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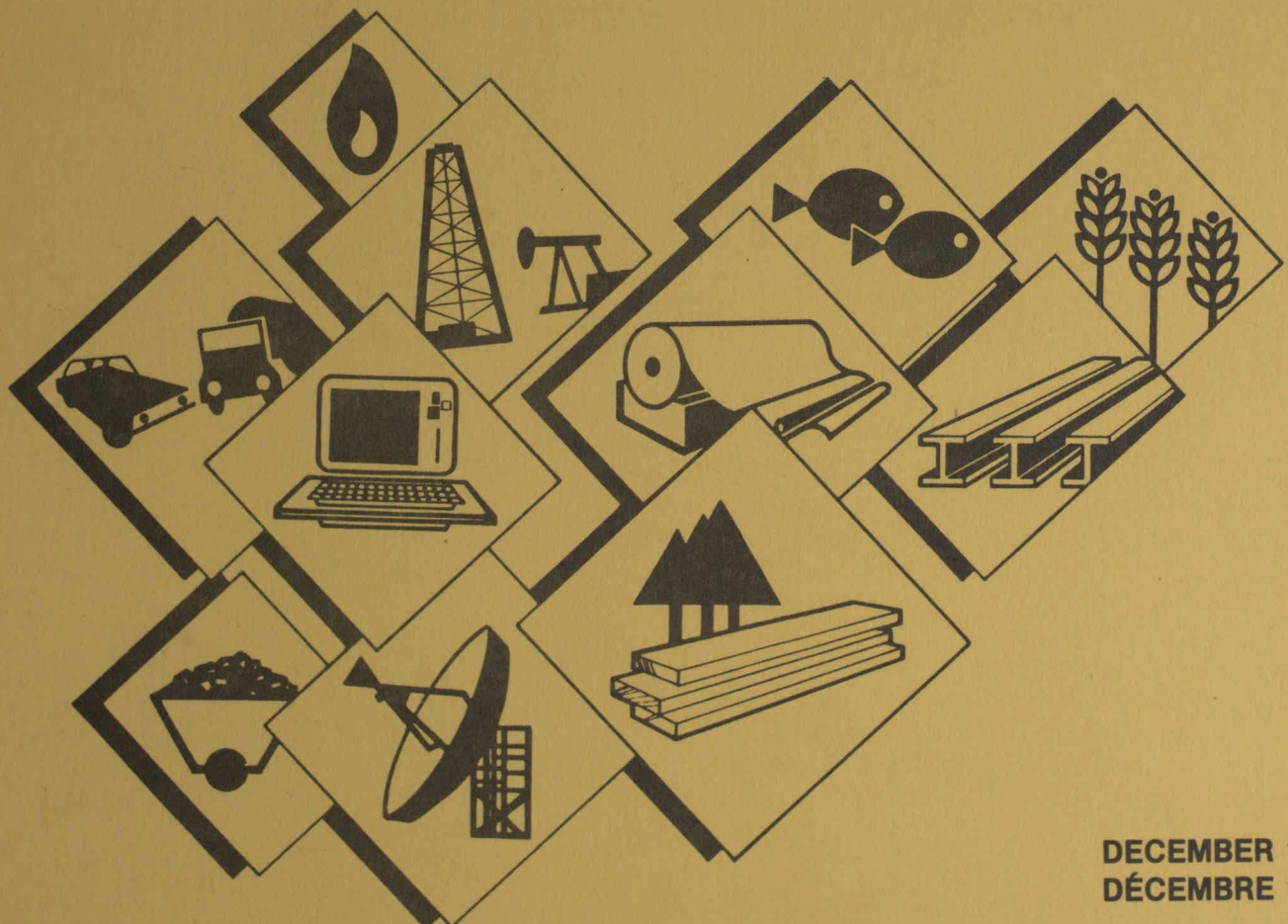
**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE**

**QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**EUROPE**

**APRIL - JUNE 1989  
(1st QUARTER FY 1989-90)**

**AVRIL - JUIN 1989  
(1<sup>er</sup> TRIMESTRE, AF 1989-90)**



**DECEMBER 1989  
DÉCEMBRE 1989**



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report

April - June 1989

Following is the Activity Report for the quarter ending June 30, 1989. This report contains a synopsis of activities and results by sector and subsector reported by the missions in Europe, 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

Avril - Juin 1989

Voici le Rapport des activités du trimestre qui a pris fin le 30 juin 1989. Le rapport contient un résumé des activités et des résultats déclarés par les missions en Europe, 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.



EUROPE

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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 :401-ANKARA

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PLANNING: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINAL NEGOTIATIONS OF LLAD CONTRACT  
CONTRACT AWARD TO CDN SUPPLIER

AGGRESSIVE MARKETING OF CDN TRANSPORT AIRCRAFT CAPABILITY  
SHORT LISTING OF CDN SUPPLIER

VISIT TO CDA BY TURKISH MINISTER OF NATIONAL DEFENCE  
PROMOTE CDN CAPABILITY IN DEFENCE SECTOR & ADATS/DASH-8/CL-

215T SELECTION OF ADATS

PRESENT A BRIEFING BY DEHAVILLAND AIRCRAFT OF CDA LTD.  
PROMOTE DASH-8

ORGANIZATION OF VISIT OF CDN DEFENCE MISSION TO TERRITORY  
INCREASE FAMILIARITY OF TURKISH MILITARY WITH CDN DEFENCE

SYSTEMS; HELP CDN FIRMS KNOW TURKISH MILITARY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Assist Canadian company to win LLAD competition  
-Promote Canadair suppliers of coastal patrol aircraft  
-Assist CC in helicopters co-production project

-Company participated in Idea 89 and Paris Air Show. Minister of Defence visited stand.  
-Post organized briefing for MOD by one supplier  
-Evaluation is continuing. Canadian supplier is in the lead.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:  
QUARTER: 1 -Assist Canadian Consortium (CCC) in concluding negotiations for Ankara Urban Transit Project (AUTP)  
-Assist Canadian company in winning contract for road traffic system for Ankara streets  
QUARTER: 2  
QUARTER: 3  
QUARTER: 4

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :401-ANKARA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

COMPLETION OF FINAL NEGOTIATIONS ON ANKARA URBAN TRANSIT PRO  
SIGNING FINAL CONTRACT AND START OF CONSTRUCTION WORK

PREPARATION OF A TURNKEY PROPOSAL FOR BURSA LIGHT RAIL TRANS SOURCE BASIS  
AN ATTRACTIVE PACKAGE MAY RESULT IN A CONTRACT AWARD ON SOLE

SUBMISSION OF A PROPOSAL TO IZMIR MUNICIPALITY - STUDY CONTRACT TO CDN FIRMS ON SOLE SOURCE BASIS  
AN EXTERNALLY-FUNDED STUDY COULD LEAD TO AWARD OF STUDY

ORGANIZE A BRIEFING ON CDN RAIL COMMUTER TECHNOLOGY  
INFLUENCE THE SPECIFICATIONS TO FAVOUR CDN TECHNOLOGY

SECURE AT LEAST ONE CDN BIDDER FOR EACH TENDER  
CONTRACT AWARDS TO CDN FIRMS

AEROSPACE

SUBMISSION OF A PROPOSAL FOR LEASE OF TWO FEEDER LINE AIRCRA  
PENETRATING OF TURKISH CIVIL AVIATION MARKET

START TALKS ON CO-PRODUCTIONS OF REGIONAL CARRIER  
CONCLUSION OF AGREEMENT TO CO-PRODUCE AIRCRAFT DASH-8

SUBMISSION OF A PROPOSAL TO SUPPLY FOREST FIRE AIRCRAFT  
CONTRACT AWARD FOR SUPPLY OF FOREST FIRE FIGHTING AIRCRAFT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Assist Canadian Consortium (CC) in concluding negotiations for Ankara Urban Transit Project (AUTP)  
-Assist Canadian company in winning contract for vessel traffic system for Turkish straits

-Significant progress was made on financing package. Full agreement expected in July.

-Canadian company has begun working with Turkish authorities to prepare tender documents.

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 :401-ANKARA

007-POWER & ENERGY EQUIP. & SERV.  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

CONCLUSION OF FUNDING ARRANGEMENTS FOR LAMAS RIVER PROJECT  
CONTRACT SIGNING

PROMOTION OF CDN HYDROELECTRIC CAPABILITY  
HAVE AT LEAST ONE CDN FIRM TO ENTER NEGOTIATIONS WITH

PROMOTE CDN CAPABILITY FOR REHABILITATION OF HYDRO PLANTS  
AWARD OF CONTRACT TO AT LEAST ON CDN FIRM FOR HEPP UPGRADING

REPORT ON OPPORTUNITIES IN HYDRO-POWER -POWER GEN. SECTOR  
ENCOURAGEMENT OF CDN SUPPLIERS TO CONSIDER OPPORTUNITIES IN

TURKISH GOV'T FOR A DAM & HEPP PROJECT ON BOT BASIS

PROGRAM

TURKEY, ESPECIALLY IN GAP REGION

THERMAL

SELECTION OF ONE OF THE TWO INTERNATIONAL CONSORTIA  
SUB-CONTRACT AWARD FOR CANADIAN FIRM

PROMO. OF CDN TECH IN LIGNITE UPGRADING FOR POWER GENERATION  
OPENING OF NEW OPPORTUNITIES FOR CDN ENGINEERING COMPANIES

PROMO. OF CDN TECH. IN UPGRADING OF EXISTING THERMAL PLANTS  
CONTRACT AWARD TO A CDN FIRM FOR IMPLEMENTATION WORK ON

IN POWER DEVELOPMENT

THERMAL POWER PLANT REHABILITATION PROGRAM.

NUCLEAR

OBTAINING OF \$1.5 BN FINANCING;ACCEPTANCE OF BOT FORMULA.  
ACCEPTANCE OF BOT BY CDN GOVT & SECURING FINANCING WILL RE-

SULT IN CANDU SALE. CANDU TECH. IS FAVOURED BY TURKISH GOVT.

COMPLETION OF NEW FUNDING FORMULA PROP.-NEW FOREIGN PARTICI.  
SIGNING OF CONTRACT

TRANSMISSION

PARTI. BY CDN FIRMS IN TURKISH POWER TRANS. LINE PROJECTS  
SECURING OF CONTRACT

PUBLICIZATION OF DETAILS OF TURKISH POWER LINE CONST.PROJECT  
PARTICIPATION OF AT LEAST ONE CDM COMPANY IN TENDERING PRO-

CESS FOR TURKISH POWER LINE CONSTRUCTION PROJECTS.

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POST :401-ANKARA

007-POWER & ENERGY EQUIP. & SERV.  
TURKEY

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Assist CC in finalization of Lamas River hydro-  
                  project  
                  -Promote Canadian capability in high voltage  
                  power transmission sector  
-Agreement has been reached on security struc-  
                  ture. Contract expected in next quarter.  
-CC has been shortlisted for turnkey construc-  
                  tion of Ataturk Dam-Istanbul 380 KV corridor

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :401-ANKARA

011-OIL & GAS EQUIPMENT, SERVICES  
TURKEY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

INCREASE OF CALLS ON POTENTIAL CLIENTS-MINIMUM ONE/MONTH  
MORE EFFECTIVE PROMOTION OF CDN CAPABILITIES IN OIL/GAS

SECTOR. INCREASE AWARENESS OF NEW OPPORTUNITIES.

SEMINAR ON TECH FOR RECOVERY OF HEAVY OIL  
WINNING OF A CONSULTANCY CONTRACT TO ASSIST TPAO IN HEAVY

OIL EXTRACTION. FOLLOW-UP EQUIPMENT CONTRACTS.

INCOMING/OUTGOING MISSION FOR NATURAL GAS APPLICATIONS TECH.  
WINNING OF AT LEAST ONE NEW CONTRACT FOR CDN FIRM IN GAS

TECH APPLICATIONS. SUB-CONTRACTS FOR CDN MANUFACTURED EQPT.

ONE INCOMING AND ONE OUTGOING OIL AND GAS MISSION  
INVOLVEMENT OF AT LEAST ONE CDN ENGINEERING/CONSULTING FIRM

IN IRAN/TURKEY PIPELINE & IN SEVERAL NATURAL GAS CONVERSION

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Assist CC in bidding on various gas distribu-  
tion projects  
-Promote Canadian capability in underground  
storage of natural gas  
-Promote Canadian capability in sector

-CC is negotiating for construction of pipeline  
extension to Eregli steel mill  
-Canadian companies have not followed up  
-Minister and General Director of TPAO visiting  
Canada in September

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 :401-ANKARA

005-ADVANCED TECH. PROD. & SERV  
TURKEY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INCOMING INFORMATICS AND COMMUNICATIONS TECHNOLOGY MISSION  
INCREASED AWARENESS OF CDN CAPABILITY

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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 :401-ANKARA

Organization of Canadian participation in Idea '89 Defence Fair (Gov't Stand plus six companies.)  
Coordination of and participation in final financing negotiations for AUTE (two sessions).  
Participation in HiTEC 89.

Visit by new trade program manager (two days).

Organization of visit programs of two incoming missions.

Organization of a briefing to the Turkish MOD on behalf of Canadair.

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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 :402-ATHENS

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

- ATTEMPT TO HAVE CMC SPECIFIED FOR NEW FRIGATE RADARS
- GET RADAR COMPANY SPECIFIED BY HN AND INCLUDE IN VARIOUS
- ATTEMPT TO HAVE 2 CDN COS SPECIF. FOR NAVAL AIRCRAFT
- GET ONE OF THE TWO CDN COS SPECIFIED FOR THE NAVAL AIRCRAFT
- FOLLOW UP & PROMOTE SONARS AND VDS-INDAL FOR HELICOPTER SUPP
- GET 2 OR 3 COMPANIES SPECIFIED ON NAVAL PROJECTS

PACKAGES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Have CMC specified for frigates DHC or CL-215 for ASW a/c. Promote Westinghouse, Fathom, Indal for sonars and helicopter systems. Arrange demos DASH ASW a/c and CVR-7.

Frigate radars to go FMS. CMC candidate for destroyers. ASW a/c pending due to elections. Sonars to go FMS. Helicopter systems pending. Post monitoring intentions for VIP a/c. HAF rejected witnessing CRV-7

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :402-ATHENS

009-FOREST PRODUCTS,EQUIP,SERVICES  
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

FOLLOW UP ON TIMBER FRAME CONSTR SEM & GET LOC DEV TO BUILD  
PUBLISH IN GREEK OF TFC TECHNIQUES & DESIGN SPECS AS REQUES-

TED BY LOCAL ARCHITECTS & ADAPTED TO GREEK NEEDS.

CONT DISTRIB OF TIMBER FRAME CONSTR MANUAL TO ENG/ARCH/INSTI  
GREATER AWARENESS OF CANADIAN TIMBER FRAME HOUSING METHODS

\$1 ML SALES IN NEXT 3 YEARS

ESTABLISH CONSIGNMENT PLYWOOD STOCKS IN PIRAEUS  
ESTABLISH INITIAL SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Propose incoming lumber buyers mission for  
September or October 89. Follow up on TFC  
seminar regarding slaes of plywood and dimension  
lumber. Follow up on newsprint and pulp sectors  
where potential exists.

Post in contact with COFI and Lumber cos re  
mission. Also in close contact with local lumber  
and pulp import cos re the increase of market  
share.

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 :402-ATHENS

011-OIL & GAS EQUIPMENT,SERVICES  
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

ASSIST OTHER CDN COS TO PARTICIPATE IN CONSTR.OF GAS P.L.  
INCLUSION OF CDN COS IN REPS TO BE ISSUED

INTRODUCE CDN CNG TECHNOLOGY TO COMBAT POLLUTION PROBLEMS  
INTRODUCE COS TO GREECE

ASSIST CDN COS TO BE REGISTERED WITH NAPC  
GET 10% OF BUSINESS OF O&G CONSUMABLES AND NEW EXPLORATION

WORK.

ALL SUB-SECTORS

ASSIST OTHER CDN COS TO PART IN CONSTR OF GAS P.L. & MANAG.  
INCLUSION OF CDN COS IN REPS TO BE ISSUED

INTRODUCE CDN CNG TECHNOLOGY TO COMBAT POLLUTION PROBLEMS  
INTRODUCE COS TO GREECE

ASSIST CDN COS TO BE REGISTERED WITH NAPC  
GET 10% OF BUSINESS OF O&G CONSUMABLES AND NEW EXPLORATION

WORK

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assit cos to participate in construction of  
Gas P/L and management of network.  
Introduce NG technology to combat pollution  
Assist Cdn cos to be registered with NAPC.

Post in contact with owners to increase Cdn  
participation. Onr contract concluded.  
Second co bid on gas distribution engine.  
CNG technology promoted to authorities.  
Mission 2 officials to petroleum show.

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 :402-ATHENS

005-ADVANCED TECH. PROD. & SERV  
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

ASSIST RURAL TELECOM & OTHER CDN COS BY ALERTING THEM ON UPC  
OBTAIN 5% OF AWARDS IN COMMUNICATION EQUIPMENT

MONITOR DEVELOPMENT OF DATA PROCESSING SYSTEM  
INCLUSION OF CDN COS IN SUPPLY OF DATA NETWORK PACKET

SATELLITE TV  
INCLUSION OF CDN COS IN SUPPLY OF EQUIPMENT

DATA PROCESSING  
INCLUSION OF CDN COS IN SUPPLY OF EQUIPMENT

INFORMATICS  
INCLUSION OF CDN COS IN SUPPLY OF EQUIPMENT

ALL SUB-SECTORS

ASSIST RURAL TELECOM & OTHER CDN COES BY ALERTING THEM  
OBTAIN 5% OF AWARDS IN COMMUNICATION EQUIPMENT

MONITOR DEVELOPMENT OF DATA PROCESSING SYSTEM  
INCLUSION OF CDN COS IN SUPPLY OF DATA NETWORK PACKET SWIT-

SWITCHING EQUIPMENT

CHING EQUIPMENT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assit rural telecom and other Cdn co. by  
alerting on tenders issued. Monitor development  
of data system also satellite TV relay system  
Introduce cos in informatics sector.

Tender transmission on regular basis. Post is  
monitoring and promotes Cdn cos for periphereals  
teleinformatics system. Post is monitoring  
development of satellite Tv relay system.

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 :402-ATHENS

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

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

URBAN TRANSIT

- ASSIST DCM SUB SUPPL TO GET THEIR EQPT INCL IN 1 OF THE PREQ TO GET AT LEAST ONE CDN CO INTO A CONSORTIUM
- GET A CDN MFGRS TO BID ON TENDER FOR 15 LOCOS WORTH \$30 MIL. 20% CHANCE OF \$30 MILLION ORDER
- GET CDM CO TO BID ON TENDER FOR RAILS 10% CHANCE OF \$20 MILLION ORDER

AEROSPACE

- FOLLOW ON EVALUATION PROCED TO ASSIST DHC TO BE SPECIFIED 5% CHANCE OF WINNING BID FOR \$150 MILLION
- FOLLOW UP ON GOVT INTENTIONS TO PURCH VIP A/C TO ENSURE THAT OBTAIN RFQ SUBMISSION OF OFFER

-----

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

- QUARTER: 1 Ensure DHC is specified for supply of a/c to OA. and Canadair shortlist for VIP a/c. Arrange demo
- 2)Ensure Cdn equip in Athens Metro. Ensure Cdn bid for 15 Locos. Ensure Cdn bid for rails. Assist Cdn cos pursuing RR repair shop.

- 1). OA bought ATR42 a/c. VIP a/c pending new govt. Post is minotoring.
- 2.)Athens Metro pending election. GM awarded ten locos contract signature pending. No Cdn bid on rails. Post in contact with OSE/RR repair shop.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :402-ATHENS

Preparation of material, information, reports for Hitec 89.

Organizing mission of two Greek participants to INTERCAM 89  
Oil and Gas equipment and services Fair.

Arrangement of visits for Col. R. Roucham, CFA, Rome to key  
contacts in Greek Armed Forces High Command.

Preparatory arrangements for Defendory '90 consultations  
with organizers for space, discussion of requirements.

Preparatory work for organizing of Quebec Mission early in  
1990.

World Energy Conference 1989 - contacts with Technical Cham-  
ber the local coordinator to assure Greek participation.

Submission of G.E. offers for locomotive spare parts to  
Hellenic Railway Organization.

Visited the 14th International Fur Fair in Kastoria.

Arranged for an incoming buyer to visit the Western Canada  
Farm Progress Show in Regina.

Attended Hitec - ARMX show Ottawa

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POST :474-BELGRADE

009-FOREST PRODUCTS,EQUIP,SERVICES  
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

ASSISTANCE TO CDN CO. DURING ROUND OF TECH. NEGOTIATIONS  
COMPLETE TECHNICAL DISCUSSIONS PAVING WAY FOR FINANCIAL

ARRANGEMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :474-BELGRADE

017-OTHER SERVICES  
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 :474-BELGRADE

001-AGRI & FOOD PRODUCTS & SERVICE  
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOOD HANDLING, PROCESSING EQUIP

ASSISTANCE TO RODOPA MEAT INDUSTRY DELEGATION VISITING CDA  
NEGOTIATION OF CONTRACT BY KNUD SIMONSEN INDUSTRIES FOR MEAT

PROCESSING EQUIPMENT.

CONTINUATION OF OUR CONTACTS WITH THE FOOD PROCESSING INDUSTRY  
BETTER INFORMATION ON THEIR INTERESTS AND PURCHASING

POTENTIAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----





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POST :474-BELGRADE

011-OIL & GAS EQUIPMENT, SERVICES  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ACTIVE SUPPORT TO CANADIAN SUPPLIERS OF OIL AND GAS EQUIPMENT AND SERVICES. FREQUENT VISITS TO TWO MAJOR YUGOSLAV PETROLEUM FIRMS TO LEARN AS EARLY AS POSSIBLE OF FUTURE INVESTMENT PROJECTS.

WILLOWGLEN SYSTEMS OF CALGARY WON CONTRACT TO PROVIDE PETROL OF LJUBLJANA WITH A \$4.3 MILLION SCADA SYSTEM. OBTAINED EARLY WARNING OF MAJOR TENDER TO BE RELEASED IMMINENTLY BY NAFTA-GAS; INFO TRANSMITTED TO CCC\CALGARY AND OTHER FIRMS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :474-BELGRADE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO MAKE REPRESENTATIONS AT SENIOR LEVEL  
OF FED AND REPUBLIC GOV'TS TO MOVE AHEAD WITH  
SALE OF CL-215 WATERBOMBERS. ASSISTED CHC WITH  
EXPLORATION OF MARKET FOR OFFSHORE HELICOPTER  
SERVICES. CPCS WAS INTRODUCED TO BULG RAIL DEPT.

STATE OF CONFUSION IN YUGOSLAV GOV'T HAS HALTED  
PROGRESS ON CL-215 SALE, FINANCING MAJOR PROBLM.  
CHC HAD GOOD VISIT TO ZADAR AIR BASE AND AGREED  
TO FEASIBILITY STUDY IN THE FALL WITH OUR HELP.  
CPCS HAS SUBMITTED BID ON BULGARIAN PROJECT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :474-BELGRADE

001-AGRI & FOOD PRODUCTS & SERVICE  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

DAIRY MISSION TO CANADA IN NOV. 88.  
NEGOTIATIONS ON FUTURE PURCHASES OF LIVE ANIMAL BREEDING

STOCK (LIVESTOCK, EMBRYOS AND SEMEN)

VISIT TO NEXT YEAR'S AGRIBITION BY A SELECTED GROUP OF REPS  
BROADEN POSSIBILITIES FOR CDN BREEDING STOCK FROM DAIRY TO

BEEF CATTLE AS WELL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUOUS SUPPORT TO CDN EXPORTERS TO TAKE  
ADVANTAGE OF OPPORTUNITIES IN CATTLE BREEDING,  
GENETIC MATERIAL,OILSEEDS,WHEAT AND ESPECIALLY,  
FOOD PROCESSING.

SEVERAL VISITS MADE TO RODOPA IN SOFIA ON BEHALF  
OF KNUD SIMONSEN WHO RECENTLY SIGNED \$30 MILLION  
CONTRACT TO SUPPLY MEAT PROCESSING PLANT. IN  
EARLY JUNE ARRANGED MEETING AT RODOPA FOR SENATE  
SPEAKER CHARBONNEAU TO ASSIST PROJECT CONCLUSION

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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

POST :474-BELGRADE

010-MINE,METAL,MINERAL PROD & SRV  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED TO PRESS OFFICIALS OF RTB\BOR TO SEE  
WHEN DECISION ON SMELTER PROJECT WILL BE MADE.  
ASSISTED HOWDEN LTD. AND ALLIS-BOLIDEN ON THEIR  
RESPECTIVE BIDS FOR MAJDANPEK FLOTATION PROJECT.

CORPORATE RESTRUCTURING AND LABORIOUS DECISION  
MAKING ARE MAJOR PROBLEMS AT BOR.NO RESULT IS  
LIKELY UNTIL THIRD QUARTER. HOWDEN AND ALLIS-  
BOLIDEN BOTH MADE TECHNICAL PRESENTATIONS AT  
MAJDANPEK; BOTH VERY WELL RECEIVED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT40  
89/12/12

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

POST :474-BELGRADE

015-CONSTRUCTION INDUSTRY  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INITIATED CONTACTS WITH SEVERAL MAJOR YUGOSLAV  
TURNKEY PROJECT FIRMS TO SEEK COLLABORATION  
WITH CANADIAN SUPPLIERS AND CONSULTING ENGINEE-  
RILNG FIRMS.YUGOSLAV FIRMS HAVE WON MANY  
FOREIGN CONTRACTS IN EAST EUROPE/MIDDLE EAST.

INGRA HAS ALREADY GIVEN SUBCONTRACT TO MARINE  
INDUSTRIES LTD.FOR BEKME HYDRO PROJECT IN IRAQ.  
HAVE HIGHLIGHTED ACCESS TO EDC LINES OF CREDIT  
BY CDN FIRMS WHICH SHOULD, IN TIME, GENERATE  
MORE OPPORTUNITIES FOR CDN SUPPLIERS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :474-BELGRADE

009-FOREST PRODUCTS,EQUIP,SERVICES  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

IBRD LOAN FOR THE BOSNIA & HERCEGOVINA FORESTRY PROJECT  
INCREASED AWARENESS OF A RANGE OF CDN FORESTRY CAPABILITY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO SEEK OPPORTUNITIES FOR EXPORTS OF  
PULP AND WOOD PRODUCTS AS WELL FOR MAJOR  
CAPITAL PROJECTS IN THIS SECTOR.

CONVINCED H.A. SIMONS TO PURSUE CONSTRUCTION OF  
APPROX.\$300 MILLION PULP MILL IN SILISTRA BULG.  
WITH AMB, INTRODUCED SIMONS TO PULP/PAPER CORP.  
RETURNED WITH SENATE SPEAKER IN JUNE. SIMONS  
WILL PRESENT FULL PROPOSAL TO CLIENT EARLY AUG.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A  
89/12/12

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 :474-BELGRADE

ORGANIZED AND PARTICIPATED IN VISIT BY EDC/DVORAK TO REVIEW YUGO ECON SITUATION. MORE FLEXIBILITY BY EDC WAS RESULT. ASSISTED AIR CANADA WITH REGULATORY PROBLEMS RE:STARTUP OF TORONTO-ZAGREB SERVICE AND ARRANGEMENTS FOR INAUGURAL RECEPTION AT ZAGREB AIRPORT AND MEETING WITH CROATIAN PRES.

TRAVELLED TO SOFIA WITH RBT/LEE TO NEGOTIATE TEXT OF (YET TO BE SIGNED) CDA/BULG LONG TERM ECONOMIC AGREEMENT.

PARTICIPATED IN CDA/BULGARIA TRADE CONSULTATIONS IN OTTAWA JUNE 19-20. PROG MGR UNDERTOOK TD IN TORONTO & CALGARY.

ORGANIZED AND PARTICIPATED IN HIGH LEVEL VISIT TO SOFIA BY SENATE SPEAKER CHARBONNEAU. PROGRAM INCLUDED CALLS ON THREE BULG FIRMS WITH WHOM CDA IS CURRENTLY PURSUING CONTRACTS. ALSO CALLED ON MIN OF FOR ECON REL'NS AND HEAD OF STATE TO DISCUSS NEW ECONOMIC REFORM PROGRAM.

HELD SEMINAR AT EMBASSY FOR 30 MEDICAL SPECIALISTS AT WHICH CDN REP DEMONSTRATED PRECI-JET INSULIN INJECTOR.

REPT4D  
89/12/12

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 :409-BERNE

005-ADVANCED TECH. PROD. & SERV  
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

MONITOR DEV'T OF THE MARKET FOR HOME TV DISHES/CONVERTERS SWITZERLAND  
INCREASE BY 2 THE NUMBER OF CDN COMPANIES REPRESENTED IN

MONITOR THE IMPLEMENTATION OF NEW TELECOM. LAW CHANGES & DEREGULATIONS  
I.D. MARKET OPENINGS AND OPPORTUNITIES BROUGHT BY LEGAL

MONITOR DEV'T IN THE USE OF SATELLITE CHANNELS  
I.D. OPPORTUNITIES FOR CDA

COMPUTERS HARD/SOFTWARE & COMP

TARGETED MARKETING; MAIL-OUT AND QUESTIONNAIRES 10 HIGH VOLUME BUYERS  
TO MEASURE INTEREST IN CONSIDERING CDN SUPPLIERS; IDENTIFY

DEV DATA-BASE & COMPANY PROFILE SYSTEM-SWI COMPUTER SECTOR MATERIAL FOR WIN PROGR.  
TO SUPPLY CDN EXPORTERS WITH MORE INFO AND TO PREPARE

INFO BOOTH AT SWISS COMPUTER FAIR IN GERMAN SPEAKING SECTOR 25 DISTRIBUTORS)  
INCREASE AWARENESS OF CDN PRESENCE ON SWISS MARKET (TARGET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - To monitor New Swiss telecommunications law.  
- National Stand at International TV Symposium  
and Technical Exhibition, Montreux, June 17-22,  
1989.

-Modems deregulated by PTT June 30, 1989. - Post  
did not participate due to decision to devote  
resources to Oct. ITU-COM 89 (Electronic Media)  
in Geneva. Post attended Montreux Show. 2 Cdn  
cos exhibited & Cdns took part in Symposium.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPT4D  
89/12/12

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 :409-BERNE

013-CONSUMER PRODUCTS & SERVICES  
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

APPAREL (CLOTH,FUR,SHOES) TEXT

REPORT-MARKET FOR FUR GOODS TO DISTRIBUTE TO CDN EXPORTER      GOODS  
INCREASE AWARENESS OF MARKETING POSSIBILITIES FOR CDN FUR

MAILING OF FUR GUIDE TO SWISS FURRIERS      CAPABILITY IN FUR SECTOR (DISTRIBUTE TO 250 BUYERS)  
MAIL REPORT TO 100 CDN FURRIERS. BETTER KNOWLEDGE OF CDN

RECRUITING OF BUYERS FOR 1989 IFF  
RECRUIT 3 NEW BUYERS FOR IFF

RECRUITING OF SWISS BUYERS TO IFF MTL 1990/91  
RECRUIT 3 NEW BUYERS

CALLS ON THE FUR TRADE ASSOCIATION AND 20 FURRIERS  
PREPARATION OF ANALYSE OF PRODUCT NEEDS FOR CDN EXPORTERS

LEISURE PROD. TOOLS HARDWARE

REPORT-SWISS MARKET FOR SPORTING GOODS      EXPORTERS  
INCREASED INTEREST IN SWISS MARKET. DISTRIBUTE TO CDN

PROMOTE CSGA FEB 89 (MTL) FAIR & RECRUIT BUYERS  
4-5 NEW BUYING CONNECTIONS

PRE-FAIR MAILINGS ISPO FAIRS SEPT '89 AND FEB '90  
AWARENESS OF CDN STAND BY SWISS BUYERS

VISITING SWISSPO TRADE FAIR ZURICH (BUYERS' FAIR)  
IDENTIFY 8-10 NEW OUTLETS FOR WINTER SPORTING GOODS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -recruiting of buyer to visit the Intl Fur Fair  
in Montreal in May 1989. - visit Swisspo winter  
sporting goods buyers' fair, in Zurich to meet  
with agents of Cdn companies and to identify  
new buyers/agents.

-recruited 3 buyers. One placed \$300,000 order;  
second concluded agreement for mfg to spec.  
Expect \$50-100,000 p.a.  
- identified 4 new buyers and potential agents.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :409-BERNE

009-FOREST PRODUCTS,EQUIP,SERVICES  
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARKET STUDY-PART OF STUDY DESCR. IN PULP/PAPER SUB-SECTOR  
STUDY RESULTS SHOULD PROVIDE GUIDE TO CDN INDUSTRY, ON WHEN

TO ENTER MARKET AND WHO TO DEAL WITH

MARKET STUDY OF PULP & PAPER TO DETERMINE KEY LEVELS \$ # ETC  
STUDY RESULTS SHOULD PROVIDE GUIDE TO CDN INDUSTRY, ON WHEN

TO ENTER THE MARKET AND WHO TO DEAL WITH

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 :409-BERNE

Report on Asbestos required extra long preparation time as we had less cooperation from interlocuteurs.  
Late notification of visit by Canadian Wheat Board required time consuming organization work.  
Planned seminar for Sydney Corp. to launch new product cancelled due to financial reorganization of Canadian firm.

REPT4D  
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :423-BONN

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OTHER DEFENSE PROD & SERV.

FOLLOW UP ON TRADE ENQUIRIES FROM SECURITY '88 FAIR  
ESTABLISH AND STRENGTHEN CO. CONTACTS: EXP. SALES

REQUEST CDN SUPPLIERS TO SUBMIT NEW PRODUCT INFO FOR DISTR.  
ESTABLISH AND STRENGTHEN CO. CONTACTS: EXP. SALES

CONTINUE SURVEY OF GERMAN MFGRS AND INSTALLERS INTEREST  
IMPROVED ABILITY TO TARGET MARKET SEGMENTS.

CLOSER MONITORING OF FRG GOVT PROCUREMENT  
CDN BIDS ON UP TO 10 MAJOR TENDERS.

SUB-SECTOR PROFILES OF FRG SECURITY PRODUCTS MARKET  
IMPROVED TARGETING OF PROMOTIONAL WORK AND EXPECTED

UP DATE OF DEA LITERATURE ON CDN EXPORT CAPABILITIES  
ON SITE SALES AT SECURITY '90 AS ABOVE.

MARINE

PRESENTATION ON NFR 90 FRIGATE PROGRAM  
MARKET IDENTIFICATION.

HITEC 90  
SUPPLIER IDENTIFICATION.

NAVAL INDUSTRY LIAISON  
MARKET IDENTIFICATION.

ALL SUB-SECTORS

FOLLOW-UP TO 1988 DEFENCE MISSION TO GERMAN  
EXPANDED CONTACTS WITH LOCAL COS.

HITEC 89 MEETINGS WITH CAN. FIRMS  
IDENTIFICATION OF NEW SUPPLIERS.

FOLLOW-UP OF 1987 RESEARCH DEV. & PROD. MEETING  
MARKET OPPORTUNITIES.

NATO FRIGATE PROGRAM  
EXPORT OPPORTUNITIES.

REPT4D  
89/12/12

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 :423-BONN

004-DEFENCE PROGRAMS,PRODUCTS,SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DEFENCE SCIENCE MOU FOLLOW-UP  
NEW R & D PROJECTS.

NEW ATTACK HELICOPTER  
SIMULATOR OPPORTUNITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Cda/FRG bilateral research,development and pro-  
duction meeting (RDP), 5-9 June 1989  
Negotiations to conclude low-level flight simu-  
lation development contract finalized.  
High level coordinating group meeting in Lahr

Program of Cda/FRG defence trade and trade mis-  
sion agreed between senior officials TFB-TDO.  
AE Electronics Stolberg awarded on DM 117 milli-  
on development contract. Cdn defence policy and  
implication for Cda/FRG def trade outlined

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :423-BONN

001-AGRI & FOOD PRODUCTS & SERVICE  
GERMANY WEST

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	SEMI & PROCESSED FOOD & DRINK	
	LIVE ANIMALS, SEMEN (SANITARY REGS) STANDSTILL, REDUCTION AND REMOVAL OF TARIFFS AND NTBS IN	AGRICULTURE SECTOR.
	MEAT (HORMONES, THIRD COUNTRY DIRECTIVE)	
	GRAINS, OIL AND FLOUR PULSES (SUBSIDIES, LEVIES, IMPORT DEP)	
	WINE (SUBSIDIES ON GRAPES) PROCESSING	
	REPORTING, ETC ON CONDUCT OF GATT URUGUAY ROUND INFLUENCE FRG TO ADOPT LESS PROTECTIONIST POSITIONS.	INCREASE ACCESS TO EC FOR CDN AGRICULTURAL PRODUCTS.

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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 :423-BONN

013-CONSUMER PRODUCTS & SERVICES  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CULTURE INDUSTRIES

RESPONSES TO TRADE ENQUIRIES FROM PUBLISHERS & AUTHORS  
RIGHTS SALES OF \$50,000.

EXPANSION CONTACTS W/GERMAN PUBLISHERS & AGENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Frankfurt Fur Fair participation, 5-9 April 1989

Strategy for fur trade and fur promotion in FRG  
worked out during Fur Fair

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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89/12/12

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

POST :423-BONN

005-ADVANCED TECH. PROD. & SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ANALYSIS & REPORTING ON REFORM OF FED. POSTS & TELECOM  
FACILITATE PROMOTION OF CDN TELECOM PRODUCTS IN FRG.

MONITORING OF GOVT/MIN PROCUREMENT PROGRAMS AND POLICIES  
INCREASE BIDS & CONTRACT AWARDS BY 5%.

EXPAND EXCHANGES BTWN CAN & GER ON BROADBAND COMMUN TECH CDN SERVICES & EQPT.  
TECHNOLOGY TRANSFER IN ISDN BROADBAND; INITIAL SALES OF

SUPPORT CDN CO. TO OPERATE MOBILE TELEPHONE NET  
CDN CO. TO OPERATE PRIVATE SECTOR, NET.

PRESENTATION OF CDN EQPT TO BUNDESPOST (W/MUNICH)  
5% INCREASE IN SALES OF EQPT.

FOLLOW UP OF VISIT TO CAN OF MINISTER OF POSTS & TELECOMMUN EQUIPMENT.  
INCREASED PROFILE FOR CANADA IN PROCUREMENT OF TELECOM

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 With general focus on developments in telecommu-  
nications sector to promote business contacts  
between Cdn and German cos with view to forma-  
tion of partnerships to bid on FRG private mobi-  
le tel network (D-Netz)

Two Cdn companies, BCE and CANTEL are now membe-  
rs of consortia competing for licence to operate  
D-Netz

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :423-BONN

002-FISHERIES,SEA PRODUCTS & SERV.  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES  
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST :423-BONN

Attended Hanover Fair to monitor Canadian provincial participation

Attended federal-provincial investment meeting at Bonn.

Attended investment counsellors; meeting at The Hague.

Visited 20 senior executives of German firms contemplating investment in Canada.

Proposed detailed visit to Quebec/Ontario of Saar TV team.

recommended and submitted details on major revision of Price Waterhouse investment guide.

Conducted direct mail campaign on behalf of 12 selected firms, backed by venture capital

REPT4D  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :414-BRUSSELS

009-Forest Products, Equip, Services  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

REVIEW POSS. INTRO OF FURTHER MFG'D PROD: SOLID WD PANELING  
TO DETERMINE POSSIBILITY TO CHANGE CUSTOMER TASTES

CONT'D PROM VIA VIDEO/TECHNICAL LITERATURE OF TFC CONSTRUCT DING PRODUCTS  
INCREASE MARKET/CONSUMER AWARENESS OF TFC AND RELATED BUIL-

CONT'D PROMOTION OF LESS WELL KNOWN CANADIAN SPECIES  
INCREASED AWARENESS AND DEMAND FOR CANADIAN PRODUCTS

IF FUNDING AVAIL, PURSUE RECOMMENDED DEMO HOUSING PROJECT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Grading mission COFI, BC - Press release for  
IB in Echo des Bois + Houthandel en Mijverheid  
COMPD mission - Follow-up Batibouw 89 - Prepara-  
tion Batibouw 90

Tres bonne perspectives de ventes pour la firme  
belge INTHOS qui represente plusieurs firmes  
canadiennes (est. 1.000.000,-\$)

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :414-BRUSSELS

005-ADVANCED TECH. PROD. & SERV  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Planifier et coordonner importante presence cdnn  
FTI dont participation de Alberta, Quebec,  
Ontario + missions  
Organisation de Software mission 89

Plus de 34 "exposants cdns presents FTI  
Nombreux contacts etablis - rapport positif des  
participants  
25 demandes d'informations sur logiciels et  
produits informatiques

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ACTIVITIES UNDERTAKEN IN QUARTER:

TRACKING:

Plusieurs contacts importants et potentiels ont  
été obtenus du potentiel commercial dans les  
pays de receveurs, outre autres, la "Canadian  
Medical Device Directory".

Quartier 1: Suite des discussions commerciales sur l'aspect des  
"exposants" de nos secteurs.

QUARTER: 5 -----

QUARTER: 6 -----

QUARTER: 7 -----

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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 :414-BRUSSELS

014-EDUCATION, MEDICAL, HEALTH PROD  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

PURSUE CONTACTS W/IND FED(FECHIM) & IMPORTERS/DIST OF DIAGN.  
BETTER KNOWLEDGE OF MARKET

CONT TO UPDATE LIST OF CDN PROD'RS WHO SEEK TO DEV THEIR EXP  
FACILITATE SETTING UP CONTACTS, INCLUDING FOR VISITING CDN CO

REPRESENTATIVES OR ANY CANADIAN MISSION MEMBERS

INCR PROM'L ACTIV. I.E.ARTICLES IN TRADE REVIEWS  
WIDEN FIELD OF POTENTIAL BELGIAN CANDIDATES WHO ARE PREPARED

TO CONSIDER CDN BUSINESS PROP IN BIOTHECHNOLOGY/DIAGNOSTICS

HOSP. & MEDICAL EQUIP, INSTRUM.

FOLLOW-UP TO CANADIAN PARTICIPATION IN EXPOMED 88.  
INCREASED POSSIBILITIES FOR DISTRIBUTION ARRANGEMENTS

GATHER INFO ON PRINCIPLE COMPETITIONS IN BELGIAN MARKET  
DETERMINE MARKET CHARACTERISTICS

EXAM POSS CDN MISS TO THE BENELUX:AIDS FOR HANDICAPPED  
INCREASED BILATERAL COOPERATION IN THIS SECTOR THROUGH DIS-

TRIBUTION ARRANGEMENTS OR OTHER FORMS SUCH AS TECHN EXCHANGE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Suivi des dossiers commences par l'agent qui  
s'occupait de ces secteurs

Plusieurs contacts important et potentiels ont  
ete informe du potentiel canadien dans ces sec-  
teurs en recevant, entre autres, le "Canadian  
Medical Device Directory".

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :414-BRUSSELS

Participation FTI

Alberta Delegation

Preparation visit Premier Ontario (aborted)



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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 :476-BUCHAREST

007-POWER & ENERGY EQUIP. & SERV.  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT FOR CERNAVODA UNITS 1,2 & LEASE/SALE OF CDN WATER  
TRAINING, TECHNICAL SERVICE, ADDITIONAL EQUIPMENT & HEAVY

WATER SUPPLY

OCI EXPORT PROMOTION FOR CERNAVODA UNITS 3,4 AND 5  
ADDITIONAL SALES OF NUCLEAR EQUIPMENT/COMPONENTS SERVICES &

MFG TECHNOLOGY TRANSFER

SUPPORT FOR NUCLEAR COUNTERTRADE ACTIVITIES  
FOREIGN EXCHANGE ACCUMULATION TO SUPPORT CDN EQUIPMENT &

SERVICES SALES TO ROMANIA

SUPPORT FOR CANDU 600 MARK II MARKETING BEYOND CERNAVODA  
UPDATING FOR NEW UNITS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Lobbying on behalf of Cdn nuclear suppliers for  
Units 1 and 2; Clarification of payments mecha-  
nism for Units 3, 4 and 5.

Payments mechanism re supply for Units 3,4, 5  
still unresolved. Romdel which was to have visi-  
ted AECL in Jan still does not have authority  
despite numerous representations at all levels  
in Romania.

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 :476-BUCHAREST

010-MINE,METAL,MINERAL PROD & SRV  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT FOR CDN CO. INVOLVED IN SELLING OF IRON ORE, SULPHUR  
TO INCREASE CDN SHARE IN SUPPLYING THE ROMANIAN MARKET

SUPPORT PROSPECTIVE CDN SUPPLIERS OF COKING COAL  
INCREASED INTEREST OF ROMS & CDNS IN SUPPLY OF CDN COKING

SEMINARS/WORKSHOPS TO SUPPORT CDN PROMOTIONAL EFFORTS  
ENHANCED CDN PROFILE WITH POTENTIAL END-USERS & FURTHER

CALL/VISITS TO APPROPRIATE ROMANIAN OFFICIALS  
TO MAINTAIN FAVOURABLE IMAGE FOR THE CANADIAN PRODUCTS.

COAL

TRIAL ORDERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing contact with Rom importers of iron ore,  
sulphur, asbestos and providing appropriate  
information to interested Cdn companies

Iron ore: price factor main impeding element  
Sulphur: Cansulex offer not accepted  
Asbestos: LAB Chrysotyle signed a 750 to contra-  
ct with Rom FTO subject to import licence being  
issued by MFT.Roms now want to renegotiate price

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 :476-BUCHAREST

001-AGRI & FOOD PRODUCTS & SERVICE  
ROMANIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

SUPPORT CDN CO. INVOLVED IN THE EXPORT OF TURKEY BREEDING  
CREATE A SMALL BUT STEADY MARKET IN ROMANIA.

CALLS/VISITS TO APPROPRIATE ROMANIAN OFFICIALS  
TO CREATE A FAVOURABLE IMAGE FOR CDN PRODUCTS/SPEEDING UP

PRELIMINARY PAPERWORK

ORGANIZING/HOSTING TECH SEMINATRS/WORKSHOPS CDN PROMO EFFORT  
ENHANCE CDN PROFILE WITH ROMANIAN SPECIALISTS AND END-USERS

AND POSSIBLE FUTURE SALES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing contact with Rom importers of raw hides,  
breeding swine, bovine semen and embryos.

Raw hides: Emb proposed Incoming Mission sponsored by OMAF; Cdn sales increased fm 3.0 mm to 10 mm\$ as promised by the Rom decision makers  
Breeding swine: Rom FTO interested in Cdn offer  
Bovine semen: Rom FTO studying Cdn offers

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :476-BUCHAREST

011-OIL & GAS EQUIPMENT,SERVICES  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON MARKET OPPORTUNITIES GENERATED BY NPS 88  
IMPROVED COMMUNICATION BETWEEN LEADING CDN SUPPLIERS & ROM

END-USERS

FOLLOW-UP DR. SCHMID'S VISIT OCT 88 TO ROMANIA  
GENERATE CANADA-ROMANIA COOPERATION IN THIRD COUNTRY PROJECT

FOLLOW-UP NEWLY SIGNED AOSTRA MOU WITH ROMPETROL  
OPEN UP NEW POSSIBILITIES FOR MARKETING CDN EXPERIENCE IN

ENHANCED OIL RECOVERY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up with Rompetrol on opportunities for  
jointly working in third market projects.

No substantive progress. AOSTRA has encountered  
difficulties re greaseless compressors - working  
on resolving.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :476-BUCHAREST

012-CHEM PROD & PETROCHEM,EQP,SERV  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

DEVELOP/MAINTAIN CLOSE RELATIONSHIP WITH FTO TERRA  
EARLY ADVICE RE ROM IMPORT REQUIREMENTS

WORKING WITH ISTC/ITC'S & CDM SUPPLIERS OF CHEMICAL/PETROCH. CHEMICALS/PETROCHEMICAL PRODUCTS  
TO INCREASE THE CDM SHARE IN THE ROMANIAN MARKET FOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :476-BUCHAREST

009-FOREST PRODUCTS,EQUIP,SERVICES  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

SUPPORT AS APPROPRIATE FOR CDN SUPPLIERS OF PULP  
SPOT SALES

VISIT OF SOME POTENTIAL END-USERS-SUITABILITY OF CDN PRODUCT  
INCREASE THE CDN SHARE OF THE ROMANIAN MARKET FOR PULP

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing contact with Rom importers of cord pulp

Sellers market. Only two potential Cdn suppliers  
- Tembec and Western Pulp Ltd - are fully committed elsewhere. Rom request - 3,000 tons.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :476-BUCHAREST

Preparing for Octavian Bonea C.O. tour

Commercial Counsellor Charge may 27 to June 19 incl -  
Ambassador absent on leave

Eastern Europe Trade Commissioner Conference, Vienna Apr 13/  
14

Assistance to Chemical Resins Inc representative in obtain-  
ing Certificate of Origin

Preparatory work for technical workshop: Permatrack -  
hardened rails

Assistance to Agriculture Canada on updating the questionn-  
aire for monitoring meat residues

Preparatory work on reaction of Joint Govt Commission/Agric-  
ultural Sector

Initial planning for Cdn Stand in Bucst Innatl Fair, Joint  
Govt Commission & Trade Council sessions - all Oct 89 Bucst  
Follow up to Incoming (Third Country) Mission which visited  
Canada in Feb/Mar 89

Review results Joint Govt Commission and visit of Dr. Horst  
A. Schmid

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :473-BUDAPEST

007-POWER & ENERGY EQUIP. & SERV.  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REACT LTD(CALG)IS STILL TO RUN 2 PILOT PROJ PLANNED ORIG.  
FULLY EXPECT PROJECTS WILL LEAD TO MAJOR SALES.

MAJOR MARKETING INITIATIVES BY ONTARIO HYDRO  
POTENTIAL SALES OF NUCLEAR SIMULATORS AND POSSIBLE JV WITH  
MVMT TO PROVIDE MANAGEMENT SYSTEMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support AECL in their marketing of Slow Poke

AECL team visited Hungary for bilateral discussions.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPT4D  
89/12/12

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 :473-BUDAPEST

001-AGRI & FOOD PRODUCTS & SERVICE  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONT EFFORTS TO ATTRACT CDN FARM EQUIP MFRS TO HUNGARY  
CO-PRODUCTION OF CANADIAN EQUIPMENT IN HUNGARY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support AGDEVCO in their marketing efforts.

Deputy Min. of Agriculture and Food visited  
Western Farm Progress Show

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :473-BUDAPEST

011-OIL & GAS EQUIPMENT, SERVICES  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING INVEST BY EDN FIRMS IN THIS SECT TOWARDS MORE CLOSER  
EXPECT TO SEE STEADY INCREASE IN CDN SALES IN THIS SECTOR

WE WILL CONT ENCOURAGING CDN COS TO CONSIDER THE BENEFITS  
IT IS HOPED THAT THE ESTABLISHMENT OF MORE PERMANENT MKTG

CONNECTIONS HERE WILL ENABLE CDN MFRS TO COMPETE MORE EFFECT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promotion of Canadian Oil and Gas Equipment

Key executives of the Oil and Gas Trust visited  
Intercan'89.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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

POST :473-BUDAPEST

005-ADVANCED TECH. PROD. & SERV  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ALL CDN TELECOM MFRS MUST SPEND TIME & MONEY REQ'D THIS MRKT  
SMALL BUT EXPANDING SALES

ASSIST N.TELECOM EFFORTS TO SELL DIGITAL SWITCHING EQUIP.  
POTENTIAL MAJOR SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Northern Telecom in their efforts to  
sell telephone exchanges

Northern Telecom to open an office in Budapest.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :435-COPENHAGEN

005-ADVANCED TECH. PROD. & SERV  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPUTERIZED LISTING OF LOCAL SECTOR CONTACTS/INTERESTS  
IMPROVED ABILITY TO INTRODUCE NEW CANADIAN PRODUCTS

ASSIST CDN COS IN CONSOLIDATING BUSINESS  
MAINTAIN PRESENT BUSINESS VOLUME

INTRODUCE NEW CANADIAN COMPANIES APPROX 8 PER QUARTER  
2 NEW BUYING CONNECTIONS PER QUARTER.

UPDATE REOPRT ON DANISH ADVANCED TECH SECTOR.  
FACILITATE UNDERSTANDING OF DANISH MARKET

CANVAS/VISIT SELECTED COMPANIES IN JUTLAND  
ESTABLISH NEW POTENTIAL DISTRIBUTOR CONTACTS

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Organized Ont. Govt. trade mission May 30- June  
1. - Follow up visits to participants in Jutland  
of incoming buyers mission. - Aquaculture mission  
May 1 - 10 - Lumber Mission May 22 - 26.

- 5 companies participated and met with potential  
reps. - Has had to be postponed to Aug./Sept  
as several key contacts were unavailable before  
holiday break & we have change in Commercial  
Counsellor. - Post TDO organized & briefed cos.

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 :435-COPENHAGEN

002-FISHERIES,SEA PRODUCTS & SERV.  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

SUPPL MKT INTELL ON DANISH DOMESTIC & INTL. FISHERIES.  
BETTER INFORMED CANADIAN AUTHORITIES AND COMPANIES ON WORLD

MARKET CONDITIONS

ASSIST BOTH CDN EXPORTERS AND DANISH IMPORTERS.  
INCREASED TRADE AND MAINTENANCE OF MARKET SHARE

PROMOTE CDN PROD/SPECIES COMMANDING HIGHER PRICES IN EUROPE  
DIVERSIFICATION OF EXPORT PRODUCT RANGE-IE., EEL, MONKFISH

FOLLOW UP NFLD INTEREST IN ROE PROCESSING TECH.  
TRANSFER OF ROE PROCESSING TECHNOLOGY TO CANADA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - World Fishing Exhibition

- 15 Cdn participants. Post assisted in organizing and hosted reception with Danish industry.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :435-COPENHAGEN

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WORK W/DAN. GOVT & IND TO MINIMIZE IMPACT OF OFFSETS ISSUE.  
CONTINUED SALES POSSIBILITIES

REG CALLS ON KEY DEC MAKERS IN DEFENCE.  
TO MAINTAIN CDN MARKET SHARE IN FACE OF SEVERE DANISH DEFEN-

CE BUDGET SQUEEZE & HOW TO MAINTAIN MARKET SHARE

FOLLOW UP TO DEFENCE PRODUCTS MISSION DEC.88  
INTRODUCTION OF NEW CANADIAN SUPPLIERS

PROMOTE THE PRODUCTION OF NEW CANADIAN SUPPLIERS  
DIVERSIFICATION OF EXPORT PRODUCT RANGE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Hi-Tech/Armx, Ottawa  
- Paris Air Show

-Comm.Counsellor briefed 37 Cdn companies on prospects in Denmark. - Sales of \$2.9M during period were realized. - Comm.Counsellor attended & promoted sale of Dash 8 to Danish firm as well as identifying new tech transfer opportunities

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :435-COPENHAGEN

001-AGRI & FOOD PRODUCTS & SERVICE  
DENMARK

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

BREEDING STOCK.ENCOURAGE CDN SUPPLIERS TO MRKT IN DEN.                   DUE TO VET. REG.S  
MAINTAIN NEWLY OPENED MARKET PREVIOUSLY IN DANGER OF CLOSURE

CONT TO INTROD & ASSIST GREENLAND BUYERS IN SOURCING IN CDA                   DOUBLE PRES.CDN SALE  
IF TRANSPORTATION LINKS MAINTAINED OR EXPANDED EXPECT TO

AS FOLLOW UP TO SIAL 88.INTRODUCE FRUIT SNACK FOOD TO DEN.  
COVERAGE OF DANISH MARKET WITHIN A YEAR

ASSIST CDN COS INTERESTED IN DANISH AG/FOOD PROCESSING TECH.  
MARKET MAINTENANCE WITH SOME POSSIBILITY OF EXPANSION

DETAILED ANAL OF N.A. EXPORTS TO DEN. TO ALERT CDN/NEW OPPS.                   OF MARKET.  
DIVERSIFICATION OF PRODUCTS THUS INCREASING CANADIAN SHARE

INVESTIGATE LOSS OF \$10M EXPORT OF PANCREATIC GLANDS/INSULIN  
REGAIN LOST MARKET SHARE.

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TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Herning UNGSKUET exhibition. Ont.Govt.had info  
                  booth which post assisted by manning.  
                  - Feed Pea Mission June 21-26

- Promoted Cdn Hereford cattle which took all  
top honours at show.  
- Promoted use of Cdn feed peas and explored  
tech transfer prospects.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :435-COPENHAGEN

Seafood Market Outlook St. John's Nfld. Officer attended  
Apr 13-14. In prep.made detailed surv on Danish Greenlandic  
Training session WIN system Paris May 2-6. Officer attended.  
Considerable prep. work required.  
Visit of Ag Can ADM Dr. Olsen and DR. Martell May 22-23.

In house promotion by Fashion Solution Inc. June 15.

Quebec govt. sponsored ecology mission May 15-17. Post brie-  
fed members and arranged appointments



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

POST :436-DUBLIN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

REGULAR FOLLOW UP WITH AER LINGUS  
OVERCOME FOKKER COMPETITION

REGULAR FOLLOW UP WITH GUINNESS PEAT AVIATION RE"OPTIONS"  
5 DASH 8'S

REGULAR FOLLOW UP WITH RYANAIR  
PURCHASE OF DASH 8.

FOLLOW UP WITH IRISH AIR CORPS RE SPECIAL DASH 8 (TRITON)  
SALE OF TWO PATROL TRITONS

FLIGHT DEMONSTRATION  
CONFIRMED OR NEW ORDERS

EXPLORE LOCAL CONTENT ASPECT  
UNKNOWN

APPROACH DEPT OF TRANSPORT RE REGIONAL AIRPORT MODERNIZATION  
SALE OF AVIONICS RELATED EQUIPMENT

LIAISON WITH BACKERS OF DUBLIN STOLPORT  
LONG TERM POSSIBILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Cdn aerospace companies in Irish marketplace.  
Attend Paris Air Show.

Raytheon unsuccessful in large radar tender.  
Pelorus MLS supplied to small regional airport.  
Tenders/presentations to Irish Air Corps for patrol planes, radar and software.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT40  
89/12/12

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 :436-DUBLIN

005-ADVANCED TECH. PROD. & SERV  
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

EXAMINE SCOPE FOR TECHNOLOGY TRANSFER  
JOINT VENTURES AND/OR LICENSING

REGULAR CONTACT WITH CANADIAN SUBSIDIARIES BRANCH PLANTS  
INCREASED IMPORTS OF COMPONENTS

MONITOR INTRODUCTION OF MMDS AND RELATED CABLE TV NEEDS  
SALES OF EQUIPMENT AND CONSULTANCY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist Cdn high-tech companies.  
Explore possibilities of local involvement  
prior to 1992.

Encouraging level of interest from various  
companies - All Computer; Cognos; ATI and  
Magus.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :436-DUBLIN

001-AGRI & FOOD PRODUCTS & SERVICE  
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

EXPLORE EMBRYO TRANSFER MARKET  
NEW MARKET SEGMENT

LIAISE WITH DEPT OF AGRICULTURE RE ANIMAL HEALTH  
MARKET ACCESS

ASSIST AGENT AT TRADE SHOWS AND RELATED EVENTS  
IMPROVED EXPOSURE

EXPLORE MARKET FOR POULTRY STOCK

MISSION TO ONTARIO AND/OR BRITISH COLUMBIA  
INCREASED SEMEN ORDERS

SEMI & PROCESSED FOOD & DRINK

FOLLOW UP ON SIAL FROZEN FOOD SEMINAR  
EXCHANGE OF TECHNOLOGY

LIAISON WITH FOOD RESEARCH CENTRES IN IRELAND AND CANADA  
INCREASED CO-OPERATION

MAINTAIN LINKS WITH AGENTS AND BUYERS  
NEW ORDERS

REPORT ON 1992 RE FOOD PRODUCTS  
INCREASED AWARENESS

FOOD HANDLING,PROCESSING EQUIP

APPROACH MAJOR PROCESSORS  
INCREASED AWARENESS

LINK UP WITH IRISH PARTICIPANTS AT SIAL SEMINAR  
INCREASED AWARENESS

SPECIAL PROJECT/POULTRY  
EQUIPMENT/TURKEY SALE

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89/12/12

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 :436-DUBLIN

001-AGRI & FOOD PRODUCTS & SERVICE  
IRELAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up on SIAL '88.  
Assess possibilities in embryo transfer.

Contact maintained with key Irish processors.  
Irish interests examining Cdn green products.  
Quantity of Cdn wine en route to Irish buyer.  
Embryo buyers visited sources in Alta and Ont.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :436-DUBLIN

002-FISHERIES,SEA PRODUCTS & SERV.  
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP RE SIAL BREAKFAST SEMINAR  
TECHNOLOGY EXCHANGE

COOPERATE WITH IRISH SEA FISHERIES BOARD  
INCREASED INDUSTRY COOPERATION

EXAMINE MARKET POTENTIAL FOR HARVESTING/PROCESSING EQUIPMENT  
NEW MARKET POTENTIAL/SALES

FOLLOW UP RE IRISH VISITORS TO WORLD SYMP.ON FISHING GEAR  
NEW MARKET POTENTIAL/SALES

ASSESSMENT OF FISHERY SECTOR RE 1992  
INCREASED AWARENESS RE COMPETITION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Explore co-operation possibilities between  
processors.  
Examine market for fishery and processing  
equipment.

No developments despite post approaches to  
local processors.  
Local distributor negotiating with Fishmore  
(previously Simnar).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :436-DUBLIN

Consultations with Irish officials/timber trade re Pinewood  
Nematode difficulties and new Irish timber standards.  
WIN System Manager training in Paris. Full WIN installation.

Attendance at Paris Air Show.

Meetings/follow up with Irish Air Corps re new aircraft,  
radar and software needs.

Assist with preparations for Irish/Cdn film and video  
seminar. Attend.

Meetings with Irish officials re tin, animal health, meat  
health reports and fisheries (NAFO).

Assist several Cdn companies interest in establishing  
sales or branch facilities in Ireland.

Follow up re Chem Security's interest in waste incinerator  
project.

Meetings with Head of EEC Office in Dublin.

Ireland Canada Business Association visit to Cork.

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89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :424-DUSSELDORF

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT,EQP.

MEET WITH INDUSTRY IN TERRITORY  
BETTER AWARENESS OF CDN CAPABILITIES

MEET WITH CDN MANUFACTURERS  
POINT OUT OPPORTUNITIES IN TERRITORY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continued work in Environmental Services support  
ing the Globe 90 Conference, the World Energy  
Congress and the export of environmental equip-  
ment and services.

Assisted Globe 90 w/participation in Envitec.  
Provided further detailed advice about important  
Contacts in environmental sector in Germany. Or-  
ganized mission to Envitec of Cdn waste disposal  
cos.and authorities.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :424-DUSSELDORF

009-FOREST PRODUCTS,EQUIP,SERVICES  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

INVESTIGATE MKT OPP FOR CDN STAIRCASE COMPONENTS  
SAMPLE ORDERS FROM LARGE SCALE STAIRCASE SYSTEM MANUFACTURERS  
CONT EFFORTS W/GERMAN WOOD HOUSE BUILDERS TO INCR CDN CONT.  
SAMPLE ORDERS FRO FLOORING, PANELLING AND SIDING

PRODUCE FOLDER ON CDN CAPABILITIES IN THE WOOD PROD.SECTOR  
SAMPLE ORDERS FOR CANADIAN FINISHED PRODUCTS

ACTIVE SUPPORT OF UNIVERSITY SEMINARS ON WOOD BLDG MATERIALS  
INCREASE AWARENESS ON PROVEN CANADIAN BUILDING COMPONENTS

PULP AND PAPER PRODUCTS

CDN IND WELL ORG'D IN THIS SUB-SECTOR.  
WE EXPECT CANADIAN INDUSTRY TO HOLD ITS MARKET SHARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing support of Canadian forest products exports.

Positive sales dev.in hand-crafted log-homes.  
-Reviewed COMDP prog.w/Ott officers+COFI rep.  
-Jack Munro-led IWA mission useful in reassuring  
lumber clients of security of supply.  
-Reported on Wood Products Sales outlook.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :424-DUSSELDORF

013-CONSUMER PRODUCTS & SERVICES  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

CONTINUE EFFORTS IN MKTG TOOLS & HARDWARE  
INCREASE MARKET SHARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Furniture mission to Ligna trade fair  
(May 1989).

A technology & equipment sourcing mission initiated by ISTC TOR and organized by our office. Companies now have new ideas on plant lay-out and equipment needs plus inside look at German furniture industry.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :424-DUSSELDORF

002-FISHERIES,SEA PRODUCTS & SERV.  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

UPDATE FISH FACT SHEETS DESCRIBING MARKET  
MAKE CDN AWARE OF OPPORTUNITIES & DISTRIBUTION CHANNELS

"CANADA" SECTION IN TRADE JOURNAL  
HIGHER PROFILE FOR CDN FISH

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :424-DUSSELDORF

001-AGRI & FOOD PRODUCTS & SERVICE  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

INTRODUCTION TO NEW FIRMS OF FROZEN PRE-COOKED MEALS  
INCREASE ANNUAL SALES BY 5-10%

IDENTIFY NEW CHANNELS OF DISTRIBUTION  
INCREASE SALES BY 10%

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A. Development of Tengelmann promotion of Cdn food products  
B. participation at Seafood Outlook Conference (St. John's April 14-17)

-Agreed date for promotion (Oct. 1-13/1990)  
-Agreed on coordination of info flow involving Post, Tengelmann reps. + Ottawa - Selected promotional venues (Magnet+Grosso markets) - Established Fed/Prov. meeting for July

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :424-DUSSELDORF

Visit of Bob Vara of Stelco April 19-20 (report submitted)

Visit of Gary Nash of the Mining Association of Canada  
April 17-18 (report submitted)

Visit of Jack Munro, President of the International  
Woodworkers Assoc.

Visit of Dick Ablett of EXTOTT/TAF (report submitted)

Visit of Don Wismer, Director-select for EXTOTT/RWT

Further reports on Triple Five Corporation and the Royal  
Trust project in Hamburg

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :415-HAGUE, THE

005-ADVANCED TECH. PROD. & SERV  
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON INTEREST GENER BY INFO BOOTH IN EUROCOMM, 12/88  
5 NEW AGENCIES FOR CANADIAN MANUFACTURERS.

PREP/DISTR REPORT ON NETH MKT FOR COMPUTER HARD/SOFTWARE  
INTRODUCE 5 NEW FIRMS TO DUTCH MARKET.

ENLARGE ENB DIR OF NETHS TELECOM EQUIP IMP/AGENTS & VISIT CO PRODUCTS.  
IDENTIFY NEW IMPORTERS/AGENTS INTERESTED IN CANADIAN

ENLARGE EMBASSY DIR OF NETHS COMPUTER HARD/SOFTWARE IMPORTER AND QUALITY PRODUCTS.  
REINFORCE IMAGE OF CANADA AS SOURCE FOR INNOVATIVE AND

MATCHMAKER MISSION TO "HET INSTRUMENT" MAY 1990 PRODUCTS.  
AT LEAST 5 NEW AGENCIES FOR CANADIAN INSTRUMENTATION

INCOMING LAB. EQUIP AGENTS/DISTR MISSION FROM BENELUX PRODUCTS.  
AT LEAST 5 NEW AGENCIES FOR CANADIAN INSTRUMENTATION

INFO BOOTH AT EUROCOMM 90 EXHIBITION PRODUCTS.  
AT LEAST 5 NEW AGENCIES FOR CANADIAN DATACOM/TELECOM

REPORT ON NETHS MARKET FOR INSTRUMENTATION  
INTRODUCE 5 NEW FIRMS TO DUTCH MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Arrange appointments for ten companies on Fed  
Software Mission to Netherlands.  
Assist individual visitors to identify suitable  
partners.

Co-ordinated Neths program for Benelux Software  
Mission. One Canadian subsidiary established  
in Neths. At least four distributor agreements  
anticipated  
Arranged visits in Neths for Alberta FTI mission

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :415-HAGUE, THE

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SERVICE INCREASING FLOW OF ENQUIRIES FROM CDN SUPPLIERS  
ALLOW DUTCH OFFICIALS TO EVALUATE NEW DEFENCE PRODUCTS &

THUS INCREASE CDN MARKET SHARE

DEVELOP CLOSER CONTACTS WITH SR. MILITARY OFFICIALS  
IMPROVED ACCESS FOR CDN BUSINESSMEN TO MORE SENIOR LEVELS

THAN WAS PREVIOUSLY THE CASE

PREPARE RESEARCH DEV'T & PRODUCTION STEERING COMMITTEE  
IMPROVED CONTACT WITH DUTCH MOD, IMPROVED FLOW OF INFO

LEADING TO GREATER OPPORTUNITIES TO BID ON DUTCH REQUIREMENT

DEV. COMPUTER DATABASE TO TRACK MARKET PROSPECTS  
TIMELY INFO/ADVICE TO CDN EXPORTERS WILL ENHANCE THEIR

CHANCES FOR SUCCESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Organize DirGen Defence Programs Branch visit  
Attend HITEC conference in Ottawa  
Follow up with Dutch MOD and individual services re ongoing projects

Successful visit of DirGen Defence Programs  
Organized State Secretary for Defence and del visit to ARMX  
Organized Army simulation team visit of ARMX  
Supported Diemaco, Canadair, J.D. Hepburn, etc

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :415-HAGUE, THE

009-FOREST PRODUCTS,EQUIP,SERVICES  
NETHERLANDS

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

MONITOR DUTCH VIEWS ON PLANT HEALTH ISSUES & ARGUE CDN POSTN  
CONTINUED UNRESTRICTED ACCESS TO EEC FOR CDN SOFTWOOD LUMBER

MARKET REPORT ON FOREST PRODUCTS MARKET  
INTRODUCE 5 NEW EXPORTERS TO DUTCH MARKET

INCOMING FOREST-BASED DIY & BUILDING PRODUCTS BUYERS MISSION  
INTRODUCE KEY BUYERS/IMPORTERS TO SELECTED CDN SUPPLIERS

LIAISE W/KEY LOCAL TRADE PUBLNS: ENCOURAGE COVERAGE OF CDA                    FOREST PRODUCTS AND KNOW-HOW RE BUILDING SECTOR  
ENHANCE CDA'S IMAGE AS ECOLOGICALLY RESPONSIBLE SUPPLIER OF

TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:                    QUARTERLY RESULTS REPORTED:

QUARTER: 1 Liaise with local trade press re Cdn forest  
products in building applications

Leading local publication preparing article to  
be followed by Canada special later in year.  
Liaised with leading lumber importers.  
Assisted Toronto Homebuilders mission  
Coordinated Cdn program for local housing assn

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :415-HAGUE, THE

001-AGRI & FOOD PRODUCTS & SERVICE  
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SERVICES INCR FLOW OF ENQ FROM CDN SUPPLIER & LOCAL IMPORT  
EXPANDING MARKET SHARE.

ENC DUTCH IMP/AG TO VISIT CDN STANDS AT MAJOR EUR FOOD SHOWS  
INCREASING AWARENESS OF CANADIAN SUPPLY CAPABILITIES.

ESTABLISH DATABANK ACTUAL & POT. DUTCH AGENTS IMPORT.BUYERS INCREASED SALES.  
MORE COMPLETE INFORMATION ON IMPORTERS WILL LEAD TO

ANALYSE ROLE OF WHOLESALE CENTRE CATERING TO THE HOTEL/REST  
INCREASE EXPORTS IN HOTEL/RESTAURANT SECTOR.

INITIATE EXAM & EVALUTE OF IMPLIC OF EUROPE 1992 FOR CDN EXP  
ADJUSTMENT OF MARKET STRATEGIES & TACTICS.

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 :415-HAGUE, THE

- Visit of Minister of International Affairs of Quebec and four person delegation
- Visit of Minister for International Trade J. Crosbie for Quadrilateral Trade Ministers Meeting in the Hague
- Visit of Delegate General, Government of Ontario, Paris re trade and investment promotion.
- Visit of Chief Deputy Minister, Alberta Economic Development re trade and investment promotion.
- Visit of Asst Deputy Min Research, Agriculture Canada and DirGen Eastern Region.
- Visit of Director Europe of B.C. House London to discuss trade and investment opportunities.
- Visit of Director of Intl Sales, GLOBE 90 to promote Dutch participation in Vancouver environment conf/expo.
- Informal visit of DirGen, Defence Programs Branch, EA to discuss future of RDP agreement with Dutch counterparts.
- Flaxseed Mission; Alberta Feedpea, Herbs and Spices Mission; Animal ID Technology factfinding mission.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :431-HELSINKI

005-ADVANCED TECH. PROD. & SERV  
FINLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BROADCASTING, INC. CABLE TV

CONTINUE REP ON FINNISH TV & CATV IND. TO CDN SUPPLIERS  
INCREASE CDN FIRMS KNOWLEDGE ON FINNISH MARKET WHICH IS

MOVING VERY FAST.

DEVELOP CONTACT NETWORK  
FIND FURTHER OPPORT FOR CDN FIRMS WHOSE EXP TO FINLAND INCR

BY +637% DURING JAN-SEPT 88.

ORGANIZE CATV INDUSTRIES MISSION TO CANADA  
MAINTAIN GROWTH MOMENTUM SETTING 89 INCREASE AT 10%.

COMPUTERS HARD/SOFTWARE & COMP

EXPAND POST DATA BASE & UPDATE MARKET REPORT.  
MORE PRECISE ASSISTANCE TO CANADIAN EXPORTERS.

MORE FIRMS REPRESENTED IN FINLAND.

CONTINUE MAILINGS OF CDN INFORMATICS PUBLIC TO FINNISH IMPOR  
INCREASED AWARENESS IN FINLAND OF CANADIAN EXPERTISE AND

PRODUCTS.

HARDWARE/SOFTWARE MISSION TO FINLAND.

FOLLOW-UP ON LAST YEAR'S MISSIONS AND INCREASE MARKET GAIN.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation during April 18-21 in the Eltek 89  
Electrical Technology and Professional  
Electronics Show.

52,000 visitors attended the Show; our stand was  
popular with visitors requesting information on  
Canadian companies, products, descriptions and  
listings from our demo pc.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :431-HELSINKI

002-FISHERIES,SEA PRODUCTS & SERV.  
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

FISHERIES PRODUCTS IN FINLAND REPORT  
BETTER KNOWLEDGE OF DEMAND AND MARKET.

CONTINUED DEVELOPMENT OF CENTRAL NETWORK & DISTR OF INFO TO 44.6 TONS IN 1988.  
MAINTAIN GROWTH OF CDN SALES OF SHRIMPS FROM 2 TONS IN 1986

CDN SPECIALTY SEAFOOD INFO DAY INCLUDING "DEGUSTATION"  
RAISE INTEREST OF IMPORTERS AND CATERERS IN CDN PRODUCTS.

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Report on the Fish Market in Finland updated.  
Directory of Fish Importers compiled.

Availability of up to date market information  
should increase awareness.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :431-HELSINKI

013-CONSUMER PRODUCTS & SERVICES  
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

INSTORE PROMOTION. CDN SPORTING GOODS USING LOCAL ATHLETES  
GREATER EXPOSURE. INCREASED SALES BY 5%.

ANNUAL DISPLAY OF SPRING GDS & RCPTN FR MAJOR DISTRIB.  
MAINTAIN MARKET SHARE IN HOCKEY EQUIPMENT AND DEVELOP

EXPLORE VIABILITY OF NEW PRODUCTS ON FINNISH MARKET  
DIVERSIFY FROM HOCKEY EQUIP. BENEFIT FROM GOOD PERCEPTION  
OF CDN LABEL BY CONSUMERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up with Finnish importers who had  
attended Ispo 89 and visited the Canadian stand.

New contacts established for support and  
development.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :431-HELSINKI

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO BUILD UP CONTACTS IN FINNISH DEFENCE FORCES  
BETTER KNOWLEDGE OF FINNISH REQUIREMENTS.

LOCATE NEW POTENTIAL AGENTS FOR CDN DEFENCE PRODS SUPPLIERS. ARE INVITED TO BID ON AT LEAST 2 NEW PROJECTS.  
INCREASED PRESENCE OF CDN DEFENCE PROD: ENSURE THAT CDN CO.

DEFENCE PRODUCTS AND RELATED SERVICES REPORT.  
IMPROVE KNOWLEDGE OF FINNISH MARKET IN CANADA.

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Finland's Market Overview report prepared for  
participation in Hitec 89.

Extremely worthwhile to raise interest in this  
small but rich market.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :431-HELSINKI

MITT Ontario Mission, May 29-30, 1989.

Win System Manager Training Seminar in Paris, May 2-5, 1989.

Ongoing installation of network and WIN.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :406-LISBOW

003-GRAINS AND OILSEEDS  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

ONGOING MKT CONTACTS WITH EXPANDED POTENTIAL CUST BASE  
TIMELY ADVISE TO EXPORTERS TO TRENDS & OPPORTUNITIES.

CALLS ON MILLERS & IMPORT AGENTS  
ASSESS COMPETITION CAPABILITIES

OUTGOING MISSION FROM CANADA TO PORTUGAL  
INCREASE MARKET SHARE

OILSEEDS

ONGOING CALLS ON CLIENTS AND POTENTIAL IMPORTERS  
OPEN NEW SALES OPPORTUNITIES

MEETINGS WITH LOCAL AUTHORITIES RE CANOLA  
ACCEPTANCE TO CANOLA FOR HUMAN CONSUMPTION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Initiate contacts with major millers.

Met with LUSOGRAIN to examine current situation  
and prospects for Canadian wheat. Assisted in  
preparations for mission to Canada (CONAGRA).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :406-LISBON

002-FISHERIES,SEA PRODUCTS & SERV.  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

ONGOING PROGRAM OF MARKETING CALLS ON MAJ IMPORTERS  
REPORTS TO EXPORTERS ON OPPORTUNITIES

CLOSER CONTACT WITH LOCAL AUTHORITIES  
MAINTAIN ACCESS TO MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Marketing calls on major codfish buyers.  
-Maintain database on fisheries issues.

-Buyers concerned at apparent shortages.  
-Met with officials to discuss latest catch data

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPT4D  
89/12/12

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 :406-LISBON

001-AGRI & FOOD PRODUCTS & SERVICE  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

ONGOING SUPPORT FOR LOCAL AGENTS  
CONTINUED EXPORT VALUE GROWTH

SEEDS & SPECIAL CROPS

MARKETING CALLS ON BUYERS  
MAINTAIN INTEREST IN CDN PRODUCT

REGULAR MEETINGS WITH LOCAL AUTHORITIES  
ENSURE PROMPT ACTION RE DEROGATION

MAINTAIN CLOSE CONTACT WITH PTGSE PHYTOSANITARY REPS  
FACILITATE

A BETTER MARKET PENETRATION

PROPOSED INCOMING MISSION  
MAINTAIN INTEREST IN CDN PRODUCT

FEED,FERTILIZER & VET PRODUCTS

CONTINUING SUPPORT FOR LOCAL AGENT  
MAINTAIN EXPORTS GROWTH RATE

INCOMING MISSION ON ALFAFA [CUBES & PELLETS]  
SECURE & EXPAND MARKET SHARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Initiate actions for early derogation re seed potatoes.  
-Maintain pressure on Portuguese authorities to open market for Canadian dairy cattle breeding stock.

-Met with major importers and with local authorities.  
-DG Livestock's authorization was given early in May. Market potential estimated at 5000-7000 head.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :406-LISBON

005-ADVANCED TECH. PROD. & SERV  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARKETING CALLS ON POTENTIAL BUYERS  
OPEN SALES OPPORTUNITIES  
OUTGOING MISSION ON CATV  
INCREASED LOCAL AWARENESS ON CDN CAPABILITIES

COMPUTERS HARD/SOFTWARE & COMP

CONTINUING SUPPORT FOR LOCAL AGENTS  
MAINTAIN GROWTH RATE IN MARKET SHARE

EXPAND NETWORK OF CONTRACTS WITH POTENTIAL BUYERS  
MAINTAIN GROWTH RATE IN MARKET SHARE

OUTGOING MISSION ON INFORMATICS  
INCREASED AWARENESS OF MARKET POTENTIAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Prepare for implementation of Canadian booth  
at MUNICIPALIS 89.

-Given insufficient interest of Canadian companies project was aborted.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A  
89/12/12

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 :406-LISBON

Preparations for MINT visit to Portugal. Visit did not take place.

Preparations for Mr. Peterson's visit to Portugal. Visit did not take place.

Accompany Ambassador on his official visit to Beja, 17-19 June.

Attend seminar "Doing Business in Portugal", Porto, 21-23 June.

Participate at initial navy-to-navy discussions re supply of sonars.

REPT4D  
89/12/12

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 :437-LONDON

009-FOREST PRODUCTS,EQUIP,SERVICES  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

MONITORING, REPORTING AND RECOM. ON MAJOR ACCESS ISSUES DECISIONS AND POLICY.  
IMPROVED STRATEGIC FRAMEWORK FOR APPROPRIATE INTERVENTION,

WITH COFI-BPIP, ASSESS OPPORTUNITIES FOR WOOD PRODUCT IN UK SALE  
INCREASED INFORMATION, MARKET DEVELOPMENT, PROMOTION AND

MEET WITH SENIOR EXECUTIVES OF TFC CO. & ESTATE AGENCIES  
REVITALIZE LEVEL OF TFC HOUSING STARTS

SECTOR PROFILES  
POSITION PAPERS FOR CONSULTATION AND ASSESSMENT OF POLICY

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - series of missions from IWA-union to forestry  
to UK and 3 key lumber missions to Canada  
- continued co-ordination & co-operation of Cdn  
lumber ind. promotion & technical work on issues  
- address issues: newsprint quota, dioxins

- All successful in meeting objectives &  
considerable follow-up now underway.  
- considerable studies made. CLA now part of  
BPIP. COFI & BPIP working closely together  
- considerable consultation & publicity underway

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :437-LONDON

005-ADVANCED TECH. PROD. & SERV  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS HARD/SOFTWARE & COMP

OVERVIEW OF UK MARKET  
ASSIST CDN COMPANIES TO IDENTIFY MORE CLEARLY OPPORTUNITIES

CONVERSION OF EXISTING CONTACT/CO. IN SECTOR TO WIN  
POTENTIAL AGENTS

CO-PROMOTIONAL COMPANY SEMINARS AT CANADA HOUSE  
NEW SALES OFFICE FOR CDN FIRMS IN THE UK

PREPARATION OF UK MARKET REPORTS - CIRCULATE TO CDN INDUSTRY  
HEIGHTENED INTEREST IN UK MARKET BY CDN SUPPLIERS

IDENTIFICATION OF UK BUYERS FOR PEMD/MISSION TRIPS TO CDA  
INTRODUCE NEW CDN SUPPLIERS TO UK MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Installation of phaseII WIN equipment, testing,  
debugging it and training new sers.  
British Electronics Week Info Booth.  
UK launch of DBA Communications & Senstar UK at  
Canada House.

Phase II WIN equipment now installed and working  
but residual equipment and software problems remain.  
British Electronics Week very successful  
with about 40 Investment/Sourcing leads. Both  
company launches very successful.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :437-LONDON

001-AGRI & FOOD PRODUCTS & SERVICE  
UNITED KINGDOM

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

MEATS & MEAT BY-PRODUCTS

ONGOING LIAISON WITH UK IMPORTERS-IMPROVE DOCUMENTARY PROCE.   UP AT PORTS; FEWER STILL IN 89-90  
FEWER PROBLEMS EXPERIENCED IN FY 88/89 WITH SHIPMENTS HELD

CONT. MONITORING OF SITUATION ON HORMONE BAN  
POSSIBLE FURTHER DELAY IN BAN BEING IMPLEMENTED

ENCOURAGE CDN EXPORTERS-EXPORT HORMONE FREE BEEF  
NEW MARKET TO BE DEVELOPED. LIMITED RESULTS IN YEAR ONE.

ENCOURAGE CONT. EXPORTS OF EDIBLE PORK/BEEF OFFAL                   NEW MARKET FOR INEDIBLE OFFAL  
MAINTENANCE OF MARKET SHARE OF EDIBLE PORK OFFAL; DEVELOP

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Encourage Cdn beef exporters to export  
                  hormone-free beef to UK.  
                  - Encourage continued Cdn exports of edible  
                  pork offal & inedible beef offal for petfood;  
                  continued monitoring of hormone ban.

- Little interest it seems in exporting hormone  
free beef to UK due to lack of capacity & certi-  
fication problems. - Trades continue; there is  
opportunity for edible beef offal fm culled cows  
flwg derogation to EC Hormone directive.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :437-LONDON

002-FISHERIES,SEA PRODUCTS & SERV.  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

CONT. LIAISON WITH UK PURCHASERS  
INCREASED AWARENESS OF CANADIAN SUPPLIERS

LOBSTER PROMOTION  
INCREASED AWARENESS OF CDN LOBSTER

STUDY OF IMPACT OF PRICE RISE ON CANNED SALMON MARKET  
INFORM CANADIAN INDUSTRY OF IMPLICATIONS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Prepared and presented paper on UK fish market  
to Seafood Outlook 89, St John's, Nfld and took  
out two UK buyers to conference.

Increased awareness in Nfld of UK opportunities.  
New buying connections for unidentified fish  
species from Nfld to UK.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :437-LONDON

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO MINE COUNTER MEASURES MISSION  
PROMOTION OF JOINT VENTURES BETWEEN CDN & UK MCM COMPANIES

TO PURSUE UK AND THIRD COUNTRY MARKETS

FOLLOW UP TO FARNBOROUGH INTERNATIONAL 88  
PROMOTION OF CDN AEROSPACE PRODUCTS AND COMPANIES TO UK MOD

AND UK INDUSTRY

CDA/UK RDP STEERING COMMITTEE APRIL 89  
I.D. OF COOPERATIVE DEFENCE DEVELOPMENT PROJECTS BETWEEN

CDA & UK

CDN INDUSTRIAL BRIEFINGS TO UK MOD AT CDA HOUSE  
IN DEPTH EXPOSURE OF UK MOD OPERATIONAL AND REQUIREMENTS

PERSONNEL TO CDN NICHE CAPABILITIES

PARIS AIRSHOW JUNE 89  
PROMOTION OF CDN PARTICIPATION IN AEROSPACE JOINT VENTURE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation in Hitec 89 and Paris Airshow 89.  
Continuing promotion of Cdn high technology  
companies to UK MOD at High Commission.

BA order for 20 Regional Jets from Canadair  
worth C\$350 m; Bombardier acquisition of Shorts  
for C\$60 m with UK govt assistance \$1.5 b; Indal  
company promos at HiCom.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----





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

POST :437-LONDON

1. Org'd pres'n to UK mining/metal assns for Mining Assn of Cda
2. Reported reg'ly on Piper Alpha oil platform disaster inqu.
3. Foresters Missn to UK,Jun; Cdn Hsebldrs Missn to Eur,May;  
UK Plant Health Missn to Cda,Apr; Sunley Missn to Cda,Apr;  
EC Plant Health Missn to Cda,Jun.
4. Undertook indepth analysis of UK Quality Wheat Mkt to  
assist in estab't of Cdn negotiating position.
5. EC security deposit on peas & beans will have v.negative  
impact on Cdn expts.Coord response with Trade of other Embs.
6. Initiated review of UK construction industry.
7. Intl Coffee Council mtg - renegotiation of the Agreement.
8. Special visit of David Lee & David Roseman, Trade Negotia-  
tions Office, on Trade in Services.
9. Visit to London of Group of 7 Canadian Parliamentarians on  
1992.
10. Visits by Min Macdonald (Quebec), Min Kwinter (Ontario),  
Mins Maher, Lacey & Frenette (NB), & Bussieres, Bank of Cda.
11. Participation in annual mtg of Canadian & Cda/UK Chambers  
of Commerce; Wilton Park Conf on World Debt Problem & Pakex  
Exhibition at Birmingham.

REPT4D  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :407-MADRID

005-ADVANCED TECH. PROD. & SERV  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

REPORT ON NEW TELECOMMUNICATION LAW WHICH HAS BEEN APPROVED PRODUCTS  
LAW IMPROVES MARKETS FOR ACCESS FOR BROAD RANGE OF CDN

ASSIST IMAX CORP TO FOLLOW UP ON LEAD FOR THEATRES  
PROSPECTS ARE GOOD FOR THE SALE OF TWO OR THREE THEATRES

ASSIST CDN CO. IN THEIR EFFORTS TO SELL COMMUNICATION EQPT.  
SALES OF SEVERAL MILLION DOLLARS

PREPARE ARTICLE-COMPUTER SOFTWARE MARKET IN SPAIN  
INTEREST FIVE NEW COMPANIES IN THE SPANISH MARKET

ASSIST SPAR, TELESAT ETC TO PARTICIPATE IN COMM. SATELLITE SALES  
CDN PARTICIPATION COULD RESULT IN UP TO \$200 MILLION IN

DETERMINE OPPORTUNITIES IN STAR RURAL COMMUNICATIONS PROJECT  
POSSIBLE CDN PARTICIPATION IN THIS \$300 MILLION PROJECT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Official participation in Informat 89 in  
Barcelona  
-Business Delegation led by Minister Crosbie  
-Ongoing support of Cdn cos.

-Anticipate \$5 million over next 12 months  
-Four Cdn CEOs introduced to senior Span officials. Estimate several million dollars sales will result. - Span will be sub-contractor to MATRA for Spanish telecom satellite

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :407-MADRID

004-DEFENCE PROGRAMS,PRODUCTS,SERV  
SPAIN

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTACTS WITH MOD PURCHASING DIRECTORATES,ASSOC OF DEFENCE                   JOINT VENTURE PARTNERS ON NEW MAJOR DEVELOPMENT PROGRAMS.  
STIMULATE SPANISH DECISION-MAKERS TO CONSIDER CDN CO. AS

ASSIST CANADAIR IN ITS EFFORTS TO CONVINCE FOREST PROTECT.  
THERE IS POTENTIAL FOR \$100 MILLION SALE

ENCOURAGE SPANISH DEFENCE MANU. ASS. TO TAKE MISSION TO CDA                   SPANISH CO.  
NEW INDUSTRIAL COOPERATION AGREEMENTS BETWEEN CDN AND

PREPARE NEW MARKET GUIDE/CONTACT LIST FOR DISTRIB. AT HI-TEC  
ASSIST 5 CDN COMPANIES TO FIND REPRESENTATION IN SPAIN

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Canadair CL215 marketing supported during Ministerial Mission visit by Pres of Canadair  
-Officer from post interviewed 50 cos at Hitec Conference in Ottawa  
-Negotiations appear promising for \$200 million sale  
-Many new leads generated. Canada now selling helicopters to Spain

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :407-MADRID

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COORDINATE MARKETING EFFORTS OF CDN SUPPLIERS OF URBAN TRAN. IT IN BARCELONA.  
SUBMISSION OF COMPETITIVE JOINT-VENTURE BID FOR URBAN TRANS-

MARKETING ASSISTANCE TO CAE ON FLIGHT SIMULATORS FOR IBERIA  
POSSIBLE SALE OF 3 SIMULATORS

PROMOTE CDN AIRCRAFT & CONSULTING SERVICES & EDC FINANCING  
GENERATION OF A NUMBER OF REQUESTS FOR PROPOSALS

DISCUSS IMPORT REQUIRE. IN CONNECTION WITH RAILWAY MODERN.  
CDN SUPPLIERS WILL BE ADVISED OF ANY OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Press of UTDC participated in Ministerial Mission  
-Assist De Havilland to market DASH 8

-Met with Pres of Catalunya, Mayor of Barcelona and senior transport officers in Madrid. Good sales opportunities in both Barcelona and Madrid  
-De Havilland have found client for 2 DASH 8s

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :407-MADRID

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP WITH CDTI ON BEHALF OF NRC TECH. TRANSFER OPPORT.  
6/8 TECHNOLOGY AGREEMENTS

FOLLOW-UP WITH CANARIES GOV'T RE MONENCO PROP.-POWER PLANT SHOULD PROJECT GO AHEAD SEVERAL CDN EQUIPMENT SUPPLIERS WOULD HAVE OPPORTUNITY TO BID SUPPLY MACHINERY.

SURVEY-I.D. PRODUCTS/SERVICES-WASTE/WATER/POLLUTION EQUIPMT. IN SPAIN  
INDUCE 8 CDN COMPANIES TO UNDERTAKE NEW MARKETING ACTIVITY

ORGANIZE VISIT TO CDA-IMPORTERS/MUNICIPAL-POLLUTION CONTROL OPPORTUNITIES & 20M IN POTENTIAL SALES  
3/4 JOINT VENTURE AGREEMENTS, TWO CONSULTING SERVICE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Arrange program for visit by President of AECL

As a result of visit Deputy Director of nuclear division of ENDESA will visit Canada to study AECL technology

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :407-MADRID

002-FISHERIES,SEA PRODUCTS & SERV.  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

CONTACTS WITH SPANISH IMPORTERS, PROVIDING PRODUCT INFORM.  
TRADE LINKS WILL BE IMPROVED STEADILY

ORGANIZE RETURN VISIT BY NWFLD DELEGATION TO BASQUE FISHING  
PRODUCT SALES, MARKETING AND INDUSTRIAL COOPERATION IN

AGREEMENTS

ARTICLE ON FISH MARKET IN SPAIN - FOR CDN INDUSTRIES  
ENCOURAGE CDN SUPPLIERS TO TAKE A MORE ACTIVE INTEREST IN

SPANISH MARKET

CONTACTS WITH SPANISH FISHING CO. INTERESTED IN CDN FISHERIES  
IMPROVE ACCESS TO SPANISH MARKET AND THIRD COUNTRY MARKETS

TRADITIONALLY SERVICED BY SPANISH COMPANIES

ORGANIZED INCOMING SPANISH VETERINARY MISSION TO CANADA  
CONTINUED ACCESS FOR CDN BREEDING STOCK

MARKET RESEARCH-CDN FEED PEAS AND FORAGE  
DETERMINATION OF WHETHER MARKET EXISTS.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Pres of FPI accompanied Min Crosbie on Mission  
-Proposed Cdn participation in limentaria 90 in  
Barcelona - Spain's largest food show

FPI introduced to one of Spain's largest fishing  
cos and major importers. Sales and JV prospects  
are promissing  
-Proposal accepted

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :407-MADRID

014-EDUCATION, MEDICAL, HEALTH PROD  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

SURVEY - I.D. SPECIFIC SECTORS OFFERING OPPORTUNITIES  
IMPROVE OUR CAPACITY TO SOURCE POTENTIAL EXPORTERS IN CDA

INFORM EXPORTERS OF LOCAL OPPORTUNITIES

VISIT BARCELONA TO CALL ON MAJOR IMPORTERS IN SECTOR  
INFORM IMPORTERS OF AVAILABILITY OF CDN PRODUCTS AND DETER-

MINE THEIR INTEREST

INVITE SECTOR SPECIALIST TO ASSIST IN GENERAL MARKET SURVEY  
IMPROVE OUR CAPACITY TO SOURCE POTENTIAL EXPORTERS IN CDA.

INFORM EXPORTERS OF LOCAL OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Prepare report on Spanish pharmaceutical sector

Report completed

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :407-MADRID

Visit of Mayor of Toronto and Canadian Olympic Committee to  
Barcelona week of Apr 24

Business Development Mission to Spain (Madrid,Barcelona,  
Seville) led by Minister Crosbie

Official participation by 8 cos in the Informat Trade Fair  
in Barcelona June 5-10

WIN Manager Training Course in Paris

Post officer participated in Hi-Tec in Ottawa may 21-23

Visit of SSEA May 30-31



REPT4D  
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :404-MILAN

009-FOREST PRODUCTS,EQUIP,SERVICES  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

UPDATE FIVE YR "STRATEGIC MARKETING APPROACH" SUBMITTED - 87  
UPDATE AND AGREEMENTS ON ACTION PLAN/OBJECTIVES

ELABORATION & DEF'N OF INFORMAL SELLER/BUYER ADVISORY COMM.  
MORE COORDINATED MARKETING APPROACH

HOLD TWO/THREE CONFERENCES/WORKSHOPS IN MAJOR CITIES  
DISSEMINATION OF TECHNICAL INFO AND INCREASED AWARENESS OF

OUR SUPPLY POTENTIAL

I.D. NEW/RENEW PERSONAL CONTACTS AMONG MAJOR LUMBER DISTRIB.  
ESTABLISH NEW DISTRIBUTORSHIPS AND EXPAND SALES OF LUMBER &

PLYWOOD

INVESTIGATE ITALIAN IMPORT MARKET - CDN SUPPLY CAPABILITIES  
I.D. 2/3 SPECIFIC NICHES AND CDN SUPPLIERS FOR PAPER

PRODUCTS

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1
- a) Support and assist organizing a construction lumber mission to Italy.
  - b) Forest products Eqpt/Services reports outlining potential tech acquisitions for Cda.
  - c) Visit Triveneto and SAIE 2 trade fairs.

- a) Prom.local Lumber trade & Cdn sources.Favourable support for Mission in Nov-Dec 89.
- c) Data collection effected on woodwork in m/cs and advanced Mtl. reports to be released on time
- c) Made 20 new contacts.Reports on show released

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :404-MILAN

001-AGRI & FOOD PRODUCTS & SERVICE  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

- MAINTAIN & DEV. NEW CONTACTS WITH INDEPENDENT AGENTS
- I.D. 5/6 INCREMENTAL AGENCIES SUITABLE TO REP. CDN SUPPLIERS
- REPORT ON ANY MARKET ACCESS/PREFERENCE CHANGES & NEW TRENDS
- IMPROVE CDN AWARENESS AND UNDERSTANDING OF ITALIAN FOOD

MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 a) Follow up on contacts established at Cdn participation in Fieragricola-March 89.
- b) Plan for next year's participation in Fieragricola.
- c) Support/assist incom.Potato Mission Fall 89

- a) 25 contacts followed.Relevant documentn sent to 30 Cdn suppliers.Report on fair released.
- b) Contacts made with relevant auth. & 10 Cdn potential exhibitors.
- c) Tentative prog.prepared re visits to N.B./PEI

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :404-MILAN

002-FISHERIES,SEA PRODUCTS & SERV.  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UPDATE REPORT ON FROZEN SALMON MARKET INCL. PREFERR. SPECIES MARKET  
IMPROVE CDN UNDERSTANDING OF SOMETIMES CHANGING ITALIAN

MAINTAIN & IMPROVE POST'S CONTACTS WITH CDN SUPPLIERS  
I.D. NEW SUPPLIERS AND LOCAL IMPORTERS/DISTRIBUTORS FOR SAME

FORWARD PERIODIC REPORTS TO ITALIAN IMPORTERS/DISTRIBUTORS  
FACILITATE ADVANCED PROCUREMENT PROCEDURES COMMON IN ITALY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) Support & assist incoming buyers' mission.  
b) Participate in Ancona Fishery Fair May 89.

a) Proposal submitted to E.A.  
b) Report on Fair complete with list of new contacts, fishery eqpt. and fish products.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :404-MILAN

014-EDUCATION, MEDICAL, HEALTH PROD  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

UNDERTAKE MARKET ANALYSIS OF BIOTECHNOLOGY SECTOR  
DETERMINE NATURE/SIZE OF MARKET AND IDENTIFY AREAS OF SALES

POTENTIAL

INITIATE CONTACTS WITH POTENTIAL INTERMEDIARIES  
IDENTIFY 5 TO 10 SOLID POTENTIAL AGENTS/DISTRIBUTORS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) Undertake review and analysis of health care  
market to determine actual potential for Cdn  
exporters & j.v. activities.

a) Visited 2 associations to collect materials  
and info on sector. Reviewed publications,  
articles.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A  
89/12/12

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 :404-MILAN

- Investment Officers Cross Canada Tour.
- Ontario officials study tour/Granite Industry in Northern Italy.
- MFLD Pulpwood Promotion Tour of Northern Italy.
- Assistance to 40 Agriculture Technicians of Lombardy Region in preparation of visit to Canada.
- High level visit and special report re new proposal of landing gear from Agusta.
- Automotor Exhibition - Turin. Auto components and parts trade fair.
- Conference by Sylvia Ostry.





REPT4D  
89/12/12

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 :475-MOSCOW

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

EMBRYO TRANSFER CONTR & IMPLMENT OF J.V. AGREEM FOR CDN FIRMS  
\$2 MILLION

RESOLUTION OF VETERINARY OBSTACLES TO SALES OF YOUNG HEIFERS  
\$2 MILLION

HORSE MEAT JOINT VENTURE NEGOTIATIONS WITH ALBERTA FIRM  
\$1 MILLION

ASSIST PROV OF ALB IN IMPLEM J.V. AGREEM W/GOSAGROPROM  
\$2 MILLION

4TH SESSION OF THE MIXED AGRIC COMM IN MOSCOW & ALMA ATA  
LONG TERM BUSINESS

INTRO QUE AGRO-IND FIRMS TO SOV MKT,AS FOLLOW-UP TO MIN VIS.  
LONG TERM BUSINESS

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :475-MOSCOW

011-OIL & GAS EQUIPMENT,SERVICES  
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONT'D SUPPORT FOR CDN COS STARTING JOINT VENTURES IN USSR. IN THE 100 MILLION RANGE  
WITH THE SIGNING OF THE JVS TO DATE, POTENTIAL BUSINESS IS

ASSISTING GEN CONTR'S & ENG FIRMS IN FULFILLING COUNTERTRADE FIRMS TO WIN \$60 MILLION IN BUSINESS  
THESE COUNTERTRADE ARRANGEMENTS HAVE PERMITTED CANADIAN

ASSISTING LARGE CDN OIL/GAS FIRMS IN ESTABL CONTACTS W/MIN 50 MILLION  
OFF-SHORE ENHANCED OIL RECOVERY AND OTHER AREAS EQUAL

PROVIDING ASSIST TO CDN FIRMS IN CONTRACTING SULPHUR PLANTS  
\$10 MILLION SALES

COOP W/THE PROV OF ALB IN OIL/GAS MISSIONS TO THE USSR  
LONG TERM BUSINESS

ASSIST COS SUCH AS GULF CDA,PETROCDA,& OTHERS TO ESTABL CONT  
LONG TERM BUSINESS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :475-MOSCOW

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROCESSED FISH & SHELLFISH

NEW FISH PURCHASE COMMITMENT  
\$12 MILLION

INTEL GATHERING FOR CDN FISH IND & SUPP ON BILAT FISH RELAT.

LONG TERM RESULTS

ATTEMPT TO DIVERSITY TRADE INTO FISH PROCESS & RELATED EQUIP  
\$1 MILLION

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :475-MOSCOW

005-ADVANCED TECH. PROD. & SERV  
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET STUDY ON THIS AREA WILL BE MADE.  
LONG TERM BUSINESS

TRY TO INTEREST MAJOR CDN TELECOM CO TO COMPETE IN THIS MKT  
LONG TERM BUSINESS

WORKING DIRCETLY W/SMALLER CDN COS TO ESTABLISH DIRECT LINKS  
\$10 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT40  
89/12/12

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 :427-MUNICH

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

ASSIST CDN CO TO GAIN TUV APPROV & INTRODUCE PRODUCT.  
A) TUV APPROVAL

B) SALES T.B.A.

LOBBY VW TO TRANSFER DIE CASTING TO CANADA.  
CREATION OF UP TO 500 JOBS IN CANADA. SALES COULD REACH \$50M

ASSIST CDN CO TO PROMOTE BRAZING SYSTEM.  
INCREASE SALES. ASSURE POSITION OF FRG MARKET.

I.A.A. SHOW IN FRANKFURT  
PROMOTE OEM CANADIAN CAPABILITIES

ORGANIZE AUTO PARTS SALES MISSIONS.  
INCREASE CANADIAN SALES IN THE FRG.

PROVIDE GUIDE ON HOW TO ACCESS FRG AUTO MFGRS.  
PROVIDE CANADIAN INDUSTRY WITH AN EFFECTIVE TOOL THEY CAN

USE IN APPROACHING & DEALING WITH FRG CAR MFGRS.

THE GERMAN AUTO IND 1992. SUGGESTIONS ON HOW TO APPROACH IT  
PROVIDE INFO ON POSSIBLE AFFECT 1992 ON FRG AUTO INDUSTRY.

AEROSPACE

INTROD. OF MICROWAVE LANDING SYST TO FRG AIRPORTS.  
OPENING MARKET FOR MICROWAVE LANDING SYSTEMS.

REPORT ON GERMAN AEROSPACE MARKET  
INFORMATION ON STRUCTURE OF FRG AEROSPACE MARKET AND POTEN-

TIAL FOR CANADIAN EXPORTERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :427-MUNICH

005-ADVANCED TECH. PROD. & SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

SUPPORT BCE MOBILE TO FIND SUITABLE JOINT VENTURE.  
ESTABLISH BCE MOBILE AS A JOINT VENTURE PARTNER OF GERMAN CO

TO PARTICIPATE IN THE NEW GERM.PRIV.CELLULAR RADIO NETWORK

SUPPORT CDN CO. TO ESTABLISH OFFICE IN FRG  
OPENING OF SALES OFFICE IN FRG.

ARRANGE MINI SOLO SHOW TO PRESENT CDN TELECOM CAPABILITIES  
INTRODUCTION OF 6 NEW CDN COMPANIES TO FRG MARKET

COMPUTERS HARD/SOFTWARE & COMP

SUPPORT CDN CO. TO ESTABLISH SOFTWARE J.V. WITH NIXDORF.  
JOINT VENTURE.

MICROELECTRONIC MISSION TO CEBIT TO SUPPORT DRIE.  
INTRODUCTION OF 6 NEW COMPANIES TO POTENTIAL J.V.PARTNERS

SOFTWARE MISSION FROM QUEBEC  
INTRODUCTION OF 6 NEW COMPANIES TO FRG MARKET

SUPPORT PROD DEMO OF COMPUTER HARD/SOFTWARE  
INTRODUCTION OF NEW CDN PRODUCTS TO FRG MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participate at Paris Air Show  
Participate at Interhospital 89

Representatives of 15 Cdn cos briefed on FRG aerospace market. 20 introductions made between FRG & Cdn cos including MBB/Canadair airbus briefing. - Meetings held with representatives of 6 FRG cos. - see also Investment Prom.activity rep

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :427-MUNICH

005-ADVANCED TECH. PROD. & SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

SUPPORT BCE MOBILE TO FIND SUITABLE JOINT VENTURE.  
ESTABLISH BCE MOBILE AS A JOINT VENTURE PARTNER OF GERMAN CO

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QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :427-MUNICH

013-CONSUMER PRODUCTS & SERVICES  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

ORGANIZE BUYERS MISSION TO VISIT C&GA SHOW AND INDUSTRY  
NEW BUYING CONNECTIONS AND DRAW BUYERS ATTENTION TO CANADIAN

POTENTIAL

NUERNBERG TOY FAIR: FEDERAL INFO BOOTH  
DRAW ATTENTION OF BUYING ORGANIZATION TO CANADIAN CAPABILI-

TIES.

GET TOY FAIR AUTH. TO ACCEPT CDN PRIVATE SECTOR EXHIBITS.  
GIVE CANADIAN COMPANIES OPPORTUNITY TO APPROACH EUROPEAN

MARKET

REPORT ON FRG SPORTING GOODS STANDARDS.  
GIVE CDN COMPANIES INFO ON THE BEST APPROACH TO THE FRG MAR-

KET FROM A REGULATIONS AND NORMS POINT OF VIEW

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 :427-MUNICH

Visit of Ont Premier Peterson - unplanned - accompanied by  
ConGen on calls to B-W state officials and local companies  
Visit of Ambassador to Man B-W and Renk, Augsburg accompan-  
ied by ConGen - unplanned - post arranged appointm.,logistics  
ISTC mission of 17 govt,univ.& ind exec led by DM Rogers -  
unplanned - post arranged appoint & logistics in Munich  
Participated at Interpost meeting in Bonn

Planned and led Sask. government medical technology invest-  
ment mission. 6 members, 3 calls  
Made local arrangements for,briefed & accompanied Dr.G.Van  
Volkenburg on Optoelectronic fact-finding mission to Laser  
Visit of Nat'l Ballet to Friedrichshafen, Ludwigsburg - Con-  
Gen used events to support Trade & Investment Program  
Hosted one-day fact-finding visit by D. Wismer, RWT director  
designate



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 :433-OSLO

011-OIL & GAS EQUIPMENT,SERVICES  
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMP CALLS ON LARGEST IMPORTERS & SUPPLIERS  
IDENTIFY LIST OF NEW AGENCIES

PROMOTION OF CDN COLD CLIMATE TECHNOLOGY  
POSITIONING CDN COMP. FOR FUTURE PROJECTS IN NORTHERN AREA

MONITOR POTENTIAL GAS PIPELINE CONSTRUCTION PROJECTS  
INFORM COMP. OF OPPORTUNITIES FOR CO-OPERATION

ASSIST CDM FIRMS IN FINDING APPROP NORWEGIAN PARTNERS  
NEW JOINT VENTURES & POSSIBLE NEW OPPORTUNITIES FOR SALE

TO NORWAY

ENCOURAGE NORWAY COMP TO ATTEND OFFSHORE NEWFOUNDLAND 89  
6 NORWEGIAN COMP TO ATTEND EXHIBITION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :433-OSLO

005-ADVANCED TECH. PROD. & SERV  
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

FOLLOW-UP WITH NORWEGIAN SPACE AGENCY RE DEVEL RADARSAT PROJ  
NORWAY WILL PARTICIPATE IN RADARSAT PROJECT.

DEVELOP CONTACTS WITH ANDYA ROCKET CENTRE.  
POSSIBLE CDN PARTICIPATION IN NORWEGIAN SPACE PROGRAMME.

COMPUTERS HARD/SOFTWARE & COMP

FOLLOW-UP ADVANCED TECHNOLOGY MISSION FALL 1988  
3-4 AGENCY AGREEMENTS

ATTEND SOFTWARE 90, OSLO, & CAD/CAM FAIR, OSLO 1989  
IDENTIFY NEW MARKET POSSIBILITIES

ATTEND MICRODATA, OSLO MAY/89  
IDENTIFY NICHES FOR PL EQUIPMENT & SOFTWARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :410-PARIS

001-AGRI & FOOD PRODUCTS & SERVICE  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

MISE A JOUR CONTINUELLE DES LISTES D'IMPORTATEURS  
MEILLEUR CIBLAGE DES CONTACTS PRIORITAIRES

RECHERCHE SUR LE MARCHÉ DE PORCINS REPRODUCTEURS  
INCITATION DES EXPORTATEURS CANADIENS

OBTENTION DU CERTIFICAT SANITAIRE POUR LE BISON  
VENTES INITIALES

S'OCCUPER DES PROBL.D'ACCES & DES BARRIERES NON-TARIFAIRES  
PROTEGER LES DEBOUCHES PRESENTS ET EN OUVRIR D'AUTRES

MISS.FRANCAISE A L'ONT.PORK CONG(AVEC APPUI FIN.DE L'ONT)  
INCITATION DE L'INTERET FRANCAIS AUX RACES CANADIENNES

AMELIORATION DE LIAISON AVEC PRODUCT.FRANC.DE REPROD.PORCINS

SEEDS & SPECIAL CROPS

MISE A JOUR CONTINUELLE DES LISTES D'IMPORTATEURS POTENTIELS  
MEILLEUR CIBLAGE DES CONTACTS

S'OCCUP.DES PROB.D'ACCES & BARRIERES NON-TARIFAIRES  
PROTEGER LES DEBOUCHES PRESENTS ET EN OUVRIR D'AUTRES

SEM.D'AGRIC.CDA EN NOV.1989 SUR LES LEGUMES SECS  
MEILLEURE CONNAISSANCE DES IMPORTATEURS CONCERNANT DISPONI-

ZE CONSUL.A HAUT NIVEAU DES AGENTS S'OCCUP.DES REL.PHYTOSAN.  
MEILLEURE GESTION DES PROBLEMES CANADA/FRANCE ET CANADA/CEE

MEATS & MEAT BY-PRODUCTS

MISE A JOUR CONTINUELLE DES LISTES D'IMPORTATEURS POTENTIELS  
MEILLEUR CIBLAGE DE NOS CONTACTS PRIORITAIRES

CONCERTATION AVEC AUTRES MISS.EM EUROPE,EXTOTT & AGRICOTT  
PLAN POUR SUPRIMER TAUX DE DOUANE PROHIBITIF (RECLASSIFICA-

S'OCCUPER DES PROBLEMES D'ACCES ET BARRIERES NON-TARIFAIRES  
PROTEGER LES DEBOUCHES PRESENTS ET EN OUVRIR D'AUTRES

BILITE ET QUALITE CANADIENNES.

TION OU NEGOCIATIONS DANS GATT).

REPT4D  
89/12/12

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 :410-PARIS

001-AGRI & FOOD PRODUCTS & SERVICE  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MEATS & MEAT BY-PRODUCTS

VIS.AU CDA D'UNE MISS.DE VETERINAIRES S'OCCUP.HYG.SANITAIRE FUTUR.  
FACILITATION DE LA RESOLUTION DES PROBLEMES DU COMMERCE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Identification des exportateurs canadiens de  
bestiaux et de volailles. - Agrement sea usines  
de transformation de viande canadienne par la  
France. - Augmenter la visibilite et l'exporta-  
tion de produits gourmands du Canada.

-Progres realises dans l'elaboration d'une liste  
des exportateurs de bisons pour repondre a la  
demande francaise. - Acces du "smoked meat" sur  
le marche francais. - Avons travaille avec la  
soc.francaise FAUCHON (prod.alimentaires de luxe

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :410-PARIS

005-ADVANCED TECH. PROD. & SERV  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

RAPP SUR LE MARCH FRANCOIS COMP LES EFF DE L'ACC EUROP. DE 92  
AUGMENTATION DE LA PARTICIPATION CANADIENNE AU MARCHÉ FRAN-

CAIS.

SEMINAIRE, HAUTE TECHNOLOGIE  
PROMOTION DE NOUVELLES TECHNOLOGIES ET SOCIÉTÉS.

VISITE DU DOCOTT A FRANCE TELECOM ET SECTEUR PRIVE.  
MEILLEURE INFORMATION SUR LE MARCHÉ & ÉVENTUELLEMENT AUGMEN-

TATION DE PARTICIPATION CANADIENNE AU MARCHÉ.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Organisation de seminaire et coordination de  
rencontres avec les utilisateurs finaux de  
CAO/CFAO applique a la construction navale.

-Identification des integrateurs et acheteurs  
potentiels - conclusion d'un accord de represen-  
tation avec agent local.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
89/12/12

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 :410-PARIS

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

EQUIPEMENT & SERVICES POUR COMBAT DES INCENDIES.  
VENTE AU MINISTERE INTERIEUR(SECURITE CIVILE)

PROJET CASAP (SOUS-MARINS)  
ASSURER MEILLEURE PARTICIPATION INDUSTRIELLE CANADIENNE AU

PROJET.

CL-289:APPUI DES EFF.DE CANADAIR POUR VENT.DANS PAYS TIERS.  
ACCORD AVEC SOCIETE FRANCAISE POUR VENTE MOYEN ORIENT ET

AFRIQUE.

PROJETS TICCS ET ERYX.  
ACCORDS AVEC SOCIETES CANADIENNES ET EXPORTATION TECHNOLOGIE

SUIVI OFFRES FRANCAISES CHARS LECLERC & VEHIC.BLINDE LEGER.  
JV ET TRANSFERTS DE TECHNOLOGIE.

MISSION GDA AU CDA POUR EXPLICATIONS PROCEDURES ACHAT.  
SOUMISSION ACCRUE INDUSTRIE CANADIENNE SUR PROJETS FRANCAIS.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Aider INDAL (Apontage d'helicopteres) a s'im-  
planter sur le marche francais.  
-Marketing du CL-289.

-Avons conduit briefing et organise des reunions  
avec l'Administration et des societes francaises  
-Negociation d'un accord de mise en marche pour  
les pays du Maghreb et M.O.

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 :410-PARIS

005-ADVANCED TECH. PROD. & SERV  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

RAPP SUR LE MARCH FRANCOIS, Y COMPRIS LES EFFETS DE L'ACCORD EUROPEEN DE 1992  
AUGMENTATION DE LA PARTICIPATION CANADIENNE AU MARCHÉ FRANCOIS.

SEMINAIRE, HAUTE TECHNOLOGIE  
PROMOTION DE NOUVELLES TECHNOLOGIES ET SOCIÉTÉS.

VISITE DU DOCTEUR A FRANCE TELECOM ET SECTEUR PRIVE.  
MEILLEURE INFORMATION SUR LE MARCHÉ & ÉVENTUELLEMENT AUGMEN-

TATION DE PARTICIPATION CANADIENNE AU MARCHÉ.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Organisation de seminaire et coordination de  
rencontres avec les utilisateurs finaux de  
CAO/CFAO applique a la construction navale.

-Identification des integrateurs et acheteurs  
potentiels - conclusion d'un accord de represen-  
tation avec agent local.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :410-PARIS

015-CONSTRUCTION INDUSTRY  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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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 :410-PARIS

017-OTHER SERVICES  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ACTIVITIES UNDERTAKEN BY QUARTER: QUARTERLY RESULTS REPORTED:

1. In the first quarter, the main activities were the preparation of the annual plan for the year 89, the organization of the mission's work, and the implementation of the various projects.

2. The results of the first quarter were satisfactory, with the annual plan being completed and the mission's work being organized.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :410-PARIS

Visite a Paris et a Lyon du PM de l'Ontario M. Peterson et  
d'une mission de 32 hommes d'affaires 02-06 avril 1989.  
Organisation et coordination-mission bio-technologie (Paris  
1 Lyon) et participation au Salon Bio-Expo (Mai 89).  
Organisation et coordination participation cdhne au Paris  
Air Show-52 exposants (Juin 89).  
Visite au Canada du delegue general pour l'armement,  
M. Sillard (Avril 89).  
Participation a conference haute technologie et Armex,  
Ottawa (Mai 89).  
Support tres actif et assistance etoffee a la promotion de  
Globe 90".  
Organisation et coordination-mission de franchiseurs et par-  
ticipation au Salon Int'l de la Franchise (Paris-Avril 89).  
Participation du conseiller (Agric) aux congres des Oleagi-  
neux; et des producteurs de ble et autres cereales.  
Rapport sur la question des importations de vehicules Japo-  
nais en France.  
Rapport Offshore-Peche pour promotion symposium St-Jean,  
Terre-euve (Oct 89)

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :472-PRAGUE

009-FOREST PRODUCTS,EQUIP,SERVICES  
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

PRESENT.& SUPPORT OF OFFERS FM KOCKUMS CANCAR INC.FOR FUTURE  
KCCI WITH OUR SUPPORT,HAS EXCELLENT PROSPECTS BASED ON PRICE

AND TECHNOL.

IDENT.OF CDN JOINT VENTURE PARTNER FOR BURKOVEC PULP & PAPER  
DEPENDS ON WILLINGNESS OF CDN. J.V. PARTNER TO INVEST IN

CSSR

IDENT.OF OPP FOR PULP & PAPER MILL COMP REL'D TO CSSR UPDAT.  
POTENTIAL SALES OF CHEM RECOVERY BOILERS, EVAPORATOR COMPL-

EXES, ETC.

PUBLICATION OF ARTICLES & TECH.PHOTOS IN MAGAZINE  
WIDER INFORMATION ABOUT CDN. COS.

CONSULTING & OTHER SERVICES

IDENT OF CDN COS INTERESTED IN BUKOVEC PULP & PAPER MILL  
POSSIBLE ROLE FOR CONSULTANT AS PART OF CANADIAN CONSORTIUM

CONT.OF LIAISON W/STATE COMM.FOR SCI-TECH DEV.RE POLLUTION  
POSSIBLE R & D CONTRACT

IDENT.CDN COS W/EXPERTISE IN FOREST MANAGEMENT,SILVACULTURE  
POTENTIAL CONSULT.OPPORTUNITIES IN HIGH-POLLUTION FOREST

AREAS

FIND PARTNER FOR JOINT VENTURE IN PRE-FAB HOUSES  
CONCLUSION OF A JOINT VENTURE

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Calls on several sawmill and pulp and paper  
state enterprises,incl. Paskov, Bukosa Vranov  
and Piloimpregna.  
Support for KCCI in bidding on sawmill projects  
, e.g. Polomka, Vrbno,etc.

B.C. Forestry Technology Mission, May 9-13.  
Well-attended seminar and overall good reception  
by CSSR officials. Introduced two new companies  
to market. KCCI concluded spare parts contract  
for Zdirec sawmill.

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 :472-PRAGUE

011-OIL & GAS EQUIPMENT,SERVICES  
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

OIL RE-REFINING PROJECT IN KORAMO KOLIN  
CONTRACT MIGHT BE CONCLUDED IN 1989

PIPELINE INSPECTION SERVICES AND EQUIPMENT  
CONTRACT NEGOTIATIONS ARE UNDER WAY

TRANSIT GAS PIPELINE AUTOMATION  
CONTRACT NEGOTIATION WILL BE HELD SOON

PROMOTION OF NEW COMPANIES IN THIS TERRITORY  
ANOTHER ALBERTA TRADE MISSION WILL VISIT 11/88.

SEMINAR ON CDN TECHNOLOGIES APPLICABLE IN CZECHOSLOVAKIA(89) EXPERTS  
INTRODUCTION OF CANADIAN CAPABILITIES TO WIDER RANGE OF CSSR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Followup mtg. with Ing. Toman of NPP Bratislava  
re. visit to Intercan , Edmonton.  
Continuing supprt for Mohawk/PBS/IRGI consortium  
on Koramo Kolin used oil re-refining project.

Visit of Koramo Kolin technical experts to  
Mohawk reference facility.  
CSR Minister of Industry agreed to visit same in  
July

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 :472-PRAGUE

001-AGRI & FOOD PRODUCTS & SERVICE  
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

SIGNING OF EMBRYO-TRANSFER JOINT VENTURE(WESTERN BREEDERS) VENTURE  
WESTERN BREEDERS INT. SHOULD GAIN MKT. SHARE VIA JOINT

NEGOTIATION OF PIG BREEDING JOINT VENTURE(AB SWINE BREED ASS TUNITIES  
BREEDING OF CDN PIGS IN CSSR WITH THIRD COUNTRY SALES OPPOR-

2ND MEETING OF CDA-CSSR JOINT AGRICULTURAL COMMITTEE(1989) AGRICULTURE  
FURTHER IMPROVEMENT IN TRADE AND TECHNICAL RELATIONS IN

AGRICULTURE MACH,EQUIP,TOOLS

CONT.OF DISC.ON JOINT PROD.OF AGRIC.EQPT OR SMALL TRACTORS  
IDENTIFICATION OF PARTNERS AND PROD.AS SUBJECTS OF AGREEMENT

2ND MEETING OF CDA-CSSR JOINT AGRICULTURAL WORKING GROUP. BASIS OF TRADE  
FURTHER DEVELOPMENT OF COMMERCIAL AND TECHN.RELATIONS AS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Calls on Ministries of Agriculture in CSR & SSR  
to investigate opportunities for food process-  
ing eqpt and technology.  
Accompany Dr. Ted Mitenko of Alta Genetics on  
calls in SSR.

Received important basic information on prior-  
ities in food processing.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :472-PRAGUE

010-MINE,METAL,MINERAL PROD & SRV  
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Monitoring of Stelco Coilbox project (at WHKG Ostrava) Stelco completed major part of computer model for simulation of Coilbox installation at WHKG.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :472-PRAGUE

TID Regional meeting, Vienna, Apr 13-14

B.C. Forestry Technology Mission, May 9-13

Tour of East Slovakia with HOM, June 12-16

Commercial Officer Ing. M. Hudec visit to Canada, May 15-  
June 2.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :403-ROME

005-ADVANCED TECH. PROD. & SERV  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PURSUE MKT OPPORT FOR ATC INSTRUM & EQPT IN CONJ W/OUTG.MISS  
INCREASED TRADE AND INDUSTRIAL CO-OPERATION

UNDERTAKE MARKET SURVEY ENVIRONMENTAL PRODUCTS & SERVICES  
IDENTIFICATION MARKET OPPORTUNITIES IN THIS SECTOR

PURSUE MKT OPPORT FOR SPACE & REMOTE SENSING INSTRUM IN CONJ  
INCREASED TRADE AND INDUSTRIAL CO-OPERATION

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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 :403-ROME

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO RE-ACTIVATED CANADA-ITALY RDP COMM.MEETING  
OBTAINING OF CONTRACTS BY CANADIAN COMPANIES

IDENT OF EXPORT OPPORT RELATED TO MAJOR CDN & ITALIAN ACQUIS  
INCREASED TRADE AND INDUSTRIAL COOP.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Annual sector report for distribution at HITEC.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :403-ROME

001-AGRI & FOOD PRODUCTS & SERVICE  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

NEED FOR MULTI-YR DEROGATION FM EEC TO EXPORT SEED POTATOES  
STABILIZE MARKET PRESENCE AND INTRODUCE NEW VARIETIES

RENOG OF PLANT HEALTH & VET. REQUI IN VIEW OF ONGOING HARMON  
MAINTAIN MARKET ACCESS FOR CATTLE,SEMEN,SEEDS,MEAT ETC.

SUPPORT CDN IND MKTG INIT THROUGH REPRES TO CLIENTS & GOVT  
INCREASED SALES IN NICHE MARKETS OF GOOD POTENTIAL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

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POST :403-ROME

002-FISHERIES,SEA PRODUCTS & SERV.  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

OBTAIN IT GOVT AUTHORITY FOR IMPORT OF OTHER SHELL FISH  
EXPORT AUTHORIZATION

CREATE DATA BASE OF LOCAL IMPORTERS/DISTRIBUTORS  
MORE RAPID & DIRECT DISTRIBUTION OF OFFERS/INFO TO LOCAL

IMPORTERS

EXPAND & UPDATE SERIES OF SPECIES/PROD REPORTS & SUMMARY OF  
BUILD HIGHER PROFILE FOR ITALY-CDM FISH TRADE IN BOTH COUN-

TRIES

SMOKED SALMON PROM,POSS IN CONJ W/OUTGOING MISS OF SMOK.SALM  
ESTABLISH 3 OR 4 AGENCY AGREEMENTS

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 :403-ROME

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

FOLLOW UP ON REPRES TO ITALIAN AUTHO RE ACQUIS OF FIRE-FIGHT  
SALE OF TWO ADDITIONAL CL-215

MONITOR PROG OF NEGO FOR CDA-ITALY AIRWORTHINESS CERT AGREEM  
REMOVAL OF IMPEDIMENT TO TRADE IN THIS SECTOR

SUPP CDN IND MKTG INIT THROUGH REPRES TO CLIENT & GOVT AUTHO  
INCREASE SALES OF COMPLETE AIRCRAFT

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 :403-ROME

Win Seminar. Paris May 6-12, 1989

HITEC 89. ARMX. Ottawa May 22-28, 1989

ENEA - Technology Cooperation Mission to Canada

KAON Factory International Consultations Team - visit to  
Canada

Third Sherpa Meeting - St. Martin

2 - NSA Team Visits (DND and DRIE)

Visit of Italo-Quebec Chamber of Commerce

Visit of Department of Finance Delegation for briefing

Ancona Fisheries Equipment Fair

Government of Ontario - Pre Mission Visit

REPT4D  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :432-STOCKHOLM

005-ADVANCED TECH. PROD. & SERV  
SWEDEN

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

REPORT ON CELLULAR RADIO MKT IN SWEDEN  
BETTER SOURCING OF NICHE PRODUCTS

GENERAL MKT SURVEY ON TELECOMMUNICATIONS  
BETTER SOURCING OF NICHE PRODUCTS

REPORT ON ONGOING LIBERALISA'N OF TELECOM SERV & NEW MARKET.  
BETTER SOURCING OF NICHE PRODUCTS

BROADCASTING, INC. CABLE TV

PREPARE SHORT REPORT ON MAJOR CABLE TV OPERTERS IN SWEDEN  
BETTER TARGETING OF BUYER CONTACTS FOR CDN SUPPLIES

VISIT BY 2-3 MAJOR SWD. CATV OPRTRS TO CANADA  
CLOSER COOP. WITH CDN OPRTRS & EQUIPMT. MFRS.

TRADE MISSION TO SWEDEN & SEMINAR CATV OPER & EQUIP MFG.  
INCREASED AWARENESS OF CDN CAPABILITY, NEW BUYING CONNECTION

GOOD MKT PROSPECTS.

CDN BOOTH AT SATELLITE 89, STOCKHOLM

COMPUTERS HARD/SOFTWARE & COMP

CONT DEVEL OF AGENCY CONTACTS THROUGH CORP VISITS  
10-15 NEW AGENTS OVER THE YEAR.

PREPARE OVERVIEW OF SWED. COMPUTER & SOFTWARE MARKET  
BETTER TARGETING OF CDN PRODUCTS POTENTIAL

IDENTIFY BUYEERS & AGENTS VISITNG MAJOR U.S. COMP. SHOWS.  
GENERAL PROMOTION OF CDN CAPACITY WITH THE CDN PRESENCE

AT US SHOWS

PROMOTE CDN PARTICIPATION IN MAJOR EUROPEAN COMP. SHOWS.  
BETTER AWARENESS OF CDN CAPACITY

NORDIC REMOTE SENSING SEMINARS PROM CDN R&D & TECH ASPECTS  
BETTER AWARENESS IN THE R.S. COMMUNITY OF CDN CAPABILITY

IN THIS SECTOR-& TO PROMOTE R.S. WORLD CONF IN CDN SUMMER89

REPORT ON R.S. ACTIVITIES IN THE PRIVATE SECTOR.  
BETTER TARGETING OF BUYERS FOR NICHE PROD & TECHNOLOGY



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POST :432-STOCKHOLM

005-ADVANCED TECH. PROD. & SERV  
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OTHER ELECTRONICS

CONT PROM OF CDN FIRMS TO ERICSSON WHO HAVE INDICATED OFFSET  
3-5 NEW BUYING CONNECTIONS

CONT PROM OF CDN ELECT., COMP THROUGH CORPORATE VISITS

CONT SUPPORT & PROM OF NEW GENERATION OF LSDN CHIPS

JOURNALISTS FM ELECTRONIKVARLDEN TO BE INVITED TO CDA.  
BETTER PRESS COVERAGE OF NEW PRODUCTS

PROM. CDN PRTCPTN IN MAJOR EUROPE ELECT. COMPONENTS FAIR. DISTRIBUTORS  
BETTER AWARENESS OF CDN CAPABILITY AMONG SWE OEMS &

CONSULTING & OTHER SERVICES

COMPUTER JOURNALISTS MISSION TO CANADA  
BETTER PRESS COVERAGE FOR CDN PRODUCTS

IDENTIFY CDN SOFTWARE HOUSE INTREST IN OPENING LOCAL OFFICE  
LONG TERM SALES NOT POSSIBLE WITHOUT LOCAL PRESENCE.

TRADE MISSION & CDN BOOTH AT MAJOR COMPUTER FAIR OCT89  
BETTER EXPOSURE OF CDN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 To get the Win System running

It works more or less

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :432-STOCKHOLM

006-??????  
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 :432-STOCKHOLM

004-DEFENCE PROGRAMS,PRODUCTS,SERV  
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONT TO WORK THROUGH DEFENCE RDP COMMITTEE  
IDENTIFICATION OF NEW SALES OPPORTUNITIES

SUPPORT MFRS OF ASW EQUIPMENT IN PROCUREMENT PROCESSES.  
INCREASED SALES.

SUPPORT MFRS OF ELECT. EQUIP IN MKT DEVELOPMENT.  
INCREASED MARKET EXPOSURE

SUPPORT MFG OF BCW EQUIP IN MKT IDENTIFICATION  
INCREASED SALES

INVITE HEAD OF SWED DFCE PRCRMT TO CDA FOR OFF. & IND. VSTS. PROFILE FOR CDN PRODUCTION CAPABILITIES  
IMPROVED

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support of Canadian Exporters

Present to military procurement of antenna  
systems and GPS Systems

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :432-STOCKHOLM

013-CONSUMER PRODUCTS & SERVICES  
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

APPAREL (CLOTH,FUR,SHOES) TEXT

OBTAIN INFO ON CDN PARTICIPATION IN FRANKFURT FAIR,W GERMANY  
BUYING CONNECTIONS

ENCOURAGE SWED BUYERS TO ATTEND MTL. & FRANKFURT SHOWS.  
INCREASED PURCHASES

ENCOURAGE CDN FURRIER VISIT SWED DISPLAY AT POST OCT/NOV89  
INCREASED PURCHASES.

JEWELRY & GIFTWARE

IDENTIFY CDN SUPP OF FTBALL,VOLLEY BALL BASEBALL EQUIP MORE  
ADDITIONAL BUYING CONNECTIONS

OBTAIN INFIRM ON LOCAL MKT CONDITIONS IN ABOVE SUB-SECTORS  
INCREASED SALES VOLUMES

CONTACT SWED BUYING GROUPS, COOP, TO INFORM ON AVAILABILITY  
PURCHASES, INCREASED MARKET SHARE

ENCOURAGE CDN & SWED FIRMS TO EXHIBIT PRODUCTS AT DOMESTIC  
PURCHASES, INCREASED MARKET SHARE.

CULTURE INDUSTRIES

FOLLOW UP ON CDN PRIZE-WINNING FILM SHOWN LOCALLY

IDENTIFY CDN FILM PRDCRS, ENCOURAGE THEM TO VISIT MKT  
INCREASED PURCHASES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Select fur buyer under incoming buyers program  
for Montreal Fur Fair (May 1989) and from the  
Cdn fair through trade. - Report on Stockholm's  
participation at ISPO Fair Munich Feb, 1989.

Incoming buyers purchased 20 coats at Fair. Very  
satisfied with new contacts established. -Report  
submitted to TTC, with details of interviews and  
purchases. Highly successful Swedish purchases  
constituted more than 1/3 of total on site sales

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A  
89/12/12

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 :432-STOCKHOLM

- Discussion with Gothenburg Business College regarding Sweden
- North American Annual Business Conference
- Continuing work on completing installation of Win network hardware and software

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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 :422-VIENNA

005-ADVANCED TECH. PROD. & SERV  
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS HARD/SOFTWARE & COMP

CONTINUATION OF CONTACTS WITH MAJOR AUSTRIAN ORG IN THIS SEC  
IMPROVED EXPORT POTENTIAL

INTENSIFIED FOLLOW UP WITH INDUSTRY.

AND JOINT RESEARCH

INCREASED SALES, EXTENSION OF COOP EFFORTS INCLUDING VENTURES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up activities on Canadian software mission.  
World Tech Fair, Vienna, June 18-22, 1989

Follow-up activities resulted in many excellent connections leading to meaningful cooperation. Info booth on subject fair demonstrated considerable interest.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :422-VIENNA

001-AGRI & FOOD PRODUCTS & SERVICE  
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

INTENSIFIED CONTACTS WITH AUSTRIAN FOOD TRADE  
INCREASE IN EXPORT PERFORMANCE

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 :422-VIENNA

002-FISHERIES,SEA PRODUCTS & SERV.  
AUSTRIA

POST :422-VIENNA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROCESSED FISH & SHELLFISH

INCREASE IN EXPORT PERFORMANCE

EXTENSIVE CANVASS OF AUSTRIAN FISH MANUFACTURERS & IMPORTERS  
INCREASE AWARENESS ABOUT CANADIAN SUPPLY POTENTIAL AND

CONSEQUENT INCREASE IN SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :422-VIENNA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

ASSIST CDN MANUFACTURER(DEHAVILLAND)WITH THEIR SALES EFFORTS  
POSSIBLE PURCHASE OF DASH-8 BY AUSTRIAN AIRLINES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 One deHavilland aircraft sold to local carrier.

Efforts continue to secure the sale of second aircraft

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :422-VIENNA

April 13/14, 1989 - East European Trade Posts Conference in Vienna.

May 1989 - visit of Alberta, Ontario, B.C. and Quebec provincial representatives.

June 25-28, 1989 - visit of Dr. B. Sullivan, Chairman of Alberta Futures Compendium to Vienna.

May/June 1989 - visit of 18 Canadian city councillors re waste handling

June 1989 - UTDC/Steyr-Daimler-Puch negotiations for offset of \$173 million.

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AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :471-WARSAW

011-OIL & GAS EQUIPMENT,SERVICES  
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

ASSIST CDN COMPANY TO SIGN COOP AGREE WITH POLISH OIL/GAS  
POSITION COMPANY FOR EXPORT SALES AND PARTICIPATION IN IBRD

FIRST ENERGY PROJECT

FOLLOW-UP TO DEPARTMENTAL NATURAL GAS MISSION  
ENCOURAGE PARTICIPANTS TO QUOTE ON POLISH REQUIREMENTS

OBTAIN SPEC ON VAR GAS EQUIP SOUGHT BY POLISH OIL & GAS CO  
BRING TWO ADDITIONAL CANADIAN SUPPLIERS INTO POLISH MARKET

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1.Assist Canadian Fracmaster to sign cooperation  
Agreement  
2. Obtain specification on various other requir-  
ements.

1. Post has maintained continuing contact with  
POGC.  
2. General Director of POGC invited to Intercon  
3. Chercio signed \$ 3 million contract with Post  
assistance

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :471-WARSAW

009-FOREST PRODUCTS,EQUIP,SERVICES  
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

MKT SURV OF PULP/PAPER PROD'RS,FURN.PROD'RS & FOREST MGT OFF  
TO OBTAIN PROFILE OF POLISH REQUIREMENTS

OBTAIN SPECIFICATIONS OF PROJECTS AND EQUIPMENT  
TO INTRODUCE ONE NEW CANADIAN SUPPLIER ON MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Market survey of sector  
2. Introduce one new supplier on market

1. Post commenced series of calls on producers &  
forwarded specifications to industry  
2. General veneers obtained contract with Post  
assistance

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :471-WARSAW

001-AGRI & FOOD PRODUCTS & SERVICE  
POLAND

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

COOP AGREEM.BETWEEN GUELPH UNIV & OLSZTYN AGRIC ACADEMY                    IN THIS SECTOR  
OVERCOME POLISH GOVERNMENT RESISTANCE TO IMPORTS FROM ABROAD

PARTICIPATION OF HYBRID IN LOCAL AGRICULTURAL FAIR  
CONTRACT WITH PRIVATE SECTOR BREEDER

WORK WITH CO TO DEVELOP QUOT.FOR TURKEY SLAUGHTERING PLANTS                    DING STOCK  
SALE OF CANADIAN SLAUGHTERING EQUIPMENT AND ADDITIONAL BREE-

FOOD HANDLING,PROCESSING EQUIP

ASSIST KNUD SIMONSEN IND.IN ITS EFFORTS ON POLISH MARKET  
TO ENCOURAGE COMPANY TO BID ON POLISH REQUIREMENTS

VISIT TO FOOD PROC PLANTS & PERS CONT WITH MACH IMPORT DEC.                    MENT REQUIREMENTS  
TO OBTAIN SPECIFICATIONS OF PROJECTS AND PARTICULAR EQUIP-

IDENTIFY END USERS & DEC MAKERS IN SECT OF INT.TO CDM FIRMS  
TO ENCOURAGE CANADIAN COMPANIES TO BID ON PROJECTS

OBTAIN SPECIFICATIONS OF EQUIP SOUGHT BY POLISH PRODUCERS  
TO OBTAIN ONE CONTRACT FOR CANADIAN INDUSTRY

TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1
1. Assist KSI in efforts to obtain contract
  2. Industry calls
  3. Submit specifications to Canadian industry
  4. Assist Hybrid Turkeys

1.Post has maintained contact with KSI & is following financing prospects. 2. 6 calls made on industry. 3. Specifications sent to Cdn industry but financing remains problem. 4. Post arranged visit of Hybrid President to Poland

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :471-WARSAW

005-ADVANCED TECH. PROD. & SERV  
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING INC. SPACE SAT

CONT.POLISH INST OF METEOR.& INST.INV.IN POLL.FIGHTING REG.  
DELIVERY OF EQUIPMENT BY BARRINGER RESEARCH INC.

PROM.OF NEW TYPES OF EQUIP MADE BY BARRINGER RESEARCH INC.  
INCREASE CANADIAN INTEREST IN THE POLISH MARKET

IDENT.SPEC.TYPE OF EQUIP INTENDED FOR USE IN NEW POLL.FIGHT.  
OBTAIN ONE CONTRACT FOR CANADIAN COMPANY

OTHER ELECTRONICS

PRESENT.OF CDN CO CAPAB.TO LOCAL PROD'RS OF ELECTRONIC EQUIP  
TO INITIATE CANADIAN INTEREST IN POLISH MARKET OPPORTUNITIES

CONTACTING PROD'RS OF ELECTR.EQUIP TO GET SPECIF OF THEIR IN CANADIAN FIRM ON MARKET  
TO ELICIT OFFERS BY CANADIAN PRODUCERS & ESTABLISH ONE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 1. Contact with Polish Institute of Meteorology and other institutes re pollution control equipment.
- 2. Identify further opportunities

- 1. 6 calls were made during quarter but lack of hard currency financing has so far presented problems
- 2. Extensive program of calls arranged for visit by Combustion Engineering

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :471-WARSAW

009-FOREST PRODUCTS,EQUIP,SERVICES  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :471-WARSAW

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----





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POST :471-WARSAW

014-EDUCATION, MEDICAL, HEALTH PROD  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

*June*

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Trade and Industrial Development  
Program quarterly activity report  
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