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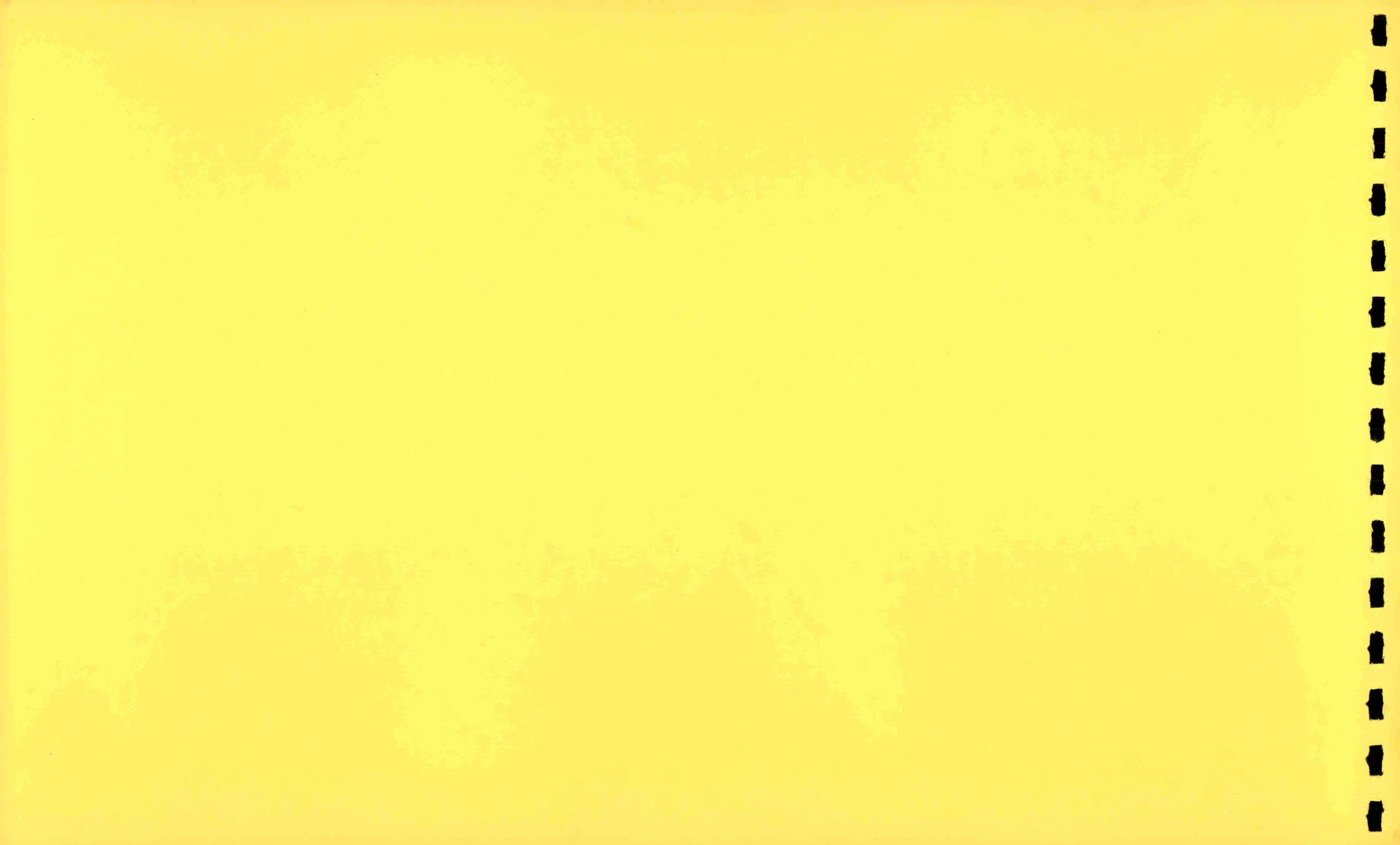
TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

QUARTERLY ACTIVITY REPORT RAPPORT TRIMESTRIEL DES ACTIVITÉS

AFRICA AND MIDDLE EAST AFRIQUE ET MOYEN - ORIENT

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

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



TO/À • GGB, FGB, RFB, 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, RFB, LGB, UGB

FROM/DE • DMT

REFERENCE •
RÉFÉRENCE

SUBJECT •
SUJET • RAPPORT TRIMESTRIEL SUR LES ACTIVITÉS

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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

43-247-421
43-247-424

A V I S I M P O R T A N T

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.

I M P O R T A N T N O T I C E

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.

AFRICA & MIDDLE EAST
AFRIQUE ET MOYEN-ORIENT

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87/09/25

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AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

PAGE : 2

POST : 325-ABIDJAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISE EN PLACE D'UN CONSEILLER EN ENERGIE AUPRES
DU MINISTRE DE L'INDUSTRIE. PARTICIPATION AU
PLAN NATIONAL DE L'ENERGIE DE LA DCGTX. VENTE
D'EQUIPEMENT A L'EECI (FINANCE PAR BM).

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

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PAGE : 3

POST : 325-ABIDJAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINE DEVELOPEMENT SERVICES

DEVELOPMENT OF GUIDE WITH SODEMI/CIDA FINANCING.

BETTER DEFINITION OF MINING INDEXES.

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

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

PARTICIPATION BY A CANADIAN FIRM IN EXPLOI-
TATION OF A CONCESSION AND SALE OF EQUIPMENT.

VISITS TO DEPARTMENTS OF GEOLOGY AND MINES IN IC.

IDENTIFICATION OF EQUIPMENT NEEDS AND RESOUR-
CE PEOPLE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

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AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST : 301-ADDIS ABABA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

MONITOR DEVELOPMENT OF DJIBOUTI-ETHIOPIA RAIL LINK.

IDENTIFY ANY COMPONENTS FOR POSSIBLE CDN
COLLABORATION.

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

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

AEROSPACE

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

CONCLUDE CONTRACT IN 1987 WITH ETHIOPIAN
AIRLINES.

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

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

DETERMINE TRAINING REQUIREMENTS OF ETHIOPIAN AIRLINES AND CIVIL
AVIATION AUTHORITY.

IDENTIFY POTENTIAL T/A OPPORTUNITIES
PARTICULARLY TRAINING IN AVIONICS MAINTENANCE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 301-ADDIS ABABA

011-OIL & GAS EQUIPMENT, SERVICES
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE CONTRACT FOR CIDA-ASSISTED STUDY OF PETROLEUM PRODUCTS
TRANSPORTATION SYSTEM (PIPELINE PROJECT).

FINALIZE CONTRACT 1987.

INCREASE NUMBER OF CONTACTS WITH MINISTRIES AND CENTRAL PLANNING
COMMITTEE TO OBTAIN SPECIFIC DETAILS OF DEVELOPMENT PRIORITIES
IN OIL AND GAS SECTOR.

BETTER AWARENESS OF PROJECT BEING PLANNED AS
WELL AS INCREASED AWARENESS OF CDN EXPERTISE.

INVESTIGATE OPPORTUNITIES FOR POTENTIAL EQUIPMENT AND SERVICES
SALES RELATING TO OIL EXPLORATION PROGRAM IN UGADEN REGION.

IDENTIFY SPECIFIC EXPORT OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

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PAGE : 7

POST : 301-ADDIS ABABA

007-POWER & ENERGY EQUIP. & SERV.
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

HYDRO

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTERLY RESULTS REPORTED:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 301-ADDIS ABABA

001-AGRI & FOOD PRODUCTS & SERVICE
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SERVICES INCLUDING CONSULTING

REPORTING ON 10-YEAR DEVELOPMENT PLAN.

REPORTING ON 3-YEAR DEVELOPMENT PLAN.

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

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

SPECIFIC KNOWLEDGE OF AGRICULTURE SECTOR
PLANS 1986-1996.

SPECIFIC KNOWLEDGE OF AGRICULTURE PROJECTS
PLANNED FOR 1986-1989.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE MORE CDN INVOLVEMENT IN AGRICULTURAL
SECTOR.

A CDN FIRM AWAITING RESULTS OF BIDS SUBMITTED TO
AETSC FOR AGRI EGT/STUDY. -SAME FIRM EXTENDED
ITS SERVICES TO AGRI DEVT. BANK.

QUARTER: 2 -----

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POST : 301-ADDIS ABABA

014-EDUCATION, MEDICAL, HEALTH PROD
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SERVICES INCLUDING CONSULTING

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

MONITOR DEVELOPMENT PLANS FOR HEALTH SYSTEM.

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

INCREASE CONTACTS WITH MINISTRY OF HEALTH TO PROMOTE
CDN EXPERTISE.

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

IDENTIFY POTENTIAL EXPORT OPPORTUNITIES IN
HEALTH SERVICES AND EQUIPMENT.

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

IDENTIFY SPECIFIC EXPORT OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

CONTACT MAINTAINED WITH MOE. PROJECT PROPOSAL
UNDERWAY.

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POST : 326-ALGIERS

001-AGRI & FOOD PRODUCTS & SERVICE
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

SIGN A HEALTH AGREEMENT WITH ALGERIA.

BABA ALI POULTRY STOCK SELECTION PROJECT.

LAMTAR FARM (CATTLE)

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

OPENING THE ALGERIAN MARKET TO CATTLE.

MASSIVE INTRODUCTION OF POULTRY PRODUCTS INTO ALGERIAN MARKET.

INCREASED IMPORTS OF CANADIAN CATTLE.

INCREASE OUR MARKET SHARE.

SEEDS & SPECIAL CROPS

CONTINUE CONSULTATIONS BETWEEN CANADIAN EXPORTER AND ALGERIAN AUTHORITIES.

DEVELOP A MARKETING STRATEGY FOR MARKETING LENTILS.

STIMULATE THE POTATO MARKET.

MAINTAIN OUR MARKET SHARE.

OBTAIN NEW CONTRACTS.

OBTAIN A NEW CONTRACT.

SEMI & PROCESSED FOOD & DRINK

CONTINUE CONSULTATIONS BETWEEN CANADIAN EXPORTERS AND ALGERIAN STATE AGENCIES.

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

INTRODUCE MATERIAL TO MAP.

MAINTAIN OUR MARKETS.

MAINTAIN AND INCREASE OUR MARKET SHARE.

GREATER FAMILIARITY WITH CANADIAN PRODUCTS AND RESPONSE TO AOI.

FEED, FERTILIZER & VET PRODUCTS

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

FINALIZE A FIRM CONTRACT BETWEEN CANADA AND ONAPSA.

MAKE OUR PRODUCTS KNOWN.

GAIN A SHARE OF THE ALGERIAN MARKET.

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001-AGRI & FOOD PRODUCTS & SERVICE
ALGERIA

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POST : 326-ALGIERS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

RAIL

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

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

AEROSPACE

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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POST : 326-ALGIERS

004-DEFENCE PROGRAMS, PRODUCTS, SERV
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

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

VISITS BY BUSINESS PEOPLE FROM CANADIAN COMPANIES.

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

OFFER A TRAINING PROGRAM TO ALGERIANS.

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

TO BECOME MORE FAMILIAR WITH SPECIFIC NEEDS.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

- QUARTER: 1 -----
- QUARTER: 2 -----
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REPORT 4
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005-COMM. & INFORM. EQP. & SERV
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

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

CALL FOR OFFERS ANTICIPATED.

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

STIMULATE RELATIONS IN THIS SECTOR.

TELECOMMUNICATIONS (INC SPACE)

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

INCREASED WORKING VISITS TO BUILD THE NECESSARY RELATIONSHIPS.

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

SUPPORT MISSIONS IN THIS FIELD.

CONVINCE THE ALGERIANS TO OPT FOR NUMERIC TECHNOLOGY.

SUBMIT TENDERS FOR VARIOUS PROJECTS.

SUPPORT CIDA'S ACTIVITIES AS THEY NOW EXIST.

STRENGTHEN AID TO EFFORTS TO IMPLANT CANADIAN TECHNOLOGY.

COMPUTERS, SOFTWARE & SYSTEMS

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

GENERATE A LARGE VOLUME OF BUSINESS CONNECTED WITH SOFTWARE.

PLAYING THE TECHNOLOGY TRANSFER GAME.

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

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 : 340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

PENDING DECISION REGARDING POTENTIAL FINANCING OF LOCAL
DRILLING ACTIVITIES.

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

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

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

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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 : 340-AMMAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

INITIATION OF PRIVATIZATION ANALYSIS BY JORDANIAN AUTHORITIES
REGARDING TCC.

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

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

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

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

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

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

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

ADDITIONAL SALES BUILDING UPON MODEST RESULTS
ACHIEVED TO DATE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

POST : 340-AMMAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

BILATERAL AID PROGRAMME WITH POSSIBLE FOCUS ON PORT FACILITIES.

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 340-AMMAN

007-POWER & ENERGY EQUIP. & SERV.
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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 : 340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

SYRIAN CLIENT ACCEPTED EDC CREDIT TERMS ON 2 MAY FOR THE SUPPLY OF CDN \$35 MILLION OF GOODS AND SERVICES FOR THAYEM PROJECT. FINAL NEGOTIATIONS WITH EDC & EXPRTR CONCL. IN DAMASCUS END-JUNE. CONTRACT & LOAN AGREE. TO BE FINAL. BY END-JULY.

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 : 340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

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

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

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

TO FORM BASIS FOR RECRUITMENT OF 1988 AGRICULTURAL EQUIP AND TECH MISSION TO SYRIA AND JORDAN.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 340-AMMAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

AWARD OF CONTRACT TO CDN GROUP.

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

AWARD OF CONTRACT TO CDN SUPPLIER.

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

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 : 340-AMMAN

009-FOREST PRODUCTS, EQUIP, SERVICES
SYRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

CONSULTANCY CONTRACT FOR ASSESSMENT AND DETERMINATION OF METHODOLOGY FOR SAME

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

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT #5
87/10/13

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

page A

340 - AMMAN
PLANNING:

JORDAN

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

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

IDENTIFICATION OF 6 TO 10 POTENTIAL JORD-
ANIAN INVESTORS AND ASSISTANCE IN ORGANI-
ZATION OF INITIAL VISITS TO CANADA.

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

PARTICIPATION BY 5 TO 8 LOCAL INVESTORS
AT OPPORTUNITIES CANADA.

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

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

CONSUMER PRODUCTS FURNITURE & APPLIANCES
No proposed activities indicated

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

NON SECTORALLY ORIENTED ACTIVITIES

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

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

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

DISSEMINATION OF INVESTOR INFO TO BROADER
BASE OF LOCAL CONTACTS.

REPORT #5
7/10/13

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

page B

340 - AMMAN
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

JORDAN

RESULTS REPORTED

QUARTER : 1

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

CONTACT WITH 10 JORDANIAN DELEGATES TO CONFE-
RENCE IN ORDER TO DETERMINE LEVEL OF INVSTMT
ACTIVITY RESULTING FM PART'N. FORMAL REPORT TO
BE SUBMITTED TO HQ IN AUGUST/SEPTEMBER.
TWO JORDANIAN CANDIDATES REFERED TO CIBC REGION-
AL OFFICER IN BAHRAIN.

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 : 346-BAGHDAD

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

POST'S INTERVENTION & ASSISTANCE IN NEGOTIATING WITH FOREIGN ECON. RELATIONS COMMITTEE RESULTED IN THE REPAYMENT OF ALMOST \$300,000 TO EXPORTATION QUEBEC & SCHEDULING OF REPAYMENT NEGOT'NS WITH GMMD. OUR HELP LED INDIR. TO A NEW CONTRACT.

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 : 346-BAGHDAD

014-EDUCATION, MEDICAL, HEALTH PROD
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EDUCATIONAL SERVICES, EQUIPMENT

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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 : 346-BAGHDAD

003-GRAINS AND OILSEEDS
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

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

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

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

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

ANTICIPATED RESULTS:

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

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

POST : 341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

POSSIBLE CONTRACT FOR TRAINING IN CANADA OR ON SITE EGYPT.

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

PROVIDE CANADIAN COMPANIES WITH RELATIVE INFO ON EGPC PLANNED ACTIVITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

COMPLETED REPORT ON ELECTRICAL GENERATION AND
TRANSMISSION SECTOR WHICH INFORMED CANADIAN CO. /
GOVT. SYNOPSIS ON SECTOR PUBLISHED IN ECBC
NEWSLETTER.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AGRICULTURE MACH, EQUIP, TOOLS.

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

AS EGYPTIAN PLANS GO FORWARD, APPOINTMENT OF MORE AGENTS.

ENCOURAGE CANADIAN MANUFACTURERS TO VISIT MARKET AND APPOINT AGENTS.

TO BE ON THE SCENE WHEN THE MARKET EXPANDS.

VISIT NEWLY ESTABLISHED AGRICULTURAL MACHINERY CENTRES BEING ESTABLISHED.

OPEN DOORS FOR CANADIAN COMPANIES AND GATHER INTELLIGENCE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

VISITORS UNABLE TO GO DUE TO PRIOR COMMITMENTS.

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 : 34

POST : 341-CAIRO

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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PAGE : 36

POST : 341-CAIRO

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	VISIT TO CANADA BY SENIOR EGYPTIAN OFFICIALS AS GUESTS OF PROVINCES, GOVERNMENT, AND COMPANIES.	FAMILIARIZATION WITH CANADIAN PRODUCTS
	ENCOURAGE MORE TRAINING FOR EGYPTIANS IN CANADA.	FAMILIARIZATION WITH CANADIAN PRODUCTS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	ENCOURAGE VISITS TO CANADA BY SENIOR EGYPTIAN OFFICIALS AS GUESTS OF PROVINCES, GOVERNMENT AND COMPANIES.	EXTENDED INVITATION IN PERSON TO CHAIRMAN, A. R. E. NATIONAL TELECOMMUNICATIONS AUTHORITY TO ATTEND TELECOM CONFERENCE IN FALL 1987. HIGH RANKING OFFICIAL IS CONFIRMED.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

REPORT 4
07/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 37

POST : 308-HARARE

011-OIL & GAS EQUIPMENT, SERVICES
ANGOLA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

ALL RELEVANT COMPANIES HAVE BEEN ADVISED AND
APPROPRIATE CONTACTS IDENTIFIED.

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
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PAGE : 38

POST : 308-HARARE

001-AGRI & FOOD PRODUCTS & SERVICE
BOTSWANA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	CIDA FINANCING HAS OPENED OPPORTUNITIES IN ZIMBABWE FOR TELECOM- MUNICATION EQUIPMENT - RURAL COMMUNICATION SERVICES A PRIORITY.	INCREASED SHARE OF MARKET.
	MISSION CONTINUES TO KEEP CANADIAN EXPORTERS ADVISED OF OPPOTUNI- TIES IN SECTOR TENDERS FOR HANDSETS, TELECOMMUNICATION SYSTEMS, EXCHANGE.	INCREASED SALES TO MARKET.
	CANADIAN ORGANIZATIONS HAVE TENDERED TO ZIMBABWE POSTS AND TELE- COMMUNICATIONS DEPARTMENT FOR FEASIBILITY STUDY CONTRACTS ASSIS- TED BY HICOM.	CANADIAN INVOLVEMENT IN SECTOR.
	TO KEEP IMPETUS GOING IN COMMUNICATION SECTOR NOTIFYING CANADIAN COMPANIES OF CONTINUED OPPORTUNITIES.	INCREASED INVOLVEMENT IN AREA.
	EXCHANGE AND SUPPORT OF JOINT VENTURE (MANUFACTURING) ACTIVITIES BEING PURSUED BY TWO CANADIAN COMPANIES.	ESTABLISHMENT OF A CDN-ZIMBABWE MFTG. FACILI- TY FOR TELEPHONE HAND SETS AND/OR PABX SERVICE FACILITY.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	MODERNIZATION OF TELECOMMUNICATIONS SYSTEMS AND EXTENSION OF DISTRIBUTION SYSTEMS TO RURAL AREAS	DETAILS OF TELECOM'N SYSTEMS EQUIPMENT REQUIRE- MENTS OVER FIVE YEAR PLAN PERIOD OBTAINED FROM POSTS AND TELECOMMUNICATION CORPORATION (PTC) MEETING HELD WITH TOP PTC EXECUTIVE AND EDC IN HARARE TO DISCUSS AVAILABILITY FINANCING.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST : 308-HARARE

007-POWER & ENERGY EQUIP. & SERV.
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

CANADIAN INVOLVEMENT IN SECTOR IN ONE OR MORE
PROJECTS.

KEEPING CANADIAN ENTERPRISES FULLY INFORMED ON DEVELOPMENTS IN
SECTOR.

INCREASED CANADIAN INVOLVEMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CANADIAN INVOLVEMENT IN REHABILITATION OF EXIST-
ING GENERATION CAPACITY AND PLANS TO INCREASE
HYDRO OR THERMAL GENERATING CAPACITY.

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

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 : 41

POST : 308-HARARE

017-SERVICE INDUSTRIES
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SERVICES NOT ELSEWHERE SPECIF.

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

FACILITATE CANADIAN PARTICIPATION IN
DEVELOPMENT PROJECTS.

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

IMPROVE QUALITY OF SERVICE TO CANADIAN
COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
7/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 45

POST : 322-KINSHASA

009-FOREST PRODUCTS, EQUIP, SERVICES
ZAIRE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

ESTABLISHING CONTACTS WITH CANADIAN PURCHASING OFFICES.

BETTER KNOWLEDGE OF THE ZAIRE MARKET AND
INCREASED EXPORTS.

USE OF CIDA LINE OF CREDIT FOR PURCHASING PAPER.

MARKET PENETRATION.

COUNT OF PULP AND PAPER PRODUCT USERS.

INCREASED EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 46

POST : 322-KINSHASA

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	TELECOMMUNICATIONS (INC SPACE)	
	PARTICIPATION IN PILOT OF A CELLULAR TELEPHONE PROJECT.	INTRODUCTION OF CANADIAN TECHNOLOGY.
	PARTICIPATION BY CANADIAN COMPANIES IN CREATING A CELLULAR TELEPHONE SYSTEM.	INCREASED EXPORTS.

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

REPORT 4
07/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 47

POST : 348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

ENHANCE REPUTATION OF CANADIAN EXPERTISE, CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTERCAN'87, EDMONTON, ALBERTA.

RECRUITED HIGH LEVEL INVITEES FM ADNOC, ABU DHABI, MIN. OF PETROLEUM, OMAN & QATAR NAT'L PETROLEUM CORP. KUWAIT INVITEES HAD TO CANCEL AT LAST MOMENT-REPORTS PREPARED ON OPPORTUNITIES IN BAHRAIN AND KUWAIT.

QUARTER: 1 CANADIAN ENERGY RESEARCH INSTITUTE CONFERENCE.

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 48

POST : 348-KUWAIT

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

ESTABLISH INITIAL CONTACTS, REQUIREMENTS CAN BE ASCERTAINED.

CONTINUED ATTEMPTS TO MAKE CONTACTS.

MORE KNOWLEDGE OF SECTOR, INCREASE AWARENESS OF CANADIAN SUPPLIERS.

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

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

TARGET AND MEET KEY EDUCATION DECISION MAKERS.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

014-EDUCATION, MEDICAL, HEALTH PROD
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISIT OF MINISTER OF EDUCATION OF ONTARIO.

HIGHER PROFILE FOR CANADA.

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

ESTABLISH REQUIREMENTS AND INCREASE AWARENESS
OF CANADIAN EXPERTISE.

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

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

TARGET AND MEET KEY EDUCATION DECISION-MAKERS.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MET WITH UNDERSECRETARY OF HEALTH, KUWAIT.

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT #5
7/10/13

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

page B

348 - KUWAIT
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

KUWAIT

RESULTS REPORTED

QUARTER : 1

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

PLANS UNDERWAY FOR HIGH LEVEL INVESTMENT DELE-
GATION FROM KUWAIT TO VISIT CANADA IN OCTOBER.
(2) INCREASED GENERAL KNOWLEDGE OF CDA THROUGH
PARTICIPATION WITH INFORMATION BOOTH AT OMAN
INT'L FAIR.

QUARTER : 2

QUARTER : 3

QUARTER : 4

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 51

POST : 304-LAGOS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION OF CANADIAN TRANSPORTATION SECTOR.

CANAC HAS COMPLETED ITS CONTRACT WITH NRC. IS
NOW CONSIDERING TWO MORE PROJS AS WELL AS BID-
DING TO BECOME PROJ. MGR FOR THE UN RAILWAY
REHABS PROJ. NO WORD YET ON WHETHER OR NOT GOVT
WILL FINAN'LY SUPPORT BOMBARDIER LOCOMOTIVES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 304-LAGOS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION OF CANADIAN COMMUNICATIONS EXPERTISE.

SATELLITE SALE GIVEN BOOST BY TRIP TO CDA BY COL MARK ON N.A. SIGNALS. SPAR RANKS SECOND IN TENDERS FOR REHAB OF EARTH STNS. VISIT BY REP OF SR TELECOMS IMPROVES PROSPECTS FOR SALES OF RURAL TELECOMS EQUIPMENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

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

PAGE : 55

POST : 349-LIBREVILLE

007-POWER & ENERGY EQUIP. & SERV.
GABON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONTROL SYSTEMS

MEETING WITH THE MINISTRY TO DETERMINE THE GOVERNMENT'S INTEN-
TIONS IN THE ENERGY DEVELOPMENT SECTOR IN GABON.

PUTTING CANADA IN POSITION.

DISCUSSIONS WITH THE RESPONSIBLE SENIOR PUBLIC SERVANTS, FOLLOWING
ANALYSIS OF THE BUDGET AND PLAN.

PUTTING CANADA IN POSITION FOR THE ECONOMIC
RECOVERY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MEETING WITH THE PRESIDENT'S OFFICE.

PUT CANADA IN POSITION FOR THE ECONOMIC RECOVERY IN THE EVENT THAT THE COUNTRY DECIDES TO REPROGRAM PROJECTS THAT HAD BEEN CANCELLED.

DISCUSSIONS WITH THE MINISTRY TO OBTAIN INFORMATION ON TELECOMMUNICATIONS PROJECTS, INCLUDING EXTENSION OF THE LIBREVILLE TELEPHONE AREA, DOUBLING THE LIBREVILLE-FOURPLACE MAIN LINE, AND OTHERS.

PUTTING CANADA IN POSITION FOR THE ECONOMIC RECOVERY.

DISCUSSIONS WITH SENIOR PUBLIC SERVANTS.

PUTTING CANADA IN POSITION FOR THE ECONOMIC RECOVERY.

VISIT BY THE MINISTER OF NATIONAL EDUCATION TO CANADA.

INTRODUCTION TO CANADIAN TECHNOLOGY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 349-LIBREVILLE

010-MINE, METAL, MINERAL PROD & SRV
GABON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINE DEVELOPEMENT SERVICES

MEETING WITH THE PRESIDENT'S OFFICE.

PUTTING CANADA IN POSITION FOR THE ECONOMIC
RECOVERY.

NEGOTIATIONS WITH THE MINISTRIES OF FINANCE, THE PLAN, SECOND
VICE-PRESIDENT.

PUTTING CANADA IN POSITION FOR THE ECONOMIC
RECOVERY.

MEETINGS WITH SENIOR PUBLIC SERVANTS.

PUTTING CANADA IN POSITION FOR THE ECONOMIC
RECOVERY.

VISIT TO CANADA BY MINISTRY OFFICIALS.

INTRODUCTION TO CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 303-NAIROBI

017-SERVICE INDUSTRIES
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR LEA & ASSOCS & DELCANDA IN WB HIGH-
WAY VI PROJ. GRAVEL RD COMPONENT 1 & 2 RESPECTI-
VELY & PAT GROUP & STANLEY ASSOCIATES IN EQUIP-
MENT MAINTENANCE COMPONENT.

BRIEFING SESSIONS WITH LEA & ASSOC. STANLEY &
DELCANDA & ENQUIRIES, LETTERS OF SUPPORT & VISITS
TO PROJ. COORDINATOR IN DAR ES SALAAM.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

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

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

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

HAVE BCI SHORTLISTED FOR PROJECT.

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

OBTAIN CONTRACT FOR AT LEAST ONE CANADIAN COMPANY.

GATHER MARKET, INTELLIGENCE ON MAJOR COMPETITORS.

INCREASE AWARENESS OF CANADIAN COMPANIES ABOUT COMPETITION THEY FACE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
7/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 303-NAIROBI

011-OIL & GAS EQUIPMENT, SERVICES
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

HAVE ONE CANADIAN COMPANY SELECTED TO
PARTICIPATE IN PROJECT.

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

CDN COMPANY EXPECTED TO WIN AT LEAST ONE
CONTRACT.

WHITE PRODUCTS FACILITY PIPELINE - MOMBASA.

TO ASSIST CDN COMPANY TO ACQUIRE CONTRACT.

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

ALERT CDN COMPANIES TO PROJECT OPPORTUNITIES
AND PROVIDE MARKET ASSISTANCE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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004-DEFENCE PROGRAMS, PRODUCTS, SERV
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AMMUNITION SALE TO DOD

AWAITING ANNOUNCEMENT OF TENDER.

PARACHUTES - REMAIN AV COURANT WITH DOD REQUIREMENTS.

ADVISE CDN MANUFACTURER WHEN REQUIREMENT
ARISES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

001-AGRI & FOOD PRODUCTS & SERVICE
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

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

IDENTIFY AREAS OF GREATEST EXPORT POTENTIAL FOR CANADA.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NO PARTICULAR ACTIVITIES PLANNED FOR THIS SECTOR

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

009-FOREST PRODUCTS, EQUIP, SERVICES
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

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

011-OIL & GAS EQUIPMENT, SERVICES
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PURSUE ONAREP TENDERS.

QUARTERLY RESULTS REPORTED:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
7/09/25

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

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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007-POWER & ENERGY EQUIP. & SERV.
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

GENERATE A FEW AGENCY AGREEMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CDN FIRMS IN POSITIONNING THEMSELVES FOR
THE JORF LASFAR THERMAL POWER PLANT.

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE & MARINE

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

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

ATTEMPT TO DEVELOP DIALOGUE WITH RSAF.

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

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

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

BID ON TENDER IN EARLY 87

BETTER IDENTIFY OPPORTUNITIES FROM CANADA

OBTAIN INVITATION TO MAKE FORMAL PROPOSAL

ARMAMENTS & VEHICLES

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

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

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

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

ESTABLISHMENT OF VEHICLE MAINTENANCE CAPABILITY SHOULD SUPPORT MODA CONTRACT

BID ON TENDER EXPECTED IN LATE 86.

MORE EFFECTIVE PROMOTION OF CANADIAN SECURITY EQUIPMENT

ESTABLISH SAUDI AGENTS FOR MILITARY PARTS EXPORTERS.

ELECTRICAL & ELECTRONIC

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

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

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

CONTRACTS WORTH \$20 - 100M.

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

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

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

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

INCREASE THE CDN SHARE OF THE MARKET.

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

INCREASED SALES

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

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

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

PENETRATE MAJOR MILITARY MARKETS FOR FIRST TIME.

AEROSPACE

PROMOTION OF AVELEX/ARABASCO AGENCY AGREEMENT

0.5 MILLION SERVICES/PARTS WORK

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

LEASE OF DASH 7 - VALUE \$1 MILLION

CONVERT CURRENT LEASE OF VIP CHALLENGER 601 INTO PURCHASE AGREEMENT.

VALUE \$ 12 MILLION

DEMONSTRATION OF DASH 7 TO SAUDI

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

PRESENTATION OF DASH 8 MONITORING SURVEILLANCE PACKAGE

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

014-EDUCATION, MEDICAL, HEALTH PROD
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HOSP. & MEDICAL EQUIP, INSTRUM.

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

ENCOURAGE SAUDI SUPPLIERS TO ATTEND CANADIAN MEDICAL EQUIPMENT
TRADE SHOWS.

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

EDUCATIONAL SERVICES, EQUIPMENT

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

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

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

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

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

INCREASE THE NUMBER OF AGENCY AGREEMENTS BY
TWO.

DETERMINE HOW BEST TO FIT CANADIAN CAPABILI-
TIES TO SAUDI REQUIREMENTS.

TRAINING OF MEDICAL STAFF FROM SAUDI
ARABIA IN CANADA

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

IDENTIFY MORE FULLY CANADIAN CAPABILITIES
AGAINST MKT DEMANDS.

ENABLE CANADIAN SUPPLIERS TO BID ON PROJECTS
IN KSA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTRODUCE CANADIAN EQUIPMENT SUPPLIERS OF
DISPOSABLES TO KSA.

SIGNATURE OF AGENCY AGREEMENT CARDIO-MED/BASSAM
TRADING. HAVE INTERESTED MAJOR TRADING COMPANIES
IN TERRITORY TO CANADIAN EXPERTISE FOR UPCOMING
TENDERS.

QUARTER: 1 PROMOTE CANADIAN TRAINING FACILITIES TO MODA/MI-
NISTRY OF INTERIOR, CIVIL DEFENSE/GOTEVOT/ARAB
CENTER FOR SECURITY STUDIES AND TRAINING (ACSST)

PROMISE THAT 2 OFF. WOULD ATTEND OND MEDEVAC COU-
RSE THIS SUMMER. HAVE INTERESTED MIN. OF INT. CIVIL
DEFENSE TO CODE GROUP PACK. TRAINING IN CDA. OBTAIN-
ED COMM. FM GOTEVOT TO SEND OFF. ON TRAINING.
ACSST TO BEGIN DISCUSSION WITH ONT. PROV. POLICE.

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 : 347-RIYADH

001-AGRI & FOOD PRODUCTS & SERVICE
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETE MARKET REPORT ON AGRICULTURE.

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

CONDUCT MARKET SURVEY FOR FOOD PRODUCTS IMPORTED BY SAUDI ARABIA.

TO HAVE MORE CANADIAN PRODUCTS AVAILABLE IN
SAUDI MARKET.

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

ACQUAINT FARM OWNERS WITH CANADIAN EXPERTISE
AND CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 AGRICULTURAL MISSION

VISITED MAJOR FARMS IN KINGDOM, COMPANIES NOW
HAVE DIRECT CONTACT WITH END CLIENT.

QUARTER: 1 SAUDI AGRICULTURE 87

CDN COMPANIES MADE PRESENCE KNOWN IN MARKET,
MAJOR POTENTIAL FORESEEN IN AREAS OF PEAT
MOSS, SEMEN, SEED EQUIPMENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT #5
87/10/13

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

page A

347 - RIYADH
PLANNING:

SAUDI ARABIA

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

NON SECTORALLY ORIENTED ACTIVITIES

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

INFLUENCE PLACEMENT OF FUNDS IN
CANADA.

PROMOTE INVESTMENT ASPECT OF BUSINESS IMMIGRANTS PROGRAM AMONG WEALTHY
EXPATRIATE COMMUNITY.

INCREASE INTEREST IN INVESTING IN CANADA
AS A PRELUDE TO EMIGRATING.

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

REPORT #5
87/10/13

247 - RIYADH
TRACKING:

SAUDI ARABIA

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

FOLLOW UP SAUDI PARTICIPATION AT OPPORTUNITIES
CANADA CONFERENCE.

-ARRANGED 7 DAY PROG. FOR WOOD GUNNY REPS TO PROM
\$ 100M CDN INVST FUND TO SENIOR BUSINESSMEN IN
RIYADH, JEDDAN & EASTERN PROVINCE. - ARRANGED
PROGRAM IN CDA FOR 2 SAUDI INVESTORS WITH POTEN-
TIAL COMBINED DIRECT INVESTMENT OF \$ 20 M.

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 : 342-TEL AVIV

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

IDENTIFY OPPORTUNITIES FOR CDN. SUPPLIERS TO PROVIDE MGT CONSUL-
TING SERVICES TO SUBURBAN TRANSIT AUTHORITY.

POTENTIAL TURNKEY PROJECT.

OBTAIN EQUIPMENT SPECS, DETERMINE SOURCES, ENSURE CANADIAN SUP-
PLIERS ARE INCLUDED ON BIDDER LISTS.

DEFINED MARKET POTENTIAL AND CANADIAN
POSITION. INVOLVEMENT OF EDC.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUBURBAN TRANSIT - SURVEILLANCE PENDING CHANGE
IN IMPLEMENTING AGENCY.

ASCERTAINED MERGER OF RAILWAY WITH PORTS
AUTHORITY; TOP PRIORITY STATUS OF THIS PROJECT TO
NEW MANAGEMENT GROUP. IDENTIFIED KEY PLAYERS.
ALERTED SUPPLIERS TO NEW SITUATION.

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 : 342-TEL AVIV

012-PETROCHEM & CHEM PROD, EQP, SERV
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT & MACHINERY

NEW PROJECT-CONTINUE TO MONITOR PROJECT DEVELOPMENT AND INFORM CANADIAN SUPPLIERS OF MARKET OPPORTUNITY.

INTRODUCE CANADIAN SUPPLIERS TO MARKET.

IDENTIFY CDN SUPPLIERS FOR POLYPROPYLENE PLANT EXPANSION PROJECT AND ATTEMPT TO OBTAIN PROJECT FOR CANADIAN SUPPLIERS ONLY ON TURNKEY BASIS.

POSSIBLE BASIS FOR TURNKEY PROJECT.

IDENTIFY EQUIPMENT REQUIREMENTS AND DETERMINE SUPPLY POTENTIAL.

ENABLE CO-ORDINATION WITH EDC AS BASIS FOR LOAN OFFER.

IDENTIFY ENGINEERING FIRMS HAVING REQUIRED CAPABILITY.

DEVELOP SPECIFICATIONS IN CO-ORDINATION WITH SUPPLIERS AND KNOW-HOW SOURCE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SURVEILLANCE PENDING DECISION TO ACCEPT GOVT. COMPROMISE OFFER OF GRANT/LOAN FUNDING FOR 60 KTPA POLYPROPYLENE PLANT. ASCERTAIN INTEREST OF CONSULTING ENGINEERING GROUPS IN PROJECTS.

ASCERTAINED ACCEPTANCE OF GOVERNMENT OFFER; INITIATION LEGAL FORMATION OF J-V COMPANY AND APPLICATION OF REFINERY FOR PERMISSION TO ENTER INTO J-V. NO/NO RESPONSE FROM LAVALIN OR MONENCO.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV.
ISRAEL

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	PROVIDE SOURCE RECOMMENDATIONS TO ELECTRICAL UTILITY IF LONG DEFERRED 2 X 55MW THERMAL STATION PROJECT RE-ACTIVATED. OPTIONS EXPIRED ON AN ESTIMATED US\$3M AUXILIARY EQUIPMENT WHICH WILL BE RE-TENDERED.	RENEWED MARKET POTENTIAL.
	DISCUSS WITH OIL REFINERIES PERSONNEL PURCHASE OF THIRD BOILER TO OBTAIN USE OF ANTIQUATED UNIT WHEN OPERATING BOILERS DOWN FOR MAINTENANCE.	POSSIBLE SUPPLY OF THIRD BOILER FROM CANADA IN ADDITION TO THOSE SUPPLIED TWO YEARS AGO.
	DISCUSS STATUS OF PLANNING FOR INDUSTRIAL BOILERS WITH VARIOUS POTENTIAL CLIENTS.	DEFINED MARKET POTENTIAL.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	2 X 550MW THERMAL STATION - SURVEILLANCE PENDING RECEIPT OF SHOPPING LIST COVERING AUXILIARY EQUIPMENT FOR WHICH OPTIONS EXPIRED.	ASCERTAINED IDENTITY OF ENGINEERING GROUP PREPARING SHOPPING LIST; MADE CONTACT AND OFFERED ASSISTANCE.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST : 342-TEL AVIV

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INVESTIGATE APPLICATION OF MRP SYSTEM TO I. D. CARDS FOR LARGE EMPLOYERS.

EXPANSION OF MARKET POTENTIAL. INTRODUCE SYSTEM TO LARGE CORP.

IDENTIFY OTHER MARKET OPPORTUNITIES FOR ELECTRONICS EQUIPMENT.

DEVELOP NEW MARKETS FOR CANADIAN PRODUCTS.

IDENTIFY CATV OPERATORS AS GOVERNMENT FRANCHISES AWARDED DURING 1987.

IDENTIFICATION OF POTENTIAL BUYERS AND MARKET POTENTIAL.

INVESTIGATE POTENTIAL FOR CONSULTING SERVICES FOR INSTALLATION TECHNIQUES AND OPERATING PROCEDURES AND ADVISE CANADIAN SUPPLIERS

EXPAND MARKET BEYOND SUPPLY OF HARDWARE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT #5
87/10/13

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

page A

342 - TEL AVIV
PLANNING:

ISRAEL
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

EDUCATION, MEDICAL, HEALTH PROD HOSP. & MEDICAL EQUIP, INSTRUM.
RESEARCH POTENTIAL CANDIDATES FOR "INVESTMENT" BASED ON TECHNOLOGY
TRANSFER TO NRC AND PROVINCIAL REQUESTS.

DRAW UP INVENTORY OF ISRAELI FIRMS POSSES-
SING APPROPRIATE TECHNOLOGY IN EDUC.,
MED., HEALTH PROD. IND.

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY
FOLLOW UP TIP WORKSHOPS (11. 86) AND "TECHNOLOGY 2000" (4. 87) BY
SEEKING STRATEGIC PARTNERS FOR J-V'S.

HOPE TO INTRODUCE 10 ISRAELI FIRMS TO
POTENTIAL CANADIAN PARTNERS.

AGRI & FOOD PRODUCTS & SERVICE AGRICULTURE MACH, EQUIP, TOOLS
RESEARCH POTENTIAL CANDIDATES FOR "INVESTMENT" BASED ON TECHNOLOGY
TRANSFER FOR NRC AND PROVINCIAL REQUESTS.

DRAW UP INVENTORY OF ISRAELI FIRMS POSSES-
SING APPROPRIATE TECHNOLOGY IN AGRI. AND
FOOD/AGRIC. MACH., EQPT., TOOLS IND.

AGRI & FOOD PRODUCTS & SERVICE FOOD HANDLING, PROCESSING EQUIP
RESEARCH POTENTIAL CANDIDATES FOR "INVESTMENT" BASED ON TECHNOLOGY
TRANSFER FOR NRC AND PROVINCIAL REQUESTS.

DRAW UP INVENTORY OF ISRAELI FIRMS POSSES-
SING APPROPRIATE TECHNOLOGY IN AGRI AND
FOOD/FOOD HANDLING, PROC. EQPT. IND.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5
7/10/13

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

page B

342 - TEL AVIV
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

ISRAEL

RESULTS REPORTED

QUARTER : 1

RESEARCH POTENTIAL CANDIDATES FOR "INVESTMENT"
BASED ON TECHNOLOGY TRANSFER TO NRC AND
PROVINCIAL REQUESTS.

TEN ISRAELI-CANADIAN PAIRS PUT IN CONTACT.

QUARTER : 2

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 : 321-YAOUNDE

014-EDUCATION, MEDICAL, HEALTH PROD
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE DISCUSSIONS WITH CAMEROON AUTHORITIES CONCERNING PROVISION OF FINANCING FOR PROJECTS IN THE EDUCATION SECTOR.

WE ANTICIPATE THAT A CANADIAN COMPANY WILL SIGN CONTRACTS FOR CONSTRUCTION, MATERIALS AND TRAINING FOR 6 TECHNICAL HIGH SCHOOLS.

CONTINUE REPRESENTATIONS TO THE MINISTRY OF HEALTH IN SUPPORT OF THE EFFORTS OF AECL TO SELL AND X-RAY MACHINE.

SERIOUS CONSIDERATION WILL BE GIVEN TO THE CANADIAN TENDER.

PAY CLOSE ATTENTION TO THE DEVELOPMENT OF EDUCATIONAL PROJECTS PLANNED BY CAMEROON IN COOPERATION WITH THE WORLD BANK.

IDENTIFYING TRADE OPPORTUNITIES FOR CANADIAN COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST : 321-YAOUNDE

007-POWER & ENERGY EQUIP. & SERV.
REPUBLIC OF CAMEROON

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DISTRIBUTION OF DOCUMENTATION ON MANUFACTURERS OF ELECTRICAL FACILITIES TO SONEL.

OBTAIN SONEL'S ANNUAL SUPPLY PROGRAM AND DISTRIBUTE IT TO CANADIAN COMPANIES.

SUPPORT EFFORTS BY CANADIAN COMPANIES SEEKING SPECIFIC CONTRACTS.

SUPPORT THE CANADIAN CONSORTIUM WHICH RECENTLY OBTAINED AN AGREEMENT IN PRINCIPLE TO CONDUCT STUDIES FOR THE NACHTIGAL DAM PROJECT.

AN INCREASE IN THE NUMBER OF CANADIAN COMPANIES INVITED TO SUBMIT TENDERS.

ENCOURAGING POTENTIAL SUPPLIERS TO APPROACH SONEL.

OBTAINING SOME STUDY CONTRACTS RELATING TO THE ENERGY SECTOR.

OBTAINING FINANCING FOR BEGINNING THE STUDY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 APPUYER LE CONSORTIUM CANADIEN QUI A RECEMMENT OBTENU UNE ENTENTE DE PRINCIPE DE REALISER LES ETUDES POUR LE PROJET DE BARRAGE DE NACHTIGAL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

AVONS ACCOMPAGNE & APPUYE UNE MISSION DE HAUT CADRES DU CONSORTIUM CANADIEN VENU ETABLIR LES CONTACTS FORMELS AVEC LA SONEL. LES ETUDES TECHNIQUES ONT DEBUTE, AVEC FINANCEMENT DE L'ACDI.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST : 321-YAOUNDE

008-TRANSPORT SYS, EQUIP, COMP, SERV.
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAINTAIN REGULAR CONTACT WITH QUASI-PUBLIC COMPANIES LIKE CAMAIR AND REGIFERCAM.

MAKE CANADIAN COMPANIES AWARE OF THE OPPORTUNITIES THAT THE 6TH PLAN MAY CREATE.

ENCOURAGE CAMAIR TO CONSIDER PURCHASING THE DASH-8 FOR DOMESTIC FLIGHTS.

CLOSELY MONITOR THE DEVELOPMENT OF THE PLAN FOR CONSTRUCTION OF A NEW AIRPORT AT YAOUNDE.

IDENTIFICATION OF OPPORTUNITIES FOR SALES OF REPLACEMENT PARTS.

IDENTIFICATION OF PRIORITY PROJECTS THAT MIGHT BE OF INTEREST TO CANADIAN COMPANIES.

SERIOUS DISCUSSIONS BETWEEN DE HAVILLAND AND CAMAIR.

IDENTIFYING TRADE OPPORTUNITIES FOR CANADIAN COMPANIES, PARTICULARLY WITH RESPECT TO PROVISION OF EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



S E C T I O N 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
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 : 301-ADDIS ABABA

ETHIOPIA

QUARTER: 1

005-COMM. & INFORM. EQP. & SERV
MAINTAIN CONTACT WITH LOCAL GOV'T OFFICIALS FOR
RURAL TELECOM PROJECT.

INITIAL PREPARATION UNDERWAY FOR RURAL OFFICIALS

008-TRANSPORT SYS, EQUIP, COMP, SERV,
MEET SR. GOV'T OFFICIALS TO EXPEDITE SIGNING OF
CONTRACT FOR STUDY OF ASSAB-ADDIS PIPELINE.
MONITOR DVLPMT OF DJIBOUTI-ETHIOPIA RAIL LINK.
PROMOTE SALES TO ETHIOPIA AIRLINES.

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

014-EDUCATION, MEDICAL, HEALTH PROD
MONITOR DEVT PLANS FOR 7TH EDUCATIONAL PROJECT.

CONTACT MAINTAINED WITH MOE. PROJECT PROPOSAL
UNDERWAY.

007-POWER & ENERGY EQUIP. & SERV.
ASSIST MORE CDN CONSULTING COS. FOR POWER
GENERATOR STUDY, MINING, EXPLORATION AND
IMPLEMENTATION OF TURN KEY PROJECTS.

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

001-AGRI & FOOD PRODUCTS & SERVICE
PROMOTE MORE CDN INVOLVEMENT IN AGRICULTURAL
SECTOR.

A CDN FIRM AWAITING RESULTS OF BIDS SUBMITTED TO
AETSC FOR AGRI EQT/STUDY. -SAME FIRM EXTENDED
ITS SERVICES TO AGRI DEVT. BANK.

REPORT 4B
87/10/28

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 303-NAIROBI

KENYA

QUARTER: 1

004-DEFENCE PROGRAMS, PRODUCTS, SERV
ASSIST CCC WITH ITS CONTRACT WITH 82AF
FILM EVENT HELD FOR 82AF WITH DEHAVILLAND

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

005-COMM. & INFORM. EQP. & SERV
SUPPORT CANADIAN MARCONI & SR TELECOM IN SALES
OF TELEX & RURAL TELECOMS EQUIP. RESPECTIVELY TO
K. P. & T. C.
CONSULTANCY RE W. B. TELECOM III

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

017-SERVICE INDUSTRIES
SUPPORT FOR LEA & ASSOCS & DELCANDA IN WB HIGH-
WAY VI PROJ. GRAVEL RD COMPONENT 1 & 2 RESPECTI-
VELY & PAT GROUP & STANLEY ASSOCIATES IN EQUIP-
MENT MAINTENANCE COMPONENT.

BRIEFING SESSIONS WITH LEA & ASSOC. STANLEY &
DELCANDA & ENQUIRIES, LETTERS OF SUPPORT & VISITS
TO PROJ. COORDINATOR IN DAR ES SALAAM.

REPORT 4B
87/10/28

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 304-LAGOS

NIGERIA

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE
PROMOTION OF CANADIAN AGRICULTURE.

ANOTHER SHPMNT OF MILK WORTH APPROX \$3.2 MN TO
BE LANDED JULY. HOWE INTL. NEGOT. CONTRACT TO BE
CONSULTANT FOR MIN. OF AGRICULTURE. ANOTHER VISIT
BY AIDAC TO CROSS RIVERS TO PRESENT PROPOSAL.
NFLD FISH MISS. VISITS WITH GOOD SALES PROSPECTS

005-COMM. & INFORM. EQP. & SERV
PROMOTION OF CANADIAN COMMUNICATIONS EXPERTISE.

SATELLITE SALE GIVEN BOOST BY TRIP TO CDA BY COL.
MARK ON N.A. SIGNALS. SPAR RANKS SECOND IN TEN-
DERS FOR REHAB OF EARTH STNS. VISITY BY REP OF
SR TELECOMS IMPROVES PROSPECTS FOR SALES OF
RURAL TELECOMS EQUIPMENT.

008-TRANSPORT SYS, EQUIP, COMP, SERV.
PROMOTION OF CANADIAN TRANSPORTATION SECTOR.

CANAC HAS COMPLETED ITS CONTRACT WITH NRC. IS
NOW CONSIDERING TWO MORE PROJS AS WELL AS BID-
DING TO BECOME PROJ. MGR FOR THE UN RAILWAY
REHABS PROJ. NO WORD YET ON WHETHER OR NOT GOVT
WILL FINAN'LY SUPPORT BOMBARDIER LOCOMOTIVES.

007-POWER & ENERGY EQUIP. & SERV.
TO PROMOTE CANADA'S ENERGY EXPERTISE.

ONT. HYDRO DEPENDING ON NEW WB POWER VII FOR
FINANCING FOR ITS TRAINING PROG. WHICH IT SUB-
MITTED TO NEPA. POST ARRANGED FOR LOCAL BANK
TO PROPOSE FINAN'L PCKGE TO NEPA TO HELP PAY
FOR WESTINGHOUSE CANADA TURBINES.

REPORT 4B
87/10/28

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 308-HARARE

ZIMBABWE

QUARTER: 1

007-POWER & ENERGY EQUIP. & SERV.
CANADIAN INVOLVEMENT IN REHABILITATION OF EXIST-
ING GENERATION CAPACITY AND PLANS TO INCREASE
HYDRO OR THERMAL GENERATING CAPACITY.

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

005-COMM. & INFORM. EQP. & SERV
MODERNIZATION OF TELECOMMUNICATIONS SYSTEMS AND
EXTENSION OF DISTRIBUTION SYSTEMS TO RURAL AREAS

DETAILS OF TELECOM'N SYSTEMS EQUIPMENT REQUIRE-
MENTS OVER FIVE YEAR PLAN PERIOD OBTAINED FROM
POSTS AND TELECOMMUNICATION CORPORATION (PTC)
MEETING HELD WITH TOP PTC EXECUTIVE AND EDC IN
HARARE TO DISCUSS AVAILABILITY FINANCING.

008-TRANSPORT SYS, EQUIP, COMP, SERV.
EXTENSIVE LIAISON WITH ZIMBABWE AUTHORITIES RE
SALE OF CANADAIR CHALLENGER AND DE HAVILLAND
DASH 8, RE CANADIAN INVOLVEMENT IN PROPOSED
HARARE INTEGRATED TRANSIT SYSTEM. TWO CANADIAN
COMPANIES AMONGST 23 SHORTLISTED.

ZIMBABWE AUTHORITY HAVE SIGNED AN AGREEMENT OF SALE
SUBJ. TO AVAILABILITY OF FINANCE TO PURCHASE A
CHALLENGER AIRCRAFT. CIDA FUNDING OF \$500,000
CDN AGREED IN RESPECT OF BID BY DELCANDA INT'L
OF TORONTO TO CARRY OUT ENGINEERING DESIGN.

008-TRANSPORT SYS, EQUIP, COMP, SERV.
BOTSWANA RAILWAYS REQUIREMENT FOR 450 RAIL
WAGONS. TWO CDN COMPANIES AMONGST TOTAL OF 11
COMPANIES SUBMITTING BIDS. ADJUDICATION EXPECTED
END JULY 87. SALE OF DASH 8 AND CHALLENGER
AIRCRAFT TO BOTSWANA.

ASSIST. TO 2 CDN COS IN OBTAINING TENDER DOCS/
SPECIFIC'S. CONTINUED LIAISON WITH BOTSWANA RAIL
AUTH. CONSELLOR COMM. & EDC OFF. MODIN & MACLEAN
MET WITH PERM SEC. TO PRES. MASIRE IN BOTSWANA. DE-
CISION RE CHALLENGER PURCHASE LATE JULY.

009-FOREST PRODUCTS, EQUIP, SERVICES
PULP AND PAPER PROJECT. TWO CANADIAN COMPANIES
ARE SHORT LISTED LAVALIN IN ASSOCIATION WITH
JASKO POYRY AND KLOCKNER STADLER HURTER. SUPPORT
OF CANADIAN INTEREST.

H.A. SYMONS OF VANCOUVER APPOINTED TO CARRY OUT
BID EVALUATION OF SEVEN SHORTLISTED COMPANIES.
FUNDING FOR EVALUATION BY UNDP AT CDN \$170,000.

009-FOREST PRODUCTS, EQUIP, SERVICES
CONTINUED LIAISON WITH MALAWIAN DEPT OF FORESTRY
RE PHASE II WORLD BANK FINANCED WOOD ENERGY
PROJECT.

MALAWI AUTHORITIES REQUIRE INSTITUTIONAL TRAIN-
ING ACTIVITIES AS VARIOUS COMPONENTS AND ARE
STUDYING EXPERTISE AVAILABLE FROM ONTARIO
INTERNATIONAL CORP.

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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 : 321-YAOUNDE

REPUBLIC OF CAMEROON

QUARTER: 1

015-CONSTRUCTION INDUSTRY

ENCOURAGER LES SOCIETES CANADIENNES, SURTOUT CELLES DEJA PRESENTES AU CAMEROUN, A SOUMISSIONNER SUR LES APPELS D'OFFRES INTERNATIONAUX FINANCES PAR LES AGENCES MULTILATERALES OU LE BUDGET NATIONAL.

UN CONSORTIUM CANADIEN A SOUMISSIONNE SUR UN APPEL D'OFFRE INTERNATIONAL POUR L'ADDITION D'EAU DE DOUALA. FINANCEMENT A TROUVER.

009-FOREST PRODUCTS, EQUIP, SERVICES

AUGMENTER LES CONTACTS AVEC LE CENADEFOR ET LES CONSULTANTS, RESPONSABLES DE LA PROMOTION DES PME FORESTIERES.

LE CENADEFOR A DEJA ACHETE, SOUS FINANCEMENT ACDI, 40 VEHICULES TOUT-TERRAIN CANADIENS.

007-POWER & ENERGY EQUIP. & SERV.

APPUYER LE CONSORTIUM CANADIEN QUI A RECEMMENT OBTENU UNE ENTENTE DE PRINCIPE DE REALISER LES ETUDES POUR LE PROJET DE BARRAGE DE NACHTIGAL.

AVONS ACCOMPAGNE & APPUYE UNE MISSION DE HAUT CADRES DU CONSORTIUM CANADIEN VENU ETABLIR LES CONTACTS FORMELS AVEC LA SONEL. LES ETUDES TECHNIQUES ONT DEBUTE, AVEC FINANCEMENT DE L'ACDI.

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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 : 324-TUNIS

TUNISIA

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE
PREPARATION & ORGANISATION DE LA PARTICIPATION
CANADIENNE A LA FOIRE AGRICOLE DE SIAMAT(7-12
JUILLET)AVEC 9 EXPOSANTS CDNS, 3 SEMINAIRES TECH-
NIQUES ET 1 JOURNEE DE DEGUSTATION CDNNE.

RESULTATS ATTENDUS EN JUILLET 87.

012-PETROCHEM & CHEM PROD, EQP, SERV
PREPARATION DE LA VISITE DE M. HORST SCHMID POUR
POUSSER LE DOSSIER PROJET EXTENSION DE LA RAFFI-
NERIE DE BIZERTE PROPOSE PAR TRIAD.

RESULTATS ATTENDUS POUR LE MOIS D'AOUT.

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 325-ABIDJAN

IVORY COAST

QUARTER: 1

005-COMM. & INFORM. EQP. & SERV
-RENCONTRES AVEC PROFESSIONNELS D'INFORMATIQUE,
PARTICIPATION IVOIRIENNE AU SIM, OBTENTION DU
SCHEMA DIRECTEUR 1986-90, ET PLAN QUINQUENNAL
DES TELECOM, SUIVI DE L'APPEL D'OFFRE POUR GES-
TION FINANCE PAR BANQUE MONDIALE.

DOCUMENT DU MEQ SUR IMPLANTATION D'INFO. EN
MILIEU SCOLAIRE; 3 IVOIRIENS AU SIM; A ETE SOUMIS
AU CIEG; IDENTIFIE 2 NOUVEAUX DISTRIBUTEURS DE
LOGICIEL; 1 FIRME INTERESSEE A FAIRE ASSEMBLAGE
D'ORDIN. EN J-V AVEC FIRME CDNE. PRET EN JUILLET.

007-POWER & ENERGY EQUIP. & SERV.
MISE EN PLACE D'UN CONSEILLER EN ENERGIE AUPRES
DU MINISTRE DE L'INDUSTRIE. PARTICIPATION AU
PLAN NATIONAL DE L'ENERGIE DE LA DCGTX. VENTE
D'EQUIPEMENT A L'ECCI (FINANCE PAR BM).

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

008-TRANSPORT SYS, EQUIP, COMP, SERV.
PROMOTION DE VENTE DE "DASH" AUPRES D'AIR IVOIRE
PLUS AIR TRANSIVOIRE. POURSUITE DU PROJET DE
TRANSPORT URBAIN DE BOUAKE.

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

015-CONSTRUCTION INDUSTRY
PROJET D'ABATOIR D'ABIDJAN. PROJET DE CONSTR. DE
LOGEMENTS A)POUR VILLE DE SAN PEDRO. B)POUR MIN.
DE LA MARINE. -PARTICIPATION AU SALON IVOIRIEN
DU CONFORT ET DU BATIMENT (SICOBAT) AFIN D'EN
ANALYSER LA VALEUR PR LES FIRMES CANADIENNES.

PROJET A ETE SUSPENDU.

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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 : 327-RABAT

MOROCCO

QUARTER: 1

009-FOREST PRODUCTS, EQUIP, SERVICES
UNDERTAKE JOINT MARKET STUDIES & MARKETING INITIATIVES WITH THE CONSULTANT SELECTED BY CIDA TO ACT AS PURCHASING AGENT FOR THE NEW \$ 5 M CIDA LINE OF CREDIT FOR SEMI-FINISHED PRODUCTS.

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

001-AGRI & FOOD PRODUCTS & SERVICE
NO PARTICULAR ACTIVITIES PLANNED FOR THIS SECTOR

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

003-GRAINS AND OILSEEDS
ASSIST AGDEVCO IN IMPLEMENTING ACTIVITIES UNDER THEIR PROTOCOL AGREEMENT BETWEEN THEM, O. C. P. & THE MINISTRY OF COMMERCE.

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

005-COMM. & INFORM. EQP. & SERV
REPORT ON ONPT INVESTMENT PROGRAM AND ASSIST CDN FIRMS IN PURSUING ONPT TENDERS.

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

011-OIL & GAS EQUIPMENT, SERVICES
PURSUE ONAREP TENDERS.

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

007-POWER & ENERGY EQUIP. & SERV.
ASSIST CDN FIRMS IN POSITIONNING THEMSELVES FOR THE JORF LASFAR THERMAL POWER PLANT.

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

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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 : 340-AMMAN

JORDAN

QUARTER: 1

011-OIL & GAS EQUIPMENT, SERVICES
SUPPORT FOR THE EFFORTS OF WESTBURNE DRILLING
INTERNATIONAL OF CALGARY, ALBERTA IN NEGOTIA-
TIONS WITH THE NATURAL RESOURCES AUTHORITY (NRA)
FOR THE LEASE OF 1 DRILLING RIG.

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

005-COMM. & INFORM. EQP. & SERV
SUPPORT FOR THE EFFORTS OF NORTHERN TELECOM LTD.
IN NEGOTIATIONS WITH THE PUBLIC SECURITY DIREC-
TORATE FOR THE SUPPLY OF TELECOM PRODUCTS.

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

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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 : 340-AMMAN

SYRIA

QUARTER: 1

011-OIL & GAS EQUIPMENT, SERVICES
SUPPORT FOR ON-GOING EFFORTS OF PROPAK SYSTEMS
OF CANADA IN NEGOTIATIONS WITH SYRIAN PETROLEUM
CO. FOR THE THAYYEM GAS TREATMENT PROJECT.

SYRIAN CLIENT ACCEPTED EDC CREDIT TERMS ON 2 MAY
FOR THE SUPPLY OF CDN \$35 MILLION OF GOODS AND
SERVICES FOR THAYYEM PROJECT. FINAL NEGOTIATIONS
WITH EDC & EXPRTR CONCL. IN DAMASCUS END-JUNE.
CONTRACT & LOAN AGREE. TO BE FINAL. BY END-JULY.

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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 : 341-CAIRO

ARAB REPUBLIC OF EGYPT

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE
TO SEND VISITORS FROM EGYPT AND SUDAN TO WESTERN
CANADA FARM PROGRESS SHOW, REGINA

VISITORS UNABLE TO GO DUE TO PRIOR COMMITMENTS.

005-COMM. & INFORM. EQP. & SERV.
ENCOURAGE VISITS TO CANADA BY SENIOR EGYPTIAN
OFFICIALS AS GUESTS OF PROVINCES, GOVERNMENT AND
COMPANIES.

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

011-OIL & GAS EQUIPMENT, SERVICES
TO GATHER MARKET INTELLIGENCE ON MAJOR AREAS OF
EXPANSION PLANNED BY MINISTRY OF PETROLEUM IN
NEW 5-YEAR-PLAN 1987-1992.

GATHERED INFORMATION RELATING TO NEW 5-YEAR-PLAN
PARTICULARLY RELATING TO NEW GAS CLAUSE FOR DIS-
TRIBUTION TO CANADIAN COMPANIES. PUBLISHED SY-
NOPSIS ON NEW GAS CLAUSE IN ECBC NEWSLETTER.

007-POWER & ENERGY EQUIP. & SERV.
TO CONTINUE EFFORTS TO OBTAIN AND ANALYSE INFO
ON NEW 5-YEAR-PLAN FOR EGYPT AND TO DETERMINE
IBRD/ADB FUNDING INTENTIONS.

COMPLETED REPORT ON ELECTRICAL GENERATION AND
TRANSMISSION SECTOR WHICH INFORMED CANADIAN CO. /
GOVT. SYNOPSIS ON SECTOR PUBLISHED IN ECBC
NEWSLETTER.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 342-TEL AVIV

ISRAEL

QUARTER: 1

003-GRAINS AND OILSEEDS
FOLLOW UP TO PREVIOUS QUARTER'S CANOLA MISSION
TO TERRITORY.

012-PETROCHEM & CHEM PROD, EQP, SERV
SURVEILLANCE PENDING DECISION TO ACCEPT GOVT.
COMPROMISE OFFER OF GRANT/LOAN FUNDING FOR 60
KTPA POLYPROPYLENE PLANT. ASCERTAIN INTEREST
OF CONSULTING ENGINEERING GROUPS IN PROJECTS.

008-TRANSPORT SYS, EQUIP, COMP, SERV.
SUBURBAN TRANSIT - SURVEILLANCE PENDING CHANGE
IN IMPLEMENTING AGENCY.

007-POWER & ENERGY EQUIP. & SERV.
2 X 550MW THERMAL STATION - SURVEILLANCE PENDING
RECEIPT OF SHOPPING LIST COVERING AUXILIARY
EQUIPMENT FOR WHICH OPTIONS EXPIRED.

QUOTATIONS FOR TRIAL ORDER OF 5000 TONNES OF
CANOLA REQUESTED.

ASCERTAINED ACCEPTANCE OF GOVERNMENT OFFER;
INITIATION LEGAL FORMATION OF J-V COMPANY
AND APPLICATION OF REFINERY FOR PERMISSION TO
ENTER INTO J-V. NO/NO RESPONSE FROM LAVALIN
OR MONENCO.

ASCERTAINED MERGER OF RAILWAY WITH PORTS
AUTHORITY; TOP PRIORITY STATUS OF THIS PROJECT TO
NEW MANAGEMENT GROUP. IDENTIFIED KEY PLAYERS.
ALERTED SUPPLIERS TO NEW SITUATION.

ASCERTAINED IDENTITY OF ENGINEERING GROUP
PREPARING SHOPPING LIST; MADE CONTACT AND
OFFERED ASSISTANCE.

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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 : 346-BAGHDAD

IRAQ

QUARTER: 1

005-COMM. & INFORM. EQP. & SERV
SUPPORT ACTIVITIES OF BELL CANADA INTERNATIONAL
IN BAGHDAD IN REGARD TO MAJOR CONTRACT NEGOTIA-
TIONS WITH IRAQI MINISTRY OF DEFENCE (MOD).

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

008-TRANSPORT SYS, EQUIP, COMP, SERV.
PROVIDE ASSISTANCE TO GENERAL MOTORS MARKET
DEVELOPMENT OF CANADA LTD. (GMMD) AND EXPORTA-
TION QUEBEC IN THEIR WORK TO RECOVER OVERDUE
PAYMENTS AND SECURE NEW CONTRACTS.

POST'S INTERVENTION & ASSISTANCE IN NEGOTIATING
WITH FOREIGN ECON. RELATIONS COMMITTEE RESULTED
IN THE REPAYMENT OF ALMOST \$300,000 TO EXPORTA-
TION QUEBEC & SCHEDULING OF REPAYMENT NEGOT'NS
WITH GMMD. OUR HELP LED INDIR. TO A NEW CONTRACT.

009-FOREST PRODUCTS, EQUIP, SERVICES
CONCLUDE NEGOTIATIONS OF SUPPLY OF 24,000 TONNES
OF NEWSPRINT TO IRAQ AND TRY AND DISPLACE TRADI-
TIONAL SUPPLIERS (FINNS).

THROUGH CONSTANT PERSONAL SUPERVISION OF COMUNI-
CATIONS AND BANKING REQUIREMENTS, ENSURED THAT
PROPER PAYMENT METHODS WERE ADOPTED FOR THIS
DEAL WORTH OVER CDN. \$15 MILLION.

003-GRAINS AND OILSEEDS
PROVIDE SUPPORT FOR CANADIAN WHEAT BOARD AND
CANADIAN INT'L GRAINS INSTITUTE FOR THE SERVICES
WHICH THEY RENDER TO IRAQ IN FULFILLMENT OF LONG
TERM GRAIN AGREEMENT.

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

014-EDUCATION, MEDICAL, HEALTH PROD
MAINTAIN LINKS ESTABLISHED BETWEEN CDN ORGANIZA-
TIONS IN FIELD SUCH AS ASSOCIATION OF CDN COMMU-
NITY COLLEGES (ACCC), ONTARIO INT'L CORP.,
GIFFELS ASSOCIATES LTD., CDN BUREAU FOR INT'L
EDUCAT'N (CBIE) & RELEVANT IRAQI OFFICIALS.

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

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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 : 347-RIYADH

SAUDI ARABIA

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE
AGRICULTURAL MISSION

VISITED MAJOR FARMS IN KINGDOM, COMPANIES NOW
HAVE DIRECT CONTACT WITH END CLIENT.

001-AGRI & FOOD PRODUCTS & SERVICE
SAUDI AGRICULTURE 87

CDN COMPANIES MADE PRESENCE KNOWN IN MARKET,
MAJOR POTENTIAL FORESEEN IN AREAS OF PEAT
MOSS, SEMEN, SEED EQUIPMENT.

008-TRANSPORT SYS, EQUIP, COMP, SERV.
ENCOURAGE CDN AUTO PARTS COMPANIES TO ESTABLISH
SAUDI/CDN AUTO PARTS DISTRIBUTION CENTERS THROU-
GHOUT THE KINGDOM.

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

014-EDUCATION, MEDICAL, HEALTH PROD
INTRODUCE CANADIAN EQUIPMENT SUPPLIERS OF
DISPOSABLES TO KSA.

SIGNATURE OF AGENCY AGREEMENT CARDIO-MED/BASSAM
TRADING. HAVE INTERESTED MAJOR TRADING COMPANIES
IN TERRITORY TO CANADIAN EXPERTISE FOR UPCOMING
TENDERS.

014-EDUCATION, MEDICAL, HEALTH PROD
PROMOTE CANADIAN TRAINING FACILITIES TO MODA/MI-
NISTRY OF INTERIOR, CIVIL DEFENSE/GOTEVOT/ARAB
CENTER FOR SECURITY STUDIES AND TRAINING (ACSST)

PROMISE THAT 2 OFF. WOULD ATTEND OND MEDEVAC COURSE
THIS SUMMER. HAVE INTERESTED MIN. OF INT. CIVIL
DEFENSE TO CODE GROUP PACK. TRAINING IN CDA. OBTAINED
COMM. FM GOTEVOT TO SEND OFF. ON TRAINING.
ACSST TO BEGIN DISCUSSION WITH ONT. PROV. POLICE.

017-SERVICE INDUSTRIES
TOURISM: PROMOTE CANADA AS A TOURIST DESTINATION

DISTRIBUTION OF TOURISM PROMOTION MATERIAL TO
MOST IMPORTANT TRAVEL AGENCIES IN KSA AND
ARRANGE FOR PACKAGE DEALS TO BE DEVELOPED BY
AIRLINES & TRAVEL AGENTS FOR 1988.

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST :348-KUWAIT

KUWAIT

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE
MISSION FROM ONTARIO MINISTRY OF AGRICULTURE AND
FOOD TO ABU DHABI, DUBAI, FUJAIRAH, RAS AL KHAIMA.

MISS. HELD. CO. MADE USEFUL HIGH LEVEL CONTACTS.
OFFICIALS IN UAE BRIEFED ON CDN CAPABILITIES. SI-
GNIFICANT EXPOSURE GAINED FOR CDA. ONE FIRM MAY
REALIZE UP TO \$5 MILLION SALES. GOOD PROMO FOR
DUBAI FAIR PARTICIPATION.

011-OIL & GAS EQUIPMENT, SERVICES
INTERCAN '87, EDMONTON, ALBERTA.

RECRUITED HIGH LEVEL INVITEES FM ADNOC, ABU DHABI
, MIN. OF PETROLEUM, OMAN & QATAR NAT'L PETROLEUM
CORP. KUWAIT INVITEES HAD TO CANCEL AT LAST MO-
MEN-REPORTS PREPARED ON OPPORTUNITIES IN BAHRAIN
AND KUWAIT.

011-OIL & GAS EQUIPMENT, SERVICES
CANADIAN ENERGY RESEARCH INSTITUTE CONFERENCE.

MET WITH & RECRUITED MR. HANI A. HUSSAIN, EXECUTIVE
ASSISTANT MANAGING DIRECTOR, MARKETING, KUWAIT PE-
TROLEUM CORP. TO SPEAK AT CANADIAN ENERGY
RESEARCH INSTITUTE CONFERENCE.

001-AGRI & FOOD PRODUCTS & SERVICE
WESTERN CANADA FARM PROGRESS SHOW, REGINA.

ASSISTANT DEPUTY MINISTER, MINISTRY OF AGRICUL-
TURE UAE, INVITED AND ATTENDED.

014-EDUCATION, MEDICAL, HEALTH PROD
MET WITH UNDERSECRETARY OF HEALTH, KUWAIT.

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

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Trade and Industrial Development
Program quarterly activity report
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