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

**QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS**



**EUROPE**

**OCTOBER - DECEMBER 1987  
(3rd QUARTER, FY 1987-88)**

**OCTOBRE - DÉCEMBRE 1987  
(3<sup>e</sup> TRIMESTRE, AF 1987-88)**



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report  
October - December 1987

Following is the Quarterly Activity Report for the quarter ending December 31, 1987. This report contains a synopsis of activities and results by sector and subsector reported by posts, matched against the proposed activities identified in their 1987/88 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.

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités  
Octobre - Décembre 1987

Voici le Rapport trimestriel des activités du trimestre qui a pris fin le 31 décembre 1987. 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 1987-88. 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.

Dept. of External Affairs  
Min. des Affaires extérieures  
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E U R O P E

<u>Mission</u>	<u>Page</u>	<u>Mission</u>	<u>Page</u>
Ankara	1	Helsinki	86
Athens	9	Lisbon	94
Belgrade	13	London	99
Berne	22	Madrid	109
Bonn	33	Milan	117
Brussels	40	Moscow	122
Brussels, NAC	46	Munich	127
Bucharest	49	Oslo	134
Budapest	55	Paris	142
Copenhagen	58	Prague	149
Dublin	66	Rome	153
Dusseldorf	74	Stockholm	161
Hague, The	79	Vienna	168
		Warsaw	175



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 401-ANKARA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

COMPLETION OF A COMPREHENSIVE PACKAGE PROPOSAL, INCLUDING INDUSTRIAL BENEFITS, FINANCING AND COUNTERTRADE COMPONENTS.

CORRECT PACKAGE WILL RESULT IN A CONTRACT AWARD.

ESTABLISHMENT OF A SPECIAL LINE OF CREDIT FOR URBAN TRANSIT/TRANSPORTATION.

WILL PLACE CANADIAN FIRMS IN MOST FAVORED SUPPLIER POSITION.

RAIL

FURTHER EDUCATION OF CDN SUPPLIER OF RAIL SUB-SECTOR EQUIP./MATERIAL ON TURKISH REQUIREMENTS & FOREIGN PROCUREMENT PRACTICES. CDN MANUFACTURING COMPANIES IN THIS SUB-SECTOR SHLD BE CONVINCED TO ASSIGN LOCAL AGENTS TO CLOSELY FOLLOW TENDERS/INQUIRIES

INCREASED FREQUENCY OF VISITS OF CANADIAN SUPPLIERS.

CONSULTANCY SERVICES REQUIRED FOR TURKEY'S IBRD FINANCED RAILWAY REHABILITATION PROJECT TO BE TENDERED IN DECEMBER '86. PREQUALIFIED CDN FIRMS ARE EXPECTED TO VISIT TERRITORY RELATED TO THEIR BID SUBMISSION.

CONTRACT FOR CONSULTANCY SERVICES. VISIT TO CANADA OF TURKISH RAILWAY ADMINISTRATION OFFICIALS PURSUANT TO CONTRACT.

TO EXPLORE THE SUPPLY OPPORTUNITIES UNDER IBRD-FINANCED RAILWAY REHABILITATION PROJECT. OPPORTUNITIES INCLUDE SUPPLY OF SIGNALLING SYSTEMS, TRACK OVERHAUL EQUIPMENT AND MATERIAL.

VISIT TO TURKEY OF CANADIAN SUPPLIERS IN THIS SUB-SECTOR TO INTRODUCE THEIR FIRMS/PRODUCTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ANKARA URBAN TRANSIT SYSTEM - ISSUANCE OF CALL FOR TENDERS. - RESPONSE TO TENDER CALL BY CDN CONSORTIUM (CC) LED BY UTDC.

MAYOR WISHED TO DEALY TENDER UNTIL NORMAL TENDER CALL WAS PERMITTED. STATE PLANNING ORGANIZATION - (SPO) WANTED TO USE MODIFIED BUILD-OPERATE-TRANSFER MODEL (MBOT). END QUARTER, MAYOR HAD ACCEPTED THAT CC COULD PRESENT AN ACCEPTABLE SOLE SOURCE/

QUARTER: 2 ANKARA URBAN TRANSIT SYSTEM -NEGOTIATION OF SOLE SOURCE CONTRACT FOR CANADIAN CONSORTIUM (CC) LED BY UTDC. -IF NO SOLE-SOURCE, INFLUENCE MUNICIPALITY OF ANKARA (MUNANK) TO ISSUE TENDER CALL.

-MODIFIED BUILD-OPERATE-TRANSFER (MBOT) NEGOTIATED WITH MUNANK & WITH STATE PLANNING ORG. (SPO). -DELAYS IN PREPARATION OF SOLE-SOURCE MBOT PROPOSAL LED TO MUNANK ISSUING GENERAL TENDER CALL. -CC WILL BE BIDDING-TENDER CLOSES 4 DEC 87.

QUARTER: 3 SUBMIT A WINNING TURN-KEY PROPOSAL FOR THE AUP, SATISFYING ALL REQUIRED TERMS & CONDITIONS BY THE 4 DEC. 87 DEADLINE.

PROPOSAL SUBMITTED ON TIME. IT ADDRESSED ALL KEY REQUIREMENTS, INCLUDING FINANCING TERMS, LOCAL CONTENT/OFFSET CONDITIONS, MODIFIED BOT TERMS & CONDITIONS & DELIVERY. CDN CONSORTIUM'S BID WAS LOWEST PRICE & MOST COMPETITIVE. RESULTS OF

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 401-ANKARA

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON CONTACTS MADE WITH PRESIDENT OF DIDS

INCREASE IN AWARENESS OF CANADIAN PRODUCTS  
AND CAPABILITIES.

ANALYSIS OF OPPORTUNITIES OFFERED UNDER TURKISH ARMY MODERNIZA-  
TION PROGRAM.

INCREASE AWARENESS OF CANADIAN DEFENCE PRO-  
DUCTS SUPPLY FIRM ON TURKISH REQUIREMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISSION TO CDA BY MR. VAHIT ERDEM, PRESIDENT, DEFE-  
NCE INDUSTRY DEVELOPMENT & SUPPORT ADMINISTRATI-  
ON. COMPLETION OF CONTRACT FOR UH1H SIMULATOR.  
COMPLETION OF BIDDING ARRANGEMENTS FOR SPECTRUM  
MONITORING SYSTEM. CONTRACT FOR ESM SYS. FOR NAVY.

ALL ARRANGEMENTS COMPLETED FOR VISIT IN EARLY J-  
ULY. MISSION POSTPONED AT LAST MINUTE TO SEPT/OCT  
. CONTRACT INITIALED IN JUNE. CONSORTIUM FORMED,  
PREPARED & SUBMITTED FEASIBILITY STUDY. AWAITING  
RESULTS OF BID.

QUARTER: 2 -CONCLUDE SUCCESSFUL MISSION TO CDA BY VAHIT  
ERDEM, PRES., DEFENCE IND. DEV. & SUPPORT ADMIN  
(DIDS). -WIN CONTRACT FOR SPECTRUM MONITORING  
SYSTEM STUDY -WIN CONTRACT FOR ESM SYSTEM FOR  
NAVY.

-VISIT AGAIN POSTPONED BECAUSE PM OF TURKEY  
CALLED SNAP ELECTION FOR 1 NOV. VISIT RESCHE-  
DULED FOR LAST WEEK OF NOV. OR FIRST WK OF DEC.  
-CDN CONSORTIUM LOWEST BIDDER. CONTRACT EXPECTED  
IN OCT. -AWAITING RESULTS OF BID.

QUARTER: 3 ARRANGE FOR VISIT OF VAHIT ERDEM, PRESIDENT DIDS  
TO CANADA. COORDINATE LLAD MARKETING EFFORTS BE-  
TWEEN MARTIN-MARIETTA & OERLIKON. SUBMIT A WIN-  
NING BID TO CONDUCT RADIO AFFAIR DEPT. SPECTRUM  
MONITORING PROJECT STUDY.

VISIT HAS BEEN UNAVOIDABLY RESCHEDULED 3 TIMES.  
DIDS STAFF HOPING TO RESCHEDULE VISIT EARLY 88.  
AMB MET WITH SENIOR EXECS OF BOTH FIRMS, WILL CO-  
ORDINATE/HOST MAJOR JOINT MKTG EFFORT IN JAN 88.  
CCC SUBMITTED EXCELLENT BID WITH COOPERATION OF

QUARTER: 4 -----





POST : 401-ANKARA

007-POWER & ENERGY EQUIP. & SERV.  
TURKEY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

CLOSE MONITORING & REPRESENTATION WITH GOVERNMENT AUTHORITIES IN ORDER TO PROMOTE CANADIAN CAPABILITY.

SUCCESS IN PREQUALIFICATION FOR TENDERS.

CONTINUED CONTACTS WITH POTENTIAL LOCAL PARTNERS TO IDENTIFY AND ACTIVELY PURSUE NEW PROJECTS.

PROGRESS IN NEGOTIATIONS.

THERMAL

MEETINGS WITH STATE PLANNING ORGANIZATION (SPO) AND ELECTRICITY AUTHORITY (TEK) OFFICIALS TO PURSUE VARIOUS POWER PROJECTS IN WHICH THERE IS CANADIAN INVOLVEMENT.

PROGRESS IN CONTRACT NEGOTIATIONS.

THE PREPARATION OF AN OVERVIEW OF PLANNED THERMAL POWER PLANT PROJECTS AND AN ANALYSIS OF THE TURKISH GOVERNMENT'S CONTRACT TERMS DESIGNED FOR SUCH PROJECTS.

INCREASED AWARENESS OF CANADIAN POWER GENERATION EQUIPMENT SUPPLIERS' CAPABILITIES.

NUCLEAR

CONTINUED MONITORING AND REPORTING OF WORLD ACCEPTANCE OF BUILD-OPERATE-TRANSFER (B. O. T. ) FINANCING MODEL

POTENTIAL SALE OF CANDU REACTOR IF SUITABLE FINANCING PLAN CAN BE ACHIEVED.

TRANSMISSION

MEETING WITH TURKISH ELECTRICITY AUTHORITIES (TEK) TO ASCERTAIN THEIR PLANS TO HIRE A CONSULTING/ENGINEERING FIRM FOR IBRD FINANCED POWER GENERATION PLANTS & TRANSMISSION LINE REHABILITATION PROJECT.

INVITATION BY TEK OF ONTARIO HYDRO OFFICIALS FOR DISCUSSIONS ON CONSULTANCY SERVICES.

EXPANSION OF THE LIST OF POTENTIAL LOCAL AGENTS EXPERIENCED IN PROMOTION OF BUSINESS FOR TRANSMISSION LINE HARDWARE AND POWER LOAD MANAGEMENT SYSTEMS.

INCREASED NUMBER OF ACTIVE LOCAL AGENTS INTERESTED IN COOPERATION WITH CANADIAN SUPPLIES IN TEK TENDERS WILL IMPROVE SALES PROSPECTS.

THE PREPARATION OF AN OVERVIEW ON TEK'S TRANSMISSION LINE MATERIALS AND CONTROL/TEST DEVICE REQUIREMENTS.

INCREASED ATTENTION OF CANADIAN FIRMS TO TURKISH REQUIREMENTS.

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 4

POST : 401-ANKARA

007-POWER & ENERGY EQUIP. & SERV.  
TURKEY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT BY ENERGY SECTOR MISSION (O)-FULL MISSION SUPPORT FOR VISITS TO SPD, TURKISH ELECTRIC AUTHORITY (TEK, STATE HYDRAULIC WORKS DEPT., MINISTRY OF ENERGY, ELECTRICAL SURVEY DEPT.

MISSION WAS SUCCESS. ALL VISITS LED BY AT LEAST ONE OFFICER FROM POST. SEVERAL NEW SECTORS/OPPORTUNITIES WERE IDENTIFIED, INCLUDING SOUTH-EAST ANATOLIAN PROJECT (GAP) & TWO NEW LARGE POWER DAMS IN NE TURKEY (ARTVIN & YUSUFELI.

QUARTER: 2 -ASSIST FOSSILE-FUEL FIRED POWER PLANT BIDDERS WITH CANADIAN CONTENT. -INTEREST CDN FIRMS IN HYDRO PROJECTS IN NE TURKEY. -ASSIST KLOHN-LEONOFF WITH TORTUM II PROJECT.

-BECHTEL CONSORTIUM, INCL CDN COMBUSTION ENG., CAME 2ND; WILL GET LTR OF INTENT. -SNC & HYDRO QUEBEC HAVE FORMED TWO SEPARATE CONSORTIA WITH TUMAS & ELTEM-TEK RESPEC. AND WILL BID. -KLOHN LEONOFF WILL BE BIDDING PROJECT.

QUARTER: 3 ASSIST IMPORTED COAL-FIRED POWER PLANT BIDDERS WHO HAVE CDN SUB-CONTRACTORS. ASSIST KLOHN-LEONOFF WITH TORTUM II HEPP PROJECT.

BECHTEL CONSORTIUM, INCLUDING CDN COMBUSTION ENGINEERING, WAS RANKED 2ND & IS EXPECTING INVITATION FROM TURKISH GOV'T FOR FINAL NEGOTIATIONS IN EARLY 88. KLOHN LEONOFF HAS DECIDED TO FORM JV WITH ITS LOCAL TURKISH PARTNER.

QUARTER: 4 -----

POST : 401-ANKARA

011-OIL & GAS EQUIPMENT, SERVICES  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

ENCOURAGEMENT OF MORE EFFECTIVE AND FREQUENT CALLS ON POTENTIAL CLIENTS BY CANADIAN EQUIPMENT EXPORTERS.

ACTIVE AND CONTINUED PURSUIT OF UPCOMING TENDER OPPORTUNITIES RELATED TO MAJOR PROJECTS IN THIS SUB-SECTOR.

BETTER PROMOTION OF CANADIAN CAPABILITY IN OIL AND GAS SECTOR.

INCREASED AWARENESS OF COMPETITION & UNDERSTANDING CLIENTS' REQUIREMENTS ESSENTIAL FOR BIDDING.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO HAVE A CDN COMPANY QUALIFY FOR AND BID ON ONE OR MORE OF THE FIVE URBAN GAS DISTRIBUTION PROJECTS.

VP OF CONGAS VISITED TURKEY. CONSORTIUM AGREEMENT WAS NEGOTIATED WITH LOCAL & FOREIGN PARTNERS. DECISION ON WHETHER TO BID ISTANBUL DISTRIBUTION SYSTEMS EXPECTED MOMENTARILY. IT IS EXPECTED THAT CONSORTIUM WILL BID ON OTHER PROJECTS.

QUARTER: 2 -ENCOURAGE AND ASSIST CONGAS IN BIDDING ON ONE OR MORE OF THE FIVE URBAN GAS DISTRIBUTION PROJECTS IN TURKEY.

-CONGAS HAS FORMED A CONSORTIUM WITH GAZ METROPOLITAIN OF QUEBEC, NOVACORP OF CALGARY AND NATURGAS SYD OF DENMARK. CONSORTIUM WILL BE BIDDING FOR THE BURSA AND ESKISEHIR GAS DISTRIBUTION PROJECTS.

QUARTER: 3 ASSIST CONGAS IN THE PREPARATION & PRESENTATION OF BIDS ON TWO OR THREE URBAN GAS DISTRIBUTION PROJECTS.

CONGAS HAS SUBMITTED A PROPOSAL TO TURKISH GOV'T FOR 2 URBAN GAS DISTRIBUTION PROJECTS. COMPANY OFFICIALS VISITED MUNICIPALITIES OF BURSA, ESKISEHIR & IZMIT. CONGAS HAS BEEN WORKING ON FORMING A CONSORTIUM WITH FOREIGN CO. SEV. CDN PARTNERS

QUARTER: 4 -----



POST : 401-ANKARA

010-MINE, METAL, MINERAL PROD & SRV  
TURKEY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

DEVELOP A COMPREHENSIVE LIST OF LOCAL AGENTS FOR MARKETING OF CANADIAN MINERAL AND PRIMARY METAL PRODUCTS.

EXPANSION IN NUMBER OF AGENTS; IMPROVEMENT IN CANADIAN ACCESS TO TURKISH MARKET.

INTRODUCTION OF CANADIAN MINERAL/PRIMARY METAL PRODUCTS SUPPLY CAPABILITY TO TURKISH METALLURGY FIRMS USING SUCH PRODUCTS AS INPUTS TO THEIR PRODUCTION AND TO IMPORTERS.

INCREASED FAMILIARITY OF TURKISH MARKET WITH CANADIAN PRODUCTS; INCREASE IN SALES POTENTIAL

EQUIPMENT AND MACHINERY

FURTHER FOLLOW-UP ON ETIBANK'S (STATE MINING AUTHORITY) ALUMINIUM SMELTING COMPLEX REHABILITATION PROJECT. FOLLOW-UP, WILL INCLUDE VISIT TO PLANT LOCATED IN THE CITY OF BEYSEHIR.

CONTRACT FOR PROJECT MANAGEMENT

MEETING WITH OFFICIALS OF STATE-OWNED LEAD-ZINC PLANT(CINKUR) REGARDING THEIR PRODUCTION LAY OUT MODERNIZATION PROJECT.

INVITATION TO CANADIAN INDUSTRY FOR DETAILED DISCUSSION ON THE SCOPE OF THIS MODERNIZATION PROJECT.

VISIT TO TURKISH HARD COAL BOARD(TTK)LOCATED IN CITY OF ZONGULDAK FOR PURPOSE OF HAVING DISCUSSIONS ON TTK'S METHANE GAS EXTRACTION PROJ. FOR WHICH A GROUP OF ENGINEERS FM NOVACORP INTL/CALGARY ARE CURRENTLY PREPARING A FEASIBILITY STUDY.

CONTRACT DECISION FOR PROJECT MANAGEMENT AS WELL AS SUPPLY OF METHANE GAS EXTRACTION EQUIPMENT.

AN ANALYSIS OF LOCAL METAL FABRICATION INDUSTRY'S REQUIREMENTS FOR METALLURGICAL EQUIPMENT

INCREASED AWARENESS BU CANADIAN FIRMS OF TURKISH METALLURGY INDUSTRY AND ITS REQUIREMENTS.

MINE DEVELOPEMENT SERVICES

MEETING WITH STATE MINING AFFAIRS DEPARTMENT OFFICIALS TO IDENTIFY THE GOLD-LEAD-ZINC RESERVES FOR WHICH MINERAL PROSPECTING RIGHTS/PERMISSION ARE NOT YET ISSUED.

INCREASED INTEREST FROM CANADIAN MINING FIRMS IN TURKISH MINE DEVELOPMENT PROJECTS.

TO OBTAIN MINERAL RESERVE MAPS FROM STATE MINERAL RESEARCH INSTITUTE FOR SUBMISSION TO CANADIAN FIRMS INTERESTED IN MINING ACTIVITY IN TURKEY.

INCREASED AVAILABILITY OF INFORMATION ON TURKISH MINING OPPORTUNITIES WILL IMPROVE MARKETING PROSPECTS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 401-ANKARA

010-MINE, METAL, MINERAL PROD & SRV  
TURKEY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 GOLD & SILVER EXPLORATION. OPPORTUNITIES TO BE IDENTIFIED FOR CDN FIRMS TO DO EXPLORATION. OTHER MINING OPPORTUNITIES-VISITS BY OFFICIALS OF ETIBANK (MAJOR STATE MINING PROPERTY HOLDER). (I)

QUARTER: 1 CINKUR LEAD-ZINC PROJECT.  
-RE-VITALIZATION OF PROJECT  
-QUALIFICATION OF ONE OR MORE CDN COMPANIES.

QUARTER: 2 -GOLD & SILVER EXPLORATION. IDENTIF'N OF OPPORTS FOR CDN FIRMS TO DO EXPLORATION IN TURKEY.  
-CINKUR LEAD-ZINC PLANT MODERNIZ'N PROJ. COMINCO WAS ENCOURAGED TO ENTER DIRECT NEGOTIATIONS WITH CINKUR FOR IMPLEMENTATION OF PROJECT.

QUARTER: 3 IDENTIFY OPPORTUNITIES FOR CDN FIRMS TO DO EXPLORATION IN TURKEY. ENCOURAGE COMINCO TO OPEN AN INDEPENDENT INITIATIVE IN PURSUIT OF CINKUR LEAD-ZINC PLANT UPGRADING.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

POST HAD SEVERAL MEETINGS WITH OFFICIALS OF ETIBANK & MTA TO DISCUSS OPPORTUNITIES FOR CDN COS. COMINCO DOING PRELIMINARY EXPLORATIONWORK IN WESTERN TURKEY. ETIBANK MISSION TO CDA WENT VERY WELL ACCORDING TO OIC. FOLLOW-UP IN NEXT QUARTER.

POST MET WITH CINKUR OFFICIALS ON SEVERAL OCCASIONS. RESULT IS PROBABLE INVITATION TO COMINCO TO NEGOTIATE A SOLE-SOURCE CONTRACT.

-COMINCO HAS COMPLETED A PRELIMINARY EXPLORATION IN WEST. TURKEY & IS EXPECTED TO CONDUCT SOME FURTHER GEOLOGICAL SURVEYS. -COMINCO HAS APPROACHED CINKUR; AWAITING DECISION ON WHETHER CINKUR WILL CONTINUE WITH KLOCKNER.

PRELIMINARY STUDIES WERE ENCOURAGING; COMINCO HAS DECIDED TO OPEN A BRANCH OFFICE IN TURKEY. COMINCO HAS ADVISED THAT THEY PREFER TO STAY MEMBER OF KLOCKNER-LED CONSORTIUM, WHICH PREVIOUSLY OBTAINED LTR OF INTENT FROM CINKUR FOR

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

POST : 401-ANKARA

VIS. BY TOP MGMT OF LAVALIN/UTDC PROMOTING CDN CAPABILITY IN  
THE ANKARA URBAN TRANSIT PROJECT-3 DAYS; (02) VISIT BY OUT-  
GOING DESK OFFICER & MANGER OF EDC RESPONSIBLE FOR TURKEY-  
2 DAYS (03) VISIT BY ALBERTA OIL & GAS MISSION - 6 MEMBERS-  
5 DAYS (04) REWRITE OF TRADE INFORMATION BROCHURE ON TURKEY  
(05) VISIT BY HORST A SCHMID, COMMISSIONER GENERAL FOR TRADE  
& TOURISM, GOV'T OF ALBERTA - 3 DAYS (06) OUTGOING BUYERS  
MISSION SPONSORED BY THE TRADE FACILITATION OFFICE - 5 DAYS  
(07) CANADIAN TECHNOLOGH FAIR SPONSORED BY CIDA - 5 DAYS.



POST : 402-ATHENS

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSIST CANADIAN INDUSTRY IN CONTACTING MILITARY AUTHORITIES IN GREECE AND IN PRESENTING THEIR CAPABILITY AND SYSTEMS. POST IS IN THE PROCESS OF FOLLOWING UP.

ASSIST SUITABLE CANADIAN FIRMS IN QUOTING AS A SUBCONTRACTOR FOR 2 FUEL PIPELINES OF THE HELLENIC AIRFORCE AND THE REPLACEMENT OF DIESEL PUMP ENGINES.

INITIATE CONTACTS BETWEEN THE PRINCIPAL GREEK DEFENCE INDUSTRIES AND CANADA FOR POSSIBLE COOPERATION IN THE FORM OF J.V. - POST IS FOLLOWING UP.

REVIEW MARKET POTENTIAL FOR OPPOTUNITIES BY MEETING REGULARLY WITH AGENTS/CLIENTS. PARTICIPATE IN HI-TECH CONFERENCE, OTTAWA.

INCREASED SUPPLIERS VISITS INVITATIONS TO SUBMIT PROPOSALS/QUOTATIONS PURCHASE OF 3 MORE CL-215.

AWARD OF CONTRACT (S).

NEGOTIATIONS FOR LICENCING OR SUBCONTRACTING.

RFPS, SALES  
NEW CONTACTS  
IMPROVED ACCESS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CANADAIR/DHC/WESTINGHOUSE IN CONTACTING MILITARY AUTHORITIES IN GREECE & IN PRESENTING THEIR CAPABILITY & SYSTEMS. POST IS IN THE PROCE-SS OF FOLLOWING UP.

WESTINGHOUSE APPARENTLY IN GOOD POSITION (WE THI-NK #1 POSITION BECAUSE OF PRICE) WITH HELLENIC NAVY. DECISIONS ON ARMAMENTS & ELECTRONICS FOR NEW FRIGATES WILL FOLLOW SELECTION OF HULL & IN-TEGRATOR (PROBABLY OCTOBER/NOVEMBER).

QUARTER: 2 ASSIST CANADIAN COS. IN CONTACTING MILITARY AUTHORITIES, QUOTING FOR TENDERS AND COOPERATING WITH GREEK DEFENCE INDUSTRIES. REVIEW OPPORTUNI-TIES BY MEETING WITH AGENTS-CLIENTS.

DECISIONS FOR MAJOR DEFENCE PURCHASES (CL-215 A/C, ASW A/C, SONARS) STILL PENDING. CONTACT OF SCEPTER WITH PRINCIPAL GREEK DEFENCE COS. MAY PROVE INTERESTING.

QUARTER: 3 ASSIST CDN COS. IN CONTACTING MILITARY AUTHORI-TIES, QUOTING FOR TENDERS & COOPERATING WITH GREEK DEFENCE INDUSTRIES. REVIEW OPPORTUNITIES BY MEETING WITH AGENTS-CLIENTS.

DECISIONS FOR MAJOR DEFENCE PURCHASES (CL-215 A/C ASW A/C/, SONARS, RADARS) STILL PENDING. OFFERS SUBMITTED FOR RADARS BY CMC-ASW A/C BY CANADAIR, DHC/BOEING. BRISTOL PART. WITH US CO. IN PROPOSAL FOR COMPOSITE PROPELLANT PLANT.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST : 402-ATHENS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

ASSIST LAVALIN/UTDC IN MAINTAINING CONTACTS. OBTAIN TENDER INFORMATION FROM AUTHORITIES.

- INCREASED VISITS
- ANNOUNCEMENT SYST. DECISIONS
- INFO. REPORTS

AEROSPACE

ASSIST DEHAVILLAND RE THEIR PROPOSAL FOR THE RENEWAL OF THE A/C FLEET OF OLYMPIC AVIATION.

AWARD OF CONTRACT

PROVIDE ASSISTANCE TO CANADAIR RE THEIR PROPOSAL TO THE HELLENIC AIRFORCE FOR CHALLENGER JET.

FIRM PROPOSAL - AWARD OF CONTRACT.

ASSIST DHC/BOEING IN APPOINTING AGENT AS REQUIRED.

AGREEMENT WITH AGENT.

INTRODUCE NEW CL-215-T TO MINISTRIES (CLIENTS), E.G., AGRICULTURE, MERCHANT MARINE, HELLENIC NAVY, TRANSPORT - CL-215T.

RFP, VISITS FROM SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST LAVALIN/UTDC IN MAINTAINING CONTACTS AND OBTAINING TENDER INFORMATION FROM AUTHORITIES FOR NEW ATHENS METRO.

LEVALIN & BOMBARDIER DECIDED AGAINST BIDDING FOR METRO TURNKEY PROJECT - OTTAWA.

QUARTER: 2 ASSIST DHC IN OBTAINING CONTRACT FOR OLYMPIC AVIATION'S FLEET RENEWAL AND CANADAIR IN SUBMITTING PROPOSAL FOR CHALLENGER A/C. INTRODUCE NEW CL-215 TO PROSPECTIVE CLIENTS.

DECISIONS ON ALL PROJECTS STILL PENDING. CL-215T INTRODUCED TO MINISTRY OF AGRICULTURE AND HELLENIC AIR FORCE.

QUARTER: 3 ASSIST DHC IN OBTAINING CONTRACT FOR OLYMPIC AVIATION'S FLEET RENEWAL & CANADAIR IN SUBMITTING PROPOSAL FOR CHALLENGER A/C. INTRODUCE NEW CL-215 TO PROSPECTIVE CLIENTS.

DECISIONS ON ALL PROJECTS STILL PENDING. ASSISTED BOMBARDIER, LAVALIN IN ATTEMPT TO ENTER CONSTRUCTION CONSORTIA BIDDING FOR ATHENS METRO.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 402-ATHENS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SEND TENDER ANNOUNCEMENTS OF THE HELLENIC TELECOMMUNICATIONS ORGANIZATION TO DRIE AND CDN INDUSTRY.

PARTICIPATION OF CANADIAN COMPANIES IN TENDERS FOR THE PURCHASE OF TELECOMMUNICATION EQUIPMENT.

HELLENIC TELECOMMUNICATIONS ORGANIZATION HAS ISSUED TENDER FOR THE ESTABLISHMENT OF A DATA PROCESSING SYSTEM. POST IS FOLLOWING UP.

ALERT CANADIAN COMPANIES WHEN TENDER IS ISSUED, AND OF RESULTS.

THE GOVERNMENT IS DISCUSSING THE POSSIBILITY OF PERMITTING THE INTRODUCTION OF SATELLITE TV. POST IS MONITORING FOR DECISION.

ALERT CANADIAN COMPANIES WHEN PROJECT IS ANNOUNCED AND TENDERED.

EVALUATE POTENTIAL FOR SOLO-SHOW PRESENTATION FOR SOFTWARE-TO INSTITUTIONS AND GOVERNMENT.

SEMINAR AND PRESENTATION BY 5-6 CANADIAN COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 TRANSMIT TENDER ANNOUNCEMENTS TO CANADA. ASSIST NORTHERN TELECOM IN OBTAINING CONTRACT FOR PACKET SWITCHING SYSTEM. MONITOR DEVELOPMENT REGARDING INTRODUCTION OF SATELLITE TV. PREPARE FOR INFORMATICS SOLO-SHOW.

NO RELATED TENDERS ISSUED. PACKET-SWITCHING AWARDED TO SPANISH COMPANY. PREPARATORY WORK FOR SOLO-SHOW COMPLETED.

QUARTER: 3 TRANSMIT TENDER ANNOUNCEMENTS TO CDA. ASSIST NORTHERN TELECOM IN OBTAINING CONTRACT FOR PACKET SWITCHING SYSTEM. MONITOR DEVELOPMENT REGARDING INTRODUCTION OF SATELLITE TV. PREPARE FOR INFORMATICS SOLO-SHOW.

TRANS. TENDER ANNOUNCEMENTS/DOCUMENTS TO CDN COS PREPARING TO PART. IN EARTH SATELLITE GROUND STN FOR HELLENIC TELECOM. ORG. ASSISTED AIR TRAINING SYSTEM IN OFFERING FOR RADAR SIMULATOR TO CIVIL AVIATION AUTHORITY. ASSIST SR TELECOM RE RURAL

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

POST : 402-ATHENS

VISITS OF BRISTOL AEROSPACE LTD TO PREPARE OFFER FOR ROCKET  
PROPELLANT PLANT IN COOP WITH US ATLANTIC RESEARCH & TO  
BRIEF HELLENIC AIRFORCE ON THEIR CAPABILITY TO SUPPORT & UP-  
GRADE NF-5 AIRCRAFT. (02)ASSIST. TO NOVA CORP. LAVALIN, SNC TO  
EVALUATE OPPOR. IN UPCOMING \$1 BIL. NATURAL GAS PROJECT (03)  
(03)ASSIT. TO ADECON SYSTEMS INC. WHICH SIGNED \$5M CONTRACT  
WITH HELLENIC ARMS INDUSTRY FOR ESTABLISHMENT OF WIND TUR-  
BINE PLANT & FOR TRANS. OF TECH. (04)ASST. TO CAE ELECT. LTD.  
TO BE ENTERED ON SHORT-LIST FOR \$50M ENERGY CONTROL SYSTEM  
OF PUBLIC POWER CORP. (05)LIAISON VISIT OF RWT & RELATE CALLS  
(06)ASSIST. TO SNC REGARDING CDN\$1.5 BIL. ACHELLOS RIVER  
PROJECT VISIT TO LOCAL ENGINEERING COS & TO MIN. OF PUBLIC  
WORKS(07)ASSIST. TO AIT CORP. REGARDING MACHINE READABLE  
PASSPORT PROJECT(08)ASSIST. TO LARGEST SUPER-MARKET CHAIN  
VASSILOPOULOS BROS. FOR PROMOTING CDN PROD. (09)ASSIST TO  
LOCAL AGENT OF CDA PACKERS REGARDING EEC DEROGATION FOR SEED  
POTATOES (10)ASSIST. TO LECTURER/ORGANIZER AT THE NATIONAL  
POLYTECHNIC INSTITUTE, PANOS TOULIATOS, FOR THE TIMER FRAME  
CONSTRUCTION SEMINAR TO BE HELD IN ATHENS ON MAY 20-21/88  
(PRELIMINARY DATES)

POST : 474-BELGRADE

001-AGRI & FOOD PRODUCTS & SERVICE  
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

TECHNICAL COOPERATION AGREEMENT BETWEEN GOVERNMENTS FOR RESEARCH INCLUDING VETERINARY MATTERS.

VISIT OF AGRICULTURE CANADA DEPUTY MINISTER TO BULGARIA (DELAYED)

CONTINUING SUPPORT OF CANADIAN FIRMS' EFFORTS IN THE MARKET.

SUPPORT CANADIAN EFFORTS FOR SALES OF POULTRY.

EXPLORE MARKET OPPORTUNITIES FOR CANADIAN SEED POTATOES.

FOOD HANDLING, PROCESSING EQUIP

GATHERING OF MARKET INTELLIGENCE ON POTENTIAL PROJECT AND CONTINUING SUPPORT OF CANADIAN FIRMS.

CONTINUATION OF OUR CONTACTS WITH THE BULGARIAN FOOD PROCESSING INDUSTRY.

PRESENTATION ON GAMMA IRRADIATION FOR FOOD STERILIZATION.

ACTIVE FOLLOW UP ON PERCEIVED POTENTIAL FOR SLAUGHTERING AND MEAT PROCESSING PLANTS.

INTRODUCTION OF BULGARIAN AUTHORITIES TO CANADIAN BIOTECHNOLOGY CAPABILITIES.

WOULD SOLIDIFY POSITION OF CANADIAN SUPPLIERS IN MARKET.

WOULD SOLIDIFY POSITION OF CANADIAN SUPPLIERS IN MARKET.

TIMELY PERCEPTION OF IMPORTANT SIGNALS.

INITIAL IMPORTS OF TURKEY POULTS AND CHICKEN BREEDERS.

TRIAL OF CANADIAN SEED POTATOES.

ADDITIONAL SALES OF MEAT PROCESSING AND SLAUGHTERING EQUIPMENT.

BETTER INFORMATION ON THEIR INTERESTS AND PURCHASING POTENTIAL.

OVERCOME MYTHS OF RADIO-ACTIVE CONTAMINATION OF FOOD STUFFS.

ADDITIONAL SALES OF MEAT PROCESSING EQUIPMENT

CONTACTS BETWEEN CANADIAN FIRMS AND BULGARIAN INDUSTRY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 IMPROVEMENT OF THE QUALITY OF ITS AGRICULTURAL PRODUCTION IS A PRIORITY OF BULGARIA. ON-GOING RESEARCH AND IDENTIFICATION OF OPPORTUNITIES.

QUARTER: 3 -----

QUARTER: 4 -----

A PLANT HEALTH MISSION FROM AG-CANADA VISITED BULGARIA IN SEPT. & NEGOTIATIONS HAVE BEEN INITIATED ON A MOU AIMED AT IMPROVING ENVIRONMENT FOR FURTHER SALES OF CDN GRAINS TO THAT MARKET.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 474-BELGRADE

016-INDUSTRIAL MACHIN. PLANTS, SERV.  
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT & MACHINERY

KEEPING CLOSE CONTACTS WITH BULGARIAN AUTHORITIES ON BULGARIAN MINISTERIAL VISIT DELAYED TO SPRING 87.

ENCOURAGE THE FORMATION OF A CDN CONSORTIUM FOR A FULLY COMPREHENSIVE APPROACH.

FULL SUPPORT OF CANADIAN COMPANY ACTIVITIES IN THIS UNFAMILIAR AND FLUID MARKET PLACE.

BULGARIAN MINISTERIAL VISIT TO CANADA IN SPRING 87.

VISIT OF BULGARIAN MINISTER OF METALLURGY TO CANADA.

A GLOBAL OFFER COVERING TOTALITY OF PROJECT.

VISITS TO MARKETPLACE OF SEVERAL CANADIAN FIRMS IN ACTIVE PURSUIT OF PROJECT.

GREATER FAMILIARIZATION WITH RANGE OF CDN CAPABILITY WITH A VIEW TO INCREASED RANGE AND SALE OF CANADIAN GOODS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 BULGARIA HAS SEVERAL REQUIREMENTS IN INDUSTRIAL MACHINERY SECTOR, INCLUDING STEEL MILLS, MINING, SMELTERS, RECYCLING, ETC. CONTINUOUS RESEARCH & IDENTIFICATION OF OPPORTUNITIES IN THESE SECTORS.

QUARTER: 3 -----

QUARTER: 4 -----

SEVERAL OPPORTUNITIES IN THE FIELD OF METAL & RUBBER RECYCLING HAVE BEEN IDENTIFIED. A NUMBER OF CDN FIRMS ARE BIDDING ON THESE REQUIREMENTS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 474-BELGRADE

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

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:  
ACTIVE SUPPORT FOR CANADIAIR'S ACTIVITIES TO SELL CL-215S TO FDSP.  
  
ACTIVE SUPPORT OF DE HAVILLAND'S EFFORTS TO WIN THE CONTRACT FOR  
JAT'S SECOND TIER AIRCRAFT WITH THE DASH 8-300.

ANTICIPATED RESULTS:  
SALES OF 2 AIRCRAFT IN 1987  
SALES OF 2 AIRCRAFT IN 1989  
  
SELECTION OF THE DASH 8-300 AIRCRAFT AND SALE  
OF 4 DASH 8-300 OVER NEXT 3 YEARS.

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:  
  
QUARTER: 1 ACTIVE REPORT FOR CANADIAIR'S ACTIVITIES TO SELL  
CL-215 TO FDSP, (FEDERAL DIRECTORATE FOR SUPPLY  
AND PROCUREMENT).  
  
QUARTER: 2 ACTIVE SUPPORT FOR CANADIAIR'S ACTIVITIES TO SELL  
CL-215 TO FDSP (FEDERAL DIRECTORATE FOR SUPPLY &  
PROCUREMENT). REACTIVATION OF DE HAVILLAND'S  
EFFORTS TO SELL DASH-8-300 TO JAT.  
  
QUARTER: 3 CONT'D ACTIVE SUPPORT OF CANADIAIR'S EFFORTS TO  
SELL 4 ADDITIONAL CL-215S TO FDSP (FEDERAL  
DIRECTORATE FOR SUPPLY & PROCUREMENT).  
  
QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:  
  
HELD SEVERAL MEETINGS WITH FDSP TO DISCUSS FOLL-  
OW-UP TO THE VISIT TO YUGOSLAVIA IN MARCH OF THE  
SENIOR MANAGEMENT OF BOMBARDIER/CANADIAIR TO PRO-  
MOTE FUTURE SALES OF CL-215. A RETURN FDSP MISS-  
ION TO CDA IS NOW PLANNED FOR SEPTEMBER.  
  
SEVERAL MEETINGS HELD WITH FDSP RESPECTING A CA-  
NADIAIR BARTER PROPOSAL FOR SALE OF A NUMBER OF  
CL-215. A FDSP MISSION VISITED CDA IN SEPT. TO  
PURSUE NEGOTIATIONS. A DE HAVILLAND/BOEING MIS-  
SION VISITED YUGOSLAVIA IN LATE SEPT.  
  
NUMEROUS MEETINGS WERE HELD WITH FDSP AIMED AT  
SETTING THE STAGE FOR THE START OF MEANINGFUL  
NEGOTIATIONS BETWEEN CANADIAIR&FDSP. SR REPS FROM  
CANADIAIR VISITED FDSP IN EARLY DEC TO START  
THE NEGOTIATIONS.

POST : 474-BELGRADE

011-OIL & GAS EQUIPMENT, SERVICES  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

POST HAS BEEN ACTIVE IN INTRODUCING CDN CO'S TO INA AND NAFTAGAS & FACILITATING THEIR BIDDING ON THE INA & NAFTAGAS TENDERS FOR BOTH IBRD & COFINANCING PORTIONS OF THE 1ST YUGOSLAV PETROLEUM PROJECT.

CONTINUOUS CONTACT WITH THE 3 YUGOSLAV CUSTOMERS FOR OIL & GAS EQUIPMENT - INA, NAFTAGAS, AND ENERGOINVEST - WILL BE MAINTAINED.

INCOMING MISSION COMPOSED OF REPRESENTATIVES FROM INA & NAFTAGAS HAS BEEN PROPOSED.

ENCOURAGE THROUGH DIRECT CONTACT ACTIVE PARTICIPATION OF A RANGE (6-8) OF OIL & GAS EQUIP. & SERVICE SUPPLIERS IN THE 1987 ZAGREB FAIR, WITH THE ALBERTA GOVERNMENT AS PART OF THE CDN STAND.

\$10 MILLION TOTAL OF THE CONTRACTS AWARDED FOR THE FIRST YUGOSLAV PETROLEUM PROJECT.

\$10 MILLION PER ANNUM IN SALES OF CANADIAN EQUIPMENT AND SERVICES.

ADDITIONAL SOURCING FROM CANADIAN COMPANIES.

INCREASED DEPTH AS WELL AS INCREASED RANGE OF GOODS BEING SOURCED FROM CANADA FOR THE OIL AND GAS SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUOUS CONTACT WITH THE THREE YUGOSLAV CUSTOMERS FOR OIL & GAS EQUIPMENT - INA, NAFTA-GAS & ENERGOINVEST. ORGANIZED INCOMING MISSION FOR OIL AND GAS MISSION TO INTERCAN '87.

HELD SEVERAL MEETINGS WITH NAFTA-GAS TO ASSIST THE CDN COS IN THEIR CONTRACT NEGOTIATIONS WITH NAFTA-GAS. FOUR REPS FROM INA & NAFTA-GAS HAVE ATTEND INTERCAN '87.

QUARTER: 2 CONTINUOUS SUPPORT OF CDN FIRMS TO SELL OIL AND GAS EQUIPMENT AND SERVICES TO INA, NAFTA-GAS AND ENERGOINVEST.

NEGOTIATIONS WERE FINALIZED & CONTRACTS SIGNED WITH RESPECT TO SALE OF \$3 M. WORTH OF OIL & GAS EQPT TO NAFTA-GAS. THESE CONTRACTS HAD BEEN INITIATED EARLIER THIS YEAR & REPORTED AS BUSINESS INFLUENCED IN OUR REPORT JAN.-MAR '87.

QUARTER: 3 CONTINUOUS SUPPORT OF CDN FIRMS IN THEIR EFFORTS TO SELL OIL & GAS EQUIPMENT & SERVICES TO INA & NAFTA-GAS.

NUMEROUS INTERVENTIONS WITH NAFTA-GAS AIMED AT REGISTERING & OPENING OF L/C WITH RESPECT \$3M WORTH OF CONTRACTS ALREADY AWARDED TO CDN COS. NEW OPPORTUNITIES WERE UNCOVERED AT INA & NAFTA-GAS & PASSED ONTO CDN COMPANIES.

QUARTER: 4 -----



POST : 474-BELGRADE

007-POWER & ENERGY EQUIP. & SERV.  
YUGOSLAVIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ACTIVE PROGRAM OF VISITS TO YUGOSLAV AUTHORITIES/UTILITIES RE  
FUTURE POWER OPPORTUNITIES.

SUPPORT OF AECL'S ACTIVITIES IN THE MARKET AS TENDER EVALUATION  
PROCESS CONTINUES.

ENCOURAGE VISIT OF CDN ENERGY MINISTER WITH BUSINESS MISSION IN  
SUPPORT OF A RANGE OF CDN INTERESTS IN THE ENERGY AND MINING  
FILED.

ANTICIPATED RESULTS:

IN THE LONGER TERM, AWARD OF BOILERS AND INS-  
TRUMENTATION CONTRACTS ON NEW PROJECTS TO  
CANADIAN COMPANIES.

AWARD OF NUCLEAR POWER CONTRACT TO AECL.

RAISE THE LEVEL OF AWARENESS OF CDN CAPABILI-  
TY & IN THE MEDIUM TERM INCREASE SALES AND  
RANGE OF CDN GOODS IN THIS SECTOR.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 CONTINUED SUPPORT OF AECL'S ACTIVITIES IN THE  
MARKET AS TENDER EVALUATION PROCESS CONTINUES.

QUARTER: 2 DEVELOP. OF ENERGY SECTOR (NUCLEAR, THERMAL AS  
WELL AS ENERGY CONSERVATION) IS THE #1 PRIORITY  
OF THE COUNTRY AT THE MOMENT. CONTINUOUS SUPPORT  
OF AECL ACTIVITIES AS WELL AS IDENTIF. OF OPPOR-  
TUNITIES IN ENERGY CONSERVATION FIELD.

QUARTER: 3 YUGO EMBARKED ON MAJOR DEBATE ON FUTURE OF ITS  
ENERGY GENERATION CAPACITY (NUCLEAR, THERMAL, HYDRO  
ETC). CONTINUOUS SUPPORT OF AECL ACTIVITIES/IDEN-  
TIFICATION OF OTHER ENERGY GENERATING CAPACITY  
OPPORTUNITIES.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

SELECTION OF SHORT LIST OF BIDDERS EXPECTED BY  
THE END OF DECEMBER. GESTATION PERIOD FOR A NUCLE-  
AR POWER PROJECT IS SEVERAL YEARS.

SELECTION OF SHORT LIST OF BIDDERS FOR NUCLEAR  
POWER STATION EXPECTED BY END OF DEC. INVESTIGA-  
TED & IDENTIFIED OPPORT. IN APPROX. 40 ENERGY  
CONSERVATION PROJECTS FUNDED BY A U; S \$90M.  
WORLD BANK LOAN.

A LOT OF TIME HAS BEEN SPENT MONITORING THE CUR-  
RENT ENERGY DEBATE & RATIONALIZING ITS IMPLICA-  
TIONS FOR THE AECL ACTIVITIES WITH RESPECT TO  
THE SALE OF A CANDU REACTOR.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 474-BELGRADE

009-FOREST PRODUCTS, EQUIP, SERVICES  
YUGOSLAVIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

FOLLOW UP WITH MAJOR YUGOSLAV IMPORTERS/USERS ON REQUIREMENTS. CONTACT CDN EXPORTERS TO ENCOURAGE & ASSIST IN SERIOUS CONSIDERATION OF THIS MARKET.

FORSTRY MISSION/SEMINAR TO COINCIDE WITH THE ANNUAL OCTOBER FORESTRY FAIR IN SARAJEVO.

SERIES OF VISITS TO THE MAJOR YUGOSLAV AUTHORITIES & COMPANIES THROUGHOUT YUGOSLAVIA, RESPONSIBLE FOR FORESTRY MANAGEMENT/EXPLOITATION TO INCREASE AWARENESS OF CANADIAN EQUIPMENT AND SERVICE CAPABILITIES.

DIRECT SYSTEMATIC CONTACT WITH THE MAJOR PULP & PAPER MILLS PARTICULARLY IN SLOVENIA TO ASCERTAIN PLANS. THIS WILL BE FOLLOWED BY SYSTEMATIC NOTIFICATION OF POTENTIAL CANADIAN SUPPLIERS.

ANTICIPATED RESULTS:

FACILITATE CONTACTS BETWEEN CDN EXPORTERS & YUGOSLAV IMPORTERS TO INCREASE CDN MKT SHARE AND NUMBER CDN CO'S ACTIVE IN THE MARKET.

INCREASED AWARENESS OF AND SALES OF A BROADER RANGE OF CANADIAN FORESTRY EQUIPMENT.

CONCRETE SALES OF CANADIAN GOODS AND SERVICES

IDENTIFICATION OF MODERNIZATION PLANS TIMING AND FINANCING REQUIREMENTS. TIMELY INTRODUCTION OF CDN COMPANIES & CAPABILITIES AT THE EARLIEST PLANNING STAGES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 474-BELGRADE

010-MINE, METAL, MINERAL PROD & SRV  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

FORMAL VISIT TO RMK ZENICA AT ITS MINE AND STEEL PLANT IN ZENICA, BOSNIA-HERCEGOVINA.

SUPPORT OF CURRENT CO. EFFORTS. HEIGHTENED AWARENESS OF CDN CAPABILITY AS A SUPPLIER OF RESOURCES/MINING EQUIP. /RESOURCE PROCESS. EQPT.

VISIT TO THE 3 MAJOR INTEGRATED STEEL COMPANIES IN YUGOSLAVIA TO PROMOTE BOTH SOURCING CDN MINERALS, AND CDN MINING, AND STEEL PRODUCTION EQUIPMENT.

INCREASED PURCHASES OF CDN COAL & IRON ORE, AND PURCHASE OF CDN MINING & MINERALS PROCESSING EQUIPMENT.

THROUGH DIRECT CONTACT WITH CANADIAN COMPANIES ENCOURAGE INCOMING VISITS TO THE MARKET PLACE.

RE-INFORCE CURRENT EXPORT OF BOTH MINERALS & MINING EQUIPMENT AND EXPAND RANGE OF GOODS BEING MARKETED.

ENCOURAGE A VISIT BY THE CANADIAN MINISTER OF ENERGY ACCOMPANIED BY A BUSINESS MISSION.

MAINTAIN AND POSSIBLY EXPAND MARKET POSITION.

CONTINUOUS MONITORING OF LOCAL SITUATION. GIVEN CURRENT COMMODITY PRICES & SHORTAGE OF FOREIGN CURRENCY THE OUTLOOK IN THE SHORT TERM FOR INCREASED SALES IS NOT OPTIMISTIC.

MAINTAIN MARKET SHARE.

CONTINUED SUPPORT AND NOTIFICATION OF CANADIAN SUPPLIERS - CURRENT AND POTENTIAL.

MAINTAIN MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 474-BELGRADE

003-GRAINS AND OILSEEDS  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

THE CWB WAS ADVISED OF TENDERS BUT WE ARE NOT AWARE OF ANY OF THE AGENTS RESPONDING TO YUGOSLAV IMPORTERS WITH OFFERS OF CDN WHEAT. WHILE CWB'S REPRESENTATIVES HAVE VISITED THIS MKT WE ARE NOT AWARE OF ANY VISITS OF THEIR SHIPPERS/AGENTS WITH A VIEW OF SELLING

OFFERS OF CANADIAN WHEAT AGAINST TENDERS.

CONTINUE ADVISING THE WHEAT BOARD OF OPPORTUNITIES AND THROUGH DIRECT CONTACT WITH AGENTS OF THE WHEAT BOARD ENCOURAGE THEM TO RESPOND.

SALE OF CANADIAN WHEAT AND OILSEEDS.

MAINTAIN CONTACT WITH MAJOR YUGOSLAV IMPORTERS OF WHEAT AND OILSEEDS.

ENSURE THAT CANADIAN COMPANIES ARE NOTIFIED OF TENDERS IN A TIMELY MANNER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A  
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

Page 21

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

POST : 474-BELGRADE

A YUGOSLAV DELEGATION ATTENDED TRANSTECH 87, AN INVENTOR SHOW IN MTL IN NOV. THE DELEGATION EXHIBITED A NEW INSULATION MATERIAL & HAD SEVERAL MEETINGS WITH POTENTIAL CDN PARTNERS CONCERNING THE ESTABLISHMENT OF FACILITIES IN CDA FOR THE PRODUCTION & MARKETING OF THE PRODUCT (VIDASIL) IN NORTH AMERICA; (02) THE FIRST MEETING OF THE CDA-YUGOSLAVIA TRADE COUNCIL (WITH A CDN BUSINESS DELEGATION OF 25 PEOPLE); (03) ALBERTA AGRICULTURE TRADE MISSION; (04) ALBERTA OIL & GAS TRADE MISSION.

POST : 409-BERNE

013-CONSUMER PRODUCTS  
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

APPAREL (CLOTH, FUR, SHOES) TEXT

RECRUIT BUYERS TO VISIT 1987 INTL. FUR FAIR, MONTREAL.

APPROX. C\$ 2 MILLIONS.

PROMOTE 1987 IFF MTL. THROUGH PREFAIR MAILING CAMPAIGN CONSISTING OF PERSONAL LETTER, PRESS RELEASE AND QUESTIONNAIRE TO SOME 250 SWISS FURRIERS.

GENERATE INCREASED INTEREST AND NUMBER OF VISITORS TO IFF MONTREAL.

PRE-FAIR CAMPAIGN AND SELECTION OF BUYERS TO VISIT 1988 FAIR.

APPROX. C\$2.4

CALL ON FUR INDUSTRY IN MAJOR SWISS CITIES AND ASCERTAIN NEEDS FOR INCREASED FUR SHOWS BY CDN. MANUFACTURERS IN SWITZ.

PREPARE REPORT AND SEND TO ACTIVE CDN. EXPORTERS.

LEISURE PROD. TOOLS HARDWARE

RECRUITING OF BUYER TO VISIT CSGA FAIR MONTREAL.

NEW OUTLETS FOR 2 OR 3 CANADIAN SUPPLIERS.

LARGE SCALE ISPO PRE-FAIR MAILING TO SOME 300 SPORTING GOODS BUYERS.

3-4 NEW AGENCIES.

ENCOURAGE SUPPLIERS TO UNDERTAKE PERSONAL VISITS TO SWISS SPORTING GOODS INDUSTRY AND TO PARTICIPATE IN A MAJOR SWISS SPORTING GOODS FAIR.

BETTER PENETRATION OF SWISS MARKET.

CALLS ON SPORTING GOODS INDUSTRY TO ASCERTAIN INTEREST IN VISITING EITHER WINTER OR SUMMER CSGA FAIR IN MONTREAL.

INCREASED AWARENESS OF CANADIAN SUPPLIES AVAILABLE.

RECRUIT SPORTING GOODS BUYERS TO VISIT ONE OF CSGA FAIRS (WINTER OR SUMMER).

2 TO 3 NEW OUTLETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1987 PREPAIR LETTER TO 300 BUYERS. MAILING OF 1987 FUR GUIDE (NOT YET RECEIVED) WITH PERSONAL LETTER. MAILING OF REPORT ON SWISS FUR INDUSTRY TO CDN FURRIERS.

5 GOVT. SPONSORED BUYERS TO IFF MTL. PLACED SAMPLE ORDERS WORTH \$331,000 OTHER ORDERS FOR SEVERAL \$100,000 EXPECTED. A BUYER, INVITED LAST YEAR, ON HIS 2ND VISIT TO '87 FAIR ORDERED GOODS WORTH \$154,590. EXPORTS EXPECTED TO INCREASE BY 20%.

QUARTER: 2 IFF PRE-FAIR MAILING & PROMOTIONAL VISITS. PRE-FAIR MAILING & CALL PROGRAM ON SPORTING GOODS CONTACTS FOR CSGA, 7-8 FEB 88.

CDN FUR EXPORTS HAVE EXCEEDED 86 TOTAL BY \$13M. SPORTING GOODS SALES ARE DOUBLE THE 86 RATE. CDN PARTICIPANT IN BERNE SPORTING GOODS FAIR BOOKED \$54,000 IN ORDERS. THREE NEW AGENCIES PENDING.

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 23

POST : 409-BERNE

013-CONSUMER PRODUCTS  
SWITZERLAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 CONTINUED 88 IFF PRE-FAIR MAILING TO FURRIERS.  
RECRUITMENT FOR 88 CSGA WINTER FAIR & MAILING; \  
MAILING FOR COLOGNE FURNITURE FAIR JAN 88.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

SIX BUYERS AT 87 IFF PLACED ORDER FOR \$331,000  
HAVE MADE FURTHER PURCHASES OF \$250,000. 3 NEW  
BUYERS INTERESTED IN IFF FOR 88; MAILER TO 145  
BUYERS; RECRUITED BUYER CSGA; MAILER TO 70 MFG. 3  
ASSOCIATIONS.

POST : 409-BERNE

001-AGRI & FOOD PRODUCTS & SERVICE  
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HORTICULTURE (FRUIT, VEG, FLOR)

TO PARTICIPATE AT IGEHO '87 (LARGEST SWISS FOOD SHOW) WITH A CDN BOOTH PUTTING EMPHASIS ON FROZEN VEGETABLES AND FRUITS, SEMI PROCESSED FOOD.

TO INCREASE CDA'S MARKET SHARE.

INVESTIGATE TREND IN SUBSECTORS AND REPORT TO CDN SUPPLIERS.

TO GENERATE REPORTS ON OPPORTUNITIES OR NON- OPPORTUNITIES OF SUBSECTOR.

INVESTIGATE INCREASE OF CONSUMPTION OF FROZEN VEGETABLES AND FRUITS (VALUED ADDED PRODUCTS)

TO IDENTIFY POTENTIAL FOR CDN FROZEN VEGETABLES AND NOTIFY CDN PRODUCERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PREPARE AGRICULTURE & FOOD ABROAD REPORT. ORGANIZE MAILING FOR ANUGA TRADE SHOW. MARKET SURVEY ON HONEY FOR EXTOTT.

AG. & FOOD ABROAD SUBMITTED TO EXTOTT/TAP. MAILED 100 DOCUMENTS TO APPROPRIATE FIRMS. HONEY REPORT SUBMITTED TO EXTOTT/TAN.

QUARTER: 3 CDN PARTICIPATION AT THE IGEHO SHOW IN BASEL & THE SALON CULINAIRE MONDIAL IN PARTICULAR.

CDN CHEFS WON ONE OF THREE GOLD MEDALS. BUFFET ATTENDED BY 6-700 GREAT SUCCESS WITH 100 CONTACT FROM FOOD & TOURISM SECTORS.

QUARTER: 4 -----



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 409-BERNE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WORKPLACE AUTOMATION

OBTAIN INFORMATION ON CURRENT MARKET AND ASCERTAIN NEEDS OF SWISS SUPPLIERS OF OFFICE EQUIPMENT AND REPORT TO CDN. SUPPLIERS.

INCREASE CDN. SUPPLIER VISITS

ALERT COMPANIES ACTIVE IN THE OFFICE EQUIPMENT SECTOR OF CANADIAN PARTICIPATION IN EUROPEAN FAIRS.

INCREASE AWARENESS OF CDN. CAPABILITY.

TELECOMMUNICATIONS (INC SPACE)

TO FOLLOW UP WITH SWISS PTT RE THEIR VISIT TO CDA IN ORDER TO DRAW ATTENTION ON CDN CAPABILITY IN TELECOMMUNICATION PRODUCTS AND CDN CATV TECHNOLOGY

TO DEVELOP KNOWLEDGE AND INTEREST IN CDN TECHNOLOGY AND PRODUCTS AND GENERATE SALES.

TO DEVELOP A CLOSE RELATIONSHIP WITH MAJOR SWISS TELECOMMUNICATION FIRMS, HASLER, AUTOPHON, GFELLER, HELVECOM, ASSOC SUISSE DES TELERESEAUX

TO GENERATE INTEREST IN CDN ELECTRONIC COMPONENTS AND CDN TECHNOLOGY TO ASSESS POTENTIAL FOR TECHNOLOGY TRANSFER.

PROMOTE CDN TELECOM. TECHNOLOGY & GENERATE INTEREST IN ORDER TO BRING TOGETHER CDN SUPPLIERS(ATTENDING TELECOM'87 & THE MONTREUX TV SYMPOSIUM'87) AND SWISS KEY DECISION MAKERS IN CHARGE OF SELECTING EQUIPMENT FOR SWITZERLAND

TO INCREASE CDN SHARE OF IMPORTED TELECOM. PRODUCTS

MONITOR TO INFORM THE CDN INDUSTRY ON COMMERCIAL OPPORTUNITIES REF: PLANNED MULTIBILLION SFR FIBRE OPTIC NETWORK FOR THE SWISS PTT, AND THE DEVELOPING INTEREST IN HOME SATELLITE TV RECEIVING EQUIPMENT.

TO INCREASE VISIBILITY FOR ADVANCED CDN TELECOM. PRODUCTS.

USE OF LOCAL SPECIALIZED MAGAZINES TO INTRODUCE NEW CDN PRODUCTS (FREE PRODUCTS INTRODUCTION ARTICLES OFFERED BY MANY PUBLISHERS CONTACTED)

TO BRING MORE VISIBILITY ON CDN PRODUCTS TO INCREASE EXPORTS

VISIT LOCAL REGIONAL FAIRS IN ORDER TO IDENTIFY NEW LOCAL DISTRIBUTORS AND DRAW ATTENTION TO CDN PRODUCTS THROUGH PARTICIPATION AT COMPUTER 87 LAUSANNE.

TO INCREASE CDN SHARE OF THE MARKET.

AUTOMATION OF OUR REFERENCE SYSTEM(RE SPECIALIZED SOFTWARE DISTRIBUTORS)

TO PROVIDE MORE PRECISE INFO TO DISTRIBUTORS AND TO DO DIRECT AGGRESSIVE MARKETING RE PROMISING PRODUCTS

BROADCASTING (INC CATV)

OBTAIN TENDER INFORMATION FOR GENEVA CABLE PROJECTS, FOLLOW-UP WITH CDN COS RE EQUIPMENT REQUIREMENTS.

TO POSITION CDN COS FAVOURABLY AND GENERATE PRODUCTS AND SERVICES SALES.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 409-BERNE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BROADCASTING (INC CATV)

OBTAIN DETAILS RE BASLE CABLE PROJECT

TO FOLLOW UP WITH SWISS PTT RE THEIR VISIT TO CDA, DRAW ATTENTION TO CDN CAPABILITY IN INDUSTRIAL CABLE TV EQUIPMENT, TV DISHES AND RELATED EQUIPMENT.

TO DEVELOP A CLOSE RELATIONSHIP WITH THE MOST IMPORTANT OF THE 2200 CABLE TV OWNERS AND THEIR ASSOCIATIONS.

TO INCREASE CONTACTS WITH SWISS PTT OFFICIALS.

TO VISIT LOCAL FAIRS TO KNOW BETTER POTENTIAL OF DISTRIBUTORS, INTEREST AND CAPABILITIES.

TO INCREASE CHANCES FOR CDN COS TO SELL TECHNOLOGY SERVICES & PRODS.

TO DEVELOP KNOWLEDGE AND INTEREST IN CDN TECHNOLOGY AND PRODUCTS

TO GIVE CDN PRODUCT/TECHNOLOGY A HIGHER VISIBILITY AND CREATE INTEREST IN CDN PRODUCTS.

TO OBTAIN INFO. ON THE NEW TELECOMMUNICATION LAW WHICH WILL BE ENACTED AROUND 1988/89 (REGARDING INTERACTIVE TV SERVICES)

TO MAKE BETTER RECOMMENDATIONS TO CDN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OBTAINED INFO FOR GENEVA CABLE PROJECT & FOLLOW UP WITH CDN SUPPLIERS. DRAW ATTENTION ON CDN CAPABILITIES FOR HOME TV DISHES/EGPT. VISIT MONTREUX TV SYMPOSIUM & RECOMMEND ATTENDANCE.

QUARTER: 1 PROMOTE MARKET FOR EDUCATION SOFT. FRENCH & OTHER COMPUTER EQUIPMENT.

QUARTER: 2 INCOMING BUYER MISSION FOR GENEVA CABLE PROJECT. TELECOM 87 PLANNING & PREPARATION.

QUARTER: 3 ORGANIZED CDN PARTICIPATION IN TELECOM 87 WITH RWTF/DOC; ORGANIZED DOC MIN PROGRAM FOR TELECOM WITH DOC & OTHER POSTS.

TELEGENEVE SIGNED A MULTI-MILLION DOLLARS AGREEMENT WITH LINDSAY SPECIALTY PRODUCTS, ONTARIO. REDIFFUSION (MAJOR TV CABLE OWNER) IS READY TO CONSIDER CDN OFFERS. 8 CDN EXHIBITORS, SALES ON SITE BY VERTIGO (PEMD).

LOGO COMPUTER SYSTEM IS PREPARED TO SIGN AN AGREEMENT WITH GESTRONIC FOR "LARGE QUANTITIES". DEXTRA PLACED A TRIAL FOR "LARGE QUANTITIES". DEXTRA PLACED A TRIAL ORDER WORTH \$3,500 FOR "ALL CARDS".

MISSION WAS VERY SUCCESSFUL & PARTICIPATION, MR. CHEVALIER, IS PLANNING SECOND TRIP. ALLOCATION OF TASKS AMONG ORGANIZERS (RWT-TWTP-DOC-GENEVA-BERNE) COMPLETED. PROJECT LOOKS PROMISING

MIN HELD 10 BILATERALS, HOSTED RECEPTION FOR 4-500 PLUS 2 DINNERS; 35 CDN COS EXHIBITED AT CDN PAVILION. VERY SUCCESSFUL MEETINGS (KENYA PTT/SPANISH TV, ETC). SHOW HAD EXHB. FM 163 COUNTRIES (264,000 VISITS).

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 27

POST : 409-BERNE

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

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 INCREASE VISIBILITY OF CDN TELECOMMUNICATIONS  
CAPABILITY IN SWITZERLAND. PROVIDED DATA TO  
SWISS PTT ON MRDS.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ARTICLE PUBLISHED IN SPECIALIZED SWISS MAGAZINE  
READ BY MAJORITY OF ENGINEERS ON CDN CAPABILI-  
TIES; SWISS PTT (TV NETWORK) MET WITH CDN COM-  
PANY INVOLVED IN MANITOBA PROJECT.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 409-BERNE

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WORK HAND-INGLOVE WITH NUMEROUS CANADIAN FIRMS WHICH HAVE INDICATED AN INTEREST IN SWISS DEFENCE MARKET (CAE, ANACHEMIA, COMDEV, BENDIX, CANADAIR, ETC. )

CANADIAN FIRMS INVITED TO TENDER ON GRD REQUIREMENTS

ASSIST DND IN NEGOTIATION OF BILATERAL MOU ON QUALITY ASSURANCE WITH SWISS DEFENCE TECHNOLOGY & PROCUREMENT AGENCY; ENCOURAGE GRD TO VISIT CANADA YEARLY

MOU IN PLACE FOR LLAD PROGRAMME

MAINTAIN CLOSE CONTACT WITH OERLIKON BUEHRLE MILITARY PRODUCTS AND PILATUS AIRCRAFT IN THEIR ENDEAVOURS TO SEEK INDUSTRIAL PARTNERS IN CANADA

SUB CONTRACTS FOR CANADIAN SUPPLIERS ON LLAD

ATTEND HITEC 87 AND PARIS AIR SHOW JUNE 87 TO MEET CANADIAN EXPORTERS AND EXHIBITORS-INTRODUCE NEW CANADIAN SUPPLIERS TO SWISS MARKET.

NEW REPS/CONTACTS FOR CANADIAN INDUSTRY IN SWITZERLAND.

LIAISE CLOSELY WITH CFA ON A COORDINATED MARKET INTELLIGENCE AND PROMOTIONAL PROGRAMME INCLUDING VISITS TO GRD AND SWISS INDUSTRY.

BETTER RECIPROCAL KNOWLEDGE OF SWISS MARKET & CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE NEGOTIATIONS TO FINALYSE MOU ON QA. WORK IN HAND WITH CDN FIRMS WHICH HAVE INDICATED INTEREST IN SWISS DEFENCE MARKET.

NEGOTIATIONS SUCCESSFULLY TERMINATED. MOU READY. ADVISED CCC OTT. AND AEROTECH (MET AT HI-TEC) RE GATT TENDER FOR 4000 PORTABLE HEATERS. AEROTECH SUBMITTED QUOTATION. (WORTH APPROX. \$20 MILLION).

QUARTER: 2 -----

QUARTER: 3 MAINTAIN CLOSE CONTACT WITH OERLIKON-BUEHRLE RE: INDUSTRIAL PARTNERS.

SUCCESSFUL MARTIN MARIETTA/OERLIKON-BUEHRLE/OERLIKON AEROSPACE BID FOR USA LLAD WILL LEAD DIRECTLY TO INCREASE IN SUBCONTRACTING IN CDA (AS WELL AS FINAL ASSEMBLY).

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 409-BERNE

002-FISHERIES, SEA PRODUCTS & SERV.  
SWITZERLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

TO INTRODUCE NEW SPECIES TO IMPORTERS SUCH AS PIKE, WHITEFISH,  
WALLEYS, INCONNU ETC.. (FOR RESTAURANT MARKET)

TO TRY TO OBTAIN PROMOTION PRICES FOR IMPORTERS IN ORDER TO PUSH  
SPECIES WHERE SUPPLY ABOUND OR PRICES ARE LOW

TO DISTRIBUTE POSTERS AND CONSUMER PROMOTIONAL BROCHURES ON CDN  
FISH FOR DISTRIBUTION AT RETAIL OUTLETS

ANTICIPATED RESULTS:

CHANGE CONSUMER HABITS

TO DEVELOP INTEREST AMONG RESTAURATEURS

TO INCREASE VISIBILITY ON CDN PRODUCTS BEFORE  
SWISS CONSUMERS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 PROMOTION OF CDN FISH INCLUDING ASSISTANCE IN  
RESTAURANT PROMOTION OF LOBSTERS.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

SUPPLIED "LE RAISIN" IN VEVEY WITH PROMOTIONAL  
MATERIAL (FLAGS, MENU CARDS). BUSINESS INFLUENCED  
OF ALMOST \$500,000.

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

AGRI & FOOD PRODUCTS & SERVICE FOOD HANDLING, PROCESSING EQUIP  
THROUGH CORPORATE EXECUTIVE OUTREACH PROGRAM VISIT MAJOR INDUSTRY, DE-  
TERMINE KEY EXECUTIVE RECOMMENDING INVESTMENT ABROAD, PROVIDE INFO  
PACKAGE ON CANADA, ENCOURAGE VISITS TO CANADA.

PROVIDE ANNOTATED LIST OF KEY EXECUTIVES  
IN SECTOR TO DRIE/INV CDA FOR DEVELOPMENT  
OF SPECIFIC PROMO. PROGRAM FOR MOST INTER-  
ESTING POSSIBILITIES.

INDUSTRIAL MACHIN, PLANTS, SERV. TOOLS & HARDWARE  
IDENTIFY SWISS FIRMS IN SECTOR WITH ADVANCED TECHNOLOGY. WORK WITH DRIE  
TO IDENTIFY CANADIAN FIRMS INTERESTED IN JV/TECHNOLOGY TRANSFERS.

DETERMINE IF SUFFICIENT INDUSTRY INTEREST  
TO HOLD SEMINARS ON CDN. INVESTMENT/JV/  
TECHNOLOGY TRANSFER POSSIBILITIES. HOLD  
SEMINAR IF INTEREST EXISTS.

PETROCHEM & CHEM PROD, EQP, SERV PLASTICS PRODUCTS, EQUIP, SERVIC  
CONTINUE PROGRAM TO IDENTIFY SWISS FIRMS WITH INNOVATIVE PRODUCTS  
(EXPOSITION VISITS/COMPANY VISITS). IDENTIFY PROSPECTS TO DRIE/INV CDA  
FOR FOLLOW UP.

CREATE WORKING LIST OF COMPANIES WITH  
EXPANSION/INVESTMENT POTENTIAL.

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY  
CONTINUE PROGRAM TO EXPLAIN CANADA'S NEW PATENT ACT AND PROMOTE FUR-  
THER INVESTMENT IN CANADA.

INFLUENCE MNE'S TO TAKE ADVANTAGE OF CDN  
LEGISLATION. DETERMINE IF MNE'S RECEPTIVE  
TO VISIT BY CDN. EXPERTS ON PATENT ACT.

SERVICE INDUSTRIES TOURISM  
CARRY OUT MAJOR MAILING TO TOURISM PLANT OWNERS. WORK WITH TOURISM CDA  
TO IDENTIFY CDN INVESTMENT OPPORTUNITIES. ENCOURAGE TOURISM WHOLESALERS  
TO ASSESS CDN OPPORTUNITIES. PROVIDE FOLLOW-UP TO BC MISSION OF OCT./86

INITIATE VISITS TO CANADA FROM TOURISM  
SECTOR TO EVALUATE POTENTIAL.

DEFENCE PROGRAMS, PRODUCTS, SERV OTHER DEFENSE PROD & SERV.  
LIAISE WITH OERLIKON-BUEHRLE ON OFFSET PROGRAM. ENCOURAGE FURTHER IN-  
VESTMENT BY CORP. TO ACCESS NORTH AMERICAN DEFENCE MARKET.

EXPANSION OF INVESTMENT PLANS FOR CANADA  
BY O-B.

NON SECTORALLY ORIENTED ACTIVITIES

UTILIZE CANADA-SWISS BUSINESS ASSOC. AS PLATFORM FOR HIGH LEVEL  
SPEAKERS PROGRAM FEATURING CANADIAN POLITICAL AND BUSINESS LEADERS.  
HOLD BROAD "CANADIAN ECONOMY-INVESTMENT INTEREST" SEMINARS IN 3/4  
MAJOR CENTERS.

TURNAROUND NEGATIVE IMAGE OF CANADA FROM  
1970'S (FIRA/NEP) AND PROVIDE REALISTIC  
PERSPECTIVE ON CDN PROSPECTS. "OPEN FOR  
BUSINESS" THEME.

PROVIDE CURRENT INFO ON MAJOR FINANCIAL ISSUES IN CDA TO KEY BANK  
EXECUTIVES THROUGH MAILING (INFO SUPPLIED BY DEPT. OF FINANCE/INVEST-  
MENT CDA) + VISITS PROGRAM. INCLUDE INVESTMENT DEALERS IN CONTACT  
NETWORK.

MAINTAIN EXCELLENT CDN ACCESS TO SWISS  
CAPITAL MKT. INCREASE SWISS CONSIDERATION  
OF PORTFOLIO INVESTMENT TO CANADA.

DEVELOP INVESTOR TRACKING SYSTEM AND MAILING LISTS BY SECTORS OF  
CORPORATE EXEC. INFLUENCING INVESTMENT DECISIONS. MECHANIZE SYSTEM ON  
AES.

ESTABLISH BASE OF DATA USEFUL TO ANALYZE  
INVESTMENT CONSIDERATIONS FROM SWISS FIRMS  
AND COMPREHENSIVE FOLLOW UP SYSTEM.

409 - BERNE

SWITZERLAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-ASSIST SWISS CO'S & ENTREPRENEURS IN THEIR INVEST. PLANS.  
-UTILIZE CDN-SWISS ASSN AS PLATFORM FOR HIGH LEVEL SPEAKERS PROGRAM.  
-PROVIDE INFO ON MAJOR FINANCIAL ISSUES.  
-PREPARE 3 MAJOR MAILINGS TO FINACIAL COMMUNITY AND POTENTIAL INVESTORS.

-TETTOVIL LTD, WHOSE DIRECTOR HAD VISITED CDA IN FEB. TO STUDY POSSIBILITY OF SETTING UP A PLANT, HAVE TAKEN FINAL POSITIVE DECISION. - HON. MONTE KWINTER, MIN OF FINANCIAL INSTITUTIONS/ONTARIO, ADDRESSED THE CSA ON DEREGULATION IN FINANCIAL SECTOR & MET WITH FINANCE REPS. - SUCCESSFUL MAJOR MAILING ON CHANGES IN FINANCIAL REGULATION  
-MAILING TO POTENTIAL INVESTORS RE INVEST IN BREWING INDUSTRY.

QUARTER : 2

UTILIZE CSA AS PLATFORM FOR HIGH LEVEL SPEAKERS PROGRAM; (02)ASSIST SWISS COMPANIES & ENTREPRENEURS IN THEIR INVESTMENT PLANS; (03) PREPARE INITIAL RECOMMENDATIONS RE: DAVOS SYMPOSIUM (04) INFORMATION DISSEMINATION.

THE HON. GERARD LEVESQUE, QUEBEC MIN. OF FINANCE ADDRESSED THE CSA IN SEPTEMBER; (12) OVER 60 ENQUIRIES; (13) D. M. OSTRY & ONT. PREMIER PETERSON HAVE AGREED TO ATTEND DAVOS 88. INVITATIONS OUTSTANDING TO MIN. WILSON & MIN. MAYER; (14) MAILED OVER 100 PIECES TO INVESTMENT CONTACTS.

QUARTER : 3

VISIT OF FIN. MIN. WILSON TO MEET WITH SWISS BANKS, ADDRESS CDN-SWISS ASSOCIATION, MEET WITH INVESTMENT COMMUNITY & HOST DINNER FOR SELECTION OF FINANCIAL & CORPORATE ELITE (2) GOV'T OF B.C. MISSION TO SEEK INVESTMENT IN RECREATION INDUSTRY, "SKI MISSION"

MIN. WILSON'S VISIT TOOK PLACE 10 NOV 87. HE MET WITH EXEC. OFFICRS OF CREDIT SUISSE, SWISS BANK CORP, UNION BANK OF SWITZERLAND & NATIONAL BANK IN PRIVATE MEETINGS. MIN. ADDRESSED CROWD OF 76 AT CSA LUNCHEON & MET WITH 25-30 PEOPLE ACTIVE IN INVESTMENT AREA AT 1-HR RECEPTION. 25 ATTENDED EVENING DINNER INCL. SR EXECs FROM OERLIKON-BEUHRLE, ALUSUISSE, MOEVENPICK & MANY OTHERS. (12) POST DID EXT. MAILING OF QUEST. TO DETERMINE INT. ARRANGED 12 MTGS IN ZURICH &

QUARTER : 4

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

POST : 409-BERNE

TELECOM 87 USED 80% OF C/E PGM RES. (OF. & SUP. ) FOR MO. OCT.  
MIN. WILSON'S VISIT REQUIRED 2 WEEKS OF WORK  
INVESTIGATION OF POTEN. FOR TECH. TRANSF. OFFICE IN SWITZERLD  
MARKET INVESTIGATION OF REMOTE RUNWAY LANDING SYSTEM  
ACTIV. & RPT GENERATED BY GERMAN RPTS OF PARASITES IN FISH  
ALERT TO GOV'T & BUS. CONTACTS ON CDN SHELLFISH POISONING  
PREP. WORK FOR MISS. TO SPACE COMMERCE SHOW IN MONTREUX  
VISIT TO DAVOS WITH GOV'T OF ONT.,. ADVANCE MAN.



POST : 423-BONN

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON DEFENCE TRADE/INVESTMENT MISSION TO CANADA, SPRING 86

IDENTIFICATION OF REPRESENTATIVES AND COMPANY BUYING CONNECTIONS

SURVEY OF MARKET POSSIBILITIES FOR SECURITY RELATED PRODUCTS.

LONGER RANGE IDENTIFICATION OF MAJOR DEFENSE PROJECTS.

JOINT VENTURES, TECH TRANSFER, BUYING CONNEC-  
TIONS.

INCREASE IN TRADE OPPORTUNITIES.

IDENTIFICATION OF OPPORTUNITIES TO PENETRATE  
MARKET.

EARLY CORPORATE LINKAGES IN R & D PHASE. WILL  
IMPROVE ABILITY TO B & D AND SUCCEED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 (A) FOLLOW-UP ON HITEC '87 INITIATIVES  
(B) SURVEY OF SECURITY EQUIPMENT PRODUCTS AND  
SECURITY SHOW IN ESSEN  
(C) FOLLOW-UP ON OCTOBER '86 RDP

(A) VISITS OF 7 CDN DEFENCE COS IN APRIL & MAY  
MARKETING ITINERARIES ARRANGED WITH BWB, GMOD &  
DEFENCE COS. (B) VISIT TO SECURITY SHOW AUTHORI-  
TIES, ESSEN. (C) VISIT OF CRAD TO FOSTER R & D CO-  
OPERATION.

QUARTER: 2 A) FINALIZATION OF CL-289 MOU APPROVALS LEADING  
TO GERMAN GOVT SIGNATURE. B) FURTHER FOLLOW-UP  
ON HITEC 87 GENERATED ACTIVITIES. C) OPPORTU-  
NITIES EXPLORED WITH BWB KOBLENZ FOR ASW EQPT.

A) PARLIAMENTARY APPROVAL OF MOU GRANTED SEPT 18  
AND MOU SIGNED BY GERMAN MIN OF DEFENCE ON SEPT  
28. B) CONTACTS ESTABLISHED WITH GERMAN REPS FOR  
TWO CDN COMPANIES. C) CDC CLOSE TO CLOSING CON-  
TRACT FOR ASW DISPLAY.

QUARTER: 2 A) INITIATED PLANNING AND PROPOSED FOR GOVT  
STAND FOR ESSEN SECURITY EQPT FAIR. B) HANDLED  
TRADE ENQUIRIES ON PRIORITY BASIS; COMPLETED  
FIRST SERIES OF OUTCALLS ON INDUSTRY.

A) DECISION ON PARTICIPATION IN TRADE FAIR  
PENDING. B) ANALYSIS OF BASIC ELEMENTS OF MARKET  
STRATEGY FOR SECURITY PRODUCTS IN FRG UNDER WAY.

QUARTER: 3 PROMOTION OF DEFENCE PRODUCTS & CONCLUSION OF  
PRODUCTION CONTRACT FOR CL-289 SURVEILLANCE  
DRONE.

SALE OF SEAKING HELICOPTER SIMULATOR UPGRADE  
SIGNING OF CL-289 PRODUCTION CONTRACT NOV. 87.

QUARTER: 3 PREPARATION FOR ANNUAL STEERING COMMITTEE MEET-  
ING FOR DEFENCE PRODUCTS, RESEARCH, DEVELOPMENT &  
PRODUCTION MEMORANDUM OF UNDERSTANDING (MOU).

RDP MEETING & INDUSTRY TOUR COMPLETED IN OTTAWA  
NOV 87. SUMMARY OF AGREED ACCTION ITEMS PRE-  
SENTED TO GMOD DEC 87.

QUARTER: 3 PREPARATION FOR PARTICIPATION IN SECURITY 88  
TRADE FAIR. VISITS TO TRADE ORGANIZATIONS.

INCREASED PROFILE IN FRG FOR CDN SECURITY PRO-  
DUCTS FROM PART. IN SEMINAR OF GERMAN INSURANCE  
COS. FOR EQPT SUPPLIERS/INSTALLERS. INITIAL PREPS  
FOR FAIR COMPLETED WITH PROVS, TRADE MAGS, FAIR  
AUTHORITIES ETC.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 423-BONN

001-AGRI & FOOD PRODUCTS & SERVICE  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FEED, FERTILIZER & VET PRODUCTS

INCREASE AWARENESS OF CANADIAN BEEF AND DAIRY CATTLE BY DISTRIBUTION OF NEW PR MATERIAL TO GERMAN BREEDERS.

DAIRY TECHNOLOGY EXCHANGE BETWEEN CANADIAN AND GERMAN DAIRIES IN THE FRESH MILK PRODUCTS SECTOR.

INCREASE AWARENESS OF GERMAN ELECTRONIC STATE OF THE ART HERDBOOK MANAGEMENT SYSTEMS IN CANADA.

PROVIDE INPUT FOR ASSESSMENT OF COOPERATION POTENTIAL BETWEEN CANADA AND FRG IN FOOD PROCESSING TECHNOLOGY, ESP. MEAT AND DAIRY SECTOR.

MORE SEMEN AND LIVESTOCK SALES.

NEW PRODUCTS/TECHNOLOGIES FOR CANADIAN DAIRIES AND CONSUMERS.

PRODUCTIVITY INCREASE, COST SAVINGS IN CANADA, IMPROVEMENT OF INTL COMPETITIVENESS OF CDN INDUSTRY SECTOR.

CHANGE FROM COMMODITY TO TECHNOLOGY TRANSFER WITH RESULTS AS 7-8.1

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 (A) TRANSFER OF AGRIC ACTIVITIES TO CONGEN DUSSELDORF (PHASE IN)(B) CDN NATIVE PARTICIPATION IN 1987 FRANKFURT FUR SHOW. (C) BC FRUIT & VEGETABLE PROCESSING MISSION TO INTERPACK '87 (D) MANITOBA HOG MKTG BOARD VISIT TO GERMANY.

(A) PHASE IN PERIOD WILL TAKE TIME AND LEAVE MAIN REGULATORY & POLICY MATTERS IN BONN (B) DISCUSSION OF ANTI TRAPPING PR ACTIVITIES & CONTRACTING MEASURES. (C) INTRODUCTION TO GERMAN PACKAGING, PROCESSING & DISTRIBUTION SECTORS.

QUARTER: 2 A) SEED POTATOES: OBTAIN GERMAN GOVT SUPPORT FOR EC REGULATIONS THAT WOULD ALLOW ACCESS FOR CDN SEED POTATOES TO EC. B) CONTINUED POLICY LIAISON WITH REPS OF EMBASSIES FROM CAIRNS GROUP COUNTRIES.

GERMAN GOVT MISSION TO CDA BY PLANT SCIENTISTS & EXPERTS HAS LED TO POSITIVE EVALUATION & APPROVAL BY GERMAN GOVT. CALL ON GERMAN MIN OF AG HAS CONFIRMED. B) CDN POSITIONS ON AG TRADE POLICY ISSUES FURTHERED BY LIAISON WITH CAIRNS REPS

QUARTER: 2 C) TRANSFER OF ANIMAL PRODUCTS MARKET TO DUSSELDORF AS RESULT OF PRIME POST REALLOCATION. C) PREPARED BRIEFING AND ACCOMPANIED AMBASSADOR ON CALL ON MIN OF AGRICULTURE.

C) TRANSITION PERIOD UNDER WAY AND PHASE-IN HALF COMPLETED. D) CALL ON MINISTER OF AGRICULTURE, AND LIAISON WITH GERMAN ACADEMIC COMMUNITY.

QUARTER: 3 W. GERMAN IMPORT REQUIREMENTS FOR BC SALMON. REMOVE IMPORT PERMIT REQUIREMENT UNDER W. GERMAN ENDANGERED SPECIES PROTECTION ACT. LIAISON WITH GERMAN MIN, FISH EXPORTERS, ETC.

FED. MIN OF ENVIRONMENT CONFIRMED INTENT TO REMOVE IMPORT PERMIT REQUIREMENT BY MID 1988.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 423-BONN

005-COMM. & INFORM. EQP. & SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BROADCASTING (INC CATV)

CONTINUE CORPORATE LIAISON ACTIVITIES TO KEEP ABREAST OF EMERGING OPPORTUNITIES IN CATV SECTOR, PARTICULARLY NOW THAT PRIVATIZATION OF BROADCASTING IN RFA IS INCREASING.

EARLY INVOLVMENT OF CATV SUPPLIERS IN PROCUREMENT PROGRAMS OF BAVARIAN T.V. ORGANIZATIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 (A) VISITS OF MINISTER SENIOR OFFICIALS OF MINISTRY PTT TO CANADA.  
(B) STUDY OF FRG TELECOMMUNICATION POLICY

(A) INITIAL PLANNING FOR VISIT OF MINISTER ENGAGED.  
(B) MATERIAL COLLECTED: INTERVIEWS IN PROGRESS

QUARTER: 2 A) ADVANCED ARRANGEMENTS FOR VISIT TO CDA OF PTT MINISTER SCHWARZ-SCHILLING. B) PREPARED REPORT ON DEVELOPMENTS IN TELECOMMUNICATION'S SECTOR IN FRG FOR TELECOM 87 MIN VISIT.

A) FRAMEWORK FOR VISIT IN PLACE. PRELIMINARY ANALYSIS OF SECTOR DEVELOPMENTS COMPLETED.  
B) BRIEFINGS SUPPLIED TO GENEVA FOR MIN VISIT.

QUARTER: 3 VISIT OF MINISTER OF POSTS & TELECOMMUNICATIONS TO CANADA.

BOTH MINISTRIES & COS. INVOLVED THOUGHT HIGHLY SUCCESSFUL IN TERMS OF EXPOSURE & INDUSTRIAL CAPABILITIES & POLICY DISCUSSION.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 423-BONN

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

INCREASE AWARENESS BY DISTRIBUTION OF (NEW) PR MATERIAL TO GERMAN  
CAR PARTS IMPORT CONSORTIUMS.

MORE SALES.

INCREASE FOREIGN AWARENESS OF CANADIAN INTERNATIONAL AUTOMOTIVE  
SHOW (ORGANIZED BY AIA).

MORE SALES.

PROVIDE INPUT FOR ASSESSMENT OF QUESTION, IF CANADIAN CAR PART  
MANUFACTURERS, INSTEAD OF EXPORTING EX CANADA, SHOULD NOT HAVE OWN  
DISTRIBUTING AGENT IN FRG.

CLOSER VICINITY TO MARKET/CONSTANT REPRESENTATION  
COULD RESULT IN HIGHER SALES ON AFTER-  
MARKET AND POSSIBLY TO CAR MANUFACTURERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 (A) TRANSFER OF AUTO AFTERMARKET SECTOR TO MUN-  
ICH. (B) CANADAIR CHALLENGER AFTER SALES SUPPORT  
& MAINTENANCE LIAISON. (C) REPORTING ON EUROPEAN  
AIRCRAFT INDUSTRY AND TRANSPORTATION POLICY.

(A) PHASE IN PERIOD UNDERWAY; INFORMATION ON  
DISTRIBUTORS/WHOLESALERS FORWARDED TO POST.  
(B) INITIAL CONTACTS ESTABLISHED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



423 - BONN

GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

ELECTRONICS EQUIP. & SERV                      PRODUCTS & COMPONENTS  
ELECTRONICS PRESENTATION AND SEMINAR WITH GELA USING MULTI-PROJECTOR  
SLIDE SHOW FOR LATE 87 OR EARLY 88 IN COOP WITH FRG IND. ASSN.

IDENTIFY AND STIMULATE INTEREST OF  
SPECIFIC GERMAN FIRMS IN THIS SECTOR TO  
CONSIDER INVESTMENT IN CANADA.

INDUSTRIAL MACHIN, PLANTS, SERV.              MANUFACT & MATERIAL PLANT, EQP.  
PURSUE SPECIFIC MACHINERY FIRMS IDENTIFIED AT PREVIOUS PROMOTION  
EVENTS.

EXPECT DECISION ON SPECIFIC INVESTMENTS IN  
CANADA.

TRANSPORT SYS, EQUIP, COMP, SERV.              AUTOMOTIVE  
BUILDING ON HISTORY OF SEVERAL NEW FRG INVESTMENTS IN CANADA IN  
AUTOMOTIVE SECTOR. EMPHASIZE CONT. OPPORT. IN SPEECHES, PRESENTATIONS,  
PUBLICATIONS.

MAINTAIN MOMENTUM OF RECENT FLOW OF AUTO-  
MOTIVE INVESTMENT IN CANADA.

EDUCATION, MEDICAL, HEALTH PROD              HOSP. & MEDICAL EQUIP, INSTRUM.  
FOLLOW-UP WITH SOME 20 FIRMS IN BOVARIA IDENTIFIED THROUGH RESP. TO  
SPECIAL BANK ELECTR. INFO PROJ. ENCOURAGE MED EQPT. MISSIONS TO CDA  
TENTATIVELY PLANNED FOR SPRING 88.

PERSUADE GERMAN FIRMS TO VISIT CANADA IN  
SPRING 88.

PETROCHEM & CHEM PROD, EQP, SERV              CHEM & PETROCHEM PRODUCTS  
FOLLOW-UP SPECIFIC FIRMS IDENTIFIED THROUGH PROGRAM EVENTS, SEEK DRIE  
SUPPORT FOR FEASIBILITY STUDIES IN CHEM & PETROCHEM PROD, VISIT IN  
CANADA.

ONE OR MORE OF THESE FIRMS WILL DECIDE TO  
INVEST IN CANADA, LIKELY IN MARITIMES.

NON SECTORALLY ORIENTED ACTIVITIES

HIGH-LEVEL (AMBASSADOR) PRESENTATIONS TO SMALL PRE-SELECTED AUDIENCES  
OF POTENTIAL INVESTORS (DRAWN FROM PRIORITY SECTORS, USING CDA-BASED  
EXPERTISE AS APPROPRIATE).

IDENTIFICATION OF SPECIFIC FIRMS WITH  
INTEREST IN INVESTING IN CANADA.

SECTORAL VISITS TO 25 GERMAN COS IDENTIFIED BY MAJOR GERMAN BANK  
PROJECT IN COOP WITH CANADAN CHIEF EXECUTIVES.

DIRECT INVESTMENTS.

PUBLISH SPECIALIZED INVEST NEWS LETTER SCAN WITH RELEVANT CDN INVST  
NEWS QUOTE AS IT BREAKS UNQUOTE FOR SELECTED MAILING LIST OF  
INDUSTRIES AND INTERMEDIARIES.

STIMULATION OF INVESTOR INTEREST THROUGH  
SPECIFIC AND TIMELY INFO ON CDN DEVELOP-  
MENTS.

423 - BONN

GERMANY WEST

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-SECTORAL PRESENTATIONS, JOINTLY WITH GERMAN FINANCIAL INSTITUTIONS AND CANADIAN INVESTMENT BANKS, TO SELECTED AUDIENCES, INCLUDING MINISTERIAL VISITS (COTE, OBERLE).  
-CORPORATE LIAISON VISITS WITH AMBASSADOR.  
-INFORMATION PROGRAMS, INCLUDING INVESTMENT NEWSLETTER 'SCAN', DIRECTED AT GERMAN INTER-MEDIARIES AND INDIVIDUAL FIRMS.

-VISIT OF CEO TO CANADA RE INVEST. IN NEW BRUSWICK; PRELIMINARY SURVEY; CAPE BRETON INVEST. UNDER ACTIVE STUDY. MEETING ARRANGED IN FRANKFURT BETWEEN PH.HOLZMANN & PROSPECTIVE CDN PARTNER. VISIT OF CEO TO CDA RE INVEST. IN TELECOMMUNICATIONS; P. E. I. FEASIBILITY STUDY RE INVEST. IN BIOTECHNOLOGY (FOLLOWING BAD DRIBURG PRESENTATION).

QUARTER : 2

- PRESENTATION TO GERMAN METALWORKING IND'S EMPLOYERS' ASS. PRIOR TO MEMBERS' VISIT TO CDA.  
- WESTERN CDA PRESENTATION JOINTLY WITH INVEST. FIRM PEMBERTON HOUSTON WILLOUGHBY BELL GOUNLOCK AND 4 WESTERN PROVINCES (SECTORS PRESENTED: FINANCIAL MARKET, FOREST & FOREST PRODUCTS, OIL & GAS, MINING) IN FRANKFURT/MUNICH.  
- INFO PROGRAMS, INCLUDING INVEST NEWSLETTER (2 ISSUES) WITH CONTROL MAILING; COMPLETION OF SPECIALIZING MAILING LIST (17 CATEGORIES).

INVESTMENT FOLLOW-UP WITH MEMBERS OF MISSION UNDER WAY.  
PROVINCES FOLLOWING UP ON MAJOR INVESTMENT PROSPECTS WITH PARTICIPANTS; PRIVATE SECTOR INTRODUCED TO PORTFOLIO MANAGERS CONTROLLING 90 - 100% OF EQUITY INVESTMENT IN CANADA.

QUARTER : 3

GERMAN SAVINGS BANK ACADEMY BONN: ECONOMY OF CDN PRESENTATION WAS CANCELLED.  
(02) INFORMATION PROGRAM: INVESTMENT NEWSLETTER (2 ISSUES)

INSTEAD: STUGGART FOUNDATION (REFER TO ITEM 1. UNDER SPECIAL ACTIVITIES).

QUARTER : 4

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

POST : 423-BONN

GENOSSENSCHAFTLICHE ZENTRALBANK (REGIONAL CENTRAL BANK OF COOPERATIVE BANKS), STUTTGART/CONGEN MUNICH: CDA PRESENTATION SHOWING OF "CANADA-LAND OF ENTERPRISE" (RODENSTOCK) VIDEO TAPE & INVESTMENT SLIDE PRESENTATION; (02) STADTSPARKASSE KOLN (SAVINGS BANK COLOGNE)/DEUTSCH-KANADISCHE GESELLSCHAFT, COLOGNE: SHOWING OF RODENSTOCK VIDEO TAPE; (03) ATTENDANCE BY INVITATION OF DEUTSCHE BANK, FRANKFURT, BRITIS COLUMBIA PRESENTATION. BC DELEGATION LED BY HON. MEL COUVELIER, MIN OF FINANCE OF BC; (04) ATTENDANCE BY INVITATION OF DRESDNER BANK, FRANKFURT/BELL CANADA ENTERPRISES (MR. A. JEAN DE GRANDPRE, CHAIMAN & CEO, MR. J. V. RAYMOND CYR, PRESIDENT); (05) INTRODUCTION OF M. ANDRE SIROIS, GOV'T OF QUEBEC, DUSSELDORF, & M. JAMAL SAGHIRE, CONSEILLER ECONOMIQUE AUPRES DU MIN. DELEGUE AUX FINANCES ET A LA PRIVATISATION, PROV. OF QUEBEC, TO FRANKFURT STOCK EXCHANGE (DR. BURGER) & DEUTSCHE BUNDESBANK



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 414-BRUSSELS

009-FOREST PRODUCTS, EQUIP, SERVICES  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TIMBER FRAME CONSTRUCTION TECHNIQUE WILL CONTINUE TO BE AN  
IMPORTANT SEGMENT OF OUR ACTIVITIES.

REVIEW CURRENT SYSTEM, CONSUMER TASTES AND REVIEW GROWTH IN DIV  
TREND IN MARKET.

APPRISE CANADIAN INDUSTRY OF CURRENT STYLES, PATTERNS PRIVING.

INCREASED ACCEPTANCE BY BUILDERS, CONSUMERS,  
INSURERS, BANKERS.

INTRODUCTION OF AT LEAST TWO NEW LINE OF HIGH  
VALUE ADDED WOOD PRODUCTS.

BETTER TARGETTED MKG EFFORT BY CDN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SOLID WOOD PANELLING CIRCULAR TO CDN COMPANIES  
ON PROSPECTS. HARDWOOD FLOORING INTRODUCE PRODU-  
CT TO BUILDERS.

QUARTER: 2 FOLLOW-UP WITH LOCAL CONTACTS.

QUARTER: 2 ACTIVITY EXPANDED TO PRE-ENGINEERED HOMES.

QUARTER: 3 DEVELOP TFC MODEL HOME FEATURING CDN DECORATING  
PRODUCTS.

QUARTER: 3 DEVELOP PRESENTATION FOR MAJOR TRADE SHOW, F/U  
ON JOINT VENTURE PARTNER.

QUARTER: 4 -----

INTRODUCED MANUFACTURERS FROM ALTA AND QUEBEC TO  
LOCAL CONTACTS. NOVA SCOTIA (KENT HOMES) FOLLOW-  
ING UP EXCELLENT PROJECT.

OFFERS STILL BEING STUDIED.

PROMOTION (MODEL HOMES) UNDER WAY. MAJOR  
TRADE SHOW EXPOSURE PLANNED.

PRODUCTS TO BE DISPLAYED IN MODEL HOME TO TEST  
CONSUMER REACTION & TO DEVELOP POTENTIAL REPS.

CDN PRESENTATION AT MAJOR FAIR NOW FINALIZED -  
BELGIAN PROMOTER HAS DEVELOPED JOINT VENTURE  
WITH CDN & BELGIUM PARTNER/MODEL HOME TO BE  
BUILT.

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 41

POST : 414-BRUSSELS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

CREATION OF A STRUCTURE FOR DISTRIBUTION OF CANADIAN SOFTWARE IN  
BELGIUM WITH THE SUPPORT OF A MANUFACTURER AND A DISTRIBUTOR IN  
BELGIUM ASSISTED BY A SIMILAR STRUCTURE IN CANADA.

ANTICIPATED RESULTS:

WIDER DISTRIBUTION OF SOFTWARE, PRIMARILY IN  
THE FIELD OF EDUCATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 FOCUS ON FLANDERS TECHNOLOGY INTERNATIONAL.

QUARTER: 2 FOLLOW-UP ON FLANDERS TECHNOLOGY.

QUARTER: 3 RENCONTRER LES PRINCIPAUX MANUFACTURIERS CDNS  
DANS CE SECTEUR DANS LE CADRE DE "TELECOMS 87"  
A GENEVE (OCT)

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

EXCELLENT RESULTS FROM PARTICIPANTS AND  
VISITING ALBERTA MISSION.

NEGOTIATIONS ONGOING BETWEEN AGENTS AND  
CANADIAN PARTICIPANTS.

EXPLIQUER LE MARCHE BELGE A NOS FABRICANTS COM-  
MENCER A LEUR TROUVER/SUGGERER DES REPRESENTANTS  
POSSIBLES - FAIRE LE SUIVI ICI.

POST : 414-BRUSSELS

014-EDUCATION, MEDICAL, HEALTH PROD  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

PURSUe CONTACTS WITH BELGIAN FEDERATIONS, IMPORTERS AND DISTRIBUTORS (DIAGNOSTICS).

ASSEMBLE DOCUMENTATION ON LARGEST COMPETING FIRMS (DIAGNOSTICS).

EXPLORE AND INITIATE CANADIAN PARTICIPATION WITH BELGIAN FIRMS IN THE AREA OF PLANT BIOTECHNOLOGY.

CREATE AN UP-TO-DATE LIST OF CANADIAN PRODUCERS, AND DEVELOP CONTACTS WITH THEM. STIMULATE VISITS TO BELGIUM BY REPRESENTATIVES OF CANADIAN PRODUCERS (DIAGNOSTICS).

DEFINE THE MARKET FOR IN VITRO DIAGNOSTICS FOR VETERINARY USE. FOLLOW THE TREND IN THE MARKET TO OFFER THE EQUIPMENT AND DIAGNOSTIC KIT IN SINGLE PACKAGE. (DIAGNOSTICS)

ESTABLISH THE BASIS FOR CANADIAN PARTICIPATION WITH BELGIAN FIRMS IN THE EUREKA PROJECT, DEALING WITH PLANT BIOTECHNOLOGY.

GREATER FAMILIARITY WITH MARKET.

DETERMINE MOST POPULAR PRODUCTS AND FIND NICHEs TO OCCUPY.

PUT CANADIAN EXPERTISE TO WORK IN THE FIELD, AND MARKET CANADIAN R & D.

FACILITATE APPROACHES TO THE BELGIAN MARKET AND DEVELOP DIRECT CONTACTS BETWEEN COMPANIES WITH A VIEW TO SPECIFIC DISCUSSIONS.

AVAILABLE NICHE COULD BE OCCUPIED BY CANADIAN EXPORTER. ASSIST CANADIAN EXPORTERS TO ADJUST THEIR STRATEGIES.

MUTUAL TECHNOLOGY TRANSFER AND MARKETING OF RESULTS IN NORTH AMERICA BY CANADIAN PARTICIPANT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DIAGNOSTICS MARKET STUDY BIOTECH: INTRODUCE PRODUCT.

DIAGNOSTICS STUDY IN DRAFT FIRST SUCCESS WITH BIO-MEGA.

QUARTER: 2 STUDY EXPANDED TO INCLUDE THERAPEUTIC DRUGS AND SERVICES.

SUCCESS PENDING BETWEEN CONNAUGHTS LABS AND SOLVAY.

QUARTER: 3 FOLLOW-UP WITH LOCAL CONTACTS IN PHARMACEUTICALS & VETERINARY SECTORS. LINKED CANADIAN GROUPS WITH BELGIAN COUNTERPARTS IN FIELD OF PLANT BIOTECHNOLOGY.

ESTABLISHED CONTACT BETWEEN 4 CDN PRODUCER OF COAGULATION REAGENTS & DIAGNOSTICS & LEADING BELGIAN FIRMS IN THIS SECTOR. ASSISTED QBC DEL IN DISCUSSIONS WITH SOLVAY ON IMPLEMENTATION OF COMMERCIAL B. T. FERMENTATION.

QUARTER: 4 -----

414 - BRUSSELS

BELGIUM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

ELECTRONICS EQUIP. & SERV                      INSTRUMENTATION  
USING PC, DEVELOP CONTACT FILE FOR PRIORITY SECTORS BY LITERATURE  
SEARCH, INDUSTRY ASSOCIATIONS. DIRECT CONTACT WITH EXPORTERS TO CANADA  
AND CANADIAN SUBSIDIARIES, MAJOR CORPORATION INDEX.

SHORT LIST OF GOOD PROSPECTS IN  
BIOTECHNOLOGY.

EDUCATION, MEDICAL, HEALTH PROD                      PHARMACEUTICALS, BIOTECHNOLOGY  
USING PC, DEVELOP CONTACT FILE FOR PRIORITY SECTORS BY LITERATURE  
SEARCH, INDUSTRY ASSOCIATIONS. DIRECT CONTACT WITH EXPORTERS TO CANADA  
AND CANADIAN SUBSIDIARIES, MAJOR CORPORATION INDEX.

SHORT LIST OF GOOD PROSPECTS IN  
BIOTECHNOLOGY.

AGRI & FOOD PRODUCTS & SERVICE                      FOOD HANDLING, PROCESSING EQUIP  
USING PC, DEVELOP CONTACT FILE FOR PRIORITY SECTORS BY LITERATURE  
SEARCH, INDUSTRY ASSOCIATIONS. DIRECT CONTACT WITH EXPORTERS TO CANADA  
AND CANADIAN SUBSIDIARIES, MAJOR CORPORATION INDEX.

SHORT LIST OF GOOD PROSPECTS IN FOOD  
PROCESSING.

INDUSTRIAL MACHIN, PLANTS, SERV.                      SERVICES INCLUDING CONSULTING  
USING PC, ENGINEERING CONSULTANTS TO BE PROFILED FOR COMPLEMENTARY  
CAPABILITIES WITH CANADA.

SHORT LIST OF GOOD PROSPECTS IN  
BIOTECHNOLOGY.

NON SECTORALLY ORIENTED ACTIVITIES

IMPACT VISITS TO MAJOR CENTRES OUTSIDE BRUSSELS (ANTWERP, LIEGE,  
GHENT). AMBASSADOR AND TID PROGRAM OFFICERS, CANADIAN BANKERS, LAW-  
YERS, ETC.

BUILD AWARENESS OF CANADA, CANVAS INVEST-  
MENT INTEREST, SUPPORT RESIDENT CANADIAN  
BUSINESS INTERESTS.

"COMMERCIAL DIVISION AT YOUR SERVICE" BOOKLET.

PUBLICITY ON PERSONNEL AND SERVICES  
AVAILABLE AT EMBASSY TO FACILITATE  
CONTACTS FOR BELGIAN BUSINESS PEOPLE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

PLANNED IMPACT VISIT TO ANTWERP POSTPONED TO  
SEPTEMBER.  
FIRST ISSUE 'CONTACT CANADA' PUBLISHED.

PANELIST BBL (BNAK) SEMINAR.  
ORGANIZED ALBERTA INVESTMENT SEMINAR.

QUARTER : 2

KREDIETBANK DELEGATION TO ALBERTA/BC (JULY/  
AUGUST) ANTWERP "CONTACT CANADA" TO TAKE PLACE  
OCT. 14.

PUBLICITY ORGANIZED AND SEMINAR PLANNED FOR  
MARCH 1988.

QUARTER : 3

IMPACT VISIT "CONTACT CANADA" ANTWERP OCT 14  
PARTICIPATION INVESTMENT SEMINARS (ROYAL BANK,  
OFFICE BELGE DU COMMERCE EXTERIEUR(OBCE));  
(03)ROUND TABLE INVESTMENT LUNCHEONS (RWD  
VISIT,EDC VISIT) WITH SELECTED LEADING BELGIAN  
BUSINESS PEOPLE.

FED/PROV/PRIV SECTOR INTERESTED REPRESENTED EN-  
DORSED EXERCISE BASE ON POTENTIAL INVESTORS &  
VALUABLE BUSINESS CONTACTS;(12)FOLLOW-UP INVEST-  
MENT OPPORTUNITIES;(13)IDENTIFIED MAJOR INVEST-  
MENT PROSPECTS.

QUARTER : 4

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REPORT 4A  
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

Page 45

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

POST : 414-BRUSSELS

SIGNATURE OF MOU ON DEFENCE INDUSTRIAL COOPERATION  
MARKET PROSPECTION VISIT BY OFFICIALS EDC.

POST : 703-BRUSSELS, NAC

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MANY NATO DEFENCE SYSTEMS DEVELOPMENT OPPORTUNITIES ARE IN EARLY PROGRAM STAGES (I. E. FEASIBILITY PHASE). OVER NEXT TWO YEARS, MANY WILL ENTER PROJECT DEFINITION, THE KEY PHASE FOR INDUSTRIAL PREPOSITIONING.

POST COMMERCIAL/ECONOMIC OFFICERS INTEND TO MAKE CONCERTED EFFORT TO DIRECT CANADIAN FIRMS TOWARDS SUB-CONTRACTS AND JOINT VENTURES WITH MAJOR INTERNATIONAL PRIME CONTRACTORS.

POST INTENDS TO PREPARE ANALYSIS OF POSSIBLE INITIATIVE IN AIR DEFENCE PRODUCTION SHARING FOR MAJOR NATO PROGRAM IN AIR COMMAND, CONTROL AND COMMUNICATIONS IN THE 1990'S.

CDN FIRMS WILL BENEFIT IN RELATION TO CDN GOVERNMENT R&D SUPPORT FOR PROJ. DEFINITION AND SUBSEQUENT DEVELOPMENT & PRODUCTION.

MORE EFFECTIVE APPLICATION OF CANADIAN SPECIALIZED CAPABILITY TO THE MARKET.

IF DND/DEA POLICY GUIDELINES ARE AGREED, SUCH AN INITIATIVE COULD RESULT IN INCREASED LEVERAGE FOR CDN CONTRACTORS & POST COMMERCIAL/ECONOMIC OFFICERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NATO AIR COMMAND AND CONTROL SYSTEMS (ACCS) MEETING WITH CHAIRMAN AND GENERAL MANAGER OF HUGHES LED CONSORTIUM ACCSCO.

VISIT LED TO UNDERSTANDING BY CHAIRMAN OF ACCSCO TO PROVIDE BRIEFING TO MEMBERS OF CDN NIAQ IN SEPTEMBER. REPORTING OF ACCS RELATED ACTIVITIES BY POST HAS LED DND TO PLAN AN INDUSTRY BRIEFING ON ACCS FOR THE 19 AUG. IN OTTAWA.

QUARTER: 1 NATO FRIGATE PROGRAM

TIMELY INTERVENTION BY POST ASSISTED DND IN DECIDING THAT CDA WOULD CONTINUE TO PLAY A ROLE IN THIS VERY SIGNIFICANT COOPERATIVE PROGRAM.

QUARTER: 1 NATO COOPERATIVE DEVELOPMENT OF DEFENCE SYSTEMS.

POST REPORTED CRITICAL DETAILS OF DEVELOPING R & D PROGRAMS TO ENABLE KEY DECISIONS TO BE TAKEN IN DND AND DRIE ON CDN INDUSTRIAL PARTICIPATION.

QUARTER: 2 NATO AIR COMMAND AND CONTROL SYSTEM (ACCS). BRIEFING BY HEAD OF NATO AIR DEFENCE SYSTEMS DIRECTORATE AND MEMBERS OF MAJOR INDUSTRIAL CONSORTIA (ACCSCO AND AMS) TO CANADIAN INDUSTRY IN OTTAWA.

POST WORKED WITH DND AND DEA (TDO) TO ENSURE FULL EXPOSURE TO CANADIAN INDUSTRY OF OPPORTUNITIES IN NATO ACCS PROGRAM.

QUARTER: 2 NATO ACCS. BRIEFING BY ACCSCO TO MEMBERS OF CANADIAN NATO INDUSTRIAL ADVISORY GROUP (NIAQ).

POST ARRANGED AND PARTICIPATED IN BRIEFINGS ON 9 SEPTEMBER TO CONTINUE EXPLORATION OF OPPORTUNITIES IN ACCS PROGRAM ON AN INDUSTRY-TO-INDUSTRY BASIS.

POST : 703-BRUSSELS, NAC

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
BELGIUM

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 2 JOINT VENTURE AND SUB-CONTRACTING DISCUSSIONS  
WITH LOCKHEED CORPORATION.

QUARTER: 2 NATO MARKETPLACE CONFERENCE.

QUARTER: 2 NATO COOPERATIVE DEVELOPMENT OF DEFENCE SYSTEMS  
AND SECOND DEFENCE PRODUCTION SECTOR REPORT.

QUARTER: 2 VISIT TO NATO BY BUSINESS COUNCIL ON NATIONAL  
ISSUES.

QUARTER: 3 VISIT TO NATO BY BUSINESS COUNCIL ON NATIONAL  
ISSUES.

QUARTER: 3 NATO AIR COMMAND & CONTROL SYSTEM (ACCS) CON-  
TINUED CONTACT WITH COMPETING CONSORTIA AMS &  
ACCSO.

QUARTER: 3 NATO COOPERATIVE DEVELOPMENT OF DEFENCE SYSTEMS.

QUARTER: 3 VISIT TO NATO BY THE STANDING COMMITTEE OF THE  
HOUSE OF COMMONS ON NATIONAL DEFENCE.

QUARTERLY RESULTS REPORTED:

POST MET SEVERAL TIMES WITH LOCKHEED CORPORATION  
EXECUTIVES TO IDENTIFY CANADIAN FIRMS CAPABLE OF  
PARTICIPATING IN MAJOR NATO INFRASTRUCTURE  
PROJECTS WITH LOCKHEED ON JV OR SUB-CONTRACT  
BASIS.

POST IN CONJUNCTION WITH TDD PROMOTED ATTENDANCE  
AT CONFERENCE AS MEANS OF WIDENING KNOWLEDGE  
BASE ON NATO MARKET. TWELVE FIRMS PARTICIPATED.  
SEPARATE REPORT WILL BE MADE ON OPPORTUNITIES  
IDENTIFIED.

POST CONTINUED TO COORDINATE WITH DND/DEA/DRIE  
ON EVOLVING SYSTEMS DEVELOPMENTS OPPORTUNITIES.  
A SECOND REPORT ON HIGHLIGHTS OF DPS ACTIVITIES  
WAS FORWARDED TO DND AND DEA.

POST PREPARED FULL PROG. FOR BCNI VISIT INCL.  
MEETINGS WITH SEC.-GEN., CHIEF OF THE MILITARY  
COMMITTEE & SACEUR. DELEGA'N BRIEF INCLD LENGTHY  
BRIEF ON DEF. SYSTS DEV. & BID OPPORTS. A MAJOR  
PAPER ON DEV. OPPORTS WAS ALSO PREPARED AND

POST PREPARED FULL PROGRAM FOR BCNI VISIT IN-  
CLUDING MEETINGS WITH SEC. GEN, CHIEF MILITARY  
COMM. & SACEUR. POST PREPARED DETAILED BRIEF  
ON DEFENCE SYSTEMS DEV'T & BID OPPORTUNITIES. A  
MAJOR DISCUSSION PAPER ON DEV'T OPPOR. WAS

POST ARRANGED & PARTICIPATED IN NO. OF MEETINGS  
BETWEEN CDN FIRMS & ACCS CONSORTIUM. AS RESULT  
NORTHERN TELECOM HAS REQUESTED FULL MEMBERSHIP  
IN ACCSO CCONSORTIUM.

POST CONTINUED TO COORDINATE WITH DND/DEA/DRIE  
ON EVOLVING SYSTEMS OPPORTUNITIES. OF PARTICULAR  
INTEREST TO POST HAVE BEEN THE CONVENTIONAL ARM-  
AMAMENTS PLANNING (CAP) INITIATIVE & MUNN PRO-  
JECTS.

POST BRIEFED MEMBERS OF THE COMMITTEE ON COMMER-  
CIAL OPPORTUNITIES IN NATO & DISCUSSED CDA/  
EUROPE DEFENCE TRADE ISSUES & PROGRAMS.



REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 48

POST : 703-BRUSSELS, NAC

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
BELGIUM

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 COORDINATION OF BID OPPORTUNITIES WITH THE  
ATLANTIC GROUP, A BRUSSELS-BASED CONSULTING  
FIRM.

THE ATLANTIC GROUP IS REPRESENTING THE INTERESTS  
OF A NO. OF CDN FIRMS OF WHICH THE MOST IMPOR-  
TANT IS THE SNC GROUP FOR A PRIME BID ON THE  
SHAPE BROADCAST SYSTEM.

QUARTER: 3 NATO BID OPPORTUNITIES & DEVELOPMENT OF DEFENCE  
SYSTEMS - DEFENCE PRODUCTION SECTION REPORT.

HIGHLIGHTS OF DEFENCE PRODUCTION SECTION ACTIVI-  
TIES & OF MAJOR NATO ARMAMENTS COOPERATION  
EVENTS WERE FORWARDED TO DND/ADM & DEA/TDD.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 476-BUCHAREST

007-POWER & ENERGY EQUIP. & SERV.  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

OCI EXPORT PROMOTION FOR CERNAVODA UNITS 3/4/5.

SALE COMPONENTS FOR ADDITIONAL NUCLEAR EQUIPMENT.

BROWN COAL POWER BOILER UPGRADING

EQUIPMENT/SERVICE SALE FOR ONE UNIT WITH PROJECTS FOR SUBSEQUENT 8 UNITS.

HEAVY WATER LEASING/SALE FOR UNIT 1.

DEPENDS ON HOW SUCCESSFUL ROMANIANS WILL BE IN PRODUCING D 20 ON THEIR OWN FOR UNIT 1.

URANIUM CONCENTRATE FOR NUCLEAR FUEL FABRICATION.

TO BE EXPLORED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEW RELATIONSHIP FOR CERNAVODA UNITS 1 & 2 FUTURE ROM INTENTIONS RE UNITS 3, 4, 5, - ROM BROWN COAL POWER UNITS UPGRADING -POSSIBLE CDN LEASE SALE FOR CERNAVODA UNIT 1 HEAVY WATER.

RBD AND OCI MET IN MAY WITH KEY DECISION MAKERS. SOME COMMITMENTS WERE MADE. -B & W CDA PROPOSAL IS DUE SOON. AECL TO RESPOND TO ENQUIRY. PENDING VISIT BY ONTARIO HYDRO.

QUARTER: 2 NEW RELATIONSHIP FOR CERNAVODA UNITS 1, 2 AND FUTURE ROM INTENTIONS RE UNITS 3, 4, 5. ROM BROWN COAL POWER UNITS UPGRADING.

MET ALL LEVELS ROM GOVT, COMMITMENTS MADE. FOLLOW UP RE EGPT SALES, ROM ORGAN'N CHANGES. ADDRESSED REQUIRE'T FOR GREATER EMPHASIS ON TECH TRANSFER. -NOTWITHSTANDING REGULAR FOLLOW UP BY POST, PROPOSAL STILL NOT RECEIVED FM B & W.

QUARTER: 3 NEW RELATIONSHIP FOR CERNAVODA UNITS 1, 2 & FUTURE ROM INTENTIONS RE UNITS 3, 4, 5.

DESPITE MEETINGS WITH ALL LEVELS ROM GOV'T DURING SENIOR VISIT FM EXTOTT & 2 VISITS BY OCI/AECL LITTLE FURTHER PROGRESS. B&W CDA PROPOSAL STILL NOT RECEIVED DESPITE POST FOLLOW-UP.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 476-BUCHAREST

010-MINE, METAL, MINERAL PROD & SRV  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING SUPPORT FOR CANADIAN EXPORTERS OF IRON ORE, COKING COAL,  
ASBESTOS.

INCREASED EXPORT MARKET.

SOLICIT INFORMATION (NEW/UPDATED) FROM CANADIAN SUPPLIER OF IRON  
ORE, COKING COAL, ASBESTOS NON-FERROUS TECHNOLOGY & REFRACTORY  
MATERIALS.

TO CLEARLY FAMILIARIZE ROMANIAN DECISION-MA-  
KERS WITH CANADIAN PRODUCTS/STANDARDS AND  
THEIR APPROPRIATENESS FOR MEETING ROMANIAN  
REQUIREMENTS.

DEVELOP PROGRAM OF CALLS ON CLIENTS (PRESENT/PROSPECTIVE)  
LEADING TO SEMINAR MISSION(S)

ENHANCED CANADIAN PROFILE WITH CLIENTS AND  
FUTURE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT CDN EXPORTERS IRON ORE, ASBESTOS, ETC.  
ONGOING LIAISON WITH FTOS-END USERS.

IRON ORE-USX GCM TO SUPPLY 1.9 MM TONNES IN 87.  
ASBESTOS SUPPORT AT SENIOR ROM LEVELS FOR LAB  
CHRYSOTILE. FACILITATING ENQUIRIES-INFO WITH PR-  
OSPECTIVE CDN SUPPLIERS RAW MATERIALS-KNOW-HOW.

QUARTER: 2 FOLLOW UP ALL ENQUIRIES, LEADS RE ASBESTOS,  
COKING COAL, TECHNICAL ASSISTANCE, ETC.  
RECOVERY OF PRECIOUS METALS (PALLADIUM) FM SPENT  
CATALYST FOLLOW UP FALCONBRIDGE REVISED PROPOSAL

-OPPORTUNITIES EXIST BUT CDN FIRMS SLOW TO REACT  
AND LACK PERSISTENCE.  
-GOOD POSSIBILITY FOR ONGOING WORK AT SUDBURY  
OPERATION.

QUARTER: 3 SUPPORT FOR CDN SUPPLY OF COKING COALS, ASBESTOS  
IRON ORE.

WORKING WITH EXTOTT & CDN PRIVATE SECTOR TO  
IDENTIFY PROSPECTIVE CDN SUPPLIER COKING COAL  
LAB CHRYSOTILE ASBESTOS ACTIVELY SEEKING MKT  
RE-ENTRY-STRONG POSSIBILITY FURTHER SALE OF IRON  
ORE IN 88.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 476-BUCHAREST

011-OIL & GAS EQUIPMENT, SERVICES  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MONITORING ROMANIAN PARTICIPATION IN USSR/GAS PIPELINE CONSTRUCTION PROJECT.

OBTAIN CLEAR PICTURE OF CANADIAN EXPORT POTENTIAL CAPABILITIES.

DEVELOP A SECTOR PROFILE & CIRCULATE TO POTENTIAL CANADIAN SUPPLIERS.

ESTABLISH COMMUNICATION BETWEEN CDN SUPPLIERS AND PROSPECTIVE ROM CLIENTS, POSSIBLY LEADING TO AN ALBERTA MISSION IN OCT. 1987.

TECHNICAL SEMINARS ON SOUR GAS, OILFIELD BLOWOUTS/FIREFIGHTING, THIRD COUNTRY COOPERATION & OTHER APPROPRIATE TOPICS (INCLUDING JOINT MANUFACTURING).

INCREASE ROM OIL & GAS SECTOR'S INTEREST IN CANADIAN CO'S CAPABILITIES.

ALBERTA GOVERNMENT TRADE MISSION

INTRODUCE ALBERTA COMPANIES TO PROSPECTIVE CLIENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 USSR GAS PIPELINE PROJECT- SECTOR PROFILE-PREPARE-DISTRIBUTE. CONVINCE ALTA GOVT TO SENT OIL-GAS MISSION TO ROM. ORGANIZE-FOLLOW-UP. BUYERS TO INTERCAN 87 & FOLLOW-UP/TECHNICIANS TO TEKNICA.

ROM PARTICIPATION STILL UNCERTAIN. COMPLETED EARLY-FEB. 87 - MISSION APR 87 (EARLIER THAN ANTICIPATED). SO SUCCESSFUL SECOND IN OCT 87. MET 30 FIRMS-EMQUIRIES FOR DLRS 20 MM-GOOD POTENTIAL ROM TECHNICIANS NOW IN CALGARY.

QUARTER: 2 CONTINUING FOLLOW UP RE TEKNICA SEISMIC DATA PROJ. BUYERS TO INTERCAN 87, ALTA MISSIONS, APR & OCT. 87. YAMBURG GAS PIPELINE PROJECT. ADVISE RE SECTOR REORGANIZATION.

-ROMS VERY INTERESTED IN TEKNICA BUT THEY MUST FIRST UPDATE DATA GATHERING METHODS. -JOINT PROPS FOR TURKEY-ROMS WITHDREW -SECOND ALTA MISSION POSTPONED-CONFLICT IN DATES. -NOW TOO LATE FOR DIRECT ROM PART'N -CLOSE FOLLOW UP, REESTABLISHED

QUARTER: 3 CONTINUING FOLLOW-UP ON BEHALF CDN SUPPLIERS IDENTIFY PLAYERS IN NEW MINISTRY OF OIL & CENTRAL DEPT. OF GEOLOGY.

WORKING WITH NEW ORGANIZATIONS TO RE-ESTABLISH RELATIONSHIP - PROPOSAL TO ALTA GOV'T FOR ROM OFFICIAL TO PARTICIPATE IN ALTA SUMMER INSTITUTE INSTEAD OF NATIONAL PETROLEUM SHOW.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 476-BUCHAREST

009-FOREST PRODUCTS, EQUIP, SERVICES  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

ONGOING SUPPORT AS APPROPRIATE FOR CANADIAN SUPPLIERS OF WOOD PULP.

SPOT SALES.

DEVELOP A CLOSER RELATIONSHIP BETWEEN CANADIAN SUPPLIER, THE CANADIAN PULP & PAPER ASSOCIATION AND THE BUCHAREST POST.

ENHANCED CANADIAN COORDINATION.

WORKING TOGETHER TO DEVELOP PROGRAM OF CALLS ON KEY ROMANIAN OFFICIALS AND INVESTIGATE THE UTILITY OF SEMINAR MISSION(S).

ENHANCED CANADIAN PROFILE WITH CLIENTS AND FUTURE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP RE ENQUIRIES DEVELOPED IN FEB/MAR IN PULP/PAPER SECTOR. DEVELOP CLOSER RELATIONSHIP BETWEEN CDN SUPPLIERS AND ROM IMPORTERS.

PRESENTLY SELLERS MARKETS. VERY LIMITED INTEREST FM CDN SUPPLIERS. ROM IMPORTER VERY INTERESTED IN POSSIBLE CDN SUPPLY PULP AND PAPER PRODUCTS.

QUARTER: 2 DEVELOP CLOSER RELATIONSHIP WITH FTO CHIMICA. DEVELOP PROGRAM OF CALLS ON KEY ROM OFFICIALS & TRANSFER OF TECHNOLOGY FOR CIGARETTE STRIPS & PACK. ROM WOODWORKING EQUIP. MISSION TO CANADA.

-REGULAR FOLLOW UP PROVIDING ALL NECESSARY INFO TO POTEN'L CDN EXPRTS (TEMBEC, ETC). -DECISION NOT TO PURSUE FURTHER-SELLERS MARKET. -NO CDN SUPPLIERS. -WORKING WITH FOREXIM TO ORGANIZE MISSION NOV. 87.

QUARTER: 3 ONGOING CONTACT WITH ICE CHIMICA.

CLOSER RELATIONSHIP BETWEEN CDN SUPPLIERS & CHIMICA. SALE OF WOOD PULP - SEMINAR MISSIONS NOT PRESENTLY REQUIRED.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 476-BUCHAREST

003-GRAINS AND OILSEEDS  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING SUPPORT AS /WHEN REQUIRED.

ENCOURAGE CLOSE COMMUNICATION BETWEEN CANADIAN WHEAT BOARD AND FOREIGN TRADE ORGANIZATION AGROEXPORT.

INVESTIGATION TO LEARN WHICH CWB AGENTS ARE SELLING IN ROMANIA; WORK WITH THEM AND OTHERS TO INCREASE CANADIAN EXPORTS OF BARLEY, RYE, CANOLA.

WORKING WITH CWB AND ITS AGENTS, DEVELOP PROGRAM OF CALLS ON KEY OFFICIALS AND INVESTIGATE THE UTILITY OF SEMINAR MISSION(S).

SOME CONTINUING SPOT SALES OF BARLEY.

ENHANCED PROMOTION OF CANADIAN BARLEY, RYE, CANOLA.

ENHANCED PROMOTION OF CANADIAN BARLEY, RYE, CANOLA.

INCREASED SALES OF BARLEY, RYE, CANOLA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGE CLOSER COMMUNICATION BETWEEN CWB AND ROM AGRICULTURE DECISION MAKERS. REACTIVATE CDA AGRIC-ROM AGRIC. RELATIONSHIP.

TWO ROM OFFICIALS ATTENDED CIGI OILS AND OIL SEEDS COURSE IN WPG -MAY 87. ISSUE RAISED IN CONTEXT OF JOINT GOVERNMENTAL COMMISSION HELD MAY 87. ACTIVE CONSIDERATION OF PROJECTS.

QUARTER: 2 PROVIDE CWB&CIGI WITH FEEDBACK FM ROM PARTICIPANTS MAY 87 OILSEEDS COURSE. ANNUAL SURVEY OF WHEAT, COARSE GRAIN & OIL SEEDS. PERMANENT CONTACT WITH FTO AGROEXPORT. FOLLOW UP RE FEED CONCENTRATE.

-AN IMPORTANT FIRST STEP IN A LONGER TERM STRATEGY. -DESPITE DEARTH OF DATA REPORT PREPARED. -NO DEV. RE CEREALS OR OTHER AGR. PROD IMPORTS. -HAVE INFORMED ALL POTENTIALLY INTERESTED CDN SUPPLIERS SOME PROPOSALS PRESENTED TO AGROEXPORT.

QUARTER: 3 REGULAR CONTACT WITH ROM OFFICIALS TO PROMOTE CDN RYE, BARLEY, CANOLA & KEEP ABREAST OF AGENTS WHO ARE ACTIVE.

MEETING WITH AGRIC DM RE USE OF CANOLA & OTHER SUBJECTS. ONLY CONTINENTAL GRAIN ACTIVE - SPOT SALE OF BARLEY.

QUARTER: 4 -----

REPORT 4A  
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

Page 54

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

POST : 476-BUCHAREST

BUCHAREST INT'L FAIR OCTOBER 17-25 INCL.  
CDA/ROMANIA ECONOMIC COUNCIL OCTOBER 20-23 INC.  
OCI/AECL VISITS OCT. 16-25 & DEC. 5-17  
HYBRID TURKEY POULT CONTINUING NEGOTIATIONS  
ABSENCE OF POST ADMIN, CONSULAR & IMMIG OFFICER  
MULTI-MIL \* CONTRACT FOR ROMANIAN TECH(MOV. BUILDINGS) IN CDA

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 55

POST : 473-BUDAPEST

007-POWER & ENERGY EQUIP. & SERV.  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ALBERTA COMPANY WILL RUN TWO PILOT PROJECTS (STARTING NOV '86)  
USING WASTE HEAT FROM GAS DECOMPRESSION PLANTS TO GENERATE  
ELECTRICITY & ONE PROJECT USING GEOTHERMAL HEAT (STARTING  
JUNE '87).

WE FULLY EXPECT THAT THESE PROJECTS WILL BE  
SUCCESSFUL AND WILL LEAD TO MULTIMILLION \$  
EQUIPMENT SALES LASTING AT LEAST FIVE YEARS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 REKINDLE REACT LTD. PILOT PROJECT WITH EGI.  
ASSIST ONTARIO HYDRO TO SELL SERVICES.

REACT PROJECT TO START EARLY '88. \\  
ONTARIO HYDRO SIGNS TWO CONTRACTS TOTALLING  
\$550,000 US.

QUARTER: 4 -----



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 473-BUDAPEST

011-OIL & GAS EQUIPMENT, SERVICES  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CANADIAN COMPANIES HAVE RECENTLY BECOME VERY AGGRESSIVE IN THIS SECTOR & MANY ARE ACTIVELY INVESTIGATING THE PROSPECTS OF WORKING MORE CLOSELY WITH HUNGARIAN EQUIPMENT MANUFACTURERS.

WE EXPECT TO SEE A STEADY INCREASE IN CANADIAN SALES IN THIS SECTOR.

WE WILL CONTINUE ENCOURAGING CDN CO. TO CONSIDER THE BENEFITS OF APPROACHING THIS & THIRD COUNTRY MARKETS WITH HUNGARIAN MANUFACTURERS AS WELL AS TO INVESTIGATE THE PROSPECTS OF ESTABLISHING A SHARED CANADIAN MARKETING OFFICE HERE.

IT IS HOPED THAT THE ESTABLISHMENT OF MORE PERMANENT MARKETING CONNECTIONS HERE WILL ENABLE THEM TO COMPETE MORE EFFECTIVELY AGAINST THEIR WEST EUROPEAN BASED COMPETITORS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 473-BUDAPEST

001-AGRI & FOOD PRODUCTS & SERVICE  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

CONTINUE SUPPORTING ONGOING EFFORTS TO ESTABLISH A CANADIAN LIVESTOCK JOINT VENTURE IN HUNGARY.

VISIT BY D. M. NOREAU (AGR. CDA) TO HUNGARY. TRIP TO COINCIDE WITH FIRST MEETING OF JOINT AGRICULTURE COMMITTEE.

AGDEVCO PLANS TO START PROMOTING FARM MACHINERY (VIA OFFICE IN VIENNA) IN 1987.

INCREASED CANADIAN EMBRYO, SEMEN & BREEDING STOCK SALES. IMPROVED LIVESTOCK SALES TO THIRD MARKETS.

STRENGTHENING OF AGRICULTURE TRADE RELATIONS WITH EXPANDED COVERAGE OF REVISED JOINT AGRICULTURE COMMITTEE.

CANADIAN FARM MACHINERY WILL LIKELY BE DISPLAYED AND TESTED IN HUNGARY.

FOOD HANDLING, PROCESSING EQUIP

WE ARE CURRENTLY TRYING TO INTEREST LEADING CANADIAN FOOD PROCESSORS TO VISIT HUNGARY.

MARKET ASSESSMENT VISIT BY ONE OR TWO LEADING CANADIAN FOOD PROCESSORS TO HUNGARY.

THEY WILL DECIDE TO TARGET HUNGARY'S FOOD PROCESSING SECTOR FOR MARKETING ACTIVITY.

DECISION TO ACTIVELY PURSUE HUNGARY'S FOOD PROCESSING SECTOR.

SERVICES INCLUDING CONSULTING

QUEBEC COMPANY WILL ADD HUNGARIAN STATE FARM TO ITS DAIRY HERD ANALYSIS SYSTEM ON A PILOT PROJECT BASIS AS WELL AS EXCHANGING TECHNICAL EXPERTS.

ONCE HUNGARY'S DHAS HAS BEEN ESTABLISHED, WORK WITH MCGILL AND HUNGARIANS TO SELL THE NEW VERSION OF THE SYSTEM IN OTHER COUNTRIES.

WORK WITH HUNGARIAN AUTHORITIES TO DEVELOP A DHAS FOR HUNGARY.

FOLLOW-ON SALES TO THIRD MARKETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -PROMOTE MCGILL'S EFFORTS TO SELL DHAS IN HUNGARY.  
-SEMEX-MEZOHEGYES J. V.

QUARTER: 3 ENCOURAGE COMPLETION OF SEMEX-MEZOHEGYES J. V. NEGOTIATIONS. RESTART MCGILL DHAS PROJECT.

QUARTER: 4 -----

-EMBASSY HAS REACTIVATED THIS ONCE STALLED PROJECT.  
-J. V. NEGOTIATIONS NOW NEARING COMPLETION.

VERBAL AGREEMENT REACHED IN SEMEX-MEZOHEGYES J. V. GODOLLO UNIVERSITY AGREED TO PARTICIPATE IN DHAS J. V.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 435-COPENHAGEN

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

AS A RESULT OF KONTOR & DATE INFO BOOTH 50 DANISH COMPANIES HAVE EXPRESSED INTEREST IN SPECIFIC CANADIAN PRODUCTS. POST IS FOLLOWING UP ON EACH CONTACT WITH ADDITIONAL INFO AND PERSONAL CALLS.

DANISH/SCANDINAVIAN COMPUTER MAGAZINE JOURNALIST VISIT TO CANADA FOR SELECTED COMPANY VISITS.

INTRODUCING NEW CDN COMPANIES APPROX. 20 PER QUARTER. CONTACT/CALL ON SELECTED DANISH COMPANIES/TELEPHONE COMPANIES RE CANADIAN X. 25 EQUIPMENT SUPPLY CAPABILITIES (SEE 7.9) (ALSO PROPOSE MISSION).

PROGRAM TO INCREASE AWARENESS OF CDN SUPPLY CAPABILITY USING DIRECT MAIL, ATTENDANCE AT TRADE SHOWS, SELECTED COMPANY CALLS.

ANTICIPATED RESULTS:

5 - 6 NEW BUYING CONNECTIONS.

INCREASED MEDIA FOCUS (ARTICLE) ON CDN INFORMATICS CAPABILITIES - IMPROVE CDA'S IMAGE AS HIGH TECH EQUIPMENT SOURCE.

4 NEW BUYING CONNECTIONS PER QUARTERS.

DANISH REQUEST FOR OUR ASSISTANCE IN SOURCING TO INCREASE 15%.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 INCOMING COMPUTER JOURNALIST TO CDA JUNE 87. MOBILE DATA INT'L. PRODUCT DEMONSTRATIONS MAY 87 SEMI-TECH MICROELECTRONICS - ACADZ INC. REPORTING RE DANISH SATELLITE TV LIBERALISATION MARKET ASSESSM. FOR POTENT. MEMBERS FALLS MISSION

QUARTER: 2 -REPORT ON CHARACTERISTICS AND PROSPECTS - DANISH COMPUTER MARKET.  
-PREPARE FOR INCOMING MISSION EARLY OCTOBER.

QUARTER: 3 INFORMATICS MISSION TO DENMARK OCTOBER 87

QUARTER: 3 ATTENDANCE AT TELECOM 87 GENEVA

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CDN. EXPOSE -ARTICLES EXPECTED PUBLISHED AU. 88  
NEW POTENT. CUSTOMERS IDENTIF. SALES OFFICE ESTAB.  
DISTRIBUTOR EXPECTED BY AUG 87. EXPECTED ANNUAL SALES \$120,000. COMPLETED.  
COMPLETED.

-REPORT COMPLETED.  
-MISSION SCHEDULE AND LOGISTICS COMPLETED.

43 BUSINESS MEETINGS ARRANGED FOR 8 INCOMING CDN COS. SALES ANTICIPATED IN RANGE OF \$400,000, HOWEVER PRODUCT EVALUATION & CONTRACT NEGOTIATIONS STILL ONGOING. OTHER SALES IN SECTOR \$120,000.

BRIEFED CDN PART. ON DEVELOPMENTS IN DANISH MKT. INTRODUCED DANISH COS. TO CDN EXHIBITORS AT SHOW PROVIDED DANISH TELECOMS & TELECOM INDUSTRY WITH INFORMATION ON NEW CDN PRODUCTS EXHIBITED.

POST : 435-COPENHAGEN

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

NEW PROGRAM MANAGER RESPONSIBLE FOR SECTOR IN PROCESS OF ESTABLISHING CONTACT WITH KEY DECISION MAKERS.

THIS SECTOR IS FOCUS OF MAJOR ONGOING PROMOTION EFFORTS. WE WILL UNDERTAKE PROGRAM OF REGULAR CALLS ON KEY DECISION MAKERS AND WHEN APPR. SUPPLEMENT THESE WITH CALL AT POLITICAL LEVEL.

OFFSET ISSUE CONTINUES TO THREATEN FUTURE SALES EXPANSION. WE WILL WORK WITH DANISH OFFICIALS TO TRY TO MINIMIZE IMPACT.

INTRODUCTORY CALLS TO BE COMPLETED 12/86  
FURTHER CALLS AND SOME OF HOSPITALITY EVENTS  
WILL CONSOLIDATE CONTACTS.

INCREASED SALES OF \$ 5 M.

CONTINUED SALES POSSIBILITIES.

OTHER DEFENSE PROD & SERV.

NEW PROGRAM MANAGER RESPONSIBLE FOR SECTOR IN PROCESS OF ESTABLISHING CONTACT WITH KEY DECISION MAKERS.

THIS SECTOR IS FOCUS OF MAJOR ONGOING PROMOTION EFFORTS. WE WILL UNDERTAKE PROGRAM OF REGULAR CALLS ON KEY DECISION MAKERS AND WHEN APPROPRIATE SUPPLEMENT THESE WITH CALL AT POLITICAL LEVEL.

OFFSET ISSUE CONTINUES TO THREATEN FUTURE SALES EXPANSION. WE WILL WORK WITH DANISH OFFICIALS TO TRY TO MINIMIZE IMPACT.

INTRODUCTORY CALLS TO BE COMPLETED 12/86  
FURTHER CALLS AND SOME OF HOSPITALITY EVENTS  
WILL CONSOLIDATE CONTACTS.

INCREASED SALES OF \$ 2M.

CONTINUED SALES POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT OF TDD, COL. LAST DND, A.M. WILLIS DRIE AND D. COLLINS TDP FOR CDA DENMARK INFORMAL RDP DISCUSSIONS AND EXCHANGE OF VIEWS ON OFFSETS ISSUE JUNE 11.

QUARTER: 1 ESTABLISHED CLOSER CONTACTS WITH KEY MILITARY PLANNERS AND MATERIEL OFFICERS.

QUARTER: 2 -CONTINUE TO STRENGTHEN RELATIONS WITH DANISH DEFENCE MATERIAL BUYERS.

ARRANGED MEETINGS AND ACCOMPANIED GROUP. HOSTED WORKING LUNCHEON. GOOD EXCHANGE OF VIEWS WITH DANISH MIN. OF DEFENCE, DEFENCE STAFF AND MIN. OF INDUSTRY.

VISITED AIR MATERIEL COMMAND, ARRANGED FOR CDN. MILITARY ATACHE TO VISIT NAVAL MATERIEL COMMAND (AS CIVILIAN VISITS NOT ENCOURAGED). MET WITH MIN. OF DEFENCE PLANNING STAFF ON THEIR PROPOSED DEFENCE PLAN AND PROCUREMENT.

-MAJOR SALE OF \$4.3M OF AMMUNITION.  
-VISIT OF TWO CANADIAN SHIPS USED AS OCCASION TO MEET DANISH NAVAL MATERIEL COMMAND.

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 60

POST : 435-COPENHAGEN

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
DENMARK

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 LIAISON VISIT TO DANISH ARMY MATERIEL COMMAND IN  
HJORRING. SUPPORT FOR FURTHER SALES OF AMMUNI-  
TION. SUPPORT FOR NEW SALES OF PROPELLING  
CHARGES. SUPPORT FOR ONGOING SALES OF GAS MASKS.

VISIT COMPLETED. CONTRACTS OF \$8.3M SIGNED. CON-  
TRACT OF \$5.7M SIGNED. CONTRACT OF \$0.8M SIGNED.

QUARTER: 4 -----

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 61

POST : 435-COPENHAGEN

006-ELECTRONICS EQUIP. & SERV  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

INTRODUCE APPROX. 10 CANADIAN COMPANIES TO MARKET PER QUARTER.

IMPROVE GENERAL AWARENESS OF CANADIAN ELECTRONICS SUPPLY CAPABILITY VIA DIRECT MAILING, TRADE SHOW ATTENDANCE, PERSONAL CALLS.

UPDATE INVENTORY OF TRADE CONTACTS TO REFLECT NEW INTERESTS/TRENDS.

ANTICIPATED RESULTS:

2 - 3 NEW BUSINESS CONNECTIONS PER QUARTER.

2 - 3 NEW BUSINESS CONNECTIONS PER QUARTER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

POST : 435-COPENHAGEN

001-AGRI & FOOD PRODUCTS & SERVICE  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

THIS SECTOR REPRESENTS THE MAJOR PORTION OF OUR RESPONSIVE WORK-LOAD WITH OVER 90 REQUESTS FOR ASSISTANCE RECEIVED EACH QUARTER. GIVEN THE OFTEN LIMITED MARKET PROSPECTS WE ARE DEVELOPING STANDARD MARKET INFO SHEETS TO ASSIST FIRMS IN DEFINING WHETHER THEY

WE PLAN TO MINIMIZE TIME REQUIRED TO RESPOND TO REQUESTS FREEING MORE TIME TO WORK ON TECHNOLOGY INFLOW PROGRAM.

THE TECHNOLOGY INFLOW POTENTIAL OF THIS SECTOR IS HIGH. POST HAS IDENTIFIED FIRMS WITH SUITABLE TECH FOR CDN INDUSTRY & WILL START PROGRAM OF DETAILED FOLLOW UP INCLUDING ATTENDANCE AT MAJOR TRADE SHOWS ANUGA/SIAL/IFE.

6 - 8 NEW LICENSING AGREEMENTS FOR THE YEAR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 THIS SECTOR GENERATES NEARLY HALF RESPONSIVE WORK LOAD. THEREFORE NO ACTIVITIES PER SE ARE PLANNED AS SIMPLY KEEPING UP WITH REQUESTS ALREADY IMPLIES A HEAVY ALLOCATION OF SCARSE POST RESOURCES.

HANDLE 195 ENQUIRIES.  
SENT 2 INFORMAL AG SITUATION REPORTS.  
SEE ITEMS 3, 4 AND 8 UNDER UNEXPECTED EVENTS.

QUARTER: 2 -CONTINUE TO HANDLE HEAVY RESPONSIVE WORKLOAD.  
-DEVELOP SPECIALIZED NEW PRODUCT AREAS.  
-ENCOURAGE GREATER TECH TRANSFER IN FOOD PRODUCTS AREA.

-HANDLED 164 ENQUIRIES. PRODUCED 6 REPORTS.  
-INITIATED AND ORGANIZED VISIT TO CANADA BY HEALTH FOOD BUYER.  
-ORGANIZED VISITS TO DENMARK BY 4 GROUPS INTERESTED IN DANISH MEAT PROCESS, PORK&LUMPFISH

QUARTER: 3 PARTICIPATION IN ANUGA. CONTINUING TO SERVICE THE MANY REQUESTS FOR ASSISTANCE IN THIS SECTOR. INCOMING GOV'T OF ONTARIO HOG STUDY MISSION. GRAIN REPORT.

POST OFFICER ABLE TO BRIEF CDN PART. ON DANISH MKT CONDITIONS & INTRODUCE DANISH COS. TO CDN EXHIBITORS. REPORTED SALES IN SECTOR \$400,000. RESPONDED TO 163 ENQUIRIES. MISSION COMPLETED AS ARRANGED. COMPLETED.

QUARTER: 4 -----

435 - COPENHAGEN

DENMARK

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

MINE, METAL, MINERAL PROD & SRV                      MINERALS AND MINERAL PRODUCTS  
WORKING WITH INVESTMENT CDA & DRIE WE WILL PROVIDE SPECIFIC INFO ON  
CDN MARKET CONDITIONS, I. E. ACCESS TO US MKT, TRANSPORTATION/LABOUR  
COSTS, REGULATORY ENVIRONMENT, FINANCING IN THE MINE, METAL, MINERAL  
PRODUCT AND SRV. SECTORS.

COMPANY LIKELY TO DECIDE ON LOCATION OF  
INVESTMENT MID 1987.

AGRI & FOOD PRODUCTS & SERVICE                      FOOD HANDLING, PROCESSING EQUIP  
AS DANISH CORPORATE INVESTMENT HAS BEEN EXPORT LED WE WILL CALL ON  
LEADING EXPORTERS TO NORTH AMERICA TO ASCERTAIN (WHERE POSSIBLE) THEIR  
EXPANSION PLANS IN AGRI AND FOOD PRODUCTS AND SERVICE INDUSTRIES.

CALLS ON TOP 20 FIRMS. THEY WILL BE PRO-  
VIDED WITH INFO ON PROGRAM SUPPORT TO  
ASSIST THEIR INVESTMENT/DECISIONS.

CONSUMER PRODUCTS                                      FURNITURE & APPLIANCES  
A DIRECT MAIL CAMPAIGN TO DANISH EXPORTERS PROVIDING INFO ON CANADIAN  
MARKET AND SUPPORT PROGRAMS FOR POTENTIAL INVESTORS IN CONSUMER  
PRODUCTS SECTOR (FURNITURE AND APPLIANCES).

TO INCREASE INTEREST IN CANADA AS POSSIBLE  
SITE OF INVESTMENT - TO STIMULATE INCREASED  
RESPONSIVE WORKLOAD.

NON SECTORALLY ORIENTED ACTIVITIES

THERE ARE RELATIVELY FEW INSTITUTIONAL INVESTORS. HOWEVER THEY HANDLE  
SUBSTANTIAL SHARE OF DANISH FOREIGN INVESTMENT. POST WILL EMBARK ON  
PROGRAM OF CALLS AS MEANS OF GENERAL IMAGE ENHANCEMENT PROGRAM.

CALLS ON TO 20 FIRMS. IF INTEREST WILL OR-  
GANIZE SEMINAR WITH PARTICIPATION BY  
CANADIAN BANKING AND INVESTMENT INDUSTRY.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

DIRECT PORTFOLIO INVEST: IDENTIFY COPEN. BROKERS WITH STRONG CDA INTEREST SECTIONS TO ENABLE FURTHER FOCUSING OF OUR PROMO EFFORTS. -DIRECT CORPORATE INVEST: COMPLETE OUR MAILING LIST OF DANISH EXPORTERS DO CDA IN PREPARATION FOR SEPT. DIRECT MAILING CAMPAIN. -ESTABLISH CLOSER TIES TO DANISH BANKS AS THEY PLAY KEY INTERMEDIARY ROLE. -MAINTAIN CLOSE CONTACT WITH FIRMS ON OUR TARGET LIST.

-15 MAJOR BROKERS IDENTIFIED. THEY ARE HANDLING APPROX. \$4M CDA PER QUARTER OUR OT REPORTED \$7M OF DANISH PURCHASE OF SHARES AND BONDS IN CDA. -MAILING LIST STILL NOT FINALIZED. DELAYED TO 2ND QUARTER. -CLOSE CONTACT ESTABLISHED WITH COPEN HANDELSBANK'S AND DEN DANSKI BANK'S INTERNATIONAL INVEST. & M&A DIV. -INVITED TARGET FIRMS TO HUBBARD PRESENTTION/LUNCHEON JUNE 4; MADE 3 COMPANY CALLS.

QUARTER : 2

-DIRECT MAIL CAMPAIGN TO DANISH FIRMS IDENTIFIED AS EXPORTERS TO CANADA.  
-INCREASED NUMBER OF COMPANY CALLS.

COMPLETED.  
MADE 2 COMPANY CALLS.

QUARTER : 3

ANALYSIS OF RESPONSES TO DIRECT MAIL SURVEY  
CALLS ON SELECTED FIRMS

COMMENCED ONLY. COMP. POSTPONED TO NEXT QUAR.  
3 CALLS COMPLETED

QUARTER : 4

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

POST : 435-COPENHAGEN

CDN INSPECTION OF DANISH MEAT PLANS & SUBSEQUENT BILATERAL MEAT TRADE ISSUE NECESSITATED A SIGNIFICANT AMT OF REPORTING & ANALYSIS AS WELL AS FREQUENT INTERVENTIONS WITH OFFICIALS; (02)THE DANISH PRESIDENCY OF THE EC GREATLY INCREASED OUR REPORTING WORKLOAD, PARTICULARLY IMMEDIATELY PRIOR TO THE DEC. SUMMIT; (03)ORGANIZATION OF OUR CHRISTMAS RECEPTIONS (600 INVITEES). THIS EVENT HAS PROVEN TO BE AN EFFECTIVE METHOD OF RAISING INTEREST IN CDN BUSINESS & IS REPEATED ANNUALLY; (04)MISSION IN HOSPITAL & MEDICAL EQUIPMENT SECTOR FOR TECHNOLOGY TRANSFER FROM PROV. OF QUEBEC NOV. 4-6; (05)VISIT OF FANDO ADM VICTOR RABINOVITCH NOV. 18; (06)VISIT OF CDN GRAINS COMMISSION, COMMISSIONER LEITCH DEC. 2-4; (07)VISIT OF AG CAN OFFICIALS DEALING WITH BLUE-TONGUE OUTBREAK ISSUE DEC. 9.

POST : 436-DUBLIN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

CANADIAN PARTICIPATION AT THE 1987 NATIONAL AIR SHOW  
AT BALDONNELL MILITARY AIRFIELD.

REPRESENT CANADIAN EMBASSY DUBLIN AT PARIS AIR SHOW 1987.

SUPPORT AIRTECH IRELAND IN CANADIAN/IRISH JOINT VENTURE COMPANY  
TO DEMONSTRATE ITS PRIMARY TRAINER TO THE IRISH ARMY AIR CORPS.

TO CONTINUE WITH MARKETING EFFORTS ON BEHALF OF CDN AEROSPACE  
INDUSTRY AND REGULARLY CALL ON AER LINGUS, GUINNESS PEAT  
AVIATION AND RYANAIR.

TO ASSESS INTEREST OF GUINNESS PEAT AVIATION IN  
CAE SIMULATORS.

IMPROVED PUBLICITY FOR CANADIAN AEROSPACE  
PRODUCTS.

TO EXPOSE SENIOR IRISH OFFICIALS OF CANADIAN  
AEROSPACE PRODUCTS.

HAVE CANADIAN TRAINER SPECS REFLECTED  
IN THE IRISH ARMY AIR CORPS REQUIREMENTS.

POSSIBLY 2 DASH 7 AND 2 DASH 8.

LEASING SIMULATORS ON A WORLDWIDE BASIS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONGOING FOLLOW-UP WITH GPA, AER LINGUS AND  
RYANAIR RE THEIR INTEREST IN DASH 7 AND 8. LIAI-  
SON WITH GPA & AER LINGUS RE POSSIBLE PURCHASE B/  
737/300 AS WELL AS ONE FOKKER 100 FLIGHT SIMULA-  
TORS (AND OTHER AEROSPACE PRODUCTS).

GPA IS CLOSE TO DECISION TO PURCHASE 25 DASH 8  
SUBJECT TO ACCEPTABLE FINANCIAL PACKAGE. GPA HAS  
BOUGHT SECOND HAND CANADAIR CHALLENGER FOR CHAI-  
RMAN'S USE. GPA/FSI & GPA/AER LINGUS CONSORTIA  
SEEKING QUOTES FOR 2 CAE SIMULATORS.

QUARTER: 2 LIAISON WITH GPA, AER LINGUS AND RYANAIR RE  
THEIR INTEREST IN DASH 7 AND 8.

AER LINGUS CONTINUES TO SHOW INTEREST IN DASH  
7 & 8. DUE TO PRODUCTION RESCHEDULING, DE  
HAVILLAND IS NOW EXAMINING VARIOUS OPTIONS. GPA  
ARE STILL SERIOUSLY INTERESTED IN DASH 7 & 8.

QUARTER: 3 MAINTAIN CONTACT WITH AER LINGUS, GPA & RYANAIR  
RE POSSIBLE PURCHASE OF DASH 7 & 8.

ONGOING CONTACT & INTEREST. WE HAVE REPORTED ON  
AIRLINE POLICIES & BUDGETS TO DEHAVILLAND.

QUARTER: 4 -----

POST : 436-DUBLIN

015-CONSTRUCTION INDUSTRY  
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MONITOR AND REPORT FORTHCOMING DEVELOPMENTS RE DUBLIN DOWNTOWN  
TRANSPORT COMPLEX. PROPOSAL MADE BY CANADIAN CONGLOMERATE.

GOVERNMENT DECISION AWAITED LATE '86. IF  
NEGATIVE, THERE IS POSSIBILITY THAT NEW GOVT  
IN '87 MIGHT REVERSE DECISION.

FOLLOW UP ON CANADIAN APPROACHES TO IRISH AIRPORT AUTHORITY  
CONCERNING DUBLIN AIRPORT RUNWAY EXPANSION.

BETTER POTENTIAL IF JOINT VENTURE WITH IRISH  
CONSTRUCTION COMPANY IS ESTABLISHED.

ONGOING DISCUSSIONS WITH MANAGEMENT AT PARC CONSULTANTS CONCER-  
NING HOSPITAL DEVELOPMENTS IN MIDDLE EAST.

SUBJECT TO CONSTRUCTION OF NEW HOSPITAL  
CONTRACTS IN MIDDLE EAST.

ASSESS AND REPORT ON GOVT PLANS TO CONSTRUCT NEW SUBURBAN RAIL  
LINK FROM DUBLIN CITY CENTRE TO WESTERN SUBURBS.

NO DEVELOPMENTS BEFORE 1989. IRISH TRANSPORT  
AUTHORITY (CIE) HAS BEEN MADE AWARE OF  
CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP ON CDN PROPOSAL TO CONSTRUCT 200 M  
TRANSPORTATION COMPLEX IN DUBLIN. LIAISON WITH  
AER RIANTA RE RUNWAY EXPANSION AT DUBLIN AIRPORT

AS A RESULT OF CHANGE OF GOVERNMENT IN IRELAND,  
PROJECT HAS NOW LOW PRIORITY. FOLLOW UP BY CDN  
CONSORTIA MAY BE WARRANTED. CONTRACT AWARDED  
TO IRISH/BRITISH JOINT VENTURE.

QUARTER: 2 ASSESS STATUS OF DUBLIN DOWNTOWN TRANSPORTATION  
PROJECT.

FURTHER FOLLOW-UP SUGGESTS THAT THIS PROJECT IS  
NOW DORMANT.  
THE CONSTRUCTION SECTOR IN IRELAND IS NOW VERY  
DEPRESSED.

QUARTER: 3 ACCESS IRISH MARKET POSSIBILITIES FOR INSULATION  
& CONSTRUCTION TECHNIQUES.

HAVE HAD INITIAL MEETINGS WITH CONSTRUCTION  
COMPANIES, CONSTRUCTION MATERIAL IMPORTERS. WE  
MUST NOW PROVIDE PRODUCT LITERATURE & RELATED  
MATERIAL TO KEY CONTACTS.

QUARTER: 4 -----

POST : 436-DUBLIN

001-AGRI & FOOD PRODUCTS & SERVICE  
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

GENERATE GREATER CANADIAN INVOLVEMENT IN IRISH (AND EEC) MARKETS THROUGH JOINT VENTURES WITH IRISH PARTNERS.

SERIOUS INTEREST IN THIS CONCEPT ON THE PART OF IRISH INDUSTRY AND AUTHORITIES. EASIER ACCESS TO IRISH & EEC MARKETS.

FOLLOW-UP RE POSSIBILITIES OF CO-OPERATION BETWEEN IRISH AND CANADIAN BREWERS

HIGHLY COMPETITIVE MARKET. INITIAL CONTACT.

DISCUSS CANADIAN SOURCING OPTIONS WITH FRUIT IMPORTERS OF IRELAND LTD (FII).

INCREASING INTEREST ON PART OF FII IN NEW SOURCES.

DEVELOP MARKET FOR CANADIAN WINE.

SAMPLES EN ROUTE TO LOCAL WINE IMPORTER/RETAILER.

FOLLOW UP MEETINGS WITH KERRY CO-OP CONCERNING TRANSFER OF TECHNOLOGY IN FOOD SECTOR. KERRY CO-OP ALSO INTERESTED IN INVESTMENT POSSIBILITIES IN CANADA.

CANADIAN CONSULTANT TO MAKE RECOMMENDATIONS TO KERRY CO-OP. POSSIBLE VISIT TO CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGE CDN INDUSTRY TO CONSIDER TECHNOLOGY TRANSFER(DAIRY, MEAT AND FISH PRODUCTS) WITH IRISH INDUSTRY.

DESPITE POST EFFORTS, THE LEVEL OF INTEREST ON PART OF CDN FIRMS HAS BEEN DISAPPOINTING. IRISH FIRMS ARE SERIOUSLY INTERESTED. CDN BEER & WINE NOW BEING MARKETED IN IRELAND.

QUARTER: 2 ASSESS POSSIBILITIES OF TECHNOLOGY TRANSFER.

DESPITE THE POOR RESULTS TO DATE, WE INTEND TO CONTINUE OUR EFFORTS AND DEVELOP NEW CONTACTS WITH A LARGER SPECTRUM OF CANADIAN INDUSTRY.

QUARTER: 3 -----

QUARTER: 4 -----

POST : 436-DUBLIN

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

FOLLOWING FEASIBILITY STUDY ON COMPUTERIZATION OF IRELAND'S NATURAL RESOURCES. CANADIAN GROUP WILL SUBMIT THEIR FINDINGS TO NATIONAL BOARD FOR SCIENCE AND TECHNOLOGY.

MAINTAIN CONTACT WITH NATIONAL BOARD FOR SCIENCE & TECHNOLOGY RE LIKELY OUTCOME.

FOLLOW UP ON POSSIBLE IRISH-CANADIAN CO-OPERATION ON EUREKA PROJECT.

CONSULTANCY CONTRACT WILL DEPEND ON AVAILABILITY OF IRISH FUNDING

CONSULTANCY CONTRACT WILL DEPEND ON AVAILABILITY OF IRISH FUNDING.

INVOLVEMENT OF CANADIAN SUBSIDIARIES IN IRELAND IS REALISTIC.

BROADCASTING (INC CATV)

IF THE IRISH DEPARTMENT OF COMMUNICATIONS ADOPTS MMDS CANADIAN SPECIALIST COMPANIES WILL LINK UP AGAIN WITH IRISH CABLE TV FIRMS.

IRISH DOC HAVE RECENTLY LEGALISED CONSUMER SATELLITE DISHES. DISHES (INC CDN UNITS) HAVE BEEN MARKETED DESPITE RESTRICTIONS. FOLLOW-UP WITH IRISH IMPORTERS IN ANTICIPATION OF INCREASED SALES.

IRISH DOC HAVE RECENTLY LEGALISED CONSUMER SATELLITE DISHES. DISHES (INC CDN UNITS) HAVE BEEN MARKETED DESPITE RESTRICTIONS. FOLLOW UP WITH IRISH IMPORTERS IN ANTICIPATION OF INCREASED SALES

MEET SENIOR MANAGEMENT OF ATLANTIC SATELLITES CONCERNING THEIR LAUNCH PLANS. FINAL DECISION AWAITED.

SUBSTANTIAL POTENTIAL FOR BOTH CONSULTANCY AND CATV EQUIPMENT.

GROWING MARKET.

GROWING MARKET.

IF PROJECT GOES AHEAD, MAJOR WORK WILL BE UNDERTAKEN BY HUGHES SATELLITE WHO HAVE ALSO INVESTED IN IRISH COMPANY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 USE OF CDN TECHNOLOGY IN IRISH CABLE TELEVISION AND REMOTE SENSING SECTORS. IRISH CDN CO-OPERATION FOR EUREKA PROJECTS.

QUARTER: 2 LIAISE WITH DOC AND IRISH CABLE TV COMPANIES.

IRISH DOC PROVIDED INTRO. TO MMDS TECHNOLOGY. DECISION TO IMPLEMENT REMOTE SENSING STILL AWAITED. MACDONALD DETWILER CONTINUE FOLLOW UP WITH IRISH AUTHORITIES. CDN WESTINGHOUSE INTEREST IN JOINTLY DEVELOPING CERAMIC COATING OF GAS TURBINE BLADES/

ADOPTION OF (CANADIAN) MULTICHANNEL MICROWAVE DISTRIBUTION SYSTEM (MMDS) TECHNOLOGY IS PROGRESSING SATISFACTORILY.

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 70

POST : 436-DUBLIN

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

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 FOLLOW UP WITH IRISH DEP'T OF COMMUNICATIONS &  
CABLE TV COMPANIES RE INTRODUCTION OF MMDS.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

MEETING HELD WITH RESPONSIBLE ADM. SLIGHT DELAY  
IN IMPLEMENTATION DUE TO 'NEW' MINISTER.

436 - DUBLIN

IRELAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

AGRI & FOOD PRODUCTS & SERVICE                      SEMI & PROCESSED FOOD & DRINK  
ALERT SELECTED FIRMS OF MERITS OF ESTABLISHING A CDN OPERATION WHICH  
COULD SUPPLY USA MARKET.

ONE FIRM IS ACTIVELY SEEKING CDN  
PROJECT/PARTNER. LIKELY CANDIDATE WOULD  
BE IN FROZEN FOOD BUSINESS.

FOREST PRODUCTS, EQUIP, SERVICES                      PULP AND PAPER PRODUCTS  
ONE FIRM IS CONT'ING ITS PROGRAM OF EXPANDING ABROAD AND WHERE FEA-  
SIBLE, WE PLAN TO BRING INDIV. OPPORT TO THEIR ATT. CO OWNS A PAPER  
PLANT IN KINGSTON, ONTARIO.

THE FIRM IS 294 IN FORTUNES 500 USA  
INDUSTRIAL CORPS. THEY ARE MONITORING  
PROSPECTS IN CANADA.

CONSTRUCTION INDUSTRY                                      ARCHITECT, CONSTRUCT SERVICES  
SEVERAL LEADING IRISH COMPANIES HAVE ESTABLISHED OPERATIONS ABROAD.  
EMBASSY HAVING ONGOING DISCUSSIONS WITH SENIOR EXECUTIVES IN CONSTRUC-  
TION SECTOR TO DEMONSTRATE BUOYANCY OF MARKET IN CANADA.

HAVING MADE SUBSTANTIAL INVESTMENTS  
IN U.S., BELIEVE THAT WITH SUCH COMPANIES  
AS CEMENT ROADSTONE, SIAC, THAT CANADA IS  
UNDER CONSIDERATION.

COMM. & INFORM. EQP. & SERV                                      ROBOTICS & ARTIFICIAL INTELL.  
FOLLOW UP WITH ANCILLARY ACTIVITIES DIV OF AER LINGUS AS TO ITS  
INVESTMENT RESULTS IN AUTOMATION TOOLING SYSTEMS (ATS) ROBOTIC  
FACILITY IN KITCHENER.

ATS PROJ CONT TO EXPAND FURTHER ACQUISI-  
TIONS POSSIBLE. GOV'T OWNED AER LINGUS  
LOOKING AT FGN INVST OPPORT AGRESSIVELY.

NON SECTORALLY ORIENTED ACTIVITIES

ALERT IRISH BANKS AND OTHER FINANCIAL INSTITUTIONS AS TO ATTRACTIONS  
OF INVESTMENT IN CANADA. BANKS THEMSELVES ARE LOOKING AT N. AMERICA,  
E.G., ALLIED IRISH BANKS MAJORITY HOLDING IN FIRST MARYLAND BANK.

BNKG EX. MAY ADV. CORP CLIENTS THAT CDA IS  
"OPEN FOR BUS.". DISADV-MAJ. IRISH BKS HAVE  
NO OFFICES OR SUBSDRY OPER'NS IN CDA. BNK  
OF NS CAN PROMOTE CDA AS AN INVST BASE.

LIAISE WITH IMMIGRATION DIVISION CONCERNING IMMIGRANT ENTREPRENEURS  
AND OTHER INVESTORS.

INCREASING NUMBER OF ENQUIRIES. PUNITIVE  
IRISH TAX REGIME IS RESULTING IN INDIVI-  
DUALS WITH MEANS AND INITIATIVE TO  
EMIGRATE.

LIAISE WITH IRISH OFFICES OF INTERNATIONAL ACCOUNTANCY FIRMS. SUCH AS  
PRICE WATERHOUSE, DELOITTE HASKINGS, AND LYBRAND ETC.

INITIATE REGULAR MEETINGS AND ASSIST WHERE  
POSSIBLE.



436 - DUBLIN

IRELAND

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

ALERT MAJOR IRISH FIRMS, THE BANKING COMMUNITY  
ETC. OF THE MERITS OF INVESTING AND/OR  
ESTABLISHING SUBSIDIARIES IN CANADA.

AER LINGUS EXPRESSED INTEREST IN EXPANDING ITS  
INVESTMENT IN CANADA WHERE THE AIRLINE HAS  
MAJOR SHARES IN TOOLING SYSTEMS OF KITCHENER  
A ROBOTICS MANUFACTURER.

QUARTER : 2

LIAISING WITH MAJOR COMPANIES CONCERNING POS-  
SIBLE NEW PROJECTS OR EXPANSIONS.

APART FROM EXPRESSIONS OF INTEREST, THERE HAVE  
BEEN NO SIGNIFICANT DEVELOPMENTS.  
AUTOMATED TOOLING SYSTEMS OF KITCHENER, IN WHICH  
AER LINGUS HAS A MAJORITY HOLDING - CONTINUES TO  
EXPAND AND PROSPER.

QUARTER : 3

MAINTAIN REGULAR CONTACT WITH SELECT GROUP OF  
IRISH COMPANIES CONCERNING THEIR INVESTMENT  
PLANS & EXPANSIONS.

WHILST INTEREST IN THE CDN ECONOMY STILL EXISTS  
WE DETECT A MORE SUBDUED APPROACH TO INVESTMENT  
ABROAD DURING LATE 1987 I. E. CONSOLIDATION OF NEW  
PROJECTS & TAKEOVERS AT HOME & ABROAD. GOODMAN  
INTERNATIONAL (EUROPE'S LARGEST BEEF PROCESSOR)  
IS NOW LOOKING AT CDA BUT THE TIME FRAME REMAINS  
UNCERTAIN).

QUARTER : 4

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REPORT 4A  
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

Page 73

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

POST : 436-DUBLIN

CDA IRELAND AIR NEGOTIATIONS  
CDN HEREFORD ASSN PART. AT EUROPEAN HEREFORD CONF. DUBLIN  
LIAISON WITH IRISH DEP'T OF AGRIC. RE MEAT PLAN INSPECTION  
MEETINGS WITH GOODMAN INT'L EXEC PRIOR TO FACT-FINDING VISIT  
TO CDA; (05)COAL IN IRELAND REPORT

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 74

POST : 424-DUSSELDORF

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MEETINGS WITH CANADIAN MANUFACTURERS IN CANADA BY POST OFFICER.

GAIN FURTHER KNOWLEDGE ON CDN CAPABILITIES  
AND INFORM INDUSTRY ABOUT "HOW TO PENETRATE  
FRG MARKET".

CONTINUE INDIVIDUAL MEETINGS WITH GERMAN FIRMS TO INCREASE LICEN-  
SING AND JOINT VENTURE OPPORTUNITIES. MEETINGS WITH GERMAN MFRS IN  
RESPONSE TO DRIE PRIORITIES AND CDN COMPANY REQUESTS.

TO BRING TECHNOLOGY TO CANADA AND TO INCREASE  
CANADIAN COMPETITIVENESS ON WORLD MARKETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTERPACK TRADE FAIR. MAY 14 -20, 1987

1170 BUSINESS ENQUIRIES, \$3.2MLN ON-SITE SALES.  
\$26.9 MLN ANTICIPATED; 4 AGENTS APPOINTED, 40  
AGENTS SPENDING.

QUARTER: 1 INCOMING MISSION TO INTERCAN, JUNE -4, 1987

EARLY RESULTS ONLY GENERAL. AN IMPORTANT INDUST.  
ASSOCIATION AND VEBA OIL HAD FIRST-HAND LOOK AT  
ALBERTA AND CDN OIL AND GAS INDUSTRY AT BEGINN-  
ING OF RECOVERY PERIOD.

QUARTER: 1 IFAT MISSION, MAY 1987

MINIMUM TWO NEW BUYING CONNCTIONS

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 424-DUSSELDORF

015-CONSTRUCTION INDUSTRY  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WILL CONTINUE TO SIGNAL POST'S THIRD COUNTRY COOPERATION RESPONSIBILITIES/OPPORTUNITIES TO CMA AND ASSOCIATION OF CANADIAN CONSULTING ENGINEERS.

LIAISON CALLS ON ALL MAJOR GERMAN COMPANIES INVOLVED IN THIRD COUNTRY CAPITAL PROJECTS.

REPORT ON GERMAN TRADING HOUSES

TAILOR-MADE ITINERARIES FOR VISITING CANADIAN COMPANIES.

NEW ENQUIRIES FROM CANADIAN COMPANIES INTERESTED IN THIRD MARKET COOPERATION WITH GERMAN COMPANIES.

DEFINITION OF AREAS FOR COOPERATION, SEVERAL BUYING CONNECTIONS AND A FEW MULTI-MILLION DOLLAR SUB-CONTRACTS

ADD CANADIAN COMPANIES TO POTENTIAL BIDDERS LIST

GREATER AWARENESS OF CDN SUPPLY CAPABILITIES-EVENTUAL EXPORTS IN PARTNERSHIP WITH FRG COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CORPORATE CALLS ON PROSPECTIVE PARTNERS FOR THIRD COUNTRY PROGRAM.

29 CORPORATE CALLS PRODUCING A MINIMUM 15 FOLLOW-UP OPPORTUNITIES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 76

POST : 424-DUSSELDORF

013-CONSUMER PRODUCTS  
GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

MEET WITH MAJOR IMPORTERS AND DISTRIBUTORS TO CREATE MORE  
INTEREST IN CANADIAN TOOL AND HARDWARE PRODUCTS.

ANTICIPATED RESULTS:

GREATER AWARENESS OF CANADIAN MADE COMPETITIVE PRODUCTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 424-DUSSELDORF

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

UNDERTAKE A COMPREHENSIVE MARKET STUDY FOR MINERALS

MORE IN DEPTH KNOWLEDGE OF THE SECTOR WILL  
ENABLE POST TO TARGET ACTIVITIES AND INCREASE  
MARKET SHARE 2 TO 3%

UNDERTAKE A COMPREHENSIVE MARKET STUDY FOR THERMAL AND  
METALLURGICAL COAL.

BETTER KNOWLEDGE OF SHIFTS IN ENERGY SOURCES  
AND COMPETITION WILL ENABLE CDN SUPPLIERS TO  
INCREASE MARKET BY 1 TO 2%.

MEET WITH MAJOR METAL TRADING COMPANIES TO STIMULATE INTEREST IN  
CANADIAN METAL PRODUCTION.

INCREASED EXPORTS THROUGH INCOMING MISSION  
FROM CANADA IN ZINC, LEAD, NICKEL, MOLYBDENUM,  
PLATINUM AND COBALT SECTORS.

MEET WITH MAJOR MINING COMPANIES TO INTEREST THEM IN CO-PARTICI-  
PATION IN CANADIAN MINING OPERATIONS.

INCREASED DIRECT INVESTMENT BY ORGANIZING  
MISSIONS TO CANADA IN FOLLOWING SECTORS:  
GOLD, PLATINUM, NICKEL, COPPER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REPORT ON STEEL INDUSTRY

VISIT OF DON BELCH OF STELCO (AND CDN STEEL  
PRODUCERS ASSOCIATION) AND CALL ON GERMAN STEEL  
TUBE MANUF. ASSOCIATION PRODUCED TWO STEEL REPORTS  
AND CREATED FOLLOW-UP OPPORTUNITIES FOR CDN  
GOVT. MISSION IN JULY.

QUARTER: 2 PROGRAM OF MEETINGS FOR GOV'T AND IND. REPS  
RE: IRON AND STEEL

INTRODUCTION OF CDN SPECIALISTS TO RELEVANT  
GERMAN ASSOCIATIONS AND COMPANIES USEFUL  
EXCHANGE ON COMMON POLICY PROBLEMS.

QUARTER: 2 REPORT ON GERMAN HARD COAL INDUSTRY.

IDENTIFICATION OF KEY ECONOMIC POLICY ISSUE  
FACING GERMAN NATIONAL AND REGIONAL GOV'T.

QUARTER: 3 REPORTING ON ECONOMIC ISSUES PERTINENT TO COAL  
MINING & METALLURGICAL INDUSTRIES.

SUBMITTED SEVERAL REPORTS SUMMARIZING ISSUES FAC-  
ING THESE TWO IMPORTANT BUT TROUBLED INDUSTRIES.

QUARTER: 4 -----

REPORT 4A  
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

Page 78

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

POST : 424-DUSSELDORF

ATTEND. AT HAMILTON INVEST. SEMINAR IN DORTMUND OCT 14/87  
PART. IN CDA BUSINESS SEMINAR IN TRIER  
ATTEND. AT NOVA SCOTIA PROMO. IN HAMBURG (MIN. THORNHILL & DEL  
PART. IN CDA MEETING IN KOBLENZ DEC. 9/87

POST : 415-HAGUE, THE

007-POWER & ENERGY EQUIP. & SERV.  
NETHERLANDS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

NUCLEAR

WORK WITH AECL OFFICE IN THE HAGUE TO INFLUENCE GVT IN THE  
SELECTION OF BIDDERS FOR THEIR TWO 900 MWE NUCLEAR POWER PLANTS.

INCLUSION OF AECL ON THE FINAL BIDDERY LIST.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NETHERLAND ENVIRONMENT AND ECONOMIC AFFAIRS MI-  
NISTER TO CANADA RE CANDU

ENVIRONMENT MINISTER VISIT NOW SCHEDULED  
FOR SEPTEMBER. NUCLEAR PROGRAM ON HOLD;  
DECISION DELAYED FOR UP TO ONE YEAR.

QUARTER: 2 MAINTAIN CONTACTS WITH DECISION-MAKERS IN  
MINISTRY OF ECONOMIC AFFAIRS, ENERGY & ENVIRON-  
MENTAL RESEARCH INSTITUTES & WITH AECL REP IN  
HAGUE IN ORDER TO KEEP ABREAST OF NUCLEAR ENERGY  
DEBATE & PROMOTE CANDU POWER SYSTEM.

-REPORTED ON NUCLEAR POWER DEBATE. -ORGANIZED  
DUTCH NUCLEAR POWER FACT FINDING MISSION TO CDA  
(PLANNED FOR LATE OCT). -ASSISTED IN ORGANIZING  
VISIT TO CDA OF DUTCH MINISTER OF ENVIRONMENT  
FOR TALKS ON NUCLEAR ISSUES.

QUARTER: 3

FINALIZED, REPORTED & INITIATED FOLLOW UP TO  
DUTCH NUCLEAR FACT-FINDING MISSION TO CDA.  
MISSION RESULTED IN DUTCH AGREEMENT TO INVITE  
CDN PROPOSALS IF & WHEN DUTCH DECIDE TO PROCEED  
WITH NUCLEAR PROGRAM.

QUARTER: 4 -----



REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 80

POST :415-HAGUE, THE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

DISCUSS CANADIAN PARTICIPATION IN EUREKA PROJECTS WITH DUTCH  
EUREKA SECRETARIAT.

VISIT FLANDERS TECHNOLOGY TRANSFER FAIR AND OTHER PROMINENT TRADE  
FAIRS TO MATCH UP CANADIAN AND DUTCH COMPANIES.

ANTICIPATED RESULTS:

CANADIAN PRIVATE SECTOR PARTICIPATION IN 2 OR  
3 EUREKA PROJECTS WITH EUROPEAN PARTNERS.

3-4 LICENSING AGREEMENT JOINT VENTURES OR  
OTHER FORMS OF INDUSTRIAL COOPERATION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 COMPUTER SOFTWARE MISSION/SEMINAR TO NETHERLANDS

QUARTER: 2 -FOLLOW UP WITH NETHS AND CDN COMPANIES WHICH  
PARTICIPATED IN MINISTER COTE EUREKA MISSION.  
-VISIT TRADE FAIRS & IDENTIFY IMPORTERS/AGENTS.

QUARTER: 3 ATTEND TELECOM 87 IN GENEVA TO ADVISE CDN PART.  
OF OPPORTUNITIES IN NETHERLANDS.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

NO SUPPORT RECEIVED FROM DRIE  
ATTENDED "EUROPE SOFTWARE" FAIR

-WROTE TO CDN PARTICIPANTS OF COTE MISSION OF-  
FERING FURTHER ASSISTANCE. -WROTE ARTICLE ON PTT  
DEREGULA'N. -SENT TRADE QUESTION. TO 150 TELECOM  
IMPRTS. -ATTENDED SECURITY 87 & EUROPE SOFTWARE  
87. -ASS. TTS-FINANCED SURVEY RE IT R&D PROJECT.

COUNSELLOR(COMMERCIAL)MET WITH 30+ COMPANIES.  
USEFUL INFO GAINED ON THEIR INTEREST IN THE  
NETHERLANDS MARKET. FOLLOW UP REQUIRED FOR 8  
COMPANIES.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 415-HAGUE, THE

009-FOREST PRODUCTS, EQUIP, SERVICES  
NETHERLANDS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

PLACE STORIES & PHOTOS OF INNOVATIVE HOUSING PROJECTS WITH NETHS  
ARCHITECTURE & BUILDERS MAGAZINES.

VISIT DO-IT-YOURSELF PRODUCTS IMPORTERS TO IDENTIFY POTENTIAL  
MARKET NICHEs AND PROVIDE THEM WITH BROCHURES OF PRODUCTS FROM  
CANADA.

ANTICIPATED RESULTS:

RAISE PROFILE OF TIMBER FRAME CONSTRUCTION.  
INCREASE NUMBER OF BUILDERS BELONGING TO  
NETHS TFC ASSOCIATION.

INTRODUCE 3 OR 4 RELIABLE AGENTS OR IMPORTERS  
TO CANADIAN FIRMS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -IN COOPERATION WITH BRUSSELS-BASED FOREST  
PRODUCTS COUNSELLOR PROMOTE TIMBER FRAME HOUSING

QUARTER: 3 PLACE STORIES & PHOTOS OF INNOVATIVE HOUSING  
PROJECTS WITH NETHERLANDS ARCHITECTURE &  
BUILDERS' MAGAZINES TO FOCUS ATTENTION ON TFC.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

-PROPOSED TO DRIEOTT/IRPI THAT THEY FUND IN  
PART R-2000 HOME AT TFC DEMONSTRATION PROJECT  
IN NETHERLANDS.

DECIDED TO FOCUS ON IMPORTANT TFC PROMOTION (MAY  
88) & ENSURE CDN PRODUCTS WERE REPRESENTED. RE-  
SPONSE FROM CDA SO FAR IS ENCOURAGING.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 415-HAGUE, THE

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO DEVELOP CLOSER CONTACTS WITH SENIOR MILITARY OFFICIALS NOTABLY PROCUREMENT & TECHNICAL STAFF IN NAVY AND ARMY

IMPROVE ACCESS FOR CDN BUSINESSMEN & PRODUCTS TO MORE SENIOR LEVELS THAN WAS PREVIOUSLY THE CASE

ENHANCE IMAGE OF RELIABILITY OF CDN DEFENCE PRODUCTS THROUGH FOLLOW-UPS WITH PARTIES INVOLVED IN EXISTING CONTRACTS IN WHICH DIFFICULTIES HAVE ARISEN

INCREASE OPPORTUNITY TO BID ON NETHERLANDS DEFENCE REQUIREMENTS

RESEARCH DEVELOPMENT & PRODUCTION STEERING COMMITTEE MEETING IN CANADA IN 1988 AND VISIT BY NETHERLANDS DELEGATION TO A NUMBER OF DEFENCE INDUSTRIES.

MAINTAIN & IMPROVE CONTACTS WITH NETHERLANDS MOD; ALLOW NETHERLANDS OFFICIALS TO SEE NEW DEFENCE PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION FOR RDP STEERING COMMITTEE MEETINGS IN NETHERLANDS -OCTOBER 1987.

DIRECTOR GENERAL DEFENCE PROGRAMS BRANCH EXTOTT AND DRIEE AND DND OFFICIALS MET COUNTERPARTS TO PREPARED RDP.

QUARTER: 2 -PREPARATIONS FOR RDP STEERING CTTEE MTG IN OCT  
-FOLLOW DEVELOPMENTS RE CANTASS BID  
-DEVELOP BETTER UNDERSTANDING OF NETHS PROCURE-  
MENT PRIORITIES & PROCEDURES.

-RDP MEETING ARRANGED, BRIEFS PREPARED  
-LEARNED THAT CANTASS UNLIKELY TO BE SUCCESSFUL & REPORTED TO OTTAWA.  
-IDENTIFIED ONE NEW DEFENCE PRODUCTS AGENT.

QUARTER: 3 PREPARE NETHERLANDS/CDA RDP MEETING IN THE HAGUE

SUCCESSFUL RDP STEERING COMMITTEE MEETING HELD IN THE HAGUE RESULTING IN STRENGTHENED RELATIONS WITH THE NETHERLANDS MIN. OF DEFENCE. CDN POSITION ON OFFSETS/INDUSTRIAL BENEFITS CLARIFIED.

QUARTER: 4 -----

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP. & SERV                      ALL SUB-SECTORS  
THROUGH OUR CORPORATE LIAISON PROG. WITH ELECT. INDS SUPPORTED BY THE  
REQUESTS FOR TECH. OF THE NAT'L RESEARCH COUNCIL AND WITH THE ASSIST-  
ANCE OF DRIE PROMOTIONAL MATERIAL. FOLLOW UP BY SECTOR-FOCUSSED  
SEMINAR.

FORMATION OF JOINT-VENTURES AND TRANSFER  
OF KNOW-HOW BETWEEN SMALL/MEDIUM CANADIAN  
FIRMS & DUTCH ELECTRONICS INDUSTRY.

ELECTRONICS EQUIP. & SERV                      ALL SUB-SECTORS  
THROUGH OUR CORPORATE LIAISON PROG. WITH ELECT. INDS SUPPORTED BY THE  
REQUESTS FOR TECH. OF THE NAT'L RESEARCH COUNCIL AND WITH THE ASSIST-  
ANCE OF DRIE PROMOTIONAL MATERIAL. FOLLOW UP BY SECTOR-FOCUSSED  
SEMINAR.

FORMATION OF JOINT-VENTURES AND TRANSFER  
OF KNOW-HOW BETWEEN SMALL/MEDIUM CANADIAN  
FIRMS & DUTCH ELECTRONICS INDUSTRY.

AGRI & FOOD PRODUCTS & SERVICE              FOOD HANDLING, PROCESSING EQUIP  
TO INFLUENCE THE DUTCH FOOD PROCESSING INDUSTRIES BY INFORMING THEM  
OF THE CANADIAN REQUESTS FOR TECHNOLOGY. FOLLOW UP BY SECTOR-FOCUSSED  
SEMINAR.

TO IDENTIFY PROJECTS FOR INVESTMENT IN CDA  
FOOD PROCESSING EQUIPMENT INDUSTRY & TO  
STIMULATE TRANSFER OF KNOW-HOW AND LICENSE  
CONTRACTS.

AGRI & FOOD PRODUCTS & SERVICE              AGRICULTURE MACH, EQUIP, TOOLS  
VISIT MAJOR EXPORTERS AND AGRO-BUSINESS COMPANIES. FOLLOW UP BY SECTOR  
FOCUSSED SEMINAR.

ESTABLISHMENT OF ASSEMBLY OPERATIONS IN  
CANADA AND NEW PLANTS.

EDUCATION, MEDICAL, HEALTH PROD              HOSP. & MEDICAL EQUIP, INSTRUM.  
VISIT MAJOR EXPORTERS AND VISIT DUTCH COMPANIES WITH THE HELP OF THE  
4 MAIN DUTCH UNIVERSITIES HAVING "TECHNOLOGY TRANSFER POINTS" WISHING  
TO INVESTIGATE CANADA'S POSSIBILITIES.

IDENTIFY PROSPECTS FOR NEW INVESTMENT IN  
CANADIAN HOSPITAL AND MEDICAL EQUIPMENT  
SECTOR. FOLLOW UP WITH CONTRACTS.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-LIAISON WITH NETHERLANDS TIMBER-FRAME CONSTRUCTION ASS. FOR CDN INVOLVEMENT IN MAJOR DUTCH MODEL HOUSING PROJECT.  
-ALBERTA BUSINESS & INVESTMENT MISSION 16-20 MAY VISITS TO HITC AND BIOTECH COMPANIES.

-CURRENTLY UNDERWAY IS 1) DISTRIB. OF R2000 MANUAL; 2) TRANSLATION OF CDN VIDEO ON CONSTRUCTION TECHNIQUES INTO DUTCH; 3) APPOINTMENTS WITH PUBLIC RELATIONS AGENT FOR MODEL HOUSING PROJECT -ON BEHALF OF MISSION-MEMBERS WE IDENTIFIED 2 DUTCH INDUSTRIES IN PAINT & HITEC SECTOR, WITH POTENTIAL TO INVEST IN CDA. JOINT-VENTURE POSSIBILITIES WERE DISCUSSED & WITH PROPER FOLLOW-UP AT BOTH ENDS POSITIVE RESULTS CAN BE EXPECTED IN FUTURE.

QUARTER : 2

TO PROMOTE THE 1987 INTERNATIONAL INVESTORS FORUM TO BE HELD VANCOUVER 17-19 NOVEMBER 87. EFFICIENCY TRADE FAIR, AMSTERDAM INFO BOOTH.

SUCCESSFUL MEETINGS ARRANGED BETWEEN REPS OF FORUM & BKS, INVSTMT ADVISORS, C. OF COMMERCE. MAILING TO FINANC'L & INVSTMT INSTITU'NS, REAL ESTATE INVSTRS & TAX/LAW/MKTG/BUSINESS CONSULTANTS INITIATED. CANCELLED DUE TO HEAVY RESPONSIVE WORKLOAD & REALIGNMENT PRIORITIES. SEVERAL NEW ENQUIRIES WERE DEVELOPED & SRVCD REPRESENTING POTENTIAL INVESTMENTS OF SEVERAL MILLION DOLLARS IN AUTO PARTS, FOOD AND FISH.

QUARTER : 3

REASSESSMENT & REVISION OF INVESTMENT DEVELOPMENT PLAN; (02) DIRECT MAILING TO POTENTIAL INVESTORS TO PROMOTE BUSINESS & INVESTMENT OPPORTUNITIES SHOW HELD IN VANCOUVER FROM 17-19 NOV 87; (03) CDN INVESTMENT-ORIENTED BOOTH PARTICIPATION AT AFVALTECH 87, ENVIRONMENTAL TRADE FAIR, HELD IN UTRECHT FROM 10-13 NOV 87.

REVISED PLAN DECIDED UPON, APPROVED BY OTTAWA & INITIATED; (12) ORGANIZERS REPORTED THAT 87 FORUM WAS BIG SUCCESS WITH OVER 200 EXHIBITORS & 13,000 VISITORS. THERE WERE 200 INT'L DELEGATES FROM 21 COUNTRIES-2 FROM NETHERLANDS; (13) SERIOUS ENQUIRIES WERE RECEIVED FROM 8 DUTCH COMPANIES LOOKING FOR A JV PARTNER IN CDA & FROM 16 DUTCH COMPANIES INTERESTED IN TECH COOPERATION WITH CDN COMPANIES.

QUARTER : 4

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REPORT 4A  
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

Page 85

POST : 415-HAGUE, THE

ATTEND MARKETPLACE 87-HAL, ST. JOHN, MTL, TO, KEL, EDM, 14-30OCT87  
ORGANIZED UNPLANNED VISITS INCL. MS. L. GOULET (ADM ENVIRON-  
MENT CDA); MS. E. PAYNE (DRIE); P. BOOTH (TTS); W. LONG (NEW  
BRUNSWICK DEP'T OF TRADE & TECH); MIN. H. BARRETT-MIN. OF  
TRADE & TOURISM, NFLD & LABRADOR; (03)ESA MINISTERIAL MEETING

POST : 431-HELSINKI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

DATABASE COMPILED BY POST OF AGENTS, DISTRIBUTORS AND PURCHASERS OF INFORMATICS WILL BE UPDATED.

MASS MAILINGS OF DEPARTMENTAL PUBLICATIONS, GREATER PERSONAL CONTACT WITH FINNISH IMPORTERS.

PREPARE REPORT IN FINNISH INFORMATICS MARKET AND FORWARD TO OTTAWA AND CANADIAN FIRMS.

BROADCASTING (INC CATV)

REPORT DEVELOPMENTS IN CATV AND TV BROADCASTING, WHICH ARE MOVING VERY QUICKLY IN FINLAND, TO DOC + CANADIAN FIRMS.

PREPARE REPORT ON TELECOMMUNICATIONS AND CATV IN FINLAND, FORWARD TO DOC AND CANADIAN SUPPLIERS.

CONSIDERABLY IMPROVED ASSISTANCE TO CANADIAN EXPORTERS, INCREASE NUMBER OF AGENTS/DISTRIBUTORS REPRESENTING CANADIAN FIRMS.

INCREASED FINNISH AWARENESS OF CDN INFORMATICS CAPABILITIES, GREATER NUMBER OF AGENTS/DISTRIBUTORS FOR CDN FIRMS.

BETTER KNOWLEDGE OF OPPORTUNITIES IN FINLAND.

SIGNIFICANT PARTICIPATION BY CANADIAN COMPANIES IN CATV DEVELOPMENTS.

INCREASED CANADIAN SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ORGANIZED COMPUTER JOURNALIST MISSION TO CANADA. UPDATE POST DATABASE OF COMPUTER AGENTS AND IMPORTERS. UNDERTAKE MAILINGS OF CANADIAN HIGH-TECH DIRECTORIES.

QUARTER: 2 COMPLETED "INFORMATICS IN FINLAND" REPORT. MASS MAILING OF CANADA IN WORLD OF COMPUTING. CONTINUE UPDATING DISTRIBUTORS DATABASE.

QUARTER: 3 REPORT DEVELOPMENTS IN COMPUTER, SOFTWARE & CATV MARKETS.

QUARTER: 3 INFORMATICS MISSION TO FINLAND.

COMMERCIAL OFFICER ACCOMPANIED 4 NORDIC JOURNALISTS WHO RECEIVED EXCELLENT OVERVIEW OF CDN COMPUTER CAPABILITIES. DUE TO SUPERIOR CONTACTS NEW CDN EXPORTERS OF COMPUTER SOFTWARE ARE ENTERING THE FINNISH MARKET.

REPORT SENT TO TTT AND SOME CANADIAN FIRMS. INCREASED KNOWLEDGE OF CANADIAN CAPABILITIES, MORE AGENTS, SALES. 100 PLUS FIRMS NOW REGISTERED.

COMPLETED A REPORT ON REMOTE SENSING IN FINLAND, SENT IT TO TTT, DRIE & CDN FIRMS WHICH HAD RECENTLY EXPRESSED AN INTEREST IN THE FINNISH MARKET. INFORMATION ON NEW CATV & TELECOMMUNICATIONS ACTS WAS FORWARDED TO DOC & CDN FIRMS.

ARRANGED APPOINTMENTS WITH POTENTIAL DISTRIBUTOR FOR THE B MISSION COS. MISSION WAS SUCCESSFUL, SALES PROSPECTS ARE GOOD & NEW AGENCY AGREEMENTS & DIRECT SALES EXPECTED SHORTLY.

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 87

POST : 431-HELSINKI

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 UPDATE POST'S COMPUTERIZED DATABASE ON AGENTS/  
DISTRIBUTORS.

DATABASE WAS EFFICIENTLY UTILIZED & LARGELY UP-  
DATED WHEN ORGANIZING INFORMATICS MISSION &  
WORKING ON REMOTE SENSING REPORT. DISTRIBUTED  
PUBLICATIONS ON REMOTE SENSING & COMPUTING PRO-  
DUCTS TO CONTACT MADE DURING ABOVE.

QUARTER: 3 ATTEND TELECOM 87 IN GENEVA

REC'D NUMEROUS ENQUIRIES RE OPPORTUNITIES IN  
FINLAND FROM CDN FIRMS AT THE SHOW SOME OF WHICH  
WILL LIKELY RESULT IN NEW AGENCY AGREEMENTS. MADE  
CONTACTS WITH A NUMBER OF FINNISH PARTICIPANTS.

QUARTER: 4 -----



REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 88

POST : 431-HELSINKI

013-CONSUMER PRODUCTS  
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

IN-STORE PROMOTION OF CANADIAN SPORTING GOODS.

SOME INCREASE IN SALES.

ANNUAL RECEPTION FOR MAJOR DISTRIBUTOR OF CANADIAN SKATES AND  
HOCKEY EQUIPMENT TO WHICH MOST IMPORTANT BUYERS AND SPORTS  
JOURNALISTS ARE INVITED.

REGAINING MARKET SHARE OF HOCKEY SKATES AND  
EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 431-HELSINKI

002-FISHERIES, SEA PRODUCTS & SERV.  
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

THE POST HAS FACILITATED DISCUSSIONS BETWEEN FANDO AND THE FINNISH CUSTOMS LABORATORY FOR THE EVENTUAL SIGNING OF A BILATERAL FOOD AND FISH INSPECTION AGREEMENT.

SIMPLIFICATION OF FINNISH INSPECTION PROCEDURES FOR CDN FISH EXPORTS; THESE PROCEDURES HAVE BEEN PROBLEMATIC IN THE PAST.

DUE TO RAPIDLY INCREASING CONSUMPTION OF SPECIALITY SEAFOOD WE WILL PROVIDE RESTAURANT OPERATORS WITH CANADIAN SEAFOOD CATALOGUE AND OTHER PUBLICATIONS.

RESTAURANT OWNERS WILL REQUEST SPECIFIC CANADIAN SEAFOOD PRODUCTS FROM DISTRIBUTORS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FACILITATE SIGNING OF BILATERAL FISH PRODUCTS INSPECTION AGREEMENT BETWEEN CANADA AND FINLAND.

FINNISH BOARD OF CUSTOMS AND FANDO HAVE AGREED TO SIGN AGREEMENT IN AUTUMN OF 1987.

QUARTER: 2 UNDERTOOK MAILING PROGRAM TO FINNISH RESTAURANT OWNERS AND FISH IMPORTERS.

NOTABLY HIGHER INTEREST IN IMPORTS OF CANADIAN SPECIALITY SEAFOODS, ESPECIALLY LOBSTER.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 90

POST : 431-HELSINKI

001-AGRI & FOOD PRODUCTS & SERVICE  
FINLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

IN STORE PROMOTION OF CONSUMER AND FOOD PRODUCTS IN FALL OF 1987.

REPORT EXPECTED EASING OF FINNISH IMPORT RESTRICTIONS ON FOOD PRODUCTS TO THE DEPARTMENT AND SELECTED CANADIAN EXPORTERS.

ANTICIPATED RESULTS:

A GREATER FINNISH AWARENESS OF CANADIAN FOOD PRODUCTS; SOME INCREASE IN SALES.

SOME INCREASE IN EXPORT OPPORTUNITIES FOR CANADIAN SUPPLIERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PROMOTE AND REPORT ON EXPECTED EASING OF FINNISH IMPORT RESTRICTIONS ON FOOD AND AGRICULTURAL PRODUCTS.

QUARTER: 2 COMPLETED "WHEAT AND COARSE GRAINS" REPORT, "BERRY" REPORT AND "AGRICULTURE IN FINLAND" REPORT.

QUARTER: 3 REPORT EXPECTED EASING OF FINNISH IMPORT RESTRICTIONS ON FOOD PRODUCTS TO THE DEPARTMENT & SELECTED CDN EXPORTERS.

QUARTER: 3 IN-STORE PROMOTION OF CONSUMER & FOOD PRODUCTS.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

NO PROGRESS ACHIEVED. FINNISH AUTHORITIES HAVE DISALLOWED USE OF CDN MUSTARD IN MEAT PROCESSING INDUSTRY. POST WILL ATTEMPT TO HAVE ACTION REVERSED.

BETTER KNOWLEDGE IN CANADA OF FINNISH FOOD PRODUCTS MARKET.

MONITORED & REPORTED ON CROP FAILURE & SUBSEQUENT TEMP. LIFTING OF IMPORT DUTY ON CERTAIN PROD. ATTENDED ANUGA FAIR IN COLOGNE WHERE INFORMED CDN EXPORTERS OF ABOVE & INCREASED EXPORT POSS. ASSISTED LOCAL IMPORTER TO OVERCOME RESTRICT

CANCELLED PROMOTION DUE TO DIFFICULTY IN COORDINATION WITH OTHER NORDIC POSTS.

431 - HELSINKI

FINLAND

Page 91

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

FOREST PRODUCTS, EQUIP, SERVICES ALL SUB-SECTORS  
MAINTAIN PROGRAM OF HEAD OF POST VISITS TO CHIEF EXECUTIVES OF LARGE  
FINNISH COMPANIES IN FOREST PROD. EQPT., SERVICES SECTOR WITH OPERA-  
TIONS OR INTEREST IN CANADA.

3 OR 4 MAJOR FINNISH INDUSTRIAL  
INVESTMENTS IN CANADA.

MINE, METAL, MINERAL PROD & SRV ALL SUB-SECTORS  
COMPLETE POST'S DATABASE OF FINNISH FOREIGN INVESTORS AND EXPORTERS.  
(IN THE MINE, METAL, MINERAL PROD. & SERV. SECTOR) TO NORTH AMERICA.

PRECISE IDENTIFICATION OF POTENTIAL  
FINNISH FOREIGN INVESTORS.

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.  
UNDERTAKE A CONTINUING MASS MAILING CAMPAIGN TO EXISTING & POTENTIAL  
INVESTORS IN THE INDUSTRIAL MACHINERY, PLANTS, SERV. SECTOR.

FINNISH INVESTORS WILL HAVE AVAILABLE  
INFORMATION ON THE MOST RECENT DEVELOPMENT  
IN THE CANADIAN INVESTMENT CLIMATE.

PETROCHEM & CHEM PROD, EQP, SERV ALL SUB-SECTORS  
PROGRAM OF VISITS TO SPECIFIC FINNISH INDUSTRIES IN PETROCHEM AND  
CHEMICAL PRODUCT EQUIPMENT SERVICES SECTOR IDENTIFIED AS HAVING GOOD  
POTENTIAL TO INVEST IN CANADA.

SOW THE SEED OF THE BENEFITS OF INVESTING  
IN CANADA AMONG FIRMS THAT HAD NOT  
SERIOUSLY CONSIDERED IT BEFORE.

CONSTRUCTION INDUSTRY BUILDING PRODUCTS  
BUILD UP GOOD INVENTORY OF INFORMATION MATERIAL ON CANADIAN INDUSTRIAL  
SECTORS, GOVERNMENT ASSISTANCE, AND INDUSTRIAL SITES.

ABILITY TO MORE QUICKLY RESPOND TO ENQUI-  
RIES FROM FINNISH CONSTRUCTION FIRMS  
INTERESTED IN CANADA.

FISHERIES, SEA PRODUCTS & SERV. SERVICES INCLUDING CONSULTING  
SUPPORT, CO-ORDINATE AND ARRANGE VISITS BY REPRESENTATIVES OF FEDERAL  
AND PROVINCIAL GOVERNMENT DEPARTMENTS.

TO DATE OUR PROMOTION EFFORTS HAVE BEEN  
GENERAL. THESE VISITS WILL EXPLOIT  
SPECIFIC OPPORTUNITIES IN THE FISHERIES  
SECTOR.

NON SECTORALLY ORIENTED ACTIVITIES

INITIATE PERSONAL CONTACTS WITH FINNISH VENTURE CAPITAL FIRMS.

2 OR 3 SMALL OR MEDIUM SIZED EQUITY  
INVESTMENTS IN CANADIAN MANUFACTURING  
FIRMS.

ON A REGULAR BASIS, SUPPLY INVESTMENT RELATED INFORMATION TO BANKS AND  
ALL CHAMBERS OF COMMERCE IN FINLAND.

MUCH GREATER INSTITUTIONAL AWARENESS OF  
CANADA AS AN INVESTMENT TARGET.

CO-OPERATION WITH THE FINNISH INSTITUTE OF EXPORT IN SERIES OF  
SEMINARS ON ESTABLISHING A SUBSIDIARY IN NORTH AMERICA.

REACHING EXPORT MANAGERS IN FIRMS WITH  
DEMONSTRATED INTEREST IN INVESTING IN  
CANADA.

431 - HELSINKI

FINLAND

TRACKING:            ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

SUPPORT AND CO-ORDINATE VISITS OF SENIOR CDN  
GOVERNMENT REPRESENTATIVES TO FINLAND TO  
PROMOTE INVESTMENT IN CANADA.  
MAINTAIN HOM AND COMMERCIAL COUNSELLORS VISITS  
TO SENIOR INDUSTRIALISTS AND POTENTIAL INVESTORS

ORGANIZED HIGHLY SUCCESSFUL VISIT OF INVESTMENT  
CDA EXEC. V. P., INCLUDING EFFECTIVE SEMINAR/  
LUNCHEON INVOLVING 23 SENIOR FINNISH EXECUTI-  
VES. ARRANGED SUCCESSFUL DRIE/MTL AND DRIE/GMEE  
VISITS, WHICH, AS A CONTINUING EFFORT WILL  
RESULT IN FURTHER FINNISH INVESTMENTS AND  
TECHNOLOGY TRANSFERS.  
SEVERAL LARGE FINNISH INVESTMENTS ARE PLANNED.

QUARTER : 2

MAINTAIN HEAD OF POST CORPORATE LIAISON VISITS.  
CONTINUE MASS MAILING CAMPAIGN.  
PARTICIPATE IN SEMINARS ON CANADA OF FINNISH  
ORGANIZATIONS.  
BUILD UP INVENTORY OF INVESTMENT MATERIAL.  
SUPPORT AND CO-ORDINATE VISITS OF PROVINCES,  
GOVERNMENT VISITORS, ETC.

HOM VISITS CONTRIBUTE SUBSTANTIALLY TO  
CONTINUING INTEREST TO INVEST IN CANADA.  
PROVIDED VOLUMINOUS INFO, GAVE PRESENTATION AND  
SPONSORED CDN PUB AT FINNISH TECHNOLOGY  
DEVELOPMENT CENTRE SEMINAR ON OPPORTUNITIES IN  
CANADA.  
CO-ORDINATED VISITS OF DRIE, MONTREAL URBAN  
COMMUNITY TO FINLAND AND FINNISH INVESTOR TO  
CANADA.

QUARTER : 3

FORESTRY PRODUCTS: MAINTAIN PROGRAM OF VISITS  
TO FIRMS; (02) INDUSTRIAL MACHINERY: MASS MAILING  
TO FINNISH FIRMS; (03) PETROCHEMICALS: PROGRAM OF  
VISITS TO FINNISH PRODUCERS; (04) CONSTRUCTION:  
BUILD UP INVENTORY OF INFORMATION; (05) MINING:  
COMPLETE POST DATABASE OF POTENTIAL INVESTORS.  
(06) REGULARLY SUPPLY BANKS & CHAMBERS OF COM-  
MERCE WITH INVESTMENT RELATED INFO. SUPPLY &  
COORDINATE FED & PROV GOV'T VISITS TO FINLAND.

LARGE FINNISH FIRM WILL LIKELY ESTABLISH PAPER  
CORE PLANT IN CDA; (12) MAILED INFOR ON CDA-USA  
FREE TRADE AGREEMENT. 3 MED-SIZED FIRMS LIKELY TO  
INVEST IN CDA; (13) NAT'L OIL CO. SOON TO ANNOUNCE  
\$240M PLANT IN ALTA. ANOTHER FIRM PLANS TO PUR-  
CHASE CDN PLASTICS MOLDING CO; (14) HAVE FINNISH  
FIRM INTERESTED IN PRODUCING CONCRETE ELEMENTS  
IN CDA; (15) ASSISTED FINNISH PRODUCERS OF MINING  
EQPT IN PLANS TO ESTABLISH ASSEMBLY PLANT IN CDA  
(16) FINN BANKS ARE INCREAS. CONTACTING POST FOR

QUARTER : 4

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REPORT 4A  
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

Page 93

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

POST : 431-HELSINKI

REPORT ON CONTINUING PINWOOD NEMATODE ISSUE  
ORGANIZE INFORMATION BOOTH AT HELSINKI TRAVEL SHOW

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 94

POST : 406-LISBON

003-GRAINS AND OILSEEDS  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MAILING OF PROMOTIONAL LITERATURE.

FOLLOW-UP MAILING WITH RESPONSE REQUESTED.

ANTICIPATED RESULTS:

INCREASED POTENTIAL BUYER AWARENESS OF CDN  
PRODUCT CHARACTERISTICS AND ADVANTAGES.

DEFINITION OF INTEREST LEVEL AND MARKET  
POTENTIAL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 MAILINGS OF PROMOTIONAL MATERIAL ON CANOLA.  
PREPARED JUSTIFICATION FOR CANOLA MISSION TO  
PORTUGAL.

QUARTER: 2 -CONTACT AUTHORITIES AND IMPORTERS RE LEGISLA-  
TION TO ALLOW USE OF CANOLA.

QUARTER: 3 FOLLOW DEVELOPMENTS IN RE-PROPOSED EEC TAX ON  
OIL & FATS. FOLLOW DEVELOPMENTS IN RE-LEGISLA-  
TION TO ALLOW USE OF CANOLA.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

AS LEGISLATION RE USE OF CANOLA FOR HUMAN CONSU-  
MPTION STILL PENDING, NO ACTIONS TAKEN.  
GIVEN ABOVE SITUATION. NO ACTION TAKEN.

-PROSPECTS APPEAR TO BE GOOD FOR EARLY PASSAGE  
OF LEGISLATION.

MADE REQUIRED PRESENTATIONS TO RELEVANT OFFI-  
CIALS. LEGISLATION DELAYED IN PARLIAMENT.

POST : 406-LISBON

001-AGRI & FOOD PRODUCTS & SERVICE  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

FOLLOW-UP RE 2 DAIRY CATTLE SEMINARS HELD IN OCT/86, ONE IN LISBON AND THE OTHER IN PORTO.

MAINTAIN AND EXPAND CONTACTS NETWORK.

ENCOURAGE CANADIAN EXPORTERS TO VISIT THE COUNTRY WHERE APPROPRIATE.

SUPPORT LOCAL REPRESENTATIVES OF CANADIAN EXPORTERS.

RE-ESTABLISH CANADIAN PRESENCE IN MARKET FOR LIVE CATTLE.

ENSURE THAT INTEREST EXPRESSED IN CANADIAN CATTLE WILL BE MAINTAINED OR INCREASED.

INCREASE NUMBER OF CANADIAN FIRMS ACTIVE IN PORTUGAL (CURRENTLY TWO), TO AT LEAST FIVE.

ENSURE THAT CANADIAN FIRMS WILL NOT MISS OPPORTUNITIES THAT EXIST OR WILL DEVELOP.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT LOCAL AGENTS RE LIVESTOCKS SALES. ENCOURAGE CDN LIVESTOCK EXPORTERS TO VISIT PORTUGAL.

QUARTER: 2 -FOLLOW-UP ON RESULTS OF PARTICIPATION AT SANTAREM FAIR.  
-EVALUATE SEED POTATO IMPORT PROSPECTS FOR STRATEGY FORMULATION.

QUARTER: 3 CONTINUE SUPPORT FOR LOCAL REPS RE SEMEN & DAIRY CATTLE SALES. ENSURE CONTINUED ACCESS OF SEED POTATOES.

QUARTER: 4 -----

LOCAL AUTHORITIES MAINTAINED THEIR POSITIONS RE-STRICING IMPORTS OF CDN. DAIRY CATTLE. GIVEN ABOVE SITUATION, NO ACTIONS TAKEN.

-EXPANDED CONTACTS WITH SEMEN AND DAIRY CATTLE RANCHES.  
-MET WITH MAJOR IMPORTERS AND CNPPA. ORGANIZED PROGRAM FOR AG. CANADA MISSION.

ASSISTED IN ORGANIZATION OF VISITS TO CDA OF LOCAL BUYERS. MAINTAINED PRESSURE ON LOCAL OFFICIALS TO SEEK DEROGATION.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 406-LISBON

002-FISHERIES, SEA PRODUCTS & SERV.  
PORTUGAL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

FOSTER CONTINUED GOOD POLITICAL AND COMMERCIAL RELATIONS IN  
SECTOR.  
MAINTAIN AND EXPAND CONTACTS WITH COD IMPORTERS AND DISTRIBUTORS.  
INFORM EXTOTT AND INDUSTRY OF MARKET DEVELOPMENTS.

ANTICIPATED RESULTS:

MAXIMIZE ACCESS OF CANADIAN PRODUCERS TO THE  
MARKET.  
INCREASE AWARENESS OF CANADIAN FISHERIES  
PRODUCTS AND SOURCES OF SUPPLY.  
FACILITATE FORMULATION OF MARKET STRATEGIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 MARKETING CALLS ON MAJOR COD BUYERS.  
POLICY DISCUSSIONS WITH SENIOR OFFICIALS.  
QUARTER: 2 -MARKETING CALLS ON MAJOR COD BUYERS.  
-INPUT INTO CDN MTN POSITION.  
-ANALYSE INDUSTRY DEVELOPMENT PROGRAMS.  
QUARTER: 3 MARKETING CALLS ON MAJOR COD BUYERS. INPUT INTO  
CDN MTN POSITION. ASSIST IN COLLECTION OF DEBTS.  
QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

MTE WITH CECB AND PORTO-AREA BUYERS. REPORTED.  
MTE WITH DIR. GEN. FISHERIES AND DIR. FISHERIES  
PLANNING OFFICE. REPORTED.  
-MET WITH CRCB AND PORTO AREA BUYERS.  
-REPORTED ON HISTORY OF COD TARIFF.  
-REPORTED ON GOVERNMENT PROGRAM FOR FLEET.  
AS DUTY-FREE QUOTA WAS USED UP, BUYERS POSTPONED  
DECISIONS. MADE REQUIRED OFFICIAL REPRESENTA-  
TIONS. ORGANIZED PROGRAM FOR DRIE TEAM'S VISIT  
TO PTGAL.

POST : 406-LISBON

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

EXPANSION OF POST CONTACTS WITH INDUSTRY REPRESENTATIVES FOR SOFTWARE PACKAGE / IN GT SYSTEMS.

DIRECT MAILINGS OF PROMOTIONAL MATERIAL AND DOCUMENTATION TO OFFICIALS OF ENV DEPT, PLANIFICATION DEPT.

SEMINARS (WITH INDUSTRY PARTICIPATION).

BROADCASTING (INC CATV)

CONTINUING SUPPORT FOR LOCAL PRESENCE OF CANADIAN EXPORTERS.

EXPANSION OF POST'S CONTACTS NETWORK AND IDENTIFY BUSINESS OPPORTUNITIES AS THEY APPEAR.

SEMINARS (WITH INDUSTRY PARTICIPATION) ON CATV/SATELLITE GROUND STATION.

ASSESSMENT OF MARKET POTENTIAL TRENDS AND ESTABLISHMENT OF AT LEAST 2 CDN SOFTWARE LOG ON THE PORTUGUESE MKT.

INCREASED POTENTIAL BUYER AWARENESS OF CDN CAPABILITIES AND INTERESTS IN ENVIRONMENTAL CONTROLS.

TARGETED PROMOTION.

IMPROVED ABILITY OF CANADIAN EXPORTER TO CAPITALIZE ON OPENING MARKET OPPORTUNITIES.

INCREASED LOCAL AWARENESS OF CANADIAN CAPABILITIES AT LEAST IN NEW AGENCY AGREEMENT.

TO FACILITATE APPROPRIATE ONE-ON-ONE COMMERCIAL CONTACTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MARKETING CALLS ON LOCAL INDUSTRY.  
POLICY DISCUSSIONS WITH PTT AND CPRM

QUARTER: 1 MARKETING CALLS WITH CANADIAN EXPORTERS TO RTP.

QUARTER: 2 -SUPPORT CDN TELECOM & INFORMATICS EXPORTERS.  
-EVALUATE TRENDS TOWARDS BROADCASTING PRIVATIZATION.  
-ANALYSE GOVT PROGRAMS IN INFORMATICS FIELD.

QUARTER: 3 SUPPORT CDN TELECOM & INFORMATICS EXPORTERS.

QUARTER: 4 -----

MET WITH CENTREL AND POTENTIAL REPS FOR CDN EXPORTERS. REPORTED.  
MET WITH BOTH ORGANIZATIONS. REPORTED.

ROSS VIDEO PRESENTATION SUCCESSFULL. NO REACTIONS YE FROM RTP.

-ASSISTED X400 & GIS PROMOTION.  
-MONITORED POLITICAL POSITIONS AND REPORTED.  
-GATHERED DATA ON INSTALLED BASE. REPORTED ON NEW GOVERNMENT'S PROGRAM.

ORGANIZED X-400 PRESENTATION AT EMBASSY TO LOCAL PROSPECTIVE CLIENTS. MET WITH LOCAL OFFICIALS TO PROMOTE GIS FOR LAND REGISTRY APPLICATION.

REPORT 4A  
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

Page 98

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

POST : 406-LISBON

ANALYSIS OF LOCAL INDUSTRIAL CAPABILITIES & TARIFF RATES RE  
PRODUCTS FOR LAJES HOUSING PROJECT.

POST : 437-LONDON

009-FOREST PRODUCTS, EQUIP, SERVICES  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

PREPARE A MARKET PROFILE OF SUB SECTOR.

FOLLOW UP ON EXPERIENCE OF LIFESTYLE PROJECT.

ANALYSIS OF CONSTRUCTION GRADE SHEATHING MARKET - OPPORTUNITIES AND COMMERCIAL RESTRAINTS TO USE OF SOFTWOOD PLYWOOD.

IN CO-OPERATION WITH COUNCIL OF FOREST INDUSTRIES OF B. C. SURVEY OF WINDOW AND DOOR JOINERY MARKET.

ANALYSIS OF UK WOOD FURNITURE AND USE OF HARDWOOD IN SOLID WOOD AND UPHOLSTERED FURNITURE.

PULP AND PAPER PRODUCTS

PREPARE A MARKET PROFILE OF SUB-SECTOR.

CONTINUE CONTACT WITH UK NEWSPAPER EDITORS WHO HAVE BEEN STRONG SUPPORTERS OF CANADIAN PAPER SOURCES.

ANALYSIS OF "FREE SHEET" UTILIZATION OF NEWSPRINT TONNAGE TO ESTIMATE FORECAST FUTURE GROWTH PATTERN.

MEETING WITH SENIOR LEVEL OFFICIALS OF CANADIAN LONDON-BASED COMPANIES TO EXPLORE POSSIBLE APPROACHES TO UK GOVERNMENT AND ULTIMATELY, EEC, RE DUTY FREE NEWSPRINT QUOTA.

STRATEGIC ANALYSIS OF SECTOR & IDENTIFICATION OF TRADE POLICY/TRADE PROMOTION NEEDS AND OPPORTUNITIES.

REPORT ON ROLE OF QUALITY CONTROL & ENERGY CONSERVATION IN THE TIMBER FRAME HOUSING MARKET.

MAINTAIN AND INCREASE MARKET SHARE IN INDUSTRIAL HOUSING AND COMMERCIAL MARKET.

PROVIDE DEFINITIVE ADVICE ON MARKET OPPORTUNITIES AND POSSIBLE CLIENTS FOR CANADIAN MANUFACTURERS.

ESTABLISH PARAMETERS FOR CANADIAN HARDWOOD DIMENSION PRODUCERS IN EFFORT TO PENETRATE UK

STRATEGIC ANALYSIS OF SECTOR & IDENTIFICATION OF TRADE POLICY/TRADE PROMOTION NEEDS AND OPPORTUNITIES.

MAINTAIN POSITIVE UK HOBBY FOR CANADIAN INDUSTRY.

POSSIBLE CONSIDERATION OF APPROACH TO EEC, IF STUDY RESULTS WARRANT, TO MODIFY USE OF QUOTA NEWSPRINT FOR FREE SHEETS.

CONCERTED APPROACH TO UK GOVERNMENT ON VOLUME OF DUTY FREE NEWSPRINT QUOTA WHICH COULD COME UP FOR REVIEW IN BRUSSELS.

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 100

POST : 437-LONDON

009-FOREST PRODUCTS, EQUIP, SERVICES  
UNITED KINGDOM

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 A) ANALYSIS OF "FREE SHEET" UTILISATION OF NEWS-  
PRINT TONNAGE TO ESTIMATE FUTURE GROWTH;  
B) ORGANIZE CDN STAND AT INTERBUILD 87 TO  
PROMOTE TIMBER FRAME CONSTRUCTION.

QUARTER: 3 ORGANIZE CDN STAND AT INTERBUILD 87. EXPLORE  
APPROACHES TO UK GOV'T (&EEC) RE DUTY-FREE  
NEWSPRINT QUOTA. ANALYSE FREE-SHEET UTILISATION  
OF NEWSPRINT TONNAGE.

QUARTER: 4 -----

A) UK-BASED CDN COMPANIES HAVE DECIDED THIS PRO-  
JECT SHOULD NOT BE PURSUED AT PRESENT;  
B) UK TIMBER-FRAME HOUSING STARTS ARE RECOVERING  
CDA IS SEEN AS A LEAD SUPPLIER.

STAND WON DESIGN COMMENDATION; 300 EXPORT EN-  
QUIRIES. UK AUTHORITIES SENSITIZED TO CDN CON-  
CERNS; ACTIVELY ASSISTED NEWSPAPER RAW MATERIALS  
CTEE IN ITS SUBMISSION TO UK GOV'T. UK NEWSPRINT  
CONSUMERS SEEK GREATER ACCESS TO "FREE SHEETS".

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 437-LONDON

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
UNITED KINGDOM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE INDUSTRIAL COOPERATION LINKS BETWEEN CANADIAN & UK FIRMS  
IN CONNECTION WITH MAJOR DND PROCUREMENT PROJECTS (NSA, CASAP,  
TCCCS ETC. )

FOLLOW UP TO FARNBOROUGH '86 AND RDP/UK TRADE INDUSTRIAL MISSION  
TO CANADA FALL '86

POST REPRESENTATIVE AT ANNUAL HITECH CONFERENCE IN OTTAWA (MAR '87)  
AND AT PARIS AIR SHOW (JUNE '87)

HOST '87 RESEARCH DEVELOPMENT AND PRODUCTION (RDP) COMMITTEE MEE-  
TING (AND ATTENDANT TRADE/INDUSTRIAL MISSION) IN LONDON.

ORGANIZE CANADIAN COMPANY PRODUCT SEMINARS AT CANADA HOUSE FOR  
HAND PICKED UK AUDIENCE.

GREATER UK FAMILIARITY WITH CDN CAPABILITIES  
LEADING TO INDUSTRIAL TEAMING - LONG TERM  
INDUSTRIAL BENEFITS TO CANADA

PURSUIT OF NEW RESEARCH, PRODUCTION AND  
MARKETING TARGETS.

MEETINGS WITH SOME 75 CANADIAN EXPORTERS SEE-  
KING TO BOOST SALES TO UK AND INDUSTRY TO  
INDUSTRY COOPERATION

STIMULATE UK INTEREST IN GREATER INTER-GOVER-  
NMENTAL AND INTER-INDUSTRY COOPERATION ON  
DEFENCE R&D & PROCUREMENT.

SUPPORT CANADIAN INDUSTRY MARKETING INITIATI-  
VES RELATED PRIMARILY TO UKMOD BIDDING/SUB-  
CONTRACT POSSIBILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 A) ORGANIZE CDN CO. PRODUCT SEMINARS AT CDN  
HOUSE; FOLLOW-UP TO FARNBOROUGH 86 AIRSHOW;  
B) PROMOTE INDUSTRIAL COOP LINKS BETWEEN CDN &  
UK DEFENCE CONTRACTORS.

QUARTER: 3 PROMOTE CDA/UK INDUSTRIAL COOPERATION LINKS.  
FOLLOW-UP TO PARIS AIR SHOW. HOST 87 RDP STEERING  
CTTEE MTG IN LONDON. ORGANIZE CDN COY PRODUCT  
SEMINARS AT CDA HOUSE.

QUARTER: 4 -----

A) UK MOD MINISTER HOSTED PRESS CONF. WITH HOP  
PARTICIPATION TO AMMOUCE AWARD OF C\$37MLN  
CONTRACT TO CAE ELECT. FOR MAD AWS EQPT.  
B) ORGANIZE VISITS TO CDA BY BRITISH AEROSPACE  
PLESSEY ELECTRONICS AND SHORTS BROTHERS.

EH INDS WORKING CLOSELY WITH CDN PARTNERS ON  
SUPPLY OF NSA EH101 HELICOPTER TO CDN FORCES.  
ROYAL OPENING LDN CITY STOLPORT WITH DEHAVILLAND  
DASH7. RDP MTG LAID GROUNDWORK FOR ENHANCED  
FORCES-TO-FORCES COLLABORATION. RAYTHEON/DOT

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 437-LONDON

005-COMM. & INFORM. EQP. & SERV  
UNITED KINGDOM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

CONTINUE TO LIAISE WITH INDUSTRY/GOVT DEPARTMENT TO PROMOTE  
CANADIAN EXPERTISE.

CONVERSION OF OUR RECORDS ON UK DISTRIBUTORS REPRESENTATIVES TO  
WIN BASED SYSTEM ON COMPUTER.

C. D. TOUR UPDATE ON CANADIAN SECTORAL CAPABILITIES.

PLANNED SERIES OF CALLS ON PROSPECTIVE PARTNER FOR J/V AND INDUS-  
TRIAL COOPERATION ARRANGEMENTS.

EMPHASIS PLACED ON LICENSING/JOINT VENTURES  
WITH UK COMPANIES.

GREATER PRODUCTIVITY ABILITY TO AUTOMATE  
MATCHING OF CANADIAN AND UK COMPANIES.

GREATER KNOWLEDGE OF CAPABILITIES, IDENTIFI-  
CATION OF UK OPPORTUNITIES.

QUALITY ASSISTANCE TO CANADIAN ENQUIRERS AND  
MORE TARGETED APPROACH TO INDUSTRIAL TEAMING  
POSSIBILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 ASSIST MDI VNCVR TO ESTABLISH UK SALES OFFICE  
AND IDENTIFY GOVT AND PRIVATE SECTOR CUSTOMERS.

QUARTER: 3 CO TOUR TO CDA FOR UPDATE OF CDN SECTOR CAPABI-  
LITIES. SUPPORT CDN CO. PROMOS IN UK. ORGANIZE  
CDN PART. AT COMMUNICATIONS 88. EXPAND WINEX-  
PORTS SYSTEM & COMPUTERIZE CONTACTS LIST.

QUARTER: 4 -----

C\$6MLN EXPORT SALE OF COMPUTERIZED TAXI DISPATCH  
SYSTEM TO LDN CAB COMPANY; ANNOUNCEMENT MADE AT  
PRESS CONFERENCE WITH HOP; HEIGHTENED AWARENESS  
OF CDA AS HI-TECH SUPPLIER.

SUCCESSFUL PART. IN MARKETPLACE 87; GOOD POTENTIAL  
IDENTIFIED FOR UK. WELL-ATTENDED GANDALF & NORTH  
TELECOM SEMINARS AT CDA HSE. 9 CDN EXHIBITORS RE-  
CRUITED. PHASE II REQUIREMENTS CLEARLY IDENTIFIED  
& BUDGET IN DISCUSSION WITH EXTOTT.

POST : 437-LONDON

001-AGRI & FOOD PRODUCTS & SERVICE  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MEATS & MEAT BY-PRODUCTS

SUBMISSION OF INFORMATION TO DEA PENDING POSSIBLE APPROACH TO USA  
/EEC COMMISSION CONCERNING HIGH QUALITY BEEF QUOTAS.

PREPARE MARKET PROFILE OF SUB-SECTOR.

REVIEW UK/EEC IMPORT REQUIREMENTS AND PROCEDURES AND DEVELOP  
INFORMATION STRATEGY.

ACTIVE LIAISON WITH BRITISH GOVERNMENT AUTHORITIES (MINISTRY OF  
AGRICULTURE, HM CUSTOMS) IN ORDER TO ENHANCE RELATIONS WITH  
AGRICULTURE CANADA.

HOPEFULLY, REFORM OF THE SYSTEM BY WHICH HQ  
BEEF QUOTAS ARE ALLOCATED AND ADMINISTERED.

STRATEGIC ANALYSIS OF THE SECTOR AND IDENTI-  
FICATION OF POSSIBLE TRADE POLICY TRADE  
PROMOTION NEEDS AND OPPORTUNITIES.

REDUCE NUMBER OF TRADE DETRIMENTAL PROBLEMS  
CAUSED BY LACK OF COMPLIANCE BY CANADIAN  
EXPORTERS.

EARLY WARNING SYSTEM OF HEALTH/INSPECTION  
ISSUES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REFORM OF LICENSING SYSTEMS FOR HQ BEEF QUOTE.

PROPOSALS NOW UNDER DISCUSSION BY EC IN BRUSSELS  
FOR REFORM OF LICENSING SYSTEM INCLUDE SUGGESTI-  
ONS MADE BY POST VIZ. HIGHER SECURITY DEPOSIT & Q  
-UOTA TO BE ADMINISTERED ON QTLY RATHER THAN AN-  
NUAL BASIS.

QUARTER: 1 IN THE LIGHT OF IMPENDING BAN ON IMPORTS OF CDN  
OFFAL FOR HUMAN CONSUMPTION TO PUT UK PETTFOOD &  
OTHER USERS OF INEDIBLE OFFAL IN TOUCH WITH CDN  
PRODUCERS.

VISIT BY SPILLERS PETFOODS BUYER TO TORONTO AREA  
(LATE JUNE). NO RESULTS RECEIVED TO DATE.

QUARTER: 2 ACTIVE LIAISON WITH UK GOVT (MIN OF AGRIC HM  
CUSTOMS) TO ENHANCE RELATIONS WITH AGRICULTURE  
CDA AND PROVIDE EARLY WARNING OF TRADE ACCESS  
HEALTH/INSPECTION PROBLEMS.

OUTBREAK OF DISEASE IN DEER IN BC THREATENED CDN  
BOVINE SEMEN EXPORTS TO UK. POST & AGRICOTT  
WORKED WITH UK MIN OF AGRIC TO SUCCESSFULLY  
RESOLVE THE POTENTIAL TRADE ACCESS PROBLEM.

QUARTER: 3 REVIEW UK/EEC IMPORT REQUIREMENTS & PROCEDURES  
& DEVELOP COMMUNICATIONS STRATEGY.

POST HAS REPORTED EXTENSIVELY ON THE DEBATE ON  
THE POSSIBLE BANNING OF HORMONES FOR BEEF PRO-  
DUCTION; PROPOSED DATE FOR INTRODUCTION OF BAN  
DELAYED 1 YEAR TO 1 JAN 89.

QUARTER: 4 -----



POST : 437-LONDON

010-MINE, METAL, MINERAL PROD & SRV  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

PREPARE A MARKET PROFILE OF SUB-SECTOR.

STRATEGIC ANALYSIS OF SECTOR & IDENTIFICATION OF TRADE POLICY/TRADE PROMOTION, NEEDS AND OPPORTUNITIES.

CONTACT WITH IMPORTANT BUYERS OF CANADA'S MINERAL PRODUCTS SUCH AS BRITISH STEEL, NATIONAL SULPHURIC ACID ASSOCIATION, ETC., WILL BE MAINTAINED.

HOLDING OR POSSIBLE INCREASING CANADA'S SHARE OF THE MARKET FOR COMMODITIES SUCH AS IRON ORE, SULPHUR, COKING COAL, ETC.

REGULAR LIAISON WILL CONTINUE WITH BOTH ASBESTOS INFORMATION CENTRE AND ASBESTOS INTERNATIONAL ASSOCIATION TO MONITOR DEVELOPMENTS REGARDING LEGISLATION.

REPORTS ON A REGULAR BASIS WILL BE MADE.

CO-ORDINATED CORPORATE LIAISON ACTIVITY WITH POST IDP AN APPROACH TO BRITISH STEEL INDUSTRY TO EXPAND SECONDARY PROCESSING AND INVESTMENT IN CANADA.

BETTER INSIGHT INTO BRITISH STEEL LONG TERM CORPORATE STRATEGY.

INVESTIGATE WHAT ECONOMIC ASSISTANCE OR OTHER COMPARATIVE ADVANTAGES INHERENT IN BRITISH STEEL INDUSTRY, ALLOWING THEM TO COMPETE WITH SUCCESSING INTL. MATS.

REPORT INTELLIGENCE GAINED TO CDN INTERESTS.

METALS, PRIMARY & FABRICATED

PREPARE A MARKET PROFILE OF THE SUB-SECTOR.

STRATEGIC ANALYSIS OF SECTOR & IDENTIFICATION OF POSSIBLE TRADE POLICY/TRADE PROMOTION NEEDS AND OPPORTUNITIES.

ACTIVELY ENCOURAGE THE FORMATION OF THE NICKEL AND COPPER STUDY GROUPS; BASED IN UK IF POSSIBLE.

ESTABLISHMENT OF STUDY GROUPS.

ROLE OF LONDON AS CENTRE FOR INTERNATIONAL METALS (LME, ILZSG) MAKES THIS IMPORTANT LISTENING POST. A MORE STRUCTURED APPROACH TO REPORTING AND MONITORING WILL BE DEVELOPED.

PERIODIC INSIGHTS INTO INTERNATIONAL MARKET ACTIVITIES. STRATEGIC ANALYSIS OF INDIVIDUAL METALS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 A) PREPARE SUB-SECTOR MARKET PROFILES;  
B) MONITOR DEVELOPMENTS IN ASBESTOS MARKET.

A) MARKET PROFILE ON LEAD IN PREPARATION. REPORTS COMPLETED ON FLUOSPAR, SLATE, BRITISH STEEL CORP AND BRITISH COAL;  
B) ANNUAL ASBESTOS MKT PROFILE SUBMITTED TO HQ.

QUARTER: 3 -----

QUARTER: 4 -----

POST : 437-LONDON

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT, EQP.

IDENTIFICATION & LISTING OF UK AGENTS FOR CANADIAN COMPANIES IN THIS SUB SECTOR. TO BE FULLY EFFECTIVE, POST REQUIRES COMPREHENSIVE INFO FROM HQ AND CDN SUPPLY CAPABILITIES.

A COMPREHENSIVE LISTING BY END FY 87/88 OF ALL CANADIAN COMPANIES EXPORTING TO THE UK TOGETHER WITH THEIR AGENTS.

ESTABLISH A NETWORK OF KEY CONTACTS IN THE MAJOR INDUSTRY SECTORS IN ORDER TO HAVE GREATER ACCESS TO MARKET INTELLIGENCE.

IMPROVEMENT OF MARKET ACCESS FOR CANADIAN EXPORTERS, AND THE AVAILABILITY OF POTENTIAL EXPORT OPPORTUNITIES.

INSTITUTE SCHEDULE OF INDUSTRY VISITS IN ORDER TO BROADEN KNOWLEDGE OF INDUSTRY STRUCTURE.

WIDENING OF MARKET SCOPE AVAILABLE TO CDN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 PREPARE CDN STAND & PARTICIPATE IN INTERPLAS 87 TRADE EXHIBITION. ESTABLISH NETWORK OF KEY CONTRACTS IN MAJOR INDUSTRY SECTORS.

HIGHLY SUCCESSFUL PART. WITH 9 CDN EXHIBITORS MAKING ON-SITE SALES OF C\$2M; PROJECTED SALES OVER NEXT 12 MOS. OF C\$13M. PROGRESS HAS BEEN MADE IN ESTABLISHING NEW CONTACTS IN SPECIALISED MACHINERY SECTOR.

QUARTER: 4 -----



PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

ELECTRONICS EQUIP. & SERV ALL SUB-SECTORS  
DEVELOP CONTACT WITH FED'N OF BRITISH ELECTRONIC & ALLIED MFTRS ASSOCS  
& THROUGH SPONSORSHIP BY THEM & EEMAC. IDENTIFY & DEVELOP AREAS FOR J/  
VS, TECH TRANSFER, LICENCING & DIRECT INVSTMT. CONTINUE TO WORK WITH  
DRIE SECTOR BRANCHES IN IDENTIFICATION OF TARGET COMPANIES.

WITH BETTER CONTACT BETWEEN BEAMA & CDN  
COUNTERPART ASSOCS (EEMAC, CATA) TO DEVELOP  
INFRASTRUCTURE FOR TECH TRANSFER & OTHER  
FORMS OF INDUSTRIAL COOPERATION.

DEFENCE PROGRAMS, PRODUCTS, SERV ALL SUB-SECTORS  
BY MEANS OF CDA/UK RESEARCH, DVLPMT & PROD'N CTTE MEETINGS & RELATED  
DEFENCE TRADE IND'L/INVSTMT MISSIONS, IDENTIFY UK COS INTERESTED IN  
INVESTING IN CDA AND DEVELOP BETTER CONTACT BETWEEN POSSIBLE IND'L  
TEAMING PARTNERS.

INDUSTRY TO INDUSTRY COOPERATING & TEAMING  
ON PENDING UK & CANADIAN DEFENCE PROCURE-  
MENT PROJECTS.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE  
BUILD ON CONTACTS WITH SMMT & FOLLOW UP TO AUTOMOTIVE INVSTMT MISSION  
TO CDA TO IDENTIFY WITH DRIE BRITISH SUPPLIERS IN KEY PARTS SECTORS,  
WHERE THERE IS NO CURRENT CDN PRODUCTION, PARTICULARLY IN AUTOMOTIVE  
ELECTRONICS.

CONTACT WITH 2 MAJORS, BSG & AE, AS WELL AS  
IDENTIFICATION & CONTACT WITH SMALLER SUP-  
PLIERS TO PROMOTE THEIR ESTABLISHMENT IN  
CANADA.

EDUCATION, MEDICAL, HEALTH PROD ALL SUB-SECTORS  
ESTABLISH CONNECTIONS WITH 2 MAJOR HEALTH PROD. MFTS ASSOCS TO THE END  
OF IDENTIFYING RANGE PRODRS WITH POTENTIAL FOR PROD'N IN CDA. LIAISON  
WITH DRIE TO DETERMINE CURRENT EXPRTRS FM UK WHO MIGHT BE IN POSITION  
TO ESTABLISH OPERATIONS IN CANADA.

ESTABLISHMENT IN CDA FM AMONG THE 2 MAJOR  
COS AND SMALLER SUPPLIERS. REINVESTMENT  
IN CURRENT SUBSIDIARIES.

AGRI & FOOD PRODUCTS & SERVICE FOOD HANDLING, PROCESSING EQUIP  
LIAISON WITH DRIE TO DETERMINE CURRENT IMPORTS OF FOOD PROCESSING MACH  
& GEN'L IND'L MACH. INTO CDA. IDENT'N WITH RELEVANT IDN. ASSOCS. OF  
BRITISH PROD'N OF SUCH MACH. DIRECT CONTACT WITH COS INVOLVED.

ESTABLISHMENT IN CDA FM SELECTED COS,  
WELL AS OTHER COS YET TO BE DETERMINED  
FM THE ASSOC. AND POST/DRIE CONTACTS.

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.  
LIAISON WITH DRIE TO DETERMINE CURRENT IMPORTS OF GENERAL INDUSTRIAL  
MACHINERY INTO CANADA. IDENTIFICATION WITH THE RELEVANT INDUSTRY  
ASSOCIATIONS OF BRITISH PRODUCTION OF SUCH MACHINERY. DIRECT CONTACT  
WITH COMPANIES INVOLVED.

ESTABLISHMENT IN CANADA FROM SELECTED COM-  
PANIES AS WELL AS OTHER COMPANIES YET TO  
BE DETERMINED FROM THE ASSOCIATION AND  
POST/DRIE CONTACTS.

NON SECTORALLY ORIENTED ACTIVITIES

CONTACT ON A DIRECT MAIL, TELEPHONE AND PERSONAL BASIS WITH THE 720  
BRITISH CONTROLLED COMPANIES IN THE FINANCIAL TIMES 1000 AS WELL AS  
DIRECT MAIL & TELEPHONE CONTACT WITH 4000 CORPS ON THE HICOMS KEY  
BRITISH ENTERPRISES DATABASE.

DETERMINATION & PRIORIZATION OF INVESTMENT  
INTERESTS IN CDA OF THE TOP 5000 BRITISH  
CORPS I. E. THOSE WITH TURNOVER IN EXCESS  
OF POUND 12M PER YEAR.

DIRECT MAIL, TELEPHONE AND PERSONAL CONTACT AS APPROPRIATE WITH ALL  
CURRENT BRITISH EXPRTRS TO CDA (SOME 2000 TO 3500 SEPARATE COS) WITH  
A PROPOSAL FOR ASSEMBLY, COMPONENTS MANUFACTURE, AND EVENTUALLY FULL  
MANUFACTURE IN CANADA OF THE PRODUCTS CURRENTLY EXPORTED.

IDENTIFICATION AND FURTHER SERVICING OF  
COMPANIES CURRENTLY IN A POSITION TO CON-  
SIDER CANADIAN MANUFACTURE.

MAILINGS TO APPROX 1500 POTENTIAL BUS IMMIGRANTS, 75% OF WHICH CONTACT  
IS ESTABLISHED THROUGH GEN'L ENGS TO IMMIG DIV & 25% OF WHICH CONTACT  
THROUGH RESPONSE TO ADVERTISING CAMPAIGNS. PERSONAL CONTACT WITH POT-  
ENTIAL BUS IMMIGS OVER A PERIOD OF 3 DAYS OF INTERVIEWS.

APPROX 100 BUSINESS IMMIGRANTS AT A  
CONSERVATIVE TOTAL INVESTMENT OF \$50-75M.

437 - LONDON

UNITED KINGDOM

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-SERVICING OF CO'S POSITIVELY RESPONDING TO 9  
MAR MAILOUT TO 170 OF \$400M+ TURNOVER.  
-ELECTRONICS SEMINAR FOLLOW UP. -ADDITIONAL  
CORPORATE MAILOUT JUNE 19 TO CO'S OF BETWEEN  
\$200 AND \$400M. -SERVICING DHS INVEST. PROSPECTS  
-CONTINUING RESPONSIVE WORKLOAD.  
-PREPARATION OF SECTOR PROFILES.  
-NEWFOUDLAND ENGINEERING MISSION.

-OF 17 RESPONSES, 2 CO'S ACTIVELY ENGAGED IN  
ACQUISITION SEARCHES, 1 STILL CONSIDER. ACQUI-  
TION, REMAINDER BEING PROVIDED INFO. -ANTICIPA-  
TED MAILOUT TO 1600 CO'S AWAITS PROVISION INFO  
FR OTTAWA. -INITIAL RESPONSES. -7 ACQUISITION  
POSSIBILITIES REFERRED TO MCLEOD YOUNG, 2 GREEN-  
FIELD AND 1 J.-V. BEING SERVICED. -13 PROFILES  
HAVE BEEN PREPARED, 5 FOREST PRODUCTS, 4 METALS  
& MINERALS, 3 FOOD & 1 OIL AND GAS. -NUMBER OF  
J.-V'S DISCUSSED.

QUARTER : 2

A) IMPLEMENTATION OF WINVEST TRACKING SYSTEM.  
B) FOLLOW-UP TO JUNE BANKING SEMINARS.  
C) ORIENTATION OF FALL COMMUNICATIONS CAMPAIGN.  
D) ELECTRONICS SEMINAR FOLLOW-UP AND DIRECT  
MAIL.

A) PARINVEST II BOOT-UP AND COMMENCEMENT OF  
TOMBSTONE DATA ENTRY AND ACTIVE FILE CLASSIFI-  
CATION; B) STRATEGIC CONTACT LIST DEVELOPMENT &  
BEGINNING OF PROGRAMME OF REGULAR INFORMATION  
FLOW ON CDN INVESTMENT ISSUES; C) SELECTION OF  
PRINCIPAL VEHICLES (SUPPLEMENTS IN GUARDIAN AND  
DAILY TELEGRAPH) AND COPY; LINK & MANAGEMENT 88  
ADS; D) MAIL OUT OF 1100: WORKING WITH DRIE ON  
KEY TARGETS AMONG 49 SEMINAR ATTENDEES.

QUARTER : 3

INFO BOOTH & INVESTMENT PROSPECTING AT CON-  
FEDERATION OF BRITISH INDUSTRY ANNUAL CONFERENCE  
& EXHIB.; (02)ENTREPRENEURIAL IMMIGRATION PROS-  
PECTING PRG.; (03)"CD: OPEN FOR BUSINESS" REG.  
SEMINAR SERIES UNDERWAY; (04)INVESTMENT PROSPEC-  
TING AT INTERPLAS 87 TRADE FAIR; (05)SPECIAL CDA  
SUPPLEMENTS IN MAJOR UK DAILIES; (06)CORPORATE  
LIAISON ACTIVITY IN CONJUNCTION WITH MIN WILSON  
VISIT; (07)DEVELOP SUBSTANTIVE DATABASE OF UK  
SUBSIDIARIES IN CDA; (08)ACTIVE LIAISON WITH PROV

10 INVESTMENT LEADS  
20 POTENTIAL LEADS AT SEMINARS IN N. ENGLAND  
40 SEMINAR ATTENDEES IN BOURNEMOUTH  
7 INVESTMENT ENQUIRIES  
DAILY TELEGRAPH, FINANCIAL TIMES, THE GUARDIAN  
RECEP, ROUND TABLE WITH INTER., HOP DIN. WITH CEOS  
DATA GATHERING UNDERWAY  
EXCHANGE OF 88/9 PROGRAMME PLANS WITH PROVINCES  
PLANNING FOR 88/9 BUDGET REQUIREMENTS  
IN PROCESS

QUARTER : 4

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

POST : 437-LONDON

FINANCE MIN. WILSON VISIT TO UK FOR MEETINGS WITH CHANCELLOR OF THE EXCHEQUER, BANK OF ENG. UK CLEARING BANKS, CDN INTER-MEDIARIES, UK CORPORATE INVESTMENT CONTACTS, FINANCIAL MKT SPECIALISTS; (02) SCIENCE & TECH MIN. OBERLE VISIT TO UK & CALL ON BRITISH MIN OF TRADE & INDUS. TO LOBBY FOR UK PARTICIPATION IN RADARSAT; (03) VISIT TO LONDON BY TOURISM CDA DEP. MIN. LEMELIN, ADM COCKSEGE, DG FYFE FOR DISCUSSION OF TOURISM PROMOTION POLICY; (04) UK MIN. OF AG. PROPOSED AMENDED HEALTH PROTOCOL WHICH WOULD HAVE CUT OFF CDN EXPORTS OF BREEDING GOATS TO BRITAIN. POST WORKED WITH AGRICOTT IN PERSUADING UK TO ALLOW TRADE TO CONTINUE; (05) POLICY BRIEFING FOR VISITING CDN PARLIAMENTARY SCIENCE & TECH MIS. TO UK; BRIEFING FOR 27-MAN N. S. ECONOMIC DEV'T MIS. TO UK; (06) VISIT BY DOCOTT ADM HEPBURN FOR DISCUSSIONS ON TELECOMMUN. POLICY WITH UK DEPT OF TRADE & INDUS. & UK REG. BODY OFTEL; (07) ASSIS. TO CAE ELEC. IN DEVELOPING COMPLIANT PROPOSAL FOR UKMOD C\$60M NIM-ROD MKIV FLIGHT SIMULATOR PROCUREMENT; BRIEFINGS TO UK MOD RE CDN DEFENCE EGPT SUPPLY CAPABILITY (CDC, EDO, BRISTOL); (08) INT'L WHEAT COUN. SESSION IN LDN DREW VISIT BY AGRICOTT, EXTOTT, CWB SENIOR OFFICIALS; 3 MAJOR REPORTS FILED ON COUNCIL

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 407-MADRID

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO COORDINATE MARKETING EFFORTS OF CANADIAN SUPPLIERS OF URBAN TRANSIT GOODS AND SERVICES WITH LOCAL PARTNERS.

CALL ON MANAGEMENT OF NEW COMMUTER AIRLINES AS THEY ARE FORMED TO PROMOTE CDN. AIRCRAFT AND CONSULTING SERVICES AND EXPLAIN EDC FINANCING.

CALL ON SEVILLE WORLD'S FAIR AND MUNICIPAL AUTHORITIES TO DISCUSS URBAN TRANSIT PLANS.

ORGANIZE VISIT BY EDC REP TO BARCELONA AND SEVILLE TRANSIT AUTHORITIES, STATE RAILWAY AND COMMUTER AIRLINES.

SUBMISSION OF COMPETITIVE JOINT-VENTURE BIDS FOR URBAN TRANSIT REQUIREMENTS IN BARCELONA.

GENERATION OF A NUMBER OF REQUESTS FOR PROPOSALS.

CLARIFICATION OF WHETHER OPPORTUNITIES EXIST FOR THE SALE OF CANADIAN CONSULTING SERVICES AND TECHNOLOGY.

EDUCATE PROSPECTIVE CLIENTS AS TO FINANCING AVAILABLE FOR MAJOR PURCHASE FROM CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ORGANIZE VISIT OF MAYOR OF BARCELONA TO TORONTO. INTRODUCE OUR NEW AMBASSADOR TO KEY URBAN TRANSPORTATION CONTACTS IN BARCELONA.

POSTPONED UNTIL FALL DUE TO MUNICIPAL ELECTIONS IN SPAIN IN JUNE. AMB MET WITH PRES. OF CATALUNYA PRES. OF METRO OF BARCELONA & HEAD OF OLYMPICS 92 ORGANIZING COMMITTEE UN JUNE.

QUARTER: 2 -ORGANIZE VISIT OF MAYOR OF BARCELONA TO TORONTO RE UTDC URBAN TRANSIT TECHNOLOGY.  
-ORGANIZE VISIT OF DE HAVILLAND REPS TO SPAIN RE STOL MARKET OPPORTUNITIES.

-RENEWED INVITA'N FM MAYOR EGGLEETON OF METRO TRNTO IS UNDER CONSIDERA'N FOR POSSIBLE VISIT IN LATE AUTUMN. -DE HAV REPS MET WITH NEW AGENT AND 2 PROSPECTIVE CLIENTS BUT SPAIN GOVT POLICY RE 3RD LEVEL AIRLINES REMAINS UNDEFINED.

QUARTER: 3 CALL ON SEVILLE URBAN TANSIT & WORLD FAIR AUTHORITIES RE TRANSPOR. PROPOSAL. PROMOTE URBAN TRANSIT IN BARCELONA. INVESTIGATE STOL MARKETING OPPORTUNITY IN BALEARIC ISLANDS.

MACOSA/UTDC WILL SUBMIT FORMAL BID TO SEVILLE IN JAN 88. MAYOR MARAGALL OF BARCELONA WILL VISIT TORONTO IN FEB 88. RESPONSE RE POSSIBLE INTEREST IN CDN STOL AIRCRAFT/SYSTEMS EXPECTED IN JAN 88.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 407-MADRID

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST IS IN PROCESS OF ESTABLISHING NEW CONTACTS WITH MOD PURCHASING DIRECTORATES, THE ASSOCIATION OF DEFENCE EQPT. MFRS AND MAJOR LOCAL DEFENCE CONTRACTORS.

ASSIST CANADAIR IN ITS EFFORTS TO CONVINCe FOREST PROTECTION AGENCY AND SPANISH AIR FORCE TO MODERNIZE EXISTING FLEET OF CL215S AND ADD TO IT.

PREPARE NEW MARKET GUIDE AND CONTACT LIST FOR DISTRIBUTION AT HI-TEC.

FOLLOW UP INTEREST EXPRESSED BY SPANISH CONSORTIUM IN WORKING WITH MICRONAV TO ESTABLISH MANUFACTURE OF MICROWAVE LANDING SYSTEM IN SPAIN.

STIMULATE SPANISH DECISION-MAKERS TO CONSIDER CDN COS AS JOINT-VENTURE PARTNERS ON NEW MAJOR DEVELOPMENT PROGRAMS.

SPAIN HAS JUST EXPERIENCED WORST FIRE SEASON EVER AND THERE IS POTENTIAL FOR \$ 100 MILLION SALE.

ASSIST 5 CDN COMPANIES TO FIND REPRESENTATION IN SPAIN.

SPAIN IS DETERMINED TO MAXIMIZE LOCAL CONTENT FOR ITS FUTURE MLS REQUIREMENTS. A JV IS THE ONLY WAY TO GET A SHARE OF THE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CANADAIR TO SELL CL 215. ASSIST CDN CO'S TO ACCESS MOD DECISION MAKERS.

PROVIDED VARIOUS TECHNICAL PAPERS TO SPANISH CONTACTS ON ROLE OF CL215 IN CDA/SPAIN CONTRACTING TO PURCHASE 1 CL215 THIS SUMMER. PRESENTATION ON TURBO PROP PRG PLANNED FOR FALL. ARRANGED PRESENTATIONS FOR HEPBURN & DAVIS TO MOD IN FALL.

QUARTER: 2 -ASSIST CANADAIR TO SELL CL215.  
-ASSIST CDN COS TO ACCESS MOD DECISION MAKERS & APPOINT AGENTS.

-CONTRACT SIGNED WITH ICONA (\$9MN) & 1 AIRCRAFT DELIVERED IN SEPT. -DAVIS ENG. LTD MADE PRESENTATION OF INFRARED SUPPRES'N SYSTEM TO SPANISH NAVY & APPOINTED NEW AGENT. PROPARMS APPNTD NEW AGENT FOR THEIR BOMB DISPOSAL EQUIPMENT.

QUARTER: 3 ASSIST CANADAIR TO SELL CL215. ARRANGE PARTICIPATION OF CDN SPEAKER IN CONFERENCE ORGANIZED BY SPAN DEFENCE INDUSTRY. ISSUE INVITATION TO SPAN AIR FORCE TO VISIT COLD LAKE WSSF IN SUPPORT OF CAE/CANADAIR.

CANADAIR ARTICLE WILL APPEAR IN SPECIAL ISSUE OF NUEVO LUNES NEWSPAPER ORGANIZED BY EMB. JAN 88. PAPER ON QUALITY ASSURANCE DELIVERED AT CONFERENCE BY MAJ. JOHNSON-CDN DEFENCE ATTACHE, LDN. INVITATION REMAINS OPEN PENDING CONT. DECISION.

QUARTER: 4 -----



REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 111

POST : 407-MADRID

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REPORT DETAILS OF NEW COMMUNICATION LAW WHICH IS EXPECTED TO BE PASSED SOON.

INTENSIFY CONTACT WITH AND PROVIDE ASSISTANCE TO CDN INDUSTRY IN VIEW OF SPAIN'S APPARENT DECISION NOT TO JOIN EUROTEL CONSORTIUM.

ENCOURAGE AND ASSIST CDN. COMPANIES TO CONTACT LOCAL SPANISH COMPANIES IN THE CABLE AND SATELLITE SUBSECTOR FOR PARTICIPATION IN NEW MAJOR PROJECTS.

PREPARE AN ARTICLE ON THE COMMUNICATIONS MARKET IN SPAIN AND OFFER IT TO CDN. TRADE MAGAZINES FOR POSSIBLE PUBLICATION.

LAW SHOULD IMPROVE MARKET ACCESS FOR BROAD RANGE OF CDN. PRODUCTS.

THERE SEEMS TO BE NEW POSSIBILITIES TO MARKET PABX EQUIPMENT IN SPAIN.

INTRODUCE 5 CDN. COMPANIES TO THE MARKET.

ALERT AS MANY CDN. COMPANIES AS POSSIBLE TO GENERAL MARKET CONDITIONS IN SPAIN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ON-GOING ASSISTANCE TO BROAD RANGE OF CDN CO'S. REPORT ON MARKET OPPORTUNITIES IN SPAIN FOLLOWING PASSAGE OF NEW COMMUNICATION LAW.

ASSISTED AES DATA TO HAVE THEIR WORD-PROCESSORS HOMOLOGATED. INTRODUCED CABLON TO BARCELONA MARKET. GENERATED NEW SALES BY ELECTROHOME & BELTRONICS. LAW TABLED IN PARLIAMENT BUT STILL NOT PASSED. NOT ABLE TO REPORT YET.

QUARTER: 2 -ON-GOING ASSISTANCE TO BROAD RANGE OF CDN COS.

-NORTH. TELECOM HAS FORMED NEW JV IN SPAIN. POST INTRODUCED NT'S TELECOMS MKTG REP TO SR. OFFICIALS IN TELEFONICA. -TIL SYSTB/TRNTO STOCK EXCHANGE HAVE SOLD DATA SYSTB TO MADRID STOCK EXCHANGE. -FOLLOW. RECENT VISIT IMAX HAS 7 POTEN'L

QUARTER: 3 ORGANIZE VISIT BY SPAR TO MARKET THEIR COMSAT EXPERTISE TO SPAN MINISTRY OF COMMUNICATIONS. PROMOTE NORTHERN TELECOM PABX TO SPAN OLYMPIC COMM. ONGOING ASSISTANCE TO BROAD RANGE OF CDN COMPANIES.

SPAN AUTHORITIES ARE INTERESTED IN CDN EXPERTISE SPAN OLYMPIC COMM WILL VISIT NT'S INSTALLATIONS IN CALGARY. EICON HAS NEW AGENT IN BARCELONA. CANSTART/ALCABE HAVE FORMED NEW JV. STRONG INTEREST IN TV SAT RECEIVING EQUIPMENT.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 407-MADRID

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
SPAIN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ESTABLISH DIRECT CONTACT WITH MAJOR LOCAL COS. IN SECTOR TO  
INTRODUCE CDN EXPERTISE AND EQUIPMENT TO THEM.

CONDUCT A MARKET SURVEY TO IDENTIFY SPECIFIC SUBSECTORS OFFERING  
MARKET OPPORTUNITIES FO CDN FIRMS. DISSEMINATE IT TO TRADE ASSOC.  
AND TRADE PUBLICATIONS.

ANTICIPATED RESULTS:

STIMULATE ENOUGH INTEREST TO ARRANGE MARKET  
VISITS TO AND FROM CANADA AIMED AT INDUSTRIAL  
COOP AND TRANSFER OF TECHNOLOGY.

ATTRACT 5 NEW CDN COMPANIES TO THE SPANISH  
MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 HAD ORGANIZED MISSION TO CANADA BY MONDRAGON  
GROUP IN JUNE.

MISSION POSTPONED AT LAST MOMENT BY MONDRAGON  
UNTIL FALL.

QUARTER: 2 -ORGANIZE VISIT OF NRC REP TO PROMOTE JVS AND  
TECH TRANSFER.  
-PROMOTE TRANSTECH INTL EXH. MTL NOV 87 TO SPAN-  
ISH COS.  
-ON-GOING ASSISTANCE TO VARIOUS CDN COS.

-INTROD. NRC REP TO EUREKA & CDTI OFFICIALS. MOU  
WITH NRC UNDER CONSIDER'N BY CDTI. -SEVERAL SPAN  
COS WILL ATTEND TRANSTECH -MAJESTIC LASER OF  
ALTA & STANLEY LGL ENVIRONMEN'L SRVCS ARE BOTH  
NEGOTIA'G LICENCING ARRANGEMENTS WITH SPAN COS.

QUARTER: 3 ORGANIZE VISIT TO CDA BY MONDRAGON GROUP. ASSIST  
MONENCO TO GATHER INFO FOR POWER/WATER DESALINA-  
TION PROPOSAL TO CANARIES GOV'T. DISCUSS NRC/  
CDTI MOU ON TECH TRANSFER WITH CDTI.

MISSION WILL VISIT MTL & T.O. IN FEB 88. MONENCO  
PROPOSAL SUBMITTED VIA EMBASSY IN DEC. CDTI DRAFT  
MOU FORWARDED TO OTTAWA FOR CONSIDERATION.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 407-MADRID

002-FISHERIES, SEA PRODUCTS & SERV.  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO KEEP IN REGULAR CONTACT WITH MAJOR SPANISH FISH IMPORTERS AND SUPPLY THEM WITH PRODUCT INFO.

ASSIST SPANISH FISHING COMPANIES WHO HAVE EXPRESSED INTEREST IN INVESTING IN CANADIAN FISHERIES SECTOR.

WRITE ARTICLE ON MARKET FOR FISHERIES PRODUCTS IN SPAIN AND DISSEMINATE IT TO CDN. INDUSTRY.

RE-ESTABLISH CONTACTS BETWEEN CANADIAN SUPPLIERS AND SPANISH IMPORTERS.

OPEN MORE DIRECT LINKS WITH SPANISH MARKET AND THIRD COUNTRY MARKETS TRADITIONALLY SERVICED BY SPANISH COS.

STIMULATE CDN. COMPANIES TO TREAT SPANISH MARKET SERIOUSLY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REAWAKEN INTEREST IN BOTH CDA AND SPAIN IN FISH TRADE - ESPECIALLY SALMON.

FIRST SHIPMENT OF BC SALMON DUE IN SPAIN SOON. A NUMBER OF CDN SUPPLIERS PLAN TO VISIT SPAIN FOLLOWING ANUGA IN OCTOBER.

QUARTER: 2 -REAWAKEN INTEREST IN BOTH CDA & SPAIN.  
-ORGANIZE VISITS BY PLEAMAR & BASQUE CODFISHING ASSOC. TO CANADA TO INVESTIGATE INDUSTRIAL COOPERATION.

-SPANISH ENQ. ARE UP ALTHOUGH CDN OFFERS ARE WEAK. SEVERAL CDN SUPPLIERS WILL VISIT SPAIN FOLLOWING ANUGA. -PLEAMAR REP MADE SECOND VISIT TO NEW BRUNSWICK BASQUE MISSION TO NFLD ORGANIZED FOR OCTOBER.

QUARTER: 3 SUPPORT VISIT BY OCEAN FISHERIES LTD. ORGANIZE BASQUE CODFISHING ASSOCIATION VISIT TO NFLD.

FIRST TRIAL SHIPMENT OF CANNED BC SALMON NOW ON SALE IN SPAIN. VISIT APPARENTLY SUCCESSFUL. BASQUES MADE SPECIFIC PROPOSAL RE COOP. NFLD DELEGATION TO VISIT SPAIN IN MARCH 88.

QUARTER: 4 -----

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.  
WORKING WITH DRIE WE ARE ARRANGING A VISIT TO CDA. BY MONDRAGON COOPE-  
RATIVE GROUP, MANY OF WHOSE 130 MEMBER COS ARE MACHINE TOOL MFRS. IN  
ORDER TO EXPLORE JV POSSIBILITIES WITH CDN. COS.

AT LEAST ONE OR TWO JV ARRANGEMENTS.

FISHERIES, SEA PRODUCTS & SERV. ALL SUB-SECTORS  
WE WILL LIAISE WITH TAD, TTI, INV. CDA. AND FANDO TO DETERMINE ACCEPTABLE  
GROUND RULES FOR SPANISH INVESTMENT IN CDN. FISHERIES.

ASSUMING WE CAN QUALIFY EXACTLY WHAT KIND  
OF INVESTMENT WOULD BE WELCOME WE WILL  
ADVISE SPAN COS. SO THEY CAN FOLLOW UP.

NON SECTORALLY ORIENTED ACTIVITIES

SPAIN IS LIBERALIZING ITS REGULATIONS CONTROLLING SPANISH INVESTMENT  
ABROAD. WE WILL MEET WITH THE SPANISH BANKING ASSOCIATION TO PROVIDE  
INFO ON CDA.

INFLUENCE CORPORATE AND INSTITUTIONAL  
INVESTORS THROUGH THEIR BANKS TO CONSIDER  
INVESTMENT IN CANADA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

INVESTMENT SYMPOSIUM WITH GUIPUZCOA CHAMBER OF COMMERCE WAS HELD MAY 28 IN SAN SEBASTIAN.  
-BARCELONA ARRANGED WEEK PROGRAM IN JULY FOR ANALCHEM REP TO VISIT CANADA TO DISCUSS JOINT VENTURE MANUFACTURE OF NEW TEST TUBE STOPPER.

-BASQUE FISHING FLEET OWNERS ASS. HAS INDICATED THEIR INTEREST IN INVESTIGATING INVESTMENT AND JOINT VENTURE POSSIBILITIES IN CANADA.  
-SPANISH MACHINE TOOL MANUFACTURERS ASS. HEAD-QUARTERED IN BILBAO IS LOOKING INTO ESTABLISHING A PLANT IN CDA TO INSTALL ELECTRIC MOTORS ON THE MACHINE TOOLS THEY EXPORT TO NORTH AMERICA.

QUARTER : 2

-ORGANIZE VISIT TO NEWFOUNDLAND BY DELEGATION REPRESENTING BASQUE GOVT & BASQUE FISHING FLEET OWNERS ASSOCIATION TO INVESTIGATE JOINT VENTURE AND INVESTMENT POSSIBILITIES.  
-POST HAS BEEN ACTIVE IN PROMOTING TECHNOLOGY TRANSFER ARRANGEMENTS AS AN EVENTUAL VEHICLE FOR INVESTMENTS IN CANADA.

-VISIT ARRANGED. FIVE PERSON DELEGATION WILL VISIT ST. JOHNS OCT. 19-24.  
-AT LEAST 6 TECHNOLOGY TRANSFER AGREEMENTS ARE UNDER ACTIVE NEGOTIATION. POST ASSISTED NRC REP IN 2 WEEK VISIT TO SPAIN WHICH MIGHT RESULT IN COOPERATION AGREEMENT BETWEEN NRC AND CDTI THEIR SPANISH COUNTERPART.

QUARTER : 3

BASQUE FISHERIES DELEGATION VISITED NFLD OCT 19-24 TO DISCUSS INDUSTRIAL COOPERATION;  
(02)DISCUSS NRC'S DRAFT MOU ON TECHNOLOGY TRANSFER WITH CDTI.

BASQUES MADE A SPECIFIC PROPOSAL TO NFLD GOV'T INDUSTRY & AWAIT REPLY. NFLD DELEGATION TO VISIT SPAIN MARCH/APRIL 88 TO CONTINUE DISCUSSIONS;  
(12)CDTI PROVIDED THEIR OWN DRAFT MOU WHICH HAS BEEN FORWARDED TO OTTAWA FOR CONSIDERATION.

QUARTER : 4

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

POST : 407-MADRID

ORGANIZING DAIRY SEMINARS IN GRANADA, MALLORCA, BARCELONA & VITORIA FOR AN AG CAN MISSION IN JAN 88 HAS ABSORBED ABOUT 10 DAYS OF OFFICER TIME; (02)BARCELONA HAS BEEN ACTIVELY FOLLOWING UP NRC VISIT BY LIAISING WITH REGIONAL INVESTMENT & TECHNOLOGY TRANSFER AGENCIES & REPORTING TO NRC; (03)A VISIT BY A 3-MAN TEAM FROM MONECO TO MADRID & THE CANARY ISLANDS TOOK ABOUT 4 DAYS OF OFFICER TIME; (04)SPAR'S VISIT TO INVESTIGATE COMMUNICATION SATELLITE SALES OPPORTUNITIES ABSORBED ABOUT 4 DAYS OF OFFICER TIME; (05)ORGANIZATION OF THE MONDRAGON MISSION TO CDA IN FEBRUARY PROVED VERY TIME-CONSUMING ABSORBING ABOUT 6 DAYS OF OFFICER TIME.

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 117

POST : 404-MILAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRONIC COMPONENTS

DEVELOP NEW CONTACTS IN NORTHERN ITALY IN MAJOR STATE HELD ENTITIES (E.G. ITALTEL)

OPEN SOURCING CONTACTS AT SENIOR PROCUREMENT LEVEL

FOLLOW UP RECOMMENDATIONS OF ITALIAN TEN YEAR TELECOMMUNICATIONS PLAN

DOUBLING OF EXISTING SALES('86) BY '88.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE CDN PARTICIPATION IN EDUCATIONAL COMPUTER CONF. IN MILAN & A COMPUTER AIDED INSTRUCTION CONF. IN TURIN. DIRECT CORPORATE CALLS(SOFTWARE) MADE IN TURIN & VERONA. CONDUCTED JOINT MEETING WITH ITAL. SCIENT. & TECHNO. RESEARCH CENTER. ARRANGING

ONE SOFTWARE AGENCY AGREEMENT CONCLUDED. INCREASED SALES OF CDN-PROD SOFTWARE IN TURIN, MILAN, VERONA. ESTABLISHED INDUSTRIAL CO-OP PROGRAM RE EXCHANGE OF CDN/ITL. EXPERTS RE INTELLIGENCE. HARDWARE SALES PENDING IN TURIN, PADOVA, IVREA/

QUARTER: 1 ORGANIZED CORPORATE CALLS FOR MIN. COTE AND INDIVIDUAL MEETINGS FOR MISSIONS MEMBERS.

3 CORPORATE CALLS ARRANGED FOR MIN. COTE, TWO RELATED TO EUREKA AND INDL. CO-OP. AND ONE IN SUPPORT OF DIRECT SALE TO MAJOR ITAL. ELECTRONICS FIRM. 32 INDIVIDUAL MEETINGS ARRANGED IN MILAN AND TURIN. AWARE OF ONLY ONE ONGOING PROJECT BEING PURSUED/

QUARTER: 2 PREPARE FOR PART'N OF 7 CDN FIRMS IN SMAU ELECT. EXH. VISIT OLIVETTI RE PRESENTA'N OF CDN MFT'D HOME COMPUTERS & PRESENT PROPOSAL RE LICENSING AGREEMENT BETWEEN STM & OLIVETTI. VISIT INTEL EXH TO ESTABL. NEW AGENTS/DISTRIB'RS IN NORTH. ITALY.

SMAU EXH. OUTSTANDING SUCCESS FOR 6 OF 7 CDN FIRMS THAT PARTICIPATED. OVER \$1MN GENERATED IN DIRECT SALES WITH A FURTHER 3 MN ANTICIPATED WITHIN 1 YR. QUALIFIED 4 NEW AGENT/DISTRIB. FOR IMMEDIATE REF. CORP. CALLS MADE TO 4 MAJOR ITLNS

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 404-MILAN

002-FISHERIES, SEA PRODUCTS & SERV.  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANADIAN COMPANIES ENQUIRIES REQUESTING DISTRIBUTORS HAVE SIGNIFICANTLY INCREASED. WE CONTINUE TO EXPAND OUR NETWORK OF DISTRIBUTORS AND BUYERS.

FOUR NEW MAJOR DISTRIBUTORS.

WE CONTINUE TO RESPOND TO ITALIAN ENQUIRIES RE CANADIAN AQUACULTURE TECHNIQUES (SERVICES).

NOT A QUANTIFIABLE SECTOR.

COMMERCIAL OFFICER WILL VISIT PACIFIC COAST FISHERIES INDUSTRY SEPT. 86 AND WILL BE ADVISING CDN. PRODUCERS OF ITALIAN MARKET REQUIREMENTS.

INCREASED ACTIVITY BY CANADIAN FISH/FOOD EXPORTERS OF AG. SMOKED SALMON, LIVE LOBSTER, CLAMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE NEW DISTRIBUTORS/AGENCIES FOR SALE OF FROZEN/SMOKED SALMON & CRUSTACEANS. ALERTED ITALIAN MARKET TO AVAILABILITY OF NEW CDN SPECIES.

ONE EXCLUSIVE AGENCY AGREEMENT ESTABLISHED FOR SMOKED SALMON-2 AGREEMENTS TO BE CONCLUDED. SALES INCREASED FOR SMOKED SALMON, CRUSTACEANS. DURING VISIT OF B. WHITE (ESTOTT/TAN) ESTABLISHED WITH ITALIAN IMPORTERS THEIR WILLINGNESS TO LOOK AT IM-

QUARTER: 1 EXPOSE ITALIAN FISHING INDUSTRY TO CDN EXPERTISE, CAPABILITIES AND EQUIPMENT.

SECURED COMMITMENT BY MAJOR ITALIAN GROUP TO ATTEND HALIFAX FISHERY AND FISH EQUIPMENT EXHIBITION. PUBLISHED ARTICLES OF CDN FISHING TECHNOLOGY IN PRINCIPAL ITALIAN FISHING TRADE PUBLICATION.

QUARTER: 2 FISHING INDUSTRY PARTICIPATION IN MAJOR FISH/EQUIPMENT EXHIBITION IN ANCONA IN 1988.

NEW EXPORTS ESTABLISHED WITH EXISTING IMPORTERS FOR LOBSTER, COD (WHEN SUPPLY IS AVAILABLE), AND CRUSTACEANS. RECIPROCAL CONTACTS ESTABLISHED IN FISHING INDUSTRY BETWEEN ANCONA, ITALY AND HALIFAX, NOVA SCOTIA.

QUARTER: 3 ORGANIZED VISIT TO HALIFAX FISH EQUIP. EXHIBITION FOR MAJOR ITALIAN BUYER. CANVASSED SEAFOOD DISTRIBUTORS WHO WERE NOT CURRENTLY HANDLING CDN PRODUCTS & INTRODUCED THEM TO NEW CDN SOURCES.

EXPORT ORDER FOR CDN LONG LINE SYSTEM. DEVELOPED A LIST OF KEY ITALIAN SEAFOOD DISTRIBUTORS & INTRODUCED MORE CDN SEAFOOD PRODUCTS TO ITALY (5 NEW SALES AGREEMENTS & 3 NEW AGENCY AGREEMENTS).

QUARTER: 4 -----



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 404-MILAN

009-FOREST PRODUCTS, EQUIP, SERVICES  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

COMPLETE FOREST PRODUCTS STRATEGY COORDINATING ACTIVITY OF COFI  
(COUNCIL OF FOREST INDUSTRIES FOR B.C.) AND BP IB (QUEBEC LUMBER  
MANUFACTURERS)

COORDINATED MARKETING APPROACH TO AVOID CDN  
ENTITIES COMPETING WITH EACH OTHER.

MILAN NOW HAS RESPONSIBILITY FOR ALL OF ITALY. DEVELOP NEW  
CONTACTS IN SOUTH.

ESTABLISH FOUR NEW MAJOR DISTRIBUTORS IN  
SOUTH.

TRADE LIAISON VISIT TO ALL MAJOR BUYERS THROUGHOUT ITALY

EXPANDED SALES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RESPOND TO EXTENSIVE INQUIRIES FROM ITALIAN LUM-  
BER TRADE. PLAN ALL LOGISTICS RELATED TO ONTARIO  
LUMBER MFTRS. MISSION (COMPOSED OF 10 COMPANIES,  
ONE ASSOCIATION AND 1 GOVT. REP.) OR VISITS TO  
MILAN & NAPLES.

10 NEW EXPORT AGREEMENTS EXPEDITED BY MILAN OFF-  
ICE, TWO NEW MAJOR BUYING CONNECTIONS ESTABLISHED  
OVER 75 ONE-ON-ONE MEETINGS TOOK PLACE BETWEEN  
ONT COS. & ITALIAN COS. FROM ALL OVER ITALY THAT  
TOOK TIME TO VISIT MISSION MEMBERS IN EITHER MI-

QUARTER: 2 GIVE DIRECT SUPPORT & MKTG ASSIST. TO CDN  
FORESTRY PRODS FIRMS WISHING TO RE-ENTER ITLN  
MKT BECAUSE OF EMERGING CDN PRICE COMPETITIVITY.  
OUR PRIMARY OBJECTIVE WAS TO ENCOURAGE CDN FIRMS  
TO RE-ENTER THIS MKT TO REGAIN CDA'S DOMINANT

THE SECOND QUARTER (JULY, AUG., SEPT) IS THE  
QUIETEST BUSINESS PERIOD OF THE YEAR. \$2,180,000  
WORTH OF SALES WERE AS A DIRECT RESULT OF OUR  
COMMERCIAL OFFICERS ACTIVITY.

QUARTER: 3 ORGANIZED WOOD IN CONSTRUCTION SEMINAR. ASCERTAIN  
CURRENT COMPETITIVE STATUS OF CDN FOREST PRODS  
IN ITALY IN LIGHT OF \$ FLUCTUATION & EXPLOIT THE  
SITUATION. UNDERTAKE MARKETING VISIT TO SOUTHERN  
ITALY. VISIT BATIMAT F. TO EXPAND & RENEW CONTACTS

SENSITIZED ITAL. ARCHITECTS & TOWN PLANNERS RE  
CDN BUILDING MATERIALS & PRACTICES. CDN FOREST  
PRODUCTS ARE INCREASINGLY COMPETITIVE. CDN SUP-  
PLIERS ALERTED TO OPPORTUNITIES (8 NEW BUYING  
CONNECTIONS & 4 NEW AGENCY AGREEMENTS). TRAVEL

QUARTER: 4 -----

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN. PLANTS, SERV.                      MANUFACT & MATERIAL PLANT, EQP.  
CONTINUE TO WORK CLOSELY WITH THE ITALIAN MACHINE TOOL MANUFACTURERS  
ASSOCIATION (UCIMU) TO INSURE INTERESTED MACHINE TOOL MANUFACTURERS TO  
ESTABLISH IN CANADA.

EXPECT TWO INTERESTED COMPANIES VISITING  
CANADA TO ESTABLISH IN PREFERRED LOCATION.

AGRI & FOOD PRODUCTS & SERVICE                      FOOD HANDLING, PROCESSING EQUIP  
LIAISE CLOSELY WITH MAJOR FOOD AND TECHNOLOGY ASSOCIATIONS, INDUSTRY,  
FOOD SHOWS AND PUBLICIZE CANADIAN OPPORTUNITIES IN PROFESSIONAL FOOD  
TECHNOLOGY JOURNALS IN ITALY.

TWO MAJOR INVESTMENTS IN CANADA TO BE  
COMPLETED PLUS SIX QUALIFIED LEADS ON  
ITALIAN COMPANIES JOINT VENTURE IN  
CANADA.

TRANSPORT SYS, EQUIP, COMP, SERV.                      AUTOMOTIVE  
WORK WITH DRIE AND ITALIAN AUTOMOTIVE MANUFACTURERS ASSOCIATION PUR-  
SUING INVESTMENT IN SPECIFIC AREAS IDENTIFIED BY CANADA AS SECTORS  
REQUIRING STRENGTHENING IN CANADA.

FOUR LICENSING ARRANGEMENTS AND TWO  
MANUFACTURING INVESTMENTS (WHEELS/  
BODY PANELS).

AGRI & FOOD PRODUCTS & SERVICE                      FOOD HANDLING, PROCESSING EQUIP  
No proposed activities indicated

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5  
88/03/17

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87  
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

404 - MILAN

ITALY

Page 121

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1  
-----

QUARTER : 2

POSITION WAS VACANT EXCEPT FOR MONTH OF SEPT. WHEN NEW OFFICER ARRIVED. MILAN WORKED ON PREPARATION OF INVESTMENT STRATEGY PAPER TO COVER 3 YEAR ACTUAL AND TWO YEAR NATIONAL ACTION PLAN.

ONLY ONE MAJOR INVESTMENT IS CLOSE TO FINALIZATION IN THE AUTOMOTIVE SECTOR (WHEELS). TWO OTHER MAJOR INVESTMENTS (INDUSTRIAL NOZZLES AND PAINTS) ACTIVELY PURSUING CDN. INVESTMENT AFTER CONSULTATIONS WITH CONSULATE.

QUARTER : 3

DEVELOP DRAFT INVESTMENT PROGRAM STRATEGY FOR NORTHERN ITALY; (02) UNDERTAKE ROUND OF CALLS ON INTERMEDIARIES & COMPANIES TO DEVELOP CONTACTS & INVESTMENT PROSPECTS; (03) B. C. MOUNTAIN RESORT SEMINAR; (04) DRIE AUTOMOTIVE VISIT; (05) DRIE MONTRAL INVESTMENT MISSION; (06) ONTARIO RESEARCH FOUNDATION & APRO VISIT; (07) ONTARIO MINISTRY OF INDUSTRY TRADE & TECHNOLOGY VISIT.

ACCOMPLISHED & BEING PRESENTED IN OTTAWA, JAN/88 HAVE COMMUNICATED WITH KEY BANKS, ASSOCIATIONS AND PRIVATE COS; (13) IDENTIFIED 3 POTENTIAL INVESTMENT PROSPECTS; (14) REPORT TO BE SUBMITTED. ONE INVESTMENT PROSPECT; (15) IDENTIFIED GOOD LEADS & CONTACTS; (16) MAY RESULT IN MISSION TO ITALY IN LAST QUARTER; (17) REPORT PROPOSING ONTARIO'S INVESTMENT PROGRAM FOR N. ITALY TO BE SUBMITTED TO PROV. AUTHORITIES END OF MARCH.

QUARTER : 4  
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REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 123

POST : 475-MOSCOW

OIL & GAS EQUIPMENT, SERVICES  
UNION OF SOVIET SOC REP

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:           ANTICIPATED RESULTS:

ALL SUB-SECTORS

REACTIVATION OF OIL AND GAS WORKING GROUPS	6,000,000
CONTINUED SUPPORT FOR JOINT PRODUCTION OF TRACKED VEHICLES	50,000,000
COOPERATION WITH ALBERTA COMPANIES FOR HYDRAULIC FRACTURING SEMINAR	10,000,000
COOPERATION WITH ALBERTA FOR NEFTEGAS '87 OIL AND GAS EQUIPMENT SHOW	16,000,000
ASSISTANCE TO SIGN COOPERATION AGREEMENT ON SAFETY IN OIL AND GAS FIELDS	2,000,000

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:           QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 ASSISTED ALBERTA GOV'T PARTICIPATION AT NEFTEGAS 87, OIL & GAS EXHIBITION, OCT 87.

POST ORGANIZED RECEPTION, STAND, MEETINGS, FOLLOWUP WITH SOVIET ORGANIZATIONS, PLUS PROVIDED BRIEFINGS FOR GROUPS OF GOV'T & BUSINESS VISITORS.

QUARTER: 3 TO REJUVENATE OIL & GAS WORKING GROUP.

ORGANIZED & SUPPORT VISIT OF DRIE OFFICIAL FOR ASSESSMENT OF OIL & GAS WORKING GROUP POTENTIAL & STRUCTURE.

QUARTER: 4 -----

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 124

POST : 475-MOSCOW

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

NEW FISH PURCHASE COMMITMENT.

\$12 MILLION

INTELLIGENCE GATHERING FOR CANADIAN FISH INDUSTRY

THIS ACTIVITY SHOULD LEAD TO INCREASED  
ABILITY ON THE PART OF CANADIAN SUPPLIERS TO  
MEET THE PECULIAR REQUIREMENTS OF THE SOVIET  
MARKET

JOINT VENTURE FISHING COMPANY (EVENTUAL MOSCOW OFFICE)

\$ 1 MILLION

IN-STORE PROMOTION OF CANADIAN SEAFOODS.

\$100,000

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 TO ASSIST IN FISHERIES NEGOTIATIONS.

SUPPORTED DEP. MINISTER LEVEL DELEGATION VISIT.

QUARTER: 4 -----

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 475-MOSCOW

003-GRAINS AND OILSEEDS  
UNION OF SOVIET SOC REP

Page 125

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IMPLEMENTING 1986-1990 LONG TERM GRAINS AGREEMENT.

3.75 BILLION OVER 5 YEARS

SEED EXCHANGE/TESTS.

\$2 MILLION PER ANNUM.

TWO SEED PROTOCOL AGREEMENTS (FOR KING GRAIN AND THOMPSON SEEDS)

\$ 2 MILLION PER ANNUM.

CANOLA PRODUCTION PROJECT.

\$ 3 MILLION

FEED MIX AND SEED SYMPOSIUM IN MOSCOW.

\$1 MILLION

FOLLOW-UP OF MITSUBISHI ORGANIZED CANOLA OIL SEMINAR OF JUNE 1986

\$ 10 MILLION

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 IMPLEMENTATION ON LONG-TERM WHEAT AGREEMENT.

CANADIAN WHEAT BOARD VISIT AND MEETINGS ARRANGED  
AND SUPPORTED BY POST EFFORTS.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

POST : 475-MOSCOW

SENIOR TRADE OFFICER ATTENDED MARKETPLACE 87 IN OCT & COMPLETED OVER 127 INTERVIEWS IN 11 CITIES WITH CDN BUSINESSMEN WHO WISHED TO COMMENCE TRADE ACTIVITIES IN USSR; (02)POST SUPPORTED HIGH LEVEL ASBESTOS MISSION TO USSR, HEADING BY C. FORGET, PRESIDENT OF ASBESTOS INSTITUTE; (03)POST CONTINUED TO LOBBY & SUPPORT EFFORT BY EDC TO ARRIVE AT PROTOCOL FOR EXPORT CREDIT FINANCE; (04)POST ASSISTED CDN FOREMOST IN ESTABLISHING 1ST CDN/USSR JV; (05)POST SUPPORTED EFFORTS OF CONSOLIDATED BATHURST TO ESTABLISH A JV IN USSR; (06)POST SUPPORTED PRINTING OF FINANCIAL TIMES SUPPLEMENT IN SOVIET MGMT NEWSPAPER, ECONOMIC GAZETTE; (07)POST SUPPORTED PORT OF MONTREAL & GANDER AIRPORT MISSIONS TO USSR; (08)POST SUPPORTED VARIOUS SOVIET DELEGATION VISITS TO CDA INCLUDING GRAIN DELEGATION, & OIL & GAS DELEGATION VISITS; (09)POST SUPPLIED REPORTS ON JV DEVELOPMENTS IN USSR PLUS REPORTS ON ECONOMIC REFORMS IN USSR; (10)POST ASSISTED IN LOBBYING EFFORTS TO ESTABLISH THE INT'L NICKEL STUDY GROUP.



REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 427-MUNICH

005-COMM. & INFORM. EQP. & SERV  
GERMANY WEST

Page 127

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

INTENSIFY CORPORATE LIAISON ACTIVITY TO TAKE ADVANTAGE OF  
EMERGING INTEREST IN TELECOMMUNICATIONS SECTOR.

WILL CANVASS MAJOR CORPORATIONS IN TERRITORY TO DETERMINE THEIR  
FUTURE REQUIREMENTS FOR DATA COMMUNICATIONS EQUIPMENT/SERVICES  
LOCAL AREA NETWORKS, APPLICATION SOFTWARE AND MODULAR OFFICE  
EQUIPMENT.

BROADCASTING (INC CATV)

CONTINUE CORPORATE LIAISON ACTIVITIES TO KEEP ABREAST OF  
EMERGING OPPORTUNITIES IN CATV SECTOR PARTICULARLY NOW THAT  
PRIVATISATION OF BROADCASTING IS INCREASING .

ANTICIPATED RESULTS:

IDENTIFICATION OF OPPORTUNITIES FOR CANADIAN  
SUPPLIERS INCLUDING POSSIBILITIES OF  
JOINT VENTURES

UNCOVER EMERGING OPPORTUNITIES BY TAKING  
ADVANTAGE OF OUR CLOSE LINKS WITH USA AND  
DOMINANT SALES OF AMERICAN FIRMS IN INFORMATIC  
IN FRG MARKET. N

EARLY INVOLVMENT OF CATV SUPPLIERS IN  
PROCUREMENT PROGRAMS OF BAVARIAN  
TV ORGANIZATIONS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 427-MUNICH

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

Page 128

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

BMW-CANADA MOU CURRENTLY IN PLACE.

PROVIDES FRAMEWORK FOR EXPANSION AND DIVERSIFICATION OF OEM SUPPLY CONTRACTS PARTICULARLY AS BMW INTRODUCES NEW MODELS TO NORTH AMERICA MARKET.

UNDERTAKE MARKET STUDY TO IDENTIFY AUTOMOTIVE COMPONENTS CURRENTLY IMPORTED AND FUTURE NEEDS OF INDUSTRY.

INVENTORY OF PRODUCTS (OEM&AFTER MARKET) IN WHICH CDN SUPPLIERS ARE COMPETITIVE AND CLD DISPLACE OTHER EXPORTERS. IDENTIFICATION OF FUTURE REQUIREMENTS OF FRQ AUTO MANUFACTURERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISSION - AUTO PARTS SELLERS TO FRG

POSTPONED TO LATE FALL '87 DUE TO WORKLOAD CAUSED BY IFAT AND TAAM MISSIONS.

QUARTER: 2 BEGIN PLANNING FOR AUTO MISSIONS

MISSION LED BY MR. DUFF MITCHELL, DRIE OTTAWA SCHEDULED FOR NOV 30-DEC 04 '87.

QUARTER: 3 AUTO INVESTMENT MISSION SCHEDULED FOR NOV 30 - DEC 04.

MISSION POSTPONED BY DRIE AT LAST MINUTE DUE TO UNCERTAINTY OF EFFECT OF CAN/US FTA ON FOREIGN AUTO MANUFACTURERS. MISSION RESCHEDULED TO TAKE PLACE FEB 14-21/88.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 427-MUNICH

006-ELECTRONICS EQUIP. & SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PRODUCTS & COMPONENTS

INTENSIFY CORPORATE LIAISON PROGRAM WITH KEY COMPANIES  
IN THIS SECTOR.

IMPROVED KNOWLEDGE OF POTENTIAL BUSINESS  
PARTNERS FOR CDN COMPANIES IN THIS SECTOR  
AND BETTER TARGETTING OF MARKETING EFFORTS  
BY MISSION.

UNDERTAKE MARKET STUDY FOR ELECTRONIC COMPONENTS .

IMPROVED KNOWLEDGE OF PRECISE AREAS OF  
SPECIALTY . FACILITATE IDENTIFICATION OF  
PARTNERS FOR JOINT VENTURES, LICENSING  
AND TECHNOLOGY TRANSFER.

INITIATE SYTEMATIC APPROACH TO LARGE FRG FIRMS TO SEARCH FOR WEAK  
LINKS IN THEIR COMPONENTS SUPPLIERS NETWORK FOCUSING FIRST ON  
ITEMS ALREADY BEING EXPORTED TO FRG THEN MOVING TO OPPORTUNITIES  
FOR NEW PRODUCTS.

UNCOVER OPPORTUNITIES FOR EXPANSION OF  
PRESENT EXPORTS (DOUBLED IN LAST 2 YRS) AND  
IDENTIFY TARGETS FOR INTRODUCTION OF NEW  
PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATION AT LASER - TRADE FAIR

PARTICIAPTION IN LASER CANCELLED DUE TO LACK OF  
RESPONSE TO OTTAWA'S RECRUITING EFFORTS.

QUARTER: 1 MISSION - CABLE TV BUYERS MISSION TO CANADA

SCRUBBED FROM MUNICH PROGRAM FOLLOWING REASS-  
ESSMENT OF MARKET OPPORTUNITIES.

QUARTER: 1 SEARCH FOR NEW OPPORTUNITIES

MARKET REPORT ON AUDIO TOUR EQUIPMENT

QUARTER: 2 SURVEY OF MARKET OPPORTUNITIES APPLICATIONS  
SOFTWARE.

PROJECT UNDERWAY, REPORT DUE MID DECEMBER.

QUARTER: 3 TRADE FAIR PARTICIPATION AT SYTEMS '87

CDN FIRMS SIGNED CONTRACTS WORTH OVER \$100,000  
AT THE FAIR & ESTIMATE A FURTHER \$21.5M IN SALES  
OVER THE COMING YR AS A RESULT OF CONTACTS MADE  
AT SYSTEMS '87 (SEE BUSINESS ACTIVITY FORM)

QUARTER: 3 SURVEY OF MARKET-APPLICATION SOFTWARE

REPORT IN FINAL STAGE OF PREPARATION. WILL BE  
DISPATCHED IN OTTAWA IN JAN 88

QUARTER: 4 -----

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 427-MUNICH

013-CONSUMER PRODUCTS  
GERMANY WEST

Page 130

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:  
                    UNDERTAKE MARKET STUDY OF SPORTING GOODS MARKET.

ANTICIPATED RESULTS:

BUILDING ON CURRENT KNOWLEDGE OF MKT (TOP END  
NOW DOMINATED BY EUROPEANS & LOW END BY S.E.  
ASIA). IDENTIFY NICHEs TO BE EXPLOITED BY CDA.  
ALSO IDENTIFY KEY BUYERS FOR ISPO FAIR.

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:  
QUARTER: 1 SURVEY OF MARKET OPPORTUNITIES  
QUARTER: 2 SURVEY OF MARKET OPPORTUNITIES  
QUARTER: 2 TRADE FAIR - PARTICIPATION AT ISPO ; (FALL '87)  
QUARTER: 3 SURVEY OF MARKET OPPORTUNITIES  
QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

POSTPONED TO FALL QUARTER  
WORK ON SURVEY HAS STARTED. EXPECTED COMPLETION  
DATE DECEMBER 12, 1987.  
14 CANADIAN COMPANIES PARTICIPATED AT THE  
NATIONAL STAND. ON-SITE SALES WERE \$370,000 CDN.  
PROJECTED SALES 4.9 MM. REPORT SUBMITTED.  
REPORT COMPLETED. DISTRIBUTION WILL TAKE PLACE  
EARLY IN JANUARY 1988.





TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-ESTABLISHMENT OF AN INFORMAL GERMAN-CDN BUSINESS MAN'S CLUB. TO MEET AT LUNCHEON 4 TO 5 TIMES PER YEAR TO HEAR SPEECHES BY PROMINENT CDN OR GERMAN BUSINESS OR POLITICAL FIGURES.  
-PRESENTATION TO REGENSBURG CHAMBER OF COMMERCE ON INVESTING IN CANADA.

CLUB'S INAUGURAL ADDRESS GIVEN BY MR. D. REEKIE, CHAIRMAN OF CAE. ONE ADDITIONAL MEETING HELD IN QUARTER. CLUB GAINING ACCEPTANCE AND MEMBERSHIP IS WIDENING.  
-IN ATTENDANCE GEB. 3 SERIOUS ENQUIRIES TO DATE.

QUARTER : 2

1. WORKING WITH BAYERISCHE VEREINSBANK TO IDENTIFY MEDICAL EQPT MANUFACTURERS WITH INTEREST IN INVESTING IN OR ENTERING INTO JOINT VENT. IN CDA  
2. ASSIST DORNIER SEASTAR IN ITS ANALYSIS OF CDN SITES IN PREPARATION FOR A POSSIBLE MOVE TO CDA.  
3. SUPPORT BONN INVESTMENT COUNSELLOR IN PRESENTATION OF WESTERN CDA INVESTMENT SEMINARS IN FRANKFURT AND MUNICH.

1. TWENTY CANDIDATE FIRMS HAVE BEEN IDENTIFIED & 5 HAVE ALREADY BEEN VISITED. ONE SHOWS PROMISE.  
2. ONT., QUE. B.C. WERE SINGLED OUT BY DORNIER AS POSSIBLE RELOCATION AREAS. B.C HAS BEEN THE MOST AGGRESSIVE IN PURSUING DORNIER. ARRANGED FOR BC AGENT GENERAL TO VISIT DORNIER. ACCOMPANIED BC MINISTER MCCARTHY TO DORNIER.  
3. SEMINARS TOOK PLACE ON 22 SEPT IN FRANKFURT & 24 SEPT IN MUNICH. ATTENDANCE AT EACH WAS ABOUT 40.

QUARTER : 3

PRESENTATION OF CDN INVESTMENT OPPORTUNITIES TO OFFICIALS & CUSTOMERS OF GENOSSENSCHAFTLICHE ZENTRALBANK, STUTTGART (02) ASSIST DORNIER SEASTAR GMGH IN PREPARATION FOR A POSSIBLE MOVE TO CANADA.

ABOUT 120 PEOPLE TOOK PART IN THE SEMINAR SEASTAR EXECUTIVES HAE MADE TWO MORE VISITS TO CANADA AND HAVE NOW ENTERED INTO NEGOTIATIONS WITH B. C. GOV'T.

QUARTER : 4

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REPORT 4A  
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

Page 133

POST : 427-MUNICH

MARKETPLACE '87-1 OFFICER PART. OVER PERIOD OCT 12-30  
UNPLANNED MISSION: NOV B. C. SKI RESORT INVESTMENT MISSION



REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 433-OSLO

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
NORWAY

Page 134

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LIAISON CALLS ON ALL DEFENCE-RELATED IMPORT AGENTS, PRIME CONTRACTORS AND MATERIEL COMMANDS.

GREATER AWARENESS IN NORWAY OF CANADIAN EXPERTISE AND NEW AGENTS FOR FIVE CANADIAN FIRMS.

FOLLOW UP WITH MINISTRY OF DEFENCE AND PRIME CONTRACTORS AS RESULT OF DISCUSSIONS AT THE MOU RDP SC MEETING.

INCREASE SALES OF CANADIAN DEFENCE PRODUCTS IN NORWAY TO \$6 MILLION IN 1987.

MARKET ANALYSIS FOR DEFENCE PRODUCT SALES AND JOINT VENTURES BETWEEN CANADA AND NORWAY.

COMPREHENSIVE REPORT ON POTENTIAL SUBSECTORS FOR CANADIAN EXPORT DEVELOPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CANADA/NORWAY CO-OPERATIVE DEFENCE RESEARCH DEVELOPMENT AND PRODUCTION STEERING COMMITTEE MEETING.

DEFINED NEW PRODUCTS OF INTEREST AND AREAS OF CO-OPERATION FOR RESEARCH (SEE RDP CONFIDENTIAL NOTES OF APRIL, 1987).

QUARTER: 2 -----

QUARTER: 3 FOLLOW-UP TO MOU DEVELOPMENTAL DISCUSSIONS WITH NORWEGIAN MINISTRY OF DEFENCE. CALLS ON DEFENCE-RELATED IMPORT AGENTS & DEFENCE CONSTRUCTION CONTRACTORS.

ESTABLISHMENT OF "CDN" RESPONSIBILITY CENTRES WITH ARMY & AIR MATERIEL COMMANDS. ASSISTED IN THE INCLUSION OF FAIRFORD INDUSTRIES BID FOR NEW ANDOYA AIRFIELD CONSTRUCTION PROJECT.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 433-09L0

011-OIL & GAS EQUIPMENT, SERVICES  
NORWAY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPANY CALLS ON LARGEST IMPORT HOUSES AND STOCKISTS/SUPPLY DEPOTS.

CANADA-NORWAY OFFSHORE WORKING GROUP.

FOLLOW-UP CALLS ON SPECIFIC FIRMS FOLLOWING POLAR TECHNOLOGY MISSION IN OCTOBER, 1986.

MEETINGS IN SPITZBERGEN WITH OFFSHORE DRILLING COMPANIES TO INTRODUCE EXPERTISE OF CANADIAN FIRMS IN ARCTIC ENVIRONMENT.

10 NEW AGENCIES FOR CANADIAN EXPORTERS.

AS MORE GRASS-ROOTS FIRMS BECOME INVOLVED IN THIS BILATERAL FORUM, WE ANTICIPATE GREATER SOURCING ENQUIRIES FROM NORWEGIAN FIRMS.

CONTRACTS FOR ENGINEERING SERVICES AND DESIGN IF DRILLING COMMENCES IN BARENTS SEA OR ON SPITZBERGEN ISLAND.

SALES AND SERVICE CONTRACTS FOR CANADIAN ONSHORE FIRMS, PRIMARILY FROM ALBERTA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TWO NORWEGIAN IMPORTERS ATTENDED INTERCAM 87 IN EDMONTON AT GOVERNMENT EXPENSE.

QUARTER: 2 CANADA/NORWAY OFFSHORE WORKING GROUP MEETINGS HELD IN CANADA.

QUARTER: 3 MEETINGS WITH OIL COS. & GOV'T OFFICIALS OPERATING ON SVALBARD (SPITZBERGEN) TO DISCUSS DRILLING, EXPLORATION EXPERTISE FROM CDN FIRMS WORKING IN ARCTIC CONDITIONS.

QUARTER: 4 -----

AS A RESULT OF INTERCAN, THEY ARE INTERESTED IN REPRESENTING 8 NEW CDN FIRMS, WITH PROBABILITY OF IMMEDIATE SALES.

FOR THE FIRST TIME THE OFFSHORE WORKING GROUP CONSISTED OF A DELEGATION OF NORWEGIAN INDUSTRY REPRESENTATIVES WANTING TO ACTIVELY SEARCH FOR TRADE AND INVESTMENT OPPORTUNITIES. EXCELLENT RESPONSE FM BOTH CDN AND NORWEGIAN PARTICIPANTS.

TWO OUTGOING DELEGATIONS TO CDA (ALTA) TO MEET WITH OPERATORS, DRILLING COMPANIES. RESULTS: RECOMMENDATIONS SUBMITTED TO USE CDN EXPERTISE.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 433-OSLO

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

Page 136

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

FOLLOW UP WITH MOLLER GROUP VISIT TO CDA ON ON-GOING BASIS TO ASSIST EFFORTS IN ESTABLISHING AGENCY AGREEMENT.

ATTEND NORCOM 88 IN OSLO TO INCREASE EMBASSY AWARENESS OF NORWEGIAN AGENTS AND POSSIBLE BUYERS FOR CANADIAN PRODUCTS.

ASSIST NORWEGIAN PTT WITH MEETINGS IN CANADA FOR GROUP POSSIBLY VISITING SOME TIME IN 1987.

ATTEND TELECOM '87 IN GENEVA TO INTRODUCE NORWEGIAN DELEGATION TO CANADIAN PARTICIPANTS.

POSSIBLE ESTABLISHMENT OF TWO OR THREE AGENCY AGREEMENTS.

EVENTUAL AGENCY AGREEMENTS AND INCREASED SALES.

INCREASE AWARENESS OF CANADIAN EQUIPMENT WITH RESULTING POSSIBILITY OF SALES TO NORWAY.

PRODUCT AWARENESS AND POSSIBLE AGENCY AGREEMENTS.

COMPUTERS, SOFTWARE & SYSTEMS

FOLLOW UP INFORMATICS MISSION WITH ALL NORWEGIAN CONTACTS.

ATTEND SOFTWARE EXHIBITION IN OSLO (MAR/88) TO INCREASE CONTACT WITH NORWEGIAN INDUSTRY IN SOFTWARE SECTOR AND ESTABLISH POSSIBLE AGENCY INTEREST.

ATTEND OFFICE EQUIPMENT SHOW IN OSLO (SEP/87) TO INCREASE CONTACT WITH NORWEGIAN OFFICE EQUIPMENT MANUFACTURERS AND AGENTS. FOLLOW UP WITH INDIVIDUAL CALLS.

SOFTWARE SEMINAR IN CONJUNCTION WITH MISSION AND SOFTWARE SHOW.

POSSIBILITY OF DEVELOPING TWO AGENCY AGREEMENTS IN NORWAY.

INCREASE AWARENESS OF CANADIAN CAPABILITIES AMONGST NORWEGIAN COMPANIES.

INCREASE AWARENESS OF CANADIAN CAPABILITIES.

POSSIBLE SALE OF EQUIPMENT AND ESTABLISHMENT OF NEW AGENCY AGREEMENT.

BROADCASTING (INC CATV)

FOLLOW UP ON MULTI-MICROWAVE DISTRIBUTION SYSTEM (MMDS) AND VISIT TO PTT.

EXTENSIVE REVIEW OF CATV SYSTEMS IN NORWAY AND ATTEND CATV EXHIBITION IN FALL OF 1987 TO INCREASE EMBASSY CONTACTS.

POSSIBLE SALE OF EQUIPMENT AND SERVICES TO PTT.

ANALYSIS OF CURRENT STATE OF CATV SYSTEMS IN NORWAY AND RECOMMENDATIONS FOR FUTURE PROMOTIONAL ACTIVITY.

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR '87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 433-OSLO

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

Page 137

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 WORK WITH MICRONAV IN ATTEMPT TO INTRODUCE MLS  
INTO NORWAY.

QUARTER: 3 TELECOM 87, GENEVA. PTT DE-REGULATION.

QUARTER: 3 INFORMATICS MISSION IN NORWAY. OFFICE EQUIPMENT  
SHOW, OSLO.

QUARTER: 3 VISITED PTT REGARDING MULTI-MICROWAVE DISTRIBUTION  
SYSTEM. ATTENDED CATV EXHIBITION IN OSLO.

QUARTER: 4 -----

CONFIRMED JV WITH NORSK MARCONI AND VERY LIKELY  
SUCCESS ON SALE OF MLS SYSTEM TO NORWAY.

AGENCY AGREEMENTS(5) UNDER NEGOTIATIONS WITH IN-  
TRODUCTION NORWEGIAN COMPANIES DURING SHOW. PTT  
DE-REGULATION DELAYED-CAUSING DELAY IN POSSIBLE  
SALES.

AGENCY AGREEMENTS(5) UNDER NEGOTIATIONS WITH IN-  
CREASED AWARENESS OF CDN TECH. AVAILABLE. NO  
SEMINAR CONDUCTED AS INDIVIDUAL VISITS ARRANGED  
INSTEAD. ATTENDED & ESTABLISHED SEVERAL NEW  
CONTACTS.

NORWEGIAN PTT HAS SHIFTED EMPHASIS & NO LONGER  
INTERESTED IN MMDS. INCREASED AWARENESS OF CDN  
INTEREST & CURRENTLY WORKING ON REPORT.

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :433-OSLO

003-GRAINS AND OILSEEDS  
NORWAY

Page 138

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUING DIALOGUE WITH NORWEGIAN GRAIN CORPORATION TO PROMOTE  
THE USE OF CANADIAN WHEAT.

INCREASE IMPORTS OF CANADIAN WHEAT.

DEVELOP CLOSER CONTACTS WITH IMPORT ORGANIZATION TO ENCOURAGE USE  
OF CANOLA IN ANIMAL FEED.

INCREASE THE USE OF CANOLA IN ANIMAL FEED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISSION FROM CANOLA COUNCIL VISITED NORWAY  
TO PROMOTE SALES OF CANOLA MEAL.

CANOLA NOT YET SOLD INTO NORWAY BECAUSE OF PRICE  
NORWEGIAN IMPORTERS WILL RE-EVALUATE CANOLA  
PURCHASES.

QUARTER: 2 -----

QUARTER: 3 CONTINUED CALLS ON NORWEGIAN GRAIN CORPORATION.

PRICE DIFFERENTIAL BETWEEN CANOLA PELLETS &  
EUROPEAN MEAL STILL TOO HIGH. TOTAL EXPORTS FROM  
CDA IN 87 WERE 34,000 TONS BUT ALL BASED ON 86  
CONTRACTS. NO CONTRACTS SIGNED IN 87.

QUARTER: 4 -----



PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

OIL & GAS EQUIPMENT, SERVICES ALL SUB-SECTORS  
CONTINUE TO LIAISE WITH ALL MAJOR NORWGN FIRMS INVOLVED IN OFFSHORE  
OIL AND GAS EXPLORATION AND DEVELOPMENT TO ENSURE AWARENESS OF  
POTENTIAL CANADIAN OFFSHORE DEVELOPMENT.

CONTINUED NRWGN INVESTMENT WILL DEPEND  
UPON ANNOUNCEMENT OF HIBERNIA DEVELOP-  
MENT. IF GO AHEAD ANNOUNCED, TWELVE NEW  
INVESTMENTS ANTICIPATED.

FISHERIES, SEA PRODUCTS & SERV. SERVICES INCLUDING CONSULTING  
LIAISE WITH NORWGN EXPORT COUNCIL, NRWGN BANKS AND VARIOUS INDUSTRY  
ASSOCIATIONS TO IDENTIFY POSSIBLE INVESTORS IN CANADIAN AQUACULTURE  
DEVELOPMENTS.

TEN NEW FARMS AND/OR PRODUCT SUPPLIERS TO  
ESTABLISH IN CANADA.

FOREST PRODUCTS, EQUIP, SERVICES EQUIPMENT AND MACHINERY  
LIAISE WITH MAJOR NORWG MANUFACTURERS OF FOREST PRODUCT EQUIPMENT TO  
ENSURE THEY ARE AWARE OF CANADIAN INVESTMENT OPPORTUNITIES.

GREATER AWARENESS OF CANADIAN REQUIREMENTS  
AND POSSIBLE J.V. DEVELOPMENT.

CONSUMER PRODUCTS APPAREL (CLOTH, FUR, SHOES) TEXT  
CORRESPOND WITH BIK BOK COMPANY A/S, ONE OF LARGEST AND FASTEST  
GROWING NORWGN CLOTHING FIRMS IN ATTEMPT TO HAVE THEM ESTABLISH  
MANUFACTURING FACILITY FOR NORTH AMERICA IN CANADA.

BIK BOK TO ESTABLISH IN CANADA.

COMM. & INFORM. EQP. & SERV COMPUTERS, SOFTWARE & SYSTEMS  
LIAISE WITH MAJOR COMPUTER/SOFTWARE FIRMS AND ENCOURAGE DEVELOPMENT  
IN CANADA.

TRY TO CONVINCENORSK DATA A/S TO  
ESTABLISH CANADIAN SUBSIDIARY.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE  
EXPLORE THROUGH AUTOMOTIVE PARTS ASSOCIATION AND MAJOR FIRMS,  
POSSIBILITY OF J.V. IN CANADA.

IF ATMOSPHERE IS RIGHT THEN TRY TO  
ESTABLISH NORWGN/CANADIAN J.V.

NON SECTORALLY ORIENTED ACTIVITIES

CONTACT ALL NORWEGIAN BANKS DURING SERIES OF CORPORATE LIAISON CALLS  
TO ENSURE THEY AND THEIR CORPORATE CUSTOMERS ARE AWARE OF INVESTMENT  
OPPORTUNITIES IN CANADA.

ENSURE ALL NORWEGIAN BANKS ARE UP-TO-DATE  
ON CANADA AS A PLACE FOR INVESTMENT.



TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-34 MEMBER NEWFOUNDLAND & LABRADOR OFFSHORE OIL & GAS MISSION VISITED NORWAY TO PROMOTE JOINT-VENTURE. -CDN MINISTER OF STATE FOR SCIENCE & TECHNOLOGY LED MISSION TO EXAMINE JOINT-VENTURES TECHNOLOGY TRANSFERS & SCIENTIFIC EXCHANGES. -EXEC. V. P. OF INVEST CDA MET WITH NORWEGIAN INTERLOCUTORS TO STRESS CANADA'S OPEN FOR BUSINESS POLICY AND EXAMINE PROCEDURES FOR INVESTMENT.

-FIRM INTEREST BY NORWEGIAN CO'S. AWAITING ANNOUNCEMENT ON HIBERNIA DEVELOPMENT. 16 JOINT-VENTURES PENDING. -KEEN INTEREST BY 7 LARGEST NORWEGIAN FIRMS WHO MET WITH MINISTER. REQUEST PRECISE INFORMATION ON VARIOUS ASPECTS OF INVESTING IN CANADA. -NORWEGIAN INDUSTRIAL FUND WILL SUPPORT NORWEGIAN INVESTMENT IN CANADA.

QUARTER : 2

AQUACULTURE INVESTMENT SEMINAR IN CONJUNCTION WITH THE PROVINCE OF BRITISH COLUMBIA AND 3 LEADING NORWEGIAN BANKS WAS ORGANIZED AND IMPLEMENTED BY THE POST. CANADA NORWAY OFFSHORE WORKING GROUP MISSION TO CANADA.

OVER 100 PARTICIPANTS REGISTERED FOR THE SEMINAR WHICH ALLOWED FOR AN EXCELLENT EXCHANGE BETWEEN CDN COS & POTEN'L NRWGN INVSTRS. WHILE B. C. REC'D PRIMARY FOCUS, EAST COAST POTEN'L WAS ALSO IDENTIFIED WITH MORE INTEREST BEING SHOWN BY NRWGN INVSTRS IN THIS REGION OF CDA AS WELL. MEMBERS OF NRWGN DELEGA'N MET WITH CDN COS IN AN ATTEMPT TO FIND POSSIBLE JV PARTNERS. INITIAL INDICATIONS ARE THAT MORE COOPERATION IS POSSIBLE.

QUARTER : 3

CORPORATION LIAISON VISITS ON LEADING NORWEGIAN COMPANIES WITH INVESTMENT POTENTIAL AS WELL AS NORWEGIAN BANKS & DISTRIBUTION OF CDA/USA FREE TRADE AGREEMENT INFORMATION TO POTENTIAL INVESTORS. (02) CORPORATE LIAISON VISITS & INVESTMENT SEMINAR IN ICELAND.

AQUACULTURE CONTINUES TO PLAY LARGE ROLE IN NORWAY/CDA INVESTMENT DEVELOPMENT. GROWING INTEREST AS RESULT OF CDA/USA FREE TRADE AGREEMENT HOWEVER, NORWEGIAN ECONOMY BEGINNING TO SLOW DOWN WHICH MAY IMPACT ADVERSELY ON FOREIGN INVESTMENT OPPORTUNITIES. (12) NEW REGULATIONS ALLOWING ICELANDIC FIRMS TO INVEST ABROAD MAY HAVE POSITIVE RESULTS FOR CDA.

QUARTER : 4

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REPORT 4A  
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

Page 141

POST : 433-OSLO

PARLIA. STANDING COM. ON FISHERIES & OCEANS VISIT TO NORWAY  
THE HON. TOM RIDEOUT, MIN. OF FISH. NFLD&LAB. VISIT TO NORWAY  
NORWEGIAN PETROLEUM DIR. DELEGATION'S VISIT TO CANADA  
NORSK HYDRO A/S, PETROLEUM DIVISION'S DELEGATION VISIT TO CDA  
REPORTS ON NOR. INDUS. SCANDALS(MONGSTAD/STATOIL/TYSSDAL)

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 142

POST : 410-PARIS

001-AGRI & FOOD PRODUCTS & SERVICE  
FRANCE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

IDENTIFICATION OF POTENTIAL CANADIAN EXPORTERS WHO COULD MEET  
NEEDS (DEMAND) ALREADY IDENTIFIED BY THE EMBASSY.

SEEDS & SPECIAL CROPS

MARKET STUDIES (TO BE DONE) FOR PRODUCTS IN THIS SUB-SECTOR.

INFORMATION/AWARENESS CAMPAIGN AMONG BUYERS, USERS OR CONSUMERS.

MEATS & MEAT BY-PRODUCTS

FRENCH APPROVAL OF CANADIAN PROCESSING PLANTS.

PRESENT CANADIAN PROCESSED MEAT PRODUCTS TO BUYERS FOR BIG  
CENTRAL DISTRIBUTORS.

SEMI & PROCESSED FOOD & DRINK

IDENTIFICATION OF CANADIAN EXPORTERS AND POTENTIAL FRENCH  
IMPORTERS. COMPUTERIZATION OF DATA.

ORGANIZATION OF TWO WEEK VISIT WITH A LARGE STORE.

PRESENTATION OF CANADIAN PRODUCTS TO BUYERS IN LARGE DISTRIBUTION  
CHAINS.

ANTICIPATED RESULTS:

BETTER RESPONSE TO GROWING DEMAND.

GREATER FAMILIARITY WITH MARKET  
CHARACTERISTICS.

DIRECT THE DEMAND TOWARD CANADIAN PRODUCTS.

INCREASE NUMBER OF POTENTIAL SUPPLIERS.

SIGNIFICANT GROWTH IN SALES.

BETTER COORDINATION BETWEEN SUPPLY AND DEMAND

INTRODUCE NEW PRODUCTS.

INTRODUCE NEW PRODUCTS AND INCREASE SALES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 SUIVI AU S. I. A. PREPARATION OFFENSIVE COMMERCIA-  
LE DES PRODUITS DE LA MER. ETUDE SUR COMMERCIAL-  
ISATION DU HOMARD MARCHE DU SUMON

QUARTER: 2 -----

QUARTER: 3 ACCES AU MARCHÉ FRANÇAIS.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

IMPORTANTES RETOMBÉES ET RAPPORTS A OTTAWA.  
PRVUE POUR OCTOBRE 87 - "MOIS DE LA MER"  
REMISE - ETUDE ENTREPRISE.

INTERVENTION POUR OBTENIR AGREMENTS D'USINE DE  
TRANSFORMATION DE VIANDE.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 410-PARIS

002-FISHERIES, SEA PRODUCTS & SERV.  
FRANCE

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	FISH & SHELLFISH & OTHER PROD	
	IDENTIFICATION OF CANADIAN EXPORTERS AND POTENTIAL FRENCH IMPORTERS. COMPUTERIZATION OF DATA.	BETTER COORDINATION BETWEEN SUPPLY AND DEMAND.
	STUDY OF CANADIAN LOBSTER MARKETING IN FRANCE AND ADVERTISING CAMPAIGN.	INCREASED SALES.
	STUDIES (BY THE MISSION) ON SOME PRODUCTS IN THE SECTOR, TO BE DISTRIBUTED TO CANADIAN EXPORTERS.	GREATER FAMILIARITY WITH FRENCH MARKET AMONG POTENTIAL EXPORTERS.
	CANADIAN SEAFOOD MONTH IN PARIS ORGANIZED WITH "FORTUNE DES MERS" (RESTAURATEUR AND SEAFOOD DISTRIBUTOR).	PUBLIC AWARENESS OF CANADIAN PRODUCTS IN THE SECTOR.

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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
QUARTER: 2	- OFFENSIVE COMMERCIALE PRODUITS DE LA MER ET HO MARD EN COLLABORATION AVEC SOCIETE FRANCAISE SOPROMER. -INFORMATISATION DES EXPORTATEURS/IM- PORTATEURS EN PROGRES.	CONTACTS PRIS; INDUSTRIE CANADIENNE NE DISPOSANT PAS DE PRODUITS FRAIS, NOUS NOUS RABATTONS SUR AUTRES PRODUITS. MOIS DE LA MER PREVU POUR OCTOBRE.
QUARTER: 3	OFFENSIVE COMMERCIALE, PRODUITS DE LA PECHE PREVUE POUR AUTOMNE 87.	TENUE A "LA FORTUNE DES MERS" D'UN MOIS CDNNE DE LA MER, OCT 87. AUTRES PRODUITS AGRO-ALIMENTAIRES CDNS ONT AUSSI ETE EXPOSES ET GOUTES.
QUARTER: 4	-----	

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 410-PARIS

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT FOR CANADAIR IN CL-215T AND CL-289 PROJECTS.

MAJOR SALES TO CIVIL SECURITY AND MINISTRY OF  
DEFENCE RESPECTIVELY.

SUPPORT FOR CONAIR IN F-27 WATER BOMBER PROJECT.

RENTALS AND SALES OF CONAIR F-27 TO CIVIL  
SECURITY.

IDENTIFICATION OF OTHER FRENCH OR CANADIAN PROJECTS IN WHICH  
INDUSTRIAL COOPERATION COULD BE UNDERTAKEN.

INCREASED INVESTMENT IN CANADA, TECHNOLOGY  
TRANSFER AND ADDITIONAL SALES.

AGGRESSIVE PROMOTION OF INDUSTRIAL COOPERATION BETWEEN CANADIAN  
AND FRENCH COMPANIES IN THE DEFENCE MATERIAL SECTOR.

LONG-TERM PENETRATION OF FRENCH MARKET BY  
CANADIAN EXPORTS (E. G. CL-125, CL-289)

ORGANIZATION OF CANADIAN PARTICIPATION IN INTERNATIONAL SPACE AND  
AERONAUTICS EXHIBIT IN PARIS IN 1987.

PROMOTE THE CANADIAN AVIATION INDUSTRY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEGOCIATIONS - CL 289 M.O.U.  
SALON AERONAUTIQUE DU BOURGET, JUIN 87  
VENTE DE CL-215T A SECURITE CIVILE.

COMITE TRILATERAL S'EST REUNIS A PARIS, PROGRES  
VERS UNE ENTENTE. GRAND SUCCES, 58 COMPAGNIES  
CANADIENNES PARTICIPANTES. CONCLUSION D'UN CON-  
TRACT (10 A 12 ANNEES) POUR BIENTOT.

QUARTER: 2 PROCESSUS SIGNATURE PAR FRANCE DE L'ACCORD  
MOU CL-289.

INTERVENTIONS AUPRES DGA, LIAISON AVEC INDUS-  
TRIE ET AMBASSADE DU CDA EN RFA NOUS PERMET-  
TENT DE RESPECTER ECHEANCIER.

QUARTER: 3 SIGNATURE PAR LES AUTORITES FRANCAISES DU MOU  
DU CL-289.

SUIVI ETROIT DES PROCEDURES DE SIGNATURE A DGA.  
COORDINATION DE STRATEGIE. MOU SIGNE LE 23 OCT  
87. RETOMBEES INDUSTRIELLES: +600 MILLIONS  
DOLLARS.

QUARTER: 3 CASAP - PROJET ACQUISITION SOUS-MARINS  
NUCLEAIRES.

RENCONTRES FREQUENTS AVEC DGA-DCN POUR ECHANGE  
INFORMATION.

QUARTER: 4 -----

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 410-PARIS

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

Page 145

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

DETAILED STUDY TO IDENTIFY OPENINGS.

DEVELOPMENT OF PLAN OF ACTION FOR EMBASSY IN THIS SECTOR.

DETAILED STUDY TO IDENTIFY POTENTIAL OPENINGS.

WHEN STUDY IS COMPLETED, DEVELOPMENT OF A LONG-TERM ACTION STRATEGY IN THIS SECTOR BY THE EMBASSY.

ANTICIPATED RESULTS:

IMPROVED POSITION IN SECTOR OF FRENCH MARKET.

GREATER FAMILIARITY WITH POTENTIAL OPENINGS.

STRENGTHENED POSITION FOR CANADIAN EXPORTERS IN FRANCE IN THIS SECTOR.

IMPLEMENTATION OF A PLAN OF ACTION WITH MULTI-SECTOR TARGET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 OBTENIR FACILITATION D'ENTREE DE PRODUITS CDNS  
DE TELECOMMUNICATIONS EN FRANCE.

QUARTER: 4 -----

ASSISTE NORTHERN TELECOM & BCE DANS PENETRATION  
DU MARCHE. ANNONCE, FIN OCT 87, D'IMPLANTATION DE  
NORTHERN TELECOM MERIDIAN EN FRANCE.



PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

DEFENCE PROGRAMS, PRODUCTS, SERV ALL SUB-SECTORS  
CONTINUE EFFORTS BEGUN IN THE DEFENCE SECTOR WITH A VIEW TO INCREASED  
INDUSTRIAL COOPERATION BETWEEN FRANCE AND CANADA.

INFLUENCE INDUSTRIAL INVESTORS CONCERNING  
INVESTMENT POSSIBILITIES IN CANADA.

ELECTRONICS EQUIP. & SERV INSTRUMENTATION  
IDENTIFY POTENTIAL INVESTORS IN CANADA IN ELECTRONICS EQUIP. AND SERV.  
INDUSTRIES. VISIT LEADERS OF THESE BUSINESSES AND INFORM THEM OF  
INVESTMENT POSSIBILITIES. FOLLOW UP THE MOST PROMISING LEADS AND  
ENCOURAGE CEOS TO VISIT CANADA.

CONSIDERABLE INCREASE IN NUMBER AND VALUE  
OF INVESTMENTS AND/OR TECHNOLOGY  
TRANSFERS.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE  
CONTINUE EFFORTS TO IMPLANT IN CANADA AND/OR TRANSFER TECHNOLOGY  
FROM FRENCH COMPANIES - MACHINERY AND AUTO PARTS.

MAINTAIN AND INCREASE THE RATE OF FRENCH  
TECHNOLOGY TRANSFER INVESTMENTS IN  
CANADA.

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY  
VISIT THE LEADERS OF FRENCH COMPANIES IN EDUC., MEDICAL, HEALTH  
PRODUCT INDUSTRIES TO GAIN FAMILIARITY WITH THEIR EXPANSION PLANS.  
SEEK POTENTIAL INVESTORS. FOLLOW UP ON CONTACTS.

DEVELOP A GREATER FAMILIARITY WITH THE  
POTENTIAL AND BENEFITS OF THE CANADIAN  
MARKET.

COMM. & INFORM. EQP. & SERV ROBOTICS & ARTIFICIAL INTELL.  
VISIT THE LEADERS OF FRENCH COMPANIES THAT PRODUCE ROBOTICS AND  
ELECTRONIC PRODUCTION EQUIPMENT TO POINT OUT CANADA'S INDUSTRIAL  
POTENTIAL. DO FOLLOW-UP IN MOST PROMISING CASES.

MAKE LEADERS AWARE OF THE BENEFITS OF  
SETTING UP SHOP IN CANADA OR OF TRANS-  
FERRING TECHNOLOGY TO CANADA.

AGRI & FOOD PRODUCTS & SERVICE SEMI & PROCESSED FOOD & DRINK  
CONTACT THE MAJOR FRENCH AGRI-FOOD AND FISHING COOPERATIVES ALREADY  
IDENTIFIED AS PRIORITY POTENTIAL INVESTORS AND ENSURE CLOSE FOLLOW-  
UP.

PARTNERSHIP WITH CANADIAN COMPANIES,  
INVESTMENT.

NON SECTORALLY ORIENTED ACTIVITIES

IN RECENT MONTHS WE HAVE KEPT ABOUT 100 PROMISING FILES THAT REQUIRE  
REGULAR CONTACTS WITH THE COMPANIES IN QUESTION (30 ARE PRIORITY  
FILES).

POSITIVE RETURN ON INVESTMENTS IN THE  
FORM OF JOINT VENTURES OR DIRECT  
IMPLANTATION (GREENFIELD).

DEVELOPMENT OF CONTACTS WITH REGIONAL AND LOCAL CHAMBERS OF COMMERCE  
AND FRENCH BANKS IN ORDER THAT THEY MIGHT BECOME PARTNERS IN THE  
PROMOTION AND DEVELOPMENT OF INVESTMENTS IN CANADA.

INCREASE AWARENESS IN BUSINESS CIRCLES  
AND AMONG MAIN ECONOMIC DECISION-  
MAKERS IN THE INDUSTRIAL POTENTIAL OF  
CANADA.

MAINTAIN A PROGRAM OF TRADE CONTACTS IN THE ALSACE-LORRAINE REGION  
FOLLOWING CLOSING OF THE STRASBOURG CONSULATE; IN THE RHONE-ALPES  
REGION FOLLOWING THE OPENING OF OUR CONSULATE, AND IN THE TOULOUSE  
REGION, WHICH IS KNOWN FOR ITS HIGH TECHNOLOGY INDUSTRIES.

PROMOTION OF CANADA AS A COUNTRY OPEN TO  
FOREIGN INVESTORS. ADDITIONAL POTENTIAL  
INVESTORS WOULD BE IDENTIFIED.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-MAILINGS PROMOTION - 00 PME/PMI, 100 GRANDES SOCIETES, 50 GRANDS INVESTISSEURS. -PHASE II: ETUDES DE MARCHÉ DU MEIR. -ORGANISATION DU VOYAGE PRES D'INV CDA. -REDACTION DU 'PROSPECTUS' INVESTISSEMENT. -INTERVENTION AUPRES DE THOMSON-CSF ET AEROSPATIALE POUR ACCORDS DE JOINT VENTURES ET INVESTISSEMENTS.

-IDENTIFICATION DES INVESTISSEURS POTENTIELS.  
-PROSPECTION INVESTISSEURS POTENTIELS.  
-APPUI AUX ACTIVITES DU PROGRAMME.  
-SOC. CANADIENNES PELORUS ET SED SYSTEMS HELICOPTERES ET PROGRAMME AIRBUS.

QUARTER : 2

POURSUITE DE LA PHASE II, ETUDE DE MARCHÉ (DANS SECTEURS BIOTECHNOLOGIE, MATERIAUX AVANCES ET ELECTRONIQUE) FINANCE PAR INVESTISSEMENT CANADA ET LE MEIR.

- AVONS CONTACTE PRES DE 60% DES 250 FIRMES IDENTIFIEES PAR CETTE ETUDE.  
- AVONS RENCONTRE UNE SOIXANTAINNE DE CIES/INVESTISSEURS POTENTIELS FRANCAIS.  
- AVONS RETENU 35 COSIETES QUI FONT MAINTENANT PARTIE DU PARINVEST.

QUARTER : 3

POURSUITE PHASE II ETUDE IDENTIFICATION SOCIETES FRANCAISES/INVESTISSEURS POTENTIELS (RENCONTRES AVEC SOCIETES); (02)REDACTION DES PROSPECTUS DE CES SOCIETES (49 PROSPECTUS COMPLETES AU 23/12/87); (03)DEVOIR TEMPORAIRE AU CDA LES 15, 16, 17 & 18 DECEMBRE 87.

PROSPECTION INVESTISSEURS POTENTIELS  
ENVOIE PROSPECTUS AU CDA (MEIR, AFFAIRES EXTERIEURS, INVESTISSEMENT CDA) POUR IDENTIFICATION PARTENAIRES CANADIENS; (13)RENCONTRES AVEC CONTACTS AU SEIN DE DIVERS MINISTERES CANADIENS AU SUBJET DOSSIERS INVESTISSEMENT.

QUARTER : 4

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

POST : 410-PARIS

JOURNEE ECONOMIQUE CDN A TOULOUSE (8-9 DEC 87)  
VISITE DU MINISTRE DES COMMUNICATIONS  
SEMINAIRE "LOGICIELS" A LA CHAMBRE DE COMM FRANCE-CDA  
PREPARATIONS BRIEFINGS & ACCOMPAGNEMENT 2 MISSIONS PARLEMEN-  
TAIRES D'OTTAWA (TRANSPORT, SCIENCE & TECH); (05)SEMINAIRE  
ORGANISE AVEC ONT & QUE SUR COOP INDI DANS DOMAINE DEFENSE;  
(06)RAPPORT SUR LES OLEAGINEUX; (07)RAPPORT SUR LES PRIVATI-  
SATIONS EN FRANCE; (08)ECONOMIE FRANCAISE EN 87/88;  
RAPPORTS SUR LES INVESTISSEMENTS FRANCE-CDA ET CDA-FRANCE  
RAPPORTS SUR ECHANGES COMMERCIAUX FRANCE-CDA

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 472-PRAQUE

009-Forest Products, Equip, Services  
CZECHOSLOVAKIA

Page 149

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CONTINUATION OF INTENSIVE POST LOBBYING OF HIGH-LEVEL CSSR OFFICIALS IN SUPPORT OF A CDN COMPANY MARKET DEVELOPMENT WORK (RUZOMBEROK PAPER MILL PROJECT).

INCREASED POST LIAISON WITH CZECH MINISTRY OF INDUSTRY TO PROMOTE INTERESTS OF CANADIAN COMPANIES IN ZDIREC AND VRBNO SAWMILL PROJECTS.

SUPPORT ONGOING MARKETING ACTIVITIES OF CANADIAN COMPANIES AT TELSÁ ORAVA (EQUIPMENT FOR PRODUCTION OF WOODEN TV CONSOLES).

POST TO HELP ORGANIZE INCOMING REFERENCE TRIP OF SENIOR CSSR PULP AND PAPER INDUSTRY OFFICIALS (RUZOMBEROK PAPER MILL PROJECT)

MARKET INTERESTS OF TWO SAWMILLING EQUIPMENT MANUFACTURERS ARE TO BE PROMOTED IN SLOVAKIA.

PROMOTION OF CANADIAN COMPANY INTERESTS IN FURNITURE INDUSTRIES OF BOTH REPUBLICS.

WE EXPECT THE CDN COMPANY TO BE SUCCESSFUL IN WINNING THIS CONTRACT IN 1987.

AT LEAST ONE CONTRACT (ZDIREC) TO BE SIGNED WITH CANADIAN COMPANIES IN 1987.

TWO VISITS TO SLOVAKIA PLANNED BEFORE JUNE 87 POSSIBLE INCOMING REFERENCE VISIT BY DECEMBER 1987.

TO BE COMPLETED BY MARCH 87; INITIATIVE MAY PROVE DECISIVE IN CONTRACT DECISION MAKING

AT LEAST ONE TRIP TO SLOVAKIA WILL TAKE PLACE BEFORE JUNE 1987.

ONE VISIT TO MORAVIAN AND SLOVAK FURNITURE ENTERPRISES WILL TAKE PLACE BEFORE JUNE 1987.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTENSIVE LOBBYING OF HIGH-LEVEL CSSR OFFICIALS IN SUPPORT OF H. A. SIMONS (OVERSEAS) LTD. /RUZOMBEROK PAPER MACHINE PROJECT. POST LIAISON WITH LOCAL AUTHORITIES RE. ZDIRECT SAWMILL PROJECT. MARKETING SUPPORT FOR AUTOMATIC 'V' GROOVE LTD.

MET WITH DPM HRIVNAK, MFT MIN. URBAN MAY 14-15 RE RUZOMBEROK; PROSPECTS OF SIMONS' REVISED OFFER BEING ACCEPTED BY CLIENT IN FALL '87 LOOK GOOD NUMEROUS POST PROMOTION ACTIVITIES RE. ZDIREC SAWMILL; CLIENT HAS INDICATED PREFERENCE FOR AUST/

QUARTER: 2 CONTINUA'N OF INTENSIVE LOBBYING OF SR CSSR OFFICIALS IN SUPPORT OF H. A. SIMONS (OVERSEAS) LTD. RE. RUZOMBEROK PAPER MACHINE PROJECT. ONGOING SUPPORT FOR KCCI/IRGI RE. ZDIREC SAWMILL PROJECT.

IN CONTEXT OF B. C. TRADE MISSION AND BRND FAIR HAD SEVERAL MEETINGS AT HIGH LEVEL E. G. DPM'S POTAC AND OBZINA, MIN. OF FOREIGN TRADE URBAN, ETC. MADE STRONG CASE FOR CDN. TECHNOLOGY AND COMPANY CREDENTIALS FOR BOTH PROJECTS.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 472-PRAGUE

011-OIL & GAS EQUIPMENT, SERVICES  
CZECHOSLOVAKIA

Page 150

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

VISIT BY CSSR MINISTER OF FUEL AND POWER TO CANADA AND ALBERTA,  
SPRING 1987

REGULAR VISITS CANADIAN COMPANIES TO CSSR

REFERENCE TRIP BY LOCAL AUTHORITIES TO VANCOUVER IN SUPPORT OF  
KORAMO KOLIN LUBE OIL REREFINING PROJECT.

MAIL DISTRIBUTION OF COMPANY LITERATURE AND FOLLOW UP ON  
RESULTING INQUIRIES

PLACING THIS AREA OF COMMERCIAL ACTIVITY ON AGENDA OF IRREGULAR  
BILATERAL TRADE CONSULTATIONS

POSSIBLE SIGNING OF LONG TERM COOPERATION  
AGREEMENT(S) WITH CANADIAN COMPAN(IES), BY  
JUNE 1987

INITIAL CONTRACT SIGNINGS BY SOME OF THOSE  
FIRMS CURRENTLY ACTIVE, BY JUNE 1987

INITIATIVE TO BE COMPLETED BY MARCH 1987; KEY  
DECISION-MAKERS TO BE POSITIVELY INFLUENCED.

IDENTIFICATION OF NEW BUSINESS OPPORTUNITIES,  
BY JUNE 1987

CONFIRMATION OF SUPPORT BY SENIOR CSSR TRADE  
POLICY OFFICIAL OF CANADIAN COMPANY EFFORTS  
IN THIS SECTOR

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT TO CDA BY MIN. EHRENBERGER, SPRING 87. PRO-  
RAM ASSISTANCE FOR CDN COMPANY VISITS TO CSSR  
FINALIZATION OF ARRANGEMENTS FOR KORAMO KOLIN  
REFERENCE VISIT TO B. C.

QUARTER: 2 CONTINUED MONITORING OF KORAMO KOLIN USED OIL  
REFINING PROJECT AND SUPPORT FOR MOHAWK OIL LTD.  
-MINISTER OF FUEL AND POWER EHRENBERGER VISIT TO  
CANADA.

QUARTER: 3 FURTHER INVESTIGATION OF 3RD COUNTRY MARKETS FOR  
USED OIL RE-REFINING FACILITIES HAVING BEARING  
ON KORAMO KOLIN PROJECT. CONTINUED SUPPORT &  
LOBBYING EFFORT ON BEHALF OF IRGI/MOHAWK/PBS RE:  
KORAMO KOLIN.

QUARTER: 4 -----

EHRENBERGER VISIT NOW CONFIRMED FOR SEPT. 87  
COORDINATED CSSR PARTICIPATION AT INTRCAN 87;  
EXCELLENT PROSPECTS FOR COLLABORATION ESTABLISH-  
ED. KORAMO KOLIN PREFERENCE VISIT TO BC SCHEDUL-  
ED FOR AUG; MOHAWK OIL PROPOSAL RESUBMITTED TO

-MOHAWK PART OF BC MISSION. MET WITH KEY DECISION  
MAKERS DURING BRNO FAIR. CLARIFIED REMAINING  
TECHN. QUESTIONS RE PERFORMANCE GUARANTEES.  
BETTER PICTURE OF WHEN PROJ WILL GO FORWARD.  
FOLLOW-UP: SEV. POTEN'L PURCH. RESULTED FM VISIT.

IDENTICAL ALGERIAN PROJECT OF INTEREST FOR CSSR;  
PERSUADED TECHNOEXPORT TO CONSIDER CDN PARTNERS  
FOR PROJECT. PERSUADED CSSR SIDE TO CONSIDER  
ADDITIONAL TECH. INFOR SUPPLIED LATE BY CDN  
GROUP.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 472-PRAGUE

001-AGRI & FOOD PRODUCTS & SERVICE  
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

SUCCESSFUL DELIVERY OF RED HOLSTEIN EMBRYOS FROM ALBERTA (INITIAL CONTRACT ALREADY SIGNED).

SOME SMALL SCALE PROMOTION OF CDN BREEDING CATTLE, IN ANTICIPATION OF A FURTHER ORDER BY CSSR IN 1987; LIAISON SUPPORT FOR BUYER VIS-A-VIS AGCAN (HEALTH CERT.)

VISIT OF CZECHOSLOVAK MINISTER OF AGRICULTURE MR. M. TOMAN TO CANADA IN SPRING 1987.

POST TO WORK CLOSELY WITH CDN FIRM TO EXPLORE POSSIBILITIES FOR ESTABLISHING A FULL-FLEDGED COOPERATION AGREEMENT WITH LOCAL AGRICULTURAL ENTERPRISE (SLUSOVICE).

FURTHER ORDERS OF EMBRYOS ANTICIPATED IN 1987/88.

A LIVE CATTLE CONTRACT FOR CANADA IN 1987.

INITIATIVE WILL FURTHER STIMULATE LOCAL INTEREST IN CDA SOURCES OF SUPPLY IN SECTOR

CANNOT BE PREDICTED AT THIS TIME.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 HIGH LEVEL VISIT BY AG. MINISTER TOWAN TO CDA. NURTURE DEVELOPMENT OF LONG TERM RELATIONSHIP BETWEEN CANADA AND SLUSOVICE COOP.

TOMAN VISIT TO CDA TOOK PLACE JUNE 18-23; POST COORDINATED PROGRAM IN PRAGUE FOR AG. CAN DELEGATION LED BY DM NOREAU, APRIL 87. POST MET WITH SLUSOVICE COMMODITY SPECIALISTS; WB1/VIAPAX COLLABORATING ON SLUSOVICE PROMOTION.

QUARTER: 2 -AGRICULTURE CANADA PLANT PROTECTION MISSION TO CSSR (SEPT. 7-9).  
-PROVINCE OF ALBERTA SWINE BREEDING MISSION TO CSSR (SEPT. 28-30).

-PROGRESS MADE IN DEFINING CSSR REQ'MENTS FOR IMPRTN OF PLANT PRODUCTS, SEEDS ETC. DISCUSSION OF COOPERATION IN PLANT BREEDING. -MAJOR PROGRESS TOWARD CONCLUSION OF JOINT SWINE BREEDING PROJECT.

QUARTER: 3 ALBERTA CATTLE BREEDING MISSION TO CSSR (OCT 7-11); LIAISON WITH CSSR ORGANIZATION RE: CATTLE EMBRYO SALES BY WESTERN BREEDERS.

EMBRYO TRANSFERS (WESTERN BREEDERS) COMPLETED WITH SUCCESS RATE OF 58%. MEMBERSHIP OF CDN SIDE OF AGRIC. WORKING GROUP CONVEYED TO CSSR SIDE.

QUARTER: 4 -----

REPORT 4A  
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

Page 152

POST : 472-PRAGUE

PROV. OF ALBERTA DELEGATION & GAS MISSION OCT. 27-NOV. 1  
TOUR OF SLOVAKIA NOV. 9-11, WITH AMBASSADOR

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 403-ROME

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE & MARINE

EFFORTS JUST COMPLETED ON RECONVENING OF CDN ITALY RDP COMMITTEE MEETINGS & OF DIALOGUE AT MINISTERIAL LEVEL IN DEFENCE SECTOR.

FOLLOW UP ON RECENT INDUSTRIAL COOPERATION MISSION TO CDA FROM ITALY THAT INCLUDED SMALL DEFENCE SECTOR.

DIALOGUE AND CLOSE LIAISON WITH ITLN DEFENCE MINISTRY AND ITLN PRIVATE SECTOR DEFENCE FIRMS.

ATTEND D.P.B. HIGH TECH CONFERENCE IN OTTAWA.

DIRECT FOLLOW UP WITH INTL FIRMS IN DEFENCE SECTOR THAT WERE ON THE FORMICA MISSION TO CANADA.

SCHEDULED REGULAR MEETINGS WITH SENIOR PLANNING OFFICIALS ITLN MIN DEFENCE TO DETERMINE, AS WE HAVE DONE IN PAST, IMMEDIATE & MED. TERM ITLN PROJECTS INCLUDING EUREKA PROJECTS WHERE THERE IS POSSIBILITY FOR CDN PARTICIPATION.

FIRST OF BILATERAL RDP COMMITTEE MEETING IN 3 - 4 YEARS WILL TAKE PLACE EARLY SPRING OF 1987.

JOINT VENTURES WITH ITALY IN FIELDS OF ELECTRONICS, ARMAMENTS & AEROSPACE THAT WILL RESULT IN INCREASED CDN SALES.

INCREASED J.V.'S AND REPRESENTATIONAL AGREEMENTS FOR CDN COMPANIES.

INCREASED KNOWLEDGE OF NEW CDN FIRMS AND PRODUCTS IN DEFENCE SECTOR.

CONCLUSION OF COLLABORATION AGREEMENTS FOR SUCH PRODUCTS AS L.A.V.'S, UPGRADE LEOP I TANK NIGHT COMBAT EQUIPMENT.

IDENTIFICATION OF NEW PROJ. COMING UP IN ITALY IN DEFENCE PROGRAMS & PRODUCTS THAT WILL BE OF INTEREST TO CDN FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) RECONVENING OF BILAT. RDP; B) PROMOTION OF IMPROVED POLIT. RELNS W. DEFENCE MIN. THUS REDUCING BARRIERS TO CDN GOODS; C) ENCOURAGEMENT ITAL-CDN J.V.'S.

A) STAGE SET FOR RESUMED RDP; B) AIDED IDENTIFIED ITAL PARTNERS FOR TWO CDN FIRMS NOW BIDDING ON AIRFORCE (\$40M) AND NAVY PROJECTS; C) OBTAINED SETTLEMENT \$1M DEBT OWED SPAR AEROSPACE; D) SALE OF CAE SIMULATOR.

QUARTER: 2 RENEWAL OF DIALOGUE WITH ITALIAN AUTHORITIES ON TRADE IN DEFENCE SECTOR.

PREPARATORY MEETING FOR RDP COMMITTEE EARLY 1988 WITH ITALIAN AUTHORITIES HELD ON SEPTEMBER 11, 1987.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 403-ROME

002-FISHERIES, SEA PRODUCTS & SERV.  
ITALY

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	FISH & SHELLFISH & OTHER PROD	
	OBTAIN ITALIAN MINISTRY OF HEALTH AUTHORIZATION FOR EASTERN CDN COASTAL WATERS TO PERMIT IMPORT OF CLAMS.	OBTAIN AUTHORIZATION
	OBTAIN DOCUMENTATION FM FANDO CANADA REQUIRED TO OBTAIN AUTHORIZATION OF ITALIAN MINISTRY OF HEALTH TO PERMIT IMPORT OF QUICK-FROZEN FOODS.	OBTAIN AUTHORIZATION
	ATTEMPT TO OBTAIN AGENCIES FOR CANADIAN EXPORTERS OF LIVE LOBSTERS.	ONE AGENCY AGREEMENT.
	DEVELOP AGENCIES FOR CDN SALMON SMOKERS	2 -3 NEW AGENCY AGREEMENTS
	SPONSOR AND ORGANIZE RECEPTION FEATURING CANADIAN SALMON AND CRAB PRODUCTS. INVITEES ITLN IMPORTERS, DISTRIBUTORS AND END USERS.	INCREASED SALES OF THESE LINES TO ITALY.
	PURCHASE SMALL PERSONAL COMPUTER AND ESTABLISH DATA BASE OF ITLN FISH IMPORTERS. REGULAR MAILINGS TO THESE CONTACTS.	PERMIT OFFICE TO ASSUME MORE ACTIVE TRADE PROMOTION AND SELECT LOCAL FIRMS WE WISH TO DEAL WITH.
<hr/>		
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	CREATION OF FISHERIES SECTOR DATA BASE, INITIATION OF REGULAR MILLINGS, DEVELOPMENT OF NEW EXPORT CONTACTS FOR CLAMS, LOBSTER AND SALMON.	SEVERAL BUYING CONNECTIONS, BUT NO SIGNIFICANT BUSINESS.
QUARTER: 2	- ESTABLISHMENT OF AGENCIES FOR LIVE LOBSTERS AND CLAMS. - PURCHASE OF MICRO-COMPUTER FOR USE IN FISH PRODUCTS PROMOTION.	- ESTABLISHMENT OF ONE NEW AGENCY FOR LIVE LOBS- TER AND OTHER SHELLFISH. - LACK OF FIANCIAL RESOURCES PEVETED PURCHASE PROMOTIONAL PLAN POSTPONED UNTIL BUDGET PERMITS.
QUARTER: 3	-----	
QUARTER: 4	-----	



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 403-ROME

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

FOLLOW UP TO FORMICA MISSION TO CANADA THAT INCLUDED SEVERAL ITALIAN FIRMS IN TRANSPORTATION SECTOR.

SPECIAL PROMOTION WITH ITLN DEPT. OF AGRICULTURE IN CONJUNCTION WITH LOCAL AGENT OF CANADIAR OF CDN FIRM'S WATERBOMBERS.

PROVISION OF PRICING & TECHNICAL INFORMATION TO ITLN CONSTRUCTION AND ENGINEERING COMPANIES, ESPECIALLY THOSE ENGAGED IN OVERSEAS WORK

ONE MAJOR CDN TRANSPORTATION FIRM IS A KEY TO FURTHER PROMOTION IN THIS SECTOR. THEY ALREADY HAVE SOME CORPORATE LINKS WITH ITLN FIRMS. ENCOURAGE & ORGANIZE VISIT TO ITALY OF SENIOR EXECUTIVES FOR FURTHER DISCUSSIONS HERE.

JOINT VENTURES ESPECIALLY FOR PROJECTS IN THIRD MARKETS. SALE OF COMPONENTS AND TECHNOLOGY.

SALE OF TWO ADDITIONAL WATERBOMBERS TO ITALY IN 1987.

SALE OF TWO HYSTAR AIR SHIPS FOR AERIAL SURVEY & CONSTRUCTION WORK ON OVERSEAS PROJECTS BEING HANDLED BY ITLN FIRMS.

JOINT VENTURES FOR PROJECTS IN ITALY AND THIRD MARKETS. SALE OF COMPONENTS & KNOWHOW FROM CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) PROMOTION OF SALE OF TWO ADDITIONAL CANADAIR H2O BOMBERS AND HYSTAR AIRSHIPS  
B) CDA-ITAL COLLABORATION IN URBAN AND RAIL.

A) INTERVENTION W. GOVT RE: FINALIZATION H2O BOMBER SALE. B) VISIT OF DTDC TO ANSALDO TRANSPORT RE LRT EGPT J.V.  
C) PARIS AIR SHOW - I.D. NEW HIGHTECH POSS. FOR ITAL PROMO.

QUARTER: 1 PURSUE OPPORTUNITIES FOR INDUSTRIAL COOP WITH ITL FIRMS PARTICIPATING IN EUREKA PROJECTS IN AREAS OF ELECTRONICS + TELECOMMUNICATIONS, ROBOTICS + AUTOMATION, BIOTECHNOLOGY & INFORMATICS.

CONTACTS ESTABLISHED BETWEEN 15 CDN HI-TECH FIRMS PART OF RECENT DRIE MIN. MISSION TO ITALY AND 20 ITALIAN PARTICIPANTS IN EUREKA PROJECTS.

QUARTER: 2 PURSUE SALE OF 20 WATER BOMBERS AND 2 AIRSHIPS. FOLLOW-UP POSSIBLE LINKAGES, JOINT VENTURES BETWEEN ITALIAN AND CDN URBAN TRANSIT AND RAIL SECTORS.

0 AIRSHIP OPPORTUNITIES AT THIS TIME. CONTINUED COLLABORATION BETWEEN ANIE AND CDN TRANSPORT. FIRMS, INCLUDING FORTHCOMING ANIE MEMBERS MISSION TO CDA. WATERBOMBER SALES STILL BEING PURSUED.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 403-ROME

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

Page 156

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

IF REQUIRED SUPPORT NORTHERN TELECOM'S EFFORTS TO ENTER ITALIAN PABX MKT. IDENTIFY POSSIBLE J. V. PARTNER AND TO THIS END FOLLOW UP ON IRI FORMICA MISSION VISIT TO NORTHERN OCT/86. ALSO, ASSIST NORTHERN IN POSSIBLE PART IN SELECTED EUREKA PROJ.

ASSIST GEAC COMPUTERS AND OTHER CDN HARWARE/SOFTWARE COYS IN PENETRATING GROWING ITLN MARKET FOR BANKING/FINANCIAL COMPUTER SERVICES.

DISTRIBUTION AND UPDATE OF ENGLISH TRANSLATION OF ITLN PTT NATIONAL TELECOM PLAN (1985-1994) TO CDN COYS.

PURSUE LICENSING/J. V. AGMMS IN FIBRE OPTICS, DIGITAL IMAGERY AND ADVANCED MATERIALS BETWEEN CDN AND ITLN FIRMS ALSO FOR THIRD MKTS.

ACTIVE LIAISON WITH MIN. OF SANDT, ENEA (NATL NUCLEAR ENERGY AGENCY) AND MAJOR ITLN HI-TECH FIRMS IN SUPPORT OF AND FOLLOW UP TO CDN EUREKA MISSION DEC. 86

PURSUE SALE OF HIGHWAY PRODS OF PARTS ONTARIO "ARAN" AUTO. ROAD ANALYSER SYSTEM TO AZIENDA NAZIONALE AUTONOMA DELLE STRADE (ESTIMATED WORTH \$400,000).

ACTIVE LIAISON WITH ITLN COYS, ENEA AND MIN. OF SANDT IN SUPPORT OF MACDONALD-DETTWILER, NORTHERN TELECOM AND OTHER CDN COMPANIES INTERESTED IN EUREKA ROBOTICS/AMT PROJECTS PARTICIPATION.

NORTHERN TELECOM J. V. WITH MAJOR ITAL. TELECOM SUPPLIER FOR BOTH ITAL. DOMESTIC SWITCHING MKT AND OTHER THIRD MKTS.

INCREASED EXPORT SALES/IND. COOPERATION AGREEMENTS FOR CDN COMPANIES IN THIS FIELD.

INFORM AND STIMULATE INTEREST OF CDN COYS IN FAST GROWING ITLN TELECOM MKT.

INCREASED J. V. AND REPRESENTATIONAL AGMMS FOR CDN COYS IN THESE HIGH VALUE EMERGING SECTORS

EUREKA SUBCONTRACTS AND TECHNOLOGY INFLOWS TO CDA

EQUIPMENT SALE.

POSSIBLE EUREKA SUBCONTRACTS, TECH. INFLOW AND LIKELY LEADS TO OTHER ITLN AND EUROPEAN HI-TECH PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE CDN CAPABILITIES IN REMOTE SENSING. NEW MATERIALS AND BIOTECHNOLOGY.

EXCHANGE OF INTO NOW ONGOING WITH EFIM (ITALY'S THIRD LARGEST STATE HOLDING CO), MIN. OF SCIENCE AND RESEARCH, CNR AND ENEA.

QUARTER: 2 FOLLOW-UP CDN EUREKA MISSION; PURSUE DEVELOPING ITALIAN INTEREST IN REMOTE SENSING; FOLLOW INITIATIVES AND RELATED CDN OPPORTUNITIES RE: ITALIAN PARTICIPATION IN SARSAT (REMOTE SENSING).

MONITORED ITALIAN POSITION RE SARSAT AND POSSIBLE RELATED CAL SALE TO TELESPAZIO; LIAISING WITH ITALIAN COMPANIES/MINISTRIES RE: POSSIBLE REMOTE SENSING JOINT VENTURES.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 403-ROME

010-MINE, METAL, MINERAL PROD & SRV  
ITALY

Page 157

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

MAJOR CUSTOMER FOR CDN COAL IS LOCATED IN ROME. RENEW CONTACTS WITH PURCHASING DEPT, ENEL PROVIDE UP TO DATE OFFERS ON CDN COAL IN TERMS OF PRICES AND SPECIFICATIONS.

RENEW OUR REQUEST TO CDN COAL ASSOCIATION OF CDA TO MOUNT SALES MISSION TO ITALY, INCLUDING NEARBY POTENTIAL MARKETS TO REDUCE OVERALL COST OF SUCH AN UNDERTAKING.

CONTINUE TO ASSIST CDN ASSOCIATION AND ITLN ASSN OF ASBESTOS PRODUCTS MANUFACTURERS WITH PROBLEMS OF ACCESS AND TO ENCOURAGE SUPPORT OF ITALY IN THE INTERNATIONAL FORUM IN THE CONTINUED INTERNATIONAL TRADE IN THIS COMMODITY.

ANTICIPATED RESULTS:

WITH POLITICAL AND ECONOMIC DIFFICULTIES IN SOUTH AFRICA PARTIALLY REPLACE THIS COUNTRY AS SUPPLIER. CDN SALES \$20 M IN 1987.

ESTABLISHMENT OF CANADA AS A NEW AND LONG TERM SUPPLIER OF COAL TO ITALY.

MAINTAIN TRADITIONAL SALES OF CDN ASBESTOS FIBRES TO ITALY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 PURSUIT OF OPPORTUNITIES ON ITALIAN MARKET FOR COAL, ASBESTOS, GRANITE.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

GIVEN COMMITMENTS IN OTHER SECTORS, TIME DID NOT PERMIT SIGNIFICANT PROGRESS IN THE MINERALS SECTOR.

403 - ROME

ITALY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

Page 158

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.  
NEWSPAPER ANNOUNCEMENTS IN ITLN CITIES ADVISING OF VISIT OF EMBASSY  
OFFICIAL TO THAT CITY TO DISCUSS INVESTMENT OPPORTUNITIES IN CANADA  
FOR MFR. OF IND. MACH. PLANTS & SERV.

ORGANIZATION OF THREE SPECIALIZED SEMINARS  
IN THIS SPECIFIC AREA AND GENERATION OF  
60 NEW INVESTMENT ENQUIRIES.

ELECTRONICS EQUIP. & SERV INSTRUMENTATION  
FOLLOW UP ON ANIE VISIT TO CANADA, AND WITH ITLN COS. WHO BECAUSE OF  
EUREKA MISSION FROM CANADA TO ITALY HAVE INTEREST IN JV'S WITH CDN  
ORGANIZATIONS IN CANADA IN MANY SPEC. ELECTS. SECT.

FOUR OR FIVE SIGNIFICANT J.V. INVESTMENTS  
IN CANADA IN SUCH AREAS AS DEFENCE ELEC-  
TRONICS ROBOTICS, ETC.

TRANSPORT SYS, EQUIP, COMP, SERV. ALL SUB-SECTORS  
FOLLOW UP ON FORMICA MISSION TO CANADA THAT INCLUDED SEVERAL ITALIAN  
FIRMS IN TRANSPORTATION SECTOR, AND ON RECENT MISSION TO ITALY OF  
MINISTER COTE AND DRIE OFFICIALS WITH DIRECT APPROACH TO ITALIAN  
FIRMS.

ANSALDO TRANSPORT OF IRI GROUP TO INVEST  
IN J.V. IN CANADA AND TRANSFER OF TECH-  
NOLOGY AND FUNDS BY OTHER ITALIAN FIRMS IN  
THIS SECTOR TO CANADA.

COMM. & INFORM. EQP. & SERV ALL SUB-SECTORS  
UTILIZE CONTACTS MADE BY CANADIAN EUREKA MISSION TO ITALY AND PRESENT-  
ATION MADE TO ARIE. DIRECT FOLLOW UP WITH ITALIAN FIRMS INTERESTED IN  
J.V. 'S IN CANADA.

THREE NEW ITALIAN INVESTMENTS IN 87/88 IN  
CANADA IN FIELD OF COMMUNICATION AND  
INFORMATICS.

CONSUMER PRODUCTS ALL SUB-SECTORS  
DIRECT MAILING CAMPAIGN TARGETTED ON ITALIAN FIRMS CURRENTLY MAJOR  
EXPORTERS TO CANADA OF CONSUMER PRODUCTS.

THIRTY REALISTIC INVESTMENT INQUIRIES  
FROM ITALIAN FIRMS IN CONSUMER GOODS  
SECTOR.

NON SECTORALLY ORIENTED ACTIVITIES

ARTICLES ON CDN ECONOMY, INVESTMENT CLIMATE AND INVESTMENT OPPORTUNI-  
TIES IN SPECIALIZED ECONOMIC AND TRADE PUBLICATIONS.

INCR'S/D AWARENESS OF CDA AS CHOICE FOR  
INVST & OF EMB AS FURTHER SOURCE OF INFO.  
FINLZTION IN 87/88 OF 3/4 PRJ (MIN) IN  
DLRS 400M ITLN LINED UP FOR CANADA.

SPEAKING ENGAGEMENTS IN BUSINESSMEN'S CLUBS AND OTHER FORA ON ECONOMIC  
DEVELOPMENT IN CDA AND INTEREST OF CDA IN ATTRACTING ITLN INVESTMENT.

INCR'S/D AWARENESS OF CDA AS CHOICE FOR  
INVST & OF EMB AS FURTHER SOURCE OF INFO.  
FINLZTION IN 87/88 OF 3/4 PRJ (MIN) IN  
DLRS 400M ITLN LINED UP FOR CANADA.

PROGRAMMED CORPORATE LIAISON VISITS WITH PRIORITY ASSIGNED TO ITALIAN  
FIRMS THAT ARE EXISTING INVESTORS IN CANADA AND IN MAJOR CORPORATIONS  
HERE.

NEW ITALIAN INVESTMENT IN FORM OF EQUITY  
OR J.V. IN TRANSPORTATION TELECOM ELECTRO-  
NIC AND CONSUMER GOODS SECTORS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

IDENTIFICATION OF ITALIAN FIRMS POSSESSING TECHNOLOGY OF INTEREST TO CANADIAN FIRMS, AND ENCOURAGEMENT OF JOINT VENTURES. PARTICULAR EMPHASIS UPON ELECTRONICS, COMMUNICATIONS.

INITIATIVES MADE TO NUOVO PIGNONE RE: J.V. FOR COMPRESSA MANUFACTURE, MENARINI RE: PHARMACEUTICAL INVESTMENT AND VALDAPANA TEXTIS RE: JV IN TEXTILE WADDING.  
-FOLLOWING MEETINGS BETWEEN MINISTER COTE AND ENI, AGMT WAS MADE TO ESTABLISH A FRAMEWORK AGREEMENT TO ADVANCE ENI'S INVESTMENT INTERESTS IN CANADA. ENI IS PREPARED TO INVEST UP TO \$100M IN ANY SUITABLE PROJECT.

QUARTER : 2

- A) DRIE INDUSTRIAL COOPERATION AND INVESTMENT MISSION TO ITALY, INCLUDING EXPLORATION OF POSSIBLE RETURN VISITS BY FIRMS/ORGANIZATIONS
- B) AREZZO SEMINAR ON CDN FURNITURE MARKET;
- C) ITALTANNERY (PISA) VISIT BY CDN MISSION.

- A) IN ABSENCE OF FEEDBACK FROM DRIE POST WAS LIMITED IN FOLLOW-UP IT COULD DO. ELECTRONICS ORGANIZATION HAS HOWEVER ARRANGED ANOTHER VISIT TO CANADA.
- B) AREZZO FIRMS MAY PARTICIPATE IN FORTHCOMING VISIT OF CDN MANUFACTURERS SEEKING COLLABORATION.
- C) ITALTANNERY POTENTIAL JUDGED NOT VIABLE.

QUARTER : 3

TAKE ADVANTAGE OF MARKETPLACE 87 TO VISIT & DISCUSS POSSIBLE ITALIAN OPPORTUNITIES.

TARGET FIRMS CONTACTED & VARIOUS PERSONS.

QUARTER : 4

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REPORT 4A  
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

Page 160

POST : 403-ROME

REPORT ON SCIENTIFIC & INDUSTRIAL RESEARCH & DEVELOPMENT IN ITALY; (02) UPDATING OF LIST OF MAJOR AEROSPACE, DEFENSE & SECURITY EQUIPMENT REPS/DISTR. IN ITALY; (03) PURSUED THROUGH SEVERAL MEETINGS WITH SELENIA THEIR POSSIBLE INTEREST IN A JV; (04) DISCUSSIONS IN IRI ON OCCASION OF INDUSTRIAL COOPERATION MISSION VISIT TO ROME; (05) DISCUSSED WITH IRI SUBSIDIARIES BONIFICA THE POSSIBILITY OF LOCATING "MINI INDUSTRIAL PART" FOR ITALIAN COMPANIES IN MONTREAL OR TORONTO; (06) VISIT OF SENIOR EXTOTT & DRIOTT OFFICIALS TO PURSUE DISCUSSIONS WITH ITALIAN AUTHORITIES ON NEGOTIATION OF BILATERAL ECONOMIC & INDUSTRIAL COOPERATION AGREEMENT.

POST : 432-STOCKHOLM

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

COVER NORDIC MOBILE DIGITAL RADIO SHOW, IN STOCKHOLM OCT. 87

ASSIST DATA RADIO TO SELECT AGENT FOR SWEDEN.

PROVIDE INFO ON DEVELOPMENT OF CELLULAR RADIO MARKET TO INTERESTED CANADIAN FIRMS (NOVATEL, MDI, ETC.)

PLAN CANADIAN PRESENCE AT NORDIC MOBILE DIGITAL RADIO SHOW 87.

ARRANGE TECHNICAL JOURNALIST VISIT TO CANADA TO COVER TELECOMMUNICATIONS.

IDENTIFY GOOD SWEDISH AGENTS IN DATA COMMUNICATIONS FIELD.

PREPARE PLAN FOR THE PARTICIPATION AT NEXT EVENT.

AGENT SELECTION.

FIRMS TO DECIDE WHETHER OR NOT TO ADAPT EQUIPMENT TO MARKET.

MISSION TO SHOW AND/OR INFO BOOTH. (PROVINCIAL OR FEDERAL).

INCREASE AWARENESS OF CANADIAN EXPERTISE.

3 NEW AGENTS FOR CANADIAN DATACOM FIRMS.

COMPUTERS, SOFTWARE & SYSTEMS

CONTINUED DEVELOPMENT OF AGENCY CONTACTS THROUGH ON-SITE VISITS.

ARRANGE FOR SWEDEGRAPHIC VISIT TO CANADA, INCOMING BUYER PROGRAM (ONT. OR FEDERAL GOVERNMENT).

IDENTIFY AGENTS/DISTRIBUTORS IN MALMO, GOTHENBURG.

IDENTIFY PROPER VENUE (TRADE MISSION, FAIR) FOR COMPUTER PERIPHERAL MISSION TO SWEDEN.

IDENTIFY SOFTWARE AGENCIES LOOKING FOR NEW PRODUCTS (PC LEVEL).

SELECT AND PROMOTE PARTICIPATION AT DATA OFFICE ENVIRONMENT SHOW, STOCKHOLM, OCT. 87

10-20 AGENCIES.

YEARLY SALES OF VIDEOTEX EQUIPMENT OF .5 TO 1 MILLION.

BETTER GEOGRAPHICAL COVERAGE.

MISSION TO SWEDEN.

5 NEW AGENCIES.

MISSION AND/OR INFO BOOTH.

ELECTRONIC COMPONENTS

CONTINUED PROMOTION OF CANADIAN FIRMS IN ERICSSON SPHERE VIA LLAD PROGRAM.

ASSIST INTRODUCTION OF NEW SEMICONDUCTOR PRODUCTS.

3 TO 5 NEW BUYING CONNECTIONS.

DESIGNED INTO NEXT GENERATION ERICSSON PABX PRODUCTS

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 162

POST : 432-STOCKHOLM

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INSTRUMENTATION

PROMOTION OF CDN CIRCUIT BOARD PRODUCTS.

YEARLY SALES OF \$1 MILLION IN SWEDEN.

CONTINUED WORK ON SALE OF ELECTRONICS PRODUCTION EQUIPMENT.

INTRODUCTORY SALE TO AT LEAST 1 MAJOR FIRM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 SUPPORT MARKETING EFFORTS OF TELECOMMUNICATIONS  
FIRMS BIDDING ON TELEVERKET (PIT) TENDERS.

TRIAL ORDER OF \$500,000 WITH EXPECTED SALES OF  
\$30 MN OVER NEXT 5 YEARS. 2. ANALYSED FAILURE OF  
PREVIOUS BID ON A SMALL TENDER FOR RADIO-LINK  
EQUIPMENT AND DEvised LOBBYING PLAN FOR NEXT  
TENDER (\$15 MILLION).

QUARTER: 3 IDENTIFY NEW AGENTS IN DATACOMMUNICATIONS FIELD.

OPENED INTENSE COOPERATION WITH 2 ESTABLISHED  
FIRMS.

QUARTER: 4 -----



REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 432-STOCKHOLM

006-ELECTRONICS EQUIP. & SERV  
SWEDEN

Page 163

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INSTRUMENTATION

ASSIST INTRODUCTION OF BOMB DESTRUCTION/DISPOSAL EQUIPMENT TO SWEDEN.

DEMO SYSTEM THIS YEAR SALES IN 87-88.

MONITOR MARKET OPPORTUNITIES FOR MICRONAV/CANADIAN MARCONI ETC. NAVIGATION/LANDING SYSTEMS FOR SMALL AIRPORTS/AIRCRAFT.

IDENTIFICATION OF EXPORT OPPORTUNITIES.

INTRODUCTION OF OPTICAL READING EQUIPMENT/TECHNOLOGY (ESP. FOR MACHINE READABLE PASSPORTS)

INFLUENCE SWEDISH AUTHORITIES TO INTRODUCE TECHNOLOGY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 INTRODUCTION OF OPTICAL READING EQUIPMENT/TECH (ESPECIALLY FOR MACHINE READABLE PASSPORTS).

MEETING WITH POLICE AUTHORITIES & TENDER EXPECTED IN JAN 88. ASSISTING CDN BIDDER TO PICK SWEDISH PARTNER.

QUARTER: 4 -----

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 164

POST : 432-STOCKHOLM

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MONITOR EVALUATION OF C-TECH ASW EQUIPMENT

ONGOING LIAISON WITH FMV TO IDENTIFY NEW OPPORTUNITIES

MONITOR PROGRESS OF JAS GROUP

POSSIBLE CONTRACT FOR 24 SYSTEMS

IDENTIFICATION OF AT LEAST 2 SUITABLE  
POTENTIAL CANADIAN SUPPLIERS.

IDENTIFICATION OF AT LEAST 2 SUITABLE  
POTENTIAL CANADIAN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 MONITOR EVALUATION OF ASW EQUIPMENT FMV. ONGOING  
LIAISON WITH FMV FOR NEW OPPORTUNITIES.

QUARTER: 3 MONITORING JAS GROUP.

QUARTER: 4 -----

ONE TEST UNIT SOLD. OPTIONAL OFFER OF ANOTHER 10  
UNITS. CONTACTS FOR INFRARED SUPPRESSION EQUIP-  
MENT. OVERHAUL F404 ENGINE (FFV).

CONTACTS FOR CDN JAS SIMULATOR.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 432-STOCKHOLM

013-CONSUMER PRODUCTS  
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CULTURE INDUSTRIES

INCOMING BUYER (NORDISC GRAMMOFON) TO VISIT CANADIAN RECORD COMPANIES (ONT. SPONSORED).

WORK IN COORDINATION WITH MAJOR BUYERS(AHLENS)CDN EXPORTER(EXILE RECORDS)& VARIOUS GOVERNMENT(ONT. & FEDERAL)TO COUNTERACT SWEDISH RECORD INDUSTRY ATTEMPT TO SQUEEZE OUT CANADIAN IMPORTS.

PREPARE/OBTAIN LIST OF CANADIAN EXPORTERS OF T.V. AND FILM PRODUCTS AND PROVIDE TO EMERGING CABLE T.V. INDUSTRY.

REPRESENT CDN RECORD FIRMS IN NORDIC AREA.  
YEARLY SALES .5 TO 1 M. STARTING 1987.

MAINTAIN PRESENT LEVEL OF EXPORTS.

INCREASED CANADIAN SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SELECT FUR BUYER INCOMING BUYERS PROGRAM FOR MONTREAL FUR FAIR (MAY 1987) AND PROMOTE CDN FAIR THROUGH TRADE.

INCOMING SWEDISH BUYER PURCHASED AT FAIR, VERY SATISFIED, NEW CONTACTS ESTABLISHED. ADDITIONAL BUYER (AT OWN EXPENCE) ACHIEVED OBJECTIVES IN LOCATING A) CDN REPRESENTATIVE FOR HIDES & RAW SKINS B) CDN REP. FOR READY MADE FURS.

QUARTER: 1 FOLLOW UP ON SWEDISH INCOMING BUYER SELECTED FOR CDN HARDWARE SHOW (PREVIOUS QUARTER) UNDER ONT GOVT PROGRAM. PROJECT INITIATED BY THIS OFFICE.

HIGHLY SUCCESSFUL BUYING TRIP, BUYING CONNECTIONS AND AGENCIES ESTABLISHED RESULTING.

QUARTER: 1 INVIEW OF RAPIDLY EXPANDING HOTEL GROUPS & HOTEL RENOVATION IN SWEDEN, REQUIREMENTS FOR CARPETS, FABRICS, TOWELLING, SHEETS ETC, APPROCHED DISTRIBUTORS PROVIDING SUITABLE CDN CONTACTS.

TO DATE ONE CDN CARPET COMPANY SELLING SUCCESSFULLY MATS AND RUGS FOR HOTEL, OFFICE AND RESIDENTIAL MARKET.

QUARTER: 1 FOLLOW UP ON STOCKHOLM'S PARTICIPATION AT ISPO FAIR, MUNICH (FEB 1987). CONSIDER INSTORE PROMOTION, HOCKEY EQUIPMENT WITH MAJOR SWEDISH STORE.

AS RESULT OF FOLLOW UP 4 OUT OF 5 AGENCIES PENDING ARE NOW ESTABLISHED. ADDITIONAL BUYING CONNECTIONS CONFIRMED BY 3 COMPANIES.

QUARTER: 2 PARTICIPATE IN ISPO, MUNICH, SPORTING GOODS FAIR. INVITE SWEDISH BUYERS TO SWEDISH RECEPTION HELD ON SITE AT CANADIAN STAND. INTERVIEW EXHIBITORS. PROVIDE THEM WITH SWEDISH CONTACTS. FILE REPORT AND ACTION.

SUCCESSFUL PROJECT. RECEPTION WELL ATTENDED BY SWEDISH BUYERS. MORE THAN 50% OF NEW EXHIBITORS OBTAINED SWEDISH REPS AND AGENCIES PENDING. REPORT SUBMITTED EXTOTT AND DRIE SEPT. 16, 1987.

QUARTER: 2 ATTENDED STOCKHOLM FASHION FAIR. INTERVIEW SWEDISH EXHIBITORS/DISTRIBUTORS DISPLAYING CANADIAN LINES. ALSO IMPORTERS FURS, LEATHER PRODUCTS, LEISURE WEAR AND JEWELLERY.

SATISFACTORY INTERVIEWS WITH SWEDISH EXHIBITORS CARRYING CANADIAN LEISURE WEAR, SKATING DRESSES, FURS, LEATHER WEAR. OBTAINED REQUIREMENTS FROM OTHER EXHIBITORS FOR FOOTWEAR, SUMMER CLOTHING ETC. NOTED TRENDS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 432-STOCKHOLM

013-CONSUMER PRODUCTS  
SWEDEN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 2 ATTENDED CARPET, FLOORING & CLEANING FAIR  
STCKHLM. MEET EXH. /IMPRTRS ABOVE SECTORS. SPECI-  
FICALLY PEERLESS CARPET REP & CLEANING & MAIN-  
TENANCE CO'S THAT ATTENDED CDN EXHIBIT "INTER-  
CLEAN" AMSTERDAM. PROVIDE SWEDES WITH CDN CONTACT
- QUARTER: 2 ATTEND STCKHLM SHOE FAIR. MEET WITH SELECTED  
IMPRTRS WARM LINED BOOTS, HUNTING & CASUAL FOOT-  
WEAR. INTERVIEW ASSOC'NS (WHOLESALE & RETAIL).  
STUDY TRENDS, PRICES. INTERVIEW LEATHER PROD.  
EXHIBITORS, I. E. LUGGAGE, CASES, BELTS.
- QUARTER: 3 ARRANGE MKQT CALLS IN GOTHENBURG AGREA PRIMMARI-  
LY IN SPORTING GOODS, MEDICAL&HEALTH, TEXTILES&FUR  
SECTOR. CALL ON GOTHENBURG FIRMS NOT PREVIOUSLY  
VISITED BY POST ALSO INTRODUCE CDN CO'S PRODUCTS  
AS RESULT OF MARKET PLACE 88.
- QUARTER: 3 IN VIEW OF CDN MFRS INTEREST IN EXHIBITING  
GOTHENBURG FAIR, WILL CALL UPON FAIR AUTHORITIES  
TO IDENTIFY INDIVIDUAL RESPONSIBLE FOR FOREIGN  
CONTACT.
- QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

OBTAINED REQ'MENTS FOR CARPETS, TOWELLING, BATH-  
ROOM MATS, PVC GLOVES, CLEANING EQPT FM EXH. SWE-  
DISH REP FOR PEERLESS HAD MERCHANDISE WELL DIS-  
PLAYED. VALUABLE INFO ON MARKET SECTORS OBTAINED.

ALTHOUGH MAINLY SUMMER FOOTWEAR EXHIBITED CON-  
TACTED PROSPECTIVE DISTRIBUTORS IN SECTORS  
GIVEN. PROVIDED CDN CONTACTS TO FIRMS AFTER FAIR.  
ESTABLISHED NEW CONTACTS WITH IMPORTERS AND WITH  
SAID ASSOCIATIONS.

17 SWEDISH IMPORTERS VISITED 9 NEW CALLS. IM-  
PORTERS PROVIDED WITH INFO ON CDN SOURCES IN  
AREAS SPECIFIED. PLANNED MEETINGS IN GOTHENBURG  
ON BEHALF OF CDN MFR OF GYMNASTIC EQPT&HEALTH  
PRODUCTS VISITING CITY. SWED. BUYERS PURCHASED IN

MEETING WITH MARKETING DIRECTOR OF GOTHENBURG  
FAIR AUTHORITIES VALUABLE. INDIVIDUAL WILL VISIT  
POST IN JAN TO GIVE PRESENTATION.

REPORT 4A  
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

Page 167

POST : 432-STOCKHOLM

INFORMATICS MISSION TO SWEDEN. 8 FIRMS, ALL SUCCESSFUL  
MARKETPLACE 87 IN MTL & TO. INTERVIEWED APPROX 75 CDN COS  
ONGOING PREP. WORK FOR ROYAL VIS. - FOCUS ON SWED. BUS. DELEG.  
CONTRACT AWARDED FOR DIGITAL RADIO-LINK EGPT (APPROX. \$1M)

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 422-VIENNA

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

Page 168

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WORKPLACE AUTOMATION

TO INCREASE CANADIAN COMPANIES' PRESENCE IN THIS MARKET.

ESTABLISHMENT OF NEW BUYING CONNECTIONS AND THEREFORE INCREASE IN SALES.

TO ATTEND INTERNATIONAL EXHIBITION & SYMPOSIA OUTSIDE OF POST TERRITORY.

PERSONAL CONTACTS AND INCREASE IN KNOWLEDGE OF STATE-OF-ART IN THIS SECTOR.

TO INCREASE NUMBER OF PERSONAL CALLS ON POTENTIAL AUSTRIAN CUSTOMERS AND/OR TECHNOLOGY TRANSFER SEEKERS.

INCREASE OF AWARENESS IN CANADIAN CAPABILITIES IN THIS AREA AND CONSEQUENTLY POTENTIAL INCREASES IN SALES.

TELECOMMUNICATIONS (INC SPACE)

TO INCREASE CANADIAN COMPANIES PRESENCE IN AUSTRIAN MARKET.

NEW BUYING CONNECTIONS, AGENCIES, ETC. HENCE INCREASE IN EXPORTS.

TO ATTEND INTERNATIONAL EXHIBITIONS, SYMPOSIA, CONVENTIONS ETC. OUTSIDE OF POST TERRITORY.

TO ESTABLISH PERSONAL CONTACTS AND INCREASE KNOWLEDGE OF STATE-OF-ART IN THIS SECTOR.

TO INCREASE NUMBER OF PERSONAL CALLS ON POTENTIAL AUSTRIAN CUSTOMERS AND/OR TECHNOLOGY TRANSFER SEEKERS.

INCREASE OF AWARENESS IN CDN CAPABILITIES IN THIS AREA AND CONSEQUENTLY POTENTIAL INCREASE IN SALES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 COMPLETION OF MARKET STUDY. INTRODUCTION OF NORTHERN-TELECOM TO THE UNIDO PROJECT FOR DEVELOPING COUNTRIES.

CONTACTS WITH AUSTRIAN FIRMS IDENTIFIED IN THE SURVEY CONTINUE. VERY POSITIVE REACTION BY BOTH PARTNERS; FOLLOUP TO COMMENCE IN THE NEXT QUARTER.

QUARTER: 4 -----

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 422-VIENNA

002-FISHERIES, SEA PRODUCTS & SERV.  
AUSTRIA

Page 169

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE OUR EFFORTS IN DEVELOPING AUSTRIAN MARKET FOR FRESH  
WATER FISH, SALMON, LOBSTER & CANNED FISH PRODUCTS.

INCREASE OF CANADIAN SALES.

INTENSIFY PERSONAL CALLS ON MAJOR AUSTRIAN IMPORTERS AND DISTRIBUTORS  
IN THE FISHERIES SECTOR.

IMPROVE LOCAL AWARENESS ABOUT CANADIAN  
SUPPLIERS' CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 POST HAS CONTINUED LIAISON WITH AUSTRIAN FISH  
IMPORTERS.

REGRETTABLY AUSTRIAN PORTION OF FISH MISSION  
CANCELLED.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 422-VIENNA

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO CREATE COMPREHENSIVE LIST OF AUSTRIAN MANUFACTURERS AND DISTRIBUTORS OF CNC MACHINES; AFTER ITS COMPLETION TO COMMENCE WITH THE APPROACH TO CDN MANUFACTURERS AIMED AT ALL POSSIBLE FORMS OF COOPERATIVE EFFORTS.

WITH ACQUISITION OF DATA PROCESSOR, DEVELOP CONTACT SYSTEM LIST ON SECTORAL BASIS FOR CANADIAN COMPANIES.

- RECIPROCITY IN REPRESENTATION
- TECHNOLOGY TRANSFER
- MANUFACTURING UNDER LICENSE.

ESTABLISH COMPREHENSIVE SOURCING NETWORK FOR USE OF CANADIAN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 POST HAS BEEN VERY ACTIVE IN INCREASING AUSTRIAN AWARENESS IN CANADA'S TECHNOLOGY IN THIS SECTOR. OUR EFFORTS HAVE BEEN PRIMARELY ORIENTED IN THE TECHNOLOGY EXCHANGE AREAS.

POST EFFORTS RESULTED IN A VISIT TO POST TERRITORY OF CDN ENVIRONMENT CONTROL EQUIPMENT MISSION . OVER 121 CONTACTS WITH AUSTRIAN COUNTERPARTS WERE MADE SOME OF WHICH MAY RESULT IN JOINT-VENTURE OR MANUFACTURING UNDER LICENSE.

QUARTER: 2 POST CONTINUED, ALBEIT MODERATELY (DUE TO THE HOLIDAY SEASON) ITS ACTIVITIES IN THIS SECTOR. CONSIDERABLE FOLLOW-UP ENSUED IN THE TECHNOLOGY TRANSFER AREA.

RESULTS TO-DATE VERY POSITIVE, THOUGH NOT OVERLY CONCLUSIVE. IT IS ANTICIPATED THAT SOME MEANINGFUL RESULTS WILL BE HAD IN THE THIRD QUARTER.

QUARTER: 3 SEVERAL EXCELLENT OPPORTUNITIES DISCOVERED FOR THE J/V & TECHNOLOGY TRANSFER OPPORTUNITIES IN THIS SECTOR.

POST, TOGETHER WITH NRC FIELD REPS IN CDA & CDN INDUSTRY, IS ACTIVELY PURSUING THE DISCOVERED CONNECTIONS OPPORTUNITIES.

QUARTER: 4 -----



REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 171

POST : 422-VIENNA

001-AGRI & FOOD PRODUCTS & SERVICE  
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SERVICING CONSTANTLY INCREASING MARKET ENQUIRIES FROM CANADIAN  
COMPANIES IN SEEDS, OILSEEDS & PULSES.

INCREASE OF CANADIAN SALES.

INTENSIFY PERSONAL CALLS ON MAJOR AUSTRIAN IMPORTERS & DISTRIBUTORS  
IN THE AGRICULTURE & FOOD SECTOR.

IMPROVE LOCAL AWARENESS ABOUT CANADIAN  
SUPPLIERS' CAPABILITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTENSIFIED CONTACTS WITH AUSTRIAN FISH TRADE  
AIMED AT THE FORMATION OF POSSIBLE FISH MISSION  
(OCT 87) TOOK PLACE.

OUR EFFORTS MET WITH MODICUM OF SUCCESS AS WE R-  
ECEIVED POSITIVE REACTION FROM THE LOCAL TRADE,  
RESULTING IN AN INCREASE OF REQUESTS FOR CDN  
SUPPLIES.

QUARTER: 2 POST WAS HEAVILY INVOLVED IN SECURING THE  
IMPORTATION OF 2,000 TONS OF PORK TONGUES.

TRANSACTION SUCCESSFULLY COMPLETED.

QUARTER: 3 ACTIVE ASSISTANCE TO THE DOA WITH REGARDS TO CDN  
SLAUGHTERHOUSE LISTINGS. GENERAL ASSISTANCE TO  
CDN EXPORTERS IN THIS AREA, PARTICULARLY IN THE  
FOOD SECTOR.

ASSISTANCE SUCCESSFULLY COMPLETED. CDN CULINARY  
WEEK IN VIENNA PLANNED FOR FEB. 88.

QUARTER: 4 -----

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

CONSUMER PRODUCTS LEISURE PROD. TOOLS HARDWARE  
IN CLOSE COOPERATION WITH PROVINCES, PARTICULARLY B. C. AND ALBERTA,  
ORGANIZE INVESTMENT AND TECHNOLOGY TRANSFER MISSIONS IN THE SKI  
RESOURCES INDUSTRY AREA.

SECTOR ORIENTED INVESTMENT MISSIONS COULD  
BE MOST EFFECTIVE IN DEVELOPING POTENTIAL  
SOURCES IN AUSTRIA.

INDUSTRIAL MACHIN. PLANTS, SERV. ALL SUB-SECTORS  
AUSTRIAN MACHINE INDUSTRY IS WELL-ADVANCED AND OFFERS EXCELLENT  
OPPORTUNITIES FOR THE TECHNOLOGY EXCHANGE AND INVESTMENTS, MAINLY IN  
THE FORM OF KNOW-HOW TRANSFER. WE INTEND TO ACQUIRE INTIMATE KNOWLEDGE  
OF THIS SECTOR.

UNDERTAKE SYSTEMATIC APPROACH TO THE POT-  
ENTIAL INVSTRS IN THIS SECTOR THROUGH PER-  
SONAL CALLS & DIRECT MAILING. THIS SHLD AS-  
SIST US IN DVLPG AN INVSTRS PROJECT LIST.

TRANSPORT SYS, EQUIP, COMP, SERV. ALL SUB-SECTORS  
TRANSPORT AND MATERIAL HANDLING OFFER EXCELLENT OPPORTUNITIES. WE  
INTEND TO ORGANIZE SEVERAL SECTOR-ORIENTED SEMINARS AIMED AT TECH-  
NOLOGY TRANSFER, JOINT-VENTURE AND POTENTIAL EQUITY INVESTMENT.

THESE SEMINARS WILL CREATE AWARENESS IN  
THE LOCAL INDUSTRY ABOUT CANADIAN  
OPPORTUNITIES IN THOSE SECTORS.

COMM. & INFORM. EQP. & SERV COMPUTERS, SOFTWARE & SYSTEMS  
PURSUE TECHNOLOGY EXCHANGE AND JOINT-VENTURE OPPORTUNITIES IN THE  
ELECTRONICS SECTOR IN GENERAL AND SOFTWARE IN PARTICULAR THROUGH THE  
DEVELOPMENT OF DATA-BASE ON POTENTIAL INVESTORS, JOINT-VENTURE  
SEEKERS, ETC...

DEVELOP A SECTORIAL LIST OF APPROX. 2,000  
COMPANIES INDIVIDUALS INTERESTED IN JOINT-  
VENTURE, DIRECT INVESTMENT AND TRANSFER OF  
KNOW-HOW TO CANADA.

NON SECTORALLY ORIENTED ACTIVITIES

INTENSIFIED LIAISON WITH MAJOR AUSTRIAN BANKS AIMED AT ESTABLISHMENT  
OF INVESTMENT INFO EXCHANGE AND OTHER INVESTMENT ORIENTED ACTIVITIES.

DIFFICULT TO ASSESS, BUT BELIEVE BANKING  
LIAISON IS ONE OF THE ESSENTIAL INFORMA-  
TION GATHERING EXERCISES.

COORDINATED ENTREPRENEURIAL IMMIGRATION PROGRAM (IN COOPERATION WITH  
PROVINCES) IN SPECIFIC SECTORS.

THIS EXERCISE COULD BE ONE OF THE MAJOR  
TOOLS OF OUR INVESTMENT PROGRAM IN  
AUSTRIA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-AUSTRIAN INVEST; TECHNOLOGY TRANSFER; JOINT-  
VENTURE MISSION TO CANADA.  
-SIGNING OF BILATERAL MOU (NRC-FEDERAL ECONOMIC  
CHAMBER) AIMED AT R&D AND TECHNOLOGY TRANSFER.  
-INTENSIFIED INVESTMENT/J. V./TECHNOLOGY TRANSFER  
ACTIVITIES IN POST TERRITORY.

-26 AUSTRIAN FIRMS VISITED CDA FROM JUNE 8-20.  
MISSION AN OUTSTANDING SUCCESS. MANY EXCELLENT  
CONNECTIONS ESTABLISHED.  
-MOU SIGNED ON JUNE 2 AND JUNE 10 RESPECTIVELY.  
-ESTABLISHED CONTACT WITH 10 POTENTIAL INVESTORS;  
TOTAL VALUE OF FUTURE INVESTMENTS, IF MATERIALI-  
ZED, WOULD EXCEED \$120M.

QUARTER : 2

1. TECHNOLOGY TRANSFER WORKSHOPS CANADA -  
OCTOBER 13 - 23, 1987.  
2. FOLLOW-UP ON THE AUSTRIAN TECHNOLOGY-  
TRANSFER JOINT/VENTURE MISSION TO CANADA.

1. ALL PREPARATORY WORK REQUIRED FROM THE  
POST COMPLETED. POST REPRESENTATIVE TO  
ATTEND WORKSHOP MEETINGS.  
2. SEVERAL VERY IMPORTANT LEADS/CONTACTS  
DISCOVERED. AT LEAST THREE OF THOSE WE  
BELIEVE MAY RESULT IN MEANINGFUL TECHNOLOGY  
TRANSFER, J/V OPPORTUNITIES.

QUARTER : 3

B. C. INVESTMENT MISSION TO AUSTRIA (FELDKIRCH,  
INNSBRUCK, SALZBURG); (02) ONTARIO INVESTMENT/  
ENTREPRENEURIAL IMMIGRANT MISSION (VIENNA, LINZ)  
(03) ELECTROHOME TECHNOLOGY TRANSFER GROUP,  
VIENNA

MISSION, PRIMARILY ORIENTED TOWARDS SKI RESORT  
SECTOR INVESTORS, HAS BEEN SUCCESSFULLY COM-  
PLETED. POST, TOGETHER WITH B. C. GOV'T, WILL BE  
ENGAGED IN ACTIVE FOLLOW-UP. (12) MISSION WAS A  
SUCCESS. SEVERAL VERY INTERESTING INVESTMENT/  
ENTREPRENEURIAL PROSPECTS DISCOVERED. (13) VISIT  
ARRANGED IN COOPERATION WITH NRC & FCC SUCCESS-  
FULLY COMPLETED.

QUARTER : 4

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REPORT 4A  
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

Page 174

POST : 422-VIENNA

VISIT OF NRC TECH TRANS TEAM TO FED. ECONOMIC CHAMB, NOV 87  
VISIT OF CCC TEAM TO UNIDO, UNWRA & IAEA OCT 87  
VISIT OF HAMILTON DEV'T OFFICE RE INVEST POTENTIAL OCT 87  
VISIT OF NCC OTT RE WINTERLUDE DEC 87  
VISIT OF H. A. SIMONS (OVERSEAS) TEAM RE PAPER MILL CSSR DEC 87  
ATTEND. TO TECH TRANS WORKSHOPS IN CDA OCT 87

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 471-WARSAW

001-AGRI & FOOD PRODUCTS & SERVICE  
POLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CORPORATE LIAISON PROGRAM WITH FOREIGN TRADE ORGANIZATION TO RE-  
ESTABLISH CANADIAN INTEREST AND CAPABILITIES.

RENEWED CONTACT WITH ACTUAL END-USERS TO DETERMINE SPECIFIC  
REQUIREMENTS AND PRODUCT NEEDS.

ANTICIPATED RESULTS:

LEADS TO PROJECTS APPROVED UNDER NEW 5 YEAR  
PLAN AND REQUESTS FOR BIDS BY CANADIAN  
COMPANIES.

IMPROVED GUIDANCE TO SOURCE CANADIAN PRODUCTS  
TECHNOLOGY COMPETITIVE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1- INDUSTRY CALLS  
2- ASSIST HYBRID TURKEYS IN PREPARING TURKEY  
SEMINAR.

QUARTER: 3 1) INDUSTRY CALLS; 2) INTRODUCE CANADIAN  
CAPABILITIES.

QUARTER: 4 -----

1- POST CONTACTED FOOD PROCESSING PLANTS & RE-  
PORTED ON OPPORTUNITIES IN THEIR MODERNIZATION.  
CDN FIRMS RESPONDED TO 3 ENQUIRIES. 2- VISITS TO  
LOCAL PARTNERS WHICH ARE LIKELY TO RESULT IN  
SALES IN 1987.

1) POST CONTINUED PROGRAM OF END USER CALLS;  
2) TWO CDN COMPANIES (POSS & KSI) WERE PER-  
SUADED TO LOOK AT POLISH MARKET.

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 176

POST : 471-WARSAW

003-GRAINS AND OILSEEDS  
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

ATTEMPT RESOLUTION OF POLISH CANADIAN DEBT SITUATION THROUGH  
CONTINUING DISCUSSIONS WITH POLISH BANK AND FINANCE MINISTRY.

NEGOTIATION OF REPAYMENT AGREEMENTS WITH  
CANADIAN WHEAT BOARD.

CONTINUING PROMOTION OF CANADIAN WHEAT SALES ON CASH BASIS TO  
ROLIMPEX.

MODERATE INCREASE IN SALES OF WHEAT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 MAINTAIN CONTACT WITH "GREEN" FOREIGN TRADE  
ORGANIZATIONS AND MINISTRY OF AGRICULTURE.

POST REPORTED ON CROP CONDITIONS AND PURSUED  
OPPORTUNITIES FOR CANADIAN GRAIN SALES.

QUARTER: 3 1) MAINTAIN CONTACT WITH ROLIMPEX RE WHEAT AND  
REPORT ON CROP CONDITIONS.

1) POST PASSED REPORT ON PURCHASE REQUIREMENTS TO  
CWB; 2) COMPLETED REQUIRED AGRICULTURAL REPORTS;  
3) CWB HAVE INDICATED LACK OF INTEREST IN POLISH  
MARKET.

QUARTER: 4 -----

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 177

POST : 471-WARSAW

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IDENTIFICATION OF PROJECTS AND PRODUCT NEEDS WHICH ARE NOT SUBJECT TO EXPORT CONTROL RESTRICTIONS.

OPPORTUNITIES WILL BE FOUND IN THE AREA OF PROCESS CONTROL EQUIPMENT.

CORPORATE LIAISON WITH FOREIGN TRADE ORGANIZATIONS AND MANUFACTURING PLANTS TO REESTABLISH CONTACTS AND IDENTIFY EMERGING MODERNIZATION PROJECTS.

UPDATED DEFINITION OF MARKET SEGMENTS AND IDENTIFICATIONS OF NEW OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 INDUSTRY CALLS.

QUARTER: 3 1)INDUSTRY CALLS.

QUARTER: 4 -----

COMMERCIAL OFFICER MADE EXTENSIVE AREA TOUR AND REPORTED ON OPPORTUNITIES TO CANADIAN INDUSTRY.

1)POST CONTINUED PROGRAM OF END USER CALLS;  
2)POST IS NOW TRACKING POTENTIAL IBRD FUNDED PROJECT.

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 178

POST : 471-WARSAW

009-FOREST PRODUCTS, EQUIP, SERVICES  
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CORPORATE LIAISON WITH FOREIGN TRADE ORGANIZATION POLIMEX-CEKOP  
TO DETERMINE SPECIFICATIONS FOR DEVELOPMENT OF PULP AND PAPER  
MILLS.

GENERATE INTEREST BY CANADIAN COMPANIES IN PLANS FOR MODERNIZA-  
TION OF THE PLANTS FOR POLISH PULP AND PAPER INDUSTRY.

TO ASSIST CDN COMPANIES TO BID ON TWO OR  
THREE MAJOR PROJECTS IDENTIFIED FOR  
DEVELOPMENT UNDER 5-YEAR PLAN.

BIDS BY CANADIAN COMPANIES SPECIALIZING IN  
ENGINEERING AND EQUIPMENT MANUFACTURE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 FOLLOW-UP ON PROJECTS IDENTIFIED IN LAST  
QUARTER.

QUARTER: 3 1) SURVEY POTENTIAL PROJECTS IN PULP & PAPER  
SECTOR.

QUARTER: 4 -----

SPECIFICATIONS ON 7 PROJECTS AND EQUIPMENT  
REQUIREMENTS FORWARDED TO CANADIAN INDUSTRY.

1) POST IS IN CONTACT WITH SEVERAL POTENTIAL  
CDN SUPPLIERS; 2) POST ARRANGED PROGRAM OF CALLS  
FOR NICHOLSON MURDIE REPRESENTATIVE. HE WILL  
RETURN IN FEB.



REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 179

POST : 471-WARSAW

001-AGRI & FOOD PRODUCTS & SERVICE  
EAST GERMANY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CORPORATE LIAISON CALLS TO RELEVANT FOREIGN TRADE ORGANIZATIONS  
TO ESTABLISH BUYING INTENTIONS OF EQUIPMENT.

MAINTAIN AND INCREASE RELATIONS WITH NAHRUNG EXPORT-IMPORT TO  
PROMOTE CANADIAN SALES OF BARLEY AND WHEAT.

ANTICIPATED RESULTS:

TO FAMILIARIZE GDR WITH CDN CAPABILITIES  
WHICH MATCH PROCUREMENT PLANS IN THE SECTOR.

PURCHASES BY GDR OVER AND ABOVE MINIMUM LEVEL  
SPECIFIED IN SALES AGREEMENT WITH WHEAT BOARD

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 1- IDENTIFY OPPORTUNITIES FOR CDN EXPORTERS  
THROUGH PROGRAM OF CALLS;  
2- FOLLOW CROP CONDITIONS.

QUARTER: 3 1)CORPORATE LIAISON. MAINTAIN CONTACT WITH EAST  
GERMAN DECISION-MAKERS.

QUARTER: 4 -----

1- POST ASSISTED HYBRID TURKEYS;  
2- REPORTED TO CWB;  
3- IDENTIFIED POSSIBLE OPPORTUNITIES FOR SALE OF  
ONTARIO PRODUCTS.

1)POST CALLED ON NAHRUNG, TRANS-COMMERZ, & GENUSS  
MITTEL; 2)ENQUIRIES SENT TO CANADA.

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 180

POST : 471-WARSAW

005-COMM. & INFORM. EQP. & SERV  
EAST GERMANY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CORPORATE LIAISON CALLS TO RANGE OF FOREIGN TRADE ORGANIZATIONS  
RESPONSIBLE FOR EMERGING PROJECTS IN VARIOUS MANUFACTURING  
SECTORS.

ANTICIPATED RESULTS:

TO DEFINE THE MARKET, INTRODUCE CANADIAN  
CAPABILITIES, AND GENERATE INTEREST BY  
CANADIAN COMPANIES TO FOLLOW UP LEADS AND  
SUBMIT BIDS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 POST CANVASSED MARKET.

QUARTER: 3 1) MARKET IDENTIFICATION CALLS.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

RECEIVED TWO ENQUIRIES.

1) POST CONTINUED PROGRAM OF CALLS BUT QDR SHOWS  
LITTLE INTEREST IN CANADIAN PRODUCTS.

REPORT 4  
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

Page 181

POST : 471-WARSAW

009-FOREST PRODUCTS, EQUIP, SERVICES  
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CURRENT INFORMATION FLOW TO CANADIAN COMPANY BIDDING ON PROJECT  
(THIS CO. HAS BEEN TRACKING THE PROJECT FOR 6 YEARS).

TO HELP THE COMPANY SUCCESSFULLY BID ON A  
CONTRACT FOR MODERNIZATION OF WITTENBERGE  
PULP AND PAPER MILL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 MAINTAIN CONTACT WITH EAST GERMAN DECISION  
MAKERS.

POST DISTRIBUTED PROMOTIONAL MATERIAL AND  
RECEIVED 6 ENQUIRIES. MAJOR NEW (\$20M - 30M)  
PROJECT IDENTIFIED.

QUARTER: 3 1) MAINTAIN CONTACT WITH GDR DECISION-MAKERS;  
2) REPORT TO H. A. SIMON ON WITTENBERGE PROJECT.

1) POST MADE CALLS DURING AREA VISIT; 2) POST  
REPORTED ON WITTENBERGE PROJECT AND IS TRACKING  
SCHWEDT PROJECT.

QUARTER: 4 -----

REPORT 4A  
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87

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

Page 182

POST : 471-WARSAW

VISIT BY EXTOTT/INE ANALYST EWA GRUCA  
QUEBEC HONEY WINE MISSION  
TRADE CONSULTATIONS - GDR & POLAND  
VISIT BY RBD & RBT  
UNIDO JOINT VENTURE SEMINAR  
TEXTILE CONSULTATIONS IN BERLIN

*Dec*  
CA1 EA676 T713 EXF 1987 STORAGE  
Trade and Industrial Development  
Program quarterly activity report  
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