

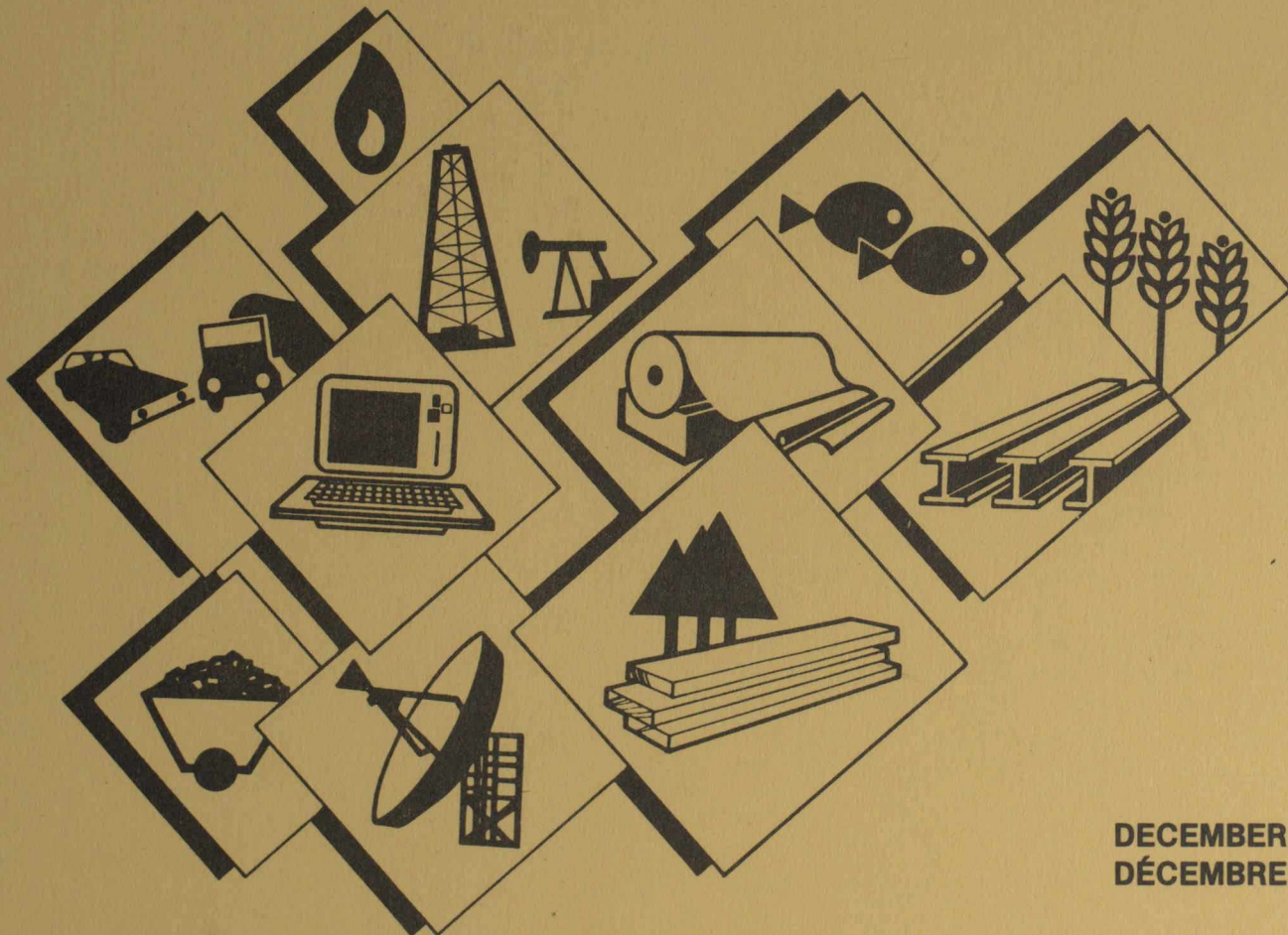
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1989 *June*
STORAGE

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

**QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

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

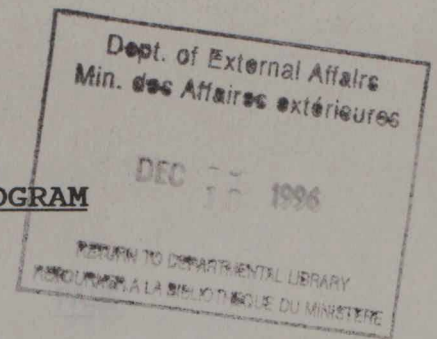
**APRIL - JUNE 1989
(1st QUARTER FY 1989-90)
AVRIL - JUIN 1989
(1^{er} TRIMESTRE, AF 1989-90)**



**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 Africa and Middle East, matched against the proposed activities identified in their 1989/90 post plan. It also contains a report of special unplanned activities that took place during the report period.

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités
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 Afrique et Moyen-Orient, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de missions de 1989/90. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

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

AFRICA AND MIDDLE EAST
AFRIQUE ET MOYEN-ORIENT

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

1

POST :325-ABIDJAN

005-ADVANCED TECH. PROD. & SERV
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATA COM, SAT, SPACE COM

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

PREVU POUR INSTALLATION DES SYSTEMES.

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

COMPUTERS HARD/SOFTWARE & COMP

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

INTRODUCTION A DONNER AUX FOURNISSEURS CDNS.

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

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

FUTURS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Requete de financement sous Ligne de credit
BOAD/SEE en prparation pour realisation du
volet gestion municipale

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 :325-ABIDJAN

009-FOREST PRODUCTS,EQUIP,SERVICES
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

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

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

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

POSSIBLE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

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

POST :325-ABIDJAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRANSMISSION

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Suivi de mission exploratoire pour valuer
besoins de convertisseurs de phase,+ pompe a eau
suite au projet ''contres-araignes''.
-Fournir consultant la DGCTX pour le
Programme National d'nergie.

-Attendons rsultats des discussions du rapport
final avec ACDI pour valuer march possible
et dveloppe strategie pour pnter march.
-Hydro Qubec Int'l vient de mobiliser un
consultant pour un contrat de 2 ans la DCGTX.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

Dept of External Affairs
Min. des Affaires exterieures
OTTAWA

FEB 9 1990
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POST :325-ABIDJAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :325-ABIDJAN

- Report l'automne de Commission Mixte et de visite du
Ministre de l'Agriculture D1 de rep au SGI au SIIM juin 89.
Representation faites auprs des autorits douanires
locales pour rgler contentieux rsultant d'une mauvaise
dclaration en douanes.
Review of local position on proposed import levy on tropical
timber for the May session of Int'l Tropical Timber Org..
Dmarches rptes de liaison entre CCC et Polyclinique
locale en vue de proceder leve des rerves pour
l'obtention de la rception dfinitive.
-Organisation de rendez-vous cls pour visite de V.P. ACDI
(Inc) et du Directeur Afrique de SEE.
-Suivis et appui donns pour ralisation de sminaire tre
organis pour automne par TEMIC et Bur.de Prom.du Comm.Cda.
-Projet d'rection d'usine de recyclage de papier presente-
ment en phase terminale d'evaluation suite visite rencontre
du PDG du groupe d'investisseur.
-Importante dlgation du secteur nergtique se prepare
pour confrence Mondiale Energie/Mt1 Sept 1989.

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

007-POWER & ENERGY EQUIP. & SERV.
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

HYDRO

POWER TRANSMISSION
CDN FIRMS PREQUALIFIED

HYDRO STUDY
RESPONSE FM CDN FIRM AWAITED

CONSULTING AND OTHER SERVICES
CDN FIRMS WORKING ON PROJECT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Follow up Gode-Dire Dawa Gas Pipeline project - Cdn firm expressed interest in Project
-Follow up Mining projects with EMRDC - Cdn firms have expressed interest
-Maintain contact with EELPA - Cdn firms working on Power projects

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

AIRCRAFT ASSEMBLY

HANGAR MAINTENANCE

AIRCRAFT SALES & PARTS

OTHER MAINTENANCE SERVICES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

015-CONSTRUCTION INDUSTRY
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARCHITECT,CONS,CONSUL,SERV

SALES OF MACHINERY
UNDER NEGOTIATION

SPARE PARTS
UNDER NEGOTIATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

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

001-AGRI & FOOD PRODUCTS & SERVICE
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Visit took place and Cdn firm negotiating contr-
act on Woody Biomass Project.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

005-ADVANCED TECH. PROD. & SERV
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

001-AGRI & FOOD PRODUCTS & SERVICE
ALGERIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

MISSION AGRICOLE ET BETAIL (BOVIN LAITIER)
PENETRATION DU MARCHÉ

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

MISSION ET SEMINAIRE TECHNIQUE POMME DE TERRE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :326-ALGIERS

005-ADVANCED TECH. PROD. & SERV
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

EVENTUELLES.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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 :326-ALGIERS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

MISSION FERROVIAIRE
PERSUADER ALGNS DE LA COMPETENCE ET COMPETITIVITE DES

CANADIENS

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

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

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

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

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

VENTES

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

COOPERATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

014-EDUCATION, MEDICAL, HEALTH PROD
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

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

PRODUITS PHARMACEUTIQUES
VENTES DE PRODUITS PHARACEUTIQUES

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

ECHANGES DE VISITES / PRENEURS DE DECISION
FAMILIARISATION / PROMOTION GENERALE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

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

011-OIL & GAS EQUIPMENT, SERVICES
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CERI CONFERENCE
RAPPROCHEMENT CDA/ALGERIE SECTEUR GAZ

PARTICIPATION AU NPS
FAMILIARISATION AVEC CAPACITES CNDNNEES CONTRATS EVENTUELS

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

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

VISITE ALGNE QU CANADA A HAUT NIVEAU
FAMILIARISATION COOPERATION PLUS INTENSE

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

TECHNOLOGIQUE

LOCALE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 :326-ALGIERS

010-MINE,METAL,MINERAL PROD & SRV
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

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

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

JOURNÉE TECHNIQUE DANS LE DOMAINE DES SERVICES ENGINEERING
DEMONTRER COMPÉTENCE ET QUALITÉ DES SERVICES ET ÉQUIPEMENTS

DANS LE DOMAINE

CANADIENS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 a) promotion ventes d'amiante
b) étude de marché et de réglementation de
l'amiante
c) projet miniers - développement de l'exploita-
tion

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

POST :326-ALGIERS

FIA - Foire Internationale d'Alger: participation canadienne
importante presence du Premier Min.algerien & 2 autres min.
Rapport sur les prix du petrole et le financement interna-
tional

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

EXPERTISE IN DEFINITION PHASE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :340-AMMAN

005-ADVANCED TECH. PROD. & SERV
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AWARD OF CONTRACT: TCC PROCUREMENT PROGRAM
CONTRACTS OF OVER \$50 M TO CDN EXPORTERS

RE-STRUCTURING OF TELECOM CORPORATION (TCC)
PRIVATIZATION WILL REQUIRE MANAGERIAL SERVICES

INTRODUCTION OF CDN COMPUTER CAPABILITY IN REMOTE SENSING
NEW MARKET FOR SOFTWARE APPLICATIONS

INTRODUCTION OF PRIVATE PAGING SYSTEM IN JORDAN
EQUIPMENT & SERVICES SUPPLY OPPORTUNITY

SUPPORT PRIVATE SECTOR EFFORT IN X25 PROTOCOL MARKETING
CDN INVOLVEMENT IN PACKET SWITCHING DEVELOPMENT

FOCUS ON DATA TRANSMISSION APPLICATION IN SECTOR
IDENTIFY NEW SALES OPPORTUNITIES FOR CDN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

MENT SALES

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

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

SOUTHEAST CEREAL GRAINS PROJECT
AWARD OF MANAGEMENT CONTRACT TO CDN CONSULTANT

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

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 :340-AMMAN

007-POWER & ENERGY EQUIP. & SERV.
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZATION OF SULTANI SHALE PLANT FEASIBILITY
DECISION TO BUILD 25MW DEMONSTRATION PLANT

REACTIVATION OF AQABA PHASE II PROJECT
RE-TENDERING OF POWER STATION PROJECT

CDN STAFF EXPERTS PROGRAM
SOLIDIFICATION OF MANAGERIAL LINKS WITH J.E.A.

IMPLEMENTATION OF CIDA HIGH VOLTAGE LAB PROJECT
CDN RESEARCH AND TRAINING EXPERTISE WITH J.E.A.

MONITORING OF TRANSMISSION AND MAINTENANCE EQUIPT TENDERS
SUPPLY OPPORTUNITIES FOR CDN EXPORTERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support efforts of Canadian utilities seeking
institutional linkages with Jordan Electricity
Authority for domestic and third country market
opportunities

Signature of MOU between JEA and Ontario for
Third Country marketing cooperation; commencem-
ent of staff experts program at JEA by Hydro li-
ve line, international consulting and load mana-
gement personnel.

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 :340-AMMAN

003-GRAINS AND OILSEEDS
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

Structure of MOU between USA and Jordan for
Third Country Marketing Co-Operation
and of state exports program as USA by World Bank
we find institutional consulting and food bank
government

Quarterly support efforts of Jordanian utilities marketing
institutions through Jordan Electricity
Authority for electricity and other utility market
opportunities

Quarter 1 -----
Quarter 2 -----
Quarter 3 -----

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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 :340-AMMAN

014-EDUCATION, MEDICAL, HEALTH PROD
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

CDN PRIMARY HEALTHCARE PROJECT-MINISTRY OF HEALTH PRIMARY HEALTHCARE CENTRES; IDENT. OF FUTURE EQUIP. & SERV. REQ.
INTROD OF CDN EXPERT. TO MIN IN ASSESSING REQUIR OF REG'L

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :340-AMMAN

Preparation of Syrian Oil and Gas report and distribution

Westburne contract award in Syria - \$ 12 million over 2
years

Univ. of Windsor Mission to Jordan: Nursing Cooperation

Capilano Geophysical Ltd. - Visit by President M.A. Little
re PCIAC Project

Increased Investor/Entrepreneurial immigration interest:
Visitors to Canada

IMF/World Bank Standby and Structural Adjustment Program:
Reports to

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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 :346-BAGHDAD

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

IDENTIFICATION OF OLD MODEL AUTOMOTIVE PARTS EXPORTERS
INCREASED PURCHASING FROM CANADA

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/05

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 :346-BAGHDAD

011-OIL & GAS EQUIPMENT,SERVICES
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OIL AND GAS MISSION PROPOSED
HEIGHTEN AWARENESS OF CDN CAPABILITY

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/05

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 :346-BAGHDAD

012-CHEM PROD & PETROCHEM,EQP,SERV
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SURVEY OF IMPORT REQUIREMENTS
IDENTIFICATION OF REQUIREMENTS

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/05

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

POST :346-BAGHDAD

016-INDUSTRIAL MACHIN, PLANTS, SERV.
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

CAPABILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

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

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POST :346-BAGHDAD

013-CONSUMER PRODUCTS & SERVICES
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

IDENTIFICATION OF IMPORTERS WITH FOREIGN FUNDS
PROMOTION OF CANADA AS SOURCE

PROPOSED TRADING HOUSE MISSION
ESTABLISH APPROPRIATE LINKAGES BETWEEN IRAQI BUYERS AND

ACTIVE EXPORTERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :346-BAGHDAD

ORGANIZED INCOMING CANOLA MISSION TO IRAQ FOR 3 DAY CANOLA
WORKSHOP IN BAGHDAD.
OUTGOING VISITORS (TWO) FROM MINISTRY OF AGRICULTURE TO
WESTERN CANADA FARM PROGRESS SHOW.

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

POST :341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

CDA

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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 :341-CAIRO

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

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

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

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

REINTRODUCE CDN FINE PAPER PRODUCTS
ESTABLISH A NEW COMMODITY MKT

IMPORTERS. SHIFT TO INCREASE BUS THROUGH REEXPORTING 10% PUR

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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 :341-CAIRO

003-GRAINS AND OILSEEDS
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

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

IDENTIFY PROSPECTIVE EGYPTIAN CANOLA FARMERS
INTRODUCE CDN CANOLA FARMING EXPERTISE

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

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

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

MORE AGENTS

INTEREST

FARMING

GRAIN HANDLING EQUIPMENT

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

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

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

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

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

FEED.

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 :341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

EXPLORE OPTIONS TO FINANCE TOBACCO
ESTABLISH A NEW LONG-TERM MARKET

SUPPORT INTERCAM PROPOSALS TO JOINT-VENTURE IN JUICE PROD.
\$2 M CONTRACTS & ASSIST DEVELOPMENT OF EGYPTIAN FOREIGN

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

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

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

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

ATOES CDA

EXCHANGE EARNINGS.

-ULATE CDN MARKETING

FOR BREEDING EXPERTISE

TO FOLLOW

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

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 :341-CAIRO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PETROLEUM AND PRODUCTS

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

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

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

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

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

FOCUS CDN COYS ON VIABLE MKT PROSPECTS

COYS & TECHNOLOGY.

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

MACHINERY AND EQUIPMENT

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

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

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

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

COYS ON BIDDERS LISTS

AGENCY AGREEMENTS

TOTALLING \$6M

THE PAST

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

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

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

& TECHNOLOGY

IN EGYPT

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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 :341-CAIRO

008-TRANSPORT SYS,EQUIP,COMP,SERV.
ARAB REPUBLIC OF EGYPT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

SUPPORT CDN PROPOSALS TO LIC. MFG TRUCK TOPS & TIRE SEALOR
\$1.5M IN NEW BUSINESS

COMPLETE MINI SURVEY OF AUTOPARTS MKT
IF PROMISING,ENCOURAGE CDN SUPPLIERS TO ESTABLISH LOCAL

ENCOURAGE IMPORTERS TO ATTEND 1989 CDN AUTO SHOWS
IMPROVE ACCESS FOR CDN BUSINESS MAN SIGNING OF AGENCY

IDENTIFY PROD & SERV REQ FOR \$180 M IBRD RAIL PROJECT
PLUG IN CDN SUPPLIERS TO RAILWAY & LOCAL REPS AS NECESSARY

ENCOURAGE ONT GOVT TO INCLUDE EGYPT IN 1989 M.E. MISSION
ESTABLISH NEW MKT FOR CANADA

AEROSPACE

SUPPORT DEHAV & CDAIR SALES OF DASH 8 & CL215 TO EGYPTAIR
EGYPTAIR MAY CONSIDER PURCHASE OF AIRCRAFT USING OWN

SUPPORT AVIATION TRAIN PROG AT MCGILL FOR EGY OFFICIALS
IMPROVING CDN ACCESS TO AVIATION AUTHORITY & ENCOURAGE EGYPT

CONFIRM PROSPECT TO SUPPLY EGYPTAIR WITH TRAIN SIMULATOR
IF PROMISING,INTRODUCE & PROMOTE CAE TO EGYPTAIR

CONFIRM CVL AVIATION AUTH TO FUND MOB CNTL TWR AT TABA AIRP.
IF PROMISING,INTRODUCE & PROMOTE SUPP TO CIVIL AVIATION

DISTRIBUTORS

AGREEMENTS

SUBSTANTIAL FINANCING

-IAN OFFICIALS TO INSPECT CIVIL AVIATION TECH IN CANADA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up on World Bank proposed loan to Egyptian Railways (over 50 M US dollars). Flag opportunities to anadian coys.

Loan approval is still pending on railways adopting WB recommendations & Egypt signing rescheduling agreement with WB. However foreign govts offering financing will have access to these projects regardless W.B. loan status.

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 :319-DAMASCUS

001-AGRI & FOOD PRODUCTS & SERVICE
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

SECTOR

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :319-DAMASCUS

011-OIL & GAS EQUIPMENT,SERVICES
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

EXPLOR WORK INITIATION IN MARATHON GAS CONCESS N CENTRAL SYR RING SERVICES
OPPORTUNITY FOR LEASE OF CDN DRILLING RIGS AND GAS ENGINEE-

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

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

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 :319-DAMASCUS

005-ADVANCED TECH. PROD. & SERV
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :319-DAMASCUS

009-FOREST PRODUCTS,EQUIP,SERVICES
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

VISIT TO DEIR EZOR PAPER MILL COMPLEX
IDENTIFICATION OF MEDIUM TERM SERVICES REQUIREMENTS

RELEASE OF L/C'S BY SYRIAN GOVT.FOR'87/88 PAPER SALES
NEW TENDERS/ORDERS IN 1989-90

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

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POST :308-HARARE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

005-ADVANCED TECH. PROD. & SERV
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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 :308-HARARE

007-POWER & ENERGY EQUIP. & SERV.
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

011-OIL & GAS EQUIPMENT, SERVICES
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

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

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

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

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

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POST :308-HARARE

014-EDUCATION, MEDICAL, HEALTH PROD
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

CONTACT ESTABLISHED W/MAJOR IMPORTERS IN TERR. CDN EXP ADVIS
INCREASED SHARE MARKET.

TENDER DOCUMENTS FOR GOVT REQ CONTINUE TO BE OBTAINED & FORW
INCREASED SHARE MARKET.

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 :308-HARARE

Post extensively involved with preparations for Zimbabwe Ministerial visit & trade mission to Cda for June/July 89. Post also extensively involved with preparation for visit of Angolan Ministerial mission to Cda from 2 June 1989. Cda was again represented with a stand at Zimbabwe Int'l Trade Fair fm Apr 30-May 6. Stand was staffed by Counsellor. Considerable time by post has been spent in preparing sponsored visitors to travel to Cda to attend Interan Edmonton Visit to Zimbabwe & Botswana by 7 co mining mission 4-11 Apr. Post involved w/preparation of itineraries, functions Zisco Zimbabwe Iron & Steel Co expansion rehabilitation project \$600 million. Post has forwarded 3 tender req.to Ott. Contacts made with Cdn. suppliers, GAT & GSTM re opportunities for locos & equip. to Angola railways. Extensive reporting on Zimbabwe's new investment policy during quarter.

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

POST :322-KINSHASA

Preparation seminaire d'information sur le Zaire au Canada

Post extensively reviewed...
Ministerial visit to...
Post also extensively...
of regional...
CDE was again...
Trade Fair...
Lombard...
Visit to...
The...
fact \$800 million...
Lombard...
for...
Lombard...
during quarter

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89/12/05

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

001-AGRI & FOOD PRODUCTS & SERVICE
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO BUILD UP-TO-DATE EXPORTER AND IMPORTER LISTS
LISTS PREPARED FOR USE ON WIN SYSTEM.

PROCESSED FOOD OPPORTUNITIES REPORT - GULF
INCREASED MARKET AWARENESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/05

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

003-GRAINS AND OILSEEDS
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Report on grains, oilseeds and market potential

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

OPPORTUNITIES.

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

UPDATE DEFENCE/SECURITY REPORT
BETTER INSIGHT INTO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

005-ADVANCED TECH. PROD. & SERV
KUWAIT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING REPORT
INCREASED MARKET AWARENESS.

INSTRUMENTATION REPORT
INCREASED MARKET AWARENESS.

FOLLOW UP TO TELECOM SEMINARS JAN 89 AND MECOM JAN 89
INCREASED SALES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up to Telecom Seminars Jan 89 and Mecom
Jan 89

Several sales reported as a result of activities
at Mecom

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

011-OIL & GAS EQUIPMENT, SERVICES
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

OIL AND GAS EQUIPMENT & SERVICES REPORT
IDENTIFY POTENTIAL OPPORTUNITIES

FOLLOW UP MIDDLE EAST OIL & GAS SHOW - MARCH 89
TO IDENTIFY GOOD SALES LEADS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

014-EDUCATION,MEDICAL,HEALTH PROD
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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

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

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

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

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 :348-KUWAIT

ISTC/ITC Toronto Mission to UAE and Kuwait April 1-6

Market study: pharmaceutical and biological products
May (requested by TAR)

International Aviation Management Training Institute
8-14 May, Oman, Qatar, Bah., UAE

Educansult Delegation 16-22 May - 7 members

Buyers from Gulf to ARMX 23-26 May - 6 Kuwaiti gene-
rals

Alberta Mission (Abu Dhabi, Oman, Qatar) 29 May-9 June-
2 members

Oil & Gas Training mission to Canada 10-17 June - 6
members

Visit to Canada by Kuwait Police Officers 19-23 June -
2 officers

Buyers to Western Farm Progress Show 20-30 June - 6
members

EMROTT Surveys, Map, Remote Sensing (Kuwait) 20-22 June

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POST :304-LAGOS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist Canac Int'l in fielding its personnel for
WB railway consultancy.
Assist GE Canada (Ex Bombardier) on contract for
locomotives.

Two consultants in place and organized for rest
of team.
Signed contract amendment between GE Cda and
NMOT with revised scope of supply (50 to 15,
addit \$8.5M spares)

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

007-POWER & ENERGY EQUIP. & SERV.
NIGERIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

005-ADVANCED TECH. PROD. & SERV
NIGERIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

ASSISTANCE TO SPAR IN PURSUIT OF REHAB OF 2 EXISTING INTNL
SPAR WILL BE SUCCESSFUL BIDDER

ASSIST TO SPAR IN BID FOR REFRUB OF DOMSAT EARTH STATION
SPAR WILL BE SUCCESSFUL BIDDER

ASSESS OF WBIRD COMMISSIONED STUDIES OF SECTOR TO DET.OPPORT
INTRODUCTION OF NEW CANADIAN FIRMS TO MARKET.

SEMINAR PROGRAMME TO COINCIDE WITH MISSION
ENHANCE CANADA'S IMAGE AS ALTERNATIVE SUPPLIER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :304-LAGOS

011-OIL & GAS EQUIPMENT,SERVICES
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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 :304-LAGOS

001-AGRI & FOOD PRODUCTS & SERVICE
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

CONTRACTS.

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

STORAGE.

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

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

POST :304-LAGOS

- Organization of logistics for Cdn delegation to ADB Annual Meeting in Abuja. Support to Del for duration of meeting.
- Organization and liaison for visits to Canada by Chief Arthur Mbanefo and Chief Ernest Shonekan.
- Organization of visit to Nigeria of Ms. Kim Harris of OIC in pursuit of multilaterally funded projects.
- Organization of visit to Nigeria by prospective investor, Black and McDonald Ltd.
- Endeavor to obtain audio visual material to support Nigerian commemoration of World Telecommunications Day.
- Securing a signed agreement for Canada's ODA debt moratorium with NMOF.

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POST :349-LIBREVILLE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONFIRMER L'INTERET DI MIN.DES TRANP.DU GABON POUR EQUIP CDN

VERIFIER LA DISPONIBILITE D'UN FINANCEMENT SEE/ACDI

CONCERTATION AVEC LA B.MONDIALE & CONSULTANT CDN PRESENTI

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :349-LIBREVILLE

011-OIL & GAS EQUIPMENT,SERVICES
GABON

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

SOUSSION DES RAPPORTS D'ETUDES MCPP,BASSIN SEDIM,PIPELINE
SOUTENIR L'INTERET DU GABON POUR UNE INTERVENTION CANADIENNE

RENCONTRE A LA DIRECTION GENERALE DES HYDROCARBURES
OBTENTION D'UNE LETTRE D'INTENTION

RENCONTRE A LA PRESIDENCE
OBTENIR UN ACCORD DE PRINCIPE

TERMINER LA FORMATION DES STAGIAIRES DU GABON AUX HEC
RAFFERMIR NOS APPUIS A LA DGH

ELABORATION DU CODE PETROLIER (MCPP/ACDI)
CONSOLIDER LA PLACE DU CANADA DANS LE SECTEUR

APPEL D'OFFRES POUR LA SYNTHESE DU BASSIN SEDIMENTAIRE

POURSUITE DES INITIATIVES SUR LE PIPELINE
SCENARIO DE FINANCEMENT PRECISE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/05

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 :349-LIBREVILLE

007-POWER & ENERGY EQUIP. & SERV.
GABON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONTROL SYSTEMS

REUNIONS PERIODIQUES AVEC LE CONS.TECH CDN AU MIN ENERGIE
IDENTIFIER LES OCCASIONS EN TEMPS OPPORTUN

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

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POST :303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

NOT PREDICTABLE AT THIS STAGE.

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

PERIOD UNDER REVIEW.

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

CAUTIONS OPTIMISM MERITED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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 :303-NAIROBI

007-POWER & ENERGY EQUIP. & SERV.
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

011-OIL & GAS EQUIPMENT,SERVICES
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

005-ADVANCED TECH. PROD. & SERV
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

CONTINUE ASSISTING CDN MARCONI TO OBTAIN AUTO TELEX SWITCHING CONTRACTS WORTH C\$7.4 MILLION (C\$5.6 MILLION PLUS C\$1.8 MILLION ADD-ON TO FOLLOW).

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Contract has now been signed by all parties.

QUARTER: 2 -----

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 :303-NAIROBI

001-AGRI & FOOD PRODUCTS & SERVICE
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

POST INTRO CDN SUPPLIERS OF BOVINE DAIRY SEMEN & EMBRYO
WE ARE OPTIMISTIC SALES OF AT LEAST \$1 M WILL RESULT IN

89/90 AND FOLLOW-ON SALES IN ENSUING YEARS.

CDN FIRMS, SEMEX, DISCUSS W/KENYAN PRI SECTOR EXTAB A.I.
IF NEGOTIATIONS SUCCESSFUL, SEMEX WILL PROVIDE TECH ASSIST

& TRAINING, SEMEN & LIVE BREEDING STOCK & VET PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promote Kenyan familiarity with and purchase of
Canadian Agricultural Technology, Machinery,
Equipment and bovine semen.

Continued dissemination of information to con-
acts attendance of J.K. Waweru Chief Exec KNFU
to Western Cda Farm Progress Show sponsored by
headquarters. Too early to assess results.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LAVALIN PRESENTED TO GOU FINAL CPPF STUDY ON REHAB. OF ENTEB CONTRACTS AT IMPLEMENTATION STAGES.
EVENTUAL ADDITIONAL CDN CONSULTANCY CONTRACTS, AND EQUIPMENT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :303-NAIROBI

011-OIL & GAS EQUIPMENT,SERVICES
TANZANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PCIAC-SPONSORED SEISMIC HYDROCARBON EXPLORATION ACTIVITIES DISCOVERIES WITH POTENTIAL SALE OF CDN SERVICES & EQUIPMENT.
SEISMIC AND DRILLING WORK FOR CDN COS, RESULTANT EXPLOTABLE

HARDY BBT STARTING CPPF STUDY FOR TPDC ON FEASIBILITY GAS PI COULD PROVIDE LUCRATIVE CONTRACTS FOR SALE OF CDN SERVICES
IF PROJ PROVED FEASIBLE & FINANCING FOUND, IMPLEMENTATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :303-NAIROBI

007-POWER & ENERGY EQUIP. & SERV.
TANZANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOR AFDB FINANCED PANGANI FALLS HYDROELECTRIC POWER DEV STUD
REMOTE CHANCE ACRES MIGHT WIN AWARD IN WHICH CASE OPPORT
BETTER FOR CDN SUPPLIERS WHEN IMPLEMENTED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :303-NAIROBI

Visit of Minister of External Relations and International
Development to EP Governing Council.

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POST :305-PRETORIA

007-POWER & ENERGY EQUIP. & SERV.
LESOTHO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

ENTIRE HYDRO COMPONENT HIGHLANDS WATER SCHEME

MISSION WILL CONTINUE TO EXPLORE OPPORTUNITIES IN THIS SECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

005-ADVANCED TECH. PROD. & SERV
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :327-RABAT

007-POWER & ENERGY EQUIP. & SERV.
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :327-RABAT

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

ETUDE DE MARCHÉ POUR EQUIPMENTS FERROVIAIRES

IDENTIFIER MARCHÉ

ETUDE DE MARCHÉ POUR BATEAUX DE PECHE

IDENTIFIER MARCHÉ

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

002-FISHERIES,SEA PRODUCTS & SERV.
MOROCCO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :327-RABAT

003-GRAINS AND OILSEEDS
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

SUIVRE DE PRES TOUT A.O.I. EN EQUIPEMENT DE STOCKAGES AU MOINS UN CONTRAT.
ASSURER LA PREQUALIFICATION DE SOCIETES CDNNES ET REMPORTE

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :327-RABAT

- Avons organis participation la Foire d'informatique de Casa (reporte jusqu'au 10-14 octobre).
- Avons organis visite au Cda de deux hauts fonctionnaires marocains dans le domaine d'info. pour visiter SIIM Mtl.
- Avons organis visite au Maroc de M. Patrick Julien, Min. des Communications, Ottawa.
- Avons organis mission au Cda des techniciens de l'Office des Phosphates pour rencontrer producteurs cdn de bois.
- Avons organis mission au Maroc du Prsident d'Hydro-Qubec Intl.
- Avons coordonn avec DOC OTT la visite au Canada de M. A. Ahizoune, Directeur Gnral de l'ONPT.

QUARTERLY PROGRESS REPORT

ACTIVITIES UNDERTAKEN IN QUARTER

TRACKING

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

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POST :347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

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

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

MARKET STUDY

RAISE AWARENESS OF MARKET OPPORTUNITIES IN KSA

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

ELECTRICAL & ELECTRONIC

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

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

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

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

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

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

AEROSPACE

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

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

AGENT

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

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POST :347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SAUDI ARABIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :347-RIYADH

005-ADVANCED TECH. PROD. & SERV
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

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

SUPPORT FOR SPECTRUM MANAGEMENT PROPOSAL AT PTT
OBTAIN CONTRACT

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

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

INTRODUCE CDN TEST EQUIPMENT
ESTABLISH LOCAL AGENTS

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

COMPUTERS HARD/SOFTWARE & COMP

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

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

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

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

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

PROJECTS

REMOTE SENSING INC. SPACE SAT

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

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

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 :347-RIYADH

005-ADVANCED TECH. PROD. & SERV
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING INC. SPACE SAT

PURSUe WITH MEPA USE OF CDN EQPT FOR POLLUTION MONITORING
OBTAIN INVITATION FOR PROPOSAL

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Determine needs of MODA for Remote Sensing

EMR Technical proposal accepted by MODA.\$2 million contract awaits signature by the Minister.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :347-RIYADH

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AUTOMOTIVE

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

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

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

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

AEROSPACE

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

014-EDUCATION, MEDICAL, HEALTH PROD
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HOSP. & MEDICAL EQUIP, INSTRUM.

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

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

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

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

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

EDUCATIONAL SERVICES, EQUIPMENT

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

FOLLOW-UP ACTIVITIES IDENTIFIED BY JEC
3 TRAINING CONTRACTS

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

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

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

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

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

SERVICES INCLUDING CONSULTING

ASSIST CDN CO. IN CONCLUDING TRAINING PROPOSALS
2 CONTRACTS

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POST :347-RIYADH

014-EDUCATION, MEDICAL, HEALTH PROD
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SERVICES INCLUDING CONSULTING

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

001-AGRI & FOOD PRODUCTS & SERVICE
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

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

EXPORT OPPORTUNITIES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

011-OIL & GAS EQUIPMENT, SERVICES
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

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

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

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

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

ENCOURAGE CDN PARTICIPANTS IN MIDDLE EAST OIL SHOW
NEW AGENCY AGREEMENTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

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

POST :347-RIYADH

Contributed to organization of meetings for a group of 50 high level reps from Nat'l Defense College who visited KSA
Organized meetings & seminars on technical aspects of Cdn Canola for Agriculture Cda reps in Jeddah & Riyadh, 23-24 May
Officer participated in Sixth International Feed and Oilseed Program, Winnipeg, during month of April
WIN Systems Manager attended one week training course in Paris in May.
TID staff were trained on WIN during last week of June

Officer participated in HITEC 89 conference held in Ottawa May 22-26
Investment Counsellor Cross Canada Tour

During May an officer visited North Yemen in order to accompany a parliamentary mission which resulted in the development of contacts & the submission by EMR of a proposal for the establishment of a Centre for remote sensing covering the two Yemens.

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

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

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POST :342-TEL AVIV

005-ADVANCED TECH. PROD. & SERV
ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

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

MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Identify new potential markets offered by the National telephone company, especially in the framework of the "DIGITALISATION" P.C.M program for the exchange centers. Identify new opportunities in Telecommunications software.

Several meetings and technical discussions were held with BEZEK management. Investments priorities, technical requirements, and financing requests are ascertained in details. A general mailing of relevant literature has been done.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

001-AGRI & FOOD PRODUCTS & SERVICE
ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AGRICULTURE MACH,EQUIP,TOOLS

CONDUCT MARKET RESEARCH OF IMPORT POTENTIAL
ASSIST IN DEFINING MARKET NEEDS

SEMINAR ON DAIRY CATTLE GENETICS (MAY 1989)
PROMOTE JOINT VENTURES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

ISRAEL

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

EVALUATE POTENTIAL AGENTS
IMPROVE AWARENESS OF CDN POTENTIAL, GENERATE NEW DIRECT

RELATION BETWEEN CDN SUPPLIERS & ISRAELI BUYERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV.
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

THERMAL

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

LIST AND ON IEC PROCUREMENT PRACTICES.

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

PROMOTE CDN CAPABILITY IN VIEW OF NEW THERMAL PLANT
IMPROVE AWARENESS OF CDN EQUIPMENT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :342-TEL AVIV

016-INDUSTRIAL MACHIN, PLANTS, SERV.
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT, EQP.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Close relationships develop with NEGEV PHOSPHATES LTD and with DEAD SEA WORKS LTD . An updated list of the new leading purchasing managers in the three Concerns has been realized ; A comprehensive mailing of EDC literature and follow up .

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :342-TEL AVIV

HOSTED CANADIAN DELEGATION TO INTERNATIONAL SEED CONFERENCE
IN JERUSALEM INVOLVING HOSPITALITY AND PROMOTIONAL
ACTIVITIES.

Close relationship developed with BEERY PRODUCTIONS
55 LTD and STEIN-DEAN SEA WORLD LTD. An updated
list of the new leading packaging companies in
the three countries has been compiled. A response
guide calling on EDC financing and follow up

Quarterly: Identify the recent changes in the packaging
industry making a list of the three largest and
most dynamic (GAL, KODAK, E.C.L.) promote EDC
financing for small and medium size investments
in Canadian industry; business potential; agents

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

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POST :324-TUNIS

005-ADVANCED TECH. PROD. & SERV
TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

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

CANADIENNES.

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

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

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

ET APPUYER SOUMISSIONS CDNNES EN COURS D'EVALUATION

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

CANADIENS.

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

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

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

AVEC POSSIBILITE DE CREATION D'UN NOUVEAU JV EN TUNISIE

BROADCASTING, INC. CABLE TV

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

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

CANADIENNES.

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

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POST :324-TUNIS

005-ADVANCED TECH. PROD. & SERV
TUNISIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :324-TUNIS

017-OTHER SERVICES
TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONSUL & SERVS NOT ELSE SPECI

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

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

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

LE SOUMISSION PAR FIRME CANADIENNE.

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

POST :324-TUNIS

001-AGRI & FOOD PRODUCTS & SERVICE
TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

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

LE CDA.

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

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

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

SEEDS & SPECIAL CROPS

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

TECHNIQUES.

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

NUES.

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

DUSTRIE CANADIENNE

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

INCLUS LES SEMENCES CDNNES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUIVI DES NEGOTIATIONS AVEC LE MINISTERE DE
L'AGRICULTURE CONCERNANT L'ACCORD SANITAIRE POUR
L'EXPORTATION DES GENISSES.

-ACCORD FINAL DES TUNISIENS ET SIGNATURE D'UNE
NOUVELLE CONVENTION SANITAIRE ENTRE LE CDA ET LA
TUNISIE QUI REGLEMENTERA L'EXPORTATION DES
GENISSES CDNNES VERS LA TUNISIE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :324-TUNIS

PREPARER LA MISSION DE EXTOTT/GAT (J-M DEMARCO)

PREPARER LA MISSION DE DOCOTT/DMS (P. JULIEN)

PREPARER LA MISSION AU CANADA DE L'OFFICE DE L'ELEVAGE
POUR MESSIEURS MINOUCHI ET SAKLI
ORGANISATION DE LA VISITE DE SUIVI DE M. B. OUELLETTE DE
POTATOES CANADA

PREPARATION D'UNE IMPORTANTE DELEGATION DE "L'ONTARIO BEAN
PRODUCERS MARKETING BOARD"

PREPARATION ET ORGANISATION DE LA MISSION DE SUIVI DE L'INS-
TITUT DE L'AMIANTE

ASSISTER A LA PREPARATION DE LA VISITE DE M. PIERRE RACICOT,
V-P DE L'ACDI.

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POST :321-YAOUNDE

015-CONSTRUCTION INDUSTRY
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :321-YAOUNDE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

TURES FERROVIAIRES

APPELS D'OFFRES A VENIR.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :321-YAOUNDE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

REALISATION DE L'AVANT-PROJET DETAILLE

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

TAGE FINANCIER

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

TRIQUE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/05

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

POST :321-YAOUNDE

004-DEFENCE PROGRAMS, PRODUCTS, SERV
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

FORMATION AU CANADA D'OFFICIERS LOCAUX.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :321-YAOUNDE

009-FOREST PRODUCTS,EQUIP,SERVICES
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

LIONS EN 1989

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

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

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

(\$ 5 MILLIONS)

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/05

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 :321-YAOUNDE

014-EDUCATION,MEDICAL,HEALTH PROD
REPUBLIC OF CAMEROON

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSTRUCTION DE SIX LYCEES TECHNIQUES
FIN DES TRAVAUX SELON ECHEANCIER

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :321-YAOUNDE

Commission mixte Canada-Cameroun (visite de Mine)

Visite de liaison du Vice-president des relations avec le
monde des Affaires a l'ACDI.

Visite de liaison du responsable au MAE des projets multila-
teraux.

Mission commerciale de gens d'affaires canadiens

Visite de coordination du directeur pour l'Afrique de la
Cooperation industrielle a l'ACDI

CA1 EA676 T711 EXF 1989 ^{June} STORAGE
Trade and Industrial Development
Program quarterly activity report
43247421

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