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STORAGE

External Affairs and
International Trade Canada

Affaires extérieures et
Commerce extérieur Canada

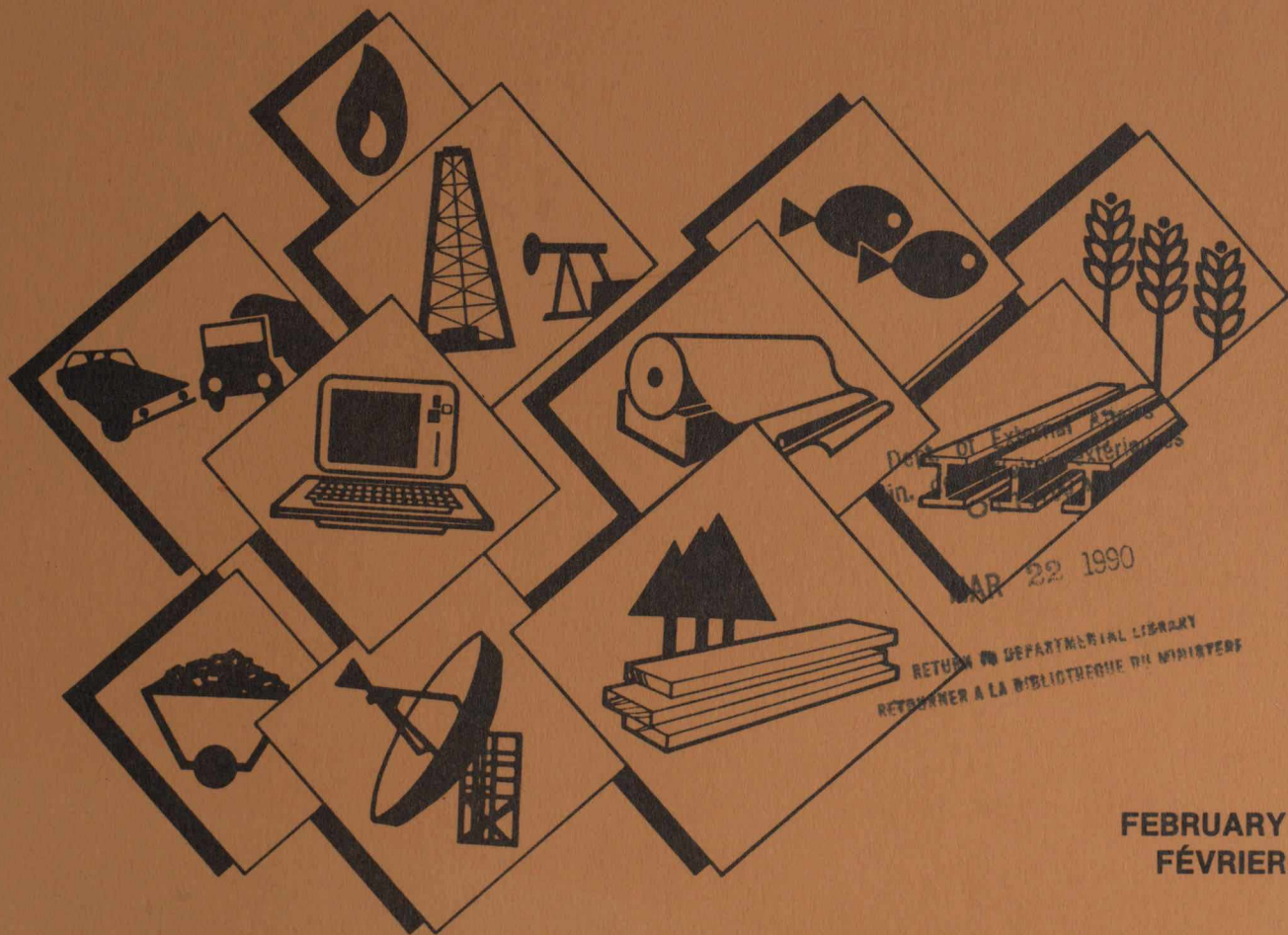
**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE**

**QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**LATIN AMERICA AND CARIBBEAN
AMÉRIQUE LATINE ET ANTILLES**

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

**NON - CIRCULATING /
CONSULTER SUR PLACE**



**FEBRUARY 1990
FÉVRIER 1990**



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report July - September 1989

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

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

INTERNATIONAL PROGRAMS DIVISION OF EXPORT PROMOTION PROGRAM
AT MISSIONS BEYOND THE FISCAL YEAR 87
SUMMARY OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSIONS' ANNUAL PLAN

LATIN AMERICA AND CARIBBEAN
AMERIQUE LANTILLE ET ANTILLES

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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 :640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

THE BOGOTA METRO PROJECT.
OPPORTUNITY FOR CANADA TO BID AGAIN.

PROMOTE CDN SUPPLIERS WITH GOVERNMENT AGENCIES.
ENSURE CDN SUPPLIERS ARE INVITED TO BID.

PREPARE SECTORAL REPORT.
BETTER MARKET PENETRATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Cdn involvement in railways and ports
reorganization.
Prepare sectoral report on sales potential.

Cdn firm received CIDA Inc support for railway
reorganization study.
Sectoral report in preparation.

QUARTER: 2 PREPARE SECTORAL REPORT

SECTORAL REPORT IN FINAL DRAFT

QUARTER: 3 -----

QUARTER: 4 -----

PROMOTE THE LINE OF CREDIT WITH SCOPETRA
PROMOTE CANADIAN SUPPLIERS WITH COLOMBIAN STATE
OIL COMPANY

LINE OF CREDIT RECEIVING FINAL APPROVAL FROM
COLOMBIAN MINISTRY OF FINANCE
SCOPETRA VP SALES MARKET CONTINUED IN MONTREAL,
TORONTO AND CALGARY

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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 :640-BOGOTA

010-MINE,METAL,MINERAL PROD & SRV
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

UPDATE OF REPORT ON MINING SECTOR INCLUDING GOLD.
BETTER AWARENESS OF OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Arrange mining mission to Canada.

Post persuaded one mining co to join Alberta Mission, sales of approx. Cdn\$6mn could result. Preselection of participants in MINTEC 89 under way. Advised Cdn cos of opps for partic'n in important new mining fair in Oct./Bogota.

QUARTER: 2 UPDATE MINING SECTOR REPORT
INTERNATIONAL MINING FAIR IN BOGOTA

TWO COLOMBIANS ATTENDED MINTEC 89 IN VAL D'OR
MINING SECTOR REPORT UPDATE UNDERWAY
DECIDED NOT TO PARTICIPATE IN MINING FAIR DUE TO VIOLENCE IN COLOMBIA

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 :640-BOGOTA

011-OIL & GAS EQUIPMENT,SERVICES
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

- FOLLOW UP ON EXISTING PROJECTS.
- INCREASED CANADIAN PARTICIPATION.
- PUT IN PLACE NEW MARKETING STRATEGY.
- FOCUSSING ON RESOURCES.

- PREPARE EXPANDED SECTORAL OVERVIEW.
- BETTER AWARENESS OF OPPORTUNITIES.

- PROMOTION OF KEY CANADIAN SUPPLIERS.
- MORE CDN SUPPLIERS INVITED TO BID.

- PROMOTE CDN INTERESTS IN POLYETHYLENE PLANT.
- WIN CONTRACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 Receive Alberta Mission.
- Prepare expanded sectoral overview.
- Support EDC line of credit offer to Ecopetrol.

Alberta Mission composed of 8 cos visited Bogota Bucaramanga & Barrancabermeja. Sectoral Report updated, completed, printed and distributed. Ecopetrol Board of Directors approved line of credit now under study by Ministry of Finance.

- QUARTER: 2 PROMOTE EDC LINE OF CREDIT WITH ECOPETROL
- PROMOTE CANADIAN SUPPLIERS WITH COLOMBIAN STATE OIL COMPANY

EDC LINE OF CREDIT AWAITING FINAL APPROVAL FROM COLOMBIAN MINISTRY OF FINANCE
ECOPETROL VP GAVE MARKET SEMINARS IN MONTREAL, TORONTO AND CALGARY

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 :640-BOGOTA

005-ADVANCED TECH. PROD. & SERV
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE CDN SUPPLIERS IN RURAL TELECOM PROJECTS.
WIN BUSINESS ON ONE OR MORE OF TURNKEY PROJECTS.

"CONDOR" SATELLITE PROJECT.
WIN ALL OR PART OF CONTRACT.

DEVELOP NEW SECTORAL STRATEGY.
PROVIDE BULLEPRINT TO GUIDE FEDERAL SUPPORT.

DEVELOP NEW INFORMATICS PROJECTS UNDER M.O.U. ON INFORMATICS
INCREASE OUR MARKET SHARE.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Cdn bids on rural telecom projects.
Prepare sectoral report on Telecom/Electronics sales opportunity.
Prepare extended sectoral overview of Electric power sales opportunities.

Minister of Mines and Energy and President of Ecopetrol invited to Canada.
Two bids submitted in consortium with a Japanese trading house. Bids unsuccessful because Canada did not offer competitive financing.

QUARTER: 2 PROMOTE CDN SUPPLIERS IN RURAL TELECOM PROJECTS
PREPARE SECTORAL REPORT

CDN/JAPANESE BID ON RURAL TELECOM PROJECT LACKED CONCESSIONAL FINANCING OFFERED BY OTHER BIDS
SECTORAL REPORT OUTLINING MARKET OPPS COMPLETED
SR TELECOM WON US \$2 MILLION CONTRACT FOR COMMUNICATIONS EQUIPMENT FOR NEW OIL PIPELINE

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 :640-BOGOTA

001-AGRI & FOOD PRODUCTS & SERVICE
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

INCREASED CONTACTS W/AGENTS OF FOOD PROCES.EQPT.AGRIC.EQPT.
INCREASED AWARENESS OF CDN EXPERTISE.

INCREASED PARTICIPATION AT REGIONAL CATTLE FAIRS.
INCREASED AWARENESS OF CDN EXPERTISE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation in Agroexpo 89.

Sectoral report near completion on Telecom/Elec-
tronics. Electric Power Report completed. Plan-
ning & dev. of Cdn Pavillion at Agroexpo '89.
Agricultural sectoral report on market opportu-
nitites completed.

QUARTER: 2 PLANNING, DEVELOPMENT AND SETUP OF CDN PAVILION
AT INTL AGROEXPO FAIR IN BOGOTA, INCLUDED
20 INDIVIDUAL COMPANY BOOTHS AND 60 DAIRY AND
BEEF CATTLE

SALES OF APPROX \$900,000 RECORDED
EXCELLENT IMAGE PRESENTED OF CDN PRODUCTS

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 :640-BOGOTA

011-OIL & GAS EQUIPMENT,SERVICES
ECUADOR

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LIBERTADOF GAZ PLANT.
COULD WIN IF FINANCING AVAILABLE.

COMPUTER SOFTWARE.
POTENTIAL SALE.

INCREASE CONTACTS WITH PRIVATE PETROLEUM INDUSTRY.
GREATER AWARENESS OF CDM EXPERTISE.

REPORT ON OIL/GAS SECTOR ACTIVITY FOR NEXT 3 YEARS.
PROVIDE "EARLY WARNING" INFORMATION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Alberta Mission to Ecuador.
- Preparation of Sectoral report on sales opportunities.

- Five companies participated and were able to establish good contacts. Companies estimated that sales exceeding \$5mn could result.
- Sectoral Report well underway.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :640-BOGOTA

NOTE: THE NOTABLE INCREASE IN DRUG-RELATED VIOLENCE FOLLOWING THE ASSASSINATION OF A LEADING PRESIDENTIAL PRE-CANDIDATE IN COLOMBIA IN LATE AUGUST REFLECTS IN THE ACTIVITY FIGURES OF THIS QUARTERLY REPORT. THE SITUATION AND CANADIAN GOVERNMENT ADVICE TO AVOID TRAVEL TO COLOMBIA AT THIS TIME RESULTED IN THE CANCELLATION OR POSTPONEMENT OF DOZENS OF SCHEDULED BUSINESS VISITS FROM CANADA AND A PROVINCIAL TRADE MISSION FROM ONTARIO. SOME COLOMBIAN INVESTMENT AND HENCE PURCHASING HAS BEEN PLACED ON HOLD UNTIL THE SITUATION STABILIZES, ALTHOUGH MANY ESSENTIAL COMMERCIAL TRANSACTIONS WILL PROCEED AS PLANNED. THE COMMERCIAL DIVISION WILL SEEK TO ASSIST CANADIAN COMPANIES TO MAINTAIN AND ADVANCE THEIR BUSINESS INTERESTS DESPITE THE DIFFICULTIES WHICH CURRENTLY APPLY.

- Five companies participated and were able to establish good contacts. Companies estimated that sales exceeding \$5m could result. - Second report will appear.

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 :635-BRASILIA

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COOPERATION AGREE BTWN CDN HOLSTEIN ASSOC & BRAZ MIN OF AGR
FACILITATE APPROVAL PROCESS OF HOLSTEIN DAIRY CATTLE

SELECTED FOR IMPORT.

DELIVERY OF SEED POTATOES FOR BRAZ MAT SEED POTATO TESTING
PENETRATION (ESPECIALLY IN CASE OF INDUSTRIAL VARIETIES)

INTO BRAZIL SEED POTATO MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Ongoing assistance re health requirements for
live animal exports
- Assistance in obtaining Brazilian approval of
new Canadian meat packing plants

- Continued success in sales of live animals to
Brazil

- Increased Canadian exports of beef and pork to
Brazil

QUARTER: 2 - Assist livestock breeder in fulfilling health
import requirements.
- Attend Uberaba Zebu crossbreed show with an in
fo booth.

- Successful ongoing livestock sales.
- Developed new market for Canadian livestock an
d genetic material in Uberaba.

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 :635-BRASILIA

005-ADVANCED TECH. PROD. & SERV
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CIDA-FINANCED SARSAT GROUND STATION HAS BEEN INSTALLED
SALE OF ONE OR TWO ADDITIONAL GROUND STATIONS AND LOCATOR

BEACONS.

SPAR PROPOSAL TO DEVELOP LOW COST/LOW CAP EARTH TERMINAL
IMPORTANT NEW PRODUCT DEVELOPMENT FOR SPAR AND SIGNIFICANT

SALES IN BRAZIL AND THIRD MARKETS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TELECOMMUNICATIONS EQUIPMENT AND SERVICES
- Assist Spar and Novatel-Northern Telecom during phase of evaluation by Telebras of satellite and cellular telephony bids.

- We have prepared and coordinated visits of Quebec Min. of Int'l Affairs and V.P. Cdn Space Agency - both in support of Spar's bid. Plus have assisted Spar Northern-Novatel on a permanent basis during rapidly changing bid evaluation period.

QUARTER: 2 - Assist Nortel/Novatel consortium in cellular telephony bids.
- Assist Spar bid for satellites during sensitive stage of tender evaluation.

- Nortel/Novatel consortium awarded cellular telephony contract for Brasilia.
- Announcement of satellite award is delayed - awaiting results.

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 :635-BRASILIA

007-POWER & ENERGY EQUIP. & SERV.
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

RENEW MOU BTWN BRAZILIAN & CDM GOV RE: CDM PARTIC IN FUTURE
IDENTIFY EXPORT OPPORTUNITIES FOR CGE GENERATORS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 - Assist FES in ongoing commercial and financing negotiations
- Assist GEC Canada in commercial and financing aspects of prospective sale

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

- FES contract signed, financing to be concluded in July/August
- GEC has received letter of intent. Detailed commercial negotiations expected in late 1989

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

POST :635-BRASILIA

- Brasilsat III-IV. Intense activity.
- Cellular Telephony Project.
- Demarches re Merchant Marine Tax - Potash.
- Demarches re Canada Steamship Lines Verolme.
- Forest Fire Prevention Equipment Promotion - Conair and CL -215.
- Textiles and Air Talks.
- Visit of EDC - Debt Rescheduling and New Business.
- Joint Venture and Transfer of Technology Program in Minas Gerais.
- Demarches re Phytosanitary Certificates for Grain Sales.

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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 :658-BRIDGETOWN

015-CONSTRUCTION INDUSTRY
BARBADOS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ONGOING EFFORTS W/TRADING HOUSES SPECIALIZING IN BLDG PROD
ADDITIONAL SALES & IMPROVED MARKET SHARE.

ACTIVELY PURSUE UPCOMING CONSTRUCTION PROJ FINANCED BY CDB
AT LEAST \$10.0 MILLION IN NEW BUSINESS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Infrastructure projects (IFI and CDB funded)
identified

- monitoring developments on projects for St. Lucia, St. Vincent & Dominica
- launching of Cdn \$42 M hotel project on Nevis
- Phase I of Cdn sponsored Windjammer villa/condo proj. opened St. Lucia (Cdn \$50 Million)

QUARTER: 2 Infrastructure projects (IFI and CDB funded)
identified and pursued

Nevis hotel project reactivated after damage by Hurricane Hugo; Hewanorra Airport, St.Lucia desig/construct/finace package awarded, tied to UK,precludes Cdn coys; St.Vincent-2 Cdn coys shortlisted Feeder Rds Proj. 1 coy for L/W Hwy

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :658-BRIDGETOWN

005-ADVANCED TECH. PROD. & SERV
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FACILITATE NEW EXP FIN. FOR CDN TELECOM & INFOR, EQUIP & SER
ADDITIONAL SALES, TECHNOLOGY TRANSFER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Negotiations between EDC and Barbados Telephone
Company for financing

Line of credit confirmed for Cdn \$15.6 million
for telecommunications equipment, shipment
underway

QUARTER: 2 Negotiations between EDC and Barbados Telephone
Company for financing (US \$13M, digital
switching equipment etc.)

Technical/legal matters resolved. Agreement to
be finalized shortly. A/C purchases will be
retroactive and rolled back into line of credit

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :658-BRIDGETOWN

014-EDUCATION, MEDICAL, HEALTH PROJ
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CDM TRADING HOUSES IN EDUCATIONAL, HEALTH & MEDICAL
GENERATE ADDITIONAL SALES IN NUMEROUS MARKETS IN TERRITORY.

PROCUREMENT FOR OECS TECH. VOC. EDUC. PROJ DELAYED,
NEW SUPPLIES, ADDITIONAL SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OECS Technical and Vocational Education
Project

- Advised Cdn suppliers of equipment and
furniture procurement notice

QUARTER: 2 OECS Technical and Vocational Education Project

No further activity

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
90/01/24

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

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

POST :658-BRIDGETOWN

Alberta Trade and Tourism Mission to Barbados August 8 - 10

led by Horst Schmid

Visit by Hon. Monique Landry, Minister of International
Relations August 17-19

Ontario International Corporation visit to Barbados

Septmeber 29 (Chairman and Regional Director)

Hurricane Hugo September 15

CIDA/EXTOTT eevaluation team on CIDA decentralization

September 28 - October 3

REPORTS: 2 BUDGETS 14 ECONOMIC 1 PROJECT UPDATE

QUARTER	ACTIVITIES UNDERTAKEN IN QUARTER	QUARTERLY RESULTS REPORTED
QUARTER 1	Survey of mineral resources of San Juan Province to identify potential for investment and supply of services/equipment. Develop contacts, research and report on mining day prepared by individual pros to identify opp for our boys to participate	Survey conducted by Quebec Mining Institute. 20 mining companies offer prospecting to San Juan. \$200,000 million exploration investment over 5 year period. Decision to be taken before end of Proj have been made in prov of San Juan.
QUARTER 2	Develop contacts, research and report on mining developments. Study of Kaolin deposits in Quebec province	2 del for now, provinces & federal authorities have been invited & attended MINTEC'89. Lab tests in C&M have shown that mineral can be used (paper industry). Pre feasibility study proceeding. Local investors identified.
QUARTER 3		
QUARTER 4		

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :631-BUENOS AIRES

005-ADVANCED TECH. PROD. & SERV
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

JOINT VENTURES FOR RURAL TELECOM EQUIPMENT-CDM MANUFACTURERS
INCREASE MEDIUM TERM SALES OF EQUIPMENT

TRAINING IN CDA COMM. SPECIALISTS IN SPECTRUM MGMT, SATELLITE CAPABILITIES
PROVIDE SECRETARIAT DECISION-MAKERS WITH OVERVIEW OF CDM

COMPILE LIST OF IMPORT./JOINT-VENTURE PARTNERS-TELECOM EQPT. ARGENTINE PARTNERS.
ASSIST CDM MANUFACTURERS TO MAKE CONTACT WITH POTENTIAL

SURVEY-I.D. PROVINCES WHERE ACTIVITY HIGH IN DEVT TELECOMS POSSIBLE MISSION 1989
PROVIDE NECESSARY INFO TO CDM EXPORTERS AND PREPARE FOR

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 :631-BUENOS AIRES

010-MINE,METAL,MINERAL PROD & SRV
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

STUDY OF KAOLIN DEPOSITS IN CHUBUT PROVINCE
OPEN OPPORTUNITIES FOR JOINT VENTURE

SURVEY OF MINERAL RESOURCES OF SAN JUAN PROVINCE
IDENTIFY POTENTIAL FOR INVESTMENT AND SUPPLY OF SERVICES/

ASSISTANCE TO CDN COYS INTERESTED IN DEV. GOLD RESOURCES
JOINT VENTURES IN GOLD MINING

DEVELOP CONTACTS ON MINING DEV. PROPOSED BY INDIV. PROV.
I.D. REQUIREMENTS AND OPPORTUNITIES FOR CDN COYS TO PARTICI-

VISIT PROPOSED MINING CONGRESS IN JUJUY IN MAY '89

EQUIPMENT

PATE IN DEVELOPMENT OF MINING INDUSTRY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Survey of mineral resources of San Juan Province to identify potential for investment and supply of service/equipment. Develop contacts, research and report on mining dev proposed by individual prov to identify opp for cdn coys to participate

QUARTER: 2 Develop contacts, research and report on mining developments.
Study of Kaolin deposits in Chubut province

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Survey conducted by quebec Mining authorities. BC mining consortium offer presented to San Juan Gov't(\$30 million exploration investment over 5 year period).Decision to be taken before end 89. Proj have been ident in prov of Santa Cruz

6 del fm cos, provinces & federal authorities have been invited & attended MINTEC'89. Lab tests in Cda have shown that mineral can be used (paper industry). Pre feasibility study proceeding. Local investors identified.

REPT4D
90/01/23

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

POST :631-BUENOS AIRES

012-CHEM PROD & PETROCHEM,EQP,SERV
ARGENTINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARKET STUDY ON PLASTICS SECTOR
A) I.D. REQUIREMENTS & MARKETING CHANNELS B)INCREASE # OF

CDN COMPANIES ACTIVE IN SECTOR C)INCREASE NUMBER OF REPS

ALL SUB-SECTORS

SECT.STUDY OF PETROCHEMICAL & CHEMICAL INDUSTRY
IDENTIFY REQUIREMENTS AND MARKETING CHANNELS

I.D. PETROCHEMICAL DEV'T PROJECTS IN WHICH CDN COULD PARTIC. SECTOR
INCREASE LEVEL OF CDN PRESENCE, INVESTMENTS IN THE GROWING

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 :631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REP OF MAJOR HYDRO TO PART. IN SEMINAR-IFI FINAN. POWER PROJ
GREATER AWARENESS AND COMPETENCE BY CDN SUPPLIERS TO PARTI.

IN TENDERS FOR MAJOR POWER PROJECTS

REPORT ON TENDERS BEING CALLED FOR MATERIAL/EQPT POWER PROJ.

VISIT "HIDRONOR" TO IMPROVE PERSONAL CONTACTS WITH SR. STAFF
BE ABLE TO BETTER ASSIST CDN SUPPLIERS COMPETING IN FORTH-

COMING TENDERS

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 :631-BUENOS AIRES

011-OIL & GAS EQUIPMENT, SERVICES
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MAINTAIN CONTACT WITH MAJOR OIL CO.-REPORT DEV. & OPPORT.
DEV. BUSINESS CONNECTIONS BETWEEN CDA ALN LOCAL OIL CO. IN-

CREASE AWARENESS OF CDN CAPABILITY TO SUPPLY EQPT/SERVICES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :631-BUENOS AIRES

001-AGRI & FOOD PRODUCTS & SERVICE
URUGUAY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOLLOW-UP ON IRRIGATION AND STORAGE PROJECTS
GET CDN COYS INVOLVED IN IMPLEMENTATION PHASE

IDENTIFY AND PROMOTE INDUSTRIAL PROJECTS RELATED TO PROCESS.
INCREASE DEMAND AND CDN EXPORTS OF SEED POTATOES

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 :631-BUENOS AIRES

011-OIL & GAS EQUIPMENT,SERVICES
URUGUAY

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 :631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.
URUGUAY

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 :631-BUENOS AIRES

005-ADVANCED TECH. PROD. & SERV
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
90/01/24

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

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

POST :631-BUENOS AIRES

Sen Charbonneau's visit occasion of Pres. Menem Assumption
of office / July 7-12 DT

REPT4D
90/02/01

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

POST :643-CARACAS

003-GRAINS AND OILSEEDS
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 RENEWED EFFORTS REGARDING CANOLA HAVE BEEN UNDERTAKEN IN VIEW OF THE EXTREMELY HIGH PRICE OF ANIMAL FEED AND VEG OIL IN VENEZUELA. RESPONSE FROM THE CDN CERTIFIED SEED TRADE HAS BEEN MOST GRATIFYING AND VENEZUELAN COMPANIES ARE ACTIVE.

ONE CDN COMPANY HAS BEEN ESPECIALLY AGGRESSIVE AND THEIR VENEZUELAN CONTACT IS ACTIVELY LOOKING FOR COOPERANTS TO CONDUCT VARIETAL TRIALS.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

QUARTER: 7 -----

QUARTER: 8 -----

QUARTER: 9 -----

QUARTER: 10 -----

QUARTER: 11 -----

QUARTER: 12 -----

REPT4D
90/02/01

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

POST :643-CARACAS

005-ADVANCED TECH. PROD. & SERV
VENEZUELA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

FINDING ADDITIONAL QUALIFIED AGENTS TO REPRESENT CDN COS.
INCREASED NUMBER OF CDN COMPANIES REPRESENTED LOCALLY

COMPUTERS HARD/SOFTWARE & COMP

CONTACT VENEZ INFORMATICS COS TO PROMOTE POSSIBLE JOINT VENT
OFFSET FUTURE IMPORT RESTRICTIONS IN FIELD OF INFORMATICS -

ASSURE CDN EXPANSION IN LOCAL MARKET

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation at Comexpo with 12 Canadian compa-
nies with individual Canadian stand. Participa-
tion at Hitec 89 in Ottawa meeting 65 Canadian
firms.

Several major export orders signed and agents
appointed. Increased knowledge and interest in
market by Canadian exporters.

QUARTER: 2 MAJOR EVENT THIS QUARTER WAS INFORVEN WHICH
FEATURED LITERATURE AND PRODUCTS FROM 15 CDN
COMPANIES AS WELL AS ONE CDN COMPANY (NEWBRIDGE)
WITH ITS OWN STAND ADJACENT TO THE INFO BOOTH.

WHILE IT IS TOO EARLY TO REPORT SALES OR REP
APPOINTMENTS A NUMBER OF POTENTIAL REPS WERE
FOUND AS WELL AS A LARGE NUMBER OF BUYER LEADS.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/02/01

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

POST :643-CARACAS

009-FOREST PRODUCTS,EQUIP,SERVICES
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONT TO ASSIST & PROM CDN BIDDERS ON ORINOCO PULP PAPER PROJ
STRONG CDN PARTICIPATION

NEWSPRINT AND PULP MARKET SURVEY
MAINTAIN KNOWLEDGE OF MARKET AND REPORT CHANGES AND SITUATION

VISIT CONARE PLANTATION
OBTAIN AND UPDATE TENERD INFO.

CONT CDN EQUIP MANUFACTURERS & ADVISE ON TRADE OPPORTUNITIES
NEW AGENTS AND SALES.

MONITOR ORINOCO NEWSPRINT PROJECT
ADVISE CDN COS. OF TRADE OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :643-CARACAS

010-MINE,METAL,MINERAL PROD & SRV
VENEZUELA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO 1988 MINING MISSION

INCOMING MISSION TO MINTEC-89
INCREASED AWARENESS OF CDN CAPABILITIES TRANS. AND TECH.

OPPORTUNITIES

TO CONDUCT AN ASBESTOS MARKET SURVEY
REPORT ON MARKET SITUATION

CONT CDN MINING EQPT MFGRS & ADVISE ON MARKET OPPORTUNITIES
NEW COMPANIES AND NEW AGENTS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 A MISSION OF 8 PERSONS FROM 7 COMPANIES AND
MINISTRIES WENT TO MINTEC WITH LES CO.

MISSION PRODUCED \$1.4 MILLION IN SALES WITH
ADDITIONAL \$5 MILLION EXPECTED SOON.THREE REPS
WERE APPOINTED AS A RESULT OF MISSION.

QUARTER: 3 -----

QUARTER: 4 -----

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90/02/01

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

POST :643-CARACAS

000-??????

VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 To liaise with Guatemala's Electrical Services Auth. to identify future proje in this sector which can be of interest to Cdn consultants/elect suppliers. Also, to follow up on signature of INC/ACHES contract for the Sampa project.

TYPE/STATE's planning dir. proved valuable to determine that most future power/energy projects are being financed on a bilateral basis. Future part'n in this sector will therefore only be a result of spot opportunities.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :643-CARACAS

ONE WEEK SOLO CANADA WEEK IN SANTO DOMINGO, DOMINICAN
REPUBLIC INCLUDING HMCS ANNAPOLIS VISIT.
VISIT OF SENATOR DAN P. HAYS.

ALBERTA TRADE PROMO VISIT.

PARTICIPATION AT MINTEC, VALDOR

MISSIONS: 24.4 MILLION IN SALES WITH
ADDITIONAL 25 MILLION EXPECTED WITH THESE MISSIONS
WAS REPORTED AS A RESULT OF MISSION.

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 :646-GUATEMALA

011-OIL & GAS EQUIPMENT,SERVICES
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PETROLEUM AND PRODUCTS

CPPF FEASIB.FOR STORAGE TANKS & REFINED PRODUCTS PIPELINE.
COMPLETION OF STUDY SHOULD BE STEPPING TIME FOR MORE CONSUL-

TING AND ENGINEERING WORK.

IDENTIFICATION OF OPPORTUNITIES IN THE CONSULTING/ENG.SECTOR
FURTHER INVOLVEMENT BY COMPANIES ALREADY ACTIVE IN THIS

MARKETPLACE.

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 :646-GUATEMALA

005-ADVANCED TECH. PROD. & SERV
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

CONTINUED LIAISON WITH TELECOM AUTH.TO IDENT.TIMING & OPPORT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 To fully support Canadian companies pursuing
multilateral financed projects.

Joint efforts between LeBlanc & Royle, their
local representative and the Embassy resulted in
award of contract for sale of 324 telecom towers
worth approx. US \$ 800,000.

QUARTER: 2 To meet with Telecom Planning and Project
Authorities to discuss future projects which may
be of interest to Canadian companies.

Identified upcoming opportunity for concession
for the Guatemalan mobile cellular telephone
project. Canadian companies have been advised.

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 :646-GUATEMALA

001-AGRI & FOOD PRODUCTS & SERVICE
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AGRICULTURE MACH,EQUIP,TOOLS

QUOTATION AND SALE OF 25 HEAD OF LANDRACE SWINE STOCK
PROMOTION OF FOLLOW-UP TO COMPLETE SALE.

FURTHER PROMOTION OF BOVINE AND PORCINE LIVESTOCK
INCREASED SALES OF CANADIAN STOCK

MARKETING EFFORT IN SALES OF SMALL AGRICULTURAL EQUIPMENT
INTRODUCTION OF NEW PRODUCTS TO THE GUATEMALAN MARKETPLACE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 As part of our annual work program activities to
promote sales of swine and cattle to Guatemala.

Coordinated incoming Mission for 3 Guatemalans
to the Ontario Swine Congress. Possibilities of
sales are excellent. Also awaiting Canadian par-
ticipation in the Guatemalan Jersey Cattle Show
to be held in July.

QUARTER: 2 To continue our promotion activities in the
swine and cattle sectors.

1)Coord. visit of inc. swine miss. fm Guatemala.
As ind. reps we expect an increased part'n by
other breeders to look at Cda as a supply
source. 2)Org. visit by Hays Farms rep. & Cdn
cattle Judge to Gtmlan Jersey Cattle Show.

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 :646-GUATEMALA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MONITOR OPPORT.FOR CONSULTING SERVICES IN ROAD SUPERV.WORK
FURTHER INVOLV.IN TRANSP.SECT.WHERE CONSULT.HAVE PRE-QUALI-

FIED IN SEVERAL PROJ.BUT NOT YET OBTAINED A CONTRACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Promote consulting companies and equipment
suppliers in the Transportation sector.

Coordinated visit by De Havilland rep. to
Abbotsford Air Show. Visit should help in his
interest to purchase a third Twin Otter, parts
and other equipment for his Guatemalan
operations.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
90/01/24

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

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

POST :646-GUATEMALA

Coordination of Incoming Swine Mission from Guatemala.

Coordination of Canadian participation in the Guatemalan
Jersey Cattle Show.

Assistance to Guatemalan Minister of Energy and Mines for
his visit to Canada to participate in the World Energy Conf.

Invitation and Coordination of De Havilland representative
to the Canadian Air Show.

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POST :653-HAVANA

016-INDUSTRIAL MACHIN,PLANTS,SERV.
CUBA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TOOLS & HARDWARE

CONT.TO FOLLOW-UP ON VISIT OF CUBAN DEL.TO CDN HARD.SHOW
LACK OF FINANCING CONTINUES TO PLAY A NEGATIVE ROLE. IF ECO-

MONY IMPROVES,UP TO \$5 MILLION IN SALES EXPECTED.

MOST INFORMAL LUNCHES & MEET WITH CUBAN OFF./EMP.PERIODICAL.
TO MAINTAIN & IMPROVE AS MUCH AS POSSIBLE OUR RELATIONSHIP

WITH OUR POTENTIAL CLIENTS.

PARTICIPATION OF CUBAN DELEGATION IN CDN HARDWARE SHOW/FEB89
TO MAINTAIN & IMPROVE AS MUCH AS POSSIBLE OUR RELASHIONSHIP

WITH OUR POTENTIAL CLIENTS.

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 :653-HAVANA

005-ADVANCED TECH. PROD. & SERV
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

Mitel's expending activities require constant monitoring and follow-up	\$2 million sales expected
Monitor plans to rehabilitate telephone network in City of Havana	\$5 million sales in 3 years
Monitor plans to establish satellite communications centre	\$3-4 million sales in 3 years

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assisted Mitel Corp to increase their market in Cuba. Maintained periodic contacts with Mitel local representative to discuss progress made in sales to Cuban market.

Mitel continues to sell selected products to various Cuban organizations particularly to the hotel industry for approx CDN \$315,000.00

QUARTER: 2 Supported Mitel's continued sales efforts to Cuba.
Pursued Cuban requirements for 80,000 telephone lines to upgrade telephone system in Havana.

Mitel sold approximately \$ Cdn 11,500 Dlr.

Delegation from Min of Communications visited Cda mid Sept/89 to negotiate contracts of approx \$ Cdn 200,000 worth of telephone lines/eqpt.

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 :653-HAVANA

012-CHEM PROD & PETROCHEM,EQP,SERV
CUBA

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 IN QUARTER:

QUARTER 1: Activities undertaken in the first quarter of the fiscal year 89. The mission focused on establishing contact with key stakeholders in the chemical and petrochemical sectors. A series of meetings were held with industry representatives to discuss the mission's objectives and the potential for export promotion. The mission also conducted a market analysis to identify key players and opportunities in the Cuban market.

QUARTER 2: In the second quarter, the mission continued its efforts to build relationships with industry partners. A series of seminars and workshops were organized to provide information on export procedures and market trends. The mission also conducted a series of visits to key companies to discuss their export needs and the mission's role in facilitating their growth.

QUARTER 3: The third quarter saw the mission continuing its outreach efforts. A series of meetings were held with industry representatives to discuss the mission's activities and the potential for export promotion. The mission also conducted a series of visits to key companies to discuss their export needs and the mission's role in facilitating their growth.

QUARTER 4: In the fourth quarter, the mission continued its efforts to build relationships with industry partners. A series of seminars and workshops were organized to provide information on export procedures and market trends. The mission also conducted a series of visits to key companies to discuss their export needs and the mission's role in facilitating their growth.

ANTICIPATED RESULTS:

By the end of the fiscal year 89, the mission is expected to have established a strong network of relationships with key stakeholders in the chemical and petrochemical sectors. The mission is also expected to have conducted a series of seminars and workshops to provide information on export procedures and market trends. The mission is also expected to have conducted a series of visits to key companies to discuss their export needs and the mission's role in facilitating their growth.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :653-HAVANA

015-CONSTRUCTION INDUSTRY
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

- Follow-up with SSSI on their bids for several hotel projects \$20 million contracts over 3-4 years
- Meetings with INTUR, CUBANACAN and UNECA to pursue cash sales of restaurant and hotel equipment \$2 million sales expected
- Investigate various financing alternatives to help Cdn contractors compete for hotel & other tourism projects Possible sales of \$5-10 million in 3 years

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Pursued opportunities for Cdn Cos. for PanAm Games.
Emery Intl signed a letter of intention for the sale of a second cellulose moulding plant in Cuba.

A Cdn C. proposed that Cuba lease audio eqpt for opening/closing ceremonies PanAm Games.
SSSI signed order for supply curtain wall. It also opened an office in Havana.
Cuban buyers went to Cda to buy 7000 head-cattle

QUARTER: 2 Participated in Trend Foodservice Mission to Cuba Sept.15, following-up discussions initiated during Abatur/Intur Buyers Mission to Canada.
Assisted Morrison-Hanash Mission to Cuba aimed for Cuban recreational marine services market.

Contract for \$US 280,000 will be signed during company's next visit to design/furnish equipment for Neptuno Hotel kitchen.
Morrison-Hanash is expecting contract of \$ Cdn 150K in short term and up to 500K in long term.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :653-HAVANA

1. Construction: Post organized a hotel/restaurant kitchen eqpt mission to Cda, July 89, attended by Intur/Abatur buyers. Mission served to expose Cuban officials to Cdn market capabilities and new sources of supplies.
2. Forest Products: Post is assisting FERIC in organizing their participation in 1st Cuban Forestry Congress (Nov.89). Cuban Min of Agriculture is currently considering purchase of one sawmill, two chipboard factories and several winches from Canada.
3. Agriculture: Post is assisting Ontario Ministry of Agriculture in preparation of Livestock/Horticultural Technical Seminar in Feb.90. Cuba has received recently shipments of goat/sheep stocks from Cda and further livestock sales look bright.
4. Oil and Gas: Post is helping Alberta Ministry of Economic Development to organize a 5-member delegation from MINBAS /CECE to visit Alberta's oil and gas industries for future cooperation and sales.

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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 :657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

POST :657-KINGSTON

015-CONSTRUCTION INDUSTRY
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

1. The Bahamian Post is assisting FENIA in organizing daily participation in the Cuban Forestry Program (Plan 89). Cuban Min of Agriculture is maintaining considerable stocks of the wood, but shipping restrictions and several visitors from Canada.

2. Agricultural Post is assisting Ontario Ministry of Agriculture in promotion of livestock/horticultural products in the area. In Feb 89, Post has received requests of purchase orders from Cuba and further promotion sales took place.

3. The Post is helping Alberta Ministry of Economic Development to organize a 3-member delegation from BHMBA to visit Alberta's oil and gas industries for further cooperation and sales.

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POST :657-KINGSTON

013-CONSUMER PRODUCTS & SERVICES
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :657-KINGSTON

015-CONSTRUCTION INDUSTRY
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :657-KINGSTON

009-FOREST PRODUCTS,EQUIP,SERVICES
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

VISIT TO JAMAICA BY COFI EXPERT OR SIMILAR ORGANISATION
RENEWED INTEREST BY JAMAICA COMMODITY TRADING CORP FOR

CANADIAN LUMBER

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :657-KINGSTON

005-ADVANCED TECH. PROD. & SERV
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARE MKT REP.ON JAMAIC.TELECOM NEEDS 1988-92 & CIRC.TO CD JAMAICA TELEPHONE CO.
VISIT TO JAMAICA OF COMPANIES INTERESTED IN SELLING TO

MAKE DIRECT REPRES.TO JAMAICA TEL.CO IN SUPP.OF CDM EQUIP.
SALES IN FY 1989/90 OF \$15M.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Quarterly results reported:

Quarter 1: Prepare report/analysis of Bolivar mining sec-
Quarter 2: Prepare planning; ongoing trade development
Quarter 3: Direct report being finalized - initial contact
to mines to potential participants - initial
Quarter 4: Direct report being finalized - initial contact
to mines to potential participants - initial
Quarter 1: Prepare report/analysis of Bolivar mining sec-
Quarter 2: Prepare planning; ongoing trade development
Quarter 3: Direct report being finalized - initial contact
to mines to potential participants - initial
Quarter 4: Direct report being finalized - initial contact
to mines to potential participants - initial

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :639-LIMA

010-MINE,METAL,MINERAL PROD & SRV
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

EVALUATION OF WORLD BANK MINING LINE OF CREDIT TO BOLIVIA
\$ 4 MILLION IN SALES

CAPITALIZE ON NEW MINING INVESTMENTS IN BOLIVIA
\$ 8 MILLION SALES

COLL W/PERUVIAN MINING SECT & CIDA W/REGARD TO CREDIT FACIL.
\$ 14 MILLION SALES

PROG OF INFO DISTRIBUTION THROUGH SPECIALIZED PUBLICATIONS
CIRCULATION 1000 KEY INDUSTRY REPS

MAILING CAMP TO DISTRIB NEW EDITION OF CDN MINING EQPT/SERV.
DISTRIBUTION TO 400 KEY MGMT,PLANNERS;BUYERS

MINI-SEM FOR SMALL IND GROUPS IN CONJ W/CDN BUSINESS TRAVEL
IMPROVED PRODUCT KNOWLEDGE BY PERUVIAN INDUSTRY

PREPARE REPORT/ANALYSIS OF BOLIVIAN MINING SECT & POSSIBIL.
INFORM CDN SUPPLIERS OF MARKET POTENTIAL

COLL WITH CDN PRIV SECT ON INVEST SEM FOR CDN FIN/MEDIA REPS SECTOR
INCREASE CDN AWARENESS OF DEVELOPMENTS IN BOLIVIA MINING

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Prepare report/analysis of Bolivian mining sec-
tor

-Draft report being finalized - Initial contact
to Mintec 89 potential participants - Initial
planning meeting with Golden Star Resources for
investment seminar - Provide story line/editori-
al & photo material for article on Golden Star

QUARTER: 2 -Mintec planning; ongoing trade development
activities.

-Patron of 1989 graduation mining eng class.
-9 Peruvian attendees at Mintec 89 - Tintaya
mission (2) to Cda - Centromin/Simsa mission(13)
to Cda. - Update/distribute Peru mining report
-8 Bolivian attendees at Mintec

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 :639-LIMA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SECURITY PRODUCTS

PROMOTION IN CANADA OF FOLLOWING PROJECTS:

AERO-NAVAL BASE SECURITY PROTECTION,
SALES OF CDN \$ 20' OVER 4 YEARS

BOMB DEACTIVATING EQUIPMENT FOR ARMY AND POLICE

SECURITY SYSTEMS FOR OTHER GOVERNMENT AND PRIVATE FIRMS

LOCAL CAMP.PROM.SECU.SERV.EQUIP.TO PROV.SECT.,NOTAB.MINING
ENHANCE SALES POSSIBILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promote sale of security equipment to private
sector, notably mining companies

-Tintaya mine security project was signed
-Corpac's security project still pending final
approval of new Board of Directors.

QUARTER: 2 Continue promoting security eqpt. Follow-up
contracts to be signed with Peruvian Government

Tintaya security contract signed. Downpayment
received. Additional payment of 6 million dollar
contract anticipated soon.

QUARTER: 3 -----

QUARTER: 4 -----

-Brief report being finalized - initial contact
to Minister of potential participants - initial
planning meeting with British Star Resources for
Tintaya mine - possible story line/illustrations
in 2 photo material for article by British Star

-Review of 1987 production mining and plans
-7 Peruvian attendees at Winter 89 - Tintaya
mine/12) to Dds - Contrata/Tintaya mine/13)
to Dds. - update/distribute Peru mining report
-2 Italian attendees at Winter

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :639-LIMA

011-OIL & GAS EQUIPMENT,SERVICES
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

IMPROV CONT W/PETROPERU & PETROMAR,NOTAB W/FIELD TECHNICIANS GIBLE BIDDERS LIST
INCREASE AWARENESS OF CDN CAPABILITIES;AND CDN COS ON ELLI-

DEV BROADER RANGE OF REL WITH REPS/AGENTS INVOLVES IN PETRO SECTOR
INCREASE AWARENESS OF CDN CAPABILITIES IN THE OIL AND GAS

FOLLOW-UP WITH PAST PARTICIPANTS OF NATL PETROLEUM SHOW LION)
CONTRACT(S)RELATED TO NORTHERN PIPELINE MAINTENANCE(\$3 MIL-

UPDATE PETROLEUM SECTOR REPORT FOR PERU TOR.
INCREASE CDN AWARENESS OF DEVELOPMENTS IN PERUVIAN OIL SEC-

PREPARE PETROLEUM SECTOR REPORT FOR BOLIVIA
INFORM CDN SUPPLIERS OF MARKET POTENTIAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Increase and improve contacts with Petroperu and
Petromar.
Develop relations with representatives/agents
involved in the petroleum sector

Have cont'd to meet w/people in different areas
in Petroperu & Petromar, aiming to develop a clo
se relationship with key pers in both cos.
Presently working with 3 new potential agents
Lack of fin'g makes it diff't to get more result

QUARTER: 2 - Increase and improve contacts with Petroperu,
Petromar and YPFB
- Develop relations with representatives/agents
involved in the petroleum Sector in Peru and
Bolivia.

-We have developed good contacts w/high levels
of Petroperu & Pertomar. Same to be done in Bo-
livia in next trip.
-We are still working on development of new
agents in Peru and Bolivia.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :639-LIMA

Sharp increase in counselling serv. to Peruvian business
emigrating to Cda. Several million dollars entrepreneurial
money will go to Canada. Large number of Peruvian profes-
sionals emigrating to Canada called to ask for guidance and
information.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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REPT4D
90/01/23

POST :644-MEXICO

003-GRAINS AND OILSEEDS
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

OILSEED TECH SEMINAR IN MEXICO CITY, CIUDAD OBREGON & GUADAL
INCREASED CANOLA MEAL ACCEPTANCE AMONG FEED FORMULATORS.

CONTINUED CANOLA PROMO THROUGH EXHIBITS/INFO BOOTHS @ 3 MAT
BUILD AWARENESS OF CANADIAN CAPABILITY TO SUPPLY CANOLA, OIL

& MEAL.

INVESTIGATE POTENTIAL MARKET FOR (ONTARIO) SOFT WHEATS.
POTENTIAL SALES OF 2 TO 5 M. ANNUALLY.

DEVELOP DIRECT CONTACTS WITH MEXICAN BREWERERS RE MALTING
POTENTIAL SALES OF 2 TO 5 M. ANNUALLY.

OILSEEDS REPORT(OCTOBER). ANNU. WHEAT,SURVEY COARSE GRAINS
MKT REPORT FOR CDN INDUSTRY & MARKET INFORMATION FOR

CANADIAN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Oilseeds course sponsored by Canola Council.

10 Mexican technicians to Cda. First half canola sales to Mexico \$42 mn 2nd half estimate \$25 to 50 mn. 4.8 mn barley sale 1.2 million beans/canary seed.

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :644-MEXICO

001-AGRI & FOOD PRODUCTS & SERVICE
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INTRODUCE CDN VARIETIES OF ALFALFA & FORAGE SEEDS & GRASSES
ESTABLISH SOME TEST PLOTS IN QUERETARO, DURANGO, MICHOACAN

INVESTIGATE MARKET FOR CATTLE HIDES
MARKET REPORT

OUTGOING TECH. SEMINAR & COMM. SWINE MISSION TO MEXICO
POTENTIAL SALES 2/3 MILLION \$.

OUTGOING BEEF CATTLE (ALL BREEDS) MISSION TO MEXICO
POTENTIAL SALES BEEF/DAIRY CATTLE \$50 MILLION OVER 3 YEARS.

DEVELOP PROGRAM OF TECH. ASSIST. & COOP. W/STATE AGR.MINIST.
INCREASE KNOWLEDGE OF CDN CAPABILITY.

DEVELOP DIRECT CONTACTS/RELAT. W/SELECTED MEXICAN UNIVERS.
MARKET INFORMATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Seed potatoe mission to eastern Canada.
Conasupo Bean buyers to Canada.

Estimated potential orders for seed potatoes
\$2 mn. Estimated potential (beans) \$2-5 mn annually.
Long term contract with Ont. bean growers
Fish sales \$500,000 to \$1,000,000 first yr.
\$370,000 dairy cattle.

QUARTER: 3 -----

QUARTER: 4 -----

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90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :644-MEXICO

005-ADVANCED TECH. PROD. & SERV
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

MARKET REPORT IS IN PREPARATION
MORE EFFECTIVE PROMOTION BY CDN EXPORTORS

PARTICIPATION IN COMEXPO MEXICO D F FEB 20-MARCH 3, 1988
5 REPRESENTATION AGREEMENTS.

COMMERCIAL OFFICER TOUR OF CANADA NOV 88
KNOWLEDGE OF INDUSTRY & NEEDS.

ARTICLE FOR CANADA EXPORT
NEW INTEREST IN MKT

INFO BOOTH AT COMEXPO FEB'90
NEW LEADS

INFO BOOTH AT MEXCOMM, FEB'90
NEW LEADS

MINI SHOWS/TECH SEM AT EMB & BOOTHS AT COMPACOM/EXPO-ELECT
REPRESENTATION AGREEMENTS

FOCUSSED PROMOTIONS ON MKTS OTHER THAN TELMEX (BKS PEMEX CEE
NEW SALES OPPORTUNITIES

COMPUTERS HARD/SOFTWARE & COMP

MARKET REPORT ON SECTOR AND ARTICLE IN CANADA EXPORT
GREATER MKT AWARENESS

PUSH SECTOR FOR PROVINCIAL TRADE MISSIONS

INFO BOOTHS AT COMPUCON, EXPO ELECTRONICO

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :644-MEXICO

005-ADVANCED TECH. PROD. & SERV
MEXICO

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Electrical sector report.

QUARTER: 3 -----

QUARTER: 4 -----

Report completed. Sale of DMS 100 switching North Telecom to SOS communi'ns \$8mn, total project \$24 mn. DGB spectrum mgmt proj. close to signing. 4 officials of TELMEX & SCT to TEMIC course. 2.6 mn microwave comm. equipment to PEMEX.

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :644-MEXICO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PURSUe IN-ROADS WITH INA (MEX. AUTOPARTS MFRS ASSRS)
HOPEFULLY 7 TO 15 J. VENTURES ON TECHNOLOGY.

UPDATE OF AUTOMOTIVE IND. REPORT

VERTICAL LISTING OF AUTOMOTIVE MFRS & NEEDS/INTERESTS.

RAIL

RAILWAY REPORT FOR DISTRIBUTION

FOLLOW UP MEXN RAILWAY PRESENTATION MONTREAL OCT 88

RENEWED CONTACT W/URBAN TRANSPORTATION OFFICIALS MEXICO,
MARKET INFORMATION.

IND.VISITS OR REP ON POSSIBLE INCOM. REGIONAL MISSION

MKT REPORT FOR URBAN TRANSPORTATION (JUNE)
REPORT FOR DISTRIBUTION.

REVIEW REPS AVAILABLE IN MEXICO & CDN FIRMS NEED FOR REPRES.
NEW REP AGREEMENTS

INVITE SELECTED FIRMS TO VISIT MKT
3 TO 10 NEW REP AGREEMENTS.

STRESS THIS AREA FOR REGIONAL PROV'L TRADE MISS.ACTIVITY

AEROSPACE

CONTINUE DIRECT ASSISTANCE TO BOEING CANADA
SALE OF 1 TO 5 DASH 8 S WITHIN 3 YEARS.

REPT40
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :644-MEXICO

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

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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REPT4D
90/01/23

POST :644-MEXICO

016-INDUSTRIAL MACHIN,PLANTS,SERV.
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT,EQP.

INVESTIGATE AVAIL OF IND. MACHINERY SHOWS IN MONTERREY & MEX
IDENTIFY MARKETING VEHICLE.

STUDY MEXICAN MKT FOR PLASTICS MACHINERY
REPORT FOR DISTRIBUTION.

STUDY MEXICAN MKT FOR METAL WORKING MACHINERY
REPORT FOR DISTRIBUTION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Plastic equipment mission from Ontario.
Mining machinery - Mintec 89.

2 agency agreements; potential sales of mchy
5,000,000 in first year - Resins \$1 to 3 mn.
MINTEC: 10 Mexican technicians - est. sales
potential \$2 to 5 million.

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
90/01/23

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

POST :644-MEXICO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PURSUE IN-ROADS WITH IMA (MEX. AUTOPARTS MFRS ASSRS)
HOPEFULLY 7 TO 15 J. VENTURES ON TECHNOLOGY.

UPDATE OF AUTOMOTIVE IND. REPORT

VERTICAL LISTING OF AUTOMOTIVE MFRS & NEEDS/INTERESTS.

RAIL

RAILWAY REPORT FOR DISTRIBUTION

FOLLOW UP MEXN RAILWAY PRESENTATION MONTREAL OCT 88

RENEWED CONTACT W/URBAN TRANSPORTATION OFFICIALS MEXICO,
MARKET INFORMATION.

IND.VISITS OR REP ON POSSIBLE INCOM. REGIONAL MISSION

MKT REPORT FOR URBAN TRANSPORTATION (JUNE)
REPORT FOR DISTRIBUTION.

REVIEW REPS AVAILABLE IN MEXICO & CDN FIRMS NEED FOR REPRES.
NEW REP AGREEMENTS

INVITE SELECTED FIRMS TO VISIT MKT
3 TO 10 NEW REP AGREEMENTS.

STRESS THIS AREA FOR REGIONAL PROV'L TRADE MISS.ACTIVITY

AEROSPACE

CONTINUE DIRECT ASSISTANCE TO BOEING CANADA
SALE OF 1 TO 5 DASH 8 S WITHIN 3 YEARS.

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :644-MEXICO

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

IN-DEPTH ASSESSMENT OF FOOD PROCESSING INDUSTRY
MARKETING PROGRAM FOR CDM GOODS AND SERVICES

CDM FAMILIARIZATION TOUR-TRADT AGRICULTURE/AGROINDUSTRIAL
INCREASE NUMBER OF CDM FIRMS ACTIVE IN TRADT

ACTIVELY PURSUE I.O. PROJECTS BEING FUNDED BY MULTILATERAL
AGRI-CULTURE BUSINESS OF 3 PROJECTS

TO MAINTAIN LICENSES WITH EXISTING AGENTS/DISTRIBUTORS
TO INCREASE CDM SHARE OF FOOD PRODUCTS MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participants National Agricultural Exhibition.
Meet with Govt Pulizer Ministry, Foreign Food Mill
Project, Canada Canada Dairy Livestock Project.
Meet Walter Govt, Mexico (Hondaroff)
Market study for processed potatoes.

Report sent to successful event.
Report on success of mission. Plans report to
Canadian Firm. 3 meetings held with senior
officials. Report sent on success of mission.
Forwarded completed report.

QUARTER: 2 Meet Wayne Mission to Agriculture 88, Alberta
Circulate Cdn Pulizer Report - and also re market
bearing capacity in 1988/89 report market
report on fish products supply offer - Tardif
Foreign Products Ltd. request for consultant.

Selected 4 persons - importers advise contacts
very informative - survey carried out and report
tabulated - info collected in mtg and report sent
to Tardif - arranged to have report advertised in
Canada.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :644-MEXICO

Charge d'Affaires. July, August, September.

Departure of First Secretary Jean Prevost - July 01, arrival
of 3rd Secretary Economic Denis Robert.

Preparation of materials, briefing of Mexican officials
preparing for Joint Ministerial Meetings/August 29.

Briefing materials/memoranda forwarded to Canada's new
ambassador to Mexico.

Visit of Ontario Industry Trade and Technology Official - re
consulting services projects.

EDC officials visit. September 11 to 14.

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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 :656-PORT-OF-SPAIN

001-AGRI & FOOD PRODUCTS & SERVICE
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET RESEARCH REPORT
A REPORT IN APRIL, 1989

I.D. OF MARKETING STRATEGY IN PROMOTING PROCUREMENT OF CDN
A DEFINITIVE MARKETING STRATEGY AND PROGRAM

CDN FIRMS ARE INVOLVED IN 3 PROJECTS THAT REQUIRE EQPT
EXPORT OF CDN MEAT PROCESSING MACHINERY AND OTHER RELATED

EQUIPMENT

I.D. SPECIFIC PROJECTS & REQUIREMENTS
LIST OF PROJECTS AND REQUIREMENTS

IN-DEPTH ASSESSMENT OF FOOD PROCESSING INDUSTRY
MARKETING PROGRAM FOR CDN GOODS AND SERVICES

CDN FAMILIARIZATION TOUR-TANDT AGRICULTURE/AGROINDUSTRIAL
INCREASE NUMBER OF CDN FIRMS ACTIVE IN TANDT

ACTIVELY PURSUE I.D. PROJECTS BEING FUNDED BY MULTILATERAL
ACHIEVE SUCCESS ON 3 PROJECTS

TO MAINTAIN LINKAGES WITH EXISTING AGENTS/DISTRIBUTORS
TO INCREASE CDN SHARE OF FOOD PRODUCTS MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participate National Agricultural Exhibition.
Host Cdn Govt Pulses Mission. Pursue Feed Mill
Project. Promote Caroni Dairy Livestock Project.
Host Quebec Govt. Mission (foodstuffs)
Market study for processed potatoes.

Report sent on successful event.
Report on success of mission. Status report to
Canadian firms. 3 meetings held with senior
officials. Report sent on success of mission.
Forwarded completed report.

QUARTER: 2 Beef Buyers Mission to Agribition 89, Alberta -
Circulate Cdn Pulses Report - Mkt situ re smoked
herring request fm ITCMoncton.TAF request market
report on fish products supply situ - TandT
Forest Products Ltd. request for consultant.

Selected 4 persons -Importers advise contents
very informative - survey carried out and report
telexed - info collected in mkt and report sent
to TAF - arranged to have request advertised in
Canada,

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :656-PORT-OF-SPAIN

011-OIL & GAS EQUIPMENT,SERVICES
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

MARKET RESEARCH REPORT
A REPORT IN APRIL, 1989

I.D. MARKETING STRATEGY IN PROMOTING PROCUREMENT OF CDN PROD
A DEFINITIVE MARKETING STRATEGY AND PROGRAM

IDENTIFY SPECIFIC PROJECTS/REQUIREMENTS
LIST OF PROJECTS/REQUIREMENTS

SCHEDULE INDUSTRY VISITS TO TRINTOMAR, TRINTOC & TRINTOPEC FIRMS
INCREASE AWARENESS WITH CDN INDUSTRY. INVITATIONS TO 10 CDN

GATHER MARKET INTELLIGENCE ON U.S. COMPETITION
PREPARE CDN SUPPLIERS FOR COMPETITIVE CIRCUMSTANCES

PARTICIPATE IN TWO PROMOTIONAL EVENTS
DISTRIBUTE INFO RE CDN CAPABILITY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Market research report - Marketing strategy -
BID \$100M Refinery Upgrading project - Alta Oil
and Gas Mission follow up - SECC gas project.

Report completed - Approval Cdn exhibit at Petro
Expo/Conf Oct/89 - Cdn firms shortlisted -
Positive Action Tool Ltd sales valued Cdn\$33,156
- Status report provided to Cdn firms.

QUARTER: 2 Participate SPE conference/exhibition - Refinery
rehab. project - Alta Oil/Gas Mission follow up.
Activities on gas project.

Conference/Exhibition postponed - Tenders being
evaluated - Aostra agreement to be signed - Gas
production scheduled Jan/90.

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 :656-PORT-OF-SPAIN

016-INDUSTRIAL MACHIN,PLANTS,SERV.
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSESSMENT OF MARKET REQUIREMENTS IN MANUFACTURING SECTOR
REPORT TO BE SUBMITTED JUNE 1989

I.D. CDN CO. TO COMPRISE TRADE MISSION TO VISIT LOCAL MANUF.
SUPPORT FOUR PEMD VISITS

I.D. SPECIFIC PROJECTS WITHIN AGRO SECTOR
TO ALERT CDN FIRMS OF POTENTIAL OPPORTUNITIES

COOPERATION WITH TANDT MANU. ASS. RE MANU. EQPT FROM CDA
TO GENERATE 5 SALES LEADS

MONITOR/REPORT ON DEV'T AT CARONI'S BAGASSE PLANT REFURBISH.
PROVIDE DETAILS OF REQUIREMENTS TO CDN SUPPLIERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participate Cdn Industrial & Maintenance Show,
Bdos - Promote Cdn industrial machinery

Quotations requested by six T&T firms. Expected sales Cdn \$30,000. - Treadway Exports Ltd. sold tyres valued Cdn.\$222,180 to local dealer.

QUARTER: 2 Canadian machinery literature -
Compile list of TandT manufacturers.

Quotations awaited.
List being compiled.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :656-PORT-OF-SPAIN

Atlas Fisheries Ltd., Halifax, licenced to fish in TandT
waters encountered difficulties.
Hon. Frank Miller, former Premier of Ontario now President,
Ontario Innatl Corp., led Ont.delegation to pursue IDB projts.

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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 :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
COSTA RICA

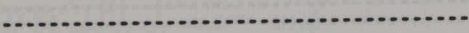
PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET STUDY TO BE COMPLETED BY MARCH/89
BETTER INFO FOR EXPORTERS

CATALOGUE SHOW-AGRICULTURAL INPUTS-MARCH/89
EXHIBIT CANADIAN PRODUCTS



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 to organize an incoming Panamanian Swine
Mission to the Ontario Pork Congress

QUARTER: 2 Organization of an agricultural inputs catalogue
Show in El Salvador which was held on
June 8, 1989

Follow up is pending of arrival of Cdn respon-
sible for El Salvador

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 :645-SAN JOSE

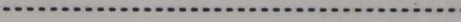
001-AGRI & FOOD PRODUCTS & SERVICE
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET STUDY TO BE COMPLETED BY MARCH,1989
BETTER INFO FOR EXPORTERS

CATALOGUE SHOW ON AGRICULTURAL INPUTS-6/89
EXHIBIT CANADIAN PRODUCTS



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

REPT4D
90/01/23

POST :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET STUDY TO BE COMPLETED BY MARCH 1989.
BETTER INFO FOR EXPORTERS

CATALOGUE SHOW-AGRICULTURAL INPUTS-SPRING/89
EXHIBIT CANADIAN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER 1 - 1988/89 - Mission of 10 children and visiting
- Establish list of gold mine projects, meet
- Mission of agricultural cooperation to Mexico 25

QUARTER 2 - 1988/89 - Mission of 10 children and visiting
- 2nd for winter '89. Mission & visit of different
gold mines, as well as meeting w/DRM, Odebrecht
- 2nd for winter '89. COPELCO invited to discuss
- at 1 business practices in Chile.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER 1 - 1988/89 - Mission of 10 children and visiting
- Establish list of gold mine projects, meet
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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 :633-SANTIAGO

009-FOREST PRODUCTS,EQUIP,SERVICES
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

MONIT.OF DEV.OF NEW PULP & PAPER MILLS BY ARAUCO & CMPC
100 MILLION IN SALES OF SERVICES AND EQUIPMENT

EQUIPMENT AND MACHINERY

TRANSF.OF CDN FOREST TECHM.PROJ.THROUGH ESTABL.OF FOREST.CTR HEART OF CHILE'S FOREST LAND.
ACTIVE REPRESENTATION OF 15-20 CANADIAN COMPANIES IN THE

FIND JR. PARTNER FOR CAMSAL TO START PROD.OF PORTAB.SAWMILLS
SALES OF 15-25 PORTABLE SAWMILLS EACH YEAR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continue the preparation for the opening of the Forestry Center in Concepcion. - Work on preparation of EXPOCORMA - Meet with local pulp and paper executives to push for Cdn equipment for their projects

Cdn pavilion at EXPOCORMA is already booked although the show is November 22. The Forestry Center is to be opened officially at the Show. CMPC and Celpac respectively signed lines of credit with EDC totalling 160 million

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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POST :633-SANTIAGO

010-MINE,METAL,MINERAL PROD & SRV
 CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

METALS, PRIMARY & FABRICATED

CONTINUE OUR SUPPORT TO CANADIAN ASBESTOS INSTITUTE
 PROTECT EXPORT OF ASBESTOS TO CHILE

MONITOR IMPORT OF SULFUR FROM BOLIVIA (INCREASING)
 CANADIAN EXPORTERS TO KEEP THEIR SHARE OF MARKET

INVESTIGATE MARKET FOR CDN METAL PROD.(I.E. BARS,CHAINS,TUBE SALES.
 FIND DISTRIBUTORS FOR CANADIAN COMPANIES AND INITIATE FIRST

EQUIPMENT AND MACHINERY

CONTINUE TO PROMOTE CANADIAN EQUIPMENT TO ESCONDIDA
 INCREASE CANADIAN EXPORTS ABOVE THE EDC 25 M.

MEET & CONV.CDN MINES INV.IN CHILE TO BUY CDN
 CONVINCE LAC MINERAL AND ECHO BAY MGT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promote Cdn investment in gold mines.
 - Establish list of gold mine projects, meet
 promoters and prepare participation in MINTEC 89

QUARTER: 2 Mintec'89 - Mission of 15 Chilean exec visiting
 Cda for Mintec'89. Seminar & visit of different
 gold mines,as well as meeting w/EMR,Ottawa
 EDC fin Sem in Cda. CODELCO invited to discuss
 mkt & business practices in Chile.

QUARTER: 3 -----

QUARTER: 4 -----

There are at least 5 Cdn companies who announced
 new projects. Total value of investment over the
 next 3 years is over \$400 M. Hopefully some of
 it will buy Cdn equipment and services.

Reports fm Cda agreed that Chilean del was most
 prof group that attended. Preliminary results
 show the possibility of \$500,000 sales of mining
 equip.,5 new connections for local representa-
 tion,& opening of a new \$5 mil line of credit

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 :633-SANTIAGO

005-ADVANCED TECH. PROD. & SERV
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

MONITORING OF MAJOR CHANGES IN TELECOM STRUCTURE IN CHILE
PROVIDE INFORMATION TO CDW CO TO ALLOW THEM TO BENEFIT FROM

AN EARLY WARNING

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Even if Japanese and European firms have control of telecom market via their contact with CTC, we agreed to keep supporting hitech mission and a few special events in that sector.

Most companies participating in Hitech mission met their goal. 2. Introduction of Novatel cellular telephone via their representative CIDCOM was a success. Quality is superior to competition

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :637-SAO PAULO

005-ADVANCED TECH. PROD. & SERV
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MOBILE CELLULAR TELEPHONE SYSTEMS
SPECIFICATIONS READY; TENDER EARLY 89 RESULTS MID 89;

INSTALLATION 1990.

COMMUN. SATEL: PHASE II OF BRZLN COMM. SAT. PROG. "BRASILSAT"
TECHNICAL SPECIFICATIONS ALMOST READY TENDER EARLY 89,

RESULTS MID 89, DEL. 93.

CONT. SUPPORT TO CDN SOFTWARE CO. ENVISAGEING FINDING BRAZ.
4/5 FORMAL REPRESENTATION AND/OR TRANSFER OF TECHNOLOGY

AGREEMENTS.

CONTINUED PART. IN TECH SEMINARS PROMOTED BY RNT & OTHERS
INCREASE AWARENESS TO CDN. TECHNOLOGIES.

REPORTS ON SECTORS AND SUBSECTORS
FACILITATE MARKET OPPORTUNITY RECOGNITION.

CONTIN. ASSIT. TO CDN CO. TRYING TO EST. PRESENCE IN MKT VIA
AGENCY AGREEMENTS BUYING CONNECTIONS

INTENSIFY CONTACTS WITH ASSOCIATIONS/COMPANIES
IDENTIFY SPECIFIC OPPORTUNITIES (NICHES) INTRODUCING NEW

CDN. SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Continued assistance to Novatel & Northern.
- Assist Spar Aerospace in satellite bid.
- Assist Data Radio Inc. in market entry.

- Bid delivered, awaiting results.
- Bid delivered, results expected end May.
- Organizing 3 seminars to identify potential partners and sales opportunities.

QUARTER: 2 -Participation in INFORMATICA'89.
-Organized CDN participation in TELETRENDS.
-Assist Northern/Movatel on cellular phone proj.
-Assist SPAR satellite bid.

-24 CDN coys participated / four in CDN stand.
-SPAR participated with Amat of DATARADIO.
-Cellular tel. proj.adjudicated to Nortel/Nova.
-Monitor situation on satellite project.

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 :637-SAO PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON FERROESTE - RAILWAY PROJECT
IDENTIFY FUTURE OPPS. FOR RAILWAY EQUIPMENT.

FOLLOW UP ON FEPASA - REHABILITATION PROJECT
SUPPORT CANAC PARTICIPATION IN THE CONSULTING/MGMT TENDERS

PREPARE REPPORT ON ACTIVITIES/PROJS. IN THE RAIL SECTOR
SUPPORT FORTHCOMING RAIL MISSION.

FOLLOW UP ON FERRONORTE
ESTABLISH ADEQUATE SOURCES OF INFO & RELATIONSHIPS TO

FOLLOW UP ON DRIE AUTOMOTIVE STUDY
IDENTIFY OPPS. FOR TRANSF. OF TECHN. & JOINT VENTURES.

ASSIST CON COS. IN FUTURE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 - Follow up on IBRD project with Fepasa.
- Follow up on rail project with Ferronorte.
- Follow up on North-South railway with Valec.
- Follow up on Ferroeste project (Curitiba).

QUARTER: 2 -Follow up on IBRD project with FEPASA.
-Follow up on rail project with FERRONORTE.
-Follow up on Communications proj. with RFFSA.
-Follow up on FERROESTE project.
-Follow up on Urban Transit project.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- Canac visited Fepasa March re prep of tender.
- Pres CPCS met owner Ferronorte & identified areas for consulting work.
- 1st 120 Km to be del Apr;No new opportunities.
- Financing package still being arranged.
- CANAC signed contract for \$500,000 with FEPASA.
- CPCS signed US\$1.5 mil.contract with FERRONORTE
- SASKTEL US\$85 mil.proposal ranks 1st with RFFSA
- FERROESTE taking off with US\$40 mil. from state
- UTDC COO interested buying stainless steel tech

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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 :637-SAO PAULO

011-OIL & GAS EQUIPMENT,SERVICES
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SECOND BRAZIL/CANADA SEMINAR ON OIL & GAS (CALGARY)
ENHANCED PROFILE W/PETROBRAS / AT LEAST 3 TECHNOL.

TRANSFER AGREEMENTS.

INVITE NEW CONGAS PRES. & POSSIBLY GOVERNOR OF S.PAULO TO CA
S. PAULO GAS DISTRIB. PROJ. IBRD FUNDED 150 MM, \$30MM

POTENTIAL CDN. CONTENT.

BASED ON NEW PETROBRAS INV. PLAN, REVISE OIL/GAS STRATEGY
CLEAR DISPOSITION OF PRIORITIES IN OIL/GAS SECTOR &

PLAN OF ACTION.

USE FEASIB. STUDIES, PILOT PROJS AS MEANS OF INTRO CDN TECH
SIX PROJECTS UNDER CONSIDERATION. POTENTIAL VALUE \$100

MILLION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Follow up on enquiries received at Conexpo
and other business.

- AFS Intl completed test of fuel conversion kit ready to sign local production.
- RFQ for gas processing plant del. to Propak.
- Petrobras identified site for slant drilling trial (Sierra).

QUARTER: 2 -Follow up on AFS.
-Follow up Manaus LNG project for PROPAK.
-Follow up Enchova Offshore Project. NORTHRIDGE.
-Follow up on PETROBRAS import policy changes.
-Follow up on gas transportation proj. RGS/SPALO

- Conversion kits installed and operational.
- PETROBRAS working with PROPAK on design specs.
- NORTHRIDGE est'd contact with 5 consortiums.
- More open import policy & offshore finance reqmt
- Gas policy permitting major projects to come.

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 :637-SAO PAULO

010-MINE,METAL,MINERAL PROD & SRV
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

F. UP MINING SEMINAR (OCT 89)
NEW OPPORTUNITIES FOR CDN. COYS

REPORT ON NEW INVESTMENT PROGRAMME

REPORT ON GOLD

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 - Visit by editor of Minerios Magazine Feb'88.
- Organize CDN participation at Expositram (July'89).

QUARTER: 2 -Participation in EXPOSIBRAM 89.
-Follow up on jt.venture between HILTAP/ENGEMAP.
-Organization of participation in MINTEC 89.
-Follow up on jt.venture on INTERA/ARGUS.
-Follow up on coal mine project in RGS.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

- Resulted in special edition on CDN mining tech and excellent exposure in market.
- Authority obtained for info stand, identified potential CDN participation in conjunction with LSTF, Ontario, Alberta.
- Info Booth / Catalogue Show (only foreign ctry)
- Negotiations between parties on-going.
- 3 Brazilian officials invited and participated
- Contract signed by Brazil party, await CDN sign
- Required equipment not made in Canada.

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 :637-SAO PAULO

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP TO OFFICIAL PART. IN EXPOINTER '88 AND EXPOTIBA 88
SALES OF LIVESTOCK AND SEMEN UP TO 3 TO 4 MILLION.

MAINTAIN/EXPAND CONTACTS W/SWINE, HORSES, POULTRY, SHEEP & GOAT
FIRM UP NEW REP. AGREEMENTS AND SALES OF LIVESTOCK.

MONITOR & REPORT ON VARIOUS MKT ACCESS ISSUES AFF. CDN EXPOR
ENSURE EQUAL ACCESS TO CANADIAN SUPPLIERS.

PURSUVE ELABORATION OF A COOP. AGREEM. IN AGRIC. WITH STATE
INCREASED SALES OF GENETIC MTL FOR DAIRY CATTLE AS WELL AS

SWINE, BOVINE, SHEEP AND GOATS.

ARRANGE CDN PARTI. AT CATTLE BREEDING CONV. IN PARANA, MAY89
EXPAND MARKET SHARE OF A.I. MT.. AND LIVE ANIMALS.

DEV. OF CONTACTS W/AG. SECRETARIATS OF SOUTHERN STATES
EXPECTED SALES OPPORTUNITIES FOR CANADIAN LIVESTOCK, A.I.

MATERIAL AND FOOD PRODUCTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 - Organize technical seminars in coop. with Extott and Agricott on beef breeding stock.
- Assist CDN companies in introducing CDN varieties.

- Seminars set up for SPalo, Campo Grande and Porto Alegre.
- McDonalds (Brazil) importing first CDN seeds on commercial basis.

- QUARTER: 2 -Participation in EXPOINTER '89.
- Organized Charolais mission to Canada.
- Initiate organization of EXPOTIBA '89.
- Initiate organization of Holstein Fair.
- Organization of CDN Pulp/Paper Assoc. visit.

- 10 CDN breeders participated in fair.
- 5 Charolais breeders from Parana to Canada.
- Coordinated with authorities of Parana state.
- Coordinated with Brazilian Holstein Association
- Coordinated with Brazilian Pulp & Paper Assoc.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
90/01/24

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

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

POST :637-SAO PAULO

Consul and Trade Commissioner acting as Consul General.

Departure of Vice-Consul and Assistant Trade Commissioner.

Departure of Consul General.

Arrival of new Vice-Consul and ATC including 7 weeks of
intensive language training.

Arrival of new Consul General.

Lengthy absence of one LES (for personal reasons).

- QUARTERLY RESULTS REPORTED:
- 5. RESEARCH
 - Exhibits set up for Expo, Lagoa Grande and Feira Algodão.
 - 2. RESEARCH
 - Promotion Brazil's exporting first 100 goods in commercial fairs.
 - 4. RESEARCH
 - 10 CDM breeders participated in fair.
 - 5 Charolais breeders from Paraná to Ceará.
 - Coordinated with authorities of Paraná state.
 - Coordinated with Brazilian Holstein Association.
 - Coordinated with Brazilian Pulp & Paper Assoc.

CA1 EA676 T714 EXF 1989 ^{SAT} STORAGE
Trade and Industrial Development
Program quarterly activity report
43247429

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