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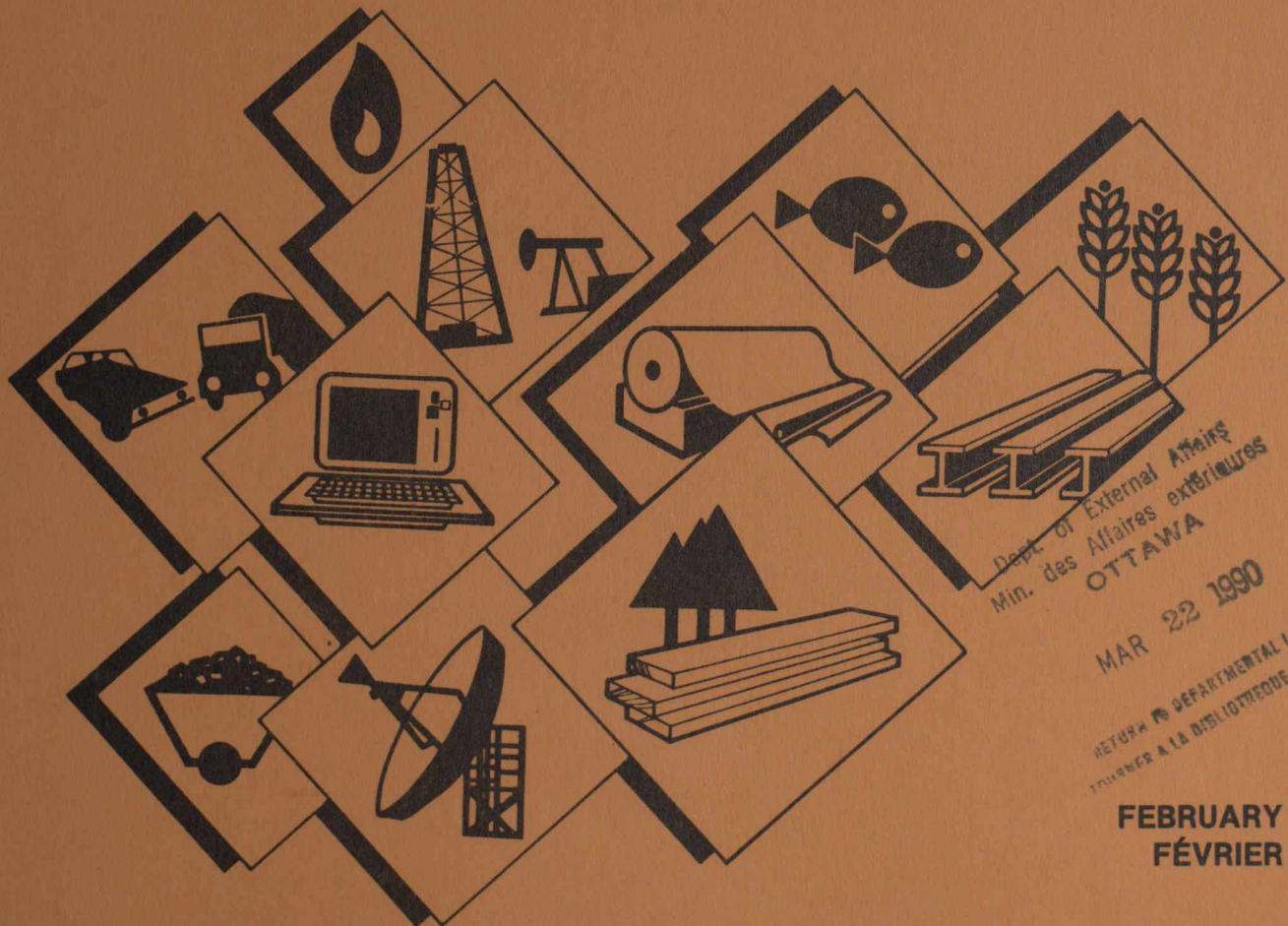
**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE**

**QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**ASIA AND PACIFIC
ASIE ET PACIFIQUE**

**JULY - SEPTEMBER 1989
(2nd QUARTER FY 1989-90)
JUILLET - SEPTEMBRE 1989
(2^e TRIMESTRE, AF 1989-90)**

NON - CIRCULATING ?
CONSULTER SUR PLACE



Dept. of External Affairs
Min. des Affaires extérieures
OTTAWA

MAR 22 1990

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**FEBRUARY 1990
FÉVRIER 1990**

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report
July - September 1989

Following is the Activity Report for the quarter ending September 30, 1989. This report contains a synopsis of activities and results by sector and subsector reported by the missions in Latin America and Caribbean matched against the proposed activities identified in their 1989/90 post plan. It also contains a report of special unplanned activities that took place during the report period.

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités
Julliet - Septembre 1989

Voici le Rapport des activités du trimestre qui a pris fin le 30 septembre 1989. Le rapport contient un résumé des activités et des résultats déclarés par les missions en Amérique latine et Antilles, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de missions de 1989/90. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

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

ASIA AND PACIFIC
ASIE ET PACIFIQUE

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

POST :504-BANGKOK

001-AGRI & FOOD PRODUCTS & SERVICE
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANOLA MEAL TEST TRIALS
TO SUBSTITUTE SOYABEAN IMPORTS (NEW MARKET FOR CANOLA)

CANADIAN WHEAT BOARD PROGRAM TO INTRODUCE CANADIAN WHEAT
INCREASED ACCEPTANCE BY THAI MILLERS/BAKERS; INCREASED SALES.

ONGOING CIDA INC. PROJECTS IN VARIETY OF SECTORS.
JOINT VENTURES.

INTEGRATED LIVESTOCK (DAIRY) PROJECT (CIDA INC FUNDED).
INCREASED SALES OF LIVESTOCK, SEMEN, ETC. (FOLLOW UP TO

1988 DAIRY MISSION).

INT'L DAIRY TECH. EXH.& CONF. NOV. 89 (NTS FUNDED)
INCREASED SALES OF LIVESTOCK, SEMEN, ETC. (FOLLOW UP TO

1988 DAIRY MISSION).

OUTGOING ANIMAL FEEDS/TECHNOLOGY MISSION
INCREASED SALES OF LIVESTOCK, SEMEN, ETC. (FOLLOW UP TO

1988 DAIRY MISSION).

INCOMING VISITS - LIVESTOCK SECTOR (NTS FUNDED).
INCREASED SALES OF LIVESTOCK, SEMEN, ETC. (FOLLOW UP TO

1988 DAIRY MISSION).

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

POST :504-BANGKOK

011-OIL & GAS EQUIPMENT, SERVICES
THAILAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

INITIATE PCIAC TECHNICAL ASSISTANCE PROJECT IN BURMA.
INTRODUCE CANADIAN EXPERTISE.

INVITE PETRO VIETNAM REPS TO CANADA (NTS FUNDED)
ENHANCE REPUTATION OF CANADIAN TECHNOLOGY.

OIL AND GAS MISSION TO VIETNAM (POSSIBLE)
DEVELOP NEW MARKET.

REPORT ON PETROLEUM INDUSTRY - VIETNAM
ENHANCE AWARENESS OF OPPORTUNITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :504-BANGKOK

007-POWER & ENERGY EQUIP. & SERV.
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO SEPT 88 ELECTRICAL MISSION TO THAILAND
STRENGTHEN CONTACTS MADE; SALES.

MAE MOH FOLLOW UP SALES - UNITS 12 AND 13.
HOPE TO CONTINUE WITH SOLE SOURCING FROM CANADA.

EGAT DISPATCHING CENTRE PROJ., SOUTH.THAILAND (FOLLOW UP)
TO ENSURE CANADA MAKES SHORTLIST.

ASSIST CDM COS TO LOCATE RELIABLE LOCAL REPS & TO GIVE
INFORM CDM COMPANIES OF OPPORTUNITIES WHICH WILL RESULT IN

HAVE FREQ CONT WITH EAGT FOR POTEN'L THERMAL/HYDRO PROJECTS
INCREASE AWARENESS OF CANADA AS A POTENTIAL SOURCE OF SUPPLY

FOLLOW UP FUTURE PROCUREMENTS ON POWER BOILER MAE MOH UNITS
FURTHER SALES OF POWER BOILERS AND POWER PLANTS TO EGAT.

INCREASING MARKET SHARE.

AND SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :504-BANGKOK

999-MULTIPLE SECTORS
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Preliminary, preparatory visit to Hat Yai, for
"Canada Seminar" to be held there end September.
June 5-7
On-going support to Thai-Canadian Business Club.

This will be the first time that Embassy will
arrange direct promotional event outside Bangkok
. a. Set up position of Exec Dir (NTS funded) b.
Editing of "Directory of Cdn Bus in Thailand", to
be publ'd in Oct. c.Plann for bi-month TCBC mag.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :510-BEIJING

005-ADVANCED TECH. PROD. & SERV
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INCREASED CALLS ON PRIVATE NETWORKS OPERATORS
ADDITIONAL OPPORTUNITIES

TECHNICAL DEMONSTRATIONS OF CDN EQUIPMENT
INCREASED KNOWLEDGE OF CDN CAPABILITIES IN PERIPHERAL REGION

ALL SUB-SECTORS

CONT MONITOR SELECT PROCESS FOR TELETEx/VIDEO STANDARD IN CH
ADOPTION OF CDN DEVELOPED NAPLPS/NABTS

MATCH EXERCISE BETWEEN CDN CAPABILITIES & MKT
INCREASED SOFTWARE SALES

PROMOTING CDN SOFTWARE AT INDUSTRY SPECIFIC FAIRS
INCREASED SOFTWARE SALES

MATCH CDN SOFTWARE SUPP WITH COMPUTER MGF REPRESENT IN PRC
INCREASED SOFTWARE SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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POST :510-BEIJING

011-OIL & GAS EQUIPMENT, SERVICES
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONT MKT EFFORTS TO ZHANGYUAN & SHENGLI OILFIELDS
INVOLVMENT OF CDN COMP IN STUDIES & SUPPLY OF EQUIP &

SERVICES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :510-BEIJING

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROM. PUBLICITY AT TIME OF PRESENT THREE GORGES FEAS.
INVITATION TO BID ON ENG. & PRODUCTS FOR HYDRO PROJECTS

TRANSMISSION

SUPPORT FOR MARKET PROMOTION BY KEY TOWER MANUFACTURER

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :510-BEIJING

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

FOLLOW UP TO RECENTLY COMPL FIELD STUDY ON NON FERROUS MKT

EQUIPMENT AND MACHINERY

FOLLOW UP TO RECENTLY COMPLETED SURVEY ON NON-FERROUS MKT
MORE CDN INVOLVMENT IN PROJECT OPPORTUNITIES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :510-BEIJING

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FEDERAL JOINT AGRICULTURE COMMITTEE PROGRAMME 1988-89
INCREASE AWARENESS ABOUT CDN PRODUCTS/TECHNOLOGY & PROMOTE

SCIENTIFIC EXCHANGE.

PROV BILATERAL PROG [ONT,ALB,SASK,& B.C.]
INCREASE MKT SHARE. ALSO CREATE NEW MKT OPPORTUNITIES.

NEGOTIATION OF PLANT QUARANTINE PROTOCOL.
PREPARE FOR COMMERCIAL TRADE IN PLANT SEEDS INCL. POTATIES.

NEGOTIATION ON FOX QUARANTINE PROTOCOL.
PREPARE FOR COMMERCIAL SHIPMENTS OF LIVE FOX.

STUDY RURAL CHINA MKT FOR CDN PROD INCLUDING AGRI PROD&SERV.
IDENTIFY RANGE OF PROD WHICH COULD BE PROMOTED IN THE

RURAL SECTOR.

ASSESSMENT OF MKT FOR VEG. OIL PROCESSING [REFINING]
IDENTIFICATION OF EXPORT OPPORTUNITIES FOR REFINING PLANTS.

INVESTIGATE POTENTIAL FOR GRAIN/SEED CLEANING, MEAT PKG&SEED
IDENTIFICATION OF EXPORT OPPORTUNITIES FOR AGRI EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :510-BEIJING

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON OPPORT. TO SELL COMMUTER AIRCRAFT TO REG. CARR
INCREASED SALES IN 1989 OF COMMUTER AIRCRAFT & WATER BOMBERS

FOLLOW UP ON PROSPECTS FOR SALES OF RAIL TRACK
SALE OF TRACK WITHIN WORLD BANK PROJECTS

INVESTIGATE AUTO JOINT VENTURE PROJECTS
MOU FOR POTENTIAL JOINT VENTURE

UNDERTAKE A SECTOR REVIEW
LISTING OF OPPORTUNITIES FOR CDN EXPORTERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

POST :534-CANBERRA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REACHING AGREEMENT W/AUSTL ON CLOSER COOP BETWEEN CDN & AUST
GREATER CDN INDUSTRY ACCESS TO AUSTLN DEFENCE MARKET

DETERMINE EQUIP SALES OPP FOR CDN SUPPLIERS OF MARINE DEF EQ
SALES FOR CDN COMPANIES

OBTAIN LATEST AUSTLN ASSESSMENT OF CRV-7 ROCKETS
CONTRACT FOR BRISTOL AEROSPACE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support of Saint John Shipbuilding & several
systems suppliers to participate in ANZAC Ship
Program. - Monitoring of Dept of Transport and
Communications Nat'l Aeronautical Info Processin
g System North-East Brisbane Project.

Meetings held with both competing consortia.
Good level of interest for several Canadian com-
panies including SJSL established.
Contract awarded to MDA.

QUARTER: 2 Support of St. John Shipbldg. & several systems
suppliers to part. in ANZAC Ship Program. Monito-
ring of Dept of Transp. & Communic'n Natl Aero-
nautical Info Processing System. Updating of Air
Traffic facilities around Australia.

Australian Defence has purchased 15 LAVs through
FMS. Team visiting Canada and USA with a view to
buying additional vehicles.

QUARTER: 3 -----

QUARTER: 4 -----

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90/01/23

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

POST :534-CANBERRA

005-ADVANCED TECH. PROD. & SERV
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AERONAUTICAL INFO PROCESSING SYST (NAIPS) CONT TO PROMOTE OF THEM.
2 CDN COMPANIES IN FINAL ASSESSMENT. CONTRACT AWARDED TO ONE

PROM RAYTHEON TECHN TO AUSTLN CIVIL AVIAT AUTH FOR SYD AIRP
RAYTHEON WILL WIN THE CONTRACT



TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :523-COLOMBO

005-ADVANCED TECH. PROD. & SERV
SRI LANKA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :523-COLOMBO

007-POWER & ENERGY EQUIP. & SERV.
SRI LANKA

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
 AT MISSIONS ABROAD FOR FISCAL YEAR 89
 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

REPT40
 90/01/23

POST :523-COLOMBO

008-TRANSPORT SYS,EQUIP,COMP,SERV.
 SRI LANKA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ----- ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

REPT4D
90/02/01

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

POST :524-DHAKA

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 - made representations on behalf of engineering consultants
- gave updates of aviation sector

-consultant placed on one short list for multilateral project

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/02/01

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

POST :524-DHAKA

003-GRAINS AND OILSEEDS
BANGLADESH

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
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QUARTER: 1 -----

QUARTER: 2	-distributed list of Cdn dealers to importers -prepared mini-market survey and distributed it in Cda	-order placed for 10,000 tonnes of canola
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QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/02/01

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

POST :524-DHAKA

011-OIL & GAS EQUIPMENT,SERVICES
BANGLADESH

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -send two officials to INTERCAN
-distribute oil and gas consultant reports

QUARTER: 2 -lobbied for Cdn firm on ABD contract
-made high level representations on Cdn gas tech
nology
- assisted in visit of Cdn firm

QUARTER: 3 -----

QUARTER: 4 -----

- Cdn firm shortlisted on \$1.5 million ADB
equipment supply

REPT4D
90/02/01

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :524-DHAKA

010-MINE,METAL,MINERAL PROD & SRV
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -identified opportunity in establishing coal
mine

- Bdesh reps went to Cda to meet with Cdn
investors

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/02/01

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :524-DHAKA

005-ADVANCED TECH. PROD. & SERV
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 - consultant report on telecommunications, final
version in print
- met with Airforce to assist in difficulty
with Cdn supplier

-final consultant report to be distributed next
quarter
- trade dispute not resolved

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
90/01/24

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

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

POST :524-DHAKA

visit of Speaker of Senate was used to promote trade
opportunities at high level
Secretary of Industries visited Canada with 14 person
business del
terms of reference issued for consultant report on joint
ventures
editing of final report on telecommunications sector
visit of Chairman of Civil Aviation Authority to Canada

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :502-HONG KONG

015-CONSTRUCTION INDUSTRY
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

BUILDING PRODUCTS

PREPARATION OF HOFEX'89
AT LEAST 1 OR 2 SUPPLIERS WILL BE SECURED

PREPARATION OF IBEX'89
AT LEAST 1 OR 2 SUPPLIERS WILL BE SECURED

MARKET RESEARCH REPORT/STUDY ON H.K. CONSTRUCTION INDUSTRY

NEW BANK OF CHINA BUILDING PROJECT
C\$5 MILLION

SEMINAR ON CAN EXPERTISE IN HOTEL FIELD AT HOFEX'89
1989: C\$5 MILLION

TEAM UP H.K.DEV,BLDG CONTR & IMPORTERS W/CDN SUPP OF BLDG MA
1990: C\$10 MILLION

ARCHITECT,CONS,CONSUL,SERV

PREPARATION FOR IBEX'89

MARKET RESEARCH REPORT/STUDY ON H.K.CONSTRUCTION INDUSTRY

TECH SEMINAR ON USE OF CDN PLYWOOD FOR FORM-WORK AT IBEX'89
1989: C\$20 M

TEAM UP H.K.DEV.,BLDG CONTR & MAT IMPORTERS W/CDN SUPP OF
1990: C\$25 M

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation in IBEX
Market study - for Building Products
Market study - for Bldg Security Products

Successful participation in IBEX with 18 participants.
Market study completed and distr to ISTC, DEA et
Market study completed and distr to ISTC, DEA et

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

POST :502-HONG KONG

015-CONSTRUCTION INDUSTRY
HONG KONG

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 2 List of large capital and infrastructure projects undertaken and sent to Canada for distribution. Future activity on projects will be reported under 999 (multiple sectors) in future.

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :502-HONG KONG

005-ADVANCED TECH. PROD. & SERV
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

CABLE TV NETWORK EQUIPMENT SUPPLY CONTRACT
AT LEAST 1 OR 2 SUPPLIERS WILL BE SECURED

MOBILE DATA NETWORK - FIRE SERVICES 2ND GENERATION
AT LEAST 1 OR 2 SUPPLIERS WILL BE SECURED

COMTEL ASIA '90, DEC 4-7
OBTAIN OFFICIAL CANADIAN PARTICIPATION WITH 15 TO 20 COMPANIES IN 1990

COMPUTERS HARD/SOFTWARE & COMP

HOSPITALS INFORMATION SYSTEM (4 MILLION)

URBAN COUNCIL LIBRARY AUTOMATION (3 MILLION)

RHK POLICE COMPUTER ASSISTED FINGERPRINT IDENTIFICATION SYST

HK INLAND REVENUE DEPT - AN APPLICATION DEVELOPMENT TOOL(1M)

CO-SPONSORSHIP OF SOFTWARE EXH 89, &/OR AUTOTECH 89 OR SIM EV
LOCAL PUBLICITY OF CANADIAN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Interest companies in participating in Commtel Asia in Dec 89.
Assist Cdn companies with three contracts being pursued.
Info booth at Internecon and mission.

Thus far some 10 Cdn co's will participate in Commtel Asia in Dec. 89.
2 contracts awarded for hitech eqpt and services and one pending.

QUARTER: 2 Mission of 9 company reps in electronic components sector and participation in Internecon Trade Fair. Technical/sales seminar was also held.

-About 10 million Canadian dollars sales has been identified and will be concluded in 2 yrs.
-5 local agency agreements will be established
-market potential for Cdn electronic components suppliers appears to be strong in HK.

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :502-HONG KONG

017-OTHER SERVICES
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

DISTRIBUTION

IMPROVE CURRENT INVENTORY OF HK TRADERS

IMPROVE KNOWLEDGE/UNDERSTANDING OF DIFF METHODS OF OPERATING
IMPROVE "PRIMER" AND REPRINT FOR USE BY CANADIAN COMPANIES

CONDUCT SEMINARS ACROSS CANADA
INTRODUCE CANADIAN COMPANIES TO CONCEPT OF USING TRADERS FOR

PRC & SE ASIAN

REPRINT"PRIMER"& DISTRB TO CDN BUSINESS COMMUNITY

PLAN ADDITIONAL SEMINARS IN CDA W/MARKETPLACE,HI-TECH & PROC

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :502-HONG KONG

004-DEFENCE PROGRAMS, PRODUCTS, SERV
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SECURITY PRODUCTS

FOLLOW UP MKT IDENT EFFORTS OF NEW SUPPLIERS INTRO AT HITEC TOMERS AND/OR DISTRIBUTORS
WORK WITH AT LEAST 5 NEW SUPPLIERS IN ATTEMPT TO SECURE CUS-

MKT STUDY FOCUSING ON IDENT FULL EXTENT OF THE SECTOR, KEY
CONTRACT OUR STUDY & EVALUATE & REPORT RESULTS BY MID 1989

SECURE TDO ASSISTANCE IN INCLUDING HK IN ANY RELEVANT VISITS
AT LEAST 1 SUCH VISIT TO HELP PUBLICIZE CANADIAN TECHNOLOGY

PROTECT ASIA'90 (JAN)
OBTAIN OTTAWA APPROVAL FOR A CDN PAVILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Identify local market opportunites and Cdn co's
with capability to supply (through HiTech 89).
Market study to identify market opps.

Local opportunites identified and 3 Cdn supplier
s making inroads into market.
Market study not yet undertaken in order not to
overlap with building security products study
just completed.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :502-HONG KONG

014-EDUCATION, MEDICAL, HEALTH PROD
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Call by NCM on Secretary, Ministry of Water and Power. Regular calls on Ministry of Water Power. The calls by NCM on Chairman, Water and Power Development Authority.

QUARTER: 2 1. Arrange visit of Additional Secretary Min of W & P and Chairman Impda, for MEC.

QUARTER: 3 -----

QUARTER: 4 -----

Quarter grid station bid by C&P Corporation & with extension of 2 weeks for final consideration of proj. The entire period of 2 weeks was requested to allow C&P Corporation to put together a financial package for the grid station.

1. Visit completed in Sept 88. C&P companies interested in power sector projects were able to register their interest with these two key persons.

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

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

POST :502-HONG KONG

Visit of Minister John Crosbie and 10 Cdn companies to HK
September 1989.

Signing of SARSAT contract between Cable & Wireless and Cdn
Astronautics Limited.

2 Prov Ministerial visits: BC Min Jansen (with 19 Cdn co's),
Sask Min Andrews (with 8 Cdn co reps).

National Trust office opening, including press conference &
reception. Two Cdn legal firms also opened offices in HK -
McCarthy & McCarthy, Toronto and Ladner Downs, Vancouver

Welcome reception for new HOM.

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

POST :521-ISLAMABAD

007-POWER & ENERGY EQUIP. & SERV.
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LOBBY WAPDA FOR AWARD OF TAUNSA LOW HEAD HYDEL PROJECT
BEGINNING OF CONTRACT NEGOTIATION FOR A LOW HEAD PROJECT

WORTH CS100-150 MILLION.

SUPPORT EFORTS OF CDN COY ON PRIVATE THERMAL POWER PROJECT
INCREASE IN EXPORT OF CANADIAN THERMAL POWER PLANT

EQUIPMENT.

ARRANGE FOR CHAIRMAN, WAPDA TO VISIT CANADA
A BETTER RAPPORT WITH CANADIAN COMPANIES INTERESTED IN

HYDEL AND THERMAL POWER GENERATION PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Call by HOM on Secretary, Ministry of Water and Power. - Regular calls on Ministry of Water Power. - Two calls by HOM on Chairman, Water and Power Development Authority.

Support grid station bid by Cdn Consortium & win extension of 2 weeks for final consideration of proj. The extra period of 2 weeks was requested to allow Cdn Consortium to put together a financial package for the grid station.

QUARTER: 2 1. Arrange visit of Additional Secretary Min of W & P and Chairman Wapda, for WEC.

1. Visit completed in Sept89. Cdn companies interested in power sector projects were able to register their interest with these two key persons.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :521-ISLAMABAD

004-DEFENCE PROGRAMS, PRODUCTS, SERV
PAKISTAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	INVESTIGATION & REPORTING ON PAKISTAN ARMY PROCURE PROCESS BETTER KNOWLEDGE OF THE PROCUREMENT PROCESS AND FUTURE	NEEDS WILL LEAD TO AN INCREASE IN MARKET PENETRATION.
	INCOMING DEFENCE AND SECURITY EQUIPMENT MISSION ACQUAINT MINISTRY OF DEFENCE PRODUCTION WITH CANADIAN	EXPERTISE IN DEFENCE SECTOR.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 HOM call on Secretary Defence Production	Discuss details of visit programme of Incoming Defence Mission to Canada. HOM's visit facilitated in getting necessary information to structure visit programme in Canada.
	QUARTER: 2 1. Arrange Defence mission Jul/Aug. 2. Pursue FMS financing for CMC.	1. Mission postponed; will reschedule early next FY. 2. Pak authorities interested, U.S. will consider case by case basis.
	QUARTER: 3 -----	
	QUARTER: 4 -----	

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

POST :521-ISLAMABAD

001-AGRI & FOOD PRODUCTS & SERVICE
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Help Canadian companies in getting business with Agriculture sector projects funded by multilateral donors.

Arranged visit of Mr. Ken Lucas, President and latter for Ms. D.Turnbull, V-President, Agrodev Canada Inc. to position them for Second Aquaculture Development Project funded by Asian Development Bank.

QUARTER: 2 1. Help Agrodev secure ADB contract.

1. Meetings arranged for Rod Bailey to collect data to submit bid for fruit and vegetable marketing project.

QUARTER: 3 -----

QUARTER: 4 -----

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90/01/24

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

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

POST :521-ISLAMABAD

Departure of Trade Commissioner and arrival of Counsellor
(Commercial).

Senior Officials Consultations, August 1989.

World Energy Conference September 15-28, 1989, Montreal.

Export Development Corporation visit, September 9-14,
Pakistan.

Canada Pakistan Business Council Trade and Investment
Opportunities Conference November 27-December 4, 1989.

Globe 90 Environment Conference and Fair, March 1990.

- A. Repairs to main building
- B. Main building project
- C. Research/Market study
- D. Canada's Challenge promotion

QUARTER 2 - OBJECTIVE WAS TO ADVANCE MERRILL LYNCH PIERCE
FENNER SMITH PROJECT
- NEED TO COMPLETE CPCL, INCL. A STAGE PORTIONS OF
MERRILL LYNCH PROJECT

QUARTER 3 -----

QUARTER 4 -----

A. Initial potential for exports
B. Revised proposals for exports
C. Initial proposals for exports
D. Revised proposals for exports
E. Revised proposals for exports
F. Revised proposals for exports
G. Revised proposals for exports
H. Revised proposals for exports
I. Revised proposals for exports
J. Revised proposals for exports
K. Revised proposals for exports
L. Revised proposals for exports
M. Revised proposals for exports
N. Revised proposals for exports
O. Revised proposals for exports
P. Revised proposals for exports
Q. Revised proposals for exports
R. Revised proposals for exports
S. Revised proposals for exports
T. Revised proposals for exports
U. Revised proposals for exports
V. Revised proposals for exports
W. Revised proposals for exports
X. Revised proposals for exports
Y. Revised proposals for exports
Z. Revised proposals for exports

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :505-JAKARTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETE BUKIT ASSAM PROJECT - RAIL & COMM. SYSTEM
\$8M IN SALES

BEGIN UPDATE WEST SUMATRA RAILWAY
CONSULTANCY CONTRACT

COMPLETE SALE - REFIT LOCOMOTIVES
\$20M

REPAIR/OVERHAUL TWIN OTTERS FOR MERPATI
\$12

PREPARE DETAILED REPORT ON LRT PROSPECTS
ANCILLARY EQUIPMENT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 A.Repair/overhaul Twin Otters for Merpati
- B.Bukit Assam project
- C.Canadair/IPTN Market study.
- D.Canadair Challenger promotion

- A.Identified potential Cdn supplier.
- B.Assisted processing \$8m rail/comms sales/serv.
- C.Preliminary indications of sufficient market potential.
- D.Confirmed sale one Challenger; further sales pending.

- QUARTER: 2 -OBJECTIVE WAS TO ADVANCE MERPATI TWIN OTTER REFURBISHMENT PROJECT
- NEED TO COMPLETE CPCS, IAL & SYSCO PORTIONS OF BUKIT ASSAM PROJECT

- EXECUTIVES OF MERPATI WERE CHANGED,THERE WAS SECT 31 CREDIT REQUEST REFUSED.
- CPCS HAS BEEN CONTRACTED BY IBRD TO PROVIDE OPS SUPPORT, IAL IS COMPLETING COMMUNICATIONS SECTION & SYSCO IS PENDING.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :505-JAKARTA

014-EDUCATION, MEDICAL, HEALTH PROD
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

- QUARTER: 2 -INVITED CDN FIRMS FOR ADB 2ND HEALTH PROJECT
- SUPPORTED LAVALIN FOR MARINE SCIENCES EDUC PROJ
- SUPPORTED CANEDCOM TO CONDUCT STUDY FOR STM IV
- SUPPORTED MD LEA FOR W-B INST DEV & TRNG PROJ
- PROMOTED CDN EDUCATIONAL EQUIPMENT

- EXPECT 2 CDN FIRMS ON LONG LIST
- LAVALIN SHORT-LISTED. INVITATION LET TO BE ISSUED
- CIDA INC AGREED TO CONTRIBUTE C\$299,982 TOWARDS COST OF STUDY
- MD LEA SUBMITTED PROPOSALS TO MIN. OF PUB WORKS

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 2 -----

QUARTER: 3 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :505-JAKARTA

010-MINE,METAL,MINERAL PROD & SRV
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARE REPORT ON GOLD AND COAL SECTORS
IMPROVED AWARENESS OF MARKET BY CANADIAN FIRMS

MAILING OF PRODUCT LITERATURE TO GOLD COMPANIES
POSSIBLE DIRECT SALES BY CANADIAN COMPANIES

PROM.THE ATTEND.OF POT.BUYERS/AGENTS TO 1989 PROSP & DEV ASS SE
EXPOSE KEY CONTACTS TO A WIDE SELECTION OF CANADIAN EXPERTI-

GET IN TOUCH WITH THE INDON.WHO STUDIED IN CDA & THAT ARE
ESTABLISH A NETWORK OF CONTACTS WITHIN THE MINING SECTOR

FOLLOW-UP REGULARLY WITH CDN CONS.ACTIVE IN THE SECTOR
DETERMINE THE DIRECTIONS OF CHANGE WITHIN THE SECTOR NAMEDLY

REGARDING GOVERNMENT POLICIES

VISIT A NUMB.OF PRIV CO WHICH HAVE ANNOUNCED THEIR INT TO GO
OBTAIN THEIR PROCUREMENT LISTS AND PROCEDURES AND PROMOTE

CANADIAN EXPERTISE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Visit a number of private companies which have
announced their intention to go ahead with large
capital investments.

Indonesian participation to the 1989 Coal Ass.
of Canada Annual Conference.
Had contacts with Inco,Beran Coal,Kaltin Prima
Coal.

QUARTER: 2 -VISITED A NUMBER OF PRIVATE COS WHICH PLAN TO
PROCEED WITH NEW CAPITAL INVESTMENTS

-IDENTIFIED A NUMBER OF PROJECTS WHICH ARE
COMING OUT OF EXPLORATION STAGE & PROCEEDING
WITH ACTUAL PRODUCTION. LOCAL CO ATTENDED
MINTEK

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :505-JAKARTA

009-FOREST PRODUCTS,EQUIP,SERVICES
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARE SUMMARY REPORT ON PULP AND PAPER EXPANSION
INCREASED AWARENESS OF MARKET BY CANADIAN FIRMS

KEEP IN CLOSER TOUCH WITH LOCAL ASSOCIATIONS (APKINDO ISA)
GET A BETTER UNDERSTANDING OF THE PRIVATE SECTOR

PROM THE ATTEND OF POT BUYERS/AGENTS TO 1989 FOREST IND EQPT TISE
EXPOSE KEY CONTACTS TO A LARGE SELECTION OF CANADIAN EXPER-

FOLLOW-UP REGUL.WITH CDN CONSUL.& INDO.BUYERS REG.APP.CPPF OF CANADIAN GOODS AND SERVICES
MORE RAPID IDENTIFICATION OF VIABLE PROJECTS AND PROMOTION

VISIT A NUMB.OF PRIV.CO.WHICH HAVE ANNOUNCED THEIR INT.TO GO CANADIAN EXPERTISE
OBTAIN THEIR PROCUREMENT LIST AND PROCEDURES AND PROMOTE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Visit a number of private companies which have
announced their intention to go ahead with large
capital investments.

Have been in touch with a number of contacts in
the forestry sector with special emphasis on
the Pulp and Paper sector.

QUARTER: 2 -LOCAL STUDY ON PULP AND PAPER SECTOR WAS
DISTRIBUTED TO CANADIAN COMPANIES

-THIS STUDY COMMISSIONED BY THE POST, WILL
PROVIDE GOOD BACKGROUND INFO FOR CANADIAN COS.

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :505-JAKARTA

007-POWER & ENERGY EQUIP. & SERV.
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING ASSISTANCE TO ATOMIC ENERGY OF CANADA
CONTINUED COLLABORATION BETWEEN AECL AND BATAN

LIAISE W/EXECUTING AGENCIES WHICH BENEFIT FM IBRD OR ADB FIN
INFORM INDUSTRY OF UPCOMING INT. CALL FOR TENDER

FOLLOW THE DOMESTIC DISCUSSIONS CONCERNING THE POSSIBLE
REPORT TO OTTAWA AND INDUSTRY ON A SECTOR WHERE CANADA HAS

STRONG EXPERTISE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Liaise with executing agencies which benefit
from IBRD or ADB financing(PLN,MIGAS)

We are organizing participation at the
Electric-Indonesia trade fair in Nov. and a
rural electrification mission.
Approached a number of potential agents.

QUARTER: 2 -LIAISON WITH IBRD, ADB, PLN, PGM IN VIEW OF
TARGETTING MULTILATERALLY FUNDED PROJECTS
(POWER AND GAS SECTORS)

-PRESIDENT OF PLN ATTENDED WEC 89. PAITON PROJ
IS PENDING. NOVACORP IS WELL-POSITIONED AND
PREPARATIONS ARE UNDERWAY FOR THE UPCOMING ELEC-
TRICAL MISSION. CDN INDUSTRY INFORMED OF INT
CALLS FOR TENDERS.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 Introduce new Canadian food products, present Can
food ingredients, support Can export Board
marketing program

The new products introduced to local
distributors; three local companies participating
in showing display in booth; participants
approved for CIBI challenge which sales reach
target level of \$16.2 in during last 4w

QUARTER: 2 Meeting showing display booth representatives
to CIBI country preparator in Canadian booth
Board Support of Sales & Displays.

3 participants attended showing display
participated anticipated sales target; 2
participants from show after attended CIBI
show.

QUARTER: 3 -----

QUARTER: 4 -----

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

LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
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POST :505-JAKARTA

Charge d'Affaires for 1 month

Attendance at PNE in Vancouver

One officer on language training

Turnover in support staff

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :511-KUALA LUMPUR

011-OIL & GAS EQUIPMENT,SERVICES
MALAYSIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

INFORM CDN PIPELINE CONSTRUCTION COS OF PGUP II DEVELOPMENTS CONTRACTOR
CDN COS AWARDED PGUP II CONTRACTS AS PRIME SUPPLIER OR SUB-

IDENTIFY CDN FIRMS TO BID ON DULANG OILFIELD & MELAKA REFINERY TENDERS
MORE CDN COS VISIT MARKET, APPOINT LOCAL ASSOCIATES, BID

INTRO NEW OIL/GAS EQPT/SERV SUPPL:DEV SHORTL.OF QUAL AGENTS APPOINT LOCAL REPS
OIL & GAS COS INCL ON UPCOMING PROV TRADE MISSIONS; 3 COS

PROM CDN TECH & MANAG TRAINING PROG FOR THE PETROLEUM IND. TO PETRONAS
SECURE MLSIAN PARTICIPANTS ON ASIPID & BSAM; HRD SEMINARS

ASSIST CDN FIRMS TO POSITION THEMSELVES FOR PGUP III PROJECT SALES PROSPECTS
CONGAS GAS DISTRIBUTION STUDY COMPLETED; CDN COS ALERTED TO

IDENTIFY POTENTIAL CDN COOP. IN PETROLEUM RESEARCH INST. TION PURSUED
CESO VOLUNTEER ASSIGNED TO INSTITUTE; INSTITUTIONAL COOPERA-

SUPP CDN CO TO MKT TRANSP SERV TO OFFSHORE OIL/GAS INDUSTRY PLIER OF SERVICES
ESTABLISH COMPANY AS VIABLE ALTERNATIVE TO EXISTING UK SUP-

INFORM CDN OIL/GAS OPERATORS OF EXPLO/PRODUCTION OPPORTUNIT. CONTRACTS
CDN OPERATORS AWARDED ADDITIONAL PRODUCTION SHARING

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Introduce new oil and gas eqpt and source suppliers to Mlsian market;Promote Cdn involvement in new Petronas Petroleum Research Institute.

6 coys participated at Mlsian Oil & Gas Show; Mlsian attendees at Intercon signed 5 agency agreements;Cdns sought by Petronas to head new Training Institute;Maloney sold 2nd glycol unit at \$1.6 mn.

QUARTER: 2 Follow-up with Cdn participants to 3rd Mlsian Oil & Gas Show providing them with regular info on upcoming opportunities.Assist companies not yet represented locally in finding suitable agent

Increase our market share for oil and gas equipment and services

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :511-KUALA LUMPUR

005-ADVANCED TECH. PROD. & SERV
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

SURV INFORMATICS CLIENTS TO ASSESS & DEV MKT STRATEGIES
SHOPPING LIST DISTRIBUTED TO SUPPLIERS; DECISION ON DATACOM

MISSION

ENSURE LEADING COS PARTICIPATE IN UPCOMING TRADE MISSIONS
INCREASE CDN EXPOSURE TO EMERGING COMMERCIAL OPPORTUNITIES

ASSIST CDN COS IN THEIR PLANS TO ESTABL LOCAL JOINT VENTURES
STRENGTHEN LOCAL CDN PRESENCE IN TELECOMS SECTOR; INCREASE

EQUIPMENT SALES

SUPP CDN CO IN REMOTE SENSING TO ESTABLISH JOINT VENTURE
BROADEN RESIDENT CDN REMOTE SENSING CAPABILITY; PROMOTE CDN

SUPPLY CAPABILITY.

TRACK DEVELOP PLANS OF STM & RTM TO DETERM NEW SATELLITE REQ
EDUCATE CDN INDUSTRY ON MARKET PROSPECTS, INCREASE NO. OF CDN

TENDER BIDS

ASSESS INT IN FORM PARTNER.W/CDN SUPPL IN AREA OF REM.SENS.
PROVIDE COMPETING CDN COS WITH GREATER RANGE OF QUALIFIED

LOCAL AFFILIATES

ESTABLISH DATACOM REQUIREMENTS OF MALAYSIAN UTILITIES
ADVISE CDN INDUSTRY OF SALES PROSPECTS; ESTABLISH CDA AS

VIAIBLE ALTERNATIVE

IDENT COS UTILIZ PROCESS CONTROL INSTRUM & ASSES MKT PROSP.
MATCH MLSIAN REQT TO CDN SUPPLY CAPAB; MORE CDN SUPPLIERS

VISIT MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promoted Cdn satellite expertise to STM,RTM and
TV3, Encourage Prov to promote telecoms expertise
Identify new opportunities for Remote Sensing
Services & Technology

Director of Satellite unit to visit Cda; Intera
awarded \$1 mn aerial survey contract, Que defence
telecoms mission scheduled for Aug; Bercha won
satellite data interpretation contract; Two Cdn
companies signed agency agreements.

QUARTER: 2 Assist Spectrocan in presenting study to JTM;
Quebec Defence/Telecommunications mission;
identify participants for TEMIC Total Network
Management Training.

Spectrocan study complete; await project
implementation; 4 telecom firms participated in
Quebec mission; Dataradio seminar attracted 58
agents and end-users; 3 invitees from STM for
TEMIC program.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :511-KUALA LUMPUR 007-POWER & ENERGY EQUIP. & SERV.
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROM INFO EXCHANGE BETWEEN UTILITIES ON POLICIES, OPERAT., MRD
ESTABLISH INSTITUTIONAL LINKAGES AND PROSPECTS FOR COMMER-
CIAL COOPERATION

ENCOUR CDN COAL SUPP TO MKT AGRES PROD TO MAT.ELEC.BOARD
OBTAIN A NICHE IN MARKET FOR CDN COAL NOW PRIMARILY SOURCED
FROM AJST, CHINA

PROM PROG TO PROV TECH TRAINING TO MLSIAN UTILITY ENGINEERS
INCR EXPOSE TO CDN TECH; ANOTHER PRACTICAL ATTACH FR NEB
UNDER ONT AMB PROGRAM

REPORT ON NEB & SEB PLANS FOR 1 HYDRO & 3 THERMAL GEN.PROJ.
TIMELY ADVICE TO CDN EXPORTERS TO BETTER POSITION THEIR BIDS

IDENT AREAS WHERE FOREIGN EXPERT REQ IN CONSULTING ENGIN'G
IDENTIFY SELECT NEW OPPORTUNITIES FOR CDN CONSULTANTS

REVIEW MALAYSIAN CAPABILITIES IN POWER EQUIP SUPPLY & SERV.
DEVELOP INVENTORY OF LOCAL AGENTS TO JOINTLY BID TENDERS

IDENT NEB SHORT-TERM CONSULT ASSIGNMENT
SECOND CDN TECHNICAL EXPORT TO NEB; ENHANCE CDA/NEB RELA-
TIONSHIP

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Enhance exposure to Cdn power generation,
transmission capability; market Cdn Scada
expertise; promote Malaysia's participation at
WEC

NEB, SEB, SESCO participated in power generation
mission to Cda. Ont Hydro, CI Power submitted
Siting study proposals for generation proj;
Alerted Cdn firms to SEB scada equipment reqts;
Identified WEC candidates for Cdn sponsorship.

QUARTER: 2 Carry out an updated overview of NEB, SESCO and
SEB upcoming projects and requirements and
follow-up with Malaysian incoming buyers
mission.

Produce comprehensive report on proposed major
projects for period 1990-1995 with focus on
areas where Canada has strong capabilities. BC
based Canadian consortium was recently formed to
actively pursue these projects.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :511-KUALA LUMPUR

004-DEFENCE PROGRAMS, PRODUCTS, SERV
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO PROMOTE SECURITY PRODUCTS FOR USE AT CHOGM
CCC TURNKEY BID TO SUPPLY SECURITY EQUIPMENT REQUIREMENTS

W/DEF ATTACHE MAINT ACTIVE MKTG PROG W/SEN ARMED FORCES OFF. MENT & SERVICES
STRENGTHEN CDN PROFILE OF SUPPLIERS OF DEF/SECURITY EQUIP-

CANVASS AGENTS ON LIK'Y MINDEF PURCH/& DEV APPROP.MKAT STRAT. TRY.
PREPARE MLSIAN DEFENCE PRODUCTS SHOPPING LIST FOR CDN INDUS-

SUPP & ASSIST TO CDN CO TO MKT DEF PROD TO ARMY
CO AWARDED TENDER TO SUPPLY NIGHT VISION GOGGLES

SUPP & ASSIST TO CDN CO.,ENS AIR FORCE CHIEF VIS.THEIR PLANT
C\$5 MN SALE OF CRV7 ROCKETS TO ROYAL MLSIAN AIR FORCE

ORG TECHN PRESENT BY CDN DEFENCE PROD SUPPLIERS TO MINDEF SION MAKERS.
THREE COS INTRODUCE THEIR PRODUCTS TO SENIOR MILITARY DECI-

ASSIST COS WHICH MET INC DEF MISS TO DEV STRAT FOR MLSIAN MK VISITS TO KL
ENSURE COS HAVE EFFECTIVE AGENTS, ENCOURAGE MORE REGULAR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promote security product sales for CHOGM.
Follow up opportunities emanating from Defence
Mission to Cda;Secure local agents for Cdn coys;
Resolve RDF contract dispute.

QUARTER: 2 Quebec Defence Mission. Liaison calls on
agents and MINDEF

QUARTER: 3 -----

QUARTER: 4 -----

Police plan purchase of Scintrex EVD-1
detectors;Mindef considering additional NVG
purchase from Bendix Avelex;Dep Army Chief to
visit Derlikon;Two new coys appoint local agents
CCC submitted proposal to settle RDF contract.

Que companies called on various agents, Mlsian
companies and MINDEF. Potential very high for
success with one agency agreement signed and
very real potential for 2 more

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

POST :511-KUALA LUMPUR

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSIST CDN CO TO SELL ADD 10 LOCO WHICH THE MLSIAN RAILWAY TO RAILWAY
ESTABLISH CDN CO AS PRIME SUPPLIER OF LOCOMOTIVES AND SPARES

SUPP CDN CO FOR UPCOMING TENDER TO SUPPLY ATC SYSTEM
ENSURE CDN CO'S CONTINUING PRESENCE IN MALAYSIA

ASSIST CDN SUPPL TO INTROD RAPID INTERV VEHICLES(RIV)& OTHER AVIATION
SUCCESSFULLY BID SUPPLY OF 7 RIV TO MALAYSIAN DEPT OF CIVIL

ALERT CDN COS TO MOT NEG W/IBRD FOR C\$180MN INTEG TRANS.LOAN DERS.
ENSURE CDN COS MARKET CAPABILITIES, VISIT MLSIA & BID TEN-

ASSIST CDN CO TO SEC 5 YR TECH ASSIST CONTR W/MIN OF TRANSP
MAINTAIN CDN'S PRESENCE IN SECTOR; ENCOURAGE "BUY CDA"

ALERT CDN COS TO PRIOR NEW AIRPORT EXPAN PROJ. AEROSPACE SECTOR
INTRODUCE 2 NEW CDN SUPPLIERS; INCREASE CDN MARKET SHARE IN

COORD PROM EFFORT WITH CDN CO TO MKT TWIN OTTER & DASH-8 COMPETITORS
MAINTAIN CDN CO AS VIABLE CONTENDER TO SAAB & OTHER

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist GM Cda in locomotives marketing;Promote
Cdn ATC equipment and technology;Promote Mlsian
participation at Abbotsford Air Show;Heighten
profile of Cdn automotive parts capability.

GM Cda sold \$100,000 in locomotive parts;
Raytheon conducted seminar to promote radar
technology;DCA & MAS reps to attend Abbotsford
Air Show.Automotive mission visited Klmpr.

QUARTER: 2 Assist Canadian companies in their ongoing bid
efforts with Railways and DCA through closer
linkeages with these authorities.

KTM has convinced Mlsian Treasury to issue
repeat order for 10 additional GM locomotives
(rather than call for tender).A sale estimated
at Cdn Dlr\$21.3 million.Raytheon has now been
prequalified for the supply of ATC systems to DCA

QUARTER: 3 -----

QUARTER: 4 -----

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

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

POST :511-KUALA LUMPUR

Commonwealth Heads of Government Meeting (CHOGM)

Canasean Program

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

POST :503-MANILA

007-POWER & ENERGY EQUIP. & SERV.
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

FOLLOW DEV. OF CALACA II COAL-FIRED THERMAL PLT 14TH POWER & LOAD DISPATCH CENTRAL
CANADIAN PARTICIPATION IN BOILER. ISLAND (CALACA II), SCADA

FOLLOWUP LEADS GEN. BY RECENT ELECT. MISSION IN PARTICULAR,
SALE OF UPWARDS OF \$1 MILLION

MONITOR AGUS III ENG. STUDY(EDC) & PULANGUI V FEASIB. STUDY AND PULANGUI V 1993).
CDN PARTICIPATION IN THESE HYDRO PROJECTS (AGUS III 1990

MONITOR NEW POWER PROJECTS IN GENERATION, TRANS. & DISTRIB.
INCREASE CHANCES OF CDA PARTICIPATION.

FOLLOWUP COAL WATER FUEL STUDY (CIDA INC)
CONVERSION OF DENDRO THERMAL PLANTS TO CWF.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continuing support to companies pursuing energy
related projects. Monitoring new opportunities.

CPCS Coal-Water fuel study started. Monenco study
at Semirara started. Pursuing sale of used diesel
gen-sets to NPC, and sale of steel poles to NPC
and Meralco, and Meralco tender for elect distr
equipment. Sold 4 used gen-sets to Phil co.

QUARTER: 2 Support cos pursuing energy related projects.
Inform Cdn cos of new opportunities. Maintain
liaison with senior contacts in Nat'l Power Corp
and Manila Electric Co.

Arranged program of Mr. F T Delgado, SVP-Eng'g
of Natl Power Corp for his Cda visit. Promoted
Cdn steel poles with Nat'l Electrification
Admin, Dept of Trade, & Dept of Env & Natural
Resources. Informed cos of new Meralco tender.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :503-MANILA

005-ADVANCED TECH. PROD. & SERV
PHILIPPINES

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

VISIT TO CDA OF ASSISTANT SECRETARY OF COMMUNICATIONS
BETTER UNDERSTANDING OF CANADIAN CAPABILITIES

INFORMATION BOOTH IN PHIL TELECOM 90
HIGHER PROFILE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Monitored developments on CIDA-EDC Telecoms line of credit and CIDA Tech Assistance grant and advised Cdn cos accordingly. Gathered CVs for new telecoms Commercial officer.

Supported sale of 10 radio transmitters and helped in unsuccessful bid for 2 TV transmitters. Met with reps of 6 Cdn cos to update on telecoms situation.

QUARTER: 2 Continue to monitor private and public telecoms opportunities. Expedite CIDA-EDC line of credit. Identify broadcast opportunities. Org visit prog in telecoms and broadcast sectors for DOC rep. Org datacoms seminar for Cdn company.

Met with DOTC DM Lichauco to promote Cdn capabilities and expedite LOC. Developed many new contacts and identified several new projs in telecom and broadcast. Datacoms seminar attracted over 70 bus and mil reps, and many prospective agents.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :503-MANILA

003-GRAINS AND OILSEEDS
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

CEREAL GRAINS

CLOSE CO-ORD W/PHIL ASS'N OF FLOUR MILLERS ON WHEAT TENDERS.
POSSIBLE INCREASE IN MARKET SHARE ON WHEAT FROM 5% TO 8%.

MARKET DEVELOPMENTS AND U.S. EEP

ASSIST CWB IN IDENTI. CAND. FOR COURSES IN CDN INTERN GRAINS CANADIAN GRAINS.
INCREASED AWARENESS OF LOCAL MILLERS ON QUALITIES OF

OILSEEDS

CONTINUE CLOSE LIAISON W/LOCAL FEEDMILLERS TO PROMOTE CANOLA
INCREASE IN MARKET SHARE FROM 4% TO 5%.

CANOLA MEAL SEMINAR TO SUBSTANTIATE FEED TRIAL RESULTS.
INFORM LOCAL FEEDMILLERS OF THE QUALITIES OF CANOLA MEAL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Monitor developments in sector, particularly relating to wheat, feed grains and oilseeds. Alerted Wheat Board to 7 PAFMIL tenders. Followed developments re establishment of 2 new Flour mills.

QUARTER: 2 CONTINUE PROMOTION OF CDN WHEAT TO CAPITALIZE ON MOMENTUM FROM RECENT GRAIN SALES. INVITE NEW FLOUR MILLERS TO VISIT CWB.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Wheat Board successful in selling 490000MT of CWRS valued at Cdn \$105 mm. Organized visit to Wheat Board by 3 reps of PAFMIL and 2 from new flour mills to discuss long-term supply contract

ADDITIONAL SALES OF 35000 MT. THREE OFFICERS OF PHIL ASSOC OF FLOUR MILLERS VISITED CWB TO DISCUSS PROSPECTS FOR DIRECT PURCHASES. PRES OF PUREFOODS, OWNER OF 1 OF NEW FLOUR MILLS VISITED CWB TO DISCUSS FUTURE WHEAT REQUIREMENTS

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :503-MANILA

010-MINE,METAL,MINERAL PROD & SRV
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

MAIL OUT CDN MINING EQUIP. BROCHURES TO CONTACTS IN INDUSTRY
INFORM INDUSTRY OF CDN EQUIPMENT AND EXPERTISE

FOLLOWUP WITH RECIPIENTS OF BROCHURES
NEW AGENCY AGREEMENTS & EXPORT SALES.

MINING INDUSTRY STUDY
PROVIDE INFO TO CDN COYS ON AREAS OF OPPORTUNITY IN PHIL.

MINING INDUSTRY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continuing to mail-out info on Cdn mining capabilities as follow-up to ad in mining journal. Assist Cdn cos pursuing mining jv opportunities. Support cos re sales of mining equipment.

Helped to organize seminar series in 3 cities by Cdn mining equipt supplier. Invited 2 candidates for MINTEK. Helped Cdn mining equipt co to open Phil office. Helped 2 local firms to finalize agency agreements with Cdn cos.

QUARTER: 2 Develop contacts in new mining cos. Assist local trading cos to obtain rep agreements with Cdn suppliers. Mail mining brochure to contacts identified in mining study and ad in mining journal.

Supported JKS Boyles in product presentation. Sent 2 candidates to Mintec 89, both of whom were highly impressed with Cdn capabilities. Met with rep of Small Miners Assoc to identify opportunities. Sent out 15 project alerts.

QUARTER: 3 -----

QUARTER: 4 -----

----- I -INTEND
----- I -REFILED

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

POST :532-MELBOURNE

005-ADVANCED TECH. PROD. & SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPILE OVERVIEW OF DEVELOPMENTS IN PRIVATE SECTOR & TELECOM
EARMARK OPPORTUNITIES FOR CDN COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Telecom Deregulation study to determine impact
of deregulation on market potential for Canadian
suppliers.

Study completed mid June and distributed to Te-
lecom Mission members. Report distributed to se-
veral Cdn cos. A computer disc copy of report
available to Cdn communications industry (via
PST).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :532-MELBOURNE

009-FOREST PRODUCTS,EQUIP,SERVICES
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CDN DISPLAY AT APPITA'89-BRISBANE, QUEENSLAND, MAY 1989
IMPROVE OPPORTUNITIES FOR PULP/PAPER EQUIPMENT AND SERVICES.

INFO BOOTH AT ALL AUSTRALIA TIMBER CONGRESS,PERTH,U.A. 10/89
HIGHLIGHT CDN CAPABILITY IN SAWMILLING SECTOR.

ATTEND MAJOR INDUSTRY CONFERENCES, SEMINARS ETC.
BROADEN CONTACT BASE, GATHER MARKET INTELLIGENCE.

VISIT PLANTS, SAWMILLS AND FORESTRY OPERATIONS
ADVISE CDN INDUSTRY ON NEW DEVELOPMENTS.

SAWMILL &/OR FOREST HARVESTING SEMINARS IN SELECTED REGIONS
ENHANCE SALES POTENTIAL OF NEW TECHNOLOGIES.

PREPARE SECTORAL PROJECT LIST
WIDEN CONTACT/SOURCING BASE.

STUDY LOG HANDLING/CONVERSION TECHNIQUES
SEEK SALES PROSPECTS FOR CANADIAN SUPPLIERS.

INVESTIGATE LAND MANAGEMENT IN AUSTRALIAN FORESTRY SECTOR NEW AGENTS.
DATA TO ASSIST CDN FIRMS IN ASSESSING POTENTIAL & APPOINTING



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Visit of Technical Experts as follow up to
Timber Frame Mission.
Appita 89

Planning underway for this mission to visit
Australia Nov.1989, with first rate cooperation
from local State Govt authorities. - Miss.of Cdn
pulp & paper equip mfgs attended APPITA 89 held
May 15-19,1989.

QUARTER: 2 Uniform building code (timber frame) mission to
Australia November 1989.

Detailed arrangements on hand with excellent
response to seminar from local industry and
government contacts

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :532-MELBOURNE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONTRACT STUDY OF HEAVY TRUCK AFTERMARKET PARTS
INDICATION OF POTENTIAL FOR CANADIAN COMPANIES WHICH CAN BE
VISIT MOTAQUIP 89 TO IDENT AUSTLN CONTACTS IN AUTOMOTIVE SEC
LISTING OF AUSTRALIAN AGENTS TO MATCH WITH CANADIAN COMPA-

USED FOR RECRUITING AND COUNSELLING

NIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Compile/commission market study for heavy truck
parts after market.

Consulting bodies evaluated and terms of refer-
ence for study completed. Proposals requested
from consultants.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :522-NEW DELHI

007-POWER & ENERGY EQUIP. & SERV.
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONT.TO WORK CLOSELY WITH CDN FIRMS IN DEV.APPROP.STRAT.WHEN
SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS

CONT WITH MULTI-LEVEL CALL PROG ON GOI OFF IN SUPP OF CDN
SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS

VIS. OF SEN.OFF. IN DEPT OF POWER FOR REVIEW OF CDN CAPABIL.
INCREASE IN SALE OF POWER EQUIP & NUMBER OF CDN BILATERAL

INITIATE REGULAR MAIL OUT OF CURRENT DATA & DEV.TO CDN POWER
MORE TIMELY & INFORMED FOLLOW-UP ON OPPORTUNITIES-INCREASE

DEVELOP GUIDE TO INDIAN POWER SECTOR
MORE TIMELY & INFORMED FOLLOW-UP ON OPPORTUNITIES-INCREASE

REFINEMENT OF POWER PROJECT CATALOGUE.
IMPROVED MONITORING OF OVERALL POWER PROJ.SCENARIO & IDENTI-

PROJECTS.

IN # OF ACTIVE PARTICIPANTS IN MARKET.

IN # OF ACTIVE PARTICIPANTS

FICATION OF PROJ.OPP.FOR CDN FIRMS - INCREASE # OF PROJECTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Initiate regular mail out of current data and
development to Cdn contacts; Refine Power Proj.
Catalogue. - Continue to work closely with Cdn
firms in developing appropriate strategic when
pursuing major capital projects.

Completed and being maintained.
Dialogue continued with GOI for final approval
of Chamera II;ongoing liaison on Rihand, Srina-
gar,Naphta Jackri,Bhira Pump Storage;Plans dev.
for high level power sect.miss.to Cda in Sept.89

QUARTER: 2 Continue to work closely with Canadian firms in
developing appropriate strategies when pursuing
major capital projects.

Dialogue continued with GOI on final approval on
Chamera II; Ongoing liaison on Rihand and other
projects; Proposed High level incoming power
sector mission postponed.

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :522-NEW DELHI

010-MINE,METAL,MINERAL PROD & SRV
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CONT TO WORK CLOSELY WITH CDN FIRMS IN DEV.APPROP.STARTEGIES NEXT 12 MONTHS.
SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS IN

CONTINUE WITH MULTI-LEVEL CALL PROG ON GOI OFFICIALS IN SUPP

3RD WORKING GROUP ON COAL MEETING

CONFIRM BAROGOLAI PROJECT FOR CANADA

IDENTIFY NEW PROJECTS TO BE UNDERTAKEN ON BILATERAL BASIS,

COMPREHENSIVE DIRECT CALL PROG ON KEY OFF IN INDIAN COAL SEC MONTHS
INCREASE IN NUMBER OF COLLABORATIONS IN SECTOR OVER NEXT 12

EXPLORE INITIATIVES TO HEIGHTEN INTERESTS OF CDN METALLURGIC
INCREASE LEVEL OF SALES TO INDIAN MARKET IN NEXT 12 MONTHS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Explore initiatives to heighten interest of
Canadian metallurgical cake supplies to Indian
market.

Arranged mission led by Minister of State for
Coal to Canada to follow up for last Working
Group Meeting

QUARTER: 2 Comprehensive direct call program on key
officials in Indian Coal Sector

Calls are being made and will continue

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :522-NEW DELHI

005-ADVANCED TECH. PROD. & SERV
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON PROPOSED MOU BETWEEN TRC/DOC RESEARCH AGREEMENT
ESTABLISHMENT OF GOVT.-TO-GOVT. AND PVT-TO-PVT LINKAGES &

INDUSTRIAL

CONT SUPP TO SPAR IN TDMA & CANAC FOR RAILW.TELECOM PROJ.
COLLABORATIONS IN COMMUNICATIONS SECTOR. 2. EXPORT SALES OF

GOODS & SERVICES VALUED AT CDN \$17 MILLION.

SUPP SYNTRONICS JV WITH C-DOT(DOE)FOR DEV OF ADV COMPUTING
EXPORT SALES OF GOODS & TOT FEE VALUED AT CDN \$10-15 MILLION

OVER NEXT COUPLE OF YEARS

DET & ACT FOLLOW-UP ON SPACE COMM & REMOTE SENS MISS TO IND.
IMPROVE BUSINESS PROSPECTS FOR CDN COS IN THIS SECT,IN PAR-

TICULAR, SPAR, DIPIX, INTERA, MICROTREL, BRISTOL AEROSPACE, MDA ETC

INTENSIFIED EVALUATION OF NEW AGENTS IN SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Detailed and active follow up on Space Communic-
ation & Remote Sensing mission to India Identifi-
fied evaluator of new agent

Efforts are continuing

QUARTER: 2 Detailed and active follow up on Space
Communication and Remote Sensing Mission to
India; Intensified evaluation of New Agent.

Efforts continue

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :522-NEW DELHI

011-OIL & GAS EQUIPMENT,SERVICES
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

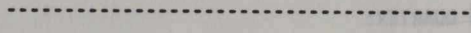
ALL SUB-SECTORS

PROMOTIONAL PROGRAM IN SUPPORT OF EDC/CIDA LINE OF CREDIT
BETTER AWARENESS IN CANADA AND INDIA OF LOC

CARRY OUT DET REVIEW OF CDN GOVT SUPP TO THIS SEC TO DET IFR SUFFICIENT.
RATIONALISE GOVT. RESOURCES, DETERMINE IF RESULTS ARE

COMP OF COMPR MKT INFO TOOL ON INDIAN NATURAL GAS SECTOR
BETTER AWARENESS IN CANADA OF OPPORTUNITIES

IDENT A TURNKEY MAJ CAP PROJ FOR A CONSORT OF CDN NAT GAS
IN MEDIUM TERM SECURE PROJECT - USE EDC/CIDA LOC



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Incoming Mission to attend Intercon 89 at
Edmonton, June 89
Develop high profile marketing Campaign to sup-
port CIDA/EDC LOC for oil and gas equipment and
services.

Three member mission attended the event.
Working Group on Oil & Gas under consideration;
completed hand books on markets in India for
equipment and services for (a) oil (b) gas

QUARTER: 2 Organise 2 missions in Oil and Gas around
Technical Seminar presentations.

These will take place in November 1989

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :522-NEW DELHI

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

DASH 8 - DEMONSTRATION IN NEW DELHI
INCREASE AWARENESS OF GOI DECISION MAKERS

BRING TOGETHER INDIAN REQ WITH CIDA'S PROF DEV TRAINING FUND
ENHANCE CANADIAN POSITION IN THIS SECTOR

WORK WITH INDIAN RLY & CDN FIRMS TO UPGRADE PATIALA RETURN.
INCREASE GOODWILL AT INDIAN RAILWAYS



TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Incoming Urban Transit Mission Sept.89

Postponed to December 1989

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
90/01/24

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

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

POST :522-NEW DELHI

Bombay Chamber Visit to Canada - September

World Energy Congress in Canada - Indian Mission - September

Two Catalogue and Video Shows in Bombay

ACTIVITIES REPORTED IN QUARTER	ACTIVITIES REPORTED IN QUARTER
<p>Quarter 1</p> <p>Continuing strong demand for selected foodstuffs products noted as reason for the successful event program last year at food fairs in Vancouver. Event emphasis other food products at Calgary, latest sales.</p>	<p>Quarter 1</p> <p>Continuing strong demand for selected foodstuffs products noted as reason for the successful event program last year at food fairs in Vancouver. Event emphasis other food products at Calgary, latest sales.</p>
<p>Quarter 2</p>	<p>Quarter 2</p>
<p>Quarter 3</p>	<p>Quarter 3</p>
<p>Quarter 4</p>	<p>Quarter 4</p>

REPT4D
90/01/23

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

POST :527-OSAKA

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MEATS & MEAT BY-PRODUCTS

ASSIST AND FOLLOW UP MEAT PURVEYORS MISSION TO ALBERTA
DIRECT SALES/MARKET DEVELOPMENT

CANADA FOOD FAIR PROGRAMME
NINE EVENTS IN FISCAL 89/90

SEMI & PROCESSED FOOD & DRINK

PROMOTE CDN FOOD PRODUCTS THROUGH CDA FOOD FAIR PROGRAMME
MARKET AWARENESS/DEVELOPMENT

CONTINUE MINI-FOOD SHOW PROM IN CONGEN MULTI-PURPOSE ROOM
DIRECT SALES/NEW AGENCY AGREEMENTS

KOBE IMPORT FAIR
DIRECT SALES/MARKET AWARENESS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Wine Tasting at Consulate
- organization and logistics
- invitations

Continuing strong consumer demand for imported food/beverage products cited as reason for this successful event (proposed last year at Food Pacific in Vancouver). Event compliments other food promotions at Congen. Export sales.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :527-OSAKA

002-FISHERIES,SEA PRODUCTS & SERV.
JAPAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	FISH & SHELLFISH & OTHER PROD	
	CANADA FOOD FAIR PROGRAMME (DEPT. STORES) DIRECT SALES/MARKET DEVELOPMENT/CONSUMER AWARENESS	
	HOTEL/RESTAURANT CANADA FOOD PROMOTION CONSUMER AWARENESS/DIRECT SALES	
	SOLO FOOD SHOW (TWICE PER FISCAL YEAR) NEW AGENCY AGREEMENTS/DIRECT SALES	
	PREPAR OF MKT PROF FOR SPECIES OF PARTICULAR INT TO CDN SUPPL. IMPROVED KNOWLEDGE OF SECTOR/IDENTIFICATION OF NEW EXPORT	OPPORTUNITIES

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1		
QUARTER: 2		
QUARTER: 3		
QUARTER: 4		
QUARTER: 5		
QUARTER: 6		

REPT4D
90/01/23

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

POST :527-OSAKA

005-ADVANCED TECH. PROD. & SERV
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUPPORT MARKETING ACTIVITIES OF CANADIAN COMPANIES
DIRECT SALES/NEW AGENCY RELATIONSHIPS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 Telecom Mission to Osaka
 - planning, set up appointments, logistics
 - briefing company participants
 - follow-up

Six coys visited territory; ten appointments made with local contacts. Continuing interest in LAN's, value-added services, and specific application software. Business discussions continuing for at least two companies.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :527-OSAKA

009-FOREST PRODUCTS,EQUIP,SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

KOBE CITY - CANADA VILLAGE PROJECT
ORGANIZE PROMOTION ASSOCIATED WITH COMPLETION OF PROJECT

PREFABRICATED HOUSE BUILDERS - WOOD COMPONENT STUDY
IDENTIFICATION AND DISSEMINATION OF SIZES REQUIRED BY PREFAB

SURVEY OF BUILDING INTENTIONS BY LOCAL PUBLISH HOUSING CORP.
PHAZE I TO IDENTIFY HOUSING CORPS.WHICH COULD ADOPT 2X4 AS

CANADA MINI-HOME SHOW (INCOMING MISSION)
LOCATE AGENTS,DIRECT SALES FOR CDN EXPORTERS OF FINISHED AND

BUILDERS

CONSTRUCTION SYSTEM

SEMI-PROCESSED WOOD PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 A. Solo Mini-Wood Living Show at Congen
- B. Vanc Village/Imported Housing Project; video finished, plan seminars in fall/other events
- C. Lumber Journal Mission to Canada; 4 local coys accompanied by comm officer

- A. Six Cdn participants, 165 attendees, on-site sales, new buying connections established
- B. Jpn 2X4 Assoc. will donate \$10,000 to project
- C. Export sales and new buying connections expected. Follow-up continuing

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :519-SEOUL

005-ADVANCED TECH. PROD. & SERV
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUPPORT 3 CDN FIRMS IN THEIR CURRENT NEGOTIATIONS
ACHIEVE \$250,000 SALES.

OUTGOING SOFTWARE MISSION
INTRODUCE 4 CANADIAN FIRMS TO KOREAN BUYERS.

INCOMING REMOTE SENSING AND SPACE TECH MISSION
INTRODUCE KOREAN END-USERS TO CANADIAN FIRMS.

INSTRUMENT & PROCESS CONTROLS

MONITOR CLOSELY KRN GOVT'S CONTINUED CAMPAIGN FOR IMPORT
UPDATE LIST OF PRODUCTS OF REPLACEMENT OPPORTUNITY AND

INFORM CDN SUPPLIERS.

FOLLOW UP W/KRN COYS WHO PART'D IN THE INSTRUM'M SEM/MISS.87
ENHANCE LOCAL INTEREST IN CDN PRODUCTS.

ORGANIZE AN INCOMING MISSION TO CANADA
INTRODUCE MORE CANADIAN PRODUCTS AND INCREASE NUMBER OF

AGENTS.

IDENTIFY CANADIAN PRODUCTS HAVING GOOD PROSPECTS
ESTABLISH LIST OF FIRMS WITH POTENTIAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :519-SEOUL

001-AGRI & FOOD PRODUCTS & SERVICE
KOREA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

CONTINUE TO MONITOR KOREAN GOVT.'S POLICY CHANGES FOR
RE-ESTABLISH CATTLE MARKET FOR CANADIAN EXPORTERS.

ASSIST AGRICOTT IF THEY DECIDE TO HOLD SWINE SEM. IN FALL 89
EXPAND CANADIAN MARKET SHARE FOR SWINE BREEDING STOCK.

MEATS & MEAT BY-PRODUCTS

MONITOR/ADVISE OTTAWA OF NEW BEEF QUOTA FOR 1989.
EXPAND CANADIAN MARKET SHARE.

ASSIST GOV'T OF ALTA IF THEY DECIDE TO HOLD BEEF DEMONSTRATION
DEMONSTRATE THE QUALITY OF CANADIAN BEEF.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

----- 1
 ----- 2
 ----- 3
 ----- 4

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

POST :519-SEOUL

003-GRAINS AND OILSEEDS
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

MONITOR/ADVISE ALFALFA TENDER OPPS. TO OTT./CDN DEHYDRA.ASS.
INCREASE CANADIAN MARKET SHARE FOR ALFALFA PRODUCTS.

CONTINUE TO LOBBY W/KOREAN FEED IND. TO PRESS KRN GOVT FOR
SALE OF 300,000 M/T OF BARLEY PER YEAR IF SUCCESSFUL.

ASSIST/ORG. ALFALFA SEM. IN APR.89 IF CDA DECIDE TO HOLD SEM
DEMONSTRATE VALUE OF USING CANADIAN ALFALFA.

ASSIST/ORG.A WHEAT QUALITY SEMINAR IN NOV. 1989.
INCREASE CANADIAN MARKET SHARE FOR MILLING WHEAT.

OILSEEDS

CONTINUE TO LOBBY MAFF TO DIVERSIFY IMPRTRS INCL.SML.CRUSHER
RE-OPENING OF CANOLA SEED MARKET.

MONITOR/ADVISE CANOLA MEAL TENDER OPPORTUNITIES TO OTTAWA.
EXPAND CANADIAN MARKET SHARE FOR RAPESEED MEALS.

ASSIST CIGI IN INVITING KOREAN PARTS TO FEED TECH. COURSE. INDUSTRY.
PROVIDE OPPORTUNITIES TO FAMILIARIZE WITH CANADIAN FEED

PRESS THE KOREAN GOVT. FOR REDUC'N OF TARIFF/CANOLA SEED/OIL
PROVIDE OPPORTUNITIES TO EXPORT CANOLA SEEDS AND OILS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :519-SEOUL

010-MINE,METAL,MINERAL PROD & SRV
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

INDUCE LOCAL FIRMS TO DEVELOPE MINES IN CANADA.
JOIN DEVELOPMENT OF MINERALS & SECURITY OF LOCAL IMPORT

MARKET

KOREAN INVESTMENT IN URANIUM MINE
SECURE URANIUM MARKET REQUIREMENT IN KOREA.

METALS, PRIMARY & FABRICATED

TO COMPILE SUPPLY DEMAND LONG-TERM PROJECTION
TO UNDERSTAND LONG-TERM METAL REQUIREMENTS

TO INDUCE KRN FIRMS TO INVEST IN CDA(ALUM.SMELTER/SILICON)
TO INTRODUCE CDM PARTNERS AND INDUCE INVESTMENT.

SET UP JOINT-VENTURE FIRMS IN KOREA E.G. INCO LTD.
PROVIDE CONSULTING SERVICE, KNOW-HOW AND RAW MATERIALS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :519-SEOUL

017-OTHER SERVICES
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

REPT4D
90/01/23

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

POST :506-SHANGHAI

005-ADVANCED TECH. PROD. & SERV
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

THOROUGH SECTORAL SURVEY TO PROVIDE MARKET DATA STUDY.
DETAILED INFO TO BE PROVIDED BY COMMISSIONED REGIONAL MARKET

INCREAS. REPRES. TO PTA. & OTHER LOCAL END USERS ON BEH. OF CDN
INCREASE OUR MARKET SHARE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PROMOTION OF SATELLITE GROUND STATIONS

ORGANIZED TECHNICAL SEMINAR FOR SPAR AEROSPACE
EXPERTS TO BRIEF SHANGHAI POST AND TELECOM DECIS
ION MAKERS

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :506-SHANGHAI

015-CONSTRUCTION INDUSTRY
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARCHITECT,CONS,CONSUL,SERV

FOLLOW UP TO CITY TECH 88

NUMBER OF COOPERATIVE VENTURES SHOULD EMERGE

SYSTEMATIC FOLLOW UP WITH END USERS

JOINT VENTURES/TECHNICAL TRANSFER AGREEMENTS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :506-SHANGHAI

012-CHEM PROD & PETROCHEM,EQP,SERV
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

----- 1

----- 2

----- 3

REPT4D
90/01/23

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

POST :506-SHANGHAI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

INCREASED REPRESENTATION TO REGIONAL AIRLINES
ADDITIONAL SALES OF AIRCRAFT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
90/01/24

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

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

POST :506-SHANGHAI

INSTALLATION OF EMERGENCY VISA PROGRAM DURING THE SUMMER
CRISIS NECESSITATED EMERGENCY DIVERSION OF SOME RESOURCES.A
LOCALLY ENGAGED PROGRAM OFFICER WAS DEDICATED TO THE IMMIGRA
TION OPERATION FOR A TWO MONTH PERIOD.

NOTE COMMERCIAL CONSUL INCUMBENT BENSON ARRIVED AT POST 19
AUGUST, WORKLOAD REFLECTS 19 AUGUST TO END SEPTEMBER, IE
ROUGHLY 0.47 OF THE TOTAL PERIOD.

REPT4D
90/01/23

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

POST :512-SINGAPORE

005-ADVANCED TECH. PROD. & SERV
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

UPDATE TELECOMS MARKET STUDY
INCREASED INFORMATION ON SECTOR AND PENETRATION STRATEGY
LIAISE W/TELECOMS/ADVISE POTENTIAL SUPP. OF OPPORTUNITIES
A FURTHER INCREASE IN CDN MARKET PENETRATION

REVISION AND UPDATE OF MARKET STUDY FOR THIS SECTOR
TO INCREASE MARKET INFORMATION AND EXPORT STRATEGY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

REPT4D
90/01/23

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

POST :512-SINGAPORE

001-AGRI & FOOD PRODUCTS & SERVICE
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONTINUE TO DEVELOP CLOSER CONTACTS W/MAJOR IMPORTERS
STIMULATE IMPROVEMENT OF CANADIAN MARKET SHARE IN THE AREA.

SEEDS & SPECIAL CROPS

FOLLOW UP MKT OPPORT FROM CDN SOYBEAN BOARD MISSION & SEM. STIMULATE IMPROVEMENT IN CDN MARKET SHARE.
ENHANCE IMAGE OF RELIABILITY OF CANADIAN PRODUCTS &

DEVELOP A CLOSE RAPPORT W/MAJOR IMPORTERS & TRADING HOUSES ALSO GAIN ACCESS TO INDIA MARKET.
IMPROVE ACCESS OF CANADIAN PRODUCTS TO LOCAL MARKET AND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Food promotion - Meridien Hotel, Singapore
Food promotion - Singapore Jurong Country Club

Introduce Canadian seafood and beef products and
Labatt's beer.
Introduce Canadian seafood, beef products and
Labatt's beer.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :512-SINGAPORE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

FOLLOW UP MKT OPPORT-OUT OF WEST HITECH EXP CONF IN 09/88
STIMULATE IMPROVEMENT IN CANADIAN MARKET SHARE.

DEVELOP CONTACTS/LIAISE W/PROCUREMENT STAFF IN AEROSPACE IND
IMPROVE CANADIAN MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :512-SINGAPORE

014-EDUCATION, MEDICAL, HEALTH PROD
SINGAPORE

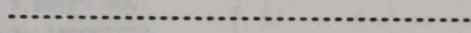
PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ENCOURAGE CDN SUPPLIERS TO HOLD SEMINARS, ETC.
CREATE MORE ADVERTISING/PROMOTION FOR CDN SUPPLIERS AND

THEIR PRODUCTS

MARKET STUDY ON MEDICAL APPARATUS AND PHARMACEUTICAL
DETERMINE MARKET OPPORTUNITY FOR CDN SUPPLIERS



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

CONTINUED STUDY OF NEW FOR PROPOSED FOOD PROD. LINE PROD. IDENTIFY NEW OPPORTUNITIES.
ENHANCE HOME CANADIAN COMPANIES TO BE ACTIVE IN MARKET.
PRODUCE PROFILES OF SPECIALTY FOODS & COND. ITEMS FOR DISTRI.
INCREASE CDN MARKET SHARE BY 10%

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :512-SINGAPORE

011-OIL & GAS EQUIPMENT,SERVICES
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REVISION AND UPDATE BY CONSULTANT OF MARKET STUDY
INCREASED AWARENESS OF MARKET AND PENETRATION STRATEGY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :533-SYDNEY

001-AGRI & FOOD PRODUCTS & SERVICE
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

LIAISON W/AUSTLN QUARANTINE AUTH TO ACHIEVE RELAX OF REQ.
LOWER COSTS WILL LEAD TO MORE EMBRYOS BEING SHIPPED.

UPDATE AND EXPAND LISTS OF AUSTLM CENTRES & BREED SOC.
MATCH AT LEAST 3 CANADIAN SUPPLIERS TO LOCAL IMPORTERS.

ENCOURAGE AUSTRALIAN BUYER TO VISIT CAN TO SELECT ANIMALS
INCREASED SALES.

IDENTIFY LARGE INNOVATIVE STATION HOLDERS(RANCHERS)TO PROM.
DIVERSIFY NUMBER OF BREEDS WITH SALES POTENTIAL AND INCREASE

CANADIAN PARTICIPATION IN PUA BREEDING PROGRAMS.

SEMI & PROCESSED FOOD & DRINK

CONTINUING STUDY OF MKT FOR PROCESSED FOOD PROD, FINE FOOD
ENCOURAGE MORE CANADIAN COMPANIES TO BE ACTIVE IN MARKET;

IDENTIFY NEW IMPORTERS.

PRODUCE PROFILES ON SPECIALTY FOODS & CONF ITEMS FRO DISTRIB
INCREASE CDW MARKET SHARE BY 10%

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :533-SYDNEY

002-FISHERIES,SEA PRODUCTS & SERV.
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROCESSED FISH & SHELLFISH

CONTINUING FOLLOW UP TO NOV '87 HAKE MISSION
TO ASSESS MARKET CONDITIONS CONDUCIVE TO GOOD PROSPECTS FOR

CDN HAKE.

FISH MARKET STUDY TO BE COMPLETED AND MAILED TO MAJOR
INCREASED EXPORTS THROUGH GREATER AWARENESS OF POTENTIAL IN

AUSTRALIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

----- 1
----- 2
----- 3
----- 4

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

POST :533-SYDNEY

005-ADVANCED TECH. PROD. & SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM DEREGULATION STUDY
KNOWLEDGE OF OPPORTUNITIES FROM DEREGULATION.

COMPUTERS HARD/SOFTWARE & COMP

DEVELOP GREATER KNOWLEDGE OF SPACE COMMUNICATIONS MKT
ASSIST 5 CDN COMPANIES TO ENTER THE MARKET.

AGENTS LIST SURVEY
BETTER SERVICE TO CANADIAN SUPPLIERS, IN LOCATING AND

ASSESSING LOCAL REPRESENTATIVES.

TELECOM DEREGULATION STUDY TO DET IMPACT OF DEREK ON MKT
ENCOURAGE 5 NEW COMPANIES TO ACCESS THE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TELECOMMUNICATIONS DEREGULATION STUDY - SYDNY
ASSISTED MLBRN IN THE PREPARATIONS FOR THIS
STUDY WHICH ALSO INCLUDED A SECTION ON THE EVOLV
ING PAY TV/CABLE TV MARKET. SEVERAL OTHER REPORT
WERE COLLECTED AND DISTRIBUTED TO INTERESTED

THE REPORT WAS DISTRIBUTED TO PARTICIPANTS IN
THE JUNE TELECOM MISSION AND WILL BE GIVEN TO
OTHER INTERESTED COMPANIES IN JULY. IT PROVIDED
A GOOD OVERVIEW OF THE IMPACT OF DEREGULATION
THEREBY AIDING THEIR MARKETING EFFORTS

QUARTER: 2 ASSISTED LOCAL MANUFACTUTER (CODAN) WITH
ARRANGEMENTS FOR VISITS TO CANADA TO IDENTIFY
JOINT VENTURE PARTNERS IN L BAND MOBILE
SATELLITE COMMUNICATION.

AT LEAST ONE CANADIAN COMPANY (SKYWAVE) HAS
ENTERED INTO AN AGREEMENT WITH CODAN.

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :533-SYDNEY

016-INDUSTRIAL MACHIN,PLANTS,SERV.
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT, EQP.

STUDY ON ALL ASPECTS OF AUSTRALIAN MKT, INCLUDING IMPORTED
INFORM CDN MAT HANDLING EQUIPMENT MANUFACTURERS OF

AUSTRALIAN MARKET.

FOLLOW UP ON MATERIALS HANDLING STUDY. CONTACT 40 CDN COS
5 NEW CANADIAN COMPANIES IN AUSTRALIAN MARKET

VISIT LOCAL MANUFACTURERS TO INCREASE KNOWLEDGE OF CAPABILIT
INCREASE POSSIBILITIES OF JOINT VENTURE/MFG UNDER LICENCE

ARRANGEMENTS.

VISIT AT "MATPACK" EXHIBITION
IDENTIFICATION OF POTENTIAL DISTRIBUTORS FOR CDN EQUIPMENTS.



TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MATPAK EXHIBITION - SYDNY ATTENDED THIS EXHIBI-
TION IN MLBRN AS A FOLLOW UP TO PREPARATION OF A
MAJOR STUDY ON MATERIALS HANDLING. A REPORT WAS
PREPARED AND DISTRIBUTED IN JULY.

14 FIRMS WERE IDENTIFIED WITH AN INTEREST IN
DEVELOPING JOINT VENTURES WITH CDN FIRMS.

QUARTER: 2 MATERIALS HANDLING STUDY COMPLETED AND SENT TO
OTTAWA FOR DISTRIBUTION.

THE REPORT IDENTIFIES SEVERAL AREAS OF OPPOR-
TUNITIES FOR CANADIAN MANUFACTURERS OF
MATERIALS HANDLING EQUIPMENT.

QUARTER: 3 -----

QUARTER: 4 -----

----- 3 :STAND
----- 4 :STAND

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

POST :533-SYDNEY

009-FOREST PRODUCTS,EQUIP,SERVICES
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

CONTINUING FOLLOW-UP TO TIMBER FRAME STUDY GROUP OF NOV 87
EASING OF BUILDING CODE RESTRICTIONS.

PROVIDE LIAISON BETWEEN NAFL(AUSTL),COFI & CDN BLDG CODE EXP
INCREASED SALES OF SOFTWOOD LUMBER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :533-SYDNEY

013-CONSUMER PRODUCTS & SERVICES
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REPORT TO CDN INDUSTRY ON FINDINGS OF BOOKS PUBL STUDY MISS.
5 CDN PUBLISHERS SELLING INTO AUSTRALIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

NEGOTIATE IMPORT/EXPORT PROTOCOL FOR BOVINE EMBRYOS
POTENTIAL ANNUAL SALES OF \$1-2 MILLION

NEGOTIATE ANIMAL HEALTH AGREEMENT FOR JPNSE EXPORTS TO CDA IN CANADA AND RE-EXPORT TO JAPAN
IMPORT JAPANESE BREEDING STOCK FOR PRODUCTION OF WAGYU BEEF

NEGOTIATE IMPORT PROTOCOL FOR SWINE SEMEN
SALES OF \$100,000 ANNUALLY

PROMOTE CANADIAN PARTICIPATION IN VIV-ASIA'89, TOKYO IN CANADA AND RE-EXPORT TO JAPAN
INCREASED AWARENESS OF CDN CAPABILITIES, LEADING TO SALES OF

HORTICULTURE (FRUIT,VEG,FLOR)

APPLE FUMIGATION RESEARCH PROJECT (CODLING MOTH)
ACCESS FOR CDN APPLES WHEN ACCEPTED

INCLUDE FRESH MUSHROOMS IN CANADA FOOD FAIR PROMOTIONS
EXPANDED CONSUMER AWARENESS AND SALES

CANADIAN RESEARCH ON VAN CHERRIES
WHEN ACCEPTED, ACCESS FOR THIS VARIETY

TRIAL SHIPMENTS OF FRESH RASPBERRIES & BLUEBERRIES
GENERATE NEW BUSINESS

UNDERTAKE RESEARCH ON BLUEMOLD ON TOMATOES AND PEPPERS
RESOLVE MARKET ACCESS PROBLEM

SEEDS & SPECIAL CROPS

PREPARE MKT PROFILES FOR SPECIALIZED COMMODITIES-BUCKWHEAT LEADING TO INCREASED SALES TO JAPAN
IMPROVED MARKET INFO FOR CDN PRODUCERS AND EXPORTERS,

ASSIST PEAT MOSS EXPORTERS IN ACCESSING JAPANESE MARKET
ADDITIONAL SALES OF \$1-2 MILLION ANNUALLY

MONITOR IMPORT QUOTA SITUATION FOR PULSES; ADVISE CDN EXPORT
INCREASED SALES OF CDN PULSES

MEATS & MEAT BY-PRODUCTS

ASSIST & FOLLOW UP WITH MEAT BUYING MISSIONS TO CANADA
\$30 MILLION IN NEW BUSINESS OVER 3 YEARS

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POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MEATS & MEAT BY-PRODUCTS

WORK WITH CDN EXPORTERS AND PROVINCES RE BEEF AND PORK
INCREASE CANADA'S MARKET SHARE TO 10%

PROVIDE REGULAR MARKET AND PRICE INFO IN MONTHLY PORK REPORT
INCREASE KNOWLEDGE AND AWARENESS

IDENTIFY MARKET OPPORTUNITIES PARTICULARLY FOR BEEF
INCREASE CANADIAN MARKET SHARE

NEGOTIATE WITH MAFF, MITI INCREASED BEEF QUOTA FOR EMBASSY
INCREASE FROM 64MT TO 100MT

CONTINUE PROMOTING MEAT PRODUCTS IN CDN FOOD FAIRS
BUILD AWARENESS OF CDN QUALITY

PROMOTE BUYING MISSIONS AND FACT-FINDING TRIPS TO CANADA
DEMONSTRATE CDN CAPABILITY, SUPPLY, QUALITY

MARKET STUDY FOR PROCESSED PORK (UNDER NTS)
ASSESSMENT OF EXPORT POTENTIAL, DEVELOPMENT OF MARKETING

STRATEGY AND NEW PRODUCTS

SEMI & PROCESSED FOOD & DRINK

PROMOTE CANADIAN FOODS THRU CANADA FOOD FAIR PROGRAM.
NEW CONTACTS AND NEW BUSINESS.

ENCOURAGE BUYERS MISSIONS TO CANADA.
BUILD AWARENESS OF CANADA & DEVELOP NEW BUSINESS.

UTILIZE NEW FOOD TRADE ENQUIRY SERVICE.
BRING BUYER AND SELLER TOGETHER.

PROVIDE MARKET INTELLIGENCE/SURVEYS ON PRIORITY SECTORS.
ENCOURAGE NEW CANADIAN EXPORTERS.

PROMOTE DVLPMT OF CUSTOM PACK,BULK,PRIVATE LABEL BUSINESS.
NEW BUSINESS OF \$50 MILLION IN 3 YEARS.

CONCENTRATE MARKETING EFFORTS ON HIGH POTENTIAL PRODUCTS.
INCREASED SALES OF 20-30% PER ANNUM.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

SEEK INCREASED EMBASSY BEEF PROMOTIONAL QUOTA.
WILL HELP EXPAND PARTICIPANTS IN CDA FOOD FAIRS.

DEVELOP NEW CONTACTS AND NEW BUSINESS RELATIONSHIPS.

FEED, FERTILIZER & VET PRODUCTS

DEV'T OF FUMIGATION PROTOCOL FOR CDN BALED HAY
EXPORTS OF \$20-25 MILLION ANNUALLY WITHIN 5 YEARS

DEV'T OF HEAT TREATMENT PROCESS FOR SUNCURED CHOPPED HAY
EXPORTS OF \$1-2 MILLION WITHIN 3 YEARS

ORGANIZE FEEDING TRIALS FOR ALFALFA PRODUCTS
MAINTAIN AND INCREASE MARKET SHARE

DESSEMINATE TECHNICAL INFO IN JAPANESE TO END-USERS
BUILD AWARENESS AND DEMAND

INSTITUTE MONTHLY REPORT ON HAY PRODUCTS IMPORT VOLUMES
PROVIDE TIMELY INFO TO CDN PRODUCERS AND EXPORTERS

INVESTIGATE FEASIBILITY AND COST OF ADVERTISING PRODUCTS
INCREASED AWARENESS AND CONSUMER DEMAND



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Conduct major CMC pork seminar/reception.
2. Expand exports of beef. 3. Monitor oil tariff issue. 4. Negotiate bovine embryo agreement. 5. Pursue phytosanitary issues, hay, apples etc. 6. Conduct market surveys.

1. Completed very successfully in May. 2. Ad Agency for beef has been selected. 3. Comprehensive report completed on tariff issue. 4. Health agreement reached. 5. Technical discussions held in April. 6. Four underway in June.

QUARTER: 2 1. Monitor oil tariff issue
2. Pursue phytosanitary issues, hay, apples
3. Conduct market surveys
4. Developed new business in processed foods

1. Comprehensive report completed on tariff issue
2. Technical discussions held in April
3. Four surveys completed to date
4. Major new business generated in bottled water, pet foods, prepared fish

QUARTER: 3 -----

QUARTER: 4 -----

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

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POST :520-TOKYO

005-ADVANCED TECH. PROD. & SERV
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

DEV. COOPERATIONS BETWEEN CDN TELECOM & JPNS FIRMS
FOLLOW-UP WITH JAPANESE FIRMS AFTER TELECOM SEMINARS OF SE87

MARKETING CDN ELECTRONICS COMPONENTS (SEMICONDUCTORS, IC)
TO SET UP JAPANESE AGENTS

ENCOURAGING JPN CO. TO INVEST IN CDA IN TELECOM/DATACOM SECT
TO DEVELOP JOINT VENTURES AND LICENSE

SEEKING JOINT VENTURES AND LICENSES IN MICROELECTRONICS
SOME JAPANESE INVESTMENT IN MICROELECTRONICS

MARKETING CANADIAN ELECTRONICS COMPONENTS IN JAPAN
ESTABLISHING JAPANESE AGENTS

TELECOM/DATACOM MISSION TO JAPAN APR. 89
ESTABLISHING JAPANESE AGENTS.

TELECOM SEMINAR & BUSINESS VISITS IN CANADA OCT. 89
INCREASED CDN INVOLVEMENT IN JPNS MARKET & JV RELATIONSHIPS.

COMPUTERS HARD/SOFTWARE & COMP

MKTG CDN SOFTWARE FOR VARIOUS FINANCIAL & INDUSTRIAL APPLIC.
ESTABLISHING JAPANESE AGENTS

ENCOURAGE JPNS CO. TO INVEST IN ELECTRONICS INDUSTRY IN CDA
FOLLOW-UP JPNS CO. (NEC, CANON, SONY, HITACHI)

MKTG CDN ELECTRONICS PRODUCTS FOR COOPERATION WITH JPNS CO.
TO DEVELOP JOINT VENTURES AND LICENSE AGREEMENTS

OTHER ELECTRONICS

JPNS ELECTRONIC INDUSTRIES CONTACT PROGRAM ASSESS INVESTMENT
4-5 POSITIVE INVESTMENT PROSPECTS FOR LONGER TERM

MARKETING SUPPORT FOR CDN ELECTRONIC COMPONENT MANUFACTURERS
INCREASED RECEPTIVITY OF JPNS CO. AND COMPETITIVE PRICING HAS

OPENED VARIOUS NEW MARKET OPPORTUNITIES, INCREASE EXPORTS.

CONTACT PROGRAM FOR ELECTRONIC INDUSTRY-NEW ACTIVITY IN CDA
INCREASE KNOWLEDGE LEVELS OF JPNS INDUSTRY OF NEW CDN

DEVELOPMENT

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :520-TOKYO

005-ADVANCED TECH. PROD. & SERV
JAPAN

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1
1. Contact major Japanese companies.
2. Request reports of work. 3. Monitor all
export loans. 4. Organize business advisory groups.
5. Monitor government policy changes, etc.
6. Contact export agencies.

QUARTER: 2
1. Monitor all export loans.
2. Monitor government policy changes, etc.
3. Contact export agencies.
4. Develop new export products.

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :520-TOKYO

002-FISHERIES,SEA PRODUCTS & SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE CDN SEAFOOD UNDER CANADA FOOD FAIR PROGRAM
INCREASED TRADE AND CONSUMER AWARENESS OF CDN SEAFOOD

PROVIDE IMPROVED MARKET INTELLIGENCE INFO TO CDN INDUSTRY
PERMIT INDUSTRY TO MAKE MORE INFORMED DECISIONS

SEEK BETTER MARKET ACCESS FOR IQ ITEMS
EXPANDED EXPORTS OF IQ ITEMS

UTILIZE FISH TRADE ENQUIRY SERVICE
BRING BUYER AND SELLER TOGETHER

IMPLEMENTATION OF \$1.8M CAPELIN PROMOTION CAMPAIGN
EXPAND CONSUMPTION BY 10,000MT IN 3 YEARS

INITIATE MKT DEV'T ACTIVITIES FOR ATLANTIC HERRING ROE
DOUBLE VOLUME IN 5 YEARS

CONDUCT MARKET STUDIES ON SPECIFIC PRODUCTS WITH POTENTIAL
DEVELOP NEW EXPORT BUSINESS

DEVELOP MARKETING STRATEGY FOR B.C. FARMED SALMON
NEW BUSINESS POTENTIAL OF \$10 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Provide market intelligence to Cdn industry.
2. Seek better access for IQ items. 3. Launch
of capelin promo campaign. 4. Capelin mission
to Japan. 5. Promotion of Atlantic lobster.
6. Promotion of surf clam.

1. Survey completed on farmed salmon, research
underway on herring roe. 2. Meetings held with
Japanese, cod & mackerel have access. 3. Launch
in April. 4. Visited in Apr. 5. Campaign under
development. 6. 3 ad agencies to submit proposal

QUARTER: 2 1. Implement capelin promotion campaign

1. \$2.0 million capelin promotion program has
begin.

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :520-TOKYO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

PROMOTE INVESTMENTS BY JPN AUTO PARTS CO.-TECH. TRANSFER
INCREASED EXPORTS AND SUPPLY TO JPNS ASSEMBLY PLASTICS IN

N.A.

JAPAN AUTO AFTERMARKET-STUDY NOW IN PREPARATION (NTS)
PROOF OF SIGNIFICANT OPPORTUNITY FOR CDN AFTERMARKET AUTO

PRODUCTS

AFTERMARKET MISSION TO JAPAN FEB 89
INCREASED EXPORTS

AFTERMARKET MISSION TO CANADA FEB 89
INCREASED EXPORTS

INCREASE NUMBER OF CONTACT CALLS TO JPN AUTO PARTS COMPANIES
10-15 NEW INVESTMENTS/JV OVER THE NEXT 18 MONTHS

ASSIST JPNS AUTO ASSEMBLERS WITH LOCAL PROCUREMENT PLANS

AEROSPACE

CHALLENGER SALES EFFORTS TO COMMERCIAL CUSTOMERS
ESTIMATED SALES OF TWO AIRCRAFT PER YEAR

AIRSHOW CANADA PROMOTION IN JAPAN
SJAC GROUP TO ATTEND

FCX PROGRAM SUPPORT TO CANADAIR
CONTRACT AWARD IN 1990

SUPPORT TO BOEING DE HAVILLAND DASH-8 DEMO FLIGHTS
CIVILIAN SALES OF DASH 300 IN 1991

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :520-TOKYO

009-FOREST PRODUCTS,EQUIP,SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

CONT. EFFORTS TO INFLUENCE REVISION OF BLDG CODES
EXPANDED USE OF DIMENSION LUMBER

CONT. RESEARCH OF MARKET FOR BUILDING MATERIALS
AWARENESS OF THE MARKET FOR CDN PRODUCTS

"CANADIAN VILLAGE" IN KOBE
SECURING AGENTS/DISTRIBUTORS FOR UP TO 15 CANADIAN COMPANIES

TOKYO INTL GOOD LIVING TRADE SHOW, APRIL 28-MAY 3, 1989
INCREASED PENETRATION OF CDN MANUFACTURED WOOD AND BUILDING

HOUSING KIT MISSION TO JAPAN OCTOBER '89.
INTRODUCE CDN MANUFACTURERS TO MARKET REQUIREMENTS AND

MATERIAL PRODUCTS IN JAPAN.

POTENTIAL EXPORT SALES OPPORTUNITIES.

PULP AND PAPER PRODUCTS

SURVEY-PULP & PAPER CO. OVERSEAS INVESTMENT/EXPANSION PLANS
I.D. OF INVESTMENT OPPORTUNITIES FOR CANADA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Home Builders Mission to Canada
- R-2000 Mission to Canada
- Canadian Exhibit at Good Living Show
- Canada Jaapn Housing Committee

H.B. and R-2000 missions to Canada completed;
Canadian exhibit a success at the Good Living
Show; The Canada Japan Housing Committee met.

QUARTER: 2 1. Vancouver Village in Kobe - Opening

1. Opening attracted wide press coverage both
regional and national. Houses were put up
for sale and over 100 offers of purchase per
house were received.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :520-TOKYO

013-CONSUMER PRODUCTS & SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MONTREAL FUR FAIR, MAY 89.

JEWELLERY & GIFTWARE

I.D. BUYERS OF CDN JEWELLERY
TO DOUBLE SALES NEXT YEAR

FOLLOW-UP ON REQUESTS RE IMPORT OF CDN JEWELLERY
TO GET NEW DISTRIBUTORS OUTSIDE OF TOKYO

MEET WITH AGENTS AND REVIEW THEIR IMPORT/DIST. STRATEGY
TO OPEN NEW DISTRIBUTION OUTLETS

ENCOURAGE NEW ENTRANTS INTO THE MARKET
TO INCREASE OUR SALES IF POSSIBLE

MEET WITH LOCAL AGENTS RE PUBLICITY & PARTICIPATION IN FAIRS IN JAPAN
TO INCREASE THE NUMBER OF DISTRIBUTIONS AND GET BETTER KNOWN

KEEP OTTAWA INFORMED OF MARKET EVOLUTION
ATTRACT NEW EXPORTERS

CULTURE INDUSTRIES

CONTINUE TO WORK CLOSELY WITH CDN GROUP RE INDIAN ARTS/CRAFT
TO SELECT ITEMS MOST LIKELY TO FIND ACCEPTANCE IN JAPAN

I.D. GALLERIES THAT MAY SPONSOR CDN ARTISTS (INUIT & INDIAN)
TO INTRODUCE INUIT AND INDIAN ART TO JAPAN

ASSIST LOCAL AGENTS IN THEIR MARKETING EFFORTS
TO OPEN NEW DOORS TO CDN INDUSTRY

INCREASE PUBLICITY OF CDN ARTS/CRAFTS THROUGH TRADE CENTRE
TO CREATE GREATER AWARENESS OF OUR PRODUCTS

ASSIST EXPORTERS TO ORGANIZE SOLO SHOWS
TO STIMULATE INTEREST IN CDN PRODUCTS

USE MAIL ORDER CATALOGUES TO ADVERTISE
TO INCREASE SALES

REPT4D
90/01/23

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

103

POST :520-TOKYO

013-CONSUMER PRODUCTS & SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

UPDATE RESULTS OF CO. THAT ATTENDED TRADE SHOWS LAST YEAR
TO I.D. CLEARLY THE PRODUCTS CANADA SHOULD FOCUS ON

VISIT HOME CENTRE
ESTABLISH NEW CONTACTS

TO LOCATE NEW SPORTS EQUIPMENT AGENTS
TO INCREASE SALES

ENCOURAGE AGENTS OF SPORTS EQPT TO EXHIBIT AT CDN SHOWS
TO INCREASE NUMBER OF DISTRIBUTORS

PROMOTE IDEA OF SELLING CDN DIY PRODUCTS TO JPN HOME BUILDER
TO BOOST SALES OF PRODUCTS

INCREASE THE NUMBER OF BUYERS AT MONTREAL SPORTING GOOD SHOW
TO WIDEN RANGE OF PRODUCTS SOLD IN JAPAN

FURNITURE & APPLIANCES

VISIT DEPT. STORES RE EXHIBITIONS OF CDN PRODUCTS
OPEN NEW SALES OUTLETS

KEEP UP WITH NEW TRENDS IN JPN/CDN FURNITURE INDUSTRIES
TO DETERMINE WHICH SECTOR OF THE MARKET THAT COULD BE OF

INTEREST TO CDN EXPORTERS

FURITURE ASS./MAIN MNFG RE IMPORTING SPECIFIC ITEMS
GET NEW ENTRANTS INTO THE MARKET

PUBLICITY THROUGH TRADE CENTRE CDN RE APPLIANCES
MAINTAIN OUR SHARE OF THE MARKET

MEET WITH AGENTS TO GENERATE INTEREST IN PROMO CDN PRODUCTS
FIND NEW WAYS TO MARKET PRODUCTS

ENCOURAGE CO. TO PARTICIPATE IN FURNITURE SHOW
TO GET NEW EXPORTERS IN JAPAN

ALL SUB-SECTORS

PURSUUE HIGH TARIFFS ISSUE WITH MINISTRY OF FINANCE
SALES COULD MORE THAN DOUBLE IF DUTIES WERE LOWERED

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

POST :520-TOKYO

013-CONSUMER PRODUCTS & SERVICES
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

I.D. POTENTIAL COMPETITIVENESS OF NEW MARKET ENTRIES
TO MAINTAIN/INCREASE OUR SHARE OF THE MARKET

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1
1. Montreal Fur Fair Mission.
 2. Canoe/Kayak Mission.
 3. Regional Shows.
 4. Solo Fur Shows throughout Japan.

1. 15 participants bought for approximately \$2 million.
2. 11 Canadian companies represented.
3. Tokyo, Shimane, Koriyama, Sendai, Morioka, Toyama, Iwate.
4. 17 Shows starting in June.

- QUARTER: 2
1. Carried out survey of marine sports market
 2. Tokyo Int'l Gift Show
 3. Promotion of Embassy services aimed at Jpnse.
 4. Sole fur shows
 5. Vancouver Business Mission

1. Study completed - good potential shown
2. Three Cdn companies represented
3. Production of brochure; increased awareness
4. 18 shows in various parts of Japan
5. Companies introduced to contacts

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
90/01/24

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

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

POST :520-TOKYO

Visit of Hon. Harvie Andre, Minister of Industry, Science &
Technology Canada

Visit of Mrs. Mary Collins, Associate Minister of Defence

Visit of B.C. Minister of Int'l Business & Immigration,
Mr. John Jansen

Visit of Quebec Minister of Industry, Trade & Technology,
Hon. Pierre MacDonald

Visit of Mayor G. Campbell of Vancouver, B.C.

Alberta Tourism Mission

Japan Trade Mission from Saskatchewan

Marine Biotechnology Mission

Visit of Keith Spicer, Chairman of Canadian Radio-Television
& Telecommunications Commission (CRTC)

Visit of Mr. D. Moore, President of Canola Council of Canada

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

POST :531-WELLINGTON

005-ADVANCED TECH. PROD. & SERV
NEW ZEALAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

TELECOM'S REPORT UPDATE. (DONE ONCE ALREADY)
TO KEEP CDN'S AWARE OF OCCURANCES/OPPORTUNITIES IN NEW

ZEALAND.

ON-GOING UPDATE OF MARKET STUDIES
TO ENSURE CORRECT INFORMATION GOES TO CANADIANS.

ON-GOING VISITS TO INDUSTRY IN NEW ZEALAND
CLIENT CONTACT, FEEDBACK, SOURCE OF UPDATE ON NEW ZEALAND

INDUSTRY.

ON-GOING UPDATE OF WIN DATABASE
TO COMPILE DATABASE, CROSS-REF TO APPROPRIATE CANADIAN

COMPANIES.

REPORT ON BROADCASTING DEREGULATION IN NEW ZEALAND
INFORM CANADIANS OF EMERGING OPPORTUNITIES.

VISITS TO INDUSTRY IN CANADA
CLIENT CONTACT.

VISITS TO INDUSTRY IN ISLANDS (TERRITORY OUTSIDE NEW ZEALAND)
IDENTIFY OPPORTUNITIES FOR CDN COMPANIES

ANNUAL STATISTICAL GATHERING - VIA COMPUTER & MODEM
USE OF ELECTRONIC STATISTICS TO COMPILE ANNUAL UPDATED

REPORTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Telecom Mission to New Zealand; Canadian participation in Satellite Seminar; Program of visits to New Zealand industry.

Successful eight person mission from Canada in June; Canadian display at Satellite Seminar and prominent Canadian role in presentations.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :531-WELLINGTON

009-FOREST PRODUCTS,EQUIP,SERVICES
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UPDATE FORESTRY EQUIPMENT AGENTS DATABASE

QUEBEC MISSION, APR 1989

ESTABLISH AGENTS ETC. FOR PARTICIPANTS.

COMMONWEALTH FORESTRY CONFERENCE, SEPT 1989

CONSOLIDATING CDN PRESENCE IN FORESTRY INDUSTRY IN NEW

ZEALAND AND ELSEWHERE.

CEDAR PROMOTION IN ASSOCIATION WITH C.O.F.I., BC

EXPAND OUTLETS FOR CDN CEDAR, HEM/FIR IN NEW ZEALAND.

KIOSK ON LUMBER AT BUILDEX SHOW

EXPANDED RECOGNITION OF CANADIAN LUMBER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Report to Canadian industry on state forest sale; Canadian display at Woodex 89; consolidated contact with industry associations.

Newsletter on NZ forest industry produced and sent widely to Canada industry; successful participation in Woodex 89; concept of Canadian Forestry Award developed and implemented with Forestry Industry Engineering Association.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :531-WELLINGTON

001-AGRI & FOOD PRODUCTS & SERVICE
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON CANADIAN SOLO FOOD FAIR
ONGOING AGENCY RELATIONSHIPS.

FOLLOW UP ON MARCH 89 LD NATHAN IN-STORE PROMOTION
REPORT CONSUMER REACTION TO PARTICIPANTS.

UPDATE PROCESSED FOOD MARKET SURVEY
INFORM CANADIAN SUPPLIERS OF MARKET OPPORTUNITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up in Woolworth In-store promotion and on
Canadian Solo Food Fair.

Reports submitted on Solo Show and planning
begun for next year's Woolworth's Taste of
Canada promotion.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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