS:

IMPROVED POSITION IN SECTOR OF FRENCH MARKET.

GREATER FAMILIARITY WITH POTENTIAL OPENINGS.

STRENGTHENED POSITION FOR CANADIAN EXPORTERS IN FRANCE IN THIS SECTOR.

IMPLEMENTATION OF A PLAN OF ACTION WITH MULTI-SECTOR TARGET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

410 - PARIS  
PLANNING:

FRANCE  
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

DEFENCE PROGRAMS, PRODUCTS, SERV. ALL SUB-SECTORS  
CONTINUE EFFORTS BEGUN IN THE DEFENCE SECTOR WITH A VIEW TO INCREASED  
INDUSTRIAL COOPERATION BETWEEN FRANCE AND CANADA.

INFLUENCE INDUSTRIAL INVESTORS CONCERNING  
INVESTMENT POSSIBILITIES IN CANADA.

ELECTRONICS EQUIP. & SERV. INSTRUMENTATION  
IDENTIFY POTENTIAL INVESTORS IN CANADA IN ELECTRONICS EQUIP. AND SERV.  
INDUSTRIES. VISIT LEADERS OF THESE BUSINESSES AND INFORM THEM OF  
INVESTMENT POSSIBILITIES. FOLLOW UP THE MOST PROMISING LEADS AND  
ENCOURAGE CEOs TO VISIT CANADA.

CONSIDERABLE INCREASE IN NUMBER AND VALUE  
OF INVESTMENTS AND/OR TECHNOLOGY  
TRANSFERS.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE  
CONTINUE EFFORTS TO IMPLANT IN CANADA AND/OR TRANSFER TECHNOLOGY  
FROM FRENCH COMPANIES - MACHINERY AND AUTO PARTS.

MAINTAIN AND INCREASE THE RATE OF FRENCH  
TECHNOLOGY TRANSFER INVESTMENTS IN  
CANADA.

EDUCATION, MEDICAL, HEALTH PROD. PHARMACEUTICALS, BIOTECHNOLOGY  
VISIT THE LEADERS OF FRENCH COMPANIES IN EDUC., MEDICAL, HEALTH  
PRODUCT INDUSTRIES TO GAIN FAMILIARITY WITH THEIR EXPANSION PLANS.  
SEEK POTENTIAL INVESTORS. FOLLOW UP ON CONTACTS.

DEVELOP A GREATER FAMILIARITY WITH THE  
POTENTIAL AND BENEFITS OF THE CANADIAN  
MARKET.

COMM. & INFORM. EGP. & SERV. ROBOTICS & ARTIFICIAL INTELL.  
VISIT THE LEADERS OF FRENCH COMPANIES THAT PRODUCE ROBOTICS AND  
ELECTRONIC PRODUCTION EQUIPMENT TO POINT OUT CANADA'S INDUSTRIAL  
POTENTIAL. DO FOLLOW-UP IN MOST PROMISING CASES.

MAKE LEADERS AWARE OF THE BENEFITS OF  
SETTING UP SHOP IN CANADA OR OF TRANS-  
FERRING TECHNOLOGY TO CANADA.

AGRI & FOOD PRODUCTS & SERVICE SEMI & PROCESSED FOOD & DRINK  
CONTACT THE MAJOR FRENCH AGRI-FOOD AND FISHING COOPERATIVES ALREADY  
IDENTIFIED AS PRIORITY POTENTIAL INVESTORS AND ENSURE CLOSE FOLLOW-  
UP.

PARTNERSHIP WITH CANADIAN COMPANIES,  
INVESTMENT.

NON SECTORALLY ORIENTED ACTIVITIES

IN RECENT MONTHS WE HAVE KEPT ABOUT 100 PROMISING FILES THAT REQUIRE  
REGULAR CONTACTS WITH THE COMPANIES IN QUESTION (30 ARE PRIORITY  
FILES).

POSITIVE RETURN ON INVESTMENTS IN THE  
FORM OF JOINT VENTURES OR DIRECT  
IMPLANTATION (GREENFIELD).

DEVELOPMENT OF CONTACTS WITH REGIONAL AND LOCAL CHAMBERS OF COMMERCE  
AND FRENCH BANKS IN ORDER THAT THEY MIGHT BECOME PARTNERS IN THE  
PROMOTION AND DEVELOPMENT OF INVESTMENTS IN CANADA.

INCREASE AWARENESS IN BUSINESS CIRCLES  
AND AMONG MAIN ECONOMIC DECISION-  
MAKERS IN THE INDUSTRIAL POTENTIAL OF  
CANADA.

MAINTAIN A PROGRAM OF TRADE CONTACTS IN THE ALSACE-LORRAINE REGION  
FOLLOWING CLOSING OF THE STRASBOURG CONSULATE; IN THE RHONE-ALPES  
REGION FOLLOWING THE OPENING OF OUR CONSULATE, AND IN THE TOULOUSE  
REGION, WHICH IS KNOWN FOR ITS HIGH TECHNOLOGY INDUSTRIES.

PROMOTION OF CANADA AS A COUNTRY OPEN TO  
FOREIGN INVESTORS. ADDITIONAL POTENTIAL  
INVESTORS WOULD BE IDENTIFIED.

410 - PARIS  
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

FRANCE

RESULTS REPORTED

QUARTER : 1

-MAILINGS PROMOTION - 300 PME/PMI, 100 GRANDES SOCIETES, 50 GRANDS INVESTISSEURS.  
-PHASE II - ETUDES DE MARCHÉ DU MEIR.  
-ORGANISATION DU VOYAGE PRES D'INV CDA.  
-REDACTION DU "PROSPECTUS" INVESTISSEMENT.  
-INTERVENTION AUPRES DE THOMSON-CSF ET AERO-SPATIALE POUR ACCORDS DE JOINT VENTURES ET INVESTISSEMENTS.

-IDENTIFICATION DES INVESTISSEURS POTENTIELS  
-PROSPECTION INVESTISSEURS POTENTIELS  
-APPUI AUX ACTIVITES DU PROGRAMME  
-SOC. CANADIENNES PELORUS ET SED SYSTEMS  
HELICOPTERES ET PROGRAMME AIRBUS.

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

-----

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

POST : 472-PRAGUE

009-FOREST PRODUCTS, EQUIP, SERVICES  
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CONTINUATION OF INTENSIVE POST LOBBYING OF HIGH-LEVEL CSSR OFFICIALS IN SUPPORT OF A CDN COMPANY MARKET DEVELOPMENT WORK (RUZOMBEROK PAPER MILL PROJECT).

WE EXPECT THE CDN COMPANY TO BE SUCCESSFUL IN WINNING THIS CONTRACT IN 1987.

INCREASED POST LIAISON WITH CZECH MINISTRY OF INDUSTRY TO PROMOTE INTERESTS OF CANADIAN COMPANIES IN ZDIREC AND VRBNO SAWMILL PROJECTS.

AT LEAST ONE CONTRACT (ZDIREC) TO BE SIGNED WITH CANADIAN COMPANIES IN 1987.

SUPPORT ONGOING MARKETING ACTIVITIES OF CANADIAN COMPANIES AT TELSAR ORAVA (EQUIPMENT FOR PRODUCTION OF WOODEN TV CONSOLES).

TWO VISITS TO SLOVAKIA PLANNED BEFORE JUNE 87 POSSIBLE INCOMING REFERENCE VISIT BY DECEMBER 1987.

POST TO HELP ORGANIZE INCOMING REFERENCE TRIP OF SENIOR CSSR PULP AND PAPER INDUSTRY OFFICIALS (RUZOMBEROK PAPER MILL PROJECT)

TO BE COMPLETED BY MARCH 87; INITIATIVE MAY PROVE DECISIVE IN CONTRACT DECISION MAKING

MARKET INTERESTS OF TWO SAWMILLING EQUIPMENT MANUFACTURERS ARE TO BE PROMOTED IN SLOVAKIA.

AT LEAST ONE TRIP TO SLOVAKIA WILL TAKE PLACE BEFORE JUNE 1987.

PROMOTION OF CANADIAN COMPANY INTERESTS IN FURNITURE INDUSTRIES OF BOTH REPUBLICS.

ONE VISIT TO MORAVIAN AND SLOVAK FURNITURE ENTERPRISES WILL TAKE PLACE BEFORE JUNE 1987.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -INTENSIVE LOBBYING OF HIGH-LEVEL CSSR OFFICIALS IN SUPPORT OF H.A. SIMONS(OVERSEAS)LTD. /RUZOMBEROK PAPER MACHINE PROJECT. - POST LIAISON WITH LOCAL AUTHORITIES RE. ZDIREC SAWMILL PROJECT. -MARKETING SUPPORT FOR AUTOMATIC 'V' GROOVE LTD.

-MET WITH DPM HRIVNAK, MFT MIN. URBAN MAY 14-15 RE RUZOMBEROK; PROSPECTS OF SIMONS' REVISED OFFER BEING ACCEPTED BY CLIENT IN FALL '87 LOOK GOOD. -NUMEROUS POST PROMOTION ACTIV. RE. ZDIREC SAWMILL. CLIENT HAS INDICATED PREF. FOR AUSTRIAN COMPETI.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST : 472-PRAGUE

011-OIL & GAS EQUIPMENT, SERVICES  
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

VISIT BY CSSR MINISTER OF FUEL AND POWER TO CANADA AND ALBERTA,  
SPRING 1987

POSSIBLE SIGNING OF LONG TERM COOPERATION  
AGREEMENT(S) WITH CANADIAN COMPAN(IES), BY  
JUNE 1987

REGULAR VISITS CANADIAN COMPANIES TO CSSR

INITIAL CONTRACT SIGNINGS BY SOME OF THOSE  
FIRMS CURRENTLY ACTIVE, BY JUNE 1987

REFERENCE TRIP BY LOCAL AUTHORITIES TO VANCOUVER IN SUPPORT OF  
KORAMO KOLIN LUBE OIL REREFINING PROJECT.

INITIATIVE TO BE COMPLETED BY MARCH 1987; KEY  
DECISION-MAKERS TO BE POSITIVELY INFLUENCED.

MAIL DISTRIBUTION OF COMPANY LITERATURE AND FOLLOW UP ON  
RESULTING INQUIRIES

IDENTIFICATION OF NEW BUSINESS OPPORTUNITIES,  
BY JUNE 1987

PLACING THIS AREA OF COMMERCIAL ACTIVITY ON AGENDA OF IRREGULAR  
BILATERAL TRADE CONSULTATIONS

CONFIRMATION OF SUPPORT BY SENIOR CSSR TRADE  
POLICY OFFICIAL OF CANADIAN COMPANY EFFORTS  
IN THIS SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -VISIT TO CDA BY MIN. EHRENBERGER, SPRING 87  
-PROGRAM ASSISTANCE FOR CDN COMPANY VISITS TO  
CSSR - FINALIZATION OF ARRANGEMENTS FOR KORAMO  
KOLIN REFERENCE VISIT TO B. C.

-EHRENBERGER VISIT NOW CONFIRMED FOR SEPT. 87  
-COORDINATED CSSR PARTICIPATION AT INTERCAN 87;  
EXCELLENT PROSPECTS FOR COLLABORATION ESTABLISH-  
ED-KORAMO KOLIN REFERENCE VISIT TO BC SCHEDULED  
FOR AUG; MOHAWK OIL PROP. RESUBMITTED TO CLIENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 472-PRAGUE

001-AGRI & FOOD PRODUCTS & SERVICE  
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

SUCCESSFUL DELIVERY OF RED HOLSTEIN EMBRYOS FROM ALBERTA (INITIAL CONTRACT ALREADY SIGNED).

FURTHER ORDERS OF EMBRYOS ANTICIPATED IN 1987/88.

SOME SMALL SCALE PROMOTION OF CDN BREEDING CATTLE, IN ANTICIPATION OF A FURTHER ORDER BY CSSR IN 1987; LIAISON SUPPORT FOR BUYER VIS-A-VIS AGCAN (HEALTH CERT.)

A LIVE CATTLE CONTRACT FOR CANADA IN 1987.

VISIT OF CZECHOSLOVAK MINISTER OF AGRICULTURE MR. M. TOMAN TO CANADA IN SPRING 1987.

INITIATIVE WILL FURTHER STIMULATE LOCAL INTEREST IN CDA SOURCES OF SUPPLY IN SECTOR

POST TO WORK CLOSELY WITH CDN FIRM TO EXPLORE POSSIBILITIES FOR ESTABLISHING A FULL-FLEDGED COOPERATION AGREEMENT WITH LOCAL AGRICULTURAL ENTERPRISE (SLUSOVICE).

CANNOT BE PREDICTED AT THIS TIME.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - HIGH LEVEL VISIT BY AG MINISTER TOMAN TO CDA.  
- NURTURE DEVELOPMENT OF LONG TERM RELATIONSHIP BETWEEN CANADA AND SLUSOVICE COOP.

-TOMAN VISIT TO CDA TOOK PLACE JUNE 18-23; POST COORDINATED PROGRAM IN PRAGUE FOR AG CAN DELEGATION LED BY DM NOREAU, APR. 87 - POST MET WITH SLUSOVICE COMMODITY SPECIALISTS; WBI/VIAPAX COLLABORATING ON SLUSOVICE PROMOTION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 403-ROME

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE & MARINE

EFFORTS JUST COMPLETED ON RECONVENING OF CDN ITALY RDP COMMITTEE MEETINGS & OF DIALOGUE AT MINISTERIAL LEVEL IN DEFENCE SECTOR.

FIRST OF BILATERAL RDP COMMITTEE MEETING IN 3 - 4 YEARS WILL TAKE PLACE EARLY SPRING OF 1987.

FOLLOW UP ON RECENT INDUSTRIAL COOPERATION MISSION TO CDA FROM ITALY THAT INCLUDED SMALL DEFENCE SECTOR.

JOINT VENTURES WITH ITALY IN FIELDS OF ELECTRONICS, ARMAMENTS & AEROSPACE THAT WILL RESULT IN INCREASED CDN SALES.

DIALOGUE AND CLOSE LIAISON WITH ITLN DEFENCE MINISTRY AND ITLN PRIVATE SECTOR DEFENCE FIRMS.

INCREASED J. V. 'S AND REPRESENTATIONAL AGREEMENTS FOR CDN COMPANIES.

ATTEND D. P. B. HIGH TECH CONFERENCE IN OTTAWA.

INCREASED KNOWLEDGE OF NEW CDN FIRMS AND PRODUCTS IN DEFENCE SECTOR.

DIRECT FOLLOW UP WITH INTL FIRMS IN DEFENCE SECTOR THAT WERE ON THE FORMICA MISSION TO CANADA.

CONCLUSION OF COLLABORATION AGREEMENTS FOR SUCH PRODUCTS AS L. A. V. 'S, UPGRADE LEOP I TANK NIGHT COMBAT EQUIPMENT.

SCHEDULED REGULAR MEETINGS WITH SENIOR PLANNING OFFICIALS ITLN MIN DEFENCE TO DETERMINE, AS WE HAVE DONE IN PAST, IMMEDIATE & MED. TERM ITLN PROJECTS INCLUDING EUREKA PROJECTS WHERE THERE IS POSSIBILITY FOR CDN PARTICIPATION.

IDENTIFICATION OF NEW PROJ. COMING UP IN ITALY IN DEFENCE PROGRAMS & PRODUCTS THAT WILL BE OF INTEREST TO CDN FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)RECONVENING OF BILAT. RDP; B)PROMOTION OF IMPROVED POLIT. RELNS W. DEFENSE MIN. THUS REDUCING BARRIERS TO CDN GOODS; C)ENCOURAGEMENT ITAL-CDN J. V. 'S.

A)STAGE SET FOR RESUMED RDP; B)AIDED IDENTIFN ITAL PARTNERS FOR TWO CDN FIRMS NOW BIDDING ON AIRFORCE (\$40M) AND NAVY PROJECTS; C)OBTAINED SETTLEMENT \$1M DEBT OWED SPAR AEROSPACE; D)SALE OF CAE SIMULATOR.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 403-ROME

002-FISHERIES, SEA PRODUCTS & SERV.  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

OBTAIN ITALIAN MINISTRY OF HEALTH AUTHORIZATION FOR EASTERN CDN  
COASTAL WATERS TO PERMIT IMPORT OF CLAMS.

OBTAIN AUTHORIZATION

OBTAIN DOCUMENTATION FM FANDD CANADA REQUIRED TO OBTAIN AUTHORI-  
ZATION OF ITALIAN MINISTRY OF HEALTH TO PERMIT IMPORT OF QUICK-  
FROZEN FOODS.

OBTAIN AUTHORIZATION

ATTEMPT TO OBTAIN AGENCIES FOR CANADIAN EXPORTERS OF LIVE  
LOBSTERS.

ONE AGENCY AGREEMENT.

DEVELOP AGENCIES FOR CDN SALMON SMOKERS

2 -3 NEW AGENCY AGREEMENTS

SPONSOR AND ORGANIZE RECEPTION FEATURING CANADIAN SALMON AND CRAB  
PRODUCTS. INVITEES ITLN IMPORTERS, DISTRIBUTORS AND END USERS.

INCREASED SALES OF THESE LINES TO ITALY.

PURCHASE SMALL PERSONAL COMPUTER AND ESTABLISH DATA BASE OF ITLN  
FISH IMPORTERS. REGULAR MAILINGS TO THESE CONTACTS.

PERMIT OFFICE TO ASSUME MORE ACTIVE TRADE  
PROMOTION AND SELECT LOCAL FIRMS WE WISH TO  
DEAL WITH.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CREATION OF FISHERIES SECTOR DATA BASE, INITIA-  
TION OF REGULAR MAILINGS, DEVELOPMENT OF NEW  
EXPORT CONTACTS FOR CLAMS, LOBSTER AND SALMON

SEVERAL BUYING CONNECTIONS, BUT NO SIGNIFICANT  
BUSINESS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 403-ROME

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

FOLLOW UP TO FORMICA MISSION TO CANADA THAT INCLUDED SEVERAL ITALIAN FIRMS IN TRANSPORTATION SECTOR.

SPECIAL PROMOTION WITH ITLN DEPT. OF AGRICULTURE IN CONJUNCTION WITH LOCAL AGENT OF CANADIAR OF CDN FIRM'S WATERBOMBERS.

PROVISION OF PRICING & TECHNICAL INFORMATION TO ITLN CONSTRUCTION AND ENGINEERING COMPANIES, ESPECIALLY THOSE ENGAGED IN OVERSEAS WORK

ONE MAJOR CDN TRANSPORTATION FIRM IS A KEY TO FURTHER PROMOTION IN THIS SECTOR. THEY ALREADY HAVE SOME CORPORATE LINKS WITH ITLN FIRMS. ENCOURAGE & ORGANIZE VISIT TO ITALY OF SENIOR EXECUTIVES FOR FURTHER DISCUSSIONS HERE.

JOINT VENTURES ESPECIALLY FOR PROJECTS IN THIRD MARKETS. SALE OF COMPONENTS AND TECHNOLOGY.

SALE OF TWO ADDITIONAL WATERBOMBERS TO ITALY IN 1987.

SALE OF TWO HYSTAR AIR SHIPS FOR AERIAL SURVEY & CONSTRUCTION WORK ON OVERSEAS PROJECTS BEING HANDLED BY ITLN FIRMS.

JOINT VENTURES FOR PROJECTS IN ITALY AND THIRD MARKETS. SALE OF COMPONENTS & KNOWHOW FROM CANADA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) PROMOTION OF SALE OF TWO ADDITIONAL CANADAIR H2O BOMBERS AND HYSTAR AIRSHIPS. B) CDA-ITAL COLLABORATION IN URBAN AND RAIL.

QUARTER: 1 PURSUE OPPORTS FOR IND'L COOP WITH ITL FIRMS PARTICIPATING IN EUREKA PROJS IN AREAS OF ELECTRONICS + TELECOMMUNICATIONS, ROBOTICS + AUTOMATION, BIOTECHNOLOGY AND INFORMATICS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

A) INTERVENTION W. GOVT RE: FINALIZATION H2O BOMBER SALE. B) VISIT OF DTDC TO ANSALDO TRANSPORT RE LRT EQUIPMENT J. V. C) PARIS AIR SHOW - I.D. NEW HIGHECH POSS. FOR ITALIAN PROMOTION.

CONTACTS ESTABLISHED BETWEEN 15 CDN HI-TECH FIRMS PART OF RECENT DRIE MIN. MISSION TO ITALY AND 20 ITALIAN PARTICIPANTS IN EUREKA PROJECTS.

POST : 403-ROME

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

IF REQUIRED SUPPORT NORTHERN TELECOM'S EFFORTS TO ENTER ITALIAN PABX MKT. IDENTIFY POSSIBLE J. V. PARTNER AND TO THIS END FOLLOW UP ON IRI FORMICA MISSION VISIT TO NORTHERN OCT/86. ALSO, ASSIST NORTHERN IN POSSIBLE PART IN SELECTED EUREKA PROJ.

NORTHERN TELECOM J.V. WITH MAJOR ITAL. TELECOM SUPPLIER FOR BOTH ITAL. DOMESTIC SWITCHING MKT AND OTHER THIRD MKTS.

ASSIST GEAC COMPUTERS AND OTHER CDN HARWARE/SOFTWARE COYS IN PENETRATING GROWING ITLN MARKET FOR BANKING/FINANCIAL COMPUTER SERVICES.

INCREASED EXPORT SALES/IND. COOPERATION AGREEMENTS FOR CDN COMPANIES IN THIS FIELD.

DISTRIBUTION AND UPDATE OF ENGLISH TRANSLATION OF ITLN PTT NATIONAL TELECOM PLAN (1985-1994) TO CDN COYS.

INFORM AND STIMULATE INTEREST OF CDN COYS IN FAST GROWING ITLN TELECOM MKT.

PURSUUE LICENSING/J. V. AGMMS IN FIBRE OPTICS, DIGITAL IMAGERY AND ADVANCED MATERIALS BETWEEN CDN AND ITLN FIRMS ALSO FOR THIRD MKTS.

INCREASED J. V. AND REPRESENTATIONAL AGMTS. FOR CDN COYS IN THESE HIGH VALUE EMERGING SECTORS

ACTIVE LIAISON WITH MIN. OF SANDT, ENEA (NATL NUCLEAR ENERGY AGENCY) AND MAJOR ITLN HI-TECH FIRMS IN SUPPORT OF AND FOLLOW UP TO CDN EUREKA MISSION DEC. 86

EUREKA SUBCONTRACTS AND TECHNOLOGY INFLOWS TO CDA

PURSUUE SALE OF HIGHWAY PRODS OF PARTS ONTARIO "ARAN" AUTO. ROAD ANALYSER SYSTEM TO AZIENDA NAZIONALE AUTONOMA DELLE STRADE (ESTIMATED WORTH \$400,000).

EQUIPMENT SALE.

ACTIVE LIAISON WITH ITLN COYS, ENEA AND MIN. OF SANDT IN SUPPORT OF MACDONALD-DETTWILER, NORTHERN TELECOM AND OTHER CDN COMPANIES INTERESTED IN EUREKA ROBOTICS/AMT PROJECTS PARTICIPATION.

POSSIBLE EUREKA SUBCONTRACTS, TECH. INFLOW AND LIKELY LEADS TO OTHER ITLN AND EUROPEAN HI-TECH PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE CANADIAN CAPABILITIES IN REMOTE SENSING, NEW MATERIALS AND BIOTECHNOLOGY.

EXCHANGE OF INFO NOW ONGOING WITH EFIM (ITALY'S THIRD LARGEST STATE HOLDING CO), MIN. OF SCIENCE AND RESEARCH, CNR AND ENEA.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 403-ROME

010-MINE, METAL, MINERAL PROD & SRV  
ITALY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

MAJOR CUSTOMER FOR CDN COAL IS LOCATED IN ROME. RENEW CONTACTS WITH PURCHASING DEPT, ENEL PROVIDE UP TO DATE OFFERS ON CDN COAL IN TERMS OF PRICES AND SPECIFICATIONS.

RENEW OUR REQUEST TO CDN COAL ASSOCIATION OF CDA TO MOUNT SALES MISSION TO ITALY, INCLUDING NEARBY POTENTIAL MARKETS TO REDUCE OVERALL COST OF SUCH AN UNDERTAKING.

CONTINUE TO ASSIST CDN ASSOCIATION AND ITLN ASSN OF ASBESTOS PRODUCTS MANUFACTURERS WITH PROBLEMS OF ACCESS AND TO ENCOURAGE SUPPORT OF ITALY IN THE INTERNATIONAL FORUM IN THE CONTINUED INTERNATIONAL TRADE IN THIS COMMODITY.

ANTICIPATED RESULTS:

WITH POLITICAL AND ECONOMIC DIFFICULTIES IN SOUTH AFRICA PARTIALLY REPLACE THIS COUNTRY AS SUPPLIER. CDN SALES \$20 M IN 1987.

ESTABLISHMENT OF CANADA AS A NEW AND LONG TERM SUPPLIER OF COAL TO ITALY.

MAINTAIN TRADITIONAL SALES OF CDN ASBESTOS FIBRES TO ITALY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

403 - ROME  
PLANNING:

ITALY  
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.  
NEWSPAPER ANNOUNCEMENTS IN ITLN CITIES ADVISING OF VISIT OF EMBASSY  
OFFICIAL TO THAT CITY TO DISCUSS INVESTMENT OPPORTUNITIES IN CANADA  
FOR MFR. OF IND. MACH. PLANTS & SERV.

ORGANIZATION OF THREE SPECIALIZED SEMINARS  
IN THIS SPECIFIC AREA AND GENERATION OF  
60 NEW INVESTMENT ENQUIRIES.

ELECTRONICS EQUIP. & SERV INSTRUMENTATION  
FOLLOW UP ON ANIE VISIT TO CANADA, AND WITH ITLN COS. WHO BECAUSE OF  
EUREKA MISSION FROM CANADA TO ITALY HAVE INTEREST IN JV'S WITH CDN  
ORGANIZATIONS IN CANADA IN MANY SPEC. ELECTS. SECT.

FOUR OR FIVE SIGNIFICANT J.V. INVESTMENTS  
IN CANADA IN SUCH AREAS AS DEFENCE ELEC-  
TRONICS ROBOTICS, ETC.

TRANSPORT SYS, EQUIP, COMP, SERV. ALL SUB-SECTORS  
FOLLOW UP ON FORMICA MISSION TO CANADA THAT INCLUDED SEVERAL ITALIAN  
FIRMS IN TRANSPORTATION SECTOR, AND ON RECENT MISSION TO ITALY OF  
MINISTER COTE AND DRIE OFFICIALS WITH DIRECT APPROACH TO ITALIAN  
FIRMS.

ANSALDO TRANSPORT OF IRI GROUP TO INVEST  
IN J.V. IN CANADA AND TRANSFER OF TECH-  
NOLOGY AND FUNDS BY OTHER ITALIAN FIRMS IN  
THIS SECTOR TO CANADA.

COMM. & INFORM. EQP. & SERV ALL SUB-SECTORS  
UTILIZE CONTACTS MADE BY CANADIAN EUREKA MISSION TO ITALY AND PRESENT-  
ATION MADE TO ARIE. DIRECT FOLLOW UP WITH ITALIAN FIRMS INTERESTED IN  
J.V. 'S IN CANADA.

THREE NEW ITALIAN INVESTMENTS IN 87/88 IN  
CANADA IN FIELD OF COMMUNICATION AND  
INFORMATICS.

CONSUMER PRODUCTS ALL SUB-SECTORS  
DIRECT MAILING CAMPAIGN TARGETTED ON ITALIAN FIRMS CURRENTLY MAJOR  
EXPORTERS TO CANADA OF CONSUMER PRODUCTS.

THIRTY REALISTIC INVESTMENT INQUIRIES  
FROM ITALIAN FIRMS IN CONSUMER GOODS  
SECTOR.

NON SECTOR ALLY ORIENTED ACTIVITIES

ARTICLES ON CDN ECONOMY, INVESTMENT CLIMATE AND INVESTMENT OPPORTUNI-  
TIES IN SPECIALIZED ECONOMIC AND TRADE PUBLICATIONS.

INCR 'S/D AWARENESS OF CDA AS CHOICE FOR  
INVEST & OF EMB AS FURTHER SOURCE OF INFO.  
FINLZTION IN 87/88 OF 3/4 PRJ (MIN) IN  
DLRS 400M ITLN LINED UP FOR CANADA.

SPEAKING ENGAGEMENTS IN BUSINESSMEN'S CLUBS AND OTHER FORA ON ECONOMIC  
DEVELOPMENT IN CDA AND INTEREST OF CDA IN ATTRACTING ITLN INVESTMENT.

INCR 'S/D AWARENESS OF CDA AS CHOICE FOR  
INVEST & OF EMB AS FURTHER SOURCE OF INFO.  
FINLZTION IN 87/88 OF 3/4 PRJ (MIN) IN  
DLRS 400M ITLN LINED UP FOR CANADA.

PROGRAMMED CORPORATE LIAISON VISITS WITH PRIORITY ASSIGNED TO ITALIAN  
FIRMS THAT ARE EXISTING INVESTORS IN CANADA AND IN MAJOR CORPORATIONS  
HERE.

NEW ITALIAN INVESTMENT IN FORM OF EQUITY  
OR J.V. IN TRANSPORTATION TELECOM ELECTRO-  
NIC AND CONSUMER GOODS SECTORS.



403 - ROME  
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

ITALY

RESULTS REPORTED

QUARTER : 1

IDENTIFICATION OF ITALIAN FIRMS POSSESSING  
TECHNOLOGY OF INTEREST TO CANADIAN FIRMS, AND  
ENCOURAGEMENT OF JOINT VENTURES. PARTICULAR  
EMPLASIS UPON ELECTRONICS, COMMUNICATIONS.

INITIATIVES MADE TO NUOVO PIGNONE RE: J.V. FOR  
COMPRESSA MFT., MENARINI RE: PHARMACEUTICAL  
INVSTMT, & VALDAPANA TEXTIS RE: JV IN TEXTILE  
WADDING. FOLLOWING MEETINGS BETWEEN MINISTER  
COTE AND ENI, AGMT WAS MADE TO ESTABLISH A  
FRAMEWORK AGREEMENT TO ADVANCE ENI'S INVSTMT  
INTERESTS IN CANADA. ENI IS PREPARED TO INVEST  
UP TO \$100 MILLION IN ANY SUITABLE PROJECT.

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

-----

POST : 432-STOCKHOLM

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	TELECOMMUNICATIONS (INC SPACE)	
	COVER NORDIC MOBILE DIGITAL RADIO SHOW, IN STOCKHOLM OCT. 87	PREPARE PLAN FOR THE PARTICIPATION AT NEXT EVENT.
	ASSIST DATA RADIO TO SELECT AGENT FOR SWEDEN.	AGENT SELECTION.
	PROVIDE INFO ON DEVELOPMENT OF CELLULAR RADIO MARKET TO INTERESTED CANADIAN FIRMS (NOVATEL, MDI, ETC.)	FIRMS TO DECIDE WHETHER OR NOT TO ADAPT EQUIPMENT TO MARKET.
	PLAN CANADIAN PRESENCE AT NORDIC MOBILE DIGITAL RADIO SHOW 87.	MISSION TO SHOW AND/OR INFO BOOTH. (PROVINCIAL OR FEDERAL).
	ARRANGE TECHNICAL JOURNALIST VISIT TO CANADA TO COVER TELECOMMUNICATIONS.	INCREASE AWARENESS OF CANADIAN EXPERTISE.
	IDENTIFY GOOD SWEDISH AGENTS IN DATA COMMUNICATIONS FIELD.	3 NEW AGENTS FOR CANADIAN DATACOM FIRMS.
	COMPUTERS, SOFTWARE & SYSTEMS	
	CONTINUED DEVELOPMENT OF AGENCY CONTACTS THROUGH ON-SITE VISITS.	10-20 AGENCIES.
	ARRANGE FOR SWEDEGRAPHIC VISIT TO CANADA, INCOMING BUYER PROGRAM (ONT. OR FEDERAL GOVERNMENT).	YEARLY SALES OF VIDEOTEX EQUIPMENT OF .5 TO 1 MILLION.
	IDENTIFY AGENTS/DISTRIBUTORS IN MALMO, GOTHENBURG.	BETTER GEOGRAPHICAL COVERAGE.
	IDENTIFY PROPER VENUE (TRADE MISSION, FAIR) FOR COMPUTER PERIPHERAL MISSION TO SWEDEN.	MISSION TO SWEDEN.
	IDENTIFY SOFTWARE AGENCIES LOOKING FOR NEW PRODUCTS (PC LEVEL).	5 NEW AGENCIES.
	SELECT AND PROMOTE PARTICIPATION AT DATA OFFICE ENVIRONMENT SHOW, STOCKHOLM, OCT. 87	MISSION AND/OR INFO BOOTH.
	ELECTRONIC COMPONENTS	
	CONTINUED PROMOTION OF CANADIAN FIRMS IN ERICSSON SPHERE VIA LLAD PROGRAM.	3 TO 5 NEW BUYING CONNECTIONS.
	ASSIST INTRODUCTION OF NEW SEMICONDUCTOR PRODUCTS.	DESIGNED INTO NEXT GENERATION ERICSSON PABX PRODUCTS

REPORT 4  
87/09/25

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

PAGE : 107

POST : 432 STOCKHOLM

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INSTRUMENTATION

PROMOTION OF CDN CIRCUIT BOARD PRODUCTS.

YEARLY SALES OF \$1 MILLION IN SWEDEN.

CONTINUED WORK ON SALE OF ELECTRONICS PRODUCTION EQUIPMENT.

INTRODUCTORY SALE TO AT LEAST 1 MAJOR FIRM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 432-STOCKHOLM

006-ELECTRONICS EQUIP. & SERV  
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INSTRUMENTATION

ASSIST INTRODUCTION OF BOMB DESTRUCTION/DISPOSAL EQUIPMENT TO SWEDEN.

DEMO SYSTEM THIS YEAR SALES IN 87-88.

MONITOR MARKET OPPORTUNITIES FOR MICRONAV/CANADIAN MARCONI ETC. NAVIGATION/LANDING SYSTEMS FOR SMALL AIRPORTS/AIRCRAFT.

IDENTIFICATION OF EXPORT OPPORTUNITIES.

INTRODUCTION OF OPTICAL READING EQUIPMENT/TECHNOLOGY (ESP. FOR MACHINE READABLE PASSPORTS)

INFLUENCE SWEDISH AUTHORITIES TO INTRODUCE TECHNOLOGY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 432-STOCKHOLM

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SWEDEN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MONITOR EVALUATION OF C-TECH ASW EQUIPMENT

ONGOING LIAISON WITH FMV TO IDENTIFY NEW OPPORTUNITIES

MONITOR PROGRESS OF JAS GROUP

POSSIBLE CONTRACT FOR 24 SYSTEMS

IDENTIFICATION OF AT LEAST 2 SUITABLE  
POTENTIAL CANADIAN SUPPLIERS.

IDENTIFICATION OF AT LEAST 2 SUITABLE  
POTENTIAL CANADIAN SUPPLIERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 432-STOCKHOLM

013-CONSUMER PRODUCTS  
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CULTURE INDUSTRIES

INCOMING BUYER (NORDISC GRAMMOFON) TO VISIT CANADIAN RECORD COMPANIES (ONT. SPONSORED).

REPRESENT CDN RECORD FIRMS IN NORDIC AREA. YEARLY SALES .5 TO 1 M. STARTING 1987.

WORK IN COORDINATION WITH MAJOR BUYERS(AHLENS)CDN EXPORTER(EXILE RECORDS)& VARIOUS GOVERNMENT(ONT. & FEDERAL)TO COUNTERACT SWEDISH RECORD INDUSTRY ATTEMPT TO SQUEEZE OUT CANADIAN IMPORTS.

MAINTAIN PRESENT LEVEL OF EXPORTS.

PREPARE/OBTAIN LIST OF CANADIAN EXPORTERS OF T.V. AND FILM PRODUCTS AND PROVIDE TO EMERGING CABLE T.V. INDUSTRY.

INCREASED CANADIAN SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SELECT FUR BUYER UNDER INCOMING BUYERS PROGRAM FOR MONTREAL FUR FAIR (MAY 1987) AND PROMOTE CANADIAN FAIR THROUGH TRADE.

INC. SWEDISH BUYER PURCHASED AT FAIR, VERY SATISFIED, NEW CONTACTS ESTABL. ADD'L BUYER (AT OWN EXPENSE) ACHIEVED OBJECTIVES IN LOCATING A)CDN REP. FOR HIDES AND RAW SKINS B)CDN REP. FOR READY MADE FURS.

QUARTER: 1 FOLLOW UP ON SWEDISH INCOMING BUYER SELECTED FOR CANADIAN HARDWARE SHOW (PREVIOUS QUARTER) UNDER ONTARIO GOVERNMENT PROGRAM. PROJECT INITIATED BY THIS OFFICE.

HIGHLY SUCCESSFUL BUYING TRIP, BUYING CONNECTIONS AND AGENCIES ESTABLISHED RESULTING.

QUARTER: IN VIEW OF RAPIDLY EXPANDING HOTEL GROUPS AND HOTEL RENOVATION IN SWEDEN, REQUIREMENTS FOR CARPETS, CURTAINS, FABRICS, TOWELLING, SHEETS ETC, APPROACHED DISTRIBUTORS PROVIDING SUITABLE CANADIAN CONTACTS.

TO DATE ONE CANADIAN CARPET COMPANY SELLING SUCCESSFULLY MATS AND RUGS FOR HOTEL, OFFICE AND RESIDENTIAL MARKET.

QUARTER: FOLLOW UP ON STOCKHOLM'S PARTICIPATION AT ISPO FAIR, MUNICH (FEB. 1987). CONSIDER INSTORE PROMOTION, HOCKEY EQUIPMENT WITH MAJOR SWEDISH STORE.

AS RESULT OF FOLLOW UP 4 OUT OF 5 AGENCIES PENDING ARE NOW ESTABLISHED. ADDITIONAL BUYING CONNECTIONS CONFIRMED BY 3 COMPANIES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 422-VIENNA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WORKPLACE AUTOMATION

TO INCREASE CANADIAN COMPANIES' PRESENCE IN THIS MARKET.

ESTABLISHMENT OF NEW BUYING CONNECTIONS AND THEREFORE INCREASE IN SALES.

TO ATTEND INTERNATIONAL EXHIBITION & SYMPOSIA OUTSIDE OF POST TERRITORY.

PERSONAL CONTACTS AND INCREASE IN KNOWLEDGE OF STATE-OF-ART IN THIS SECTOR.

TO INCREASE NUMBER OF PERSONAL CALLS ON POTENTIAL AUSTRIAN CUSTOMERS AND/OR TECHNOLOGY TRANSFER SEEKERS.

INCREASE OF AWARENESS IN CANADIAN CAPABILITIES IN THIS AREA AND CONSEQUENTLY POTENTIAL INCREASES IN SALES.

TELECOMMUNICATIONS (INC SPACE)

TO INCREASE CANADIAN COMPANIES PRESENCE IN AUSTRIAN MARKET.

NEW BUYING CONNECTIONS, AGENCIES, ETC. HENCE INCREASE IN EXPORTS.

TO ATTEND INTERNATIONAL EXHIBITIONS, SYMPOSIA, CONVENTIONS ETC. OUTSIDE OF POST TERRITORY.

TO ESTABLISH PERSONAL CONTACTS AND INCREASE KNOWLEDGE OF STATE-OF-ART IN THIS SECTOR.

TO INCREASE NUMBER OF PERSONAL CALLS ON POTENTIAL AUSTRIAN CUSTOMERS AND/OR TECHNOLOGY TRANSFER SEEKERS.

INCREASE OF AWARENESS IN CDN CAPABILITIES IN THIS AREA AND CONSEQUENTLY POTENTIAL INCREASE IN SALES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 422-VIENNA

002-FISHERIES, SEA PRODUCTS & SERV.  
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE OUR EFFORTS IN DEVELOPING AUSTRIAN MARKET FOR FRESH  
WATER FISH, SALMON, LOBSTER & CANNED FISH PRODUCTS.

INCREASE OF CANADIAN SALES.

INTENSIFY PERSONAL CALLS ON MAJOR AUSTRIAN IMPORTERS AND DISTRIBUTORS  
IN THE FISHERIES SECTOR.

IMPROVE LOCAL AWARENESS ABOUT CANADIAN  
SUPPLIERS' CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



POST : 422-VIENNA

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO CREATE COMPREHENSIVE LIST OF AUSTRIAN MANUFACTURERS AND DISTRIBUTORS OF CNC MACHINES; AFTER ITS COMPLETION TO COMMENCE WITH THE APPROACH TO CDN MANUFACTURERS AIMED AT ALL POSSIBLE FORMS OF COOPERATIVE EFFORTS.

- RECIPROCITY IN REPRESENTATION  
- TECHNOLOGY TRANSFER  
- MANUFACTURING UNDER LICENSE.

WITH ACQUISITION OF DATA PROCESSOR, DEVELOP CONTACT SYSTEM LIST ON SECTORAL BASIS FOR CANADIAN COMPANIES.

ESTABLISH COMPREHENSIVE SOURCING NETWORK FOR USE OF CANADIAN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 POST HAS BEEN VERY ACTIVE IN INCREASING AUSTRIAN AWARENESS IN CANADA'S TECHNOLOGY IN THIS SECTOR. OUR EFFORTS HAVE BEEN PRIMARILY ORIENTED IN THE TECHNOLOGY EXCHANGE AREAS.

POST EFFORTS RESULTED IN A VISIT TO POST TERRITORY OF CDN ENVIRONMENT CONTROL EQUIP. MISSION. OVER 121 CONTACTS WITH AUSTRIAN COUNTERPARTS WERE MADE SOME OF WHICH MAY RESULT IN JOINT-VENTURE OR MANUFACTURING UNDER LICENSE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----





422 - VIENNA  
PLANNING:

AUSTRIA  
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

CONSUMER PRODUCTS LEISURE PROD. TOOLS HARDWARE  
IN CLOSE COOPERATION WITH PROVINCES, PARTICULARLY B.C. AND ALBERTA,  
ORGANIZE INVESTMENT AND TECHNOLOGY TRANSFER MISSIONS IN THE SKI  
RESOURCES INDUSTRY AREA.

SECTOR ORIENTED INVESTMENT MISSIONS COULD  
BE MOST EFFECTIVE IN DEVELOPING POTENTIAL  
SOURCES IN AUSTRIA.

INDUSTRIAL MACHIN. PLANTS, SERV. ALL SUB-SECTORS  
AUSTRIAN MACHINE INDUSTRY IS WELL-ADVANCED AND OFFERS EXCELLENT  
OPPORTUNITIES FOR THE TECHNOLOGY EXCHANGE AND INVESTMENTS, MAINLY IN  
THE FORM OF KNOW-HOW TRANSFER. WE INTEND TO ACQUIRE INTIMATE KNOWLEDGE  
OF THIS SECTOR.

UNDERTAKE SYSTEMATIC APPROACH TO THE POT-  
ENTIAL INVSTRS IN THIS SECTOR THROUGH PER-  
SONAL CALLS & DIRECT MAILING. THIS SHLD AS-  
SIST US IN DVLPO AN INVSTRS PROJECT LIST.

TRANSPORT SYS, EQUIP, COMP, SERV. ALL SUB-SECTORS  
TRANSPORT AND MATERIAL HANDLING OFFER EXCELLENT OPPORTUNITIES. WE  
INTEND TO ORGANIZE SEVERAL SECTOR-ORIENTED SEMINARS AIMED AT TECH-  
NOLOGY TRANSFER, JOINT-VENTURE AND POTENTIAL EQUITY INVESTMENT.

THESE SEMINARS WILL CREATE AWARENESS IN  
THE LOCAL INDUSTRY ABOUT CANADIAN  
OPPORTUNITIES IN THOSE SECTORS.

COMM. & INFORM. EGP. & SERV COMPUTERS, SOFTWARE & SYSTEMS  
PURSUE TECHNOLOGY EXCHANGE AND JOINT-VENTURE OPPORTUNITIES IN THE  
ELECTRONICS SECTOR IN GENERAL AND SOFTWARE IN PARTICULAR THROUGH THE  
DEVELOPMENT OF DATA-BASE ON POTENTIAL INVESTORS, JOINT-VENTURE  
SEEKERS, ETC. . .

DEVELOP A SECTORIAL LIST OF APPROX. 2,000  
COMPANIES INDIVIDUALS INTERESTED IN JOINT-  
VENTURE, DIRECT INVESTMENT AND TRANSFER OF  
KNOW-HOW TO CANADA.

NON SECTORALLY ORIENTED ACTIVITIES

INTENSIFIED LIAISON WITH MAJOR AUSTRIAN BANKS AIMED AT ESTABLISHMENT  
OF INVESTMENT INFO EXCHANGE AND OTHER INVESTMENT ORIENTED ACTIVITIES.

DIFFICULT TO ASSESS, BUT BELIEVE BANKING  
LIAISON IS ONE OF THE ESSENTIAL INFORMA-  
TION GATHERING EXERCISES.

COORDINATED ENTREPRENEURIAL IMMIGRATION PROGRAM (IN COOPERATION WITH  
PROVINCES) IN SPECIFIC SECTORS.

THIS EXERCISE COULD BE ONE OF THE MAJOR  
TOOLS OF OUR INVESTMENT PROGRAM IN  
AUSTRIA.

422 - VIENNA  
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

AUSTRIA

RESULTS REPORTED

QUARTER : 1

AUSTRIAN INVESTMENT - TECHNOLOGY-TRANSFER -  
JOINT-VENTURE MISSION TO CANADA.  
(2) SIGNING OF BILATERAL MOU (NRC-FEDERAL ECONO-  
MIC CHAMBER) AIMED AT R & D AND TECHNOLOGY-TRAN-  
SFER. (3) INTENSIFIED INVESTMENT/J.V./TECHNOLO-  
GY-TRANSFER ACTIVITIES IN POST TERRITORY.

26 AUSTRIAN FIRMS VISITED CANADA FROM JUNE 8-20.  
MISSION AN OUTSTANDING SUCCESS. MANY EXCELLENT  
CONNECTIONS ESTABLISHED. (2) MOU SIGNED ON JUNE  
2 AND JUNE 10 RESPECTIVELY. (3) ESTABLISHED CON-  
TACT WITH TEN POTENTIAL INVESTORS - TOTAL VALUE  
OF FUTURE INVESTMENTS, IF MATERIALIZED, WOULD  
EXCEED \$120M.

QUARTER : 2

-----

QUARTER : 3

-----

QUARTER : 4

-----

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

POST : 471-WARSAW

001-AGRI & FOOD PRODUCTS & SERVICE  
POLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CORPORATE LIAISON PROGRAM WITH FOREIGN TRADE ORGANIZATION TO RE-  
ESTABLISH CANADIAN INTEREST AND CAPABILITIES.

RENEWED CONTACT WITH ACTUAL END-USERS TO DETERMINE SPECIFIC  
REQUIREMENTS AND PRODUCT NEEDS.

ANTICIPATED RESULTS:

LEADS TO PROJECTS APPROVED UNDER NEW 5 YEAR  
PLAN AND REQUESTS FOR BIDS BY CANADIAN  
COMPANIES.

IMPROVED GUIDANCE TO SOURCE CANADIAN PRODUCTS  
TECHNOLOGY COMPETITIVE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 INDUSTRY CALLS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

POST IDENTIFIED AND REPORTED ON OPPORTUNITIES  
IN SECTOR. PROVIDED ADDITIONAL MATERIAL TO  
SEVERAL COMPANIES AS FOLLOW-UP TO OUR CONTACTS.

POST : 471-WARSAW

003-GRAINS AND OILSEEDS  
POLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

ATTEMPT RESOLUTION OF POLISH CANADIAN DEBT SITUATION THROUGH  
CONTINUING DISCUSSIONS WITH POLISH BANK AND FINANCE MINISTRY.

NEGOTIATION OF REPAYMENT AGREEMENTS WITH  
CANADIAN WHEAT BOARD.

CONTINUING PROMOTION OF CANADIAN WHEAT SALES ON CASH BASIS TO  
ROLIMPEX.

MODERATE INCREASE IN SALES OF WHEAT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAINTAIN CONTACT WITH ROLIMPEX RE WHEAT AND  
REPORT ON CROP CONDITIONS.

POST REPORTED ON DEVELOPMENTS AND ASSISTED  
CANADIAN WHEAT BOARD WITH RESCHEDULING  
NEGOTIATIONS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 471-WARSAW

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IDENTIFICATION OF PROJECTS AND PRODUCT NEEDS WHICH ARE NOT SUBJECT TO EXPORT CONTROL RESTRICTIONS.

OPPORTUNITIES WILL BE FOUND IN THE AREA OF PROCESS CONTROL EQUIPMENT.

CORPORATE LIAISON WITH FOREIGN TRADE ORGANIZATIONS AND MANUFACTURING PLANTS TO REESTABLISH CONTACTS AND IDENTIFY EMERGING MODERNIZATION PROJECTS.

UPDATED DEFINITION OF MARKET SEGMENTS AND IDENTIFICATIONS OF NEW OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INDUSTRY CALLS.

POST UNDERTOOK EXTENSIVE VISITS IN THIS SECTOR IN WARSAW, GDANSK, WROCLAW AND ATTENDED COMPUTER EXHIBITION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
87/09/25

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

PAGE : 118

POST : 471-WARSAW

009-FOREST PRODUCTS, EQUIP. SERVICES  
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CORPORATE LIAISON WITH FOREIGN TRADE ORGANIZATION POLIMEX-CEKOP  
TO DETERMINE SPECIFICATIONS FOR DEVELOPMENT OF PULP AND PAPER  
MILLS.

GENERATE INTEREST BY CANADIAN COMPANIES IN PLANS FOR MODERNIZA-  
TION OF THE PLANTS FOR POLISH PULP AND PAPER INDUSTRY.

TO ASSIST CDN COMPANIES TO BID ON TWO OR  
THREE MAJOR PROJECTS IDENTIFIED FOR  
DEVELOPMENT UNDER 5-YEAR PLAN.

BIDS BY CANADIAN COMPANIES SPECIALIZING IN  
ENGINEERING AND EQUIPMENT MANUFACTURE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SURVEY POTENTIAL PROJECTS IN PULP AND PAPER  
SECTOR.

POST IDENTIFIED 7 POTENTIAL PROJECTS, SUBMITTED  
REPORT TO DRIE, AND ASSISTED H.A. SIMONS WITH  
VISIT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 471-WAFSAW

001-AGRI & FOOD PRODUCTS & SERVICE  
EAST GERMANY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CORPORATE LIAISON CALLS TO RELEVANT FOREIGN TRADE ORGANIZATIONS  
TO ESTABLISH BUYING INTENTIONS OF EQUIPMENT.

TO FAMILIARIZE GDR WITH CDN CAPABILITIES  
WHICH MATCH PROCUREMENT PLANS IN THE SECTOR.

MAINTAIN AND INCREASE RELATIONS WITH NAHRUNG EXPORT-IMPORT TO  
PROMOTE CANADIAN SALES OF BARLEY AND WHEAT.

PURCHASES BY GDR OVER AND ABOVE MINIMUM LEVEL  
SPECIFIED IN SALES AGREEMENT WITH WHEAT BOARD

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. ASSIST HYBRID TURKEYS WITH MARKETING ACTIVI-  
TIES. 2. FOLLOW CROP CONDITIONS AND PURSUE  
OPPORTUNITIES FOR GRAIN SALES.

1. POST ASSISTED HYBRID ON VISITS WHICH IS  
LIKELY TO RESULT IN INCREASED SALES. 2. POST  
REPORTED ON DEVELOPMENTS TO CWB AND ASSISTED  
FOLLOWING LEIPZIG.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 471-WARSAW

005-COMM. & INFORM. EQP. & SERV  
EAST GERMANY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CORPORATE LIAISON CALLS TO RANGE OF FOREIGN TRADE ORGANIZATIONS  
RESPONSIBLE FOR EMERGING PROJECTS IN VARIOUS MANUFACTURING  
SECTORS.

ANTICIPATED RESULTS:

TO DEFINE THE MARKET, INTRODUCE CANADIAN  
CAPABILITIES, AND GENERATE INTEREST BY  
CANADIAN COMPANIES TO FOLLOW UP LEADS AND  
SUBMIT BIDS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 VISITS ON GDR FTO'S DEFINE MARKET AND INTRODUCE  
CANADIAN CAPABILITIES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

POST DISTRIBUTED INFO ON CANADIAN CAPABILITIES  
TO POTENTIAL BUYERS.

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

POST : 471-WARSAW

009-FOREST PRODUCTS, EQUIP, SERVICES  
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CURRENT INFORMATION FLOW TO CANADIAN COMPANY BIDDING ON PROJECT  
(THIS CO. HAS BEEN TRACKING THE PROJECT FOR 6 YEARS).

TO HELP THE COMPANY SUCCESSFULLY BID ON A  
CONTRACT FOR MODERNIZATION OF WITTENBERGE  
PULP AND PAPER MILL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAINTAIN CONTACT WITH MINISTRY OF CHEMICAL  
INDUSTRIES AND OTHER DECISION MAKERS REGARDING  
WITTENBERGE PROJECT.

DURING SSEA VISIT TO BERLIN, POST ARRANGED FOR  
MEETING WITH H. A. SIMONS PRESIDENT AND VICE-  
PRESIDENT. SSEA RAISED MATTER WITH GDR MINISTER  
OF TRADE. GOOD PROGRESS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

## SECTION 2

This section contains quarterly reports submitted by all posts, many of which did NOT correspond to the priority sectors identified in their plan. They were therefore not included in the main body of the report but are included as Section 2 for this time only to indicate reports that were submitted on other activities.

Cette section contient des rapports trimestriels présentés par toutes les missions, dont bon nombre NE correspondent pas aux secteurs prioritaires identifiés dans les plans. Ils n'ont donc pas été inclus dans la partie principale du rapport, mais dans la Section 2 pour cette fois seulement, afin de présenter les rapports sur les autres activités.



REPORT 4B  
7/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 401-ANKARA

TURKEY

QUARTER: 1

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
ANKARA URBAN TRANSIT SYSTEM - ISSUANCE OF CALL  
FOR TENDERS - RESPONSE TO TENDER CALL BY CDN  
CONSORTIUM (CC) LED BY UTDC.

MAYOR WISHED TO DELAY TENDER UNTIL NORMAL TENDER  
CALL WAS PERMITTED; -STATE PLAN. ORG. (SPO) WAN-  
TED TO USE MODIFIED BUILD-OPERATE-TRANSF. MODEL  
(MBOT). END QUARTER, MAYOR HAD ACCEPTED THAT CC  
CLD PRES. AN ACPTBLE SOLE SRCE RESP. UNDER MBOT

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
-MISSION TO CDA BY MR. VAHIT ERDEM. PRES., DEFENCE  
IND. DEV. & SUPPORT ADMIN. -COMPLETION OF CONTRACT  
FOR UH1H SIMULATOR. -COMPLETION OF BIDDING ARRAN-  
GEMENTS FOR SPECTRUM MONITORING SYSTEM. -CONTRACT  
FOR ESM SYSTEM FOR NAVY.

ALL ARRANGEMENTS COMPLETED FOR VISITS IN EARLY  
JULY. MISS. POSTPONED AT LAST MINUTE TO SEPT/OCT.  
CONTRACT INITIALED IN JUNE. -CONSORTIUM FORMED,  
PREPARED & SUBMITTED FEASIBILITY STUDY.  
AWAITING RESULTS OF BID.

007-POWER & ENERGY EQUIP. & SERV.  
VISIT BY ENERGY SECTOR MISSION(O)-FULL MISSION  
SUPPORT FOR VISITS TO SPO, TURKISH ELECTRIC AUTH-  
ORITY (TEK), STATE HYDRAULIC WORKS DEPT., MINISTRY  
OF ENERGY, ELECTRICAL SURVEY DEPT.

MISSION WAS SUCCESS. ALL VISITS LED BY AT LEAST 1  
OFFICER FROM POST. SEVERAL NEW SECTORS/OPPORTUNI-  
TIES WERE IDENTIFIED, INCLUDING SOUTH-EAST ANATO-  
LIAN PROJ (GAP) & 2 NEW LARGE POWER DAMS IN NE  
TURKEY (ARTVIN & YUSUFELI).

011-OIL & GAS EQUIPMENT, SERVICES  
TO HAVE A CANADIAN COMPANY QUALIFY FOR AND BID  
ON ONE OR MORE OF THE FIVE URBAN GAS DISTRIBU-  
TION PROJECTS.

VP OF CONGAS VISITED TURKEY. CONSORTIUM AGREEMENT  
WAS NEGOTIATED WITH LOCAL & FOREIGN PARTNERS. DE-  
CISION ON WHETHER TO BID ISTANBUL DISTRIBUTION  
SYSTEM EXPECTED MOMENTARILY. IT IS EXPECTED THAT  
CONSORTIUM WILL BID ON OTHER PROJECTS.

010-MINE, METAL, MINERAL PROD & SRV  
GOLD & SILVER EXPLORATION. OPPORTUNITIES TO BE  
IDENTIFIED FOR CDN FIRMS TO DO EXPLORATION. OTHER  
MINING OPPORTUNITIES-VISIT BY OFFICIALS OF ETI-  
BANK (MAJOR STATE MINING PROPERTY HOLDER). (I)

POST HAD SEV. MEETINGS WITH OFFICIALS OF ETIBANK  
& MTA TO DISCUSS OPPORTS FOR CDN COS. COMINCO  
DOING PRELIMINARY EXPLOR 'N WORK IN WEST. TURKEY.  
ETIBANK MISS. TO CDA WENT VERY WELL ACCORDING TO  
OIC. FOLLOW-UP NEXT QUARTER.

010-MINE, METAL, MINERAL PROD & SRV  
CINKUR LEAD-ZINC PROJECT  
-RE-VITALIZATION OF PROJECT  
-QUALIFICATION OF ONE OR MORE CANADIAN COMPANIES

POST MET WITH CINKUR OFFICIALS ON SEVERAL OCCA-  
SIONS. RESULT IS PROBABLE INVITATION TO COMINCO  
TO NEGOTIATE A SOLE-SOURCE CONTRACT.

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 402-ATHENS

GREECE

QUARTER: 1

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
ASSIST CANADAIR/DHC/WESTINGHOUSE IN CONTACTING  
MILITARY AUTHORITIES IN GREECE AND IN PRESENTING  
THEIR CAPABILITY AND SYSTEMS. POST IS IN THE  
PROCESS OF FOLLOWING UP.

WESTINGHOUSE APPARENTLY IN GOOD POSITION (WE  
THINK #1 POSITION BECAUSE OF PRICE) WITH  
HELLENIC NAVY. DECISIONS ON ARMAMENTS & ELECTR.  
FOR NEW FRIGATES WILL FOLLOW SELECTION OF HULL &  
INTEGRATOR (PROBABLY OCTOBER/NOVEMBER).

009-FOREST PRODUCTS, EQUIP, SERVICES  
TRANSLATION AND PRINTING OF TIMBER FRAME MANUAL  
IN GREEK.

PROJECT ACCOMPLISHED. WIDE DISTRIBUTION MADE.  
BALANCE TO BE DISTRIBUTED AT PLANNED NOVEMBER  
1987 T.F. SEMINAR.

015-CONSTRUCTION INDUSTRY  
MONITOR AND ASSIST IN COMPLETION OF ARCHDROME  
STEEL \$1.8 MILLION ORDER FOR 376 STEEL SHELTERS  
FOR KALAMATA EARTHQUAKE RELIEF. MONITOR PROG. OF  
MAJOR PROJS & TENDERS BY PUBLIC & PARA PUBLIC  
INSTITUTIONS & ENSURE CANADIAN PARTICIPATION.

POST INTERVENTION WITH CDN CD TO ENSURE SUCCESS-  
FUL COMPLETION OF ORDER. OPPORTS FOR ADD'L BUSI-  
NESS IN GREECE. REPORTED 2 INTL TENDERS FOR THE  
DIVERSION OF ACHELOOS RIVER & FOR THE STUDY/DE-  
SIGN OF THE ATHENS CONCERT HALL. FOR THE FORMER

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
ASSIST LAVALIN/UTDC IN MAINTAINING CONTACTS AND  
OBTAINING TENDER INFORMATION FROM AUTHORITIES  
FOR NEW ATHENS METRO.

LAVALIN AND BOMBARDIER DECIDED AGAINST BIDDING  
FOR METRO TURNKEY PROJECT - OTTAWA.

013-CONSUMER PRODUCTS  
VISIT TO KASTORIA FOR DISCUSSIONS WITH BUYERS  
OF DRESSED FURS AND FUR CUTTINGS (SCRAPS).

VISIT ACCOMPLISHED JUNE 10-12. REPORT PREPARED  
AND CIRCULATED AND FOLLOW UP ACTION TAKEN.  
POTENTIAL SALES GOOD. EXPORT INCREASING.

002-FISHERIES, SEA PRODUCTS & SERV.  
MEET NEW BUYERS AND ENCOURAGE VISITS TO CANADIAN  
SUPPLIERS. ENCOURAGE WIDER CANADIAN PARTICIPA-  
TION IN SERVICING MARKET.

VISITED PATRAS. GREEK DEMAND EXISTS FOR  
ADDITIONAL CANADIAN SMOKED HERRING. (REQUEST  
TO BREC FOR EC QUOTA FOR CANADA).



REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

POST : 403-ROME

ITALY

QUARTER: 1

002-FISHERIES, SEA PRODUCTS & SERV.  
CREATION OF FISHERIES SECTOR DATA BASE, INITIA-  
TION OF REGULAR MAILINGS, DEVELOPMENT OF NEW  
EXPORT CONTACTS FOR CLAMS, LOBSTER AND SALMON

SEVERAL BUYING CONNECTIONS, BUT NO SIGNIFICANT  
BUSINESS.

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
A) PROMOTION OF SALE OF TWO ADDITIONAL CANADAIR  
H20 BOMBERS AND HYSTAR AIRSHIPS. B) CDA-ITAL  
COLLABORATION IN URBAN AND RAIL.

A) INTERVENTION W. GOVT RE: FINALIZATION H20  
BOMBER SALE. B) VISIT OF DTDC TO ANSALDO TRANS-  
PORT RE LRT EQUIPMENT J. V. C) PARIS AIR SHOW -  
I. D. NEW HIGHECH POSS. FOR ITALIAN PROMOTION.

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
A) RECONVENING OF BILAT. RDP; B) PROMOTION OF  
IMPROVED POLIT. RELNS W. DEFENSE MIN. THUS RE-  
DUCING BARRIERS TO CDN GOODS; C) ENCOURAGEMENT  
ITAL-CDN J. V. 'S.

A) STAGE SET FOR RESUMED RDP; B) AIDED IDENTIFN  
ITAL PARTNERS FOR TWO CDN FIRMS NOW BIDDING ON  
AIRFORCE (\$40M) AND NAVY PROJECTS; C) OBTAINED  
SETTLEMENT \$1M DEBT OWED SPAR AEROSPACE; D) SALE  
OF CAE SIMULATOR.

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
PURSUE OPPORTS FOR IND'L COOP WITH ITL FIRMS  
PARTICIPATING IN EUREKA PROJS IN AREAS OF ELEC-  
TRONICS + TELECOMMUNICATIONS, ROBOTICS + AUTOMA-  
TION, BIOTECHNOLOGY AND INFORMATICS.

CONTACTS ESTABLISHED BETWEEN 15 CDN HI-TECH  
FIRMS PART OF RECENT DRIE MIN. MISSION TO ITALY  
AND 20 ITALIAN PARTICIPANTS IN EUREKA PROJECTS.

005-COMM. & INFORM. EQP. & SERV  
PROMOTE CANADIAN CAPABILITIES IN REMOTE SENSING,  
NEW MATERIALS AND BIOTECHNOLOGY.

EXCHANGE OF INFO NOW ONGOING WITH EFIM (ITALY'S  
THIRD LARGEST STATE HOLDING CO), MIN. OF SCIENCE  
AND RESEARCH, CNR AND ENEA.

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 404-MILAN

ITALY

QUARTER: 1

005-COMM. & INFORM. EQP. & SERV

ARRANGED CDN PART. IN EDUC'L COMPUTER CONF. IN MILAN & A COMPUTER AIDED INSTR'N CONF. IN TURIN. DIRECT CORP. CALLS (SFTWRE) MADE IN TURIN AND VERONA. CONDUCTED JOINT MEETING WITH ITLN SCIENT. & TECH. RESEARCH CENTER. ARRANGED HRDWRE MEETINGS

ONE SFTWRE AGENCY AGREE. CONCL. INCREASED SALES OF CDN-PROD. SFTWRE IN TURIN, MILAN, VERONA. ESTABL. IND'L CO-OP PROG RE EXCHANGE OF CDN/ITAL EXPERTS RE ARTIFICIAL INTELLIGENCE. HRDWRE SALES PENDING IN TURIN, PADOVA, IVREA, VICENZA & MILAN

002-FISHERIES, SEA PRODUCTS & SERV.

ARRANGED NEW DISTRIBUTORS/AGENCIES FOR SALE OF FROZEN/SMOKED SALMON AND CRUSTACEANS. ALERTED ITALIAN MARKET TO AVAILABILITY OF NEW CDN SPECIES.

1 EXCL. AGENCY AGREE. ESTABL. FOR SMOKED SALMON -2 AGREE. TO BE CONCLUDED. SALES INCR. FOR BOTH SMOKED SALMON & CRUSTACEANS. DURING VISIT OF B. WHITE (EXTOTT/TAN) ESTABL. WITH ITLN IMPRTRS THEIR WILLINGNESS TO LOOK AT IMPORTS OF NEW FISH

002-FISHERIES, SEA PRODUCTS & SERV.

EXPOSE ITALIAN FISHING INDUSTRY TO CANADIAN EXPERTISE, CAPABILITIES AND EQUIPMENT.

SECURED COMMITMENT BY MAJOR ITALIAN GROUP TO ATTEND HALIFAX FISHERY & FISH EQPT. EXHIBITION. PUBLISHED ARTICLES OF CDN FISHING TECHNOLOGY IN PRINCIPAL ITALIAN FISHING TRADE PUBLICATION.

009-FOREST PRODUCTS, EQUIP, SERVICES

RESPOND TO EXTENSIVE INQUIRIES FROM ITALIAN LUMBER TRADE. PLAN ALL LOGISTICS RELATED TO ONTARIO LUMBER MFTRS. MISSION (COMPOSED OF 10 COS, 1 ASSOC'N & 1 GOVT. REP.) FOR VISITS TO MILAN AND NAPLES.

10 NEW EXPORT AGREE. EXPEDITED BY MILAN OFFICE. TWO NEW MAJOR BUYING CONNECT. ESTABL. OVER 75 ONE-ON-ONE MEETINGS TOOK PLACE BETWEEN ONT. COS. & ITLN COS. FM ALL OVER ITALY THAT TOOK TIME TO VISIT MISS. MEMBERS IN EITHER MILAN OR NAPLES.

005-COMM. & INFORM. EQP. & SERV

ORGANIZE CORPORATE CALLS FOR MIN. COTE AND INDIVIDUAL MEETINGS FOR MISSION MEMBERS.

3 CORP. CALLS ARRANGED FOR MIN. COTE, TWO RELATED TO EUREKA AND INDL. CO-OP AND ONE IN SUPPORT OF DIRECT SALE TO MAJOR ITAL. ELECTRONICS FIRM. 32 INDIVIDUAL MEETINGS ARRANGED IN MILAN AND TURIN. AWARE OF ONE ONGOING PROJ. BEING PURSUED.

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 406-LISBON

PORTUGAL

QUARTER: 1

002-FISHERIES, SEA PRODUCTS & SERV.

- MARKETING CALLS ON MAJOR COD BUYERS.
- POLICY DISCUSSIONS WITH SENIOR OFFICIALS.

-MET WITH CRCB & PORTO-AREA BUYERS. REPORTED.  
-MET WITH DIR. GEN. FISHERIES & DIR. FISHERIES  
PLANNING OFFICE. REPORTED.

001-AGRI & FOOD PRODUCTS & SERVICE

- SUPPORT LOCAL AGENTS RE LIVESTOCK SALES.
- ENCOURAGE CDN. LIVESTOCK EXPORTERS TO VISIT  
PORTUGAL.

-LOCAL AUTHORITIES MAINTAINED THEIR POSITIONS  
RESTRICTING IMPORTS OF CDN. DAIRY CATTLE.  
-GIVEN ABOVE SITUATION, NO ACTIONS TAKEN.

003-GRAINS AND OILSEEDS

- MAILINGS OF PROMOTIONAL MATERIAL ON CANOLA.
- PREPARE JUSTIFICATION FOR CANOLA MISSION TO  
PORTUGAL.

-AS LEGISLATION RE USE OF CANOLA FOR HUMAN CON-  
SUMPTION STILL PENDING, NO ACTIONS TAKEN.  
-GIVEN ABOVE SITUATION, NO ACTION TAKEN.

005-COMM. & INFORM. EQP. & SERV

- MARKETING CALLS ON LOCAL INDUSTRY.
- POLICY DISCUSSIONS WITH PTT AND CPRM.

MET WITH CENTRAL AND POTENTIAL REPS FOR CDN.  
EXPORTERS. REPORTED.  
-MET WITH BOTH ORGANIZATIONS. REPORTED.

005-COMM. & INFORM. EQP. & SERV

- MARKETING CALLS WITH CANADIAN EXPORTERS TO RTP.

ROSS VIDEO PRESENTATION SUCCESSFUL. NO REACTIONS  
YET FROM RTP.

008-TRANSPORT SYS, EQUIP, COMP, SERV.

- ORGANIZE, WITH CANADAIR'S LOCAL REPS, A CL-215  
PRESENTATION.

FALL OF GOVERNMENT IN APRIL LED TO POSTPONEMENT  
OF PLANNING UNTIL SEPT 87.



REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 409-BERNE

SWITZERLAND

QUARTER: 1

005-COMM. & INFORM. EQP. & SERV  
OBTAIN INFO FOR GENEVA CABLE PROJ. & FOLLOW UP  
WITH CDN SUPPLIERS. DRAW ATTENTION ON CDN CAPA-  
BILITIES FOR HOME TV DISHES/EQPMT. VISIT MONTREUX  
TV SYMPOSIUM & RECOMMEND ATTENDANCE.

TELEGENEVE SIGNED A MULTI-MILLION DOLLARS AGREE-  
MENT WITH LINDSAY SPECIALTY PROD., ONT. REDIFFU-  
SION (MAJOR TV CABLE OWNER) IS READY TO CONSIDER  
CDN OFFERS. 8 CDN EXHIBITORS, SALES ON SITE BY  
VERTIGO (PEMD).

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
CONTINUE NEGOTIATIONS TO FINALIZE MOU ON QA.  
WORK IN HAND WITH CDN FIRMS WHICH HAVE INDICATED  
INTEREST IN SWISS DEFENCE MARKET.

NEGOTIATIONS SUCCESSFULLY TERMINATED. MOU READY.  
ADVISED CCC OTT. & AEROTECH (MET AT HI-TEC) RE GATT  
TENDER FOR 4000 PORTABLE HEATERS. AEROTECH SUB-  
MITTED QUOTATION. (WORTH APPROX. \$20 MILLION).

013-CONSUMER PRODUCTS  
1987 PREFAIR LETTER TO 300 BUYERS. MAILING OF  
1987 FUR GUIDE (NOT YET RECEIVED) WITH PERSONAL  
LETTER. MAILING OF REPORT ON SWISS FUR INDUSTRY  
TO CDN FURRIERS.

5 GOVT. SPONSORED BUYERS TO IFF MTL. PLACED SAMPLE  
ORDERS WORTH \$331,000. OTHER ORDERS FOR SEVERAL  
\$100,000 EXPECTED. A BUYER, INVITED LAST YEAR, ON  
HIS 2ND VISIT TO '87 FAIR ORDERED GOODS WORTH  
\$154,590. EXPORTS EXPECTED TO INCREASE BY 20%.

013-CONSUMER PRODUCTS  
EXTENSIVE CONTACTS WITH SPORTING GOODS INDUSTRY  
TO PROMOTE CSGA FAIRS.

SAMPLE ORDER WORTH \$23,100 PLACED BY GOVT. SPON-  
SORED BUYER TO CSGA. 2 SAMPLE ORDERS PENDING. OR-  
DERS WORTH \$70,000 EXPECTED. CDN. SALES OF SPOR-  
TING GOODS IN 1986 INCREASED BY OVER 40% IN 1985

006-ELECTRONICS EQUIP. & SERV  
TO INFORM & SUPPORT CDN EXPORTERS TO EXPLORE THE  
SWISS MARKET FOR ELECTRONIC COMPONENTS.

PROCESS TECHNOLOGY HAS ESTABLISHED A SALES  
AGREEMENT WITH BERNA AG AT SEMICON TRADE FAIR  
IN ZURICH (PEMD). ANTICIPATED SALES WORTH  
\$2,000,000.

005-COMM. & INFORM. EQP. & SERV  
PROMOTE MARKET FOR EDUCATIONAL SOFT. FRENCH AND  
OTHER COMPUTER EQUIPMENT.

LOGO COMPUTER SYSTEM IS PREPARED TO SIGN AN  
AGREEMENT WITH GESTRONIC FOR "LARGE QUANTITIES".  
DEXTRA PLACED A TRIAL ORDER WORTH \$3,500 FOR  
"ALL CARDS".

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

POST : 410-PARIS

FRANCE

QUARTER: 1

004-DEFENCE PROGRAMS, PRODUCTS, SERV

- NEGOCIATIONS - CL 289 M. O. U.
- SALON AERONAUTIQUE DU BOURGET, JUIN 87
- VENTE DE CL-ZIST A SECURITE CIVILE.

-COMITE TRILATERAL S'EST REUNIS A PARIS; PROGRES  
VERS UNE ENTENTE. -GRAND SUCCES; 58 COMPAGNIES  
CDNES PARTICIPANTES -CONCLUSION D'UN CONTRAT  
(10 A 12 ANNEES) POUR BIENTOT.

008-TRANSPORT SYS, EQUIP, COMP, SERV.

- CONCLUSION D'UN ACCORD SUR LA NAVIGATION  
AERIENNE.
- ACCES AU MARCHÉ DES VOLS CHARTER.

-ACCORD SIGNE LE 15 JUIN 1987.  
-PLUSIEURS DEMARCHES POUR PERMETTRE AUX TRANS-  
PORTEURS CANADIENS D'ACCROITRE LEURS VOLS.

001-AGRI & FOOD PRODUCTS & SERVICE

- SUIVI AU S. I. A.
- PREPARATION OFFENSIVE COMMERCIALE DES PRODUITS  
DE LA MER.
- ETUDE SUR COMMERCIALISATION DU HOMARD.
- MARCHÉ DU SAUMON.

-IMPORTANTES RETOMBEES ET RAPPORTS A OTTAWA  
-PREVUE POUR OCTOBRE 87 - "MOIS DE LA MER"  
-REMISE  
-ETUDE ENTREPRISE.

017-SERVICE INDUSTRIES

- MISE A JOUR DES DONNEES SUR LES GRANDES CHAINES  
DE DISTRIBUTION.
- PRODUITS TEXTILES.

-EN COURS.  
-APPROCHE DES CHAINES DE DISTRIBUTION.

014-EDUCATION, MEDICAL, HEALTH PROD

- SEMINAIRE SUR EQUIPEMENT MEDICAL AVRIL 1987.

SEMINAIRE A EU LIEU - PROMOTION DE L'EXPORTATION  
ET DE L'IMPLANTATION - RESULTATS DEVRAIENT SE  
PRODUIRE AU 2E SEMESTRE.

999-MULTIPLE SECTORS

- ETUDES MARCHE DANS ENVIRON 15 SECTEURS ET SOUS-  
SECTEURS.

ETUDES PRESQUE COMPLETEES DANS LEUR ENSEMBLE.

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 414-BRUSSELS

BELGIUM

QUARTER: 1

009-FOREST PRODUCTS, EQUIP, SERVICES  
SOLID WOOD PANELLING CIRCULAR TO CDN COMPANIES  
ON PROSPECTS. (2)HARDWOOD FLOORING INTRODUCE  
PRODUCT TO BUILDERS.

INTRODUCED MANUFACTURERS FROM ALTA & QUEBEC TO  
LOCAL CONTACTS. (2)NOVA SCOTIA (KENT HOMES)  
FOLLOWING UP EXCELLENT PROJECT.

014-EDUCATION, MEDICAL, HEALTH PROD  
DIAGNOSTIC MARKET STUDY BIOTECH: INTRODUCE  
PRODUCTS.

DIAGNOSTICS STUDY IN DRAFT  
FIRST SUCCESS WITH BIO-MEGA.

005-COMM. & INFORM. EQP. & SERV  
FOCUS ON FLANDERS TECHNOLOGY INTERNATIONAL.

EXCELLENT RESULTS FROM PARTICIPANTS AND VISITING  
ALBERTA MISSION.

REPORT 4B  
87/10/28

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 97  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 703-BRUSSELS, NAC

BELGIUM

QUARTER: 1

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
NATO AIR COMMAND AND CONTROL SYSTEM(ACCS).  
MEETING WITH CHAIRMAN AND GENERAL MANAGER OF  
HUGHES LED CONSORTIUM ACCSCO.

VISIT LED TO UNDERTAKING BY CHAIRMAN OF ACCSCO  
TO PROVIDE BRIEFING TO MEMBERS OF CDN NIAG IN  
SEPT. REPORTING OF ACCS RELATED ACTIVITIES BY  
POST HAS LED DND TO PLAN AN IND. BRIEFING ON  
ACCS FOR THE 19 AUG. IN OTTAWA.

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
NATO FRIGATE PROGRAM.

TIMELY INTERVENTION BY POST ASSISTED DND IN  
DECIDING THAT CANADA WOULD CONTINUE TO PLAY A  
ROLE IN THIS VERY SIGNIFICANT COOPERATIVE  
PROGRAM.

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
NATO COOPERATIVE DEVELOPMENT OF DEFENCE SYSTEMS.

POST REPORTED CRITICAL DETAILS OF DEVELOPING  
R & D PROGRAMS TO ENABLE KEY DECISIONS TO BE  
TAKEN IN DND AND DRIE ON CANADIAN INDUSTRIAL  
PARTICIPATION.



REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 415-HAGUE, THE

NETHERLANDS

QUARTER: 1

005-COMM. & INFORM. EQP. & SERV  
COMPUTER SOFTWARE MISSION/SEMINAR TO  
NETHERLANDS.

006-ELECTRONICS EQUIP. & SERV  
PROCESS CONTROL OR MEDICAL EQUIPMENT MISSION  
(PLANNED FOR 8/87).

007-POWER & ENERGY EQUIP. & SERV.  
NETHERLANDS ENVIRONMENT AND ECONOMIC AFFAIRS  
MINISTER TO CANADA RE CANDU.

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
PREPARATION FOR RDP STEERING COMMITTEE MEETINGS  
IN NETHERLANDS - OCTOBER 1987

NO SUPPORT RECEIVED FROM DRIE ATTENDED "EUROPE  
SOFTWARE" FAIR.

NO SUPPORT RECEIVED FROM DRIE ATTENDED "MEDICA"  
EXHIBITION.

ENVIRONMENTAL MINISTER VISIT NOW SCHEDULED FOR  
SEPTEMBER. NUCLEAR PROGRAM ON HOLD; DECISION  
DELAYED FOR UP TO ONE YEAR.

DIRECTOR-GENERAL DEFENCE PROGRAMS BRANCH EXTOTT  
AND DRIE AND DND OFFICIALS MET COUNTERPARTS TO  
PREPARE RDP.

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

POST : 422-VIENNA

AUSTRIA

QUARTER: 1

006-ELECTRONICS EQUIP. & SERV

OUR ACTIVITIES IN THIS AREA WERE PRIMARILY AIMED AT THE EXPLORATION OF JOINT-VENTURE & TECHNOLOGY EXCHANGE OPPORTUNITIES IN THE ELECTRONIC SECTOR IN GENERAL AND SOFTWARE IN PARTICULAR.

NO MEANINGFUL RESULTS SO FAR, MAINLY DUE TO THE FAST DEVELOP. OF JOINT-VENTURE, TECHN. -TRANSFER ACTIVITIES IN OTHER SECTORS. EXPECT MORE ATTENTION TO BE GIVEN TO THIS AREA ONCE THE DESTINY OF PROPOSED SOFTWARE MISS. IS KNOWN.

001-AGRI & FOOD PRODUCTS & SERVICE

INTENSIFIED CONTACTS WITH AUSTRIAN FISH TRADE AIMED AT THE FORMATION OF POSSIBLE FISH MISSION (OCT87) TOOK PLACE.

OUR EFFORTS MET WITH MODICUM OF SUCCESS AS WE RECEIVED POSITIVE REACTION FROM THE LOCAL TRADE, RESULTING IN AN INCREASE OF REQUESTS FOR CDN SUPPLIES.

016-INDUSTRIAL MACHIN, PLANTS, SERV.

POST HAS BEEN VERY ACTIVE IN INCREASING AUSTRIAN AWARENESS IN CANADA'S TECHNOLOGY IN THIS SECTOR. OUR EFFORTS HAVE BEEN PRIMARILY ORIENTED IN THE TECHNOLOGY EXCHANGE AREAS.

POST EFFORTS RESULTED IN A VISIT TO POST TERRITORY OF CDN ENVIRONMENT CONTROL EQUIP. MISSION. OVER 121 CONTACTS WITH AUSTRIAN COUNTERPARTS WERE MADE SOME OF WHICH MAY RESULT IN JOINT-VENTURE OR MANUFACTURING UNDER LICENSE.

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 423-BONN

GERMANY WEST

QUARTER: 1

004-DEFENCE PROGRAMS, PRODUCTS, SERV

(A) FOLLOW-UP ON HITEC '87 INITIATIVES (B) SURVEY  
OF SECURITY EQUIPMENT PRODUCTS & SECURITY SHOW  
IN ESSEN (C) FOLLOW-UP ON OCTOBER '86 RDP.

(A) VISITS OF 7 CDN DEFENCE COS IN APRIL AND MAY  
MARKETING ITINERARIES ARRANGED WITH BWB, GMOD &  
DEFENCE COS. (B) VISIT TO SECURITY SHOW AUTHORI-  
TIES, ESSEN. (C) VISIT OF CRAD TO FOSTER R & D CO-  
OPERATION.

001-AGRI & FOOD PRODUCTS & SERVICE

(A) TRANSFER OF AGRIC ACTIVITIES TO CONGEN DUS-  
SELDORF (PHASE IN). (B) CDN NATIVE PARTICIPATION IN  
1987 FRANKFURT FUR SHOW (C) BC FRUIT AND VEGETABLE  
PROCESSING MISSION TO INTERPACK '87.

(A) PHASE IN PERIOD WILL TAKE TIME & LEAVE MAIN  
REGULATORY & POLICY MATTERS IN BONN. (B) DISCUS-  
SION OF ANTI TRAPPING PR ACTIVITIES & CONTRAC-  
TING MEASURES. (C) INTRODUCTION TO GERMAN PACKAG-  
ING, PROCESSING & DISTRIBUTION SECTORS.

005-COMM. & INFORM. EQP. & SERV

(A) VISITS OF MINISTER, SENIOR OFFICIALS OF MI-  
NISTRY PTT TO CANADA. (B) STUDY OF FRG TELECOM-  
MUNICATION POLICY.

(A) INITIAL PLANNING FOR VISIT OF MINISTER ENGA-  
GED. (B) MATERIAL COLLECTED: INTERVIEWS IN PRO-  
GRESS.

008-TRANSPORT SYS, EQUIP, COMP, SERV.

(A) TRANSFER OF AUTO AFTERMARKET SECTOR TO MUNICH  
(B) CANADAIR CHALLENGER AFTER SALES SUPPORT AND  
MAINTENANCE LIAISON. (C) REPORTING ON EUROPEAN  
AIRCRAFT INDUSTRY & TRANSPORTATION POLICY.

(A) PHASE IN PERIOD UNDERWAY; INFORMATION ON  
DISTRIBUTORS/WHOLESALERS FORWARDED TO POST.  
(B) INITIAL CONTACTS ESTABLISHED.

013-CONSUMER PRODUCTS

(A) PREPARATIONS FOR BOOK FAIR 87 AND MUSIC FAIR  
88. (B) INDUSTRIAL DESIGN STUDY ON W. GERMANY.

(A) MADE ARRANGEMENTS FOR RECEPTION & CO-PARTICI-  
PATION. (B) SET UP PROGRAM FOR DRIE OFFICER TO  
BE INTEGRATED IN NEW GOVT SERVICE SECTOR PROGRAM

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 424-DUSSELDORF

GERMANY WEST

QUARTER: 1

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
INTERPACK TRADE FAIR, MAY 14-20, 1987

1170 BUSINESS ENQUIRIES, \$3.2 MLN ON-SITE SALES,  
\$26.9 MLN ANTICIPATED; 4 AGENTS APPOINTED, 40  
AGENTS PENDING.

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
INCOMING MISSION TO INTERCAN, JUNE 2-4, 1987

EARLY RESULTS ONLY GENERAL AN IMPORTANT INDUST.  
ASSOC. & VEBA OIL HAD FIRST-HAND LOOK AT ALBERTA  
AND CDN OIL & GAS INDUSTRY AT BEGINNING OF RECO-  
VERY PERIOD.

015-CONSTRUCTION INDUSTRY  
CORPORATE CALLS ON PROSPECTIVE PARTNERS FOR  
THIRD COUNTRY PROGRAM.

29 CORPORATE CALLS PRODUCING A MINIMUM 15  
FOLLOW-UP OPPORTUNITIES.

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
IFAT MISSION, MAY 1987

MINIMUM TWO NEW BUYING CONNECTIONS.

009-FOREST PRODUCTS, EQUIP, SERVICES  
ONTARIO LUMBER MISSION, MAY 28-29, 1987

SEVERAL NEW BUSINESS RELATIONS. POTENTIAL MARKE-  
TING OPPORTUNITIES FOR EASTERN CANADIAN SOFT-  
WOODS (AND EXPANSION OF HARDWOODS).

010-MINE, METAL, MINERAL PROD & SRV  
REPORT ON STEEL INDUSTRY

VISIT OF DON BELCH OF STELCO (AND CDN STEEL PROD.  
ASSOC) & CALL ON GERMAN STEEL TUBE MANUF. ASSOC.  
PRODUCED 2 STEEL REPORTS & CREATED FOLLOW-UP  
OPPORTUNITIES FOR CDN GOVT. MISSION IN JULY.

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 427-MUNICH

GERMANY WEST

QUARTER: 1

006-ELECTRONICS EQUIP. & SERV  
PARTICIPATION AT LASER - TRADE FAIR

PARTICIPATION IN LASER CANCELLED DUE TO LACK OF  
RESPONSE TO OTTAWA'S RECRUITING EFFORTS.

006-ELECTRONICS EQUIP. & SERV  
MISSION - CABLE TV BUYERS MISSION TO CANADA

SCRUBBED FROM MUNICH PROGRAM FOLLOWING REASS  
ESSMENT OF MARKET OPPORTUNITIES.

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
MISSION - AUTO PARTS SELLERS TO FRG

POSTPONED TA LATE FALL '87 DUE TO WORKLOAD CAUSED  
BY IFAT AND TAAM MISSIONS.

013-CONSUMER PRODUCTS  
SURVEY OF MARKET OPPORTUNITIES.

POSTPONED TO FALL QUARTER

006-ELECTRONICS EQUIP. & SERV  
SEARCH FOR NEW OPPORTUNITIES

MARKET REPORT ON AUDIO TOUR EQUIPMENT

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 431-HELSINKI

FINLAND

QUARTER: 1

005-COMM. & INFORM. EQP. & SERV

ORGANISE COMPUTER JOURNALIST MISSION TO CANADA.  
UPDATE POST DATABASE OF COMPUTER AGENTS AND  
IMPORTERS. UNDERTAKE MAILINGS OF CANADIAN  
HIGH-TECH DIRECTORIES.

COMMERCIAL OFFICER ACCOMPANIED 4 NORDIC JOURNA-  
LISTS WHO RECEIVED EXCELLENT OVERVIEW OF CDN  
COMPUTER CAPABILITIES. DUE TO SUPERIOR CONTACTS  
NEW CDN EXPORTERS OF COMPUTER SOFTWARE ARE ENTE-  
RING THE FINNISH MARKET.

001-AGRI & FOOD PRODUCTS & SERVICE

PROMOTE AND REPORT ON EXPECTED EASING OF FINNISH  
IMPORT RESTRICTIONS ON FOOD AND AGRICULTURAL  
PRODUCTS.

NO PROGRESS ACHIEVED. FINNISH AUTHORITIES HAVE  
DISALLOWED USE OF CANADIAN MUSTARD IN MEAT  
PROCESSING INDUSTRY. POST WILL ATTEMPT TO HAVE  
ACTION REVERSED.

002-FISHERIES, SEA PRODUCTS & SERV.

FACILITATE SIGNING OF BILATERAL FISH PRODUCTS  
INSPECTION AGREEMENT BETWEEN CANADA AND FINLAND.

FINNISH BOARD OF CUSTOMS AND FANDO HAVE AGREED  
TO SIGN AGREEMENT IN AUTUMN OF 1987.

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 432-STOCKHOLM

SWEDEN

QUARTER: 1

013-CONSUMER PRODUCTS

SELECT FUR BUYER UNDER INCOMING BUYERS PROGRAM FOR MONTREAL FUR FAIR (MAY 1987) AND PROMOTE CANADIAN FAIR THROUGH TRADE.

INC. SWEDISH BUYER PURCHASED AT FAIR, VERY SATISFIED, NEW CONTACTS ESTABL. ADD'L BUYER (AT OWN EXPENSE) ACHIEVED OBJECTIVES IN LOCATING A)CDN REP. FOR HIDES AND RAW SKINS B)CDN REP. FOR READY MADE FURS.

013-CONSUMER PRODUCTS

FOLLOW UP ON SWEDISH INCOMING BUYER SELECTED FOR CANADIAN HARDWARE SHOW (PREVIOUS QUARTER) UNDER ONTARIO GOVERNMENT PROGRAM. PROJECT INITIATED BY THIS OFFICE.

HIGHLY SUCCESSFUL BUYING TRIP, BUYING CONNECTIONS AND AGENCIES ESTABLISHED RESULTING.

013-CONSUMER PRODUCTS

IN VIEW OF RAPIDLY EXPANDING HOTEL GROUPS AND HOTEL RENOVATION IN SWEDEN, REQUIREMENTS FOR CARPETS, CURTAINS, FABRICS, TOWELLING, SHEETS ETC, APPROACHED DISTRIBUTORS PROVIDING SUITABLE CANADIAN CONTACTS.

TO DATE ONE CANADIAN CARPET COMPANY SELLING SUCCESSFULLY MATS AND RUGS FOR HOTEL, OFFICE AND RESIDENTIAL MARKET.

013-CONSUMER PRODUCTS

FOLLOW UP ON STOCKHOLM'S PARTICIPATION AT ISPO FAIR, MUNICH (FEB. 1987). CONSIDER INSTORE PROMOTION, HOCKEY EQUIPMENT WITH MAJOR SWEDISH STORE.

AS RESULT OF FOLLOW UP 4 OUT OF 5 AGENCIES PENDING ARE NOW ESTABLISHED. ADDITIONAL BUYING CONNECTIONS CONFIRMED BY 3 COMPANIES.

014-EDUCATION, MEDICAL, HEALTH PROD

IDENTIFY SWEDISH DISTRIBUTORS, ASSOCS, BUYING AUTHORITIES IN DENTAL CARE PRODUCTS-DENTAL SUPPLIES. STERILIZERS, DENTAL PREPARATIONS, DRILLING INSTRUMENTS AND EQUIPMENT. MAIL OUT GOVT BROCHURE "HEALTH CARE PRODUCT".

DURING TRADE PROMOTION VISIT MALMO IN MAY 1987 VISITED THREE DENTAL DISTRIBUTORS. "HEALTH CARE PRODUCTS" CATALOGUE MAILED TO THESE FIRMS.

014-EDUCATION, MEDICAL, HEALTH PROD

IDENTIFY SWEDISH DISTRIBUTORS OF COSMETIC PRODUCTS ALTHOUGH HIGHLY COMPETITIVE MARKET, ENQUIRIES FORM CANADA WARRANT ACTION.

DEVELOPED RELATIONSHIP WITH FOUR SWEDISH DIST. WELL KNOWN IN TRADE. 2 CDN COS ARE PRESENTLY IN NEGOTIATIONS WITH DISTRIBUTORS. TWO OF DISTRIBUTORS VISITED BY THIS OFFICE.

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

POST : 433-OSLO

NORWAY

QUARTER: 1

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
CANADA/NORWAY CO-OPERATIVE DEFENCE RESEARCH  
DEVELOPMENT AND PRODUCTION STEERING COMMITTEE  
MEETING.

DEFINED NEW PRODUCTS OF INTEREST AND AREAS OF  
CO-OPERATION FOR RESEARCH (SEE RDP CONFIDENTIAL  
NOTES OF APRIL, 1987).

011-OIL & GAS EQUIPMENT, SERVICES  
TWO NORWEGIAN IMPORTERS ATTENDED INTERCAN 87 IN  
EDMONTON AT GOVERNMENT EXPENSE.

AS A RESULT OF INTERCAN, THEY ARE INTERESTED IN  
REPRESENTING 8 NEW CANADIAN FIRMS, WITH PROBABI-  
LITY OF IMMEDIATE SALES.

017-SERVICE INDUSTRIES  
ORGANIZED JOINT BRITISH COLUMBIA-WASHINGTON  
STATE "TWO NATION VACATION" SEMINAR.

TOUR OPERATORS IN NORWAY ARE ACTIVELY MARKETING  
GROWING BRITISH COLUMBIA TOURISM PACKAGES, MANY  
OF WHICH WERE LAUNCHED FOR EXPO 86.

003-GRAINS AND OILSEEDS  
MISSION FROM CANOLA COUNCIL OF CANADA VISITED  
NORWAY TO PROMOTE SALES OF CANOLA MEAL.

CANOLA NOT YET SOLD INTO NORWAY BECAUSE OF  
PRICE. NORWEGIAN IMPORTERS WILL RE-EVALUATE  
CANOLA PURCHASES.



REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 435-COPENHAGEN

DENMARK

QUARTER: 1

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
VISIT OF TDD, COL. LAST DND, A. M. WILLIS DRIE AND D.  
COLLINS TPD FOR CANADA DENMARK INFORMAL RDP DIS-  
CUSSIONS AND EXCHANGE OF VIEWS ON OFFSETS ISSUE  
JUNE 11.

ARRANGED MEETINGS & ACCOMPANIED GROUP. HOSTED  
WORKING LUNCHEON. GOOD EXCHANGE OF VIEWS WITH  
DANISH MIN. OF DEFENCE, DEFENCE STAFF AND MIN. OF  
INDUSTRY.

005-COMM. & INFORM. EQP. & SERV  
-INCOMING COMPUTER JOURNALIST TO CDA JUNE 87 -  
MOBILE DATA INT'L PROD. DEMONSTRATION MAY 87 -SE-  
MI TECH MICROELECTRONICS - ACADZ INC. - REPOR-  
TING RE DANISH SATELLITE TV LIBERALISATION -MAR-  
KET ASSESSM. FOR POTENT. MEMBERS FALL 88 MISSION

-CDN. EXPOSE-ARTICLE EXPECTED PUBLISHED AUG. 88 -  
NEW POTENT. CUSTOMERS IDENTIF. -SALES OFFICE ESTAB  
-DISTRIBUTOR EXPECTED BY AUG. 87 - EXPECTED  
ANNUAL SALES: \$120,000 - COMPLETED - COMPLETED.

001-AGRI & FOOD PRODUCTS & SERVICE  
THIS SECTOR GENERATES NEARLY HALF RESPONSIVE  
WORK LOAD. THEREFORE NO ACTIVITIES PER SE ARE  
PLANNED AS SIMPLY KEEPING UP WITH REQUESTS AL-  
READY IMPLIES A HEAVY ALLOCATION OF SCARCE POST  
RESOURCES.

-HANDLED 195 ENQUIRIES. - SENT 2 INFORMAL AG  
SITUATION REPORTS. - SEE ITEMS 3, 4 AND 8 UNDER  
UNEXPECTED EVENTS.

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
ESTABLISH CLOSER CONTACTS WITH KEY MILITARY  
PLANNERS AND MATERIAL OFFICERS.

VISITED AIR MATERIAL COMMAND, ARRANGED FOR CDN.  
MILITARY ATTACHE TO VISIT NAVAL MATERIAL COMMAND  
(AS CIVILIAN VISITS NOT ENCOURAGED). MET WITH MIN  
OF DEFENCE PLANNING STAFF ON THEIR PROPOSED DE-  
FENCE PLAN AND PROCUREMENT.

999-MULTIPLE SECTORS  
-PHASE 1 OF MARKETING PLAN TO ESTABLISH CONTACT  
WITH DANISH TECH. INSTITUTES SO THAT THEY COULD  
ASSIST US IN IDENTIFYING APPROPRIATE DANISH  
TECH. - PROGRAM OF CALLS ON SELECTED DANISH  
 FIRMS.

- PHASE 1 COMPLETED. SEE FULL REPORT OUR MEMO  
JUNE 25, 87. COPY FORWARDED TO RWT.  
- SIX CALLS COMPLETED.

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 436-DUBLIN

IRELAND

QUARTER: 1

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
ONGOING FOLLOW-UP WITH GPA, AER LINGUS AND  
RYANAIR RE THEIR INTEREST IN DASH 7 & 8. LIAISON  
WITH GPA & AER LINGUS RE POSSIBLE PURCHASE B737/  
300 AS WELL AS ONE FOKKER 100 FLIGHT SIMULATORS  
(AND OTHER AEROSPACE PRODUCTS).

GPA IS CLOSE TO DECISION TO PURCHASE 25 DASH 8  
SUBJECT TO ACCEPTABLE FINANCIAL PACKAGE. GPA HAS  
BOUGHT SECOND HAND CANADAIR CHALLENGER FOR  
CHAIRMAN'S USE. GPA/FSI AND GPA/AER LINGUS  
CONSORTIA SEEKING QUOTES FOR 2 CAE SIMULATORS.

015-CONSTRUCTION INDUSTRY  
FOLLOW UP ON CANADIAN PROPOSAL TO CONSTRUCT  
POUND 200 M TRANSPORTATION COMPLEX IN DUBLIN.  
LIAISON WITH AER RIANTA RE RUNWAY EXPANSION AT  
DUBLIN AIRPORT.

AS A RESULT OF CHANGE OF GOVERNMENT IN IRELAND,  
PROJECT HAS NOW LOW PRIORITY. FOLLOW UP BY  
CANADIAN CONSORTIA MAY BE WARRANTED. CONTRACT  
AWARDED TO IRISH/BRITISH JOINT VENTURE.

001-AGRI & FOOD PRODUCTS & SERVICE  
ENCOURAGE CANADIAN INDUSTRY TO CONSIDER  
TECHNOLOGY TRANSFER (DAIRY, MEAT AND FISH  
PRODUCTS) WITH IRISH INDUSTRY.

DESPITE POST EFFORTS, THE LEVEL OF INTEREST ON  
PART OF CANADIAN FIRMS HAS BEEN DISAPPOINTING.  
IRISH FIRMS ARE SERIOUSLY INTERESTED. CANADIAN  
BEER AND WINE NOW BEING MARKETED IN IRELAND.

005-COMM. & INFORM. EQP. & SERV  
USE OF CANADIAN TECHNOLOGY IN IRISH CABLE  
TELEVISION AND REMOTE SENSING SECTORS. IRISH  
CANADIAN CO-OPERATION FOR EUREKA PROJECTS.

IRISH DOC PROVIDED INTR. TO MMDS TECHNOLOGY.  
MACDONALD DETTWILER CONTINUE FOLLOW UP WITH  
IRISH AUTHORITIES. CDN WESTINGHOUSE INTEREST IN  
JOINTLY DEVELOPING CERAMIC COATING OF GAS TURBI-  
NE BLADES WITH SIFCO UNDER EUREKA 33.

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

POST : 437-LONDON

UNITED KINGDOM

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE  
REFORM OF LICENSING SYSTEM FOR HQ BEEF QUOTE.

PROPOSALS NOW UNDER DISCUSSION BY EC IN BRUSSELS FOR REFORM OF LICENSING SYST. INCL. SUGGEST'NS MADE BY POST VIZ. HIGHER SECURITY DEPOSIT AND QUOTA TO BE ADMINISTERED ON QTLY RATHER THAN ANNUAL BASIS.

001-AGRI & FOOD PRODUCTS & SERVICE  
IN THE LIGHT OF IMPENDING BAN ON IMPORTS OF CDN OFFAL FOR HUMAN CONSUMPTION TO PUT UK PETFOOD & OTHER USERS OF INEDIBLE OFFAL IN TOUCH WITH CDN PRODUCERS.

VISIT BY SPILLERS PETFOODS BUYER TO TORONTO AREA (LATE JUNE). NO RESULTS RECEIVED TO DATE.

001-AGRI & FOOD PRODUCTS & SERVICE  
THE EEC PROCEDURES FOR ALLOCATING HIGH QUALITY BEEF QUOTA'S HAS BEEN CLOSELY MONITORED AND REPORTED ON.

WE HAVE RECEIVED INDICATIONS THAT NEW PROCEDURES ARE BEING PREPARED IN BRUSSELS WHICH WILL IMPROVE OUR ACCESS TO THE QUOTA.

002-FISHERIES, SEA PRODUCTS & SERV.  
VISITS MADE TO SCOTLAND, HULL & GRIMSBY, LIVERPOOL, LONDON; PREPARATION OF MKT PROFILE OF SUB-SECTOR. VISITS TO MAJOR UK FISH PURCHASERS FOLLOWED BY REGULAR PHONE/LETTER.

A NEW MKT FOR CDN DOGFISH IS OPENING UP IN THE UK AS A RESULT OF OUR TRADE ACTIVITIES; PROFILE OF COD MARKET PREPARED. SECOND EDITION OF FISHERY SUPPLIES NEWSLETTER SENT TO 40+ COS. CONTINUED LIAISON WITH COS BY VISIT AND PHONE.

011-OIL & GAS EQUIPMENT, SERVICES  
IN ADDITION TO THE NEWFOUNDLAND MISSION WE HAVE HELD A NUMBER OF DISCUSSIONS WITH UK INDUSTRY OFFICIALS ON THE OIL & GAS INDUSTRY.

FOUR ANALYTICAL REPORTS HAVE BEEN PRODUCED INCLUDING A STUDY OF UK PROCEDURES OF ALLOCATION OIL LEASES.

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
SERIES OF INDUSTRY VISITS PLANNED TO ESTABLISH OUR EXPANDED NETWORK OF SECTOR CONTACTS.

INDUSTRY VISITS NOT UNDERTAKEN DUE TO HEAVY RESPONSIVE ACTIVITY AND BASE LOAD FROM ALL SECTORS COVERED.

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 471-WARSAW

POLAND

QUARTER: 1

003-GRAINS AND OILSEEDS  
MAINTAIN CONTACT WITH ROLIMPEX RE WHEAT AND  
REPORT ON CROP CONDITIONS.

POST REPORTED ON DEVELOPMENTS AND ASSISTED  
CANADIAN WHEAT BOARD WITH RESCHEDULING  
NEGOTIATIONS.

009-FOREST PRODUCTS, EQUIP, SERVICES  
SURVEY POTENTIAL PROJECTS IN PULP AND PAPER  
SECTOR.

POST IDENTIFIED 7 POTENTIAL PROJECTS, SUBMITTED  
REPORT TO DRIE, AND ASSISTED H. A. SIMONS WITH  
VISIT.

005-COMM. & INFORM. EQP. & SERV  
INDUSTRY CALLS.

POST UNDERTOOK EXTENSIVE VISITS IN THIS SECTOR  
IN WARSAW, GDANSK, WROCLAW AND ATTENDED COMPUTER  
EXHIBITION.

001-AGRI & FOOD PRODUCTS & SERVICE  
INDUSTRY CALLS.

POST IDENTIFIED AND REPORTED ON OPPORTUNITIES  
IN SECTOR. PROVIDED ADDITIONAL MATERIAL TO  
SEVERAL COMPANIES AS FOLLOW-UP TO OUR CONTACTS.

002-FISHERIES, SEA PRODUCTS & SERV.  
MAINTAIN CONTACT WITH FTO AND MINISTRY ABOUT  
POSSIBLE ADDITIONAL SALES OPPORTUNITIES.

1. VISITS TO BUYERS IN GDYNIA, GDANSK, SZCZECIN.  
2. SALE OF \$4 MILLION BY CONTINENTAL SEA FOOD.



REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 472-PRAGUE

CZECHOSLOVAKIA

QUARTER: 1

009-FOREST PRODUCTS, EQUIP, SERVICES

-INTENSIVE LOBBYING OF HIGH-LEVEL CSSR OFFICIALS  
IN SUPPORT OF H. A. SIMONS(OVERSEAS)LTD. /RUZOMBE-  
ROK PAPER MACHINE PROJECT. - POST LIAISON WITH  
LOCAL AUTHORITIES RE. ZDIREC SAWMILL PROJECT.  
-MARKETING SUPPORT FOR AUTOMATIC 'V' GROOVE LTD.

-MET WITH DPM HRIVNAK, MFT MIN. URBAN MAY 14-15 RE  
RUZOMBEROK; PROSPECTS OF SIMONS' REVISED OFFER  
BEING ACCEPTED BY CLIENT IN FALL '87 LOOK GOOD.  
-NUMEROUS POST PROMOTION ACTIV. RE. ZDIREC SAWMILL  
: CLIENT HAS INDICATED PREF. FOR AUSTRIAN COMPETI.

011-OIL & GAS EQUIPMENT, SERVICES

-VISIT TO CDA BY MIN. EHRENBERGER, SPRING 87  
-PROGRAM ASSISTANCE FOR CDN COMPANY VISITS TO  
CSSR - FINALIZATION OF ARRANGEMENTS FOR KORAMO  
KOLIN REFERENCE VISIT TO B. C.

-EHRENBERGER VISIT NOW CONFIRMED FOR SEPT. 87  
-COORDINATED CSSR PARTICIPATION AT INTERCAN 87;  
EXCELLENT PROSPECTS FOR COLLABORATION ESTABLISH-  
ED-KORAMO KOLIN REFERENCE VISIT TO BC SCHEDULED  
FOR AUG; MOHAWK OIL PROP. RESUBMITTED TO CLIENT.

001-AGRI & FOOD PRODUCTS & SERVICE

- HIGH LEVEL VISIT BY AG. MINISTER TOMAN TO CDA.  
- NURTURE DEVELOPMENT OF LONG TERM RELATIONSHIP  
BETWEEN CANADA AND SLUSOVICE COOP.

-TOMAN VISIT TO CDA TOOK PLACE JUNE 18-23; POST  
COORDINATED PROGRAM IN PRAGUE FOR AG. CAN DELEGA-  
TION LED BY DM NOREAU, APR. 87 - POST MET WITH  
SLUSOVICE COMMODITY SPECIALISTS; WBI/VIAPAX COL-  
LABORATING ON SLUSOVICE PROMOTION.

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 473-BUDAPEST

HUNGARY

QUARTER: 1

007-POWER & ENERGY EQUIP. & SERV.  
A/ LEND SUPPORT TO START-UP OF 2 PILOT PROJECTS  
BY REACT LTD.  
B/ SIGN BILATERAL NUCLEAR AGREEMENT.  
C/ ASSIST ONTARIO HYDRO'S MARKETING EFFORTS.

A/ PROJ. DELAYED DUE TO PROBLEMS WITH REACT'S  
EQUIP. FALL START NOW EXPECTED. B/ CDA & HUNGARY  
HAVE AGREED TO NEGOTIATE A NUCLEAR AGREEMENT.  
C/ ONT. HYDRO AWARDED \$700,000 STUDY CONTRACT  
WITH HUNGARIAN POWER TRUST.

011-OIL & GAS EQUIPMENT, SERVICES  
A/ CONTINUE TO SUPPORT CANADIAN MARKETING  
EFFORTS. B/ ENCOURAGE CDN-HUNGARIAN JV'S.

A/ CDN. COMPANIES WIN CDN \$1 MILLION IN EXPORT  
ORDERS UNDER WORLD BANK FINANCED PROJECTS.  
B/ NEW TRI-D-CHEM J.V. EXHIBITS AT INTERCAN'87.

001-AGRI & FOOD PRODUCTS & SERVICE  
VISIT BY D. M. NOREAU AND FIRST JOINT AGRIC.  
MEETING.

D. M. MOREAU VISITED HUNGARY APR. 11-14 AND SIGNED  
JOINT AGRICULTURE AGREEMENT - FIRST JOINT AGR.  
MEETING NOT HELD.

001-AGRI & FOOD PRODUCTS & SERVICE  
MCGILL UNIVERSITY TO ADD HUNG. STATE FARM TO THE  
DHAS AS PRELUDE TO DEVELOPING HUNG. VERSION OF  
THE SYSTEM.

DUE TO RESTRUCTURING OF HUNGARIAN INSEMINATION  
COMPANIES PILOT PROJECT HAS NOT STARTED. ANOTHER  
FARM IS INTERESTED BUT MCGILL HAS YET TO RESPOND

999-MULTIPLE SECTORS  
COORDINATE CDN PARTICIPATION AT THE BUDAPEST  
SPRING FAIR.

6 CDN CO. EXH. WITH US \$160,000 IN ON SIGHT SALES  
SIGNED. TRAFFIC AT CDN BOOTH EXTREMELY HEAVY SUP-  
PORTING REQUIREMENT FOR LARGER STAND NEXT YEAR.  
(MORE MEETING ROOMS ETC. )

001-AGRI & FOOD PRODUCTS & SERVICE  
ORGANIZE A DAIRY SEMINAR FOR AGRICULTURE CANADA.

DAIRY SEMINAR POSTPONED BY AGRICULTURE CANADA  
NO NEW DATE GIVEN.







REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

POST : 475-MOSCOW

UNION OF SOVIET SOC REP

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE  
EMBRYO TRANSFER CONTRACTS FOR WESTERN BREEDERS  
SUPPORT.

SALE MADE OF APPROX. \$600,000 IN LIVESTOCK  
GENETICS, FROZEN EMBRYOES.

001-AGRI & FOOD PRODUCTS & SERVICE  
SEMEN SUPPLY CONTRACTS, LTA & RESOLUTION OF VET  
OBSTACLES. GENERAL PROMOTION OF SALE OF CANADIAN  
AGRICULTURAL TECHNOLOGY.

POST OFFICERS WORKED DILIGENTLY TO ENSURE THAT  
VISITS TO CDA OF MINISTER OF GOSAGROPROM MURAK-  
HOVSKY & MIN OF RSFSR NIKITEN AND THEIR RESPEC-  
TIVE SENIOR LEVEL DELS WERE SUCCESSFUL.

011-OIL & GAS EQUIPMENT, SERVICES  
ASSIST IN MAJOR PROJECT BIDS IN OIL AND GAS  
SECTOR FOR CDN FIRMS.

ASSISTED SENIOR LEVEL DELEGATION VISITS FROM  
AMONGST OTHERS; LAVALIN INTERNATIONAL INC.

999-MULTIPLE SECTORS  
DUE TO TRADE IMBALANCE BETWEEN CANADA & USSR  
POST HAS BEEN TASKED TO ASSIST USSR EXPORTS TO  
CANADA.

POST OFFICERS MET NUMEROUS TIMES WITH MIN OF  
FOREIGN TRADE OFFICIALS TO FOLLOW UP ON  
BUSINESS GENERATED DURING MARCH IMPORTERS  
MISSION.

002-FISHERIES, SEA PRODUCTS & SERV.  
NEW FISH PURCHASE COMMITMENT FROM USSR.

SOVIETS COMMITTED TO PURCHASE OVER \$12 MILLION  
FROM CANADA.

003-GRAINS AND OILSEEDS  
IMPLEMENTATION OF LONG TERM WHEAT AGREEMENT.

CDN WHEAT BOARD VISIT SUPPORT PLUS MULTITUDE OF  
GRAINS REPORTING & CONTINUING MAJOR SALES WITH  
CANADA REMAINING AS NO. 1 EXPORTER TO USSR OF  
WHEAT AND BARLEY.

REPORT 4B  
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 476-BUCHAREST

ROMANIA

QUARTER: 1

007-POWER & ENERGY EQUIP. & SERV.  
NEW RELATIONSHIP FOR CERNAVODA UNITS 1&2 & FUTURE ROM INTENTIONS RE UNITS 3, 4, 5. -ROM BROWN COAL POWER UNITS UPGRADING - POSSIBLE CDN LEASE-SALE FOR CERNAVODA UNIT 1 HEAVY WATER.

RBD & OCI MET IN MAY WITH KEY DECISION MAKERS. SOME COMMITMENTS WERE MADE. - B & W CDA PROPOSAL IS DUE SOON. - AECL TO RESPOND TO ENQUIRY. PENDING VISIT BY ONTARIO HYDRO.

010-MINE, METAL, MINERAL PROD & SRV  
SUPPORT CDN EXPORTERS IRON ORE, ASBESTOS, ETC.  
- ONGOING LIAISON WITH FTOS-END USERS.

IRON ORE-USX & QCM TO SUPPLY 1.9MM TONNES IN 87. -ASBESTOS-SUPPORT AT SENIOR ROM LEVELS FOR LAB CHRYSOTILE. - FACILITATING ENQUIRIES-INFO FLOW WITH PROSPECTIVE CDN SUPPLIERS RAW MATERIALS-KNOW-HOW.

011-OIL & GAS EQUIPMENT, SERVICES  
USSR GAS PIPELINE PROJECT. - SECTOR PROFILE-PREPARE-DISTRIBUTE. - CONVINCING ALTA GOVT TO SENT OIL-GAS MISS. TO ROM ORGANIZE-FOLLOW-UP. - BUYERS TO INTERCAN '87 & FOLLOW-UP/TECHNICIANS TO TEKNICA.

ROM PARTICIPATION STILL UNCERTAIN. -COMPLETED EARLY-FEB. 87- MISS. APR 87 (EARLIER THAN ANTICIPATED). SO SUCCESSFUL SECOND IN OCT 87. - MET 30 FIRMS-ENQUIRIES FOR DLRS 20 MM-GOOD POTENTIAL - ROM TECHNICIANS NOW IN CALGARY.

009-FOREST PRODUCTS, EQUIP, SERVICES  
FOLLOW UP RE ENQUIRIES DEVELOPED IN FEB/MAR IN PULP/PAPER SECTOR. - DEVELOP CLOSER RELATIONSHIP BETWEEN CDN SUPPLIERS AND ROM IMPORTER.


PRESENTLY SELLERS MARKET. VERY LIMITED INTEREST FM CDN SUPPLIERS. - ROMM IMPORTER VERY INTERESTED IN POSSIBLE CDN SUPPLY PULP AND PAPER PRODUCTS.

003-GRAINS AND OILSEEDS  
ENCOURAGE CLOSER COMMUNICATION BETWEEN CWB AND ROM AGRICULTURE DECISION MAKERS.  
-REACTIVATE CDA AGRIC-ROM AGRIC. RELATIONSHIP.

2 ROM OFFICIALS ATTENDED CIGI OILS & OIL SEEDS COURSE IN WPG - MAY 87. -ISSUE RAISED IN CONTEXT OF JOINT GOVERNMENTAL COMMISSION HELD MAY 87. ACTIVE CONSIDERATION OF PROJECTS.



CA1 EA676 T713 EXF 1987 <sup>June</sup> STORAGE  
Trade and Industrial Development  
Program quarterly activity report  
43247427

LIBRARY E A / BIBLIOTHÈQUE A E  
  
3 5036 01029641 9

