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External Affairs and
International Trade Canada

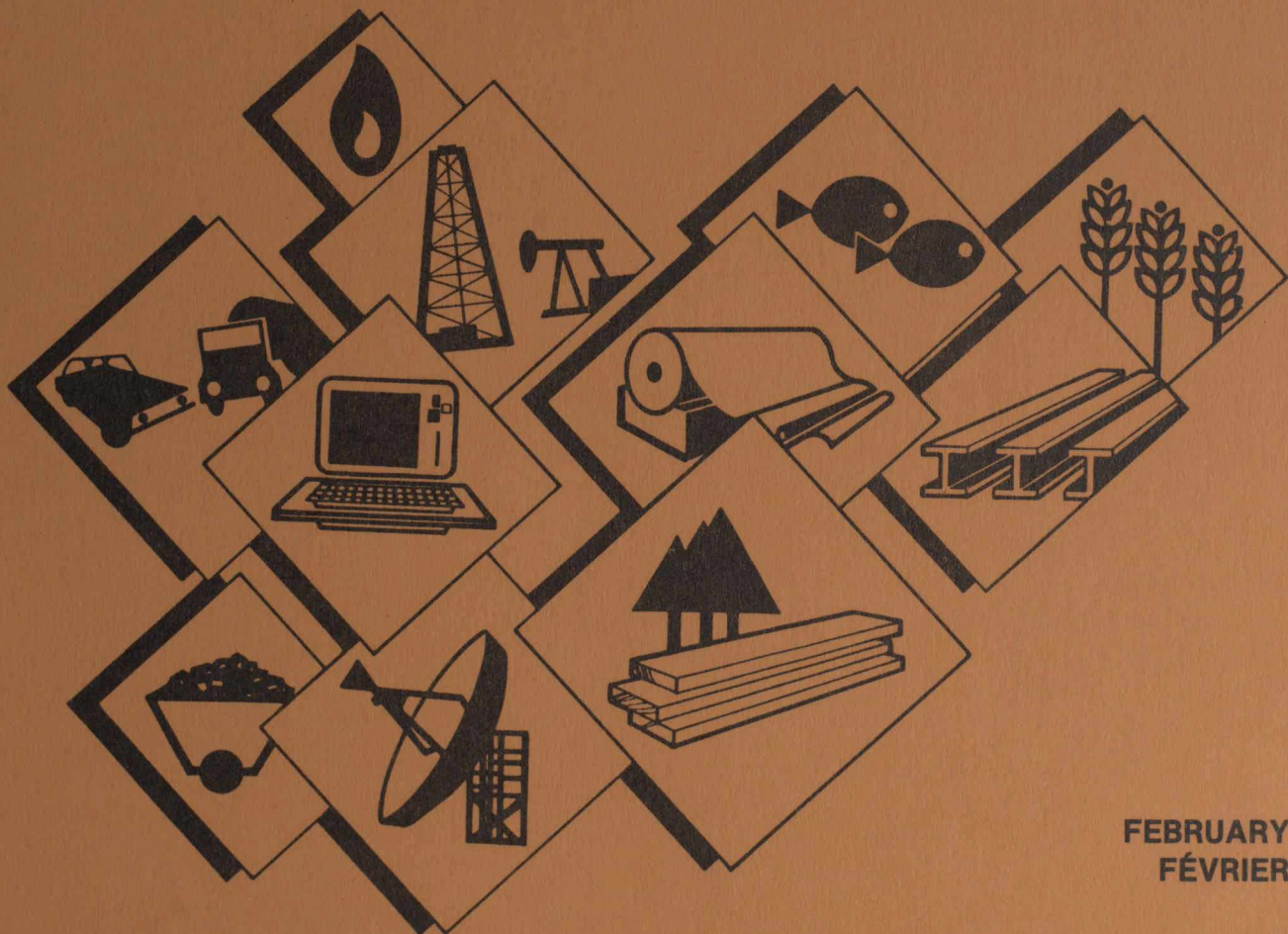
Affaires extérieures et
Commerce extérieur Canada

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

**QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**AFRICA AND MIDDLE EAST
AFRIQUE ET MOYEN-ORIENT**

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



**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 Africa and Middle East, 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 Afrique et Moyen-Orient, 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.

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AFRICA AND MIDDLE EAST
AFRIQUE ET MOYEN-ORIENT

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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 :325-ABIDJAN

005-ADVANCED TECH. PROD. & SERV
IVORY COAST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

OBTENIR PLUS D'INFO SUR PLAN DIRECTEUR NATIONAL DES TELECOM
IDENTIFICATION DES BESOINS EN EQPT INDICATION DU CALENDRIER

PREVU POUR INSTALLATION DES SYSTEMES.

FAIRE INVENTAIRE DES BESOINS EN EQPT DE TELE RURALE DANS
ALERTE INDUSTRIE DU CLAENDRIER POSSIBLE DES AOI

COMPUTERS HARD/SOFTWARE & COMP

OBTENIR PLUS D'INFO SUR PLAN DIRECTEUR NATIONAL D'INFORMATIO
I.D. DES SECTEURS PRIORITAIRES PREVUS, MEILLEUR APPUI/

INTRODUCTION A DONNER AUX FOURNISSEURS CDNS.

I.D. DES PRENEURS DE DECISION DANS SECTEURS RETENUS COMME

APPUYER PROPOSITION DE STAGE AU SGI D'EXPERTS/PERSONNES
MIEUX NOUS POSITIONNER POUR MIEUX APPRECIER DEVELOPMENTS

FUTURS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Du Plan Informatique National 2 secteurs
'promoteurs' retiennent notre attention
-d'informatisation de la gestion municipale
-l'introduction de l'informatique dans le
systeme ducatif

Requete de financement sous Ligne de credit
BOAD/SEE en preparation pour ralisation du
volet gestion municipale

QUARTER: 2 Meme si decisions tardent toujours pour la mise
en oeuvre de projets pilotes dans les 2 secteurs
d'interet du Plan Informatique National.

Avons conseille & appuye SCI/Telemediatique dans
la formulation de requete de financement sous
ligne de credit BOAD/SEE qui devrait etre
presentee bientot.

QUARTER: 3 -----

QUARTER: 4 -----

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AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :325-ABIDJAN

009-FOREST PRODUCTS,EQUIP,SERVICES
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

RECHERCHE DU PLAN NATIONAL DE REBOISEMENT ET PROJETS DE CREAT
IDENTIFICATION DES BESOINS CIBLAGE POUR CIES CDNES.

RECHERCHE DU CALENDRIER D'EXECUTION DE PROJ/REPROD DES SEMIS
IDENTIFICATION DES BESOINS CIBLAGE POUR CIES CDNES.

SUIVI DU PROGRAMME APD DANS LE DOMAINE
EXPLOITER SOURCE DE FINANCEMENT RECOMMANDER PARTENARIAT

POSSIBLE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Affectation de conseiller technique cdn aupres
du ministre responsable du secteur devrait aider
a identification de calendrier d'execution des
projets de reboisement/gestion dans Plan
National.

Appuyons etude de faisabilite de projet de co-
entreprise pour production de semis pour rebois-
ement (transfert technologique gestion &
formation).

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 :325-ABIDJAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRANSMISSION

FINANCEMENT DIT "PRET STRUCTUREL" DE RESTRUCTURATION DE GEST POURRAIT AIDER A MIEUX NOUS POSITIONNER POUR VENTES FUTURES
PRESTATION DE SERVICE DE CONSULTANT EN GESTION/INFORMATIQUE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Suivi de mission exploratoire pour valuer -Attendons rsultats des discussions du rapport
 besoins de convertisseurs de phase,+ pompe a eau final avec ACDI pour valuer march possible
 suite au projet "contres-araignes"'. et dveloppe strategie pour pnter march.
 -Fournir consultant la DGCTX pour le -Hydro Qubec Int'l vient de mobiliser un
 Programme National d'nergie. consultant pour un contrat de 2 ans la DCGTX.

QUARTER: 2 Conflit d'autorite & manque de ressources finan- Suivis effectifs demeurent sans resultat
 cieres dans ce secteur; serait privilegie dans notable; attendons deblocage des fonds.
 negociations FMI/BM pour developper nouveau pro-
 gramme des prets d'ajustement structurel du
 pays.

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 :325-ABIDJAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

SUIVI DES RECENTS ACHATS D'EQPT D'EXPLO & ANALYSE EN LAB EQPT.
IDENTIFICATION DE BESOINS FUTURS EN PERSONNES-RESSOURCES ET

SUIVI SUR PROJET DE CO-ENTREPRISE CDO-IVOIRIEN POUR EXPLOITE EQPT.
IDENTIFICATION DE BESOINS FUTURS EN PERSONNES-RESSOURCES ET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Un troisieme projet de dveloppement
d'exploitation minire vient d'intresser un
autre groupe Cdn

Appui initiative mais demeurons inquiets
de perdre credibilit auprs d'autorit locale
devant rsultats qui tardent a se matrialiser

QUARTER: 2 Societe mixte canado-ivoirienne devrait etre
constituee bientot pour exploitation miniere de
gisement aurifere, les travaux de pre-production
d'exploitation devraient entrainer des investis-
sements de l'ordre de 6m\$ sur 2 ans.

Avons favorise a maintes reprises contacts entre
les parties pour que les negociations finalement
aboutissent a un accord. Attendons rsultats.

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 :325-ABIDJAN

Suivi des invitations de TEMIC pour Prog. pour cadres super-
ieurs en gestion de Telecom 11-29 Sept.
Alerter les 5 fournisseurs sur liste A/O de consult'n de
prix pr engrais a CIDT, faire repres'n pr que date limite
Preparation de visite du Ministre d'Agriculture au Canada.

Conversion de position de secretaire (description de tache
et recrutement de ERP).

Suivi re visite de dignitaires locaux a Conference Mondiale
de l'Energie Mtl 17-22 Sep.

Preparation de briefing re visite de Ministre des relations
exterieures & developpement int'l (MINE).

Suivi des invitations de Bureau de Promotion du Commerce Cda
(candidats du Mali/Niger/B.F.).

Assurer interimaire apres la demission du Directeur Cdn a
BAFD.

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

AIRCRAFT ASSEMBLY

HANGAR MAINTENANCE

AIRCRAFT SALES & PARTS

OTHER MAINTENANCE SERVICES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Promote sales to Ethiopian Airlines. - Follow up purchase of used aircraft by Cdn firm. -Follow up African Regional Airline "Great Lake District" project with Uneca. - Follow up Road Maintenance Project with ETCA

QUARTER: 2 Provide assistance to Cdn companies to promote sales to Ethiopian Airlines (EAL).

QUARTER: 3 -----

QUARTER: 4 -----

-More sales of parts & services to EAL anticipated. - Made initial contacts with Eth Gov't officials. - Cdn firm submitted proposals; results awaited. - Prequalification Notice awaited.

Requirement for another test cells being pursued with EAL.
Sales of aircraft parts and services.

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POST :301-ADDIS ABABA

015-CONSTRUCTION INDUSTRY
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARCHITECT, CONS, CONSUL, SERV

SALES OF MACHINERY
UNDER NEGOTIATION

SPARE PARTS
UNDER NEGOTIATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

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
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POST :301-ADDIS ABABA

001-AGRI & FOOD PRODUCTS & SERVICE
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Arrange visit for Gov't officials to witness Cdn expertise in Woody Biomass

Visit took place and Cdn firm negotiating contract on Woody Biomass Project.

QUARTER: 2 Investigate opportunities for potential equipment and services sales relating to Gov't Agricultural projects.

Contact maintained with Gov't officials at MOA.

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) participation au Salon National Elevage
b) mission agricole au Canada
c) analyse potentiel services
d) visite ambassadeur au Ministere Agriculture
actuellement Pres. Commission Mixte Cdn-Ag,

a) potentiel important identifie
b) un projet en discussion, potentiel sectoriel identifie
c) potentiel restreint, a poursuivre
d) suivi/promotion plusieurs dossiers

QUARTER: 2 a) rapport Agri-Alimentaire en Afrique
b) mission agricole au Canada
c) visite ambassadeur au Ministere Agriculture
actuellement Pres. Commission Mixte Cdn-Ag,
d) ligne de credit BEL revolving

a) important surveil & analyse des marches prioritaires pour le Cdn. b) Visite & contact important de Bie du 750 Millegrammes. c) Suivi dossier des Cereales. d) visite & contact de Lait de 4 millions. e) contre Bie & produits PVS (lign produits

QUARTER: 3 -----

QUARTER: 4 -----

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

005-ADVANCED TECH. PROD. & SERV
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Follow up WB financed telecom projects and
provide info and assistance to Canadian firms.

Tenders for supply of Telecom eqpt. being
pursued.
Follow up computer and remote sensing projects.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :326-ALGIERS

001-AGRI & FOOD PRODUCTS & SERVICE
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUER LES CONSULTATIONS AVEC LES EXPORTATEURS.
OBTENIR DE NOUVEAUX MARCHES.

MISSION AGRICOLE ET BETAIL (BOVIN LAITIER)
PENETRATION DU MARCHÉ

REVOIR PROGRAMME POUR LA QUALITE DES OEUFS DE POUSSINS FERTILITE
PENETRATION DU MARCHÉ. VOIR NIVEAU D'ECLOSION ET DE

MISSION ET SEMINAIRE TECHNIQUE POMME DE TERRE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) participation au 3e Salon Petits Elevages
b) mission avicole au Canada
c) analyse potentiel ventes tabac
d) visite Ambassadeur au Ministre Agriculture
actuellement Pres. Commission Mixte Cda-Alg.

a) potentiel important identifie; sera suivi
b) un projet en discussion, potentiel sectoriel
identifie
c) potentiel restreint, a poursuivre
d) suivi/promotion plusieurs dossiers

QUARTER: 2 a)rapport Agro-Alimentaire en Algerie
b)commission canine du Ble. c)Visite Ambassadeur
au D.G. de QAIC. d) Commission canadiennes du
Lait.
e) Ligne de credit SEE Revolving

a) Important survol & analyse des marches prio-
ritaires pour le Cda. b) Vente & contrat impor-
tant de Ble dur/50 MilleTonnes. c) Suivi dossier
des Cereales. d) vente & contrat de Lait de 4
millions. e)contr boie & amiante 99% lign credit

QUARTER: 3 -----

QUARTER: 4 -----

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90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :326-ALGIERS

005-ADVANCED TECH. PROD. & SERV
ALGERIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

VISITES AU CANADA DES PRENEURS DE DECISIONS ALGERIENS.
MAINTENIR RELATIONS. NEGOCIATION DE CONTRACTS. VENTES

EVENTUELLES.

VISITE ALGERIENNE AU CANADA A HAUT NIVEAU
FAMILIARISATION - COOPERATION PLUS INTENSE

VISITE CANADIENNE EN ALGERIE A HAUT NIVEAU
SOUTIEN DES ACTIVITES. PROMOTION GENERALE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) discussions et promotion du secteur a tous
les niveaux y compris ministeriel

a) discussions avancent lentement mais d'une ma-
nere prometteuse sur "partenariat" d'ensemble;
un projet important au stade de negociations;
projet pilote telefonie rurale complete

QUARTER: 2 a) Presentation du DMS au MPTA par BCI/Northern
b) Visite communications Canada
c) Envoi 2 techniciens du Min. Interieur pr re-
soudre problemes avec RACE.

a) Interet dans le DMS
b) Revue Cooperation et commerciale
c) solutionner probleme

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :326-ALGIERS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

MISSION FERROVIAIRE
PERSUADER ALGNS DE LA COMPETENCE ET COMPETITIVITE DES

CANADIENS

CONTINUER PROMOTION SECTEUR FERROVIAIRE (LOCOMOTIVES ET SER)
VENTES EN 1989

JOURNEE TECHNIQUE EN ALGERIE SECTEUR FERROVIAIRE
DEMONTRER QUALITE DES PRODUITS ET SERVICES CANADIENS

SEMINAIRE UN JOUR: AERONEFS
ATTEINDRE TOUS LES CLIENTS POTENTIELS VENTES EVENTUELLES

VISITE FORCES AERIENNES: AERONEFS
ETABLISSEMENT D'UN CLIMAT DE CONFIANCE. VENTES EVENTUELLES

DEMONSTRATIONS DE PRODUITS
FAMILIARISATION - ETABLISSEMENT D'UN CLIMAT DE CONFIANCE -

VENTES

VISITES D'ALGERIENS AU CANADA
FAMILIARISATION - ETABLISSEMENT D'UN CLIMAT DE CONFIANCE -

COOPERATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) terrestres: 3 grands projets de cooperation
commerciale et industrielle en discussion
b) aerien-aeronefs

a) projets avancent bien et possibilite de con-
cretisation en 1989
b) 3 helicopteres vendus et livres

QUARTER: 2 a) Ferroviaire: grands projets de coop et com
en discussion pour voiture de banlieu & autre
b) Aeronautique:-Mission aligne a 27eme Conf de
l'ACI a Mtl. c) Negociation contrat important
pour rev/reparation des moteurs ALLISON(C-130)

a) discussion avance bien, possibilite de con-
cretisation des projets 1989/90
b) Programme de rencontres avec fournisseurs
cdns
c) signature de contrat eventuel

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :326-ALGIERS

014-EDUCATION, MEDICAL, HEALTH PROD
ALGERIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

ACTIVITES DE VENTES D'EQUIPEMENT
VENTES D'EQUIPEMENT EN 1988/89

PRODUITS PHARMACEUTIQUES
VENTES DE PRODUITS PHARACEUTIQUES

JOURNEE TECHNIQUE EN ALGERIE SECTEUR EQUIPEMENT
AUGMENTER CONSIDERABLEMENT NOTRE CHIFFRE D'AFFAIRES

ECHANGES DE VISITES / PRENEURS DE DECISION
FAMILIARISATION / PROMOTION GENERALE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) questionnaire produits et Equipements pharma-
ceutiques et veterinaires a EXT/TAR
b) ventes d'equipements educatifs

QUARTER: 2 a) Discussion de travail entre Ambassade et spe-
cialistes algs medicals
EDUCATION: a) suivi normal des nombreuses con-
sultations.

QUARTER: 3 -----

QUARTER: 4 -----

a) premiere etape d'identification du potentiel
b) projets importants en negociation avancee

a) potentiel dans quelques secteurs identifies,
seront suivis.
EDUCATION: a) augmentation des ventes d'equipe-
ment didactiques

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :326-ALGIERS

011-OIL & GAS EQUIPMENT, SERVICES
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CERI CONFERENCE
RAPPROCHEMENT CDA/ALGERIE SECTEUR GAZ

PARTICIPATION AU NPS
FAMILIARISATION AVEC CAPACITES CNDNMS CONTRATS EVENTUELS

JOURNEES TECHNIQUES
PLAN D'ACTION POUR SOCIETES CDNES Y COMPRIS TRANSFERT

OUVERTURE D'UN BUREAU DE LIAISON
MEILLEUR SUIVI DES DOSSIERS ET DES OPPORTUNITES. PRESENCE

VISITE ALGNE QU CANADA A HAUT NIVEAU
FAMILIARISATION COOPERATION PLUS INTENSE

VISITE AU NIVEAU DES GOUVERNEMENTS PROVINCIAUX
FAMILIARISATION AVEC POTENTIEL DU MARCHE.

TECHNOLOGIQUE

LOCALE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) delegation Sonatrach, ENTP, ENAFOR a Intercan /Edmonton
b) forage/production

a) Mission s'est tres bien deroulee, nos efforts dans ce secteur en furent bien avances
b) contrats en voie de finalisation pour de l'equipement et services

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :326-ALGIERS

010-MINE,METAL,MINERAL PROD & SRV
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

LE CDA FAIT PLUSIEURS ETUDES AFIN DE PENETRER LE MARCHÉ
DEFINIR LE MARCHÉ ET LES PROJETS

SUIVI MISSION ALBERTA 1987 POUR LE SECTEUR.
CONTINUER A FAIRE CONNAITRE LES SOCIETES ET EXPERTS CDNS

JOURNEE TECHNIQUE DANS LE DOMAINE DES SERVICES ENGINEERING
DEMONTRER COMPETENCE ET QUALITE DES SERVICES ET EQUIPEMENTS

DANS LE DOMAINE

CANADIENS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) promotion ventes d'amiante
b) etude de marche et de reglementation de
l'amiante
c) projet miniers - developpement de l'exploita-
tion

a) ventes progressent, contrats signes
b) assoc'n d'amiante tres reconnaissante
c) discussions continuent, projets devraient
aboutir en 1989

QUARTER: 2 Lac d'Amiante

Contrat amiante signe avec ERCC,ERCO,ERCE
16 millions

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 :326-ALGIERS

Participation au Salon International Medical - Prise de
contact aupres de societes alignnes et corps medical.
Visite de Madame Bacon, Vice-Ministre de la Culture et de
l'Environnement - Revoir dossier culturel et commercial

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 :340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

WESTBRUNE DRILLING/NRA CONTRACT
NEW AGREEMENT FOR RIG LEASE - \$5M

EXTENSION OF P.C.I.A.C. PROJECT
ADDITIONAL WORK UNDER \$ 13 M GRANT

MULTINATIONAL CONCESSION AGREEMENT WITH JORDAN
PRESENCE OF CDN RISK CONTRACTOR IN JORDAN

GAS UTILIZATION STUDY: RISHA REGION
CDN INVOLVEMENT IN JORDAN'S GAS DEVELOPMENT

TAR SANDS AND OIL SHALE DEPOSITS : DEFINITION
IMPORTANT RESOURCE DEVELOPMENT PROJECTS WILL NEED CONSULTING

EXPERTISE IN DEFINITION PHASE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support and promotion of Canadian expertise in seismic acquisition through presence of large Canadian crew in region under auspices of PCIAC project

Visit by President of Canadian seismic contractor; progress in negotiations for possible joint venture with Syrian client. Review of Jordan program under PCIAC with Natural Resources Authority (NRA)

QUARTER: 2 1. Risha Gas Utilisation Study.

1. Project has been delayed pending further assessment of Jordanian Gas deposits by local authorities.

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 :340-AMMAN

005-ADVANCED TECH. PROD. & SERV
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

- AWARD OF CONTRACT: TCC PROCUREMENT PROGRAM
CONTRACTS OF OVER \$50 M TO CDN EXPORTERS
- RE-STRUCTURING OF TELECOM CORPORATION (TCC)
PRIVATIZATION WILL REQUIRE MANAGERIAL SERVICES
- INTRODUCTION OF CDN COMPUTER CAPABILITY IN REMOTE SENSING
NEW MARKET FOR SOFTWARE APPLICATIONS
- INTRODUCTION OF PRIVATE PAGING SYSTEM IN JORDAN
EQUIPMENT & SERVICES SUPPLY OPPORTUNITY
- SUPPORT PRIVATE SECTOR EFFORT IN X25 PROTOCOL MARKETING
CDN INVOLVEMENT IN PACKET SWITCHING DEVELOPMENT
- FOCUS ON DATA TRANSMISSION APPLICATION IN SECTOR
IDENTIFY NEW SALES OPPORTUNITIES FOR CDN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support marketing efforts of Canadian suppliers with key Jordanian public and private sector telecom buyers

Participation by TCC director Planning in Temic 89; sales of \$375,000 of Canadian telecomm and computer equipment to Jordanian clients during quarter

QUARTER: 2 1.Support and promotion of CDN expertise with key local clients.

1. Major client, TCC, has experienced budget cut and sales will be increasingly difficult. In this quarter, post visited several non-TCC end users in support of Cdn exporters. Sales of C\$ 500,000. were recorded and more expected

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 :340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANADA-JORDAN LENTIL MECHANIZATION PROJECT
SUCCESSFUL DEMONSTRATION OF CDN DRYLAND FARMING TECH;EQUIP-

MENT SALES

CERTIFICATION OF ADDITIONAL CDN SEED POTATO VARIETIES
3 NEW TYPES TO BE APPROVED IN 89-90

AGRI-CHEMICALS PRODUCTION JOINT VENTURE (PRIVATE SECTOR)
CONSTRUCTION OF LOCAL PLANT USING CDN TECHNOLOGY

SOUTHEAST CEREAL GRAINS PROJECT
AWARD OF MANAGEMENT CONTRACT TO CDN CONSULTANT

INTRODUCTION OF 6 NEW SEED POTATO VARIET.FOR PHASE I TRIALS
CERTIFICATION FOR IMPORT IN 1991 (2 YEAR PROGRAM)

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

- QUARTER: 2 1. Introduction of Cdn Seed Potato varieties to Jordanian Market
- 2. Lentil Mechanisation Project
- 3. Feed-Mill Implementation

- 1. Post has visited appropriate authorities to ensure successful distribution & testing.
- 2. Post has worked closely with CDN & local agency to monitor implementation
- 3. Post is liaising with local contacts

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 :340-AMMAN

003-GRAINS AND OILSEEDS
JORDAN

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 SUPPORT OF EXPORT PROMOTION PROGRAM MONITORING OF EXPORT PROMOTION PROGRAM

QUARTER: 2 SUPPORT OF EXPORT PROMOTION PROGRAM MONITORING OF EXPORT PROMOTION PROGRAM

QUARTER: 3 SUPPORT OF EXPORT PROMOTION PROGRAM MONITORING OF EXPORT PROMOTION PROGRAM

QUARTER: 4 SUPPORT OF EXPORT PROMOTION PROGRAM MONITORING OF EXPORT PROMOTION PROGRAM

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 :340-AMMAN

014-EDUCATION, MEDICAL, HEALTH PROD
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

PALESTINE HOSPITAL NEUROLOGY CENTRE PROJECT
VISIBLE CDN PRESENCE IN DEVELOPMENT OF LOCAL NEUROLOGICAL

CARE.

AL-BASHIR CANCER CENTRE PROJECT
CDN COBALT THERAPY UNITS NOW WORKING IN JORDAN; ADDITIONAL

SERVICE REQUIREMENTS

ESTABLISHMENT OF ACCC REGIONAL OFFICE
THREE (3) TRAINING PROJECTS APPROVED FOR JORDAN

FOLLOW-UP TO JUNE '88 EDUCATION AND TRAINING SERVICES MISSION
IDENTIFICATION OF NEW TRAINING PROJECTS FOR PURSUIT BY CDN

EXPORTERS

CDN PRIMARY HEALTHCARE PROJECT-MINISTRY OF HEALTH
INTROD OF CDN EXPERT. TO MIN IN ASSESSING REQUIR OF REG'L

PRIMARY HEALTHCARE CENTRES; IDENT. OF FUTURE EQUIP. & SERV. REQ.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Utilization of CIDA Institutional Cooperation
program as mechanism for enhanced market partici-
pation by Canadian educational institutions and
training organizations.

Visit to Cda by DG Vocational Training Corp. and
Director Occupational Safety and Health Institu-
te; visits to Jordan by reps of McGill, univers-
ity of Windsor and NB Community College to refi-
ne Institutional projects and proposals

QUARTER: 2 1. Primary Health Care Project

1. CDN consultant has begun work with assistance
from Embassy. World Bank funding for large
scale primary health care project is close to
being finalised giving CDN companies favourable
position when WB project implemented.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
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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 :340-AMMAN

- A. Program Manager turnover included in-depth program overviews including sectoral and program reports.
- B. King Hussein Visit to Canada preparations required heavy input from commercial section including background briefs.
- C. EDC marketing visit preparation and reporting included arranging schedule and hospitality.
- D. World Energy Conference: Jordan sent large delegation which required substantial post assistance.
- E. Canada Day Reception involved heavy input from Commercial Section and served to reinforce business contacts.
- F. Visit by senior Petro-Canada officials and arrival of new resident manager which is key element of energy TID program
- G. Agro-dev opening of regional office in Amman was assisted by Commercial Section.
- H. Protein Food production facility was reactivated under CDN management with assistance fm commercial staff.
- I. TEMIC seminars in Montreal required substantial input from post to identify and invite local candidates.
- J. Economic Reporting given evolving economic realities in Jordan.

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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 :346-BAGHDAD

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

IDENTIFICATION OF OLD MODEL AUTOMOTIVE PARTS EXPORTERS
INCREASED PURCHASING FROM CANADA

AUTO PARTS MISSION TO BAGHDAD, BASRAH, OCT 89
INCREASE PURCHASING FROM CANADA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -ASSIST BOEING CANADA,DE HAVILLAND DIVISION WITH
DASH 8 CONTRACT.
-ASSIST GE LOCOMOTIVES CANADA WITH RAILWAY
PROJECT.

A-NEGOTIATIONS IN PROCESS,CONTINGENT ON
FINANCING.
B-GE VISITED IRAQI RAILWAYS TO CLEAR SPARE PARTS
ISSUE,OPENING WAY FOR FURTHER NEGOTIATIONS.

QUARTER: 2 -ASSIST BOEING CDA,DE HAVILLAND DIV WITH DASH 8
CONTRACT.
-ASSIST GE LOCOMOTIVES CANADA WITH RAILWAY
PROJECT.

A-BOEING TEAM TRYING TO ARRANGE FINANCING;WILL
VISIT BAGHDAD FOR FINAL NEGOTIATIONS NEXT
QUARTER.
B-NO ACTIVITY THIS QUARTER.

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 :346-BAGHDAD

011-OIL & GAS EQUIPMENT,SERVICES
IRAQ

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OIL AND GAS MISSION PROPOSED
HEIGHTEN AWARENESS OF CDN CAPABILITY

IDENTIFY REQUIREMENTS OF IMPORTERS SINCE CEASE-FIRE
ENSURE MORE CDN COMPANIES ENTER MARKET

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

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 :346-BAGHDAD

012-CHEM PROD & PETROCHEM,EQP,SERV
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SURVEY OF IMPORT REQUIREMENTS
IDENTIFICATION OF REQUIREMENTS

PROPOSED PETROCHEMICALS MISSION TO IRAQ, SEPT 89
INCREASED AWARENESS OF CANADIAN CAPABILITIES

PLASTEX 89 - INCOMING BUYERS TORONTO JUNE 89
FIRST SALES OF CANADIAN MACHINERY

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 :346-BAGHDAD

016-INDUSTRIAL MACHIN,PLANTS,SERV.
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SURVEY OF INDUSTRIES RECENTLY PRIVATIZED
IDENTIFICATION OF REQUIREMENTS AND HEIGHTEN AWARENESS OF CDN

CAPABILITIES

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 :346-BAGHDAD

013-CONSUMER PRODUCTS & SERVICES
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

IDENTIFICATION OF IMPORTERS WITH FOREIGN FUNDS
PROMOTION OF CANADA AS SOURCE

PROPOSED TRADING HOUSE MISSION
ESTABLISH APPROPRIATE LINKAGES BETWEEN IRAQI BUYERS AND

ACTIVE EXPORTERS

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 Assist AECL to conclude arrangements to bilateral treaty covering nuclear cooperation.
- Assist AECL to participate in tender for 50 MW research/industrial power reactor.

QUARTER: 2 Provide AECL with necessary info on tendering procedure for experimental reactor/coordinate for visit of client. Identify opportunities for C&I in Cairo West Power Plant project for water treatment personnel.

QUARTER: 3 -----

QUARTER: 4 -----

- Submitted memoranda through RFA and for Nuclear Power Plants Authority approval.
- Obtained tender docs and background data for AECL to prepare a bid.

Assisted AECL in reaching decision re how to submit offer. Visited client & completed background data & identified competitors. Obtained specs prior to announcement of tender. Flagged opportunity to C&I days.

REPORT 4A
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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 :346-BAGHDAD

- OUTGOING SILO MANAGEMENT COURSE TO WINNIPEG DURING SEPTEMBER 1989.
- CO-ORDINATING MISSION TO CANADA BY MEMBERS OF ARAB FEDERATION FOR FOOD INDUSTRIES.
- ARRANGED MISSION FROM STATE ENGINEERING CO.FOR INDUSTRIAL DESIGN & CONSTRUCTION TO VISIT PRO-ECO.
- ORGANIZED MISSION FROM AL-HURRIYAH PRINTING HOUSE TO VISIT PAPER MILLS IN CANADA.
- ORGANIZED VISIT TO CANADA BY MINISTER OF OIL IN CONJUNCTION WITH WORLD ENERGY CONFERENCE.
- ORGANIZED MISSION FROM MINISTRY OF INDUSTRY TO VISIT GM FOR NEGOTIATIONS ON CIERA CONTRACT & ASSEMBLY PROJECT.

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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 :341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT BABCOCK & WILCOX 300MW BOILER BID FOR ASYIUT HYDRO
\$35 M CONTRACT

SUPPORT MOMENCO ENGINEERING SUBCONTRACT BID FOR ESNA HYDRO
\$35 M CONTRACT

SUPPORT CDA WIRE, ET AL EXECUTION OF SMOUBRA & DAMANMOUR PJT
ENHANCE CDN PROSPECTS TO BID FOR UNITED PROJECTS

UPDATE SURVEY OF MKT PROSPECTS & AGENTS
BETTER DEFINE SPECIFIC REQUIREMENTS & AGENTS ABLE TO PROMOTE

ENSURE RANGE OF EQUIP SUPP PLUG INTO UPCOMING AFDB&IBRD PROJ
GET MORE CDN SUPPLIERS PREQUALIFIED TO BID IN 89

DETERMINE IF GOE TO SEEK FUNDS FOR 1ST NUCLEAR PLANT
ENSURE ATOMIC ENERGY OF CDN IS WELL POSITIONED TO BID

DETERMINE IF GOE TO STUDY TRANSMISSION LINES WITH ZAIRE
PLUG CONSULTANTS INTO PREQUALIFICATION & BIDDING

CDA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist AECB to conclude amendments to bilateral
treaty covering nuclear coop
- Assist AECL to participate in tender for 50 MW
research/mini power reactor

- Submitted amendments through MFA and for
Nuclear Power Plants Authority approval.
- Obtained tender docs and background data for
AECL to prepare a bid.

QUARTER: 2 Provide AECL with necessary info on tendering
procedure for experimental reactor/coordinate
for visit of client. Identify opportunities for
Cdn coy in Cairo West Power Plant project for
water treatment portion.

Assisted AECL in reaching decision re how to
submit offer. Visited client & completed back-
ground data & identified competitors. Obtained
specs prior to announcement of tender. Flagged
opportunity to Cdn coys.

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 :341-CAIRO

009-FOREST PRODUCTS,EQUIP,SERVICES
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

ON GOING INTRO OF LUMBER,NEWSPRINT EXPORTERS TO IMPORTERS
EXPAND CDN SALES TO \$40M

ENCOURAGE CDN TO EXPAND VOL LUMB & PAPER NEWSPRINT SALES
EXPAND SALES & CONSOLIDATE CDN HOLD ON LONG TERM MKT AS

ENCOURAGE LUMB PRODUCERS TO EXPAND INTO METRIC SPECS
EXPAND SALES INTO METRIC HALF OF MKT NOT EXPLOITED BY CDA

REINTRODUCE CDN FINE PAPER PRODUCTS
ESTABLISH A NEW COMMODITY MKT

IMPORTERS. SHIFT TO INCREASE BUS THROUGH REEXPORTING 10% PUR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continue to coordinate follow-up between lumber importers & Cdn suppliers to assure continuity of Cdn exports to that market. - Follow-up the idea of Egyptians purchasing lumber mission to Cda in order to inspect/buy redwood subst.lumber

Follow-up & mkt situation reports telexed to BPIB & COFI resulted to sale of 10,000 CuM. Better understanding of local mkt highlighted Egyptian magnitude which resulted to Chairman BPIB visiting Egypt in July 89.

QUARTER: 2 Follow-up on lumber strategy report:(a)for establishment of new J/V coy to resaw Canadian lumber. (b)for lumber mission to Canada. Spotted 2 tenders to supply pulp.

Coy established & Vice Chairman visiting Cda to sign LTA for lumber supplies, resulted in sale of 10,000 CuM. Mission proceeding to Canada Oct.16 to 27/89. Alerted Cdn coys who bid & sold 3,000 CuM.

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 :341-CAIRO

003-GRAINS AND OILSEEDS
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

CEREAL GRAINS

SUPPORT GOVT EFFORTS TO CERTIFY CANOLA FOR CONSUMPTION
GET CANOLA OIL SPECIFIED IN GOVT TENDERS

IDENTIFY PROSPECTIVE EGYPTIAN CANOLA FARMERS
INTRODUCE CDN CANOLA FARMING EXPERTISE

SUPPORT GEFCO TO PRIVATELY IMPORT & BOTTLE CANOLA
ESTABLISH CANOLA IN SUPERMKTs TO INDUCE CDNS TO SIGN-UP

ENCOURAGE CANOLA COUNCIL TO INCLUDE CAIRO IN FEB/89 MISSION
FACILITATE SPECIFICATION OF CANOLA & STIMULATE FARMERS

GET AG CDA TO INC. EGYPT IN 1989 ANIMAL FEEDS TECHNICAL SEM
ACCELERATE ACCEPTANCE OF CANOLA MEAL AS FEED & STIMULATE

GRAIN HANDLING EQUIPMENT

INTRODUCE CDN SILOS SUPPLIERS TO LOCAL REPS FOR CIDA TENDER
ESTABLISH NEW CDN SUPPLIERS IN MKT FOR FURTHER PROJECTS

SUPPORT CIDA PROPOSAL TO SUPPLY WHEAT AS 1989-90 FOOD AID
KEEP CDN GRAIN MERCHANTS INVOLVED IN MARKET

GET AG CDA TO INC. CAIRO IN 1989 ANIMAL FEEDS TECH SEM
SUPPORT INTRODUCTION OF BARLEY TO REPLACE CORN AS ANIMAL

CONVINCE GOVT TO TENDER FOR BARLEY INSTEAD OF CORN
ESTABLISH NEW COMMODITY MKT

INTRODUCE BARLEY EXPORTERS TO CASH-PAYING PVT IMPORTERS
ESTABLISH NEW COMMODITY MKT

MORE AGENTS

INTEREST

FARMING

FEED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Follow-up on seed potatoes trials.

QUARTER: 3 -----

QUARTER: 4 -----

Official trial results obtained & faxed to Potatoes Canada. Two cdn varieties registered for next tender paving the way for the first large commercial sale of seed potatoes to Egypt.

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 :341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UPDATE AGRICULTURAL SECTOR REPORT
FLAG BEST PROSPECTS TO CDN SUPPLIERS, & UPGRADE PROMOTION

HELP ARRANGE LOCAL 89 FIELD TRIALS OF CDN SEED POTATOES
SATISFY GOVT 1989 TENDER PREREQUISITE OF OPEN MKT FOR POT-

EXPLORE OPTIONS TO FINANCE TOBACCO
ESTABLISH A NEW LONG-TERM MARKET
SUPPORT INTERCAM PROPOSALS TO JOINT-VENTURE IN JUICE PROD.
\$2 M CONTRACTS & ASSIST DEVELOPMENT OF EGYPTIAN FOREIGN

MINI-SURVEY OF EXPANDING DAIRY INDUSTRY
CONFIRM CDN COMPETITIVENESS & PROSPECTS IN ORDER TO RESTIM-

LAUNCH PROMOTION OF SEMEN & EMBRYO TRANSPLANTS
REINTRODUCE CDN EXPERTISE & GAIN ACCEPTANCE OF REPUTATION

INTRODUCE PRIVATE IMPORTERS OF LENTILS & LINSEED
REINTRODUCE CDN SUPPLIERS ON LONG-TERM BASIS

IDENTIFY LAND RECLAMATION PROJECTS FUNDED BY IBRD & ARABS
PLUG-IN CDN FARM CONSULTING SERVICES WITH EQUIP PACKAGES

ATOES CDA

EXCHANGE EARNINGS.

-ULATE CDN MARKETING

FOR BREEDING EXPERTISE

TO FOLLOW

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Spotted local coys request for skim milk & but-
ter.
Spotted IBRD loan to establish a private plant
for fruits & vegetables processing.

Letter of intent issued for the sale of 2000tons
skim milk.
Cdn coys advised of tender, one of which expres-
sed interest & purchased tender documents.

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 :341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

PETROLEUM AND PRODUCTS

CONFIRM PROJECTS REQS FOR BALANCE OF 5 YR PLAN
SECURE INCLUSION OF INTERESTED COYS ON BIDDERS LISTS.

CONFIRM FUNDING FROM IBRD, EGY PUB SECTOR & FOR CORPS
IN SPITE OF UNAVAILABILITY OF CDN GOVT SPONSORED CREDITS,

FOCUS CDN COYS ON VIABLE MKT PROSPECTS

PREPARATION OF A MKT REPORT
GENERATE CDN INTEREST IN EGYPT. ESTABLISH MARKETING STRATEGY

SUPPORT ECOLE DES HAUTES ETUDES COMM. RECRUITMENT EFFORTS
UTILIZE EGYPT PRESENCE IN MTL TO INTRODUCE THEM TO CDN

COYS & TECHNOLOGY.

ENCOURAGE CDN COYS ON ALTA M.E. MISSION TO VISIT EGYPT
INTRODUCE CDN COYS TO MAJOR FOREIGN & EGYPT PLAYERS. ACCELER

-ATE THE DEVELOP OF MKT LEADS IDENTIFIED BY THE EMBASSY.

MACHINERY AND EQUIPMENT

COMPLETE A DEFINITIVE ASSESSMENT OF MKT OPPORTUNITIES
MATCH CDN SUPP WITH LOCAL REPS & SECURE INCLUSION OF CDN

COYS ON BIDDERS LISTS

ENCOURAGE PICO TO DVP CONTACTS W/ CDN COYS
PREQUALIFICATION OF CDN COYS AS POTENTIAL SUPP & POSSIBLE

AGENCY AGREEMENTS

GATHER INFO ON PICO BIDS BY SENTRY PIPING SYSTEMS
SUPPORT PICO/SENTRY EFFORTS IN SECURING POSSIBLE CONTRACTS

TOTALLING \$6M

CONT TO FLAG UPCOMING BID ROUND FOR NEW OIL/GAS CONCESSIONS
STIMULATE CDN BIDDING EFFORTS WHICH HAVE BEEN LIMITED IN

THE PAST

SOLICIT HQ ASSISTANCE IN GUARANTEE EGYPT PRESENCE AT NPS90
INCREASED EGYPT EXPOSURE TO CDN PROD & EXPERTISE

SUPPORT ECOLE DES HAUTES ETUDES COMM RECRUITMENT EFFORTS
UTILIZE EGYPT PRESENCE IN MTL TO INTRODUCE THEM TO CDN COYS

& TECHNOLOGY

COOPERATE WITH THE S. ALTA INSTITUTE FOR TRAIN RECRUITMENT
INCREASED CDN PROFILE IN EGYPT. POSSIBLE JV TRAIN PROGRAM

IN EGYPT

QUARTERLY RESULTS REPORTED:

Loan approval is still pending on railways adap-
ting recommendations & Egypt signing reschedu-
ling agreement with SA. However foreign banks
offering financing will have access to their pro-
jects regardless U.S. loan status.

Funding on signing rescheduling agreement
between SA and World Bank. Cairo was advised
of tender issuance. Requirement for payment
facilities not up an option but is next.

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 :341-CAIRO

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

THE YEAR

CONTRACTS FOR THE YEAR 1988-89 FOR THE NEW OIL AND GAS CONTRACTS
STIPULATE ON BIDDING EFFORTS WHICH HAVE BEEN LIMITED IN

QUARTER: 1 -----

and a list of major work items to be completed

increased Egypt's presence in the region and expanded its market at home
increased Egypt's presence in the region and expanded its market at home

Helping to develop a new oil and gas contract
agreements and a contract for

agreements and a contract for
agreements and a contract for

QUARTER: 2 -----

IN EGYPT

cooperate with the U.S. State Institute for their recruitment
increased the profile in Egypt, possible in their program

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 :319-DAMASCUS

011-OIL & GAS EQUIPMENT, SERVICES
SYRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

EXPLOR WORK INITIATION IN MARATHON GAS CONCESSION CENTRAL SYR
OPPORTUNITY FOR LEASE OF CDN DRILLING RIGS AND GAS ENGINEE-

RING SERVICES

AL-FURAT CO. DEVELOPMENT OF OMAR ASSOCIATED GAS PROJECT
BID OPPORTUNITIES FOR CDN SEISMIC CREWS IN REGION; EPC CON-

TRACT

QUALIF OF ADD'L CDN OILFIELD EQUIP SUPP WITH AL-FURAT CO/SPC
ADDITIONAL SUCCESS BY CDN FIRMS IN SYRIAN TENDERS FOR OIL-

FIELD EQUIPMENT

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 :319-DAMASCUS

001-AGRI & FOOD PRODUCTS & SERVICE
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PENETRATION BY CDN EXPORTERS WITH MIXED AGRICULTURAL COS
INTRODUCTION OF CDN DRY LAND FARMING TECHNIQUES TO PRIVATE

SECTOR

INTRODUCTION OF CDN SEED POTATOES TO MINISTRY OF AGRICULTURE
CERTIFICATION AND ELIGIBILITY FOR IMPORT BY 1991

MONITORING OF GEZA TENDERS FOR CDN PRODUCED FOOD PRODUCTS
TRIAL ORDERS FOR CDN EXPORTERS

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 :319-DAMASCUS

005-ADVANCED TECH. PROD. & SERV
SYRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

DECISION BY SYRIAN TELECOM EST.(STE) ON PABX/SWITCHING PROJ.
POTENTIAL CONTRACTS FOR CDN SUPPLIER

FUTURE PROCUREMENT PROG BY SYRIAN SCIENTIFIC RESEARCH COUNC.
ADDITIONAL EQUIPMENT SALES BY 3 CDN SUPPLIERS

MONITOR PRIVATE SECTOR ACTIVITY IN COMPUTER FIELD
RECRUITMENT PROSPECTS FOR FUTURE IN COMING MISSION

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 :308-HARARE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

RAIL

CONTINUED CONTACT WITH RAILWAYS
SALE OF GM LOCOS AND DASH 8.

CONTINUED CIDA PRIVATE SECTOR LINE OF CREDIT 89/90
INCREASE SALES AIRCRAFT SPARES.

CONTINUED CONTACT WITH MINISTRIES RE CHITUNGWIZA
CONTRACT TO BE AWARDED TO CANADIAN COMPANY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Maintaining contact with National Railways of Zimbabwe (NRZ) re requirement for locos and carriages.

QUARTER: 2 Maintaining contact with National Railways of Zimbabwe (NRZ) re requirements for locos and carriages.

QUARTER: 3 -----

QUARTER: 4 -----

Still awaiting publishing of tender fo NRZ requirement for 30 locomotives. Competition will be between GM Cda & GE UK.Much will depend on financial package & delivery dates. Requirement for 270 coaches valued at \$180 million & exploring

Tender for locos will be adjudicated at end of Sept 89. General Motors Representative in Zimbabwe & will be present. Still exploring possibility of joint approach for carriages between Canadian and Zimbabwe company.

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 :308-HARARE

005-ADVANCED TECH. PROD. & SERV
ZIMBABWE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

EXPANDED RURAL COMM SERVICES WITH CIDA FINANCING
INCREASED SHARE OF MARKET.\

MISSION TO KEEP CANADIAN EXPORTERS ADVISED ON OPPORTUNITIES
INCREASED SHARE OF MARKET.

CONT CONTACT W/TELECOMM UTILITIES RE OPPORT FOR CDN PRODUCTS
INCREASED SHARE OF MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Post continues to monitor developments in
Zimbabwe Posts & Telecommunications Corp. re
requirements for wide range of telecommunication
equipment and services.

QUARTER: 2 There have been continued contacts with Zimbabwe
Posts & elecommunications Corporation re requi-
rements for range of equipment and services.

QUARTER: 3 -----

QUARTER: 4 -----

PTC has received brochures and price lists from
potential Cdn suppliers of required equipment.
The PTC is involved in pricing exercise for best
source of supply. Financing will be required.

PTC is in contact with number of Canadian sup-
plier of telecommunications equipment & services
. Financing is main restraint.

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 :308-HARARE

007-POWER & ENERGY EQUIP. & SERV.
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

STILL AWAITING ZIM GOZ DECISION RE SOURCE OF INCREASED POWER
INCREASED CANADIAN PARTICIPATION.

WORLD BANK II POWER REHAB PROGRAMME. AWAITING PUBLISHING
INCREASED CANADIAN PARTICIPATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Zimbabwe Electricity Supply Authority (ZESA)
Power Expansion & Rehabilitation projects Post
continues to Monitor developments keeping Drie/
Gatt Ottawa informed

Although GOZ had given go ahead for Kariba South
Expansion, expert opinion is now that expansion
of Hwange Thermal (Stage 3) is most suitable.
Dev. being closely monitored. Post has forwarded
details of tender requirements fin'd by WB to Ot

QUARTER: 2 Zimbabwe Electricity Supply Authority (ZESA)
Power Expansion & Rehabilitation projects. Post
monitoring developments & keeping ISTC/GATT
Ottawa informed.

No clear picture has as yet emerged re stages
for meeting Zimbabwe's future power requirements
.Looks as if Kariba South Expansion will be
first step with possibility of additional ther-
mal capacity. Developments being monitored.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :308-HARARE

011-OIL & GAS EQUIPMENT,SERVICES
ZIMBABWE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

LOOKING AT INVOLVEMENT PROPOSED 175KM PIPE LINE MUTARE-HARAR
CANADIAN INVOLVEMENT.

MAINTAINING CONTACT W/MIM OFF RE PROPOSED NEW WHITE FUELS
CANADIAN INVOLVEMENT.

KEEPING ABREAST WITH DEV RELATING TO PROPOSED OIL REFINERY
CANADIAN INVOLVEMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :308-HARARE

Post was heavily inv'd in activ relating to the GLOC 89/90
alloc & contrib to procedures together w/CIDA & procurement
Post also substantially inv'd w/selection of & arrangement
for Zimb rep to attend Mintec 89 & World Energy Conference.
Comm Div prepared extensive briefing & background papers for
inaugural meet od Cda/Zimb Joint Econ Comm in Ott in June.
Unusually busy quart for ecocno rep'g as new measures on in-
vest policy & price contr were announced & new budget down.

QUARTER	ACTIVITIES UNDERTAKEN IN QUARTER	QUARTERLY RESULTS REPORTED
QUARTER 1		QUARTER 1
QUARTER 2		QUARTER 2
QUARTER 3		QUARTER 3
QUARTER 4		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 :348-KUWAIT

011-OIL & GAS EQUIPMENT,SERVICES
BAHRAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up to Middle East Oil & Gas Show

Several opportunities have been identified and are currently being pursued. Three separate agency agreements are currently under negotiation

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 :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE
BAHRAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Prepared report on potential for Canadian pro-
cessed food in territory

Report will allow us to work closely with food
processors and importers to determine potential
for Canadian products

QUARTER: 2 Processed food report completed.

Finalized late September.

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Gulf States Education strategy.
Follow up to Oil & Gas/Education and training
mission to Canada, June 10-17, 1989.

Finalized late September.
Student flow to Canada will be increased as
result of follow-up activity to mission.

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 :348-KUWAIT

014-EDUCATION, MEDICAL, HEALTH PROD
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRAINING/EDUCATION EQUIPMENT & SERVICES REPORT ON GULF
INCREASED MARKET AWARENESS OF POTENTIAL OPPORTUNITIES.

ENCOURAGE MINISTER OF HIGHER EDUC TO VISIT ONT
GRATEFUL SENIOR LEVEL AWARENESS OF CANADIAN CAPABILITY.

PREPARE SUMMARY OF CDN COMM COLLEGES & UNIVERSITY SITUATION
USEFUL MARKETING TOOL DEVELOPED FOR COMPLEX CANADIAN

SUPPLIER SITUATION.

CONDUCT BRIEFINGS REGULARLY ON CANADIAN UNIVERSITY/COLLEGE
INCREASE NUMBER OF STUDENTS ATTENDING POST-SECONDARY

SCHOOL IN CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Gulf States Education strategy.
Follow up to Oil & Gas/Education and training
mission to Canada, June 10-17, 1989.

Finalized late September.
Student flows to Canada will be increased as
result of follow-up activity to this mission.

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 :348-KUWAIT

005-ADVANCED TECH. PROD. & SERV
KUWAIT

TIME: 248-1200

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

- REMOTE SENSING REPORT
- INCREASED MARKET AWARENESS.
- INCREASED SALES BY ENCOURAGING GREATER FOLLOW-UP OF
- INSTRUMENTATION REPORT
- INCREASED MARKET AWARENESS.
- FOLLOW UP TO TELECOM SEMINARS JAN 89 AND MECOM JAN 89
- INCREASED SALES.

IDENTIFY POTENTIAL OPPORTUNITIES

TO IDENTIFY GOOD SALES LEADS

ACTIVITIES UNDERTAKEN IN QUARTER:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 Follow up to Telecom Seminars Jan 89 and Mecom Jan 89
- QUARTER: 2 Remote Sensing Report.
- QUARTER: 3 ----- up on selected projects
- QUARTER: 4 -----

Several sales reported as a result of activities at Mecom

Report released in July.

Finalized September 30, 1988

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 :348-KUWAIT

011-OIL & GAS EQUIPMENT,SERVICES
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OIL AND GAS EQUIPMENT & SERVICES REPORT
IDENTIFY POTENTIAL OPPORTUNITIES
FOLLOW UP MIDDLE EAST OIL & GAS SHOW - MARCH 89
TO IDENTIFY GOOD SALES LEADS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up to Middle East Oil & Gas Show

Several opportunities have been identified and are currently being pursued. Three separate agency agreements are currently under negotiation.

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 :348-KUWAIT

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

HITEC FOLLOW UP CONTINUES
INCREASED SALES BY ENCOURAGING GREATER FOLLOW-UP OF

OPPORTUNITIES.

ATTEND HITEC 89 - SCHEDULED FOR MAY 89
MORE COMPANIES PURSUING PROSPECTS IN GULF

UPDATE DEFENCE/SECURITY REPORT
BETTER INSIGHT INTO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Attend Hitec 89
Identify specific opportunities and report in
timely manner
Follow up on selected projects

Post attended Hitec/ARMX which was useful exerci
se to follow-up with key Cdn contacts & encoura
ge new cos to pursue opportunities in Gulf.
MDA Radar opportunities. - F-18 flight simulator
for Kuwait Air Force was focus of our activities

QUARTER: 2 Defence report.

Finalized September 30, 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 :348-KUWAIT

003-GRAINS AND OILSEEDS
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PREPARE REPORT ON GRAINS,OILSEEDS & SPECIALTY CROPS MKT POTE
TO DETERMINE WHETHER SECTOR IS WORTH PURSUING.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Report on grains, oilseeds and market potential

Report will be available next quarter based on
data provided by Canadian Wheat Board during
recent visit.

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

REPT4D
90/01/23

POST :348-KUWAIT

014-EDUCATION, MEDICAL, HEALTH PROD
QATAR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Gulf States Education strategy.
Follow up to Oil & Gas/Education and training
mission to Canada, June 10-17, 1989.

Finalized late September.
Student flows to Canada will be increased as
result of follow-up activity to this mission.

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 :348-KUWAIT

011-OIL & GAS EQUIPMENT,SERVICES
QATAR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up to Middle East Oil & Gas Show

Several opportunities have been identified and are currently being pursued. Three separate agency agreements are currently under negotiation.

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 :348-KUWAIT

015-CONSTRUCTION INDUSTRY
QATAR

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 :348-KUWAIT

010-MINE,METAL,MINERAL PROD & SRV
QATAR

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: 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 :348-KUWAIT

014-EDUCATION, MEDICAL, HEALTH PROD
UNITED ARAB EMIRATES

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----- report on potential for Canadian pro-
cessors and importers to increase potential
for Canadian products

QUARTER: 2 -----

QUARTER: 3 ----- final report completed.

QUARTER: 4 -----

QUARTER: 5 -----

Report will allow us to identify
potential for Canadian products

Finalized late September.

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 :348-KUWAIT

011-OIL & GAS EQUIPMENT,SERVICES
UNITED ARAB EMIRATES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up to Middle East Oil & Gas Show

Several opportunities have been identified and are currently being pursued. Three separate agency agreements are currently under negotiation.

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 :348-KUWAIT

004-DEFENCE PROGRAMS, PRODUCTS, SERV
UNITED ARAB EMIRATES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Attend Hitec 89
Identify specific opportunities and report in
timely manner
Follow up on selected projects

Post attended Hitec/ARMX which was useful exer-
cise to follow-up with key Cdn contacts & encour-
rage new cos to pursue opportunities in Gulf.
MDA Radar opportunities. - F-18 flight simulator
for Kuwait Air Force was focus of our activities

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

REPT4D
90/01/23

POST :348-KUWAIT

003-GRAINS AND OILSEEDS
UNITED ARAB EMIRATES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Report on grains, oilseeds and market potential

Report will be available next quarter based on data provided by Canadian Wheat Board during recent visit.

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 :348-KUWAIT

014-EDUCATION,MEDICAL,HEALTH PROD
OMAN

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 :348-KUWAIT

011-OIL & GAS EQUIPMENT,SERVICES

OMAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up to Middle East Oil & Gas Show

Several opportunities have been identified and are currently being pursued. Three separate agency agreements are currently under negotiation.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :348-KUWAIT

Visit of Dr. Abdul Rahman Al Ahmad, Acting Rector, Kuwait University, to Canada.

Geological survey of Canada mission to Oman, August 20-24.

Consular case Sept. 14-19, accidental death of Mr. William Laforge in Dubai.

World Energy Conference, Montreal, Sept. 27-22, (high level officials from Kuwait, U.A.E.)

Senior Economic journalists to Canada, Sept. 30 - Oct. 7.

Education and Training strategy for Gulf states (30 pg. report).

Gulf News supplement on Canada (forthcoming in October)

MOU Department of Communications & Kuwait Ministry of Communications.

MOU Energy, Mines & Resources, Canada & Ministry of Petroleum & Minerals, Oman.

MOU on Mapping and Survey between Kuwait Municipality and EMR signed during visit to Canada in August.

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 :304-LAGOS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZE EDC FINANCING PKG FOR CONTRACT AWARDED TO BOMBARDIE CDM PRESENCE.
CONCLUDE SALE OF \$110M IN EQUIPT, ESTABLISH LONG TERM

CONTINUE TO SUPPORT CANAC IN WORLD BANK FUNDED SPARE PARTS
CONCLUDE SALE OF UP TO \$10M IN EQUIPT & SERVICES.

MONITOR DEBATE ON MASS TRANSIT IMPLM. PLAN WHICH MAY PROVIDE
ALERT CANADIAN COMPANIES TO ANY OPPORTUNITIES PRESENTED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist Canac Int'l in fielding its personnel for
WB railway consultancy.
Assist GE Canada (Ex Bombardier) on contract for
locomotives.
Two consultants in place and organized for rest
of team.
Signed contract amendment between GE Cda and
NMOT with revised scope of supply (50 to 15,
addit \$8.5M spares)

QUARTER: 2 Continued assistance to CANAC International in
fielding its personnel for World Bank consult-
ancy for contract. Liaison with Nigerian
Ministries of Transport and Finance on the
proposed sale of 15 locomotives by GE Canada.
Three CANAC consultants now established in
Nigeria and project continuing as planned.
Organized Nigerian delegation to Airshow Canada.

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 :304-LAGOS

007-POWER & ENERGY EQUIP. & SERV.
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT FED. PIONEER & MARKHAM ELEC. IN NEG. ON 132 TRANS LI TOTAL PROJECT.
CANADIAN WILL BE SUCCESSFUL IN BEING AWARDED PART OF

SUPPORT FED. PIONEER & LOCAL REP IN DEV. A PROPOSAL FOR REP
PROPOSAL APPROVAL PENDING FINANCING.

SUPPORT ONT. HYDRO IN THEIR BID TO LINK NEPA ON IBRD FUNDED SECTOR.
ONTARIO HYDRO WILL RE-ESTABLISH A STRONG CDN PRESENCE IN

SUPPORT CGE & ACRES ON CDNS\$70M AKOSOMBO DAM REHAB. PROJ.
SALE OF UP TO CDN \$ 32M IN EQUIPMENT & SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist Ontario Hydro in bid for WB supported
NEPA utility partnerhsip, on visit and in
soliciting CIDA funding.
Support to Federal pioneer, local rep, and
Monenco for ongoing project interests with NEPA.

Successful visit, selection of local rep, sub-
mission of proposal to NEPA. \$400K from CIDA for
Phase 1. Federal Pioneer et al well positioned;
awaiting financing. Monenco submitted proposal
for proj management in IBRD power sector rehab.

QUARTER: 2 Continue to support Ontario Hydro in bid for
Utility Partnership program, and Monenco, Federal
Pioneer, and other companies in bids for con-
tracts with NEPA. Continued progress toward Cdn
participation in Akosombo rehabilitation for VRA

Federal Pioneer met with NEPA re: rehab of sub-
stations in northeastern Nigeria. Assisted with
Nigerian & Ghanaian participation at WEC. Acres
undertaking supervisory study of rehabilitation;
EDC line of credit now in place in Ghana.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :304-LAGOS

011-OIL & GAS EQUIPMENT,SERVICES
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSISTANCE TO SITE OIL AS FOLLOW UP TO NPS 88
VISIT TO NIGERIA FOR DEMONSTRATION AND SUBSEQUENT SALE OF

EQUIPMENT.

MONITOR THE DEV. ON PHASE II OF IBRD FUND PETROCHEMICAL
ALERT CANADIAN COMPANIES OF PROJECTS AND BIDS FOR BOTH

PROPOSALS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Monitoring of developments in implementation of
three sector megaprojects (Oso condensates, LNG
project, phase II of petrochemicals project).
Assist Cdn coys in their pursuit of existing
projects (IBRD Refineries Rehabilitation Proj.).

Financing for Oso project expected to be
approved late 1989 and initial tenders for
equipment/services are appearing. Commenced study
of Nigerian oil/gas sector to provide up-to-date
information on market opportunities.

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 :304-LAGOS

001-AGRI & FOOD PRODUCTS & SERVICE
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

HOWE INT'L CONSULTANCY ON NAT'L STRATEGIC GRAINS RESERVE CONTRACTS.
SUCCESSFUL IN PLACING CDA IN GOOD POSITION FOR PHASE II

SUPPORT HOWE INT'L PROPOSAL FOR A MAINT. FOR NAT'L STRATEGIC STORAGE.
PROPOSAL APPROVAL AND HIGHER PROFILE FOR CDA IN GRAINS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----- ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----
QUARTER: 6 -----

Recent budget constraints in 1988 have curtailed our efforts to carry out the study in rail and urban transit sector. Studies to provide basis on liaison and support for bridge banking project.

EPUS rep visited CP, AB and other plan to program therefore the study will be just completed study on urban transit and currently reviewing material. No new developments on ports program still under way in Nigeria exp, EEC reviewing financing.

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 :304-LAGOS

Attended conference on investment promotion in Abuja.

Organized visit to Post territory of GAA officer.

Assisted EMR & Asbestos Institute in responding to EPA ban.

Commenced production of business newsletter on Nigeria for
circulation to interested companies and agencies in Canada.

Preparations for final Double Taxation Agreement
negotiations.

REPT4D
90/01/23

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

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POST :303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

GOV STILL WORKING ON MEDIUM & LONG TERM SOLUTIONS TO URBAN
POSSIBLE SALES OF CANADIAN SERVICES AND EQUIPMENT. AMOUNTS

NOT PREDICTABLE AT THIS STAGE.

"NEEDS ASSESS" OF KENYA AIRWAYS IN86/87 BY CDN CONSULTANT
PLACEMENT OF CANADIAN CONSULTING SERVICES CONCEIVABLE IN

PERIOD UNDER REVIEW.

PORTS AUTH PLANS CONSTRUCT CONT FREIGHT STATION ADJ MOMBASA
IMPOSSIBLE TO KNOW WHETHER OR WHAT OPPORTUNITIES FOR CDN'S.

CAUTIONS OPTIMISM MERITED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Exploring opportunities under Kenya's railroad,
urban trans regional airport development programs. Identifying opportunities in port expansion

Recent budget constraints in CIDA have thwarted our immediate efforts to pursue studies in rail and urban transit sector. Continue to provide follow on liaison and support for baggage handling project.

QUARTER: 2 Exploring opportunities under Kenyas railroad,
urban trans, regional airport dev programs.
Identifying opportunities in port expansion.

CPCS reps visited KR. WB action plan in progress therefore few immed opps.WB just completed study on Urban Trans and currently reviewing options. No new developments on ports.Kenyans still inter-est in Mathews eqpt, EDC reviewing financing.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

007-POWER & ENERGY EQUIP. & SERV.
KENYA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LAVALIN AWARDED CPPF FOR FEASIB STUDY FOR WEST KENYA CEMENT
IF STUDIES POSITIVE & GOK PROCEEDS, CDN CONSULTANTS & EQUIP

SUPPLIERS WILL BE IN GOOD POS FOR CONTR WORTH OVER \$C 50 M

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
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POST :303-NAIROBI

011-OIL & GAS EQUIPMENT,SERVICES
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CAN (LAVALIN IN CONSORTIUM W/SOGEA OF FRANCE) HAS BID IN COM WORTH UP TO C\$ 72 IN OVER 3 YR PERIOD W/INITIAL BUS IN 88/89
CHANCES FOR LAVALIN SERVICES & CDN EQUIP SUPPL CONTRACTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Monitor developments in West Kenya Pipeline project. Promote Cdn Drilling Contractors with GOK and WB.

Letter of intent signed by Kenyans with French, Jap & Cdn (Lavalin) companies pipe con,contract now being drawn up and hopefully signed next quarter. Sponsorship by HQ of MD Nat Oil Corp to Intercon 89.

QUARTER: 2 Monitor developments in West Kenya Pipeline Project. Promote CDN drilling Contractors with GOK and WB.

Consortium members have agreed on price and shares.This has been forwarded to Min Finance for approval.EDC awaiting finalization to begin loan doc preparation. Cdn drilling firms have bid on WB geotherm equip contract.Await decision

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

005-ADVANCED TECH. PROD. & SERV
KENYA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

CONTINUE ASSISTING CDN MARCONI TO OBTAIN AUTO TELEX SWITCHING CONTRACTS WORTH C\$7.4 MILLION (C\$5.6 MILLION PLUS C\$1.8

MILLION ADD-ON TO FOLLOW).

CONTINUE TO ASSIST SR TELECOM TO OBTAIN CONTRACT W/KPTC IF SUCCESSFUL, SALE OF 60 SYSTEMS VALUED AT OVER US\$20

MILLION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Canadian Marconi bid for telex switching contract, and SR Telecom concerning rural access radio equipment.

Canvassing on behalf of Marconi with Minister & PS in the face of threatened cancellation of the award. To date no definite decision made by Kenyans. Liaison with SRT agent & KP&TC to keep abreast of developments in project proposal.

QUARTER: 2 Support Canadian Marconi bid for telex switching contract, and SR Telecom concerning rural access radio equipment.

Met with finance Perm Sec who has found option which would avoid need for sovereign guarantee. He urged Marconi return resolve problem with Ngeny. SRT agent advises that KPTC board will meet to review and authorise transaction.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AEROSPACE

BOEING/DE HAVILLAND CDA NEGOT W/MOD COULD RUN INTO 1989/90
CONTRACT FOR SUPPLY OF 3 DASH.8 VALUED AT APPROX. US\$ 40

MILLION.

ASSIST SALES PROMOTION BY CDN COS OF REPLAC PARTS & ASSEMBL
CONTRACTS TOTALLING C\$ 4 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assistance to boeing de/De Havilland Cda in fin-
alising contract with defence for sale of 3 Dash
8 aircraft.

Contract has now been signed by all parties.

QUARTER: 2 Assistance to Boeing DeHavilland CDA in finali-
sing contract with defence for sale of 3 DASH8
aircraft.

Contract has been signed.GOK now finalising
loan preconditions to enable first payment to
be made to supplier. Dehavilland reps due to
visit Nrobi in October to facilitate process.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

LAVALIN PRESENTED TO GOV FINAL CPPF STUDY ON REHAB. OF ENTEB CONTRACTS AT IMPLEMENTATION STAGES.
EVENTUAL ADDITIONAL CDM CONSULTANCY CONTRACTS, AND 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
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POST :303-NAIROBI

011-OIL & GAS EQUIPMENT,SERVICES
TANZANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PCIAC-SPONSORED SEISMIC HYDROCARBON EXPLORATION ACTIVITIES
SEISMIC AND DRILLING WORK FOR CDN COS, RESULTANT EXPLOTABLE

DISCOVERIES WITH POTENTIAL SALE OF CDN SERVICES & EQUIPMENT.

HARDY BBT STARTING CPPF STUDY FOR TPDC ON FEASIBILITY GAS PI
IF PROJ PROVED FEASIBLE & FINANCING FOUND, IMPLEMENTATION

COULD PROVIDE LUCRATIVE CONTRACTS FOR SALE OF CDN SERVICES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

Continued dissemination of information to contacts
with attendance of A.K. Mwanuzi
to Western Code Farm Progress Show sponsored by
Yokohama. too early to make
Continue to send out information and literature
to contact. Met with newly formed and broadly
based Intl Agric Forum, and established basis
for future comp and possible mission to Doc in
1990.

REPT4D
90/01/23

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CPCS RECENTLY AWARDED LONG-TERM W.B. STUDY ON MNGMT & REHAB POSSIBLY EQUIPMENT.
SEVERAL OPPORTUNITIES FOR CDN COS FOR CONSULTANCY WORK,

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :303-NAIROBI

007-POWER & ENERGY EQUIP. & SERV.
TANZANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOR AFDB FINANCED PANGANI FALLS HYDROELECTRIC POWER DEV STUD
REMOTE CHANCE ACRES MIGHT WIN AWARD IN WHICH CASE OPPORT

BETTER FOR CDN SUPPLIERS WHEN IMPLEMENTED.

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

POST :303-NAIROBI

Installation of new Honorary Consul in Uganda marked
by major reception and trade promotion with High Commissioner.
Due to adverse publicity on asbestos in Kenya, Post provided
support to local industry and positive policy info to GOK.
Support to Royal Bank Cda Dominion Securities in final re-
port presentation to GOK on DFI financial restructuring.

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :305-PRETORIA

001-AGRI & FOOD PRODUCTS & SERVICE
LESOTHO

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
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :305-PRETORIA

015-CONSTRUCTION INDUSTRY
LESOTHO

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/-----
----- 4/-----

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :305-PRETORIA

007-POWER & ENERGY EQUIP. & SERV.
LESOTHO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

ENTIRE HYDRO COMPONENT HIGHLANDS WATER SCHEME

MISSION WILL CONTINUE TO EXPLORE OPPORTUNITIES IN THIS SECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :305-PRETORIA

005-ADVANCED TECH. PROD. & SERV
LESOTHO

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 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :305-PRETORIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

IL Y A UN BUREAU EN PLACE STRATEGIQUE AVEC SOCIETE CONNE
ACCUSE FORMER CONNE AIN S.C.S. ET POSITIONNER FAVORABLE
NIVEAU DE DESS LE MARCHÉ DE L'IND. DES SERVICES PUBLICS
S.C.S., AVEC SOCIETE CONNE A PARTICIPER ET A SE

NEUT STRE CONNE,
POSITIONNER

QUARTER: 1 avoir aidé BCI solliciter divers contrats,
avoir aidé BCI contract Gestion OEP. Organiser
un participation faire d'Info de base, Organisa-
tion voyage CIE 2 haute fonctionnaires avec de
ATI, Organisation voyage au Cde Dir. de OEP

QUARTER: 2 avoir aidé BCI solliciter divers contrats, avoir
aidé BCI solliciter Gestion OEP. Organiser
participation faire d'Info de base, Organiser voyage
au Cde Dir de OEP, Organiser voyage au TEXIC
2 haute fonctionnaires du Cde Postes et Services

QUARTER: 3 -----

QUARTER: 4 -----

Seul est actuellement en négociation pour divers
contrats (4200 millions) de fait, signer contrats
avec OEP. Haute fonctionnaires marchés plus
plus capacités de technologie avancée.

Seul est en négociation pour divers contrats (4200 M)
Haute fonctionnaires marchés sont plus avancés
avec de tech. avancée, 4 avec et 3 (participation)
avec vont participer faire d'Info. 3 avec BCI
(ATI, BCI, BCI) ont ouvert bureaux au Nord

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 :305-PRETORIA

009-FOREST PRODUCTS,EQUIP,SERVICES
SWAZILAND

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 :327-RABAT

005-ADVANCED TECH. PROD. & SERV
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

APPUI INTENSIF A DONNER A LA SOCIETE QUI A DEJA GAGNE
REMPorter LA 2EME PARTIE DU CONTRAT.

POUR SUIVRE ASSIDUMENT TOUS LES A.O.I. LANCES PAR L'ONPT
OBTENIR 1 OU 2 MARKES

APPUI A SOCIETE CDNNE POUR PREQUALIFICATION POUR PROJET
BIEN POSITIONNER SOCIETE CDNNE

ELABORER ET METTRE EN PLACE STRATEGIE AVEC SOCIETE CDNNE
ASSURER PRESENCE CDNNE AUX A.O.I. ET POSITIONNER FAVORABLE-

MENT FIRME CDNNE.

SUIVRE DE PRES LE MARCHÉ DE L'INFO. DES GRANDS SRVCS PUBLICS
SI A.O.I., AMENER SOCIETE CDNNE A PARTICIPER ET A SE

POSITIONNER

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Avons aid BCI soumissionner divers contrats.
Avons aid APG contrat Gestion ONPT. Organisa-
on participation Foire d'Info de Casa. Organisa-
tion voyage Cda 2 hauts fonctionnaires SIIM de
MTL. Organisation voyage au Cda dir. gl. ONPT

Bell est actuellement en ngociation pour divers
contrats (\$200 millions). APG doit gagner contrat
avec ONPT. Hauts fonctionnaires marocains sont
plus conscients de technologies cdnnes.

QUARTER: 2 Avons aid BCI soumis. divers contrats. Avons
aid APG soumis. contrat Gestion ONPT. Organis
participation Foire d'Info de Casa. Organis. voya-
ge au Cda Dir Cl ONPT. Organis. voyage au TEMIC
2 hauts fonctionnaires du Min Postes et Telecom.

Bell est en ngoc. pour divers contrats (\$200 M)
Hauts fonctionnaires marocains sont plus consci-
ents de tech. cdnnes. 4 socs et 3 confrenciers
cdns vont participer Foire d'Info. 3 socs cdns
(ETI, Setym, Nortel) ont ouvert bureaux au Maroc.

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 :327-RABAT

007-POWER & ENERGY EQUIP. & SERV.
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

VISITE DE COMPAGNIES CANADIENNES AU MAROC
PREPARER DEUXIEME PHASE CENTRALE THERMIQUE JORF LASFAR 1993-

95 EVALUER POTENTIEL ET SE POSITIONNER POUR PRJET M'JAARA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Avons aid HQI pour diverses activits au Maroc.
Avons suivi appels d'offres de l'Office National
d'Electricit (ONE).

HQI est en ngoc. avec firme espl pour construc-
tion barrage au Maroc. Alcan a gagn contrat de
de \$12.5 m pour aluminium avec ONE. 5 firmes cdn
vont soumissionner AOI 8,000 poteaux de bois.
Westinghouse Cda ont soumis. AOI transformateurs

QUARTER: 2 Avons aid HQI pour diverses activits au Maroc.
Avons suivi dveloppement dans secteur ptrolier
Avons organis voyage au Cda du Min de l'Energie
et Mines.

HQI a sign accord avec firme espl pour construc-
tion barrage au Maroc. Vont soumissionner en
Oct 1989. Ministre et ses adjoints sont plus
consciens de technologies cdnnes.

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 :327-RABAT

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

EXPLORER LA FAISABILITE DE PARTICIPATION CDNNE SUR LE PROJ.
FORMATION D'UN CONSORTIUM

ETUDE DE MARCHE POUR EQUIPMENTS FERROVIAIRES
IDENTIFIER MARCHE

ETUDE DE MARCHE POUR BATEAUX DE PECHE
IDENTIFIER MARCHE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Avons suivi march pour avions DASH-8 Triton.
Avons suivi avec Royal Air Maroc demande pour un
banc d'essai de racteurs.
Avons suivi contrat G.M. pour 4 locomotives
(avec SEE/ACDI).

QUARTER: 2 Avons suivi march pour avions DASH-8 Triton.
Avons suivi avec Royal Air Maroc demande pour un
banc d'essai de racteurs. Avons suivi contrat
G.M. pour 4 locomotives (avec SEE/ACDI).

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

DeHavilland prpare offre pour 9 avions Triton,
valeur approx \$270 millions. MDS prpare une
offre pour un banc d'essais. G.M. essaie tou-
jours de trouver moyens de financement, vu
manque financement ACDI.

DeHavilland prpare offre pour 9 avions Triton,
valeur approx \$270 millions. MDS prpare une
offre pour un banc d'essais. G.M. essaie tou-
jours de trouver moyens de financement, vu
manque financement ACDI.

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 :327-RABAT

002-FISHERIES,SEA PRODUCTS & SERV.
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INFORMER LES COMPAGNIES CDN DU LANCEMENT DES DIFFERENTS PROJ LE DEVELOP. DE CE SECTEUR AU MAROC & PAR VOIE DE CONSEQUENCE
PERMETTRE AUX SOCIETES CDN DE PRENDRE UNE PART ACTIVE DANS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Avons complt tude de march pour quipement
pour industrie de pche et avons propos mission
dans le secteur pour fin 1989.

Esprons faire connatre l'industrie cdhne de
pche au Maroc et, par consquent, entrer dans
le march marocain des quipements de pches.

QUARTER: 2 Avons complt tude de march pour quipement
pour industrie de pche. Avons commenc organi-
sation d'une mission dans le secteur pour
printemps 1990.

Esprons faire connatre l'industrie cdhne de
pche au Maroc et, par consquent, entrer dans
le march marocain des quipements de pches.

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 :327-RABAT

003-GRAINS AND OILSEEDS
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUER SUIVI ET ASSISTANCE & EN PHASE FINALE DE NEGOCIAT.
REMPORTER LE CONTRAT DE 8 MILLIONS DES SILOS DE SAFI

SUIVRE DE PRES TOUT A.O.I. EN EQUIPEMENT DE STOCKAGES
ASSURER LA PREQUALIFICATION DE SOCIETES CONNES ET REMPORTE

AU MOINS UN CONTRAT.

ENQUETE SUR LA SITUATION DE BLE, DES CEREALES ET DES OLEAGI.
MISE A JOUR DES POSSIBILITES EXPORTS. OBTENTION INFOS SUR

FINANCEMENT CONCURRENTS

ETUDE DE MARCHE SUR LES EQUIPEMENTS RELATIFS A LA MANUTENTIO
PRODUCTION D'UN RAPPORT

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 :327-RABAT

Avons organis participation la Foire d'Informatique de Casa (10-14 octobre).

Avons organis visite au Cda de deux hauts fonctionnaires marocains dans le domaine de telecom pour TEMIC.

Avons coordonn avec DOC OTT la visite au Canada de M. A. Ahizoune, Directeur Gnal de l'ONPT.

Avons coordonn avec EXT OTT GAF/GAT visite au Cda du Min. de l'Energie et Mines.

HQI a sign accord avec Dragados (Espagne) afin de proposer construction d'un barrage au Maroc.

Quatre socs cdnnes (ETI, Nortel et Setym dans secteur haute tech. et Deltri pour consultations ressources d'eau) ont ouvert leurs bureaux au Maroc.

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 :347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

FINALIZE SALE OF PIRANHAS TO MINISTRY OF DEFENCE
\$50M COMPONENT FOR GM CANADA

KEEP MOWAG PROPOSAL ALIVE WITH NATIONAL GUARD PENDING BUDGET
\$100M COMPONENT FOR GM CANADA

MARKET STUDY
RAISE AWARENESS OF MARKET OPPORTUNITIES IN KSA

CDN PARTIC. IN PROPOSAL TO RE-ENGINE ARMoured VEHICLES
CDN GROUP TO BID ON REFIT PROGRAM

ELECTRICAL & ELECTRONIC

SUPPORT CDN FIRMS REGISTERED AS SUB-SUPPLIERS TO ARMY AVIAT.
\$10-20 MILLION SALES

ENCOURAGE MODA TO DEMONSTRATE SIDE LOOKING AIRBORNE RADAR
OBTAIN INVITATION TO QUOTE A SYSTEM

PURSUE CDN BIDDER FOR TAIF SECURITY SYSTEMS.
PURSUASION CDN FIRM TO MAKE QUOTATION

DETERMINE MARKET FOR ELECTRONIC WARFARE SIMULATION TRAINING
PREPARE REPORT ON SIZE OF MARKET AND ENTRY POSSIBILITIES

GET MID-SIZE CDN FIRMS TO PARTIC. IN SMALL SECURITY JOBS
J.-V. BID BY ONE OF SEVERAL QUALIFIED CDN GROUPS

SUPPORT CDN FIRMS TO MOVE INTO MAINTENANCE SECTOR-NAV AIDS
J.-V. PARTICIPATION OF O & M CONTRACT AT AIRPORT

AEROSPACE

PURSUIT OF CDN INVOLVEMENT IN FRONTIER FORCES PROJECT
SALE OF STOL AIRCRAFT AND AVIONICS

ESTABLISH PROMOTION PROGRAM FOR CL227 AND CL289
HAVE KSA DELEGATION VIEW DEMO IN CDA. ESTABLISH APPROPRIATE

AGENT

UPDATE MINI MARKET STUDY ON DEFENCE PRODUCTS
CDN COMPANIES TO APPOINT AGENTS

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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 :347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SAUDI ARABIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Mission to ARMX 89 (23-25 May 89)
Finalise sale of Piranhas to MODA

3 agents & 1 rep from Ministry of Interior visited ARMX 89. Cdn consortium formed to export NBC equip. Agency arrangements now being finalised. Negotiations concluded. Contract awaits signature of Minister.

QUARTER: 2 GM (CANADA) AND MOWAG REPS MADE PRESENTATION TO MODA.
AMBASSADOR MET WITH PRINCE ABDULLAH SECOND DEPUTY PRIME MINISTER RESPONSIBLE FOR SAUDI ARABIA NATIONAL GUARD.

MODA ACCEPTED PROPOSAL AND NOW WAITING FOR COST AND SCHEDULING DETAILS FROM GM (CANADA) AND MOWAG SANG ALSO INTERESTED IN PURCHASING PIRANHA VEHICLES FROM CANADA. CONTRACT ESTIMATED TO BE \$1.2 BILLION.

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 :347-RIYADH

005-ADVANCED TECH. PROD. & SERV
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

SEMINAR ON CDN CAPABILITY IN RURAL TELECOMMUNICATIONS
NORTHERN TELECOM AND SR TELECOM TO OBTAIN CONTRACTS

SUPPORT FOR SPECTRUM MANAGEMENT PROPOSAL AT PTT
OBTAIN CONTRACT

MINI MARKET STUDY OF TELECOMMUNICATIONS SECTOR
RAISE AWARENESS OF MARKET OPPORTUNITIES IN KSA

ESTABLISH STRONG AGENTS FOR PAQUET SWITCH MANUFACTURER
SALES IN 1990 WHEN SERVICE INTRODUCED

INTRODUCE CDN TEST EQUIPMENT
ESTABLISH LOCAL AGENTS

ESTABLISH DEMO SYSTEM FOR CDN SATELLITE COMMUNICATIONS
OBTAIN REQUEST TO BID PROPOSED MFA LINK

COMPUTERS HARD/SOFTWARE & COMP

SUPPORT SUPPLEMENTAL SALES OF BILINGUAL TERMINALS
FURTHER SALES OF ONE HUNDRED UNITS

SUPPORT BCI ON MACHINE READABLE PASSPORT EQUIPMENT
RECEIVE INVITATION FOR FINANCIAL PROPOSAL

MINI MARKET STUDY OF COMMUNICATIONS AND INFORMATICS
3 CDN REPS TO APPOINT AGENTS

INTRODUCE CDN SOFTWARE MANAGEMENT FIRMS TO MARKET
ESTABLISH CDN-SAUDI JOINT VENTURE

ORGANIZE CDN COMPUTER SPECIALISTS GROUP IN KINGDOM
IMPROVE INTELLIGENCE ON AND RESPONSE TO UPCOMING COMPUTER

PROJECTS

REMOTE SENSING INC. SPACE SAT

DISCUSSIONS WITH KACST REGARDING CDN TRAINING OF TECH/MAPPER
TRAINEE PLACEMENT IN CANADA

DETERMINE NEEDS OF MODA FORE REMOTE SENSING
CDN COMPANIES TO PURSUE OPPORTUNITIES IN KSA

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AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :347-RIYADH

005-ADVANCED TECH. PROD. & SERV
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING INC. SPACE SAT

PURSUE WITH MEPA USE OF CDM EQPT FOR POLLUTION MONITORING
OBTAIN INVITATION FOR PROPOSAL

MEET WITH KACST DIRECTORS - SUPPORT FOR SYNTHETIC APERTURE
ESTABLISH WHETHER THIS WILL BE NEW AREA OF KACST ACTIVITY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Determine needs of MODA for Remote Sensing

EMR Technical proposal accepted by MODA.\$2 mil-
lion contract awaits signature by the Minister.

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 :347-RIYADH

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

ESTABLISHMENT OF CDN/SAUDI AUTO PARTS DISTRIBUTION CENTRE
SALES OF \$20-30 MILLION P.A.

FINALIZE AGENCY AGREEMENT FOR SALES OF CDN HEAVY DUTY TRUCKS
SALES OF \$10-15 MILLION P.A.

ASSIST IN EST. CDN/SAUDI AUTO PARTS MANUFACTURING FACILITIES
ESTABLISHMENT OF CDN/SAUDI J. - V.

I.D. SAUDI PARTNERS FOR CDN SUPPLIERS OF GARAGE SERVICE EQPT
ESTABLISH 3 NEW AGENCIES/DISTRIBUTORSHIPS

AEROSPACE

DISCUSSIONS BETWEEN AVELEX/ARABASCO FOR AGENCY AGREEMENT
FLOW THROUGH ENGINE COMPONENT WORK FOR AVELEX

FORMAL SUBMISSION OF DASH-8 AIRCRAFT FOR REGIONAL SERVICE
RECEIVE REQUEST FOR FINANCIAL PROPOSAL

PURSUE -AGRI CORP. USE OF LIGHT AIRCRAFT FOR CROP SPRAYING
LIGHT AIRCRAFT DEMONSTRATION

DEVELOP PROPOSAL-EDC FINANCING SALE OF VIP HELICOPTER TO YAR
SALE OF 1 BELL HELICOPTER 212 TO YEMEN ARAB REPUBLIC

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 INVITED 200 CANADIAN AUTO PARTS MANUFACTURERS TO
EXHIBIT AT JEDDAH MOTOR SHOW - DECEMBER 89.

EXTOTT/TCM IN COOPERATION WITH THE AUTOMOTIVE
INDUSTRIES ASSOCIATION OF CANADA ASSISTING WITH
RECRUITMENT.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :347-RIYADH

014-EDUCATION,MEDICAL,HEALTH PROD
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HOSP. & MEDICAL EQUIP, INSTRUM.

CONTACTS WITH AGENCIES TO INTRO. FURTHER CDN EXPERTISE & CO.
2-3 AGENCY AGREEMENTS

CDN CO. TO BE INVITED TO PARTIC. IN TENDERS FOR MEDICAL EQPT
2-3 AGENCY AGREEMENTS

WATCH FOR NEW TENDERS & INFORM CDN COMPANIES
TO ALLOW CDN COMPANIES TO PARTICIPATE IN UPCOMING TENDERS

CONTACTS WITH MAJOR PUBLIC SECTOR HOSPITALS I.D. NEEDS
IDENTIFICATION OF AND SALES IN NICHE MARKETS

ENCOURAGE CDN CO. TO PARTICIPATE IN MIDDLE EAST MEDICARE
INITIATE SALES AND AGENCY AGREEMENTS

EDUCATIONAL SERVICES,EQUIPMENT

INCREASE TRAINING OF SAUDI MEDICAL STAFF IN CDA
INCREASE NUMBER OF TRAINEES TO 500 BY 1991

FOLLOW-UP ACTIVITIES IDENTIFIED BY JEC
3 TRAINING CONTRACTS

FOLLOW-UP CONCLUSION OF 2 PROPOSALS CONCERNING HEALTH CARE
2 CONTRACTS

MARKET SURVEY WILL BE PREPARED FOR DISTRIBUTION ON MARKET OPPORTUNITIES
TO STIMULATE THE INTEREST OF CDN SUPPLIERS BY PROVIDING INFO

STRENGTHEN CONTACTS-MINISTRY OF INTERIOR-SEARCH & RESCUE
25 TRAINEES

STRENGTHEN CONTACTS-INSTITUTE OF PUBLIC ADMIN. PROMOTE TRAIN
3 TRAINEES

DEVELOP CONTACTS BETWEEN MOI & CDN COLLEGES TRAIN POLICE/PER
4 TRAINEES

SERVICES INCLUDING CONSULTING

ASSIST CDN CO. IN CONCLUDING TRAINING PROPOSALS
2 CONTRACTS

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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 :347-RIYADH

014-EDUCATION, MEDICAL, HEALTH PROD
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SERVICES INCLUDING CONSULTING

ASSIST NEWLY EST. J.-V. TO OBTAIN HOSPITAL MNGMT CONTRACT
1 CONTRACT

LOBBY KSA AUTHORITIES TO INVITE CDN CO.-MEDI. TRAIN. PROJECT
1 PROJECT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Market survey on healthcare.
Follow up to JEC

QUARTER: 2 JEC FOLLOW UP

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

The market survey used was modified to include market data for distribution in Canada. Regular visits and follow-up initiative were undertaken to build upon the momentum generated by JEC

REGULAR VISITS AND FOLLOW-UP INITIATIVES WERE UNDERTAKEN TO BUILD UPON THE MOMENTUM GENERATED BY JEC IN FEBRUARY 1989.

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

POST :347-RIYADH

001-AGRI & FOOD PRODUCTS & SERVICE
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ORGANIZE SELF FINANCED MISSION TO AGRIBITION JUNE 1990
2-3 NEW AGENCY AGREEMENTS

BIANNUAL VISITS TO MAJOR AGRICULTURE AREAS
RAISE AWARENESS OF CDN CAPABILITIES AND IDENTIFY SPECIFIC

EXPORT OPPORTUNITIES

PREPARE MARKET SURVEY FOR AGRICULTURE & FOOD SECTORS
HEIGHTEN CDN INTEREST IN SAUDI MARKET

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

FOLLOW-UP ACTIVITIES IDENTIFIED BY JSC
3 TRAINING COURSES

FOLLOW-UP EXECUTION OF 2 PROPOSALS CONCERNING WOLFE CREEK
2 CONTRACTS

MARKET SURVEY WILL BE PREPARED FOR DISTRIBUTION
TO ESTABLISH THE INTEREST OF CDN SUPPLIERS BY PROVIDING INFO

STRENGTHEN CONTACTS-MINISTRY OF INTERIOR-MARSH & BIRNEY
25 TRAINING

STRENGTHEN CONTACTS-INSTITUTE OF WILDLIFE MANAGER PROMOTE TRAIN
3 TRAINING

DEVELOP CONTACTS BETWEEN RDA & CDN COLLEGES TRAIN POLICE/PER
4 TRAINING

SERVICES INCLUDING CONSULTING

ASSIST CDN ENT. IN COMPLETING TRAINING PROPOSALS,
2 CONTRACTS

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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 :347-RIYADH

011-OIL & GAS EQUIPMENT,SERVICES
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CONTACTS WITH ARAMCO AND OTHER OIL INDUSTRY CONTACTS PROJECTS
MONITOR LEVEL OF OIL SECTOR ACTIVITY. IDENTIFY UPCOMING

PREPARE GROUNDWORK FOR KSA MISSION TO NPS'90
IDENTIFY BEST KSA REPS TO SEND TO NPS'90

PROMOTE CDN EXPERTISE IN SUPERVISORY CONTROL & DATA ACQUIS.
SALES OF CDN SOFTWARE AND HARDWARE TO KSA

PROMOTE KSA & YEMENI ATTENDANCE AT INTERCAN '89
INCREASE BUSINESS CONNECTIONS IN THIS SECTOR

ENCOURAGE CDN PARTICIPANTS IN MIDDLE EAST OIL SHOW
NEW AGENCY AGREEMENTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :347-RIYADH

OFFICER STUDIED SIX WEEKS OF ARABIC LANGUAGE TRAINING IN
CAIRO DURING THIS QUARTER.
ASSISTED LOCAL AGENT TO PREPARE A PROPOSAL TO MODA WHICH
INVOLVES A CONSORTIUM OF CANADIAN NBC EQUIPMENT MAN.
ASSISTANCE REGARDING THE ESTABLISHMENT OF AND FOLLOW UP
CONCERNING A SUBMISSION OF A SEARCH AND RESCUE PROP. BY MOI.
ASSISTANCE REGARDING THE ESTABLISHMENT OF AND FOLLOW UP
CONCERNING A SUBMISSION OF RADIATION CONTROL PROP. KACST AND
MEPA.

FOLLOW UP WITH MOH CONCERNING A PROPOSAL ON RADIATION CONTROL

FOLLOW UP CONCERNING A TRAINING PROPOSAL FOR THE PSC.

FOLLOW UP CONCERNING A TRAINING PROPOSAL FOR GOTEVOT.

PROMOTION OF GLOBE 90 ON ENVIRONMENTAL PROTECTION.

FOLLOW UP CONCERNING THE PROPOSED VISIT OF THE MOA MINISTER
TO CDA

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 :342-TEL AVIV

005-ADVANCED TECH. PROD. & SERV
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

GENERATE WIDE RANGE OF CONTACTS WITH MAJOR AGENTS/DISTRIBUT.
UPDATED INFORMATION ON MAJOR OPPORTUNITIES.

PROMOTE AVAILABILITY OF EDC FINANCING.
GET ACCESS TO MAJOR PROJECTS.

GENERATE INTEREST IN ISRAELI MARKET IN CDN SUPPLIERS
MORE AGGRESSIVE PRESENCE OF CDN COMPANIES IN THE RELEVANT

MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Identify new potential markets offered by the Na
tional telephone company , especially in the fra
mework of the "DIGITALISATION" P.C.M program for
the exchange centers . Identify new opportunitie
s in Telecommunications software .

Several meetings and technical discussions were
held with BEZEK management . Investments priorit
ies , technical requirements , and financing req
uests are ascertained in details . A general mai
ling of relevant litterature has been done .

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

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POST :342-TEL AVIV

001-AGRI & FOOD PRODUCTS & SERVICE
ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AGRICULTURE MACH,EQUIP,TOOLS

CONDUCT MARKET RESEARCH OF IMPORT POTENTIAL

ASSIST IN DEFINING MARKET NEEDS

SEMINAR ON DAIRY CATTLE GENETICS (MAY 1989)

PROMOTE JOINT VENTURES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promotional activities for Agritec 89 will be resumed towards end of 89 as exhibition is postponed to March 90.

QUARTER: 2 PROMOTION OF GRAINS/OILSEEDS

ANNUAL SURVEY - COARSE GRAINS/OILSEEDS 1988-89

QUARTER: 3 -----

QUARTER: 4 -----

Regular promotional activities for grains seeds, agricultural implements continued. Visit of large Canadian contingent of seed exporters used for promotional activities. PEMD visit to promote Canadian turkey stock.

DUE TO LIBERALIZATION IN OILSEEDS MARKET, INTEREST IN CANOLA WAS REVIVED. RE-ACTIVATED PREVIOUS MARKET CONTACTS FOR GRAINS/OILSEEDS.

PREPARATION OF ANNUAL SURVEY -

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :342-TEL AVIV

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

I.D. DECISION MAKERS AT ISRAEL PORTS/RAILWAYS AUTH. ... ISRAEL
ESTABLISH DETAILED BUYERS LIST OF RAILWAY EQUIPMENT IN

CONTACT POTENTIAL SUPPLIERS, SOLICIT INTEREST FOR THIS MKT
ESTABLISH DETAILED SUPPLIER LIST

EVALUATE POTENTIAL AGENTS RELATION BETWEEN CDN SUPPLIERS & ISRAELI BUYERS.
IMPROVE AWARENESS OF CDN POTENTIAL, GENERATE NEW DIRECT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 RAIL : Preselect the six most appropriate poten-
tial agents to represent the Canadian companies
interested in the railway development project ,
promote EDC financing available for the project.
AEROSPACE :Support marketing of CANADAIR,DEHAVIL

BOMBARDIER and U.T.D.C have recived a detailed
report on the railway project . BOMBARDIER is
preparing a visit to Israel to finalyse agency
contract and meet with IPRA . Information has be
en gathered on the French competition activities

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 :342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV.
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

THERMAL

IDENTIFY DETAILED REQUIREMENTS OF ISRAEL ELECTRIC CORP.
ENABLE POST TO ADVISE COMPANIES ON IEC DETAILED SHOPPING

LIST AND ON IEC PROCUREMENT PRACTICES.

ASCERTAIN IEC FINANCING REQUIREMENTS AND PROMOTE EDC LINES
MAINTAIN COMPETITIVE FINANCING ENVIRONMENT.

PROMOTE CDN CAPABILITY IN VIEW OF NEW THERMAL PLANT
IMPROVE AWARENESS OF CDN 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
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :342-TEL AVIV

016-INDUSTRIAL MACHIN,PLANTS,SERV.
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT,EQP.

CONTACT POTENTIAL SUPPLIERS -SOLICIT INTEREST IN THIS MARKET
IMPROVEMENT OF MARKET PROMOTIONAL ACTIVITY

PROMOTION OF EDC FINANCING TO PURCHASING MANAGERS
INCREASE AWARENESS OF CDN POTENTIAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Identify the recent changes in the purchasing
decision making process of the three largest ind
ustrial concerns (CLAL,KOOR,I.C.L) ;Promote EDC
financing for small and medium size investments
in Canadian machinery ;Reassess potential agents

Close relationships developp with NEGEV PHOSPHAT
ES LTD and with DEAD SEA WORKS LTD .An updated
list of the new leading purchasing managers in
the three Concerns has been realized ;A comprehe
nsive mailing of EDC litterature and follow up .

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :324-TUNIS

005-ADVANCED TECH. PROD. & SERV
TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

DEPENDANT DE L'ACCORD DE L'ACDI/SEL, PREP.D'UNE ETUDE DE FAIS
DEVELOPPEMENT D'UN CAHIER DES CHARGES AVEC SPECIFICATIONS

CANADIENNES.

ASSISTER NORTHERN TELECOM DANS LEUR NEGOC.POUR LE PROJ.TRANS
SELECTION DE NORTHERN TELECOM ET OCTROI DE CONTRAT

ASSISTER SR TELECOM DANS LEURS NEGOC.POUR LE PROJ.DE TEL.RUR
SELECTION DU SR TELECOM ET OCTROI DE CONTRAT

ORG.PARTIC.CDNNE A LA FOIRE DE TELECOM 88 & JOURNEES TECHN.
AMELIORER LE PROFIL CDN DANS CE SECTEUR COMME LEADER MONDIAL

ET APPUYER SOUMISSIONS CDNNE EN COURS D'EVALUATION

ENCOURAGER PART.TUNIS.AU PROG.DE FORMATION DU TEMIC
MEILLEURE COMPREHENSION DES SYSTEMES DE TELECOMMUNICATIONS

CANADIENS.

PROMOUVOIR L'EXPERTISE CDNNE EN MAT DE LA GESTION DU SPECTRE
SOUMISSION A UN AOI PAR AU MOINS UN GROUPE CDN.

IDENT UN PART LOCAL POUR UN SPOUMIS CDN CONC AOI TERM TELEX
SOUMISSION CONJOINTE PAR UNE FIRME CANADIENNE

ORG UNE VIS AU CDA DU DGT POUR CONNAITRE LES EXPLOIT.DU RES.
CONCRETISER LE CONTRAT EN FAVEUR DU CDA & NORTHERN TELECOM

AVEC POSSIBILITE DE CREATION D'UN NOUVEAU JV EN TUNISIE

BROADCASTING, INC. CABLE TV

ASSIST.CCC & LR TELECOM DANS LEUR NEG.POUR LA POURS.DU PROJ.
OCTROI DU CONTRAT POUR LE CANADA

DEPENDANT DA L'ACCORD D'ACDI/SEL, PREP.D'UNE ETUDE DE FAISIB.
DEVELOPPEMENT D'UN CAHIER DES CHARGES AVEC SPECIFICATIONS

CANADIENNES.

SENSIBILISER LES PARTENAIRES CDNS & TUNIS.POUR POURSUIVRE EN
SOUMISSION A L'ACDI PAR UN GROUPE TUNISO-CANADIEN

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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 :324-TUNIS

005-ADVANCED TECH. PROD. & SERV
TUNISIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Assister S.R. Telecom dans la preparation et la presentation de leur offre (téléphonie rurale).
Négociations avec les P.T.T. et sensibilisation concernant la même offre.

- Bon déroulement
- Compagnie canadienne désormais sur short list.
Résultats attendus prochainement.

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Titulaire des négociations avec les autorités locales
les concernant les conditions contractuelles pour la signature de contrats et signature d'une convention
la convention sous une autre forme.

Elaboration des brevets contractuels devant les autorités locales.
Participation d'une société canadienne (Soc. Can. de Brevets) au processus de signature de la convention de brevets.

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 :324-TUNIS

017-OTHER SERVICES
TUNISIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONSUL & SERVS NOT ELSE SPECI

APPUYER LE CONSORTIUM TRIAD/CPCS DANS LEUR POURSUITE DU PROJ
SELECTION DU GROUPE CANADIEN ET OCTROI DU CONTRAT.

APP.LES 3 FIRM.CDNNES DANS LEUR POURSUITE DU PROJ.DES ETUDES
SELECTION D'UNE FIRME CDNNE ET OCTROI DU CONTRAT

AIDER SNC DANS LA PREPARATION DE LEUR OFFRE FINANCIERE POUR
PREPARATION DU CAHIER DES CHARGES PAR LE CANADA ET EVENTUEL-

LE SOUMISSION PAR FIRME CANADIENNE.

ASSISTER LA FIRME AGROVET DANS SES DEMARCHES DEJA ENTREP.
OBTENTION D'UN OU DE DEUX CONTRATS.

ASSISTER CONSORTIUM DIRIGE PAR LA SNC DANS LA PREP.DE SOUMIS
SELECTION DU GROUPE CANADA ET NEGOCIATION DU CONTRAT.

ORGAN.DES MINI-SEM.SPEC.AU SEIN DE LA STEG SUR L'EXPERT.CDNN
MEILLEURE COMPREHENSION DU PROFILE DE L'INDUSTRIE CANADIENNE

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 :324-TUNIS

001-AGRI & FOOD PRODUCTS & SERVICE
TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

MAINTENIR PRESSION POUR REUNIR LE COMITE DE VIGILANCE(MIN.AG LE CDA.
SIGNATURE D'UNE NOUVELLE CONVENTION SANITAIRE BILATERAL AVEC

ASSIST.A LA SOC.SEMEX CDA DANS LEURS EFFORTS DE PENETRATION
SOUSSION A DES AOI ET OBTENTION D'UN CONTRAT.

ENCOUR.MEME SOC.A POUSSER SES DISC.AVEC AUTOR.LOCALES POUR
REALISATION D'UN PROJET MIXTE ET AUGMENTATION DES VENTES.

IDENTIFICATION DE QUELQUES AGENTS LOCAUX POUR APPUYER INT.CD
MEILLEUR SUIVI DES DEMARCHES AUPRES DES AUTORITES LOCALES.

SEEDS & SPECIAL CROPS

CONTINUER LES DISC.AVEC RESPON.TUNIS.A PROPOS DES PROB.SAN. TECHNIQUES.
SIGNATURE D'UNE CONVENTION BILATERALE REGLANT LES QUESTIONS

ASSISTANCES A POTATOES CANADA DANS SES EFFORTS
IMPORTATIONS DE QUELQUES QUANTITES DE VARIETES DEJA RECON- MUES.

SENSIBILISER LES UTILISATEURS LOCAUX SUR LA BONNE QUALITE
MEILLEURE COMPREHENSION ET AMELIORATION DU PROFIL DE L'IN- DUSTRIE CANADIENNE

AIDER A DEV.UN PROJ.DE FORMATION ENTRE 3 MIN.D'AGRICULTURE INCLUS LES SEMENCES CDNNES.
TUNISIE POURRA FAIRE DES CONTROLES LOCAUX INDEPENDANTS Y

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Clture des negociations avec les autorits loca
les concernant les conditions sanitaires pour im
portation de gnisses et signature d'une nouvel-
le convention sous une autre forme.

Elimination des barrires sanitaires devant nos
exportateurs de btail.
Participation d'une socit canadienne (Shore
Holstein) un important AOI. Rsultats atten-
dus au courant de l'actuel exercice.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :324-TUNIS

- Organisation d'une mission de trois responsables de la Commission Canadienne du Bl.
- Organisation et preparation de la visite du Bureau de Promotion des industries de bois (BPIB).
- Organisation d'une mission de suivi d'un agent du Ministre des Communications (DOC)
- Preparation de la visite de la socit Bell Canada Intl.
- Organisation d'une mission du Bureau de Promotion du Commerce du Canada (BPCC).

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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 :321-YAOUNDE

015-CONSTRUCTION INDUSTRY
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUIVI PONCTUEL AUPRES DE LA PRESIDENCE RELATIVEMENT AU PROJ.
OCTROI GRE A GRE DES CONTRATS DE REALISATION, SURVEILLANCE ET

CONTROLE.

VISITE DE REP PAR L'EXPORTATEUR CDN DANS LE PROJ DE CONSTR.
APPROBATION DU PROJET PAR LES AUTORITES LOCALES. ATTRIBUTION

DU MARCHE.

MISS DE REPRESENT DE HAUT NIVEAU VISANT A APPUYER L'OFFRE
OCTROI DU CONTRAT DE REALISATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Representations sur le territoire d'exportateurs
canadiens dans le domaine de la construction.

une societe a poursuivi durant le trimestres les
negociations menant a l'obtention d'un projet de
construction de Cite Universitaire (80M Dolcan).
Le contrat commercial est a l'etude a la Commis-
sion nationale des marches.

QUARTER: 2 REPRESENTATION SUR LE TERRITOIRE D EXPORTATEURS
CANADIENS DANS LE DOMAINE DE LA CONSTRUCTION

LE PROJET DE CONTRAT DU PROJET DE LA CITE
UNIVERSITAIRE POURRAIT ETRE MODIFIE PAR LA DGTC.
UNE PHASE DE NEGOCIATION ENTRE LA DGTC ET
L EXPORTATEUR EST SUR LE POINT D ETRE ENGAGEE.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :321-YAOUNDE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUIVRE LE DEVELOP DU PROJ D'APPROV EN EQUIP PORTU DE L'ONPC
VENTES COMMERCIALES PAR FOURNISSEURS CANADIENS

SUIVRE LE PROJ DE GRANDES REVISIONS DE LOCO DE REGIFERCAM
OBTENTION DE SOUS-CONTRATS POUR CERTAINES SOCIETES CDNNES

APPUYER DIVERSES SOC CDNNES POURSUIVANT DES CONTRATS D'INFOR
ADJUDICATION DE CERTAINS CONTRATS A CES SOCIETES

DEMARCHAGE ASSIDU AUPRES DE LA REGIFERCAM
AUGMENTER LA PRESENCE CANADIENNE DANS LE DOMAINE DES FOURNI-

S'ASSOC AUX BAILLEURS DE FONDS MULTIL(BM)DANS LEUR PROGRAM.
SUSCITER L'INTERET DE SOCIETES CANADIENNES A PARTICIPER AUX

TURES FERROVIAIRES

APPELS D'OFFRES A VENIR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Appuyer diverses societes canadiennes poursui-
vant des contrats d'information de services re-
lies au secteur des transports.

Une firme cdnne a signe durant le trimestre un
protocole d'entente avec le Ministere des Trans-
ports pour la realisation d'une etude (350 M
Dolcan). Sur l'informatisation des Titres de
transport.

QUARTER: 2 APPUYER DIVERSES SOCIETES CANADIENNES POUR-
SUIVANT DES CONTRATS D INFORMATISATION DE
SERVICES RELIES AU SECTEUR DES TRANSPORTS

LE CONTRAT D ASSISTANCE TECHNIQUE REMPORTE EN
GRE A GRE PAR LAVALIN DANS LE CADRE DU SIXIEME
PROJET ROUTIER FAIT L OBJET D UNE REVISION A
LA DGTC.

DEMARCHAGE ASSIDU AUPRES DE LA REGIFERCAM

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

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POST :321-YAOUNDE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

APPUYER LE CONSORTIUM CDN POURSUIVANT LA REALIS.D'UN PROJ.
ADJUDICATION GRE-A-GRE DU MANDAT D'EXECUTION SUITE A LA

REALISATION DE L'AVANT-PROJET DETAILLE

POURSUIVRE NOS REPRESENTATIONS AUPRES DES AUTORITES LOCALES
PREPARATION DE L'AVANT-PROJET DETAILLE. FINALISATION DU MON-

TAGE FINANCIER

POURSUIVRE LE DEMARCHAGE AUPRES DE LA SONEL EN VUE DE FAIRE
AUGMENTATION DES FOURNITURES CANADIENNES DE MATERIEL ELEC-

TRIQUE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Appuyer le Consortium canadien poursuivant la
realisation d'un projet de distribution de Gaz
GPL.

Les autorites camerounaises ont fait connaitre
leur desir de voir le projet aller de l'avant et
ont charge le Consortium de produire une offre
financiere.

QUARTER: 2 APPUYER LE CONSORTIUM CANADIEN POURSUIVANT LA
REALISATION D UN PROJET DE DISTRIBUTION DE
GAZ GPL

LE MINISTRE DES MINES, DE L EAU ET DE L ENERGIE
A INAUGURE L OUVERTURE DE 2 MINI-CENTRES PILOTES
DE DISTRIBUTION DE GPL DANS LE CADRE DE L APD.
LES TRAVAUX SE POURSUIVENT AFIN DE METTRE EN
PLACE UNE SOCIETE MIXTE LIQUIGAZ-CAMEROUN

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :321-YAOUNDE

004-DEFENCE PROGRAMS, PRODUCTS, SERV
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALISER LE CONTRAT DE VENTE DE 2 HELICOPTERES A LA SECUR.
MISE EN PLACE DU FINANCEMENT ET LIVRAISON DES APPAREILS

RE-ACTUALISER LE CONTRAT DE FOURNITURE DE CAMIONS DE TRANSP.
ENTENTE ENTRE EXPORTATEURS ET FORCES ARMEES LOCALES

PRESENT.AUX AUTORITES LOCALES DE L'EXPERT.CDNNE DANS SECT.MI
QUELQUES CONTRATS DE FOURNITURES AUX FORCES ARMEES LOCALES

CONTACTS REGULIERS AUPRES DU MINISTERE DE LA DEFENSE
ETRE ALERTES DES POSSIBILITES DE CONTRATS DE FOURNITURE.

FORMATION AU CANADA D'OFFICIERS LOCAUX.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Appuyer le societe Bell Textron a finaliser la
vente de deux helicopteres a la Securite Inte-
rieure.

Les autorites ont du remettre leur mission a
Montreal pour prendre livraison des 2 appareils
apres le 1er juillet. Une nouvelle date sera
presentee et la 2e partie de l'avance de 15% du
prix de l'achat est a completer.

QUARTER: 2 . APPUYER LA SOCIETE BELL TEXTRON A FINALISER LA
VENTE DE 2 HELICOPTERES A LA SECURITE INTERIEURE
. APPUYER LA SOCIETE ATCO DANS SON PROJET DE
VENTE DE BARRAQUES MILITAIRES
. APPUYER LA SOCIETE BOEING DE HAVILLAND

. 2 HELICOPTERES LIVRES
. DOCUMENTATIONS DISTRIBUEES. VISITE D UN
REPRESENTANT ATCO
. PROJET DE REPARATION SUR APPAREILS BUFFALO EN
DISCUSSIONS

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 :321-YAOUNDE

009-FOREST PRODUCTS,EQUIP,SERVICES
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUIVRE LE PROJET"APPUI FORESTIER" EN CONJ AVEC SEE & ACDI
VENTE D'EQUIPEMENTS D'UNE VALEUR APPROXIMATIVE DE \$ 9 MIL-

LIONS EN 1989

SUIVRE L'EVOLUTION D'UN PROJ DE COMPLEXE FORESTIER INTEGRE
PARTICIPATION DE SOCIETES CANADIENNES A LA PHASE REALISATION

FINALISER L'ADJUDICATION D'UN MANDAT DE PHOTO-CARTOGRAPHIE
DEBUT DES TRAVAUX

PARTIC.AU MONT.FINANCIER D'UNE NOUV.PHASE D'INV.FORESTIER
OPERATIONNALISATION DE CETTE NOUVELLE PHASE EN 1989

(\$ 5 MILLIONS)

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
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POST :321-YAOUNDE

014-EDUCATION, MEDICAL, HEALTH PROD
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSTRUCTION DE SIX LYCEES TECHNIQUES
FIN DES TRAVAUX SELON ECHECANCIER

SUIVRE L'EVOL.DES PROJ D'EDU SOUS FINANCEMENT BANQUE MONDIAL
IDENTIFIER ET FAIRE CONNAITRE DEBOUCHES POUR SOCIETES CANA-

DIENNES

MISE EN PLACE DU VOLET FORMATION DU PROJ DE 6 LYCES TECHNIQ
VOLET FORMATION OPERATIONNEL AVEC INSTITUTIONS CANADIENNES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Mise en place du volet formation du projet de
six Lycees techniques.

Les negociations ont ete completees avec les
autorites locales et une societe canadienne
d'experts-conseils est en voie d'etre selection-
nee a titre d'agent de suivi.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

POST :321-YAOUNDE

MISSION DE LA SEE

VISITE DE JEAN-GUY LATULLIPE, COLLECTIF D'EXPERTS

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