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

QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS

LATIN AMERICA AND CARIBBEAN  
AMÉRIQUE LATINE ET ANTILLES



NON - CIRCULATING /  
CONSULTER SUR PLACE

APRIL - JUNE 1988  
(1st QUARTER FY 1988-89)  
AVRIL - JUIN 1988  
(1er TRIMESTRE, AF 1988-89)





TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report  
April - June 1988

Following is the Quarterly Activity Report for the quarter ending June 30, 1988. This report contains a synopsis of activities and results by sector and subsector reported by posts, matched against the proposed activities identified in their 1988/89 post plan. It also contains a report of special unplanned activities that took place during the reporting 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.

Dept. of External Affairs  
Min. des Affaires extérieures  
OTTAWA

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PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités  
avril - juin 1988

Voici le Rapport trimestriel des activités du trimestre qui a pris fin le 30 juin 1988. Le Rapport contient un résumé des activités et des résultats déclarés par les missions, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de mission de 1988-89. 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.





REPORT 3  
REV. 1/2/62

FORM 1640-2000TA

PLANNING:

ALL SUB-SECTIONS

TRACKING:

QUARTER 1

QUARTER 2

QUARTER 3

QUARTER 4

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QUARTERLY PROGRAM REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 1986  
SUMMARY OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED TO  
OIL-OIL & GAS EQUIPMENT, SERVICES  
COLOMBIA

LATIN AMERICA & CARIBBEAN  
AMÉRIQUE LATINE ET ANTILLES

<u>Mission</u>	<u>ANTICIPATED RESULTS</u>	<u>Page</u>
Bogota	LEARN CURRENT STATUS OF PLANNED PROJECTS AND WE CAN UPGRADE CANADIAN PARTICIPATION	1
Brasilia	TO HELP ESTABLISH FOUR NEW REPAIR AGREEMENTS	12
Bridgetown	INCREASE POSSIBILITY OF WINNING PIPELINE CONSTRUCTION PROJECT	18
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Guatemala	DO - TENDRINA SUCRE E SUCRE DE CAÑA DE AZÚCAR PARA CONTRATO POR CUATRO AÑOS DE ASISTENCIA TÉCNICA EN EL PETROLIO	38
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 640-BOGOTA

011-OIL & GAS EQUIPMENT, SERVICES  
COLOMBIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ESTABLISH DIRECT CONTACT WITH KEY OFFICIALS OF ECOPETROL AND FOREIGN OIL & GAS OPERATORS.

LEARN CURRENT STATUS OF PLANNED PROJECTS AND WE CAN UPGRADE CANADIAN PARTICIPATION

FOLLOW UP ON CONTRACTS MADE DURING PAST THREE MONTHS WITH VIEW OF ESTABLISHING NEW REPRESENTATION AGREEMENTS.

TO HELP ESTABLISH FOUR NEW REPRESENTATION AGREEMENTS

PROMOTE CANADIAN NATURAL GAS INDUSTRY CAPABILITY AND EXPERIENCE AMONG PROMOTORA GASODUCTO CENTRAL MEMBERS.

INCREASE POSSIBILITY OF WINNING GAS PIPELINE CONSTRUCTION PROJECT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-PROMOTE CANADIAN INDUSTRY AS LEADING SOURCE OF TECHNOLOGY OF VALUE TO COLOMBIA (I. E. RESEARCH AND DEVELOPMENT TECHNOLOGY, POLYETHYLENE TECHNOLOGY).

COL-TEKNIKA RESOURCE DEV LTD OF CALG WON A US \$1 MN. CONTRACT FOR TECHN ASSISTANCE TO THE PETROL-EUM TRAINING INSTITUTE. COL-POST ASSISTED LUMMUS CDA TO PREPARE BID FOR POLYETHYLENE PLANT & PROMOTED CDN TECHN. COL-POST INVITED NO. 2 OFFICIAL

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----





QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 640-BOGOTA

005-COMM. & INFORM. EQP. & SERV  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:  
PREPARATION OF SECTORAL PROFILE OUTLINING KEY CONTRACTS AND UPCOMING OPPORTUNITIES.

ANTICIPATED RESULTS:

PROVIDE CANADIAN EXPORTS WITH HANDY REFERENCE DOCUMENT TO ASSIST THEIR MARKETING EFFORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-SIGN INFORMATICS MOU.  
COL-INFORM CDN COS OF EVOLVING OPPORTUNITIES FOR RURAL TELECOM PROJECTS.

COL-INFORMATICS MOU SIGNED AFTER 3 YEARS OF DISCUSSION, OFFERS LEGAL BASE FOR JUSTICE INFORMATIZATION PROJ. ECU-MDA OF VANC SIGNED \$25MN CONTRACT TO SUPPLY SATELLITE MAPPING EQUIP. COL-POST ASSISTED C. ITOH COLOMBIA TO CONTACT CDN SUNCONTR

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

COLOMBIA  
001-POST & COMM. EQUIP. & SERVICE

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :640-BOGOTA

001-AGRI & FOOD PRODUCTS & SERVICE  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMINAR ON PULSES CLASSIFICATION

15% INCREASED DEMAND FOR CANADIAN PULSES AND  
BETTER RECOGNITION OF CANADIAN QUALITY AND  
INSPECTION METHODS.

SEMINAR ON USE OF CANADIAN WHEAT FOR BAKERY

BETTER RECOGNITION OF QUALITY OF CANADIAN  
WHEAT VERSUS U.S. WHEAT & CONSOLIDATION  
OF NEWLY ACQUIRED MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-CONTINUE TO PROMOTE CDN SUPPLIERS AND ESTABLISH NEW CONTACTS THROUGH PRESENCE IN ALL MAJOR SECTORAL SHOWS AND IN BOGOTA INT'L FAIR.

COL-SEVERAL CDN AGRIC EXPORTERS WERE REPRESENTED IN CDN STAND AT BOGOTA INT'L FAIR. COL-CANADA WAS REPRESENTED AT NAT'L POULTRY CONGRESS IN CARTAGENA, INT'L BRAHAM SHOW IN BARRANQUILLA, AND HOLSTEIN SHOW IN BOGOTA.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST : 640-BOGOTA

007-POWER & ENERGY EQUIP. & SERV.  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISIT WITH SENIOR OFFICIALS OF ELECTRIC UTILITIES TO UPDATE INFORMATION ON CURRENT PROJECTS IN WHICH CANADIAN MANUFACTURERS ARE INTERESTED.

SEVERAL PROJECTS FOLLOWED BY CANADIAN MANUFACTURERS MAY RESULT IN CONTRACTS FOR ABOUT 15 MILLION

REVIEW LIST OF AGENTS AND THEIR PERFORMANCE IN SUPPORT OF CDN MANUFACTURERS

INCREASE THEIR INTEREST IN DEVELOPING MORE BUSINESS FOR COMPANIES ALREADY REPRESENTED

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-ENSURE THAT KEY-DECISION MAKERS IN THIS SECTOR ARE AWARE OF CDN CAPACITIES.

COL-PITMAN MFG OF MARKHAM WON A US\$1.7MN CONTRACT FOR CRANE TRUCKS FOR BOGOTA ELECTRIC CO. COL-POST INVITED MANAGER OF ISA, MOST IMPORTANT ENTITY IN ELECTRICAL SECTOR, TO ATTEND IFI SEMINAR IN MTL IN OCT. 88

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST : 640-BOGOTA

005-COMM. & INFORM. EQP. & SERV  
ECUADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

- PURSUe CONTACTS IN CONTINUING BASIS WITH ASETA PERSONNEL RE CONDOR SATELLITE PROJECT
- DEVELOP COMPREHENSIVE LIST OF TELECOM AGENTS AND OBTAIN DEVELOPMENT PLAN OF IETEL.
- ENCOURAGE INDIVIDUAL CDN COMPANIES PRESENTATIONS TO NATIONAL TELECOM COMPANY (IETEL) OFFICIALS

ANTICIPATED RESULTS:

- WIN CONTRACT BY TELESAT AND/OR SPAR AEROSPACE
- RECOMMEND TO CDN COMPANIES RELIABLE AND EXPERIENCED AGENTS AND PLAN LONG TERM ACTIVITIES.
- EDUCATE IETEL PROJECT LEADERS ON CDN TECHNOLOGY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 COL-SIGN INFORMATICS MOU.  
COL-INFORM CDN COS OF EVOLVING OPPORTUNITIES FOR RURAL TELECOM PROJECTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

COL-INFORMATICS MOU SIGNED AFTER 3 YEARS OF DISCUSSION, OFFERS LEGAL BASE FOR JUSTICE INFORMATIZATION PROJ. ECU-MDA OF VANC SIGNED \$25MN CONTRACT TO SUPPLY SATELLITE MAPPING EQUIP. COL-POST ASSISTED C. ITOH COLOMBIA TO CONTACT CDN SUBCONTR



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST : 640-BOGOTA

011-OIL & GAS EQUIPMENT, SERVICES  
ECUADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

NEGOTIATION OF EDC LINE OF CREDIT

ELABORATION OF COMPREHENSIVE LIST OF AGENTS/DISTRIBUTORS.

OBTAIN DEVELOPMENT PLAN OF CEPE FOR NEW GOVERNMENT PERIOD 88-92  
AND REPORT ON OIL AND GAS ACTIVITIES FOR 1989.

SERVICES INCLUDING CONSULTING

REPORT ON OIL AND GAS SECTOR

ELABORATION ON COMPREHENSIVE LIST OF LOCAL CONSULTING PARTNERS  
AND AGENTS

OBTAIN DEVELOPMENT PLAN OF CEPE FOR NEW GOVERNMENT PERIOD 88-92  
REPORT ON OIL/GAS SECTOR ACTIVITIES FOR 1988

INCREASE SALE OF PRODUCTS, EQUIPMENT & SPARE  
PARTS TO CEPE

ASSIST MORE EFFECTIVELY CANADIAN EXPORTERS OF  
OIL AND GAS EQUIPMENT.

PROVIDE "EARLY-WARNING" INFORMATION FOR CDN  
EXPORTERS.

INCREASED ASSISTANCE TO CDN EXPORTERS, FEDERAL  
AND PROVINCIAL REPS IN THEIR MARKETING  
EFFORTS

FACILITATE JOINT-VENTURE/ASSOCIATION PROCEDU-  
RES AND INCREMENT OF POSSIBILITIES FOR WIN-  
NING SREVICE CONTRACTS

PROVIDE "EARLY-WARNING" INFORMATION FOR  
CANADIAN EXPORTERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-PROMOTE CANADIAN INDUSTRY AS LEADING SOURCE  
OF TECHNOLOGY OF VALUE TO COLOMBIA (I. E. RESEARCH  
AND DEVELOPMENT TECHNOLOGY, POLYETHYLENE TECHNO-  
LOGY).

COL-TEKNIKA RESOURCE DEV LTD OF CALG WON US\$1MN.  
CONTRACT FOR TECHN ASSISTANCE TO THE PETROLEUM  
TRAINING INSTITUTE. COL-POST ASSISTED LUMMUS CDA  
TO PREPARE BID FOR POLYETHYLENE PLANT & PROMOTED  
CDN TECHN. COL-POST INVITED NO. 2 OFFICIALS

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----







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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 640-BOGOTA

012-PETROCHEM & CHEM PROD, EQP, SERV  
ECUADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:  
CONDUCT IN-DEPTH MARKET RESEARCH IN CHEMICAL SECTOR  
ELABORATE LIST OF MAJOR IMPORTERS/USERS/AGENTS IN CHEMICALS SEC-  
TOR, SPECIALLY PLASTIC RESINS

ANTICIPATED RESULTS:  
IDENTIFY OPPORTUNITIES TO HELP SOURCING AGEN-  
CIES PROVIDE TAILED UP-TO-DATE INFO ON SECTOR  
PROVIDE CDN COYS INFO ON MAIN CONTACTS AND  
AGENTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:  
QUARTER: 1 -----  
QUARTER: 2 -----  
QUARTER: 3 -----  
QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

QUARTER: 5 -----  
QUARTER: 6 -----  
QUARTER: 7 -----

QUARTER: 8 -----  
QUARTER: 9 -----  
QUARTER: 10 -----

QUARTER: 11 -----  
QUARTER: 12 -----  
QUARTER: 13 -----

QUARTER: 14 -----

QUARTER: 15 -----  
QUARTER: 16 -----

QUARTER: 17 -----  
QUARTER: 18 -----  
QUARTER: 19 -----  
QUARTER: 20 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 640-BOGOTA

010-MINE, METAL, MINERAL PROD & SRV  
ECUADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:  
SEMINAR ON CANADIAN CAPABILITIES IN MINING SECTOR.

ANTICIPATED RESULTS:  
BETTER AWARENESS OF CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:  
QUARTER: 1 COL-SEEK ADDITIONAL FINANCING INSTRUMENTS FOR  
CDN SALES IN THIS SECTOR OTHER THAN TO COAL-  
MINING INDUSTRY.

QUARTERLY RESULTS REPORTED:  
COL-TWO NEW EDC LINES OF CREDIT SIGNED FOR  
COLOMBIA WITH PRIVATE BANKS SHOULD FACILITATE  
FINANCING OF SALES IN THIS SECTOR.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4A  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST : 640-BOGOTA

- (A) COMMERCIAL SECTION WAS HEAVILY INVOLVED IN PREPARATION OF ITINERARY FOR DEPUTY MINISTER BERGERON OF THE MINISTERE DU COMMERCE EXTERIEUR DU QUEBEC ON JUNE 6-7 AND ACCOMPANIED HIM TO ALL MEETINGS TOGETHER WITH AMBASSADOR.
- (B) LAST WEEK OF REPORTING PERIOD COINCIDED WITH "CANADA WEEK" ACTIVITIES IN BOGOTA PRIOR TO JULY 1. COMMERCIAL SECTION WAS CHARGED BY AMBASSADOR TO ORGANIZE SEMINAR/LUNCH FOR LEADING MEDIA & BUSINESS PEOPLE TO OUTLINE CANADIAN TRADE PROMOTION PROGRAMS & AGENCIES (I.E. EDC, CIDAINC, TFO, CESO)
- (C) COMMERCIAL SECTION CONTINUED TO DEVOTE CONSIDERABLE TIME TOWARDS MARKETING SUPPORT FOR LAVALIN BID FOR BOGOTA METRO.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 635-BRASILIA

001-AGRI & FOOD PRODUCTS & SERVICE  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TECHNICAL COOPERATION PROGRAM (EITHER THROUGH CIDA III OR CIDA INSTITUTIONAL PROGRAM) WITH GOATBREEDING ASSOCIATIONS IN NORTH-EAST STATES.

INCREASED ANNUAL SALES OF LIVE ANIMALS AND GENETIC MATERIAL OF \$1,500,000.

COOPERATION AGREEMENT BETWEEN CANADIAN HOLSTEIN ASSOCIATION AND BRAZILIAN MINISTRY OF AGRICULTURE.

FACILITATE APPROVAL PROCESS OF HOLSTEIN DAIRY CATTLE SELECTED FOR IMPORT OF \$5,000,000.

DELIVERY OF SEED POTATOES FOR BRAZILIAN NATIONAL SEED POTATO TESTING PROGRAM.

PENETRATION (ESPECIALLY IN CASE OF INDUSTRIAL VARIETIES) INTO BRAZILIAN SEED POTATO MARKET OF \$1,000,000.

VISIT TO CANADA OF BRAZILIAN MINISTRY OFFICIAL TO INVESTIGATE CDN BEEF CATTLE INDUSTRY.

PENETRATION OF BRAZILIAN BEEF CATTLE MARKET (PIEDMONTESE, HEREFORD, SHAVER BEEFOLEND) OF \$4,000,000.

FOLLOW UP TO TECHNICAL DAIRY CATTLE SEMINARS HELD IN MARCH 1987.

INCREASED SALES DAIRY CATTLE BREEDING STOCK OF \$3,000,000.

MARKETING TRIP IN COMPANY OF YAKULT (SEMEX REP) TO RELATIVELY NEW AND UNTAPPED TERRITORIES IN NORTHEAST.

INCREASE SALES OF QUALITY DAIRY CATTLE BREEDING STOCK OF \$500,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CANADIAN STAND AT GOIANIA INTERNATIONAL LIVE-STOCK SHOW.

FOR THIRD YEAR RUNNING EMBASSY HAD STAND AT GOIANIA SHOW. ONE HOLSTEIN HEIFER FROM RECENT IMPORT OPERATION WAS DECLARED CHAMPION IN THIS YEAR'S SHOW.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 635-BRASILIA

005-COMM. & INFORM. EQP. & SERV  
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UNCOMPLETED CIDA-FINANCED PROGRAM FOR INSTALLATION OF SARSAT  
GROUND STATION (LUT).

SALE OF ONE OR TWO ADDITIONAL GROUND STATIONS  
AND LOCATOR BEACONS OF \$10,000,000.

SPAR PROPOSAL TO DEVELOP LOW COST/LOW CAPACITY EARTH TERMINAL IN  
COOPERATION WITH BRAZILIAN INDUSTRY

IMPORTANT NEW PRODUCT DEVELOPMENT FOR SPAR &  
SIGNIFICANT SALES IN BRAZIL AND THIRD MARKETS  
OF \$20,000,000.

SEND SENIOR PLANNING OFFICIALS FROM MINISTRY OF COMMUNICATIONS AND  
TELEBRAS TO CANADA.

INCREASED AWARENESS OF CANADIAN EXPERIENCE  
IN ADVANCED TELECOM TECHNOLOGY OF \$5,000,000.

TELEBRAS OFFICIAL TO PARTICIPATE IN DOC ISDN TRIALS.

FUTURE SALES OF ISDN CHIPS AND CONSULTING  
SERVICES OF \$5,000,000.

VISITS TO STATE METEOROLOGY AGENCIES TO MARKET CDN REMOTE SENSING  
EQUIPMENT AND SERVICES.

INCREASED SALES OF GREGORY GEOSCIENCE  
MACDONALD DETWILER & OTHER EQUIPMENT OF  
\$10,000,000.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITE TELECOM PLANNING OFFICIALS TO CANADA.  
INVITE TELEBRAS PRESIDENT ALMIR DIAS TO CANADA.  
ORCHESTRATE LARGE CANADIAN PRESENCE AT AMERICAS  
TELECOM 88.

BOTH PLANNING OFFICIALS MISSION TO CDA & DIAS  
VISIT WELL EXECUTED. EXCELLENT FEEDBACK IN BOTH  
CASES. MINISTERIAL MISSION TO AMERICAS TELECOM  
88 PROVIDED DESIRED PROFILE FOR CDN PARTICIPA-  
TION IN TELECOM SECTOR.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 635-BRASILIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SIGNING OF COOPERATION-AGREEMENT BETWEEN GOVERNMENT FEDERAL DISTRICT AND TTCL/SCTUM.

ASSIST IN PACKAGING CDN BID FOR PARTICIPATION IN BRASALIA MASS TRANSIT PROJECT OF \$50,000,000.

EMBASSY TO WORK CLOSELY WITH LAVALIN TO INTRODUCE UTDC LRT TECHNOLOGY TO EBTU AND TO ENCOURAGE RELATIONSHIP BETWEEN LAVALIN AND LOCAL PARTNER.

CANADA WILL BE BETTER POSITIONED TO MAKE SERIOUS BID FOR BRASILIA OR OTHER MASS TRANSIT PROJECTS.

EMBASSY TO PROMOTE EARLY VISIT TO CANADA OF NEW MINISTER FOR URBAN DEVELOPMENT AND PRESIDENT OF EBTU.

INCOMING MINISTERIAL MISSION WILL PROVIDE HIGH PROFILE EXPOSURE TO CDN TECHNOLOGY.

FOLLOW UP WITH MUNICIPAL AUTHORITIES IN SALVADOR, GOIANIA, BELO HORIZONTE, VITTORIA RE. PLANS FOR URBAN TRANSIT SYSTEMS.

INCREASE AWARENESS OF CDN LRT TECHNOLOGY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP ON MARCH 88 LAVALIN VISIT RE SALVADOR/BRASILIA/PORTO ALEGRE LRT PROJECTS.

FINAL DRAFT OF NATIONAL MASS TRANSIT PLAN COMPLETED AND DISTRIBUTED IN CANADA. ADDITIONAL CONTACTS WITH SULTEPA MADE ON BEHALF OF LAVALIN.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST : 635-BRASILIA

007-POWER & ENERGY EQUIP. & SERV.  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

RENEW MOU BETWEEN BRAZILIAN AND CANADA GOVERNMENTS RE CDN PARTICIPATION IN FUTURE HYDRO PROJECTS.

IDENTIFY EXPORT OPPORTUNITIES FOR CGE GENERATORS OF \$20,000,000.

FOLLOW-UP WITH ELECTRONORTE AND CHESF RE THEIR NEED FOR PDA TECHNOLOGY.

EXPORT SALES OF \$10M OVER NEXT THREE YEARS.

CONTINUE TO REPORT ON IFI - FINANCED PROCUREMENT BY BRAZILIAN UTILITIES.

ADDITIONAL SALES OF NETWORK PROTECTORS AND OTHER EQUIPMENT OF \$10,000,000.

FOLLOW UP ON ELECTROBRAS INCOMING ENVIRONMENTAL MISSION.

POTENTIAL SALE OF ENVIRONMENTAL CONSULTING SERVICES OF \$5,000,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP POTENTIAL SALES OPPORTUNITIES WITH ELETRONORTE AND CEMIG AND CHESF ON BEHALF OF FES INTERNATIONAL.

FES SALE TO ELETRONORTE (US\$700,000) IS IMMINENT. FINANCING TO BE ARRANGED THROUGH EDC. SALE TO CEMIG (US\$700,000) ALSO ANTICIPATED IN SHORT TERM. WB FINANCING.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----





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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST : 635-BRASILIA

AMERICAS TELECOM 88 - MINISTER CADIEUX VISIT.  
REPORT ON BRAZILIAN MINING LEGISLATION.  
DETAILED WHEAT REPORT  
REPORT ON COMMERCIAL BANK RESCHEDULING AGREEMENT.  
RECRUITMENT TO FILL COMMERCIAL OFFICER VACANCY.  
PREPARED BRIEFING NOTES, PROGRAMS AND ACCOMPANIED AUTOMOTIVE  
STUDY TOUR (BRASILIA PORTION).  
ATTENDED WORLD BANK SEMINAR ON TRADE LIBERALIZA'N IN BRAZIL.  
TRADE NEGOTIATIONS OFFICE VISIT TO BRASILIA - BRIEFING TELS  
-PROGRAM PREPARATION AND PARTICIPATION.  
CANADA/BRAZIL TEXTILE CONSULTATIONS - BRIEFING AND PROGRAM  
PREPARATION.  
LAW OF SIMILARS - EXTENSIVE RESEARCH CONDUCTED ON BEHALF OF  
TND AND QVAT.  
INTERNATIONAL TROPICAL TIMBER ORGANIZATION MEETING IN RIO  
DE JANEIRO.

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 : 658-BRIDGETOWN

001-AGRI & FOOD PRODUCTS & SERVICE  
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE FURTHER SALES OF BREEDING STOCK TO CO-OPERATIVES, INDIVIDUAL FARMERS AND GOVT AGENCIES; PART OF AGRICULTURAL DIVERSIFICATION PROGRAM AWAY FROM SUGAR.

FURTHER SALES OF BREEDING STOCK AND CONSULTING SERVICES, MACHINERY AND EQUIPMENT.

PROMOTION WITH MIN. OF AGRICULTURE AND MAJOR INDUSTRIAL GROUPS OF AT LEAST TWO NEW JOINT VENTURES IN PROCESSING OF AGRICULTURAL PRODUCTS. (COTTON AND FOODS).

ADDITIONAL CANADIAN INVESTMENT AND TECHNOLOGY TRANSFER IN TERRITORY PLUS MATERIALS AND EQUIPMENT FROM CANADA.

PROMOTE CANADIAN PRODUCTS FOR FOODSERVICE INDUSTRY NAMELY HOTELIERS AND WHOLESALERS IN TERRITORY.

NEW BUYING CONNECTIONS AND INCREASED MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROPOSED ONTARIO FOOD SERVICES MISSION TO TERRITORY OCTOBER 88.  
NEW INVESTMENT IN ST. VINCENT - MAPLE LEAF MILLS PROPOSED RENDERING PLANT, BARBADOS.

ONGOING DISCUSSION AND LIAISON WITH OMAF. RICE MILL BUILT AND OPERATIONAL, VALUE EC \$15.0 MILLION.  
WORKING WITH CDN. COMPANY AT GOVERNMENT LEVEL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 658-BRIDGETOWN

015-CONSTRUCTION INDUSTRY  
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUILDING PRODUCTS

CONTINUING EFFORTS WITH CANADIAN TRADING HOUSES SPECIALIZING  
IN CONSTRUCTION MATERIAL AND BUILDERS HARDWARE.

ADDITIONAL SALES, PARTICULAR FROM SMALL TO  
MEDIUM SIZE CANADIAN SUPPLIERS.

PROMOTE ESTABLISHMENT OF JOINT VENTURES WITH CANADIAN CONTRACTORS  
IN AT LEAST THREE ISLANDS IN TERRITORY.

TECHNOLOGY TRANSFER, INVESTMENT FROM CANADA  
PLUS MACHINERY AND EQUIPMENT TO TERRITORY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE EFFORTS WITH CDN. TRADING HOUSES  
SPECIALIZING IN CONSTRUCTION MATERIALS & BLDRS  
HARDWARE. ONGOING LIAISON WITH CARIBBEAN DVLPMNT  
BANK AND EXECUTING AGENCIES ON INFRASTRUCTURE  
PROJECTS.

LIMITED ACTIVITY: 2 CANADIAN FIRMS PREQUALIFIED  
PORT DESIGN STUDY - ST. LUCIA.  
SIZEABLE VOLUME SALES OF IRON DUCTILE PIPE TO  
SEVERAL ISLANDS THIS QUARTER.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 658-BRIDGETOWN

005-COMM. & INFORM. EQP. & SERV  
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FACILITATE CANADIAN INVESTMENT IN DATA ENTRY INDUSTRY WITH  
TERRITORY INDUSTRIAL DEVELOPMENT CORPS.

NEW INVESTMENT AND EQUIPMENT SUPPLY.

CONTINUE TO REINFORCE CANADIAN CAPABILITIES IN TELECOMMUNICATION  
EQUIPMENT AND SERVICES WITH NEW OWNERS OF BARBADOS TELEPHONE CO.

ADDITIONAL SALES.

FACILITATE ADDITIONAL EXPORT FINANCING FOR CANADIAN TELECOMMUNIC-  
ATION AND INFORMATICS EQUIPMENT AND SERVICES.

ADDITIONAL SALES, PARTICULARLY BARBADOS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITATION TO TEMIC, MONTREAL TO BARBADOS  
EXTERNAL TELECOMMUNICATIONS (BET).  
REINFORCE CANADIAN CAPABILITY IN TELECOMMUNICA-  
TIONS EQUIPMENT AND SERVICES WITH BARBADOS  
TELEPHONE CO.

GENERAL MANAGER BET ATTENDED TEMIC SEMINAR.  
POSITIVE REACTION AND REINFORCEMENT CANADIAN  
TECHNOLOGY.  
CABLE SALES REPORTED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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POST : 658-BRIDGETOWN

014-EDUCATION, MEDICAL, HEALTH PROD  
BARBADOS

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	INCREASE ADDITIONAL ACTIVITY BY CANADIAN TRADING HOUSES IN EDUCATIONAL, HEAALTH, MEDICAL SECTOR.	GENERATE MORE SALES IN NUMEROUS SMALL MARKETS IN TERRITORY.
	PROCUREMENT OF EQUIPMENT AND SUPPLIES FOR OECS TECH VOC EDUC TRAINING PROJECT.	ADDITIONAL SALES OF WIDE VARIETY OF EDUCATIO-NAL MATERIALS AND SUPPLIES
	PROMOTE CDN JOINT VENTURE/LICENSING ARRANGEMENT IN PHARMACEUTICAL PRODUCTS,	TECHNOLOGY TRANSFER IN TERRITORY PLUS IMMEDI-ATE MATERIALS PACKAGING AND EQUIPMENT

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 CONTINUING DISCUSSION WITH WORLD BANK AND IADB OFFICIALS ON EDUCATION II PROJECT.	PREQUALIFICATION DECISION ON CONTRACTORS PHASE I FURTHER DELAYED. MAINTAINING WATCHING BRIEF.
	QUARTER: 2 -----	
	QUARTER: 3 -----	
	QUARTER: 4 -----	

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

POST : 658-BRIDGETOWN

WHICH COMPLETED WORKING RESOURCES DURING THE RELOADING PERIOD  
FINISHED BEFORE THE THE RESPECTIVE WORKON COMPLETED VOLUMES  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
ANTICIPATED BUSINESS BELOW OF EXPORT PROMOTION PROGRAM

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST : 658-BRIDGETOWN

- EDC VISIT 6 - 10 MAY.
- SALTED FISH PROMOTION JUNE.
- 7 REPORTS (4 BUDGETS; 3 OTHERS)
- DAIRY/BEEF FARMERS SEMINARS 28 - 30 JUNE.



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POST : 631-BUENOS AIRES

005-COMM. & INFORM. EQP. & SERV  
ARGENTINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

TELECOMMUNICATIONS (INC SPACE)

PARTICIPATE IN J OR SAT II (ARG. PRIVATE/PUBLIC SECTOR INITIATIVE DESIGNED TO BUILD UP CONSTITUENCY AMONG SATELLITE SERVICE END-USERS).

ENCOURAGE CANADIAN MANUFACTURERS TO ESTABLISH JOINT VENTURE FOR TELECOM EQUIPMENT MANUFACTURE FOR RURAL TELEPHONY, AND MEGATEL II 5 MILLION LINE EXTENSION.

COMPLETE MARKET SURVEY OF TELEPHONE CO-OPERATIVES IN INTERIOR OF THE COUNTRY.

ORGANIZE VISIT TO CANADA OF ARGENTINA'S SECRETARY OF COMMUNICATIONS TO MEET DOCOTT COUNTERPARTS AND INDUSTRY REPS.

INITIATE TRAINING IN CANADA OF SEC. OF COMMUNICATIONS SPECIALISTS IN AREAS OF SPECTRUM MANAGEMENT, SATELLITE POLICY AND TELECOMS DEREGULATION.

ENSURE CDN GOVT OFFER TO ARGENTINA TO PREPARE DOMESTIC SATELLITE FEASIBILITY STUDY (IN CONJUNCTION WITH THE CDN PRIVATE SECTOR) FOR ARGENTINA.

ANTICIPATED RESULTS:

ORGANIZATION OF THIS CONFERENCE HAS BEEN DELAYED TO THE FIRST QUARTER 1988. OUR PARTICIPATION COULD INCREASE CDN VISIBILITY IN SATELLITE SECTOR.

MEDIUM- TERM SALES OF RURAL TELEPHONY EQUIPMENT NEEDS.

IDENTIFY CO-OPS MEDIUM AND LONG-TERM EQUIPMENT NEEDS.

PROVIDE SECRETARIAT WITH FIRST-HAND VIEW OF CDN CAPABILITIES AND INITIATE DIALOGUE RE SATELLITE USE.

PROVIDE SECRETARIAT DECISION-MAKERS WITH OVERVIEWS OF CDA ACTIVITIES IN TELECOMS SECTOR & CDN TELECOMS CAPABILITIES.

PROVIDE CDN PRIVATE SECTOR WITH INSIDE TRACK ONCE ARG GOVT GOES AHEAD WITH DOMESTIC SATELLITE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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POST : 631-BUENOS AIRES

012-PETROCHEM & CHEM PROD, EQP, SERV  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SECTORIAL STUDY OF PETROCHEMICAL AND CHEMICAL INDUSTRY TO TAKE  
ADVANTAGE OF EVENTUAL LIBERALIZATION OF THE SECTOR.

A) TO IDENTIFY REQUIREMENTS & MARKETING CHAN-  
NELS. B) TO INCREASE NO. OF CDN COYS ACTIVE IN  
MARKET. C) TO INCREASE NO. OF REPS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 631-BUENOS AIRES

011-OIL & GAS EQUIPMENT, SERVICES  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:  
TO ESTABLISH AND MAINTAIN CONTACTS WITH HOUSTON PLAN OPERATORS.

ANTICIPATED RESULTS:  
TO IDENTIFY POTENTIAL FOR CANADIAN EXPORTERS  
AND INTRODUCE THEM TO OPERATORS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTERLY RESULTS REPORTED:

TO IDENTIFY NEEDS & MARKETING CHANNELS BY  
TO INCREASE NO. OF COYS IN MARKET. C/D TO IN-  
CREATE NO. OF REPRER A  
TO INCREASE NUMBER OF REPRESENTATIONS IN  
MARKET.

QUARTERLY RESULTS REPORTED

QUARTERLY RESULTS REPORTED

QUARTERLY RESULTS REPORTED

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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REPORT 4  
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POST : 631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REPORT ON SEGBA'S DISTRIBUTION SYSTEM EXPANSION PROJECT WAS NOT COMPLETED, AS LOCAL DECISION TO SOURCE FROM LOCAL INDUSTRY VIRTUALLY PRECLUDES CDN PARTICIPATION.

THE STUDY FOR THE FEDERAL ENERGY SECRETARIAT'S POWER ENGINEERING PROJECT IS BEING CARRIED OUT BY LOCAL EXPERTS.

REPORT ON UP-DATED SCHEDULE OF TENDERS FOR SUPPLY OF SECONDARY EQUIPMENT FOR YACYRETA & PIEDRA DEL AGUILA HYDRO PROJECTS.

CDN SUPPLIERS WILL BE ALERTED ON BUSINESS OPPORTUNITIES, WITHIN PROJECTS FINANCED BY IADB, IBRD AND EDC.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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



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POST : 631-BUENOS AIRES

014-EDUCATION, MEDICAL, HEALTH PROD  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IDENTIFICATION REQUIREMENTS (HOSPITAL EQUIPMENT) REF. IADB PROJ.

A) TO INTEREST POTENTIAL CDN SUPPLIERS  
B) TO PROMOTE GROUP APPROACH. C) TO FACILITATE  
PACKAGE BIDDING AND FINANCING.

MEDICAL EQUIPMENT MARKET SURVEY

A) TO IDENTIFY NEEDS & MARKETING CHANNELS. B)  
TO INCREASE NO. CDN COYS IN MARKET. C) TO IN-  
CREASE NO. OF REPRES. A

TO ORGANIZE MEDICAL EQUIPMENT CATALOGUE SHOW

TO INCREASE NUMBER OF REPRESENTATIONS IN  
MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :631-BUENOS AIRES

001-AGRI & FOOD PRODUCTS & SERVICE  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

POST WILL ATTEND THE YEARLY FESTIVAL OF HOLSTEIN CATTLE AT VILLA MARIA (CORDOBA) WITH PROMOTIONAL MATERIAL AND TO PRODUCE A DATA BASE OF POTENTIAL CUSTOMERS.

SEEDS & SPECIAL CROPS

SECTORIAL STUDY, SEEDS AND SPECIAL CROPS (ACTIVITY WAS DELAYED DUE TO OTHER COMMITMENTS AND POSTPONEMENT OF EVENTUAL MISSION TO FY 88/89).

SEMI & PROCESSED FOOD & DRINK

SEMI PROCESSED AND PROCESSED FOOD MARKET SURVEY

ANIMAL FEED ADDITIVE SECTORIAL STUDY

ANTICIPATED RESULTS:

INCREASE OUR PROFILE AND BETTER PENETRATION OF POTENTIAL MARKET PLUS INCREASED SALES.

A)TO IDENTIFY REQUIREMENTS & MARKETING CHANNELS. B)TO INCREASE NUMBER OR REPS OF CDN COS IN MARKET PLACE.

A)TO IDENTIFY IMPORT NEEDS AND MARKETING CHANNELS. B)TO INCREASE CDN COYS AND REPS. IN MARKET

A)TO IDENTIFY REQUIREMENTS & MARKETING CHANNELS. B)TO INCREASE NO. OF CDN COS ACTIVE IN MARKET. C)TO INCREASE NUMBER OF REPS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PARTICIPATION TO YEARLY FESTIVAL OF HOLSTEIN CATTLE AT VILLA MARIA WITH PROMOTIONAL MATERIAL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

PARTICIPATION HAS INCREASED CDA PROFILE WITH LOACL INDUSTRY. - 148 SPECIFIC TRADE ENQUIRIES - \$80,000/\$100,000 IN SALES (SEMEX)



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POST : 631-BUENOS AIRES

001-AGRI & FOOD PRODUCTS & SERVICE  
URUGUAY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CIDA FUNDED STUDY FOR IRRIGATION PROJECT IN RELATION TO POTATO CULTIVATION, INCLUDING DEMONSTRATION IN SITU OF CDN TECHNOLOGY IN THIS AREA.

CIDA FUNDED STUDY FOR POTATO STORAGE TECHNOLOGY AND WHICH COULD BE THE BEGINNING OF AN INDUSTRIALIZATION PLAN FOR THE POTATO INDUSTRY.

ANTICIPATED RESULTS:

KEEP OUR PRESENT HIGH MARKET SHARE.

KEEP OUR PRESENT HIGH MARKET SHARE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 TO INITIATE CIDA FUNDED STUDY FOR IRRIGATION PROJECT IN RELATION TO POTATO CULTIVATION

QUARTER: 1 TO INITIATE CIDA FUNDED STUDY FOR POTATO STORAGE FACILITIES AS A BEGINNING OF AN INDUSTRIALIZATION FOR THE POTATO INDUSTRY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CIDA FUNDING HAS BEEN APPROVED AND PROJECT INITIATED. WILL HELP KEEP OUR PRESENT HIGH MARKET SHARE & SHOULD LEAD TO SALES OF CDN IRRIGATION EQUIPMENT.

CIDA FUNDING HAS BEEN APPROVED AND PROJECT INITIATED. WILL HELP KEEP OUR PRESENT HIGH MARKET SHARE AND SHOULD LEAD TO SALES OF CDN SERVICES AND EQUIPMENT.

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POST : 631-BUENOS AIRES

014-EDUCATION, MEDICAL, HEALTH PROD  
URUGUAY

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:  
MARKET SURVEY, MEDICAL AND BIOLOGICAL PRODUCTS

ANTICIPATED RESULTS:

A) TO IDENTIFY NEEDS & MKTG CHANNELS. B) TO INCREASE NUMBER OF CDN COYS IN MARKET & NUMBER OF REPRESENTATIONS.

MARKET SURVEY, MEDICAL EQUIPMENT

A) TO IDENTIFY NEEDS & MARKETING CHANNELS  
B) TO INCREASE NUMBER OF CDN COYS IN MARKET AND NUMBER OF REPS.

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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



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POST : 631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.  
URUGUAY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

TOP LEVEL EMBASSY SUPPORT OF EFFORTS BY CONSULTING COMPANY LAVALIN, IN ORDER TO OFFSET STRONG POSITION GAINED BY FRENCH CONSULTANTS.

ANTICIPATED RESULTS:

AWARD OF CONSULTANCY CONTRACT FOR GABRIEL TERRA REHABILITATION, WHICH COULD LEAD TO A) TRANSMISSION LINES CONSULT. & B) SPEC. OPPORT. FOR CDN SUPPLIERS OF EQPT/MAT. FOR BOTH PROJ.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 TO SUPPORT LAVALIN INT REF GABRIEL TERRA DAM PROJECT TO OFFSET STRONG POSITION GAINED BY FRENCH CONSULTANTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

LAVALIN HAS BEEN PRE-QUALIFIED. REPRESENTATIONS ON BEHALF OF CDN COMPANY HAVE BEEN MADE AT HIGHEST LEVELS (PRESIDENT, VICE PRESIDENT, FOREIGN AND ENERGY MINISTERS).

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

POST :631-BUENOS AIRES

- TNO CONSULTATIONS IN BAIRS MAY 3-4 (DT)
- CIDA/INC MARKETING MISSION MAY 16-30 (DT/BP)
- QUEBEC TRADE MISSION JUNE 13-17 (DT/DH/BP/HG)
- VISIT DEPUTY MINISTER TRADE, QUEBEC JUNE 11-17 (DT)
- FOREST FIRE SEMINAR JUNE 17 (DT/HG)
- JEC PREPARATION



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POST : 643-CARACAS

001-AGRI & FOOD PRODUCTS & SERVICE  
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

DAIRY CATTLE MGT WORKSHOPS 2 PER YEAR

INCREASE MKT SHARE

SCIENTISTS AND PATHOLOGISTS INTERCHANGES

IMPROVE UNDERSTANDING OF CDN HEALTH STATUS  
AND VERIFICATION TESTING PROCEDURES PRIOR  
TO EXPORT.

MARKET EVALUATION OF SEED POTATO SALES OPPORTUNITIES IN ANDEAN  
REGION

INCREASE TOTAL MARKET SHARE TO 90%.

PROMOTION AT TRIAL SITE

MAINTENANCE OF MARKET SHARE

TECHNICAL COOPERATION ON PLOT WORK TO ENSURE  
APPROPRIATE RESULT.

MAINTENANCE OF MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FARM VISITS AND SEMINARS TO PROMOTE CATTLE SALES

CONTINUED SALES SUCCESS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
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POST : 643-CARACAS

005-COMM. & INFORM. EQP. & SERV  
VENEZUELA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	TELECOMMUNICATIONS (INC SPACE)	
	FINDING MORE AGENTS TO REPRESENT CDN COMPANIES	INCREASE IN NUMBER OF CANADIAN COMPANIES REPRESENTED
	COMPUTERS, SOFTWARE & SYSTEMS	
	CONTINUE SEARCHING FOR ADEQUATE REPRESENTATIVES FOR CANADIAN COMPANIES IN THE FIELD OF HARDWARE AND SOFTWARE	OBTAIN GREATER NUMBER OF VENEZUELAN FIRMS REPRESENTING CANADIAN COMPANIES AS LOCAL AGENTS.
	CONTINUE PROMOTING CANADIAN SOFTWARE TO PETROLEUM INDUSTRY.	CREATE SALES OF CANADIAN SOFTWARE TO PETRO-LEUM INDUSTRY OF \$1-2 MILLION.
	CONTACT VENEZUELAN INFORMATICS COMPANIES TO PROMOTE POSSIBLE JOINT VENTURES.	INCREASE CANADIAN POTENTIAL OF ENTERING HIGH-LY COMPETITIVE MARKET.

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

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REPORT 4

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN



REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 643-CARACAS

009-FOREST PRODUCTS, EQUIP, SERVICES  
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST HAS BEEN REPORTING ON NEWSPRINT & PULP MARKET DEVELOPMENT,  
PULP & NEWSPRINT PROJECT AND IS IN THE PROCESS OF FOLLOWING UP.

INCREASED AWARENESS & RECOMMENDATIONS TO  
CANADIAN SUPPLIERS ON MARKET STRATEGY.

CONTINUE TO ASSIST CANADIAN BIDDERS ON UVERITO PROJECT.

OBTAIN CONTRACT FOR A CANADIAN CO. POTENTIAL  
SUPPLY OF CDN SERVICE AND EQUIPMENT WORTH  
\$300 MILLION.

TO CONDUCT A NEWSPRINT & PULP MARKET SURVEY.

MAINTAIN KNOWLEDGE OF MARKET AND REPORT CHANGES AND SITUATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DRINDCO PULP AND PAPER PROJECT. -ASSISTED  
ABITIBI PRICE AND CONSOLIDATED BATHURST BY  
CALLING ON MINISTERS, NEWSPAPER OWNERS AND  
OFFICIALS.

ABITIBI PRICE SELECTED AS ONE OF PARTNERS IN  
\$500 MILLION PROJECT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 643-CARACAS

003-GRAINS AND OILSEEDS  
VENEZUELA

<p>PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:</p> <p>DEDICATE MORE TIME TO INVOLVING CANOLA MARKET.</p> <p>REPRESENTATIONS TO VEN GOV TO ALLOW FEED WHEAT AND BARELY.</p> <p>REPRESENTATIONS TO INCREASE LIMIT OF 10% OF FOB PRICE FOR SHIPPING COST PREFERENTIAL DLRS.</p>	<p>ANTICIPATED RESULTS:</p> <p>INTRODUCTION OF CANOLA TO VENEZUELA</p> <p>ACCESS FEED MARKET.</p> <p>IMPROVE CDN COMPETITIVENESS AS LONG DISTANCE EXPORTER.</p>
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<p>TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:</p> <p>QUARTER: 1 -----</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 -----</p> <p>QUARTER: 4 -----</p>	<p>QUARTERLY RESULTS REPORTED:</p>
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REPORT 4  
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003-GRAINS AND OILSEEDS  
VENEZUELA



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST : 643-CARACAS

INFORMATION BOOTH AT VENEXPORT. ORGANIZED AND STAFFED  
BOOTH IN VENEZ TRADE SHOWS EMPHASIZING CDN HIGH PRODUCTS.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 646-GUATEMALA

007-POWER & ENERGY EQUIP. & SERV.  
GUATEMALA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	CLOSE MONITORING OF THE NATIONAL MINI-HYDRO MASTER PLAN AIMING TO INVOLVE MORE CDN. COMPANIES	CDN. COMPANY PARTICIPATION

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
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- |            |  |   |
|------------|--|---|
| QUARTER: 1 | TO ENSURE FULL SUPPORT TO SNC/ACRES CONSORTIUM IN THEIR EFFORTS TO OBTAIN CONTRACT FOR FEASIBILITY STUDIES FOR GUATEMALA'S SMALL HYDRO PROGRAM                         | SNC/ACRES PROPOSAL FOR THE SAMALA SMALL HYDRO PROJECT WAS RECENTLY AWARDED TO THEM AND PRESENTLY NEGOTIATING CONTRACT WORTH APPROX CDN \$ 7 MILLION.                                |
| QUARTER: 1 | TO LIAISE WITH MINISTRY OF ENERGY FOR OTHER OPPORTUNITIES FOR CDN CONSULTANTS TAKING ADVANTAGE OF THEIR PRESENT PARTICIPATION IN ELABORATING STUDIES FOR THE MINISTRY. | WE UNDERSTAND THAT D.B. PIPETECH OF ALBERTA HAS BEEN NEGOTIATING AN INLAND TUCKING TARIFF STUDY WITH THE MINISTRY, AS A RESULT OF THEIR PARTICIPATION IN OTHER ACTIVITIES FOR THEM. |
| QUARTER: 1 | TO IDENTIFY FURTHER OPPORTUNITIES AND SUPPORT ENDEAVOURS BY CANADIAN CONSULTANTS IN OTHER ELECTRICAL GENERATION PROJECTS.  | SNC SUBMITTED PROPOSAL FOR COMPLEMENTARY STUDIES FOR CHULAC HYDRO PROJECT WITH SOLID POSSIBILITIES OF OBTAINING CONTRACT.   |
| QUARTER: 2 | -----  |   |
| QUARTER: 3 | -----  |   |
| QUARTER: 4 | -----  |   |

REPORTING PERIOD: FROM 1 OCTOBER 1987 TO 30 SEPTEMBER 1988  
 REPORTING OFFICE: MISSION GUATEMALA  
 REPORTING OFFICER: [Name]  
 APPROVED: [Signature]  
 DATE: 10/21/88



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 646-GUATEMALA

012-PETROCHEM & CHEM PROD, EQP, SERV  
GUATEMALA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INTIMATE FOLLOW-UP ON ENGINEERING CONSTRUCTION & EQPT. STAGES OF  
EL PENATE PIPELINE & STORAGE TANKS

SALES OF SERVICES & EQPT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

- QUARTER: 5 -----
- QUARTER: 6 -----
- QUARTER: 7 -----

ACTIVITIES PROPOSED IN POST PLAN:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTERLY RESULTS REPORTED:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

QUARTER: 7 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 646-GUATEMALA

001-AGRI & FOOD PRODUCTS & SERVICE  
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROMOTION OF SALES OF DAIRY & BEEF CATTLE.  
CONTINUED MARKETING EFFORTS FOR FURTHER INTRODUCTION OF SWINE STOCK TO GUATEMALA.

MAKE INITIAL SALES OF CATTLE.  
INITIAL SALES OF SWINE STOCK.

TRACKING: INVESTIGATE PROSPECTS FOR WHEAT SALES & OTHER GRAINS AS WELL AS EQPT. IN THE AGRICULTURE SECTOR.

IDENTIFICATION OF WHEAT MARKET AND COMPETITION. INCREASE AGRIC. EQUIPMENT SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED PROMOTIONAL EFFORTS TO INCREASE SWINE LIVESTOCK SALES TO GUATEMALA.

COORDINATING INCOMING TRIP WITH GUATEMALAN SWINE BREEDERS ASSOCIATION TO LEARN ABOUT CANADIAN CAPABILITIES AND PURCHASE OF BREEDING STOCK.

QUARTER: 2 ----- IDENTIFY FURTHER OPPORTUNITIES AND SUPPORT

QUARTER: 3 ----- OBTAIN FURTHER INFORMATION ON OTHER

QUARTER: 4 -----



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

POST : 646-GUATEMALA

017-SERVICE INDUSTRIES  
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED SUPPORT AND FOLLOW-UP ON LONG OVERDUE  
FEGUA OBLIGATION WITH GOVERNMENT AUTHORITIES.

GUATEMALAN GOVERNMENT DIRECTOR OF EXTERNAL  
FINANCE PLANNING TRIP TO CANADA IN MID-JULY TO  
NEGOTIATE POSSIBLE SOLUTION TO FEGUA OUTSTANDING  
OBLIGATION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TECHNICAL PRESENTATIONS TO COMMUNICATION EXPERTS AND UNIVERSITIES  
AND BARRIAGO ON COM CAPABILITIES.  
OBTAIN T.V COVERAGE NATIONWIDE - EXPOSE COM  
TECHNICIANS TO COM CAPABILITIES & INFLUENCE  
COMB AND USERS TO BUY COM PRODUCTS.  
REACH KEY DECISION MAKERS - INTRODUCE NEW COM  
PRODUCTS TO COMB CLIENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAINTAIN PRESENCE OF RENE ARRIAGA IN THE MAR-  
KET BY ASSISTING THEM IN THEIR DEALINGS WITH  
LOCAL BUYERS.  
PROMOTE SALES OF OTHER COMMUNICATIONS RELATED

TELCEL IS CURRENTLY NEGOTIATING ADDITIONAL SALES  
OF 2-5 TEL SYST FOR CUBANACAN. 2 AN OFFICER IN  
GENERAL CDA VISITED HAVANA TO PROMOTE SALES OF  
TELECOM RELATED EQUIP. PARTICULARLY 1 FIELD OF  
EQUIP DESIGNED TO EXTRACT MOISTURE IN TEL LINES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TECHNICAL PRESENTATIONS TO COMMUNICATION EXPERTS AND UNIVERSITIES  
AND BARRIAGO ON COM CAPABILITIES.  
OBTAIN T.V COVERAGE NATIONWIDE - EXPOSE COM  
TECHNICIANS TO COM CAPABILITIES & INFLUENCE  
COMB AND USERS TO BUY COM PRODUCTS.  
REACH KEY DECISION MAKERS - INTRODUCE NEW COM  
PRODUCTS TO COMB CLIENTS.

POST : 646-GUATEMALA

WHICH COMPLETED BUSINESS NEGOTIATIONS DURING THE REPORTING PERIOD  
LISTED BELOW ARE THE OBJECTIVE AND/OR ACHIEVED ACTIVITIES

REVISIONS  
REVISIONS

ON REPORTING PERIOD FOR FISCAL YEAR 88  
BUSINESS NEGOTIATIONS ON EXPORT PROMOTION PROGRAM

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST : 646-GUATEMALA

PARTICIPATION IN "FOREIGN INVESTMENT IN GUATEMALA" SEMINAR  
HOSTED BY THE INT'L ASSOC OF ECONOMIC SCIENCE STUDENTS.  
(2) ATTENDANCE TO AGRICULTURAL EQUIP EXPO - AGROEXPO - HELD  
IN GUATEMALA CITY IN MAY.  
(3) CONTINUED SUPPORT TO MACMILLAN BLOEDEL IN THEIR DEBT  
NEGOTIATIONS WITH LOCAL NEWSPAPERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

QUARTER 1 CONTINUED PROMOTIONAL EFFORTS TO INCREASE SWINE  
LIVESTOCK SALES TO GUATEMALA

QUARTER 2

QUARTER 3

QUARTER 4

QUARTERLY RESULTS REPORTED:

COORDINATING INCOMING TRIP WITH GUATEMALAN  
SWINE BREEDERS ASSOCIATION TO LEARN ABOUT  
CANADIAN CAPABILITIES AND PURCHASE OF BREEDING  
STOCK.

OFFICIALS  
NEGOTIATING LOGGING CONTRACTS IN LEGAL ENVIRONMENT  
ADVISE GOVERNMENT IN MID-1988 TO  
CONSIDER GOVERNMENT DIRECTION OF EXPORTS

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MISSIONS ABROAD FOR FISCAL YEAR 88  
EXPORT PROMOTION PROGRAM



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 653-HAVANA

005-COMM. & INFORM. EQP. & SERV  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

TECHNICAL SEMINAR BY TELECOM MANUFACTURER.

TO INSPIRE CUBAN CONFIDENCE IN THIS NEW TECHN - EXPOSE 60 KEYS USERS TO MANUF'RS PROD. LICENSE MANUF'G AGREEM WITH MINBAS - CONVINE MINAG TO BUY SYST. - REFRESH KNOWL OF CUBAN OFF'S WHO

SPILSBURY SEMINAR

INTROD. 75 TECHNICIANS TO THEIR EQPT. - COUNTERCAT PROMOTIONAL EFFORTS OF COMPETITORS. - IDENTIFY JOINT VENTURE WITH MINISTRY OF COMMUNICATION.

ORGANIZE PRESENTATIONS TO COMMUNICATION EXPERTS AND UNIVERSITIES IN HAVANA AND SANTIAGO ON CDN CAPABILITIES.

OBTAIN T. V. COVERAGE NATIONWIDE - EXPOSE CUBAN TECHNICIANS TO CDN CAPABILITIES & INFLUENCE CUBAN END USERS TO BUY CDN PRODUCTS.

ORGANIZE MAIL CAMPAIGN OF CDN COMPANY BROCHURES.

REACH KEY DECISION MAKERS - INTRODUCE NEW CDN PRODUCTS TO CUBAN CLIENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAINTAIN PRESENCE OF MITEL/MICROTEL IN THE MARKET BY ASSISTING THEM IN THEIR DEALINGS WITH LOCAL BUYERS. PROMOTE SALES OF OTHER COMMUNICATIONS RELATED.

MITEL IS CURRENTLY NEGOTIATING ADDITIONAL SALES OF 5-6 TEL SYST FOR CUBANACAN. 2. AN OFFICER FM GEN CAB CDA VISITED HAVANA TO PROMOTE SALES OF TELECOM RELATED EQPT, PARTICULARLY 1 PIECE OF EQPT DESIGNED TO EXTRACT MOISTURE FM TEL LINES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 653-HAVANA

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TESTING OF ASBESTOS BY CUBAN TECHNICIANS

CONVINCE CUBANS THAT ASBESTOS IS A SAFE PROD. AGREEMENT THAT CDN ASBESTOS IS SAFER THAN ASBESTOS FM BRAZIL. - INCREASE SALES BY ONE-THIRD.

SEMINAR ON LIGHTING EQUIPMENT. FOLLOW UP SEMINAR ON ASBESTOS. SEMINAR ON SOLAR ENERGY.

EXPLAIN TECHNOLOGY INVOLVED AND GAIN ACCEPTANCE OF CDN PRODUCTS. - MINIMIZE EFFECTS OF COMPETITION.

IDENTIFY AND CONTACT ENLARGED NUMBER OF END USERS WITH HELP OF MINBAS AND NATIONAL ENERGY COMMISSION.

DISSEMINATE INFORMATION ON CDN CAPABILITIES. IDENTIFY NEW PROJECTS. - INFLUENCE PURCHASE DECISIONS.

DISTRIBUTION OF COMPANY CATALOGUES.

ENSURE KEY CUBAN OFFICIALS AWARE OF LATEST CDN PRODUCTIONS.

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 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 653-HAVANA

015-CONSTRUCTION INDUSTRY  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

40 STOREY BUILDING PROJECT FOR CUBAN GOVERNMENT (CECE).

CDN COMPANY WILL BE AWARDED DESIGN TESTING CONTRACT. CDN COMPANIES WILL BE INVITED TO BID ON CONSTRUCTION CONTRACT.

TOURIST INDUSTRY CONSTRUCTION AND RENOVATION PROJECTS.

CANADIANS TO RECEIVE REQUEST FOR QUOTATIONS ON VARIOUS SPECIFIC PROJECTS.

PROMOTE JOINT VENTURE POSSIBILITIES

INCREASED CDN INVOLVEMENT IN CONSTRUCTION PROJECTS. - CDN CO-MANAGEMENT OF TOURIST HOTELS AND FOLLOW UP SALES.

PROMOTE NEW FINANCIAL APPROACHES

INCREASED CDN INVOLVEMENT IN CONSTRUCTION PROJECTS. - EXPECTED NUMBER OF CDN COMPANIES INVOLVED IN CUBAN MARKET TO INCREASE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOWED UP WITH CUBANACAN/CUBALSE RE: TOURIST/DIPLOMATIC CONSTRUCTION PROJECTS.

SSSI AWARDED A MAJOR CONTRACT FOR CONSTRUCTION OF NEW DIPLOMARKET IN HAVANA FOR CUBALSE. SSSI ALSO NEGOTIATING GLASS CONTRACT FOR NEW HOTEL IN SANTIAGO.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

EFFECTIVE ECONOMIC EQUIPMENT USED IN 1981 FACILITIES  
IN THE DEPARTMENT OF A IN WHICH SUCH AS COMMERCE AND OTHER  
FOR THE DEPARTMENT OF A IN WHICH SUCH AS COMMERCE AND OTHER  
ONE WILL BE AVAILABLE TO THE DEPARTMENT OF A IN WHICH  
SERVICE INDUSTRY IN THE DEPARTMENT OF A IN WHICH

WHICH COMMERCE AND OTHER  
INDUSTRY IN THE DEPARTMENT OF A IN WHICH

AT MISSIONS ABROAD FOR FISCAL YEAR 88  
CONSISTENTLY REPORTED BY EXPORT PROMOTION PROGRAM

653-HAVANA

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST : 653-HAVANA

SERVICE INDUSTRY: IN JUNE POST COORDINATED A VISIT TO CDA BY ONE NAT'L SPORTS INSTITUTE OFFICIAL; THE OBJECTIVE IS TO FOLLOW UP ON MEETINGS HELD BY CUBAN OFFICIALS WHO VISITED CDA IN FEB 88, PARTICULARLY IN AREAS SUCH AS SCOREBOARD AND OTHER ELECTRICAL/ELECTRONIC EQUIPMENT USED IN SPORT FACILITIES.

ALL BIC-SECTORS

TESTING OF

SEMINAR ON LIGHTING EQUIPMENT. FOLLOW UP SEMINAR ON ASBESTOS.  
SCHEDULED FOR 1989 BY RELAX ENERGY.

IDENTIFY AND CONTACT ENLARGED NUMBER OF END USERS WITH HELP OF  
CUBAN AND NATIONAL ENERGY COMMISSION.

DISTRIBUTION OF COMPANY CATALOGUES.  
DIPLOMATIC COMMISSIONS LAST YEAR.  
SCHEDULED FOR 1989 BY HIGH COMMISSIONERS BE ADVISED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:  
TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1

QUARTER: 2

QUARTER: 3

QUARTER: 4

INDUSTRIAL PROMOTION COMMISSIONS AND RENOVATION PROJECTS

FOR EXPORT BUILDING PROJECTS FOR CUBAN GOVERNMENT (CECE)

ALL BIC-SECTORS

TRACKING: ACTIVITIES UNDERTAKEN IN 1988 YEAR

POST : 653-HAVANA

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

013-CONSUMER PRODUCTS  
BAHAMAS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

DIRECT REPRESENTATIONS TO MAJOR IMPORTERS TO INTEREST THEM IN  
HIGH FASHION CANADIAN CLOTHING

CANADIAN FASHION EVENING/RECEPTION TO BE HELD FEBRUARY 1989.

REPORT TO BE PREPARED ON BAHAMIAN JEWELLERY MARKET AND CIRCULATED  
TO CDN SUPPLIERS.

ANTICIPATED RESULTS:

2 NEW BUYING CONNECTIONS

INQUIRIES FOR CANADIAN PRODUCT BY THREE LOCAL  
FIRMS.

VISIT TO MARKET BY THREE CDN SUPPLIERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTERLY RESULTS REPORTED:

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REPORT 4

WILL CONTINUE SERIES OF MEETINGS WITH MAJOR IMPORTERS OF CANADIAN  
AND CRUISE SHIP FACILITIES TO PROMOTE CANADIAN TOURISM  
WILL VISIT TO CDN GROUP OF CONTRACT FOR CRUISE  
SHIP FACILITIES DESIGN/CONSTRUCTION

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

POST : 657-KINGSTON

015-CONSTRUCTION INDUSTRY  
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INVENTORY OF PLANNED PROJECTS TO BE PREPARED BY JULY 1988 AND CIRCULATED TO CANADIAN COMPANIES.

VISIT TO MARKET BY FOUR FIRMS.

LOCAL EXECUTING AGENCIES TO BE APPROACHED DIRECTLY IN A SERIES OF MARKETING CALLS WITH HIGH COMMISSIONER'S SUPPORT.

EACH PROJECT TO INCLUDE AT LEAST 2 CANADIAN COMPANIES ON PREGUALIFIED LIST.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 657-KINGSTON

015-CONSTRUCTION INDUSTRY  
BAHAMAS

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POST : 657-KINGSTON

OOB-TRANSPORT SYS, EQUIP, COMP, SERV.  
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WILL MEET WITH BAHAMASAIR, MIN OF TRANSPORT AND OTHER INTERESTED PARTIES IN COOPERATION WITH EDC AND DEHAVILLAND TO PROMOTE DASH 8 OPTION. MEETINGS TO BE HELD EVERY TWO MONTHS AT A MINIMUM.

SALE OF 5 DASH 8 AIRCRAFT

WILL CONTINUE SERIES OF MEETINGS WITH PROMOTERS OF PARADISE ISLAND AIRPORT TO PUSH FOR CANADIAN DESIGN AND CONTRUST BID. MEETINGS TO BE HELD EVERY TWO MONTHS.

AWARD TO CDN GROUP OF CONTRACT FOR AIRPORT DESIGN/CONSTRUCTION

WILL CONTINUE SERIES OF MEETINGS WITH PROMOTERS OF BALMORAL ISL- AND CRUISE SHIP FACILITIES TO PUSH FOR CDN DESIGN AND CONSTRUCT BID. MEETINGS TO BE HELD EVERY TWO MONTHS.

AWARD TO CDN GROUP OF CONTRACT FOR CRUISE SHIP FACILITIES DESIGN/CONSTRUCTION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE  
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WILL HOLD "BEVERAGE PRODUCT" RECEPTION IN JUNE 1988. FUNCTION TO BE COMBINATION CATALOGUE SHOW/COCKTAILS.

THREE NEW AGENCIES IN FISCAL 1988/89.

WILL HOLD "PORTION PACK" RECEPTION IN OCTOBER 1988. FUNCTION AS ABOVE.

THREE NEW AGENCIES IN FISCAL 1988/89.

MAKE DIRECT PRESENTATIONS TO MAJOR PROCESSED FOOD IMPORTERS TO INTEREST THEM IN CDN SUPPLIERS AND POSSIBILITY OF BUYING LESS THAN CONTAINER LOADS.

INCREASED PROCUREMENT IN CANADA BY THE FIVE LEADING BAHAMIAN PROCESSED FOOD IMPORTERS.

TRACKING:

QUARTER: 1

TRACKING: 2 ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1

QUARTER: 2

QUARTER: 3

QUARTER: 4

QUARTER: 1

QUARTER: 2

QUARTER: 3

QUARTER: 4

QUARTER: 1

QUARTER: 2

QUARTER: 3

QUARTER: 4

QUARTER: 1

QUARTER: 2

QUARTER: 3

QUARTER: 4

QUARTER: 1

QUARTER: 2

QUARTER: 3

QUARTER: 4

FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM



REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE  
JAMAICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

IN COOPERATION WITH ONTARIO FOOD PRODUCTS MISSION EXPECTED OCT. 1988 HOLD PRODUCT INFORMATION EVENING FOCUSING ON PORTION CONTROL PRODUCTS.

PREPARE IN EARLY 1989 UPDATE TO 1986 FOOD PRODUCTS SURVEY AND CIRCULATE TO MAJOR EXPORTERS.

INVESTIGATE MARKET FOR CANADIAN DAIRY PRODUCTS AND THE POSSIBILITY OF LICENCE MANUFACTURE.

ANTICIPATED RESULTS:

THREE (3) NEW AGENCY AGREEMENTS

ALLOW CDN EXPORTERS TO TAKE ADVANTAGE OF NEW OPPORTUNITIES THAT HAVE DEVELOPED AND CONSUMMATE ADDITIONAL SALES.

MAKE LARGE CDN FIRMS AWARE OF OPPORTUNITIES IN THIS AREA AND ARRANGE AT LEAST ONE LICENCE

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 657-KINGSTON

005-COMM. & INFORM. EGP. & SERV  
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PROVIDE MARKET INFO ON JTC'S REHAB PROGRAM TO EDC AND EXTOTT THAT WILL PROVIDE BASIS FOR ESTABLISHMENT OF TELECOM LINE OF CREDIT IN JAMAICA

MAKE DIRECT REPRESENTATIONS TO JAMAICA TELEPHONE CO IN SUPPORT OF CANADIAN EQUIPMENT SUPPLIERS.

PREPARE MARKET REPORT ON JAMAICAN TELECOM NEEDS IN PERIOD 1988-1992. CIRCULATE TO CANADIAN INDUSTRY.

ANTICIPATED RESULTS:

ESTABLISHMENT OF \$40-60 MILLION EDC LINE OF CREDIT BY MID 1988.

SALES IN 1988-89 OF \$12 MILLION

VISIT TO MKT BY MINIMUM 4 CDN FIRMS INTERESTED IN MARKETING TO JAMAICA TELEPHONE SALES THROUGH LOC.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTERLY RESULTS REPORTED:

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

POST : 657-KINGSTON

005-COMM. & INFORM. EGP. & SERV  
JAMAICA

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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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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 657-KINGSTON

009-FOREST PRODUCTS, EQUIP, SERVICES  
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

SURVEY OF JAMAICAN PACKAGING REQUIREMENTS TO BE CIRCULATED 12/87

VISIT TO MARKET BY MINIMUM 3 CDN EXPORTERS

PRESENTATION TO BE MADE TO JAMAICA COMMODITY TRADING CO ON CDN  
SOFTWOOD LUMBER

DIVERSIFICATION OF JAMAICAN SOURCING FROM  
SOUTHERN PINE BUREAU MEMBERS (USA)

VISIT TO JAMAICA BY TECHNICAL EXPERT FROM COFI OR SIMILAR ORGANI-  
SATION.

DIVERSIFICATION OF JAMAICAN SOURCING FROM  
SOUTHERN PINE BUREAU MEMBERS (USA)

DIRECT FOLLOW UP WITH RECIPIENTS OF PACKAGING SURVEY.

VISIT TO MARKET BY 3 CDN COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 657-KINGSTON

007-POWER & ENERGY EQUIP. & SERV.  
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

WILL ARRANGE FOR PRESENTATION BY ONTARIO HYDRO AT HIGHEST LEVELS OF JAMAICAN GOVERNMENT THEIR PROPOSAL FOR SITING A RECONDITIONED COAL POWER PLANT IN JAMAICA.

ESTABLISH DIRECT CONTACT WITH CANADIAN TRANSMISSION AND DISTRIBUTION EQUIPMENT MFRS TO ADVISE THEM OF POWER IV OPPORTUNITIES.

DIRECT REPRESENTATIONS TO THE PETROLEUM CORP OF JAMAICA REGARDING THE BID OF MACROCAN POWER FOR A COGEN PLANT.

ANTICIPATED RESULTS:

SALE OF RECONDITIONED COAL FIRED POWER PLANT WITH VALUE OF ROUGHLY \$50M.

SOURCING OF MINIMUM \$2.0 M WORTH OF CANADIAN EQUIPMENT FOR PROJECT.

SALE OF \$10.0M WORTH OF POWER GENERATION EQUIPMENT AND SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTERLY RESULTS REPORTED:

TRACKING

ACTIVITIES UNDERTAKEN IN QUARTER

QUARTERLY RESULTS REPORTED

DIRECT REPRESENTATIONS TO THE PETROLEUM CORP OF JAMAICA REGARDING THE BID OF MACROCAN POWER FOR A COGEN PLANT.

SALE OF RECONDITIONED COAL FIRED POWER PLANT WITH VALUE OF ROUGHLY \$50M.

TRACKING

ACTIVITIES UNDERTAKEN IN QUARTER

QUARTERLY RESULTS REPORTED

POST : 657-KINGSTON

007-POWER & ENERGY EQUIP. & SERV.  
JAMAICA

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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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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 639-LIMA

010-MINE, METAL, MINERAL PROD & SRV  
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CIDA LINE OF CREDIT

DEVELOP A LIST OF CANADIAN MINING PRODUCTS WHICH COULD HAVE MARKET IN PERU BUT NOT CURRENTLY BEING EXPORTED HERE.

SECTORAL REPORTS SUCH AS ON: COPPER, TIN, GOLD AND SILVER

INCREASE THE NUMBER OF CANADIAN COMPANIES ON PRELIMINARY STUDIES ALMOST COMPLETED. LINE OF \$14 M SHOULD BE APPROVED.

INCREASE THE VARIETY OF MINING PRODUCTS SALES

INFORM CANADIAN GOVERNMENT AND INDUSTRY OF PERU MINING SITUATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) ASSISTED CDN COS INTERESTED IN PARTICIPATING IN HIERRO PERU TENDER FOR MINING TRUCKS. B) ORGANIZED ASBESTOS SEMINAR. C) ASSISTED SNC IN NEGOTIATIONS WITH CENTROMIN FOR OXYGEN PLANT PROJECT IN LA OROYA.

A) INFORMED THE CCC RE THIS TENDER  
B) SEMINAR HELPED TO BETTER UNDERSTAND HARMLESS USE OF ASBESTOS.  
C) STUDY WAS PRESENTED BY SNC TO CENTROMIN.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :639-LIMA

001-AGRI & FOOD PRODUCTS & SERVICE  
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANADA LIVESTOCK SEMINAR

INCREASE FAMILIARITY WITH CDN LIVESTOCK

SETTING UP INFORMATION SESSIONS WITH LIVESTOCK BREEDERS

RECONFIRM CANADA AS DEPENDABLE SUPPLIER OF  
PUREBRED CATTLE AND SEMEN

CONDUCT MARKET SURVEY TO IDENTIFY POTENTIAL FOR CANADIAN AGRICUL-  
TURE PRODUCTS

TO STIMULATE ADDITIONAL EXPORTS OF PULSES AND  
LIVESTOCK

ORGANIZE VISIT TO ROYAL WINTER FAIR

INCREASE SALES OF DAIRY CATTLE TO \$1.817

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)PRODUCE REPORT ON AGRICULTURE. B)ORGANIZATION  
OF LIVESTOCK SEMINAR/MISSION TO PERU & BOLIVIA.  
C)ASSISTED FONGAL CAJAMARCA FARMERS ON ACQUI-  
SITION OF DAIRY CATTLE.

A)50% COMPLETED FOR JUNE. B)HELPING TO ESTABLISH  
CDA AS DEPENDABLE SUPPLIER OF LIVESTOCK.  
C)MORE PURCHASES OF DAIRY CATTLE TO PERUVIAN  
FARMERS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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REPORT 4



REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 639-LIMA

011-OIL & GAS EQUIPMENT, SERVICES  
PERU

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

INCREASE AND IMPROVE CONTACTS WITH PETROPERU AND PETROMAR, ESPECIALLY WITH THE PROCUREMENT OFFICE OF PETROPERU.

DEVELOP CONTACTS WITH FIELD TECHNICIANS AND PROJECT MANAGERS PARTICULARLY IN TALARA AND IQUITOS.

DEVELOP RELATIONS WITH REPRESENTATIVES/AGENTS INVOLVED IN THE PETROLEUM SECTOR.

ANTICIPATED RESULTS:

INCREASE THE NUMBER OF CANADIAN COMPANIES ON THE ELIGIBLE BIDDERS LIST OF PETROPERU AND PETROMAR.

INCREASE AWARENESS OF CANADIAN CAPABILITIES IN THE OIL AND GAS SECTOR.

INCREASE AWARENESS OF CANADIAN CAPABILITIES IN THE OIL AND GAS SECTOR.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 A)SELECTED INVITEES FOR NAT'L PETROLEUM SHOW 88 (CALGARY): 2 PERUVIAN, 1 BOLIVIAN. B)SELECTED INVITEES FROM PERU & BOLIVIA FOR ASIPID 88 (TRAINING COURSE).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

A)INVITEES WELL IMPRESSED WITH CDN TECHNOLOGY; POSSIBILITY AGREEMENT SIGNING BETWEEN PETROPERU & PETROCANADA. B)BOLIVIAN PARTICIPANT FROM YPFB ATTENDED.

REPORT #5  
88/10/21

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

639 - LIMA

PERU

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

MINE, METAL, MINERAL PROD & SRV ??????  
COUNCIL BUSINESS CONTACTS REQUESTING IMMIGRANT VISAS & COLLABORATE  
CLOSELY WITH EMBASSY IMMIGRATION OFFICER.

NO. OF UNPRECEDENTED HIGH QUALITY EMPLOY-  
MENT GENERATING PERUVIAN IMMIGRANT IN-  
VESTORS.

MULTIPLE SECTORS ALL SUB-SECTORS  
OFFER ENCOURAGEMENT & ASSISTANCE TO PERUVIAN MANUFACTURERS WHICH  
EXPRESS AN INTEREST IN DIRECT INVESTMENT IN CANADA.

SEVERAL DIRECT INVESTMENT IN CANADA BY  
PERUVIAN ENTREPRENEURS/MANUFACTURERS.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

QUARTER 1  
APPROVE REPORT ON AGRICULTURE, REORGANIZATION  
OF LACOSTON SEMINAR/MISSION TO PERU & BOLIVIA  
CHARACTERED PERUAN CAJAMARCA FARMERS ON ACQUISITION  
OF DAIRY CATTLE

QUARTER 2  
TRAINING COURSE  
ATTEND WORKSHOP OF BOGOTIA FOR 1988  
QUARTER 3  
CONDUCT SEMINAR ON INVESTMENT OPPORTUNITIES IN  
PERU FOR INVESTORS FROM CANADA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN

QUARTERLY RESULTS REPORTED:  
AGREEMENT FOR JUNE 81 HELPING TO ESTABLISH  
CAN AS RELIABLE SUPPLIER OF LIVESTOCK  
CARRIED OUT PURCHASES OF DAIRY CATTLE TO PERUVIAN  
FARMERS

ALIENED  
P. OF INVESTMENT - BOGOTIA FOR 1988  
FOR INVESTORS FROM CANADA  
TRAINING HELD INVOLVED WITH CANADIAN  
INVESTORS

QUARTERLY RESULTS REPORTED:

IN THE OIG AND OVB SECTION  
INCREASE NUMBER OF CANADIAN INVESTORS

IN THE OIG AND OVB SECTION  
INCREASE NUMBER OF CANADIAN INVESTORS

IN THE OIG AND OVB SECTION  
INCREASE THE NUMBER OF CANADIAN INVESTORS ON  
INVESTMENT

ANTICIPATED RESULTS:

88/10/21

PERU  
OIG-OVB & OVB-EQUIPMENT SERVICES

88/10/21  
REPORT #

FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN  
VI MISSIONS REPORTED FOR FISCAL YEAR 88  
MANAGEMENT REPORTS REPORT OF EXPORT PROMOTION PROGRAM



REPORT #5  
88/10/21

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

639 - LIMA

PERU

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

IMPORTANT PERUVIAN INVESTOR IN PLASTIC INDUSTRY WAS PROVIDED WITH USEFUL INFO AND CONTACTS FOR HIS INVESTIGATION TRIP TO CANADA.

PERUVIAN INVESTOR VERY IMPRESSED WITH OPPORTUNITIES IN CANADA AND WILL APPLY FOR IMMIGRANT VISA

QUARTER : 2

QUARTER : 3

QUARTER : 4

IDENTIFY NEW POTENTIAL EXPORTERS.

EXPOSURE OF CANADIAN STOCK TO NEW MEXICAN BREEDERS/BUYERS. INCREASE ANNUAL SALES BY \$2 MILLION.

INCREASED ACCEPTANCE OF CANADA AS SOURCE OF HIGH QUALITY OVINE STOCK.

A SIGNED PROTOCOL WITH RESULTANT EASIER ENTRY OF CANADIAN SEED POTATOES, ETC.

ENHANCED CANADIAN IMAGE.

DECISION WHETHER TO PROCEED WITH PROMOTION OF CANADIAN FORAGE SEED SALES.

QUARTERLY RESULTS REPORTED

ORGANIZED MEETINGS OF JOINT AGRIC. COMMISSION WHICH SUCCEEDED IN GREATLY REDUCING NUMBER OF E.I.A.T. PROJECTS THEREBY ENHANCING PROBABILITY OF THEIR SUCCESSFUL COMPLETION.

WHICH COMPLETED SUCCESSFUL NEGOTIATIONS DURING THE REPORTING PERIOD.

VI MISSIONES VINCULO LOS RESULTADOS DE  
SUSPENDIENDO NEGOCIACIONES DE EXPORTACION AGRICOLA

REPORT 4A  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST : 639-LIMA

INVESTMENT REPORT ON PERU  
QUEBEC MISSION HEADED BY MARCEL BERGERON, SOUS-MINISTRE DU  
COMMERCE EXTERIEUR. (3)ONE-WEEK VISIT OF CIDA INDUSTRIAL  
COOPERATION OFFICER: MICHEL CADIEUX. (4)ONE-WEEK VISIT OF  
DIRECTOR FOR SOUTH AMERICA TRADE DEVELOPMENT DIV., EXTERNAL  
AFFAIRS. (5)CONFERENCE ON WHEAT PRODUCTION (LIMA, PERU, 8-10  
JUNE 1988). (6)INVITATION OF PERUVIAN AND BOLIVIAN PARTICI-  
PANTS TO TEMIC CONFERENCE IN MONTREAL (MAY 28-JUNE 9, 1988).  
(7)VISIT OF COMMERCIAL COUNSELOR TO BOLIVIA (LA PAZ, SANTA  
CRUZ, COCHAMAMBA). (8)COMPLETED BRIEF SUMMARY REPORT ON ENER-  
GY SECTOR. (9)TELECOMMUNICATIONS REPORT ON PERU.

COMPLET : 0

COMPLET : 2

COMPLET : 5

COMPLET : 1

BACKING

ACTIVITIES PROGRAMMES IN QUARTER

REPORTS REPORTED

POST - LIMA

LEMO

REPORTS

LEMO BACKING REPORTS REPORTED OF INVESTMENT ACTIVITIES AND REPORTS  
COMPLET REPORTS REPORTED OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88



REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 644-MEXICO

001-AGRI & FOOD PRODUCTS & SERVICE  
MEXICO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

FOLLOW UP WITH SWINE, DAIRY CATTLE AND OTHER ANIMAL BREEDERS WHO HAVE VISITED CANADA ON INCOMING MISSIONS.

PROVIDE ON-GOING ASSISTANCE TO PROVINCIAL GOVERNMENTS IN THEIR EXPORT MARKET DEVELOPMENT PROGRAMS.

ORGANIZE LIVESTOCK BUYERS MISSIONS TO CANADA AS APPROPRIATE FOR HOGS, DAIRY AND BEEF BREEDING ANIMALS.

DETERMINE FEASIBILITY OF INTRODUCING CANADIAN SHEEP BREEDING STOCK IN MEXICO.

SALES TO NEW BUYERS: \$200,000 TO \$400,000.

IDENTIFY NEW POTENTIAL EXPORTERS.

EXPOSURE OF CANADIAN STOCK TO NEW MEXICAN BREEDERS/BUYERS. INCREASE ANNUAL SALES BY \$2 MILLION.

INCREASED ACCEPTANCE OF CANADA AS SOURCE OF HIGH QUALITY OVINE STOCK.

SEEDS & SPECIAL CROPS

SUPPORT AGRICULTURE CANADA EFFORTS TO FINALIZE AND SIGN PROTOCOL FOR SEED POTATO PHYTOSANITARY CERTIFICATION.

CONTINUED PROMOTION OF SEED POTATO THROUGH LITERATURE DISTRIBUTION. SUPPORT POTATOES CANADA ANNUAL COURSES FOR OVERSEAS AGRICULTURE STUDENTS.

STUDY MARKET FOR CANADIAN VARIETIES OF ALFALFA SEED AND OTHER FORAGE SEEDS.

A SIGNED PROTOCOL WITH RESULTANT EASIER ENTRY OF CANADIAN SEED POTATOES, ETC.

ENHANCED CANADIAN IMAGE.

DECISION WHETHER TO PROCEED WITH PROMOTION OF CANADIAN FORAGE SEED SALES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FURTHER DEVELOP BILATERAL AGRICULTURAL RELATIONS.  
CONCLUDE BILATERAL SEED POTATO ACCORD.  
--ACCORD SIGNED DURING VISIT OF MIN. WISE--

ORGANIZED MEETING OF JOINT AGRIC. COMMISSION WHICH SUCCEEDED IN GREATLY REDUCING NUMBER OF BILAT. PROJECTS THEREBY ENHANCING PROBABILITY OF THEIR SUCCESSFUL COMPLETION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 644-MEXICO

003-GRAINS AND OILSEEDS  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO MONITOR CONASUPO'S AND PRIVATE INDUSTRY'S NEEDS, AND BROADEN CONTACTS BASE.

CONTINUE CLOSE WORKING RELATIONSHIP WITH LOCAL COMMODITY DEALERS.

CONTINUE TO ASSIST CWB, CANOLA COUNCIL AND OTHER AGENCIES/MINIS-TRIES IN THEIR MARKETING PROGRAMS.

ORGANIZED SEMINAR FOR FEED MANUFACTURERS ON USED OF CANOLA MEAL IN ANIMAL FEED FORMULATIONS.

SEND FLOUR MILL MANAGERS/OPERATORS TO CIGI PROGRAM ON FLOUR MILLING.

IDENTIFY \$5 TO 10 MILLION SALES OPPORTUNITIES ANNUALLY.

FURTHER INSTILL IN MINDS OF MEXICAN GRAIN DEALERS THAT CANADA IS A VIABLE ALTERNATIVE AS A SUPPLIER OF GRAINS AND OILSEEDS.

FACILITATE INCREASED TRADE WITH MEXICO. TO THE \$120 MILLION TO \$140 MILLION RANGE.

INCREASED CANOLA MEAL ACCEPTANCE AMONG FEED FORMULATORS IN MEXICO.

INCREASED SALES BY 2 TO 5 MILLION ANNUALLY OF SOFT WHEAT AGAINST USA COMPETITION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVESTIGATE POSSIBILITY OF SUBSTANTIALLY INCREASING WHEAT SALES TO CONASUPO.

ORGANIZED MEETING OF CWB OFFICIALS WITH CONASUPO AND SECOFI. SIGNED LETTER OF INTENT FOR 600,000 MT (IF SUPPLIES PERMIT) DOUBLE NORMAL ANNUAL SALES TO MEXICO.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 644-MEXICO

005-COMM. & INFORM. EQP. & SERV  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

CONTINUE SUPPORT TO COMPANIES PROMOTING RADIO-LINK EQUIPMENT FOR RURAL TELEPHONY AND PRIVATE SYSTEMS.

WHEN SPECS FOR IADB FINANCED EXPANSION ARE ISSUED, ASSIST APPROPRIATE CANADIAN EQUIPMENT MANUFACTURERS TO REGISTER AS GOM SUPPLIERS AND ESTABLISHED REPRESENTATION.

ASSIST CANADIAN SATELLITE EQUIPMENT SUPPLIERS TO ESTABLISH A LEAD IN MORELOS I REPLACEMENT COMPETITION (CFT POSSIBLE IN 1991/92).

SALES OF EQUIPMENT. - \$1 TO 2 MILLION.

PARTICIPATION IN 2 TENDERS. RESULTING FROM A \$250,000 MILLION PROJECT BY TELMEX TO IMPROVE THE RELIABILITY OF THE MEXICO CITIES TELEPHONE SYSTEM.

AT LEAST ONE COMPANY IN REGULAR CONTACT WITH MEXICAN SATELLITE AUTHORITY.

COMPUTERS, SOFTWARE & SYSTEMS

ENCOURAGE CDN FIRMS TO REGISTER AS SUPPLIERS TO MEXICAN GOVERNMENT AND TO APPOINT LOCAL REPRESENTATIVES.

ENCOURAGE CANADIAN COYS TO PARTICIPATE IN THE TWO MAJOR COMPUTING EQUIPMENT SHOWS IN MEXICO A (MEX COM/88 AND B) COMPUCOM 88.

INITIATE A PROGRAM OF VISITS TO MEXICAN COMPUTER MANUFACTURERS.

GREATER OPPORTUNITIES FOR CANADIAN COMPANIES TO PARTICIPATE IN TENDERS.

GREATER PARTICIPATION BY CANADIAN COYS IN MEXICAN TENDERS.

IDENTIFICATION OF IMPORT REQUIREMENTS OR RELATED EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED INTENSIVE SUPPORT FOR SNC/DGB BID FOR SPECTRUM MANAGEMENT PROJECT.

RENEGOTIATED PROPOSAL REQUIRES FINAL APPROVAL FROM GOM INFORMATICS INST. WHICH HAS SERIOUS RESERVATIONS. LOBBYING CONTINUES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 644-MEXICO

011-OIL & GAS EQUIPMENT, SERVICES  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON CONTACTS MADE DURING MISSIONS, TO AND FROM PEMEX  
TO DEVELOP EQUIPMENT/SERVICES SALES/

INCREASE DIVERSITY OF PRODUCTS/SERVICES SOLD.

WORK WITH PEMEX INDUSTRIAL DEVELOPMENT DIVISION AND MEXICAN PRIV-  
ATE OIL INDUSTRY SUPPLIERS TO ESTABLISH SUITABLE JOINT VENTURES.

INCREASE CDN SUPPLY OF COMPONENTS FOR OIL/GAS  
INDUSTRY EQUIPMENT.

WITH THE NEW PEMEX ACQUISITION PROGRAM & KNOWLEDGE FROM SEMINAR  
AND VISITS IDENTIFY AND ASSIST NEW CDN SUPPLIERS TO ENTER OIL  
INDUSTRY EQUIPT MARKET.

INTRODUCTION OF 5 NEW SUPPLIERS TO PEMEX.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO DEVELOP CONTACTS WITH PEMEX  
OFFICIALS BY ORGANIZED VISIT TO NATIONAL  
PETROLEUM SHOW, CALGARY.

ARRANGED FOR VISIT BY TWO ENGINEERS FROM JV  
DEVELOPMENT GROUP. USEFUL CONTACTS MADE AND  
FOLLOW-UP IS UNDERWAY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

644-MEXICO

MEXICO  
011-OIL & GAS EQUIPMENT, SERVICES

88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 644-MEXICO

007-POWER & ENERGY EQUIP. & SERV.  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ENCOURAGE CANADIAN FIRM TO REGISTER ASSUPPLIER TO CFE.

INCREASED NUMBER OF CANADIAN BIDS.

SURVEY MEXICAN MARKET FOR ELECTRIC PRODUCTS AND ADVISE OPPORTUNITIES TO CANADIAN MANUFACTURERS AND APPROPRIATE ASSOCIATIONS.

LARGER NUMBER OF CANADIAN SUPPLIERS INVOLVED IN MEXICO.

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 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 644-MEXICO

010-MINE, METAL, MINERAL PROD & SRV  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

MAINTAIN CONTACT WITH ABESTOS CEMENT INDUSTRY AND GOVERNMENT TO  
(A) DETECT AND WORK TO NEUTRALIZE ANY TENDENCIES TO PROHIBIT  
ASBESTOS (B) RETIAN SUPPORT ACTION AGAINST PROHIBITION IN USA.

MONITOR PROCESS OF NEW THERMAL POWER PLANT BY REGULAR CONTACTS  
WITH MICARE.

REVIEW WITH METALURGICAL AND THERMAL COAL BUYERS THEIR ACQUISITI-  
ON AND SOURCING PLANS.

REVIEW WITH SULPHUR BUYERS REASONS FOR IMPORTS AND PROSPECT FOR  
FUTURE.

EQUIPMENT AND MACHINERY

FOLLOW UP OPPORTUNITIES IDENTIFIED DURING EDC VISIT, MINING SHOW  
IN ACAPULCO AND IN VARIOUS CALLS.

DEVELOP ANNUAL SEMINAR CONCEPT.

IN COOPERATION WITH MEXICAN MINES MINISTRY HELP CDN COMPANIES  
PARTICIPATE IN MINE DEVELOPMENT PROJECTS, THIS INDIRECTLY  
PROMOTING EQUI/SERVICE SALES.

DEFEND MARKET.

SHARE IN SUPPLY UP TO 4,000,000 TONS  
(ANNUALLY) OF THERMAL COAL FOR NEW PLANT.

IDENTIFICATION OF WHAT CDN SUPPLIERS MUST DO  
NOW TO OBTAIN THEIR SHARE OF COAL ORDERS.

MAINTAIN SULPHUR SALES AT \$35 TO \$40 MILLION  
ANNUALLY.

INCREASED EQUIPMENT/SERVICE SALES.  
\$2 TO 10 MILLION ANNUALLY.

BETTER CONTACTS WITH AND FEEDBACK FROM OPERA-  
TIONAL EQUIPMENT USERS.

JOINT VENTURE MINE PROJECT WITH SIGNIFICANT  
CDN PROCUREMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 UNDERTAKE DETAILED MARKET STUDY OF OPPORTUNITIES

ASSISTED CONSULTANT TO DRIE TO MEET REPRESENTA-  
TIVE SELECTION OF MEXICAN EXECUTIVES IN MINING  
AND REGULATORY BODIES. DETAILED REPORT PRODUCED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST : 644-MEXICO

TNOOTT/MTN - CONSULTATIONS MISSION IN MEXICO (28-29 APRIL)  
TRADE AND INDUSTRIAL COOPERATION MISSION TO OTTAWA  
(12-13 MAY).  
3 LENGTHY VISITS BY DE HAVILLAND, MARKETING/FINANCE REPS. TO  
PROMOTE DASH-8.  
SPECIAL REPORT ON AEROMEXICO BANKRUPTCY.  
DOC. STUDY OF TELECOMS MARKET OPPORTUNITIES (MAY 30-JUNE 1).  
SATELLITE ORBIT TRILATERAL NEGOTIATIONS.  
BILATERAL JOINT AGRICULTURAL COMMISSION, MEXICO (APR. 13-15)  
VISIT BY HON. JOHN WISE, MINISTER OF AGRICULTURE, JUNE.

ANTICIPATED RESULTS:

QUARTERLY RESULTS REPORTED:

BEEN IN TOUCH WITH BEST IMPORTERS WHO CONTINUE TO BUY FISH SUPPLIES HOWEVER, THE GOVT. HAS INCLUDED THIS ITEM ON NEGATIVE LIST. CANADIAN COMPANIES MADE AWARE OF THIS SITUATION.

LEFT WOULD BE THE SHOULD COME TOGETHER TO WITH THAT ELEMENT - DISCUSSED WITH JOHN WISE TO WITH GOVT. WOULD BE WOULD TO MAKE COLLECTIONS & HOWEVER ELEMENT PROBLEM HAS WISE - O I H WISE HAVE DISCUSSED WITH JOHN CO OF GOVT. WITH

INCREASED EXPORTS

EQUIPMENT AND OTHER INVESTMENT TECHNOLOGY INCREASED EXPORTS OF CANADIAN NEW PROCESSING

ANTICIPATED RESULTS:

MISSIONS ABROAD FOR FISCAL YEAR 88  
HARVESTING PROGRAMS REPORT OF EXPORT PROMOTION

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 656-PORT-OF-SPAIN

001-AGRI & FOOD PRODUCTS & SERVICE  
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANADIAN FIRMS ARE INVOLVED IN SEVERAL ABATTOIR AND MEAT PROCESSING PROJECTS IN BOTH TRINIDAD AND TOBAGO.

INCREASED EXPORTS OF CANADIAN MEAT PROCESSING EQUIPMENT AND WATER TREATMENT TECHNOLOGY.

MATURE MARKET WITH ESTABLISHED EXPORTERS. POST WILL CONTINUE TO PROVIDE MAXIMUM SUPPORT.

INCREASED EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP WITH LOCAL COS TO FINALIZE PLANS TO ESTABLISH PROCESSING FACTORIES. - ONTARIO TRADE MISSION - ENCOURAGE LOCAL BUYERS TO PAY FULL BILL. - MONITOR LOCAL GOV'T DEPT WITH REGARD TO AWARDDING CONTRACT.

HAVE DISCUSSED PROJ WITH CDN CO & LOCAL FIRMS. HOWEVER, PAYMENT PROBLEM HAS ARISEN. - O. T. M. MET WITH LOCAL AGENT WHO PLANS TO MAKE COLLECTIONS & FINAL PAYMENT. - DISCUSSED WITH BOTH PARTIES LA-TEST PROG & SUG THEY SHOULD COME TOGETHER TO FIN

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 UNDERWENT MEETING WITH MEXICAN COMMISSION MEXICO (VLS 13-12)

APPOINTED CONSULTANT TO DRIE TO MEET REPRESENTA- TIVE SELECTION OF MEXICAN EXECUTIVES IN MINING AND REGULATORY BODIES. DETAILED REPORT PRODUCED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 656-MEXICO

BY: JMS  
DATE: 10/21/88

WHICH COMBINED LOCAL RESOURCES DURING THE FOLLOWING PERIOD:  
TRIED FOR THE ELECTRIC AND/OR IMPROVED UTILITIES  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM





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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 656-PORT-OF-SPAIN

012-PETROCHEM & CHEM PROD, EQP, SERV  
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO MONITOR & REPORT ON DEVELOPMENTS IN SOUTH EAST COAST CONSORTIUM GAS PROJECT. - TO LIAISE WITH ALBERTA COMPANIES PURSUING JOINT VENTURE IN MANUFACTURING OIL CHEMICALS WITH LOCAL FIRMS.

HAVE REPORTED DEVELOPMENTS ON SECC PROJ TO ALBERTA OIL & GAS TRADE MISSION & TO OTHER CDN FIRMS. CONTACTS WITH TRINTOMAR ESTABLISHED. - DISCUSSIONS HAVE BEGUN WITH CDN FIRMS ON PROPOSED JOINT VENTURE OIL CHEMICALS MANUFACTURE.

QUARTER: 2

QUARTER: 3

QUARTER: 4

QUARTER: 1

QUARTER: 2

QUARTER: 3

QUARTER: 4

QUARTER: 1

QUARTER: 2

QUARTER: 3

QUARTER: 4

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 656-PORT-OF-SPAIN

012-PETROCHEM & CHEM PROD, EQP, SERV  
TRINIDAD AND TOBAGO

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 656-PORT-OF-SPAIN

011-OIL & GAS EQUIPMENT, SERVICES  
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECOMMENDED INVITEE FROM LOCAL OIL CO TO TOUR OIL FIRMS IN CDA USING SLANT RIG DRILLING IN OIL EXPLORATION. - REPORT ON SUCCESS OF BIDDER ON GAS EXTRACTION PLANT PROJECT OF NATIONAL GAS COMPANY.

INVITATION ISSUED TO TRINTOC INVITEE FOR SEPT/88 TO VISIT ALBERTA IN AGREEMENT WITH ITINERARY PROVIDED BY ALTA DEPT. OF ECONOMIC DEV & TRADE - INFO ON TENDER FORWARDED TO ALBERTA GOVT. PROJECT AWARDED TO CONOCO, U. S. A.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

POST : 656-PORT-OF-SPAIN

011-OIL & GAS EQUIPMENT, SERVICES  
TRINIDAD AND TOBAGO

REPORT 4  
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REPORT 4  
88/10/21

POST : 645-SAN JOSE SPAIN

001-AGRI & FOOD PRODUCTS & SERVICE  
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETION OF A SURVEY OF THE MARKET FOR AGRICULTURAL INPUTS.

GREATER KNOWLEDGE OF THE MARKET. IMPROVED ABILITY TO SERVICES ENQUIRIES AND TO ATTRACT NEW EXPORTERS TO THE MKT.

EXPAND AND COMPUTERIZE OUR LISTINGS OF IMPORTERS/DISTRIBUTORS/ AGENTS OF AGRICULTURAL INPUTS.

IMPROVED ABILITY TO MAKE IMPORTER-EXPORTER CONNECTIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO PROMOTE CDN AGRICULTURAL PRODUCTS AMONG MAJOR IMPORTERS OF THE REGION TO INCREASE CANADIAN MARKET SHARE IN THIS SECTOR.

TRADE PROMOTION TRIPS WERE MADE TO PANAMA, HONDURAS, EL SALVADOR & NICARAGUA TO DEVELOP NEW CONTACTS & INCREASE INTEREST & KNOWLEDGE OF CDN PROD AMONG REGIONAL IMPORTERS, APPROX 30 NEW POTENTIAL IMPORT HAVE BEEN IDENT & ADDED TO OUR INDEXE

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

001-AGRI & FOOD PRODUCTS & SERVICE

COSTA RICA

REPORT 4  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN



REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 645-SAN JOSE

010-MINE, METAL, MINERAL PROD & SRV  
COSTA RICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN: A SURVEY OF THE GOLD MINING INDUSTRY IN COSTA RICA, AND ITS FUTURE.	ANTICIPATED RESULTS: GREATLY IMPROVED KNOWLEDGE OF THE SECTOR. IMPROVED ABILITY TO ATTRACT AND ADVISE CANADIAN SUPPLIERS.
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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER: QUARTER: 1 ----- QUARTER: 2 ----- QUARTER: 3 ----- QUARTER: 4 -----	QUARTERLY RESULTS REPORTED: DATA COLLECTING TRIPS WERE MADE TO HONDURAS AND EL SALVADOR. TARGET DATE FOR REPORT REMAINS END OF YEAR.
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REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 645-SAN JOSE

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:  
BRING UP TO DATE, AND COMPUTERIZE, OUR LISTING OF AGENTS/IMPORTERS/  
DISTRIBUTORS OF AUTOMOTIVE PRODUCTS IN CENTRAL AMERICA.  
TRACK RESULTS OF EXPOMOVIL 87 - OUR FIRST MAJOR ATTEMPT TO MAKE  
OURSELVES KNOWN IN THE REGIONAL AUTOMOTIVE PRODUCTS MARKET.

ANTICIPATED RESULTS:  
IMPROVED ABILITY TO ATTRACT NEW FIRMS TO THE  
MARKET. IMPROVED EXPORTER-IMPORTER MATCHING.  
ASSESS IMPACT OF EXPOMOVIL (HELD IN PANAMA) ON  
CENTRAL AMERICAN MARKET. LEARN WHICH PRODUCTS  
DISPLAYED AT EXPOMOVIL DID BEST IN MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:  
QUARTER: 1 -----  
QUARTER: 2 -----  
QUARTER: 3 -----  
QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:  
TRIP PROMOTION TRIPS WERE MADE TO PANAMA, HONDURAS,  
GUATEMALA & NICARAGUA TO DEVELOP NEW CONTACTS &  
INCREASE INTEREST & KNOWLEDGE OF OUR PROGRAM.  
APPROX 30 NEW POTENTIAL IMPORTERS APPROX 30 NEW POTENTIAL  
EXPORTERS HAVE BEEN IDENT & ADDED TO OUR TRADE

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REPORT 4



REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE  
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTRODUCTION AND PROMOTION OF CANADIAN AGRICULTURAL PRODUCTS TO POTENTIAL BUYERS/IMPORTERS.

AN OMT MISS WAS RECEIVED FOCUSING ON LIVESTOCK, VET PROD & AGROCHEM BUT INCLUDING ALSO OTHER AGRICULTURAL INPUTS. GOOD CONTACTS WERE ESTABLISHED & INTEREST SHOWN BY IMPORTERS. 3 NEW AGENCY AGREEMENTS WILL LIKELY BE CONCLUDED SHORTLY.

QUARTER: 1 PREPARATION OF A SURVEY OF THE MARKET FOR AGRICULTURAL INPUTS IN ALL COUNTRIES OF ACCREDITATION.

DATA COLLECTING TRIPS WERE MADE TO HONDURAS AND EL SALVADOR. TARGET DATE FOR REPORT REMAINS END OF YEAR.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

POST : 645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE  
EL SALVADOR

REPORT 4  
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POST : 645-SAN JOSE

OOB-TRANSPORT SYS, EQUIP, COMP, SERV.  
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INCREASE INTEREST OF REGIONAL IMPORTERS/DISTRI-  
BUTORS OF AUTOPARTS, FOR CANADIAN MADE PRODUCTS.

4 IMPORTANT AUTOPARTS DISTRIBUTORS FM PANAMA, EL  
SALVADOR & HONDURAS WERE INVITED TO THE AUTO-  
PARTS SHOW IN MONTREAL. GOOD RESULTS. GOOD CON-  
TACTS MADE. ACTIVE FOLLOW-UP OF CANADIAN PARTI-  
CIPATION IN EXPOMOVIL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

QUARTER: 7 -----

QUARTER: 8 -----

QUARTER: 9 -----

QUARTER: 10 -----

QUARTER: 11 -----

QUARTER: 12 -----

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1

QUARTER: 2

QUARTER: 3

QUARTER: 4

QUARTER: 5



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE  
HONDURAS

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

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

QUARTER: 1 PREPARATION OF A SURVEY OF THE MARKET FOR AGRI-CULTURAL INPUTS IN ALL COUNTRIES OF ACCREDITATION.

DATA COLLECTING TRIPS WERE MADE TO HONDURAS AND EL SALVADOR. TARGET DATE FOR REPORT REMAINS END OF YEAR.

QUARTER: 2 -----

QUARTERLY RESULTS REPORTED:

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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001-AGRI & FOOD PRODUCTS & SERVICE  
HONDURAS





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POST : 645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE  
PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:  
COMPLETION OF A SURVEY OF THE MARKET FOR AGRICULTURAL INPUTS.  
EXPAND AND COMPUTERIZE OUR LISTINGS OF IMPORTERS/AGENTS/DISTRIBUTORS OF AGRICULTURAL INPUTS.

ANTICIPATED RESULTS:  
GREATER KNOWLEDGE OF THE MARKET. IMPROVED ABILITY TO SERVICE ENQUIRIES AND TO ATTRACT NEW EXPORTERS TO THE MARKET.  
IMPROVED ABILITY TO MAKE EXPORTER-IMPORTER CONNECTIONS.

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 : 645-SAN JOSE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

BRING UP TO DATE, AND COMPUTERIZE, OUR LISTING OF AGENTS/IMPORTERS/  
DISTRIBUTORS OF AUTOMOTIVE PRODUCTS IN PANAMA.

TRACK RESULTS OF EXPOMOVIL 87- OUR FIRST MAJOR ATTEMPT TO MAKE  
OURSELVES KNOWN IN THE MARKET.

ANTICIPATED RESULTS:

IMPROVED EXPORTER-IMPORTER MATCHING. IMPROVED  
ABILITY TO ATTRACT NEW FIRMS TO THE MARKET.

GAIN INFO TO PERMIT DECISION WHETHER TO PAR-  
TICIPATE IN FUTURE AUTO SHOWS. ASSESS WHICH  
AUTOPRODUCTS ARE BEST SUITED TO PANAMA'S  
MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 INCREASE INTEREST OF REGIONAL IMPORTERS/DISTRI-  
BUTORS OF AUTOPARTS, FOR CANADIAN MADE PRODUCTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

4 IMPORTANT AUTOPARTS DISTRIBUTORS FM PANAMA, EL  
SALVADOR & HONDURAS WERE INVITED TO THE AUTOPAR-  
TS SHOW IN MTL. GOOD RESULTS. GOOD CONTACTS MADE  
. ACTIVE FOLLOW-UP OF CANADIAN PARTICIPATION IN  
EXPOMOVIL.



REPORT 4A  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST : 645-SAN JOSE

A VISIT OF THE PARLIAMENTARY COMMITTEE ON CENTRAL AMERICA  
CONSUMED TEN PER CENT OF THE PROGRAM MANAGER'S TIME FOR THE  
PERIOD. (2) AN ONTARIO AGRICULTURAL MISSION TO EL SALVADOR  
AND NICARAGUA ALSO REQUIRED A CERTAIN AMOUNT OF TIME FROM  
OUR AVAILABLE RESSOURCES.

ANTICIPATED RESULTS:

ENSURE THAT CAN COMPANIES WILL BE CONSIDERED  
WHEN BUYING EQUIPMENT  
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ACTIVITIES PROPOSED IN POST PLAN

POST : 645-SAN JOSE

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ACTIVITIES PROPOSED IN POST PLAN





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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 633-SANTIAGO

010-MINE, METAL, MINERAL PROD & SRV  
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

KEEP ADVISING CANADIAN EXPORTERS NOT ONLY OF WHAT COMPETITION IS DOING BUT ALSO OF ANY CHILEAN MINING PROJECT IN THAT SECTOR.

PROTECT CANADIAN EXPORT AND IF LOCAL PROJECTS DEVELOP, ENSURE CDN EQPT IS CONSIDERED.

EQUIPMENT AND MACHINERY

LA ESCONDIDA PROJECT IS SCHEDULED TO START IN 1988. EDC TO FINANCE 50 US M.

WE ARE ENSURED OF AT LEAST US 50 M TO IMPROVE THAT FIGURE BY AT LEAST 25M.

CODELCO HAS SLOWED DOWN ON ITS INVESTMENT PROGRAM IN 1987. IT IS LIKELY THAT 88/89 WILL WITNESS ACCELERATED ACTION.

MAXIMIZE CHANCES THAT CDN COMPANIES ARE SHORT LISTED ON PROJECTS.

LAC MINERAL IS TO INVEST OVER US 30 M. IN GOLD MINE. THEY HAVE OPENED OFFICE IN CHILE. TO MEET EXECUTIVES TO PROMOTE CDN EQUIPMENT.

ENSURE THAT CDN COMPANIES WILL BE CONSIDERED WHEN TIME TO BUY EQUIPMENT COMES.

ECHO BAY MANAGEMENT IS CONTEMPLATING INVESTMENT IN MINING. TO FOLLOW VERY CLOSELY ALL DEVELOPMENTS. MAINTAIN EXCELLENT RELATIONS WITH LOCAL MANAGEMENT.

ENSURE THAT CDN COMPANIES WILL BE CONSIDERED WHEN TIME TO BUY EQUIPMENT COMES.

THERE ARE ONE OTHER GOLD MINE PROJECT AND ONE SULPHUR MINE PROJECT UNDER STUDY BY CDN INVESTORS.

ENSURE THAT CDN COMPANIES WILL BE CONSIDERED WHEN TIME TO BUY EQUIPMENT COMES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTRODUCE AND PROVIDE SUPPORT TO CDN MINING EQUIPT EXPORTERS IN THEIR EFFORTS TO SELL TO CANADIAN MINING COS INVESTING IN CHILE.

COMINCO, ECCHO BAY, LAC MINERALS AND TVX CONSOLIDATED HAVE ALL BEEN APPROACHED AND THEY HAVE AGREED TO SERIOUSLY CONSIDER CDN COS WHEN REQUESTING BIDS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----







REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 633-SANTIAGO

005-COMM. & INFORM. EQP. & SERV  
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

MONITOR PRIVATIZATION PROCESS OF CTC (COMPANIA DE TELEFONOS DE CHILE) WHICH SHOULD RESULT IN EXPANSION OF MARKET FOR EQUIPMENT.

OBTAIN 20% OF NEW EQUIPMENT SALES IN NEXT 3-5 YEARS.

PROVIDE SUPPORT TO CDN CONSULTANTS AND SUPPLIERS ON RURAL TELEPHONY PROJECT IN SOUTH OF CHILE. SPILL OVER EFFECT COULD BE IMPORTANT.

SALES OF 2M OF EQUIPMENT IN 88 AND 5M IN 89.

OBTAIN FINANCING TO PREPARE STUDY ON RURAL TELEPHONY FOR OTHER REGIONS OF CHILE.

MAJOR SALES OF EQUIPMENT THAT COULD REACH 15-20M IN 3 YEARS.

LOBBY TELEX-CHILE TO CONVINCING THEM OF CANADIAN SUPERIORITY IN SATELLITE EARTH STATION TECHNOLOGY. MONITOR THEIR EFFORTS TO OBTAIN PERMIT TO OPERATE STN FM MIN OF DEFENCE AND ENTEL.

SALE OF SATELLITE EARTH STATION BY THIRD QUARTER OF 1989.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION OF OUR PARTICIPATION IN THE APCOMIN 88. A SOFTWARE FOR MINING SEMINAR AND EXHIBITION

WE SELECTED & INVITED CDN SOFTWARE COS & ARRANGED TO HAVE EACH ONE OF THEM MAKE A PERSONAL PRESENTATION AT SEMINAR. RESULT: 2 OF THE COS WILL SELL SOFTWARE TO CHILEAN MINING COS, ONE OF THEM HAD TRIED TO SELL FOR A LONG TIME.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

1801 : 633-SANTIAGO

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WHICH COMBINED HUMAN RESOURCES DURING THE REPORTING PERIOD:  
FINISHED BEFORE THE THE EFFECTIVE PERIOD OF THE PERIOD  
IN MISSIONS BEYOND FOR REPORT PERIOD  
FINANCIAL BUSINESS BEYOND ON FINANCIAL PERIOD





QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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REPORT 4  
88/10/21

POST : 637-SAO PAULO

011-OIL & GAS EQUIPMENT, SERVICES  
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO INSTITUTIONAL PARTICIPATION IN OIL AND GAS SHOW IN RIO DE JANEIRO AND PETROBRAS VISITS TO CANADA

CONSOLIDATION OF RANGE OF COMMERCIAL RELATIONSHIPS & IDENTIFICATION OF NEW OPPORTUNITIES FOR SALES AND TECHNICAL COOPERATION

FOLLOW UP ON NATURAL GAS SEMINAR HELD IN NOVEMBER 87 TO ENSURE LOCAL PARTNERSHIP ESTABLISHED TO BID ON UPCOMING TENDERS.

3 JOINT VENTURES IN NATURAL GAS DISTRIBUTION AND TRANSPORTATION/SERVICING; UP TO \$ 10 MILLION IN SALES.

IDENTIFICATION OF LOCAL PARTNER FOR MAJOR CANADIAN FIRM(S) IN OIL/GAS DEEPWATER PRODUCTION EQUIPMENT/SERVICES

ONE JOINT VENTURE; UP TO \$25 MILLION IN 3 YEARS

SECOND OIL AND GAS SEMINAR WITH PETROBRAS (AND BRAZILIAN PRIVATE SECTOR) TO BE HELD IN CANADA AFTER NPS.

INCREASED EXPOSURE OF CDN CAPABILITIES; ENHANCED PROFILE WITH PETROBRAS & STATE GAS DISTRIBUTION COYS; IDENTIFICATION OF NEW SALES/COOPERATION ACTIVITIES.

INTENSIFY PROGRAM OF REGULAR VISITS TO PETROBRAS, GAS DISTRIBUTION COMPANIES, EQUIPMENT MANUFACTURERS.

SUPPORT ONGOING MARKETING & INDUSTRIAL COOPERATION DEVELOPMENT ACTIVITIES (ADDITION. \$10 MILLION IN SALES AND 5 NEW J. V. )

PRODUCE SITREPS ON EVOLUTION OF OIL AND GAS SITUATION IN BRAZIL.

IDENTIFICATION OF NEW OPPORTUNITIES FOR SALES /TECHNOLOGY COOP. (2 TO 3) THRU TIMELY REPORTING TO HEADQUARTERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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



REPORT 4  
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 637-SAO PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REVIVE COOPERATION AGREEMENT BETWEEN TTC/MUCTC AND SAO PAULO METRO (DUE TO NEW BOARD OF DIRECTORS).

IDENTIFICATION OF SPECIFIC AREAS OF COOPERATION, E. G. FINANCIAL MANAGEMENT ADMINISTRATION, CONSULTING SERVICES, ETC.

FOLLOW UP PN CBTU MODERNIZATION PROGRAM AND VISIT TO CANADA OF TWO CBTU OFFICIALS

ESTABLISH SPECIFICALLY EQUIPMENT & SERVICES CANADA COULD SUPPLY IN SUBURBAN/INTERCITY PASSENGER TRANSPORTATION AREA.

SUPPORT ONGOING MARKETING EFFORTS OF CANADIAN FIRMS (E. G. CANAC, CPCS, BOMBARDIER, NT, AVALON, P&W, LAVALIN) IN PURSUIT OF PROJECTS LISTED BELOW.

UP TO THREE CONTRACTUAL ARRANGEMENTS WITHIN 18 MONTHS

SUPPORT RECENTLY SIGNED COOPERATION AGREEMENT BETWEEN CITIES OF TORONTO AND SAO PAULO BY MAINTAINING REGULAR CONTACTS WITH MUNICIPAL (AND STATE AUTHORITIES)

IDENTIFICATION OF NEW OPPORTUNITIES (2 OR 3) FOR SALES/COOPERATION IN TRANSPORTATION AREA AT MUNICIPAL/STATE LEVEL.

INTENSIFY CONTACTS ON REGULAR BASIS WITH VARIOUS GOVERNMENT BODIES (STATE LEVEL) AND TRANSPORTATION FIRMS.

PROVIDE TIMELY REPORTING ON INCOMING PROJECTS (E. G. EBTU PLANS) TO ALLOW CANADIAN FIRMS TO BID. (2 OR 3 TENDERS).

PREPARE REPORT ON ACTIVITIES IN SECTOR PARTICULARLY AS IT RELATES TO FINANCING SOURCES (LOCAL AND INTERNATIONAL)

DETERMINE MOST LIKELY PROJECTS (OTHER THAN BELOW) LIKELY TO MATERIALIZE IN PREPARATION FOR OUTGOING MISSION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 637-SAO PAULO

001-AGRI & FOOD PRODUCTS & SERVICE  
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO OFFICIAL PARTICIPATION IN EXPONTER '87 & EXPOTIBA '87 AS WELL AS SPONSORED VISITS OF BRAZILIAN OFFICIALS TO ROYAL WINTER FAIR AND WESTERN AGRIBITION SHOW

FIRM UP NEW REPRESENTATION AGREEMENTS (2) AND SALES OF LIVESTOCK AND SEMEN (2 TO 3 MILLION)

MAINTAIN/EXPAND CONTACTS WITH POULTRY, GOATS, SWINE AND HORSES BREEDERS.

DETERMINE WHETHER THESE AREAS SHOULD BE PURSUED AND IF SO WHICH AND HOW.

MONITOR AND REPORT ON VARIOUS MARKET ACCESS ISSUES AFFECTING CDN EXPORTS IN THIS SECTOR PARTICULARLY BILATERAL BRAZILIAN TRADE ARRANGEMENTS FOR POTASH.

ENSURE EQUAL ACCESS TO CANADIAN SUPPLIERS.

PURSUDE ACTIVELY ELABORATION OF A COOPERATION AGREEMENT IN AGRICULTURE WITH STATE OF PARANA RELATIVE TO LIVESTOCK AND GENETIC MATERIAL.

SIGN COOPERATION AGREEMENT THEREBY CREATING OPPORTUNITIES FOR SALES AND TECHNICAL COOPERATION.

ARRANGE CANADIAN PARTICIPATION AT CATTLE BREEDING SEMINAR/CONVENTION IN PARANA, MAY 88.

ENLARGE EXPOSURE OF CANADIAN BREEDING AND MANAGEMENT TECHNIQUES TO TAKE ADVANTAGE OF EXPECTED AGREEMENT SIGNING WITH PR

PURSUDE ACTIVELY OPPORTUNITIES FOR JV/TT IN AGRICULTURAL MACHINERY IDENTIFIED VIA SASK. GOVERNMENT SPONSORED VISIT OF ABIMAG REPRESENTATIVE TO FARM PROGRESS SHOW, E. G. SPRAYING EQUIPMENT.

TWO JOINT-VENTURE/TECHNOLOGY TRANSFER IN MEDIUM TERM.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 637-SAO PAULO

005-COMM. & INFORM. EQP. & SERV  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUED FOLLOW-UP WITH PARTICIPANTS OF REGULAR FEDERALLY AND  
PROVINCIALY SPONSORED HI-TECH MISSIONS TO BRAZIL

MAXIMIZE CONCRETE RESULTS IN TERMS OF AGENC-  
IES ESTABLISHED (UP TO 5), CONCLUSION OF SALES  
OR ESTABLISHMENT OF JV/TT (UP TO 4)

FOLLOW-UP ON HI-TECH '87 AND CONTACTS WITH BRAZILIANS ESTABLISHED  
AS A RESULT OF SAME.

REPRESENTATION AGREEMENTS (UP TO 3).

CONTINUE TO SUPPORT SALES EFFORTS BY OTHER CANADIAN COMPANIES  
SUCH AS SPAR, SR TELECOM, MITEL, NORTHERN TELECOM, LOGO AND OTHERS

CONCLUSION OF 2/3 SALES AGREEMENTS AND/OR JV/  
TT.

REPORT ON NEW SOFTWARE LAW EXPECTED TO BE RELEASED IN NEXT FEW  
MONTHS.

RESOLVE WHETHER PARTICIPATION IN INFORMATICA  
'89 JUSTIFIED.

ORGANIZE PARTICIPATION IN AND FOLLOW-UP ON CONTACTS TO BE ESTA-  
BLISHED AT TELECOM '88 IN RIO DE JANEIRO.

INCREASED EXPOSURE OF CANADIAN CAPABILITIES  
IN SECTOR AND INCREMENTAL OPPORTUNITIES FOR  
SALES/TECHNOLOGY COOPERATION.

FOLLOW UP ON SATELLITE '86 AND 87, ON SATELLITE APPLICATIONS AND  
ENVISAGE PARTICIPATION IN SIMILAR SEMINAR EVENTS IN 1988.

INTRODUCTION OF CANADIAN KNOW-HOW/TECHNOLOGY  
IN FUTURE BRAZILIAN APPLICATIONS, E.G. TELE-  
EDUCATION, TELE-MEDICINE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 637-SAO PAULO

010-MINE, METAL, MINERAL PROD & SRV  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON PARTICIPATION IN MINTEC '87

IDENTIFY SPECIFIC OPPORTUNITIES UNCOVERED DURING VISIT

MONITORS DEVELOPMENTS IN BRAZILIAN INDUSTRIAL CHEMICALS IMPORTS PATTERNS AND REPORT ACCORDINGLY.

PROTECT AND/OR EXPAND CANADA'S SHARE OF BRAZILIAN MARKET

IDENTIFY UPCOMING PROJECTS, ESPECIALLY IN GOLD, LIKELY TO COME ON STREAM AND INFORM CANADIAN SERVICE/EQUIPMENT SUPPLIER.

CANADIAN BIDS ON TWO OR THREE PROJECTS.

DEVELOP FURTHER CONTACTS WITH MAJOR BRAZILIAN MINING COMPANIES, E. G. CVRD, BILLITON, PARANAPANEMA, CPRM, CBMM, CAEMI, ETC.

GIVE THEM EXPOSURE TO CANADIAN CAPABILITIES AND IDENTIFY MARKET NICHES.

ON ONGOING BASIS, MONITOR ANY MARKET ACCESS ISSUES WHICH COULD IMPACT ON OUR SALES IN BRAZIL

PROTECT OUR MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 637-SAO PAULO

009-FOREST PRODUCTS, EQUIP, SERVICES  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO SUPPORT EFFORTS BY H. A. SIMONS VIA THEIR JOINT-VENTURE WITH NATRON IN BRAZIL

INCREASED EXPOSURE TO BRAZILIAN COYS; REALIZATION OF SMALL (INITIALLY) CONTRACTS FOR CONSULTING/ENGINEERING SERVICES.

PROVIDE CONTINUED ASSISTANCE TO VALMET-SENTROL IN THEIR MARKETING EFFORTS; ASSIST THEM IN PROTECTING THEIR MARKET SHARE FROM USA COMPETITION FROM WITHIN BRAZIL

ACHIEVE 3/4 ADDITIONAL CONTRACTS (\$2 TO 3 MILLION) NEXT YEAR.

ASSIST OTHER CANADIAN EXPORTERS ON ONGOING BASIS, E. G. UNIVERSAL PAPER, CARBORUNDUM IN THEIR MARKETING EFFORTS.

INCREMENTAL SALES NEXT YERA OF \$ 4/5 MILLION.

UPDATE REPORT ON MAJOR PULP AND PAPER PROJECTS WHICH WERE POSTPONED DUE TO ECONOMIC CONDITIONS IN 1987.

PROVIDE POTENTIAL EXPORTERS WITH INFO SUFFICIENT TO DETERMINE WHETHER THEY SHOULD PURSUE INVOLVEMENT ON THESE PROJECTS.

INTENSIFY CONTACTS ON REGULAR BASIS WITH SENIOR OFFICIALS OF BRAZILIAN PULP AND PAPER COMPANIES AND IDENTIFICATION OF SPECIFIC OPPORTUNITIES FOR MAJOR PROJECTS.

INFORM CANADIAN INDUSTRY IN TIMELY FASHION WHICH WOULD LEAD TO TENDERS RELATIVE TO 2/3 PROJECTS.

SEEK TO DEVELOP TECHNICAL COOPERATION BETWEEN CANADIAN AND BRAZILIAN FORESTRY AGENCIES (E. G. CFS, IBDF) AT ACADEMIC & COMMERCIAL LEVELS.

MORE TECHNICAL COOPERATION ACTIVITIES (E. G. RECIPROCAL VISITS); MEDIUM TERM SALES OF FIRE-FIGHTING EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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