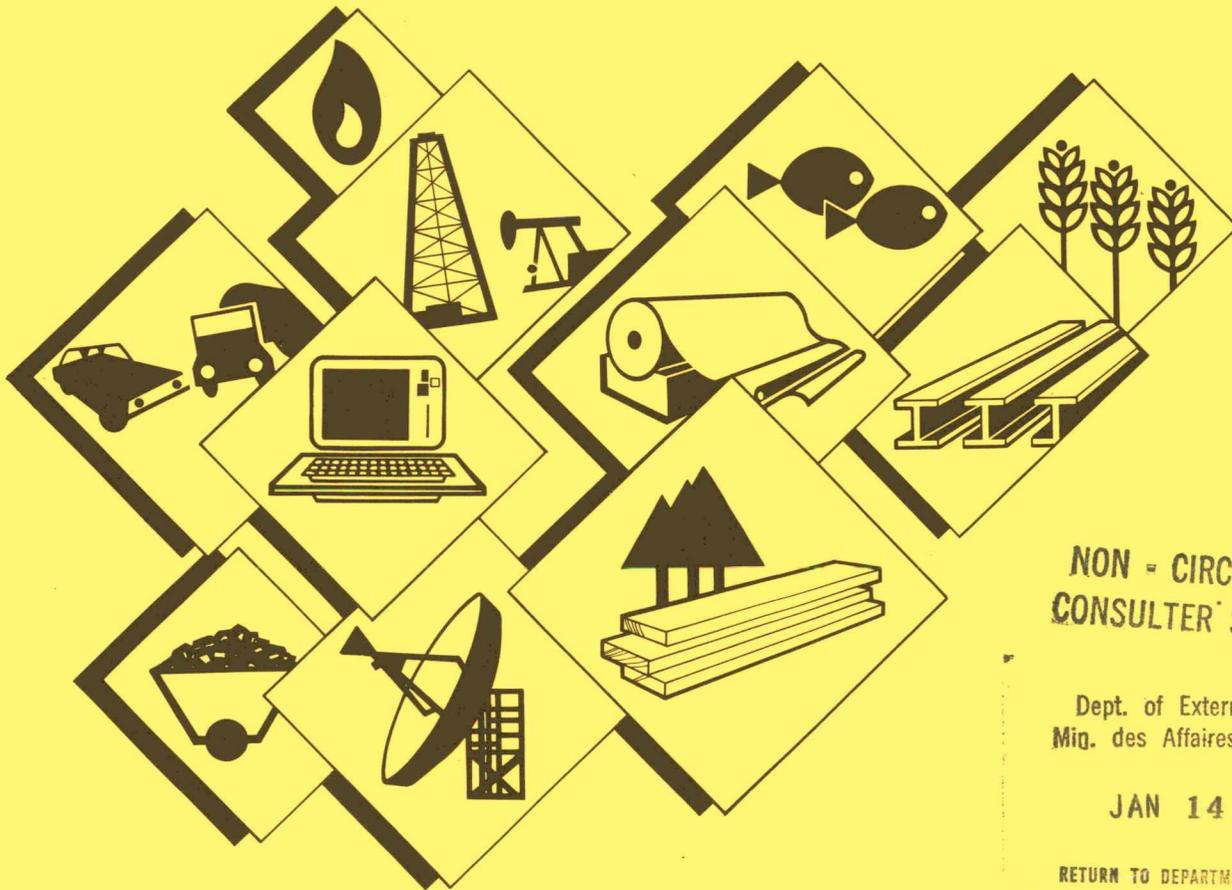


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EA676 External Affairs Affaires extérieures
Canada Canada
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EXF
1987 June
STORAGE

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

**QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**ASIA AND PACIFIC
ASIE ET PACIFIQUE**



**NON - CIRCULATING ?
CONSULTER SUR PLACE**

Dept. of External Affairs
Min. des Affaires extérieures

JAN 14 1988

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**APRIL - JUNE 1987
(1st QUARTER FY 1987-88)**

**AVRIL - JUIN 1987
(1er TRIMESTRE, AF 1987-88)**



TO/A • GGB, FGB, RCB, LGB, UGB

FROM/DE • DMT

REFERENCE •
RÉFÉRENCE

SUBJECT •
SUJET QUARTERLY ACTIVITY REPORT

Security/Sécurité
UNCLASSIFIED
Accession/Référence
File/Dossier
Date
7 October 1987
Number/Numéro
TPP-0438

ENCLOSURES
ANNEXES

DISTRIBUTION

In the Department's continuing efforts to improve the management of the Export and Investment Promotion Program, I am pleased to see that we are now able, in this Quarterly Trade Tracking Report, to display the progress being made by posts in the execution of the planned activities as outlined in the export and investment promotion plans submitted by each post last fall. This review of progress will improve our ability to keep abreast of developments in your posts in a more disciplined fashion. This report will enable you and your officers to monitor the progress of program implementation in your posts by comparing planned activities in priority sectors with quarterly activity highlights and results. It joins the Quarterly Results and Activity Report which has been, and will continue to be sent to you.

On the whole I am pleased with the quality of the progress reports submitted by the posts. Some missions have taken particular care to set out precise activity statements in their plans which have made their quarterly activity and results summaries in this report very effective program evaluation tools. I would hope that those posts who have not yet indicated a commencement of their planned activities will be more forthcoming in their next report.

Our ability to continue to defend and build upon our current level of trade and investment resources abroad will be increasingly dependent upon the reliability of information your posts provide to identify their activities, workload and results which the tracking system was designed in part to accomplish.


G.E. Shannon
Deputy Minister
International Trade

TO/A • GGB, FGB, RCB, LGB, UGB

FROM/DE • DMT

REFERENCE •
RÉFÉRENCE

SUBJECT •
SUJET RAPPORT TRIMESTRIEL SUR LES ACTIVITÉS

Security/Sécurité
UNCLASSIFIED
Accession/Référence
File/Dossier
Date
7 octobre 1987
Number/Numéro
TPP-0438

ENCLOSURES
ANNEXES

DISTRIBUTION

Je suis heureux de constater que, dans le cadre des efforts que le Ministère ne cesse de déployer pour améliorer la gestion du Programme de promotion des exportations et des investissements, nous sommes maintenant en mesure, dans le présent rapport trimestriel sur les activités et les résultats, d'indiquer les progrès accomplis par chacune des missions dans la réalisation des activités prévues dans les plans de promotion des exportations et des investissements qu'elles ont présentés l'automne dernier. En raison de cet examen des progrès, nous serons mieux en mesure de nous tenir au courant, de façon plus disciplinée, des développements qui surviennent dans vos missions. Grâce au rapport, vos agents et vous pourrez comparer les activités prévues dans les secteurs prioritaires aux activités qui se sont déroulées et aux résultats qui ont été obtenus au cours d'un trimestre et, par conséquent, surveiller les progrès réalisés en ce qui concerne la mise en oeuvre du programme dans vos missions. Ce rapport s'ajoute au Rapport trimestriel sur les activités et les résultats qui vous a été envoyé jusqu'ici et qui continuera de vous être transmis.

Dans l'ensemble, je suis satisfait de la qualité des rapports d'étape qu'ont présentés les missions. Certaines missions ont pris bien soin d'établir des énoncés d'activités précis dans leurs plans, ce qui fait des résumés trimestriels sur les activités et les résultats que renferme le rapport susmentionné des outils très efficaces d'évaluation du programme. J'ose espérer que les missions qui n'ont pas encore signalé avoir entrepris les activités qu'elles avaient prévues se montreront plus communicatives dans leur prochain rapport.

Notre aptitude à continuer de maintenir et d'accroître notre niveau actuel de ressources en matière de commerce et d'investissements à l'étranger reposera de plus en plus sur la qualité des renseignements que vos missions nous transmettent pour déterminer les activités, la charge de travail et les résultats pour lequel le système de suivi a, en partie, été mis sur pied.

Le sous-ministre
du Commerce extérieur,


G.E. Shannon

43 247-425
43 247-426

A V I S I M P O R T A N T

Nous avons voulu donner à ce nouveau rapport une présentation qui soit aussi lisible que possible et rectifier quelques irrégularités et problèmes liés à l'entrée des données et aux réponses présentées par les missions, ce qui a retardé la publication de la première édition.

Vous remarquerez que dans les pages suivantes, nombre de sections devant contenir les données des missions ont été laissées en blanc. C'est parce que celles-ci n'ont pas fait rapport de leurs activités trimestrielles dans les secteurs qu'elles ont identifiés dans leur plan comme étant des secteurs prioritaires (voir page 30 du Guide et les instructions sur le formulaire 'Rapport des activités et des résultats', sous la rubrique "Activités de promotion des exportations"). Autrement dit, le système est programmé uniquement pour comparer les activités et les résultats trimestriels avec les activités prioritaires énoncées dans le plan annuel de la mission. Un certain nombre de missions ont présenté des rapports d'activités trimestrielles pour des secteurs autres que ceux qui ont été identifiés dans leur plan annuel, de sorte qu'il devient impossible à leur Direction générale de surveiller les activités prioritaires planifiées pour la période.

Pour ce premier rapport seulement, nous avons présenté, dans la section 2, les activités réelles dont ont fait rapport les missions, contrairement aux instructions, afin d'indiquer qu'elles ont effectivement présenté des rapports d'activités trimestrielles.

La section "Activités spéciales dans le cadre du Programme de promotion des exportations et des investissements", telle que présentée par les missions dans leur rapport des activités et des résultats, figurera dans les éditions ultérieures. En outre, celles-ci seront publiées dans les 30 jours qui suivent la date limite de présentation des rapports trimestriels par les missions.

I M P O R T A N T N O T I C E

The first edition of this new report has been delayed by efforts to configure the report in as readable a format as possible and to deal with some anomalies and teething problems associated with mission responses and data entry.

Readers will note that many of the sections for post inputs on the following pages are blank. This is a result of missions not providing quarterly activities on the sectors they identified in their plans as being their post priorities (see guide page 30; see Tracking report form instructions under "Export Promotion Activities). Put another way, the system is programmed only to compare quarterly activities and results with priority activities outlined in the post annual Plan. A number of posts provided quarterly activities statements for sectors other than those they identified in their annual plan, thereby making it impossible for their bureaux to monitor their intended priority activities.

For this first report only, the actual activities reported by posts who did not conform to instructions have been included as section 2 as an indication that those posts in fact submitted quarterly activity reports.

Future editions of this report will also include "Special Activities in Export and Investment Promotion Program" as submitted by posts in their quarterly tracking reports. As well future editions will be published within thirty days of the cut off date for the submission of quarterly reports by missions.

ASIA & PACIFIC
ASIE ET PACIFIQUE

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REPORT 4
87/09/25

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 : 1

POST : 504-BANGKOK

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST FOLLOWING UP WITH VISITORS FROM TELECOMS SECTOR WHO VISITED EXPO'86 UNDER CIDA SPONSORSHIP.

ONGOING FOLLOW-UP IN AREAS OF OPPORTUNITY AS IDENTIFIED IN 1986 CONSULTANT'S REPORT ON THAI TELECOMMUNICATIONS SECTOR.

OFFICIALS OF COMMUNICATIONS AUTHORITY OF THAILAND TO ATTEND ITU CONFERENCE IN VANCOUVER, JULY 1988. TOUR OF CANADIAN TELECOM INDUSTRY TO FOLLOW.

MONITOR PROGRESS OF 5TH AND 6TH PROJECTS OF TELEPHONE ORGANIZATION OF THAILAND. IDENTIFY OPPORTUNITIES AND ASSESS LEVEL OF COMPETITION.

INTRODUCTION OF NEW CANADIAN FIRMS AND TECHNOLOGIES TO THAI MARKET.

INTRODUCTION OF NEW CDN TECHNOLOGIES, PARTICULARLY TO STATE RAILWAY, ELECTRICITY GENERATING AUTHORITY, & MINISTRIES.

INTRODUCTION OF NEW CANADIAN FIRMS TO THAI MARKET.

COMPETITIVE BIDS SUBMITTED BY ESTABLISHED FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE RECEPTION FOR VISIT OF SINCLAIR VOLK, MANAGER SPECTRUM MANAGEMENT, DOC OTTAWA.

NINE ATTENDED EVENT. INTELLIGENCE OBTAINED LED TO LNS'S PARTICIPATION IN TENDER FOR FREQUENCY MONITORING VAN.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 2

POST : 504-BANGKOK

007-POWER & ENERGY EQUIP. & SERV.
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARATION AND DISTRIBUTION OF A MARKET OPPORTUNITIES STUDY TO
CANADIAN COMPANIES.

TO INCREASE AWARENESS IN CDA OF THIS MARKET
WHERE TWO CANADIAN COMPANIES HAVE ALREADY
ENJOYED REMARKABLE SUCCESSES.

ASSIST CANADIAN COMPANIES TO LOCATE RELIABLE LOCAL REPRESENTA-
TIVES AND TO GIVE RECOMMENDATIONS ON HOW TO PURSUE MAJOR PROJECTS

INFORM CANADIAN COMPANIES OF OPPORTUNITIES
WHICH WILL RESULT IN INCREASING MARKET SHARE.

HAVE FREQUENT CONTACTS WITH EGAT FOR POTENTIAL THERMAL & HYDRO
PROJECTS.

INCREASE AWARENESS OF CANADA AS A POTENTIAL
SOURCE OF SUPPLY AND SERVICES.

FOLLOW UP FUTURE PROCUREMENT RE MAE MOH UNIT 10 POWER BOILER.

FURTHER SALES OF POWER BOILERS TO EGAT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITE TWO SENIOR EGAT OFFICIALS TO VISIT CANADA
ON POWER TRANSMISSION AND DISTRIBUTION MISSION.

TWO ASSISTANT GENERAL MANAGERS FROM EGAT VISITED
CDA DURING 13-27 JUNE AND WERE IMPRESSED WITH
CDN CAPABILITY IN POWER SECTOR.

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 : 504-BANGKOK

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MASS RAPID TRANSIT: MINISTER OF INTERIOR HAS BEEN INVITED TO VISIT THE CANADIAN INSTALLATIONS, AT PRIVATE AND PUBLIC EXPENSE.

THIS MINISTER WILL BE PIVOTAL DECISION MAKER ON WHO GETS CONTRACT AWARD. ANTICIPATED IN 1988.

THE CIDA FUNDED CONVERSION OF A PILOT SET OF ENGINES HAS YET TO BE TRANSFERRED FROM CANADA TO THAILAND.

SUBSEQUENT SIX MONTHS OF TESTING COULD LEAD TO TECHNOLOGY AND EQUIPMENT PURCHASES.

PREPARATION OF RECOMMENDED STRATEGIC PLAN TO MAXIMIZE CANADIAN OPPORTUNITY TO LAND MASS RAPID TRANSIT PROJECT.

POSSIBILITY OF UP TO \$1.5 BILLION IN BUSINESS

PROVISION OF QUALIFIED ENGINEERING PERSONNEL (CIDA FUNDED IF POSSIBLE) TO EXPRESS TRANSIT AUTHORITY TO BUILD-IN AS MUCH PRO-CANADIANISM AS POSSIBLE.

COULD LEAD TO SPECIFICATIONS THAT FAVOUR CANADIAN SYSTEMS.

PURSUE ALL OPPORTUNITIES TO PROMOTE SALE OF CANADIAN AIRCRAFT INCLUDING PARTS AND REPAIR SERVICES.

SALES WORTH TOTAL OF \$50 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PRESENTATION TO STATE RAILWAY OF THAILAND ON CDN CAPABILITIES.

SRT RECOMMENDED SOME LOCAL COMPANIES TO POST FOR POSSIBLE CDN REPRESENTATION. POST RECEIVED FROM SRT STANDARD SPECIFICATIONS FOR RAIL COACHES, LOCOMOTIVES, ETC.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 4

POST : 504-BANGKOK

011-OIL & GAS EQUIPMENT, SERVICES
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PETRO CANADA INTL ASSISTANCE CORP. WORKING TO CONCLUDE TECHNICAL COOPERATION AGREEMENT WITH PETROLEUM AUTHORITY OF THAILAND.

MORE ACTIVE INVOLVEMENT OF PCIAAC & CANADIAN SUPPLIERS IN THAI MARKET.

PARTICIPATION BY AMBASSADOR IN ADVISORY BOARD TO PETROLEUM INSTITUTE OF THAILAND (PTIT).

CLOSER TIES TO PTIT AS VEHICLE FOR INTRODUCING CANADIAN TECHNOLOGY.

MEET WITH SENIOR OFFICIALS OF DOMESTIC AND FOREIGN OIL COMPANIES TO INTEREST THEM IN CANADIAN OIL AND GAS PRODUCTION & PROCESSING EQUIPMENT AND CAPABILITY.

INCREASE LEVEL OF VISITS OF THAI BUYERS TO CANADA, LEADING TO EVENTUAL INCREMENTAL SALES.

ASSIST WITH SET UP OF PETROLEUM INSTITUTE OF THAILAND IN CO-OPERATION WITH PCIAAC.

INTRODUCTION OF CANADIAN TECHNOLOGY AND TRAINING SERVICES THROUGH THE INSTITUTE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE DINNER FOR VISIT OF TECHNICAL EXPERTS FROM PCIAAC.

20 SENIOR OFFICIALS IN OIL AND GAS INDUSTRY ATTENDED. CDN OIL/GAS TECHNOLOGY WAS WELL PROMOTED IN THIS EVENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 5

POST : 504-BANGKOK

004-DEFENCE PROGRAMS, PRODUCTS, SERV
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

A DEFENCE MARKET STUDY WAS CARRIED OUT IN 1986. RESULTS OF STUDY
HAVE YET TO BE FULLY EXPLOITED, TIME AND RESOURCES PERMITTING.

LETTERS & PERSONAL VISITS TO SR. THAI MILITARY OFFICIALS AND CDN
SUPPLIERS IN THIS SECTOR HAVE BEEN SENT/MADE.

STEP UP CONTACT WITH MILITARY IN ORDER TO BETTER IDENTIFY THAI
PROCUREMENT REQUIREMENTS.

ENCOURAGE THAI MILITARY REPRESENTATIVES IN COOPERATION WITH LOCAL
AGENTS TO BECOME MORE FAMILIAR WITH CANADIAN RADIO COMMUNICATIONS

WORK WITH CANADIAN COMPANIES TO IDENTIFY MOST ATTRACTIVE
FINANCING FOR THAI PURCHASE OF AIRCRAFT.

RESULTS WILL BE TO BETTER FOCUS MARKETING
INFORMATION AT APPROPRIATE CANADIAN SUPPLIERS

POSSIBLE SALE OF UP TO \$20 MILLION.

FOCUS EXPORT PROMOTION EFFICIENTLY ON BEST
CANADIAN SUPPLIERS TO THAI MARKET.

SALE OF RADIO SYSTEMS.

SALE OF AIRCRAFT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP ON INTERESTS GENERATED FROM CDN PARTI-
CIPATION IN DEFENCE ASIA '87.

LITERATURES REQUESTED IN OVER 200 INQUIRY CARDS
WERE MAILED OUT. INQUIRIES ON HENOTEX AND
MOTOROLA PRODUCTS WERE SENT TO LOCAL AGENTS FOR
FOLLOW-UP.

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 : 534-CANBERRA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DEVELOP & ENCOURAGE CLOSER WORKING RELATIONSHIP BETWEEN CANADIAN AND AUSTRALIAN DEFENCE INDUSTRIES PARTICULARLY FOR MUNITIONS AND THE CANADIAN AND AUSTRALIAN SUBMARINE PROJECTS.

CO-PRODUCTION, TECHNOLOGY EXCHANGE & POSSIBLE CO-OPERATION IN THIRD COUNTRY MARKETS.

DETERMINE AUSTRALIAN ASSESSMENT OF CRV-7 ROCKETS, ESTABLISH POTENTIAL FOR CANADIAN EW AND C3 EQUIPMENT.

SIGNED CONTRACT FOR CRV-7 ROCKETS AND SALES OF EW AND C3 EQUIPMENT.

CONTINUE SUPPORT OF CPF INDUSTRY TEAM IN PARTICIPATION ON AUSTRALIAN NEW SUNFIRE COMBATANT PROGRAM.

CANADIAN TO SUCCESSFULLY WIN THE CONTRACT FOR SUPPORT SYSTEMS PORTION OF PROJECT.

ESTABLISH CONNECTION BETWEEN CANADIAN AND AUSTRALIAN F-18 SYSTEM AND COMPONENT MANUFACTURERS.

PROSPECT OF CANADIAN SYSTEM/COMPONENT MANUFACTURERS SUPPLYING FOR AUSTRALIAN PLANES.

DETERMINE COMPUTABILITY OF CANADIAN & AUSTRALIAN DEVELOPMENTS IN TOWED AWAY SYSTEMS AND SIGNAL PROCESSING.

CANADIAN SUPPLIERS TO PARTICIPATE IN AUSTASS PROJECT.

ESTABLISH POTENTIAL FOR CANADIAN PARTICIPATION IN UPCOMING AUSTRALIAN DEFENCE DEPT. GLOBAL POSITIONING SYSTEMS REQUIREMENTS.

CANADIAN COMPANIES COULD ACHIVED MAJOR INVOLVEMENT AS AUSTRALIANS IN EARLY STAGES OF DEFINING REQ'TS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGE AGREEMENT BETWEEN CANADA & AUSTRALIA ON COOPERATION BETWEEN OUR RESPECTIVE DEFENCE INDUSTRIES.

AUSTRALIAN TEAM DISCUSSED COOPERATION WITH DEFENCE PROGRAMS BUREAU, DRIE & NDHQ IN OTTAWA. AGREED TO PURSUE WITH EXCHANGE OF LETTERS BETWEEN MINISTERS.

QUARTER: 1 CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S EFFORTS TO HAVE CDN PATROL FRIGATE SHORTLISTED AMONGS POSSIBLE DESIGNERS FOR AUSTRALIAN NEW SURFACE COMBATANT.

VISIT OF AUSTRALIAN CHIEF OF NAVAL MATERIAL TO OTTAWA. SJSJ KEPT FULLY BRIEFED ON AUSTRALIAN NAVY'S DEVELOPING ACQUISITION STRATEGY. CPF EXPECTED TO BE ON SHORTLIST OF DESIGNERS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 524-DHAKA

007-POWER & ENERGY EQUIP. & SERV.
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REINFORCE CANADIAN REPUTATION AS SUPPLIER OF QUALITY EQUIPMENT
THROUGH PERIODIC CALLS ON BANGLADESH POWER DEVELOPMENT BOARD.

INCREASE NUMBER OF CANADIAN FIRMS PARTICIPATING
IN BIDS ON BPDB PROJECTS.

OBTAIN INFORMATION ON KOREAN COMPETITION IN BANGLADESH AND RECENT
PURCHASE PRICES BY BPDB FROM KOREA.

HELP CANADIAN SUPPLIERS TO OFFER COMPETITIVE
BIDS IN FUTURE.

INVESTIGATE REQUIREMENTS FOR PLANNED IFI PROJECTS.

INCREASE NUMBER OF CANADIAN FIRMS COMPETING
IN THIS SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

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QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 9

POST : 524-DHAKA

009-FOREST PRODUCTS, EQUIP, SERVICES
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSOLIDATE CANADIAN REPUTATION AS A LEADER IN THIS SECTOR
THROUGH PERIODIC CALLS ON GOVERNMENT OF BANGLADESH
DECISION MAKERS.

TO OBTAIN FROM FORESTRY DEPARTMENT EARLY
ADVICE ON TERMS OF REFERENCE FOR NEW PROJECTS

PROMOTION OF CANADIAN CAPABILITY BY DISTRIBUTING CANADIAN
COMPANIES BROCHURES.

OBTAIN FORESTRY DEPARTMENT ASSURANCE THAT CDN
COMPANIES WILL BE WELCOME BIDDERS/SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 524-DHAKA

011-OIL & GAS EQUIPMENT, SERVICES
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSOLIDATE CANADIAN REPUTATION AS A LEADER IN THIS SECTOR
THROUGH PERIODIC CALLS ON GOVERNMENT OF BANGLADESH
DECISION MAKERS.

INCREASED CANADIAN PARTICIPATION IN
PROJECT PROCUREMENT IN THIS SECTOR.

OBTAIN INFORMATION ON DUTCH, USA, U.K., JAPANESE AND FRENCH COM-
PETITION IN BANGLADESH AND RECENT PURCHASE PRICES FROM THESE
COUNTRIES BY BANGLADESH OIL AND GAS CORPORATION.

HELP CANADIAN SUPPLIERS TO OFFER COMPETITIVE
BIDS IN FUTURE TENDERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

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QUARTER: 4 -----

REPORT 4
87/09/25

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POST : 524-DHAKA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

AGRICULTURE MINISTRY PLANS TO BUY FOUR TWIN OTTERS, BUT LACKS
FINANCING. DEHAVILLAND IS INTERESTED. WE WILL WORK CLOSELY WITH
CIDA AND EDC TO EXPLORE POSSIBLE FINANCING MECHANISMS.

CIDA WILL PROBABLY COVER PART OF THE REQUI-
REMENT UNDER AISP.

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 : 502-HONG KONG

001-AGRI & FOOD PRODUCTS & SERVICE
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOOD & BEVERAGE CANADA - MARCH 87

C\$10,000,000

CANADIAN FOOD WEEK AT MAXIM'S RESTAURANT

C\$300,000

IN-STORE PROMOTION(DAH CHONG HONG LTD)-NOV 86

C\$300,000

BASED ON RESULT OF THE FOOD & BEVERAGE CANADA '87, IF SUCCESSFULL,
WILL PLAN SAME TYPE OF SHOW IN 1988

C\$500,000

BEEF PROMOTION IN HOTELS

C\$200,000

IN-STORE PROMOTION ON SOME OF THE SUPERMARKET CHAINS

C\$400,000

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOOD & BEV. '87 (MAR. 87). F+B PARTICIPANTS TO
BE FOLLOWED UP. FOOD & BEV. '88. FOLLOW UP
VISITS TO HK BY ALL EXH. AT F+B 87. INSTORE
PROMOT'NS OVER FY87/88. BEEF PROMOTIONS IN
HOTELS.

COMPLETED. C\$6 MN DIRECT SALES. AGENTS FOUND.
FOLLOW UP DONE. DEFERRED TO FY88/89. PEMD FOL-
LOW UP SUBSTITUTED. PEMD APPROVED. VISITS EX-
PECTED OVER YEAR. PLANNING UNDERWAY WITH 3 SUPER-
MKTS. NTS FUNDS APPROV. ALTA GOVT. PLAN'G UNDERWAY

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 : 502-HONG KONG

002-FISHERIES, SEA PRODUCTS & SERV.
HONG KONG

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	FISH & SHELLFISH & OTHER PROD	
	FOOD & BEVERAGE CANADA 87 - MARCH 87	C\$2,000,000.
	CANADIAN FOOD WEEK AT MAXIM'S RESTAURANT	C\$200,000
	FOOD PROMOTION - DAH CHONG HONG - NOV 86	C\$300,000
	BASED ON THE RESULT OF ABOVE, IF SUCCESSFULL, WILL PLAN SAME TYPE OF SHOW IN 1988	C\$500,000
	PLANNING TO RUN IN-STORE PROMOTION ON SOME OF THE SUPERMARKET CHAINS.	C\$ 400,000.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	FOOD & BEV. '87 (MAR. 87). F+B FOLLOW UP WITH PARTICIPANTS. FOOD & BEV. '88. FOLLOW UP VISITS TO HK BY ALL EXH. AT F+B '87. INSTORE PROMOT'NS OVER FY 87/88. FISH PROMOTIONS IN HOTELS.	COMPLETED. C\$6 MN DIRECT SALES. AGENTS FOUND. FOLLOW UP DONE. DEFERRED TO FY88/89. PEMD FOLLOW UP SUBSTITUTED. PEMD APPROVED. VISITS EXPECTED OVER YEAR. PLANNING UNDERWAY WITH 3 SUPERMKTS. NTS FUNDS APPROVED. BC GOVT PLAN'G UNDERWAY.
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 : 502-HONG KONG

005-COMM. & INFORM. EQP. & SERV
HONG KONG

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	TELECOMMUNICATIONS (INC SPACE)	
	CANADIAN CONSULTING AND EQUIPMENT MARKETING AND SALES TO CABLE TV INDUSTRY.	\$1,000,000
	PROMOTION OF VIDEOTEXT TO CABLE TV INDUSTRY.	SALES TO CABLE TV AND OTHER OPERATORS \$500,000.
	ADDITIONAL PROMOTION OF X.25 DEVICES TO HONG KONG MARKET.	ESTABLISH CANADA AS BEST SOURCE OF X.25 PRODUCTS \$2,000,000.
	COMPUTERS, SOFTWARE & SYSTEMS	
	SOFTWARE AND COMPUTER SERVICES MARKETING STUDY.	GUIDANCE TO CANADIAN INDUSTRY. SET PRIORITIES \$1,000,000.
	IN-HOUSE DEMONSTRATION AND SEMINARS BY COMPANIES.	DISTRIBUTION CONTRACTS, P.R. \$ 500,000.
	INFORMATION BROCHURE TO HONG KONG INDUSTRY ON PERIPHERALS AND SOFTWARE.	SOURCING OF PRODUCT FROM CANADA \$1,000,000.
	MEDIA CAMPAIGN TO ENHANCE AWARENESS OF CANADIAN CAPABILITIES.	PUBLIC ATTENTION, INTEREST.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	SOFTWARE '87/AUTOTECH '87 COSPONSORSHIP. MEDIA CAMPAIGN ON CDN TECH. SOFTWARE MISS. (APR. 87). SOFTWARE MKTG. STUDY. INHOUSE DEMONSTRATIONS/SEM. INFO. BROCHURE ON CDN SOFTWARE. PROMOTION OF VIDEOTEXT TO CATV, X.25 PROMO.	ACCOMPLISHED. PUBLICITY EXPECTED FALL '87. IN PLANNING. DONE. \$400,000 SALES, 3 AGENTS APPOINTED RETURN VISITS. DONE. REPORTS GOING OUT TO PROVS + OGD/DEA. EXPECTED LATER IN FY87/88. IN PLANNING. BUDGET BEING SOUGHT. UNDERWAY. LTD SUGSS WITH X.25
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 : 502-HONG KONG

015-CONSTRUCTION INDUSTRY
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUILDING PRODUCTS

PROMOTION OF BUILDING PRODUCTS BY A)LOCATING SUITABLE AGENTS FOR
CDN SUPPLIERS B)MAILING CAMPAIGN C)ASSISTING AGENTS TO CONTACT
PROJECT DEVELOPERS/ARCHITECTS.

1986: C\$1.5 MILLION. 1987: C\$ 1 TO 1.5 MILLION

PROMOTION OF BUILDING PRODUCTS BY A)LOCATING SUITABLE AGENTS FOR
CDN SUPPLIERS B)MAILING CAMPAIGN C)ASSISTING AGENTS TO CONTACT
PROJECT DEVELOPERS/ARCHITECTS.

1987: C\$1.5 MILLION. 1988: C\$2.0 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IBEX '87 PAVILLION. MONITORING MAJOR CONSTRUCTION PROJECTS.

7 EXHIBITORS FROM CDA. \$7-8 MID. SALES 1 AGENT
-INTELLIGENCE TO EXPORTERS AS REQUIRED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



502 - HONG KONG
PLANNING:

HONG KONG

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

ELECTRONICS EQUIP. & SERV CONSUMER ELECTRONICS
INDIVIDUAL CONTACTS BASED ON MARKET KNOWLEDGE OF AND PERSONAL
ACQUAINTANCES IN HONG KONG ELECTRONICS INDUSTRY.

5-15% OF CONTACTS WILL INVEST: IMPOSSIBLE
TO QUANTIFY IN DOLLARS OR JOBS CREATED IN
CANADA.

CONSUMER PRODUCTS APPAREL (CLOTH, FUR, SHOES) TEXT
RESPOND TO INITIATIVES BY HONG KONG BUSINESSMEN OR INDUSTRIALISTS IN
CONSUMER PRODUCTS (IE. APPAREL/TEXTILES) INDUSTRY.

15-25% OF CONTACTS WILL INVEST: IMPOSSIBLE
TO QUANTIFY IN DOLLARS OR JOBS CREATED IN
CANADA.

COMM. & INFORM. EQP. & SERV TELECOMMUNICATIONS (INC SPACE)
RESPOND TO INITIATIVES BY CANADIAN ENQUIRERS FOR CAPITAL INVESTMENT
FROM HONG KONG IN COMMUNICATIONS AND INFORMATICS SECTORS THROUGH
INDIVIDUAL CONTACTS, LUNCHEON SEMINARS, (POSSIBLY DURING HIGH LEVEL
MINISTERIAL VISIT(S)).

1-5% OF CONTACTS WILL FIND INVESTORS:
IMPOSSIBLE TO QUANTIFY IN DOLLARS OR
JOBS CREATED IN CANADA.

CONSUMER PRODUCTS LEISURE PROD. TOOLS HARDWARE
SECTORIAL DIRECT MAILPIECES, PRE-SCREENED AND TARGETTED TO CONSUMER
PRODUCTS (IE. MACHINE TOOLS (HARDWARE SUPPLIES) SECTOR.

5-25% OF CONTACTS WILL INVEST: IMPOSSIBLE
TO QUANTIFY IN DOLLARS OR JOBS CREATED
IN CANADA.

SERVICE INDUSTRIES TOURISM
INFORMATION MEETINGS FOR HONG KONG INVESTORS (CORPORATIONS) BY
VISITING CHAMBERS OF COMMERCE AND LOCAL CDN TOURISM ASSOCIATIONS.

1-10% OF (INDIRECT) CONTACTS WILL INVEST:
IMPOSSIBLE TO QUANTIFY IN DOLLARS OR JOBS
CREATED IN CANADA.

NON SECTORALLY ORIENTED ACTIVITIES

COOPERATION WITH PROVINCIAL OFFICES THROUGH REGULAR MEETINGS AND
REFERRALS OF SPECIFIC PROVINCE TARGETTED INVESTORS PROJEC.'S.

RESULTS WILL DEPEND ON SUPP. FM PROV'L
OFF. : 15-25% OF ENQUIRIES INITIATED IN HK
WILL RESULT IN INVSTMT, 1-5% OF ENQUIRIES
INITIATED IN CDA WILL RESULT IN INVSTMT.

ONGOING LIAISON WITH AND REFERRAL OF ENQUIRIES TO CANADIAN LEGAL
FIRMS, BANKS AND ACCOUNTANTS IN HONG KONG.

10-15% OF ENQUIRIES PURSUED WILL RESULT IN
INVESTMENT.

MEETINGS WITH PROFESSIONALS (IE. CDN LAWYERS, BANKERS, ACCOUNTANTS,
AND BROKERS RESIDENT IN HONG KONG), TO MONITOR PROGRESS OF ENQUIRIES.

MORE ACCURATE ESTIMATE OF VALUE AND
DIRECTION OF BOTH DIRECT AND PORTFOLIO
INVESTMENTS FROM HONG KONG INTO CANADA.

REPORT #5
87/10/13

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

page B

502 - HONG KONG
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

HONG KONG

RESULTS REPORTED

QUARTER : 1

POST INITIATED OUTCALLS, TERRITORY INITIATED
INCALLS. -RESPONSES TO CDN BUSINESS INVSTMT ENQ.
-INFO. MEETINGS WITH IND'L ASSOC'NS. -INFO-
ADDRESSES TO LOCAL CLUBS, ASSOC'NS. -COOP'N &
JOINT PROMOTIONS WITH PROVINCES. -COOP'N WITH CDN
CHAMBER OF COMMERCE, ETC. -COOP'N WITH BUSINESS
IMMIGRATION PROGRAM. -SELECTED GROUP INFO. SES-
SIONS, COUNSELLING. -SECTOR SPECIFIC INFORMATION
GATHERING, PROSPECTING. -DIRECT MAIL PIECES IN
TERRITORY.

INVSTMTS IN QTR OF C\$30 MN., & CREATION/SUSTAIN-
ANCE OF 360 JOBS, INCL. -NOISE CONTROL SYSTEM
FACTORY. -MAJOR HOTEL ACQUIS'N. -COMPUTER MONITORS
MKTG. OFFICE. -MODEST MOTEL ACQUIS'N. -GARMENT
DISTRIBUTORSHIP. -DONUT SHOP. -ELECTRONIC COMPON-
ENTS FACTORY (WATCHES, CLOCKS). -REPRESENTATIVE
OFFICE ESTABLISHMENT.

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 : 521-ISLAMABAD

007-POWER & ENERGY EQUIP. & SERV.
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUED LIAISON WITH SENIOR MANAGEMENT OF WAPDA TO RESOLVE
TARBELA TURBINE DISPUTE.

AWARD OF FOUR LARGE TURBINES TO A CANADIAN
SUPPLIER WORTH C\$68 MILLION OVER 3-4 YEARS.

LOBBYING WITH WAPDA AND GOVERNMENT OF PAKISTAN TO OBTAIN APPROVAL
FOR A FEASIBILITY STUDY INTO A LOW HEAD HYDRO PROJECT.

AWARD OF A FEASIBILITY STUDY UNDER CIDA CPPF
PROGRAM WORTH C\$0.5- 1.4 MM.

LOBBYING WITH WAPDA TO SUPPORT CANADIAN COMPANIES PURSUING THE
WORLD BANK'S COASTAL COAL FIRED POWER PROJECT FEASIBILITY STUDY.

SHORTLISTING OF AT LEAST ONE CANADIAN COMPANY
FOR THIS STUDY WORTH C\$ 1-3 MM.

UPDATING OF POST'S BRIEFING NOTES ON THE POWER SECTOR WITH NEW
SECTIONS ON WAPDA'S DECISION MAKING PROCESS.

BETTER PREPARATION FOR BUSINESSMEN SEEKING
WAPDA PROJECTS.

LOBBYING WITH WAPDA FOR AWARD OF A LOW HEAD POWER PROJECT ON A
NEGOTIATED BASIS.

BEGINNING OF CONTRACT NEGOTIATION FOR A LOW
HEAD PROJECT WORTH C\$100-150 MM.

MONITORING OF GOP DELIBERATIONS FOR A US\$5 BILLION KALABAGH DAM
PROJECT.

FORMATION OF CANADIAN CONSORTIUM TO PURSUE
POWER HOUSE TENDERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RESOLVE TARBELA DISPUTE.
OBTAIN FEASIBILITY STUDY FOR LOW HEAD POWER.
WIN COASTAL COAL FIRED POWER STUDY.

TARBELA RESOLVED. CONTRACT NEGOTIATIONS WITH
DOMINION BRIDGE-SULZER UNDERWAY. - TAUNSA STUDY
OBTAINED AND UNDERWAY. - COASTAL COAL POWER STU-
DY NOT YET AWARDED. REPRESENTATIONS MADE AGAINST
USA.

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 : 521-ISLAMABAD

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

LOBBYING WITH PTT AND MINISTRY OF COMMUNICATIONS TO OBTAIN A
"NO OBJECTION CERTIFICATE" FOR CANADIAN-MADE PABX EQUIPMENT.

IMPLEMENTATION OF AT LEAST ONE JOINT-VENTURE
WITH A LOCAL COMPANY BEFORE THE END OF CFY
86/7.

PROMOTION OF A CANADA-PAKISTAN SCIENTIFIC COOPERATION AGREEMENT
WITH SUPARCO FOCUSED UPON REMOTE SENSING AND SATELLITE TELECOM-
MUNICATIONS.

START A DIALOGUE BETWEEN EXT AFF HQ AND
GOVERNMENT OF PAKISTAN ON A POSSIBLE
AGREEMENT.

PREPARATION OF MARKETING REPORT ON PTT'S MODERNIZATION PLAN AND
DISSEMINATION TO CANADIAN EXPORTERS.

DISSEMINATION OF ADVANCE INFORMATION ON PTT'S
REQUIREMENTS LEADING TO MINIMUM TWO CANADIAN
BIDS ON ITS TENDERS.

PROMOTION OF MAJOR CANADIAN MANUFACTURERS WITH PTT AND GOVERNMENT
OF PAKISTAN.

NEW PROPOSALS BY AT LEAST ONE CDN COMPANY FOR
A LOCAL INVESTMENT IN TELECOMMUNICATIONS
EQUIPMENT MANUFACTURING

ASSISTANCE FOR NEGOTIATIONS LEADING TO A SCIENTIFIC COOPERATION
AGREEMENT WITH SUPARCO.

CONCLUSION OF AN AGREEMENT LEADING TO TECH-
NICAL EXCHANGE ON PAKISTAN'S SATELLITE
PROGRAM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -HELP NORTHERN TELECOM(NT). -OBTAIN NO OBJECTION
CERTIFICATE FOR MITEL. - PROMOTE CANADA-PAKISTAN
SCIENTIFIC COOP AGREEMENT WITH SUPARCO.
- PREPARE MARKETING REPORT.

-NORTHERN TELECOM CANCELLED ITS HIGH LEVEL VISIT
TWICE & HAS MAJOR PROBLEM WITH ITS EXISTING CON-
TRACT. -NO OBJECTION CERTIFICATE OBTAINED. - OUR
MARKETING REPORT PREPARED & DISTRIBUTED. - BCI
SUDDENTLY DROPPED PAK-A MAJOR BLOW TO OUR EFFORT

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 : 521-ISLAMABAD

011-OIL & GAS EQUIPMENT, SERVICES
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WIDEN POSTS CONTACTS IN THE INDUSTRY BY IN-COUNTRY TRAVEL TO CALL
REGULARLY UPON SENIOR EXECUTIVES OF PRIVATE SECTOR OIL COMPANIES
AND PIPELINES.

WIDEN CANADIAN SALES PENETRATION BEYOND OGDC
AND INCREASE OUR MARKET SHARE.

ASSISTANCE TO CANADIAN COMPANY THAT HAS CONCLUDED NEGOTIATIONS
FOR A CONCESSION.

SUCCESSFUL INITIAL PHASE OF CANADIAN
ACTIVITY IN THIS SECTOR.

UPDATE MISSION BRIEFING NOTES ON THE OIL & GAS INDUSTRY & INCLUDE
INFORMATION ABOUT GRANTING OF OIL AND GAS CONCESSIONS.

HEIGHTENED INTEREST IN PAKISTAN FOR CANADIAN
CAPABILITIES PREPARATION BY EXPORTERS
VISITING THE MARKET.

ASSISTANCE TO SEVERAL CANADIAN EXPLORATION COMPANIES INTERESTED
IN CONCESSIONS.

SECOND CONCESSION GRANTED TO CANADIAN OIL AND
GAS EXPLORATION COMPANY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSISTANCE TO CANADIAN COMPANIES SEEKING OIL
EXPLORATION CONCESSIONS.

-RIO ALTO AWARDED SEISMIC CONTRACT TO FRENCH CO.
- PETRO CANADA APPLIED FOR CONCESSIONS.
- HOME OIL & OTHER INVESTIGATING CONCESSIONS.

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 : 521-ISLAMABAD

003-GRAINS AND OILSEEDS
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OILSEEDS

NEGOTIATION OF (A) ADDITIONAL AFGHAN REFUGEE RELIEF AID AND (B)
NEW BILATERAL (CDN/PAK) FOOD AID FOCUSED UPON CANOLA OIL BY CIDA

MAINTENANCE OF \$5-6 MM SALE FOR AFGHAN RELIEF
AND INTRODUCTION OF CANOLA OIL TO LOCAL MAR-
KET. POSSIBLE COMBINED SALES OF UPTO \$20 MM IN
FY 86/7.

FOLLOW UP UPON CANOLA OIL MISSION SCHEDULED FOR JANUARY 87.

IDENTIFICATION & INTRODUCTION TO PAKISTAN OF
AT LEAST 2 CANOLA OIL SUPPLIERS SERIOUSLY IN-
TERESTED IN PAKISTANI MARKET. IDENTIFICATION
OF TECHNICAL BARRIERS TO INTROD. OF CANOLA OIL

ESTABLISHMENT OF CLOSE RELATIONS WITH LOCAL AGENTS FOR CANOLA OIL
SUPPLIERS (PROBABLY MITSUI & MITSUBISHI)

COORDINATED MARKETING ACTIVITY BY POST, AGENTS
AND EXPORTERS.

PREPARATION OF ANNUAL SURVEY OF WHEAT, COARSE GRAINS & OILSEEDS
MARKET.

PROVIDE BASIC MARKET INFORMATION TO BUREAU
FOR DISSEMINATION TO INDUSTRY.

PRESENTATION ON CANADIAN CAPABILITY BY INDEPENDENT OIL SEED EXP-
ERT DURING PLANNED COMMODITY FORUM.

ENHANCE CANOLA OIL REPUTATION AS DEPENDABLE
SUBSTITUTE FOR SOYABEAN OIL.

INTENSIFY VISITS UPON GHEE CORPORATION IN LAHORE AND PRIVATE OIL
SEED CRUSHERS AND BROKERS.

OBTAIN ADVANCE INFORMATION ABOUT GHEE CORP
SOFT VEGETABLE OIL TENDERS. ENSURE AT LEAST
TWO BIDS ON GHEE CORP TENDERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -NEGOTIATION OF BILATERAL FOOD AID FOR CANOLA
OIL BY CIDA. - FOLLOW-UP ON CANOLA OIL MISSION. -
ESTABLISH CLOSE RELATION WITH PAK AGENTS OF
CANOLA EXPORTERS.

-\$13 MM CANOLA FOOD AID SHIPPED BY CIDA TO PAK. -
FORMATION OF CANOLA EXPORT CONSORTIUM FOR PAK IN
WESTERN CANADA. -APPOINTMENT OF LOCAL AGENT BY
CDN EXPORT CONSORTIUM. -CIGI TRAINING COURSE FOR
WAHEED KHAN.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

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

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POST : 505-JAKARTA

007-POWER & ENERGY EQUIP. & SERV.
INDONESIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	HYDRO	
	MISSION IS WORKING WITH CONSULTING ENGINEERING FIRM WHO IS ENDEAVORING TO PUT TOGETHER A FINANCING PACKAGE FOR THE SENTANI PROJECT.	\$85 MILLION
	MISSION IS WORKING WITH CONSULTING ENGINEERING COMPANY ON FINANCING PACKAGE FOR 13 MINI HYDRO SITES.	\$26 MILLION.
	NUCLEAR	
	ASSISTANCE TO AECL IN MARKETING PHASE III LAB.	\$ 40 MILLION.
	ONGOING ASSISTANCE TO AECL IN THE PROMOTION OF THE CANDU NUCLEAR REACTOR #1.	\$ 1 BILLION.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-NUCLEAR POWER PROGRAM REPORT - AECL PHASE 111 LAB SUPPORT - ASSISTANCE TO ACRES & TECSULT TO PUT TOGETHER FINANCING PACKAGE FOR SENTANI INC- LUDING MINI-HYDRO PROJECTS RESPECTIVELY.	-REPORT SUBMITTED. - BID SUBMITTED; NEGOTIATIONS CONTINUING - ATTEMPTS HAVE BEEN UNSUCCESSFUL TO DATE. SUMITOMO MAY FINANCE SENTANI IN VIEW OF CA- NADA'S APPARENT INABILITY TO DO SO.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

REPORT 4
87/09/25

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

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POST : 505-JAKARTA

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	REMOTE SENSING SEMINAR.	IMPROVED MARKET ACCESS
	TELECOMMUNICATIONS (INC SPACE)	
	PROMOTION OF SECOND DIGITAL SWITCHING PROJECT	POTENTIAL FOR SUCCESS IN PROVIDING CONSULTING SERVICES.
	PROMOTION OF 15,000 LINE TELEX GATEWAY.	POTENTIAL FOR SUCCESS IN PROVIDING EQUIPMENT.
	IDENTIFY REQUIREMENTS COMPATIBLE WITH CDN SUPPLY CAPABILITY IN SPACE AND RURAL TELECOMMUNICATIONS SECTOR.	SALES PROSPECTS FOR EQUIPMENT, TRAINING AND CONSULTING SERVICES.
	VISIT OF SENIOR PERUMTEL OFFICIAL TO CANADA.	GREATER AWARENESS OF CANADIAN CAPABILITIES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	- REMOTE SENSING SEMINAR. - VISIT OF SENIOR PERUMTEL OFFICIAL TO CANADA.	EVENT HELD PLUS 2 DAYS OF FOLLOW-UP MEETINGS. AS A RESULT, BERCHA INT'L IS PURSUING TRAINING CONTRACT WORTH \$500,000 WITH POSSIBILITY OF FOLLOW-ON CONTRACT. - MET DIR. OF PERUMTEL & REACTION TO VISIT POSITIVE; PLANNING OF VISIT IN PROG
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 : 505-JAKARTA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

EMBASSY IS PRESSING GOVERNMENT OF INDONESIA TO MAKE A DECISION ON ADDITIONNAL LOCOMOTIVES AND COAL CARS.

\$38 MILLION.

VISIT PADANG AREA TO REVIEW PROGRESS ON OMBILIN COAL MINE EXPANSION AND RELATED RAILWAY EXPANSION.

POTENTIAL FOR CANADA TO FINANCE UP TO \$120 MIL PROJECT.

PREPARE REPORT ON PLANS FOR URBAN RAIL TRANSPORTATION SECTOR WITH OFFICIALS OF PJKA, DEPT OF COMMUNICATIONS, DKI JAKARTA.

POTENTIAL SALE OF URBAN RAIL TRANSPORTATION SYSTEM (\$80 MIL).

AEROSPACE

ASSISTANCE IN THE PROMOTION OF ADDITIONAL SALES FOR 76, PT6T-3B TWIN PAC ENGINES.

ONGOING SUPPLY.

PROMOTION OF CO-PRODUCTION OF WATER BOMBERS.

MAY BE LIMITED BECAUSE OF POSSIBLE TRANSALL CONVERSIONS FOR WATER-BOMBER ROLE.

PROMOTION OF CANADAIR CL601 CHALLENGER

INDETERMINATE.

IDENTIFY POTENTIAL AREAS FOR COLLABORATION.

EQUIPMENT SALES/JOINT VENTURE/LICENSING ARRANGEMENTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PRESS THE GOVERNMENT OF INDONESIA TO MAKE A DECISION ON PURCHASE OF ADDITIONAL LOCOMOTIVES AND RAIL CARS.

GOVERNMENT OF INDONESIA HAS ACCEPTED CIDA/EDC C\$ 44.5 MIL FINANCING PROPOSAL & PROVIDED THE RAILROAD WITH AUTHORITY TO PURCHASE 265 RAILCARS AND 15 LOCOMOTIVES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

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

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POST : 505-JAKARTA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

SENSITIZE INDONESIAN AUTHORITIES TO CANADIAN DEFENCE
INDUSTRY CAPABILITIES.

IMPROVE MARKET ACCESS FOR CANADIAN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

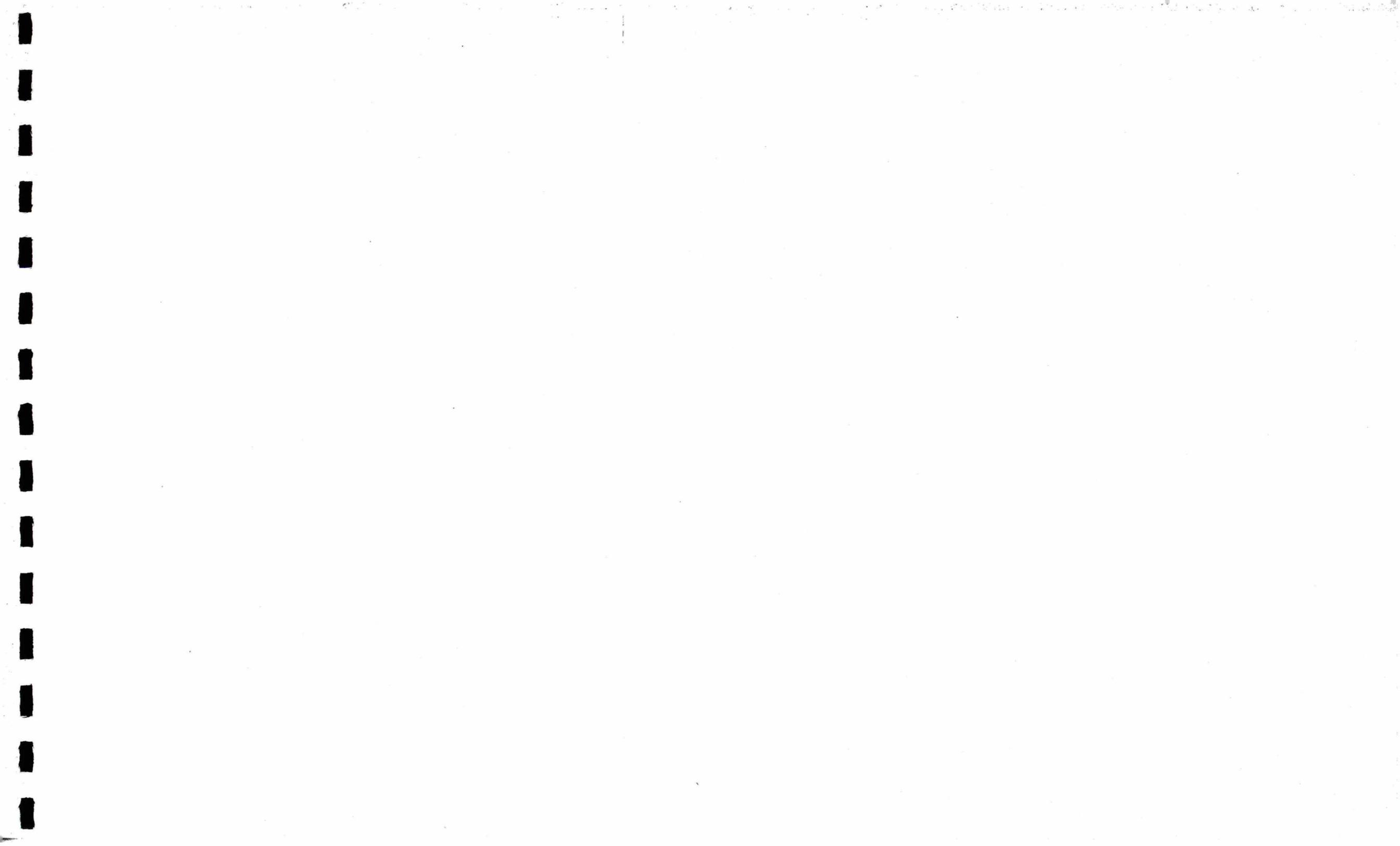
QUARTER: 1 PROMOTE AWARENESS OF CANADIAN DEFENCE INDUSTRY.

MET MILITARY LIAISON OFF. TO DISCUSS DEF. MISS. TO
CDA. REACTION POSITIVE; DATES TO BE SET LATER WHEN
TIMING IS BETTER FOR INDO. MTGS WITH P.T. PAL RE:
INDO FRIGATE PROG. -ATTEND PARIS AIR SHOW & ES-
CORT INDO DELS TO CDN BOOTHS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



POST : 511-KUALA LAMPUR

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

DEVELOP CONTACT WITH KEY MEMBERS OF THE MALAYSIAN REMOTE SENSING COMMITTEE.

VISIT PRINCIPAL USERS OF REMOTE SENSING SYSTEMS TO DEVELOP AN AWARENESS OF MARKET NEEDS AND AREAS OF OPPORTUNITY.

DEVELOP A STRATEGY FOR MARKET DEVPMT AND EXPANSION IN REMOTE SENSING.

CONCERTED FOLLOW UP WITH PARTICIPANTS IN THE FEBRUARY 1987 REMOTE SENSING SEMINAR.

DEVELOP A PLAN OF ACTION TO PROMOTE THE CONCEPT OF SATELLITE EARTH STATIONS FOR REMOTE SENSING.

PROMOTE INFORMATION EXCHANGE & COOPERATION ACTIVITIES BETWEEN CDN CENTRE FOR REMOTE SENSING & RELATED CDN INSTITUTIONS AND COUNTERPART MALAYSIAN ORGANIZATIONS.

ESTABLISH AWARENESS OF CDN EXPERTISE & ESTABLISH CDN HIGH COMM AS AN IMPORTANT LINK BETWEEN BUYERS & CDN SUPPLIERS.

ESTABLISH INVENTORY OF EXISTING REMOTE SENSING ACTIVITIES & OPPORTUNITIES FOR INCREASING DOWNSTREAM CANADIAN SALES.

FIELD & ENHANCE OUR SALES PROSPECTS.

IDENTIFICATION OF CONCRETE SALES PROSPECTS THAT WOULD BE REFERRED TO CANADA FOR ACTION.

BETTER POSITION CDN COS ON BIDS IN UPCOMING TENDERS.

ESTABLISH STRONG BILATERAL RELATIONSHIP IN EMERGING FIELD & FACILITATE TECHNOLOGY TRANSFER.

TELECOMMUNICATIONS (INC SPACE)

CONCERTED FOLLOW UP WITH MALAYSIAN PARTICIPANTS AT CANADA ASEAN FORUM & EXPO INDUSTRIAL COOPERATION AND 1986 REGIONAL ITU TRAINING CONFERENCE AT VANCOUVER.

EFFECT A STRATEGY TO ENHANCE CDN INVOLVEMENT IN MALAYSIAN TELECOMMUNICATION DEVELOPMENT.

DETERMINE DETAILS OF REVISED FIVE YEAR PLAN DEVELOPMENT PROGRAM FOR TELECOMMUNICATIONS SECTOR.

DEVELOP SENIOR LEVEL CONTACTS AT STM TO IDENTIFY NEW AREAS OF OPPORTUNITY ARISING FROM PRIVATIZATION AND ENSURE THAT RELEVANT CANADIAN CAPABILITIES ARE MADE KNOWN.

SYSTEMATIC PROGRAM OF VISITS TO MEET PRINCIPAL MALAYSIAN TELECOMMUNICATIONS EQUIPMENT MANUFACTURERS TO IDENTIFY AREAS OF POTENTIAL JOINT VENTURE INTEREST.

REINFORCE CDN IMAGE AS HIGH TECH LEADER, FINALIZE NEW AGENCIES FOR CDN FIRMS AND PROMOTE POTENTIAL JOINT VENTURES MANUFACTURE.

CDN COS PROVIDING CONSULTING & RELATED SERVICES TO STM. 2 NEW CDN COMPANIES INTRODUCED TO MALAYSIAN MARKET.

IDENTIFY CONCRETE PROJECTS/OPPORTUNITIES FOR CANADIAN INDUSTRY OVER NEXT FIVE YEARS.

INCREASE IN CANADIAN GOODS SUPPLY BY AT LEAST 10%.

ESTABLISH AT LEAST ONE CANADIAN COMPANY IN A JOINT VENTURE IN MALAYSIA.

REPORT 4
87/09/25

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 : 511-KUALA LAMPUR

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

INVESTIGATE IN DETAIL GOVERNMENT OF MALAYSIA RURAL TELEPHONE
DEVELOPMENT PLANS.

RE-ESTABLISH CDN MANUFACTURERS OF ANCILLARY
EQUIPMENT AS QUALITY SUPPLIERS OF RURAL
TELEPHONE SYSTEMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 511-KUALA LAMPUR

011-OIL & GAS EQUIPMENT, SERVICES
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IMPLEMENT SYSTEMATIC PROGRAM OF INTERVIEWS WITH CURRENT AND POTENTIAL REPRESENTATIVES TO ASSESS THEIR ABILITY/INTEREST TO ACT ON BEHALF OF CANADIAN SUPPLIERS.

ABLE TO READILY RECOMMEND EFFECTIVE MALAYSIAN AGENTS/JOINT VENTURE PARTNERS FOR INTERESTED CANADIAN COMPANIES.

PROMOTE CANADIAN TRAINING PROGRAMS IN OIL AND GAS SECTOR IN SUPPORT OF VARIOUS FIRMS PURSUING CONTRACTS.

CDN CO AWARDED CONTRACT SECURE MALAYSIAN PARTICIPATION AT THE ALBERTA SUMMER INSTITUTE FOR PETROLEUM INDUSTRY DEVPT.

MONITOR PROGRESS OF CDN COS BIDDING ON MAJOR PROJECTS.

ENSURE CDN COS ARE BEST POSITIONED TO BE AWARDED CONTRACTS AS AND WHEN DECISION TAKEN.

IMPLEMENT PROGRAM OF CORPORATE LIAISON CALLS WITH SENIOR AND MIDDLE LEVEL MANAGEMENT OF PRINCIPAL OFFSHORE OIL EXPLORATION COMPANIES.

ENSURE CANADIAN SUPPLIERS APPRISED OF DEVELOPMENT PROGRAMS AND EMERGING SALES OPPORTUNITIES.

IDENTIFY OPPORTUNITIES FOR CANADIAN CONSULTANTS AND EQUIPMENT SUPPLIERS FOR CONSTRUCTION PHASE OF GAS PIPELINE AND GAS PLANT.

MAXIMIZE POTENTIAL INVOLVEMENT OF CANADIAN COMPANIES IN THESE MEGA PROJECTS.

HEIGHTEN CANADIAN PROFILE AS TECHNOLOGY LEADER THROUGH ORGANIZED INFORMATION DISSEMINATION, PARTICIPATION IN LOCAL TRADE SHOWS AND MALAYSIAN ATTENDANCE AT CALGARY NPS AND EDMONTON INTERCAN.

GREATER FAMILIARITY WITH CANADIAN CAPABILITIES. STIMULATE CANADIAN INTEREST IN SALES AND INVESTMENT PROSPECTS.

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 : 511-KUALA LAMPUR

007-POWER & ENERGY EQUIP. & SERV.
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ADVISE AND SUPPORT CANADIAN COMPANIES IN THEIR ESTABLISHMENT OF CONSORTIA WITH MALAYSIAN FIRMS AND IN THEIR BID PREPARATIONS ON THE ACCELERATED TRANSMISSION PROJECT.

ENSURE THAT CANADA IS REPRESENTED IN THESE BIDS AND THAT AT LEAST ONE OF THE EIGHT WINNING CONSORTIA INCLUDES A CANADIAN PARTNER.

RESEARCH LOCAL CONSULTING CAPABILITIES TO DEVELOP A DETAILED INVENTORY OF AGENTS AND THEIR AREAS OF EXPERTISE FOR USE IN ADVISING CANADIAN COMPANIES OF POTENTIAL LOCAL AFFILIATIONS.

INCREASE IN NUMBER OF CANADIAN COMPANIES REPRESENTED BY QUALIFIED LOCAL AGENTS FOR THE MALAYSIAN MARKET.

MONITOR CLOSELY THE EVOLUTION OF POWER 12 AND ADB PENINSULAR TRANSMISSION TENDERS, NOTIFY CANADIAN FIRMS ACCORDINGLY AND MONITOR IMPLICATIONS FOR RURAL ELECTRIFICATION.

INCREASE THE NUMBER OF CDN SUPPLIERS WITH LOCAL AGENTS AND ESTABLISH INITIAL EQUIPMENT SALES FOR CANADA IN THIS SECTOR.

VISIT SABAH AND SARAWAK ELECTRICITY AUTHORITIES TO INTRODUCE THEM TO COMPREHENSIVE RANGE OF CANADIAN CAPABILITIES AND TO GATHER MARKET INTELLIGENCE.

IDENTIFY STATE PROJECTS THAT OFFER OPPORTUNITIES FOR EXPORT AND/OR JOINT VENTURES FOR CANADIAN COMPANIES.

PROMOTE CANADIAN CAPABILITIES IN THE POWER SECTOR.

ENHANCEMENT OF PROFILE FOR CDN TURNKEY CAPABILITIES IN THIS SECTOR AND IDENTIFICATION OF SUITABLE PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 511-KUALA LAMPUR

001-AGRI & FOOD PRODUCTS & SERVICE
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WORK WITH PRINCIPAL CDN APPLE SUPPLIERS AND MALAYSIAN IMPORTERS/
BROKERS TO ADDRESS PROBLEMS MITIGATING AGAINST INCREASED SALES.

IMPROVE QUALITY AND PACKAGING OF CANADIAN
PRODUCT. INCREASE CANADIAN SHARE OF MALAYSIAN
APPLE MARKET.

TOGETHER WITH CIGI, ORGANIZE ANIMAL FEED SEMINAR FOR FEED MILLERS
ON THE USE AND FEED FORMULATION OF CANADIAN BARLEY, CANOLA MEAL
AND DEHYDRATED ALFALFA, PRESENTLY NOT IN USE LOCALLY.

INCREASE SALE OF FEED INGREDIENTS TO MALAYSIA

UNDERTAKE MARKETING PROGRAM OF CANADIAN PROCESSED FOODS AND
GROCERY PRODUCTS WITH BULK IMPORTERS, WHOLESALERS AND MAJOR
RETAIL OUTLETS.

INTRODUCE BROADER RANGE OF CANADIAN FOOD AND
GROCERY PRODUCTS TO MALAYSIA AND INCREASE
TOTAL EXPORTS TO THIS MARKET.

DIRECT FOLLOW UP WITH DEPT OF VETERINARY SRVCS & LEADING PRIVATE
FARMERS TO PROMOTE TECHNICAL COLLABORATION & SALES RELATED TO
BREEDING STOCK, ARTIFICIAL INSEMINATION, EMBRYO TRANSFER, GENETIC
RESEARCH & RELATED ACTIVITIES.

NEW SALES OF SWINE, SWINE BREEDING STOCK,
POULTRY BREEDING STOCK, FROZEN SEMEN AND
POSSIBLY LIQUID OR FROZEN EMBRYO.

FOSTER DISSEMINATION OF INFORMATION TO DEPT OF AGRIC, MALSIAN
AGRIC RESEARCH & DEVELOPMENT INSTITUTE, UNIVERSITI PERTANIAN MAL-
AYSIA, ETC ON RANGE OF CDN TECHNOLOGY ADVANCES AND AVAILABLE
UNIV. ED AND TRAINING PROGRAMS IN THE AGRIC. SECTOR.

INCREASED FLOW OF INFORMATION ON CANADIAN
EXPERTISE IN THE AGRICULTURAL FIELD. STUDENTS
DIRECTED TO CDN INSTITUTION TO MEET GROWING
TRAINING NEEDS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION OF BREEDING SWINE.

ADSGO TRADING VISITED SEV. MALAYSIAN PIG FARMS
TO PROMOTE CDN BREEDING SWINE. CDN GOVT. SPON-
SORED INCOMING SWINE BUYERS MISSION JUNE 12-15
1987 RESULTING IN MALAYSIAN PURCHASES VALUED AT
US \$52,435.

QUARTER: 1 PROMOTION OF CANADIAN FEED INGREDIENTS.

VISIT BY DR. EMANUELLE OF AGRIC. CDA STIMULATED
INTEREST IN SOURCING CDN FEED INGREDIENTS. XCAN
FAR EAST (TORONTO) FOLLOWED UP SHORTLY AFTER AND
HAVE IDENTIFIED CLIENTS WITH GOOD POTENTIAL.

QUARTER: 1 PROMOTION OF CANADIAN PROCESSED FOODS AND
GROCERY PRODUCTS.

3 MALAYSIAN COS PARTICIPATED AT HKONG FOOD & BE-
V. '87 & ARE KEEN TO BUY RANGE OF FOOD PROD. POK
BROS IS NEGOTIATING PURCHASE OF PROCESSED CHEESE
& COLD STORAGE (H) BHD INTERESTED IN STAGING A "CDN
FOOD FAIR" IN THEIR SUPERMARKET CHAIN.

REPORT 7
57/09/25

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

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POST : 511-KUALA LAMPUR

001-AGRI & FOOD PRODUCTS & SERVICE
MALAYSIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE TECHNICAL COLLABORATION WITH VETERINARY
SERVICES DEPT (MIN OF AGRIC) IN VARIOUS ASPECTS
OF LIVESTOCK INDUSTRY.

GIDC HELD DISCUSSIONS WITH THE DIR. GEN., VETERI-
NARY SERV. DEPT TO PROMOTE CDN EXPORTS & EXPEDIT-
SE IN VARIOUS ASPECTS OF LIVESTOCK INDUSTRY. OMAF
SPONSORING VISIT OF THE DIR. GEN. TO ATTEND WORLD
VETERINARY CONG. IN MTL & VISITS TO CDN LIV. FACIL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST : 511-KUALA LAMPUR

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DIRECT FOLLOW UP AND MARKETING PROGRAM WITH PARTICIPANTS IN EXPO INDUSTRIAL COOPERATION 86 PROGRAM FROM RAILWAY SECTOR.

SYSTEMATIC ANALYSIS OF AUTOMOTIVE PARTS AND COMPONENTS CURRENTLY IMPORTED TO IDENTIFY PRODUCTS WHICH CAN BE COMPETITIVELY SOURCED FROM CANADA.

PROMOTE CANADIAN CAPABILITY TO SUPPLY COMMUNICATIONS, SIGNALLING, CONTROL AND ELECTRICAL EQUIPMENT TO RAILWAY.

ORGANIZED PROGRAM OF CALLS ON MAJOR AUTO ASSEMBLERS, PARTS MANUFACTURERS AND INDUSTRY ASSOCIATIONS TO MARKET CANADIAN TECHNOLOGY AND SUPPLY CAPABILITY.

IDENTIFY MALAYSIA'S PLAN TO PURCHASE ENGINE PARTS, AIRCRAFT ASSEMBLIES, ETC. AND PROMOTE CANADIAN SOURCING.

EXPAND NUMBER OF AGENCY AGREEMENTS FOR SUPPLY OF RAILWAY EQUIPMENT AND TECHNOLOGY.

ENCOURAGE AT LEAST TWO NEW CANADIAN SUPPLIERS TO MARKET THEIR PRODUCTS IN MALAYSIA.

POSITION CANADIAN COMPANIES AS SUPPLIERS FOR EXPECTED FUTURE TENDERS.

HEIGHTEN PROFILE OF CANADIAN AUTOMOTIVE INDUSTRY AND ESTABLISH POTENTIAL AREAS FOR FUTURE SALES.

INCREASE CANADIAN SALES OF ENGINE PARTS AND ASSEMBLIES AND HEIGHTEN AWARENESS OF CANADIAN CAPABILITIES IN AEROSPACE ELECTRONICS.

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 : 511-KUALA LAMPUR

004-DEFENCE PROGRAMS, PRODUCTS, SERV
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSIST IN NEGOTIATIONS WITH MINISTRY OF DEFENCE TO FULFILL
OUTSTANDING OBLIGATIONS OF RDF CONTRACT.

MEET WITH ALL AGENTS CURRENTLY REPRESENTING CANADIAN DEFENCE
PRODUCTS MANUFACTURERS AND ASSESS THEIR SUITABILITY.

COMPREHENSIVE ROUND OF CALLS ON SENIOR MINISTRY OF DEFENCE, ARMY,
AIR FORCE AND NAVY OFFICERS.

COMMERCIAL COUNSELLOR ASSUMES PRINCIPAL RESPONSIBILITY FOR
DEFENCE PRODUCTS PROMOTION ACTIVITIES.

ASSESS FINDINGS OF RECENT DEFENCE MARKET STUDY & IN CONCERT WITH
OTHER RELEVANT INFORMATION ESTABLISH MALAYSIAN PROCUREMENT
PRIORITIES.

PROMOTE MALAYSIAN PARTICIPATION IN TRAINING PROGRAMS & DEVELOP
DATA BASE OF PREVIOUS MALAYSIAN PARTICIPANTS IN THESE PROGRAMS
FOR REGULAR FOLLOW-UP ATTENTION.

FINAL CONCLUSION OF RDF CONTRACT.

INTRODUCE NEW TRADE COMMISSIONER RESPONSIBLE
FOR DEFENCE SECTOR & REINFORCE CDN INTEREST
IN SALES OF DEFENCE & SECURITY PRODUCTS.

RE-ESTABLISH CANADIAN IMAGE AS SUPPLIER OF
RELIABLE, QUALITY DEFENCE PRODUCTS.

GREATER POST ACCESS TO KEY SENIOR MILITARY
AND DEFENCE OFFICIALS.

RECOMMEND PARTICIPANTS & DETERMINE PROGRAM
FOR INCOMING DEFENCE MISSION MAY/JUNE 1987 TO
MAXIMISE LIKELIHOOD OF FOLLOW ON SALES.

ENHANCED FAMILIARITY WITH CANADIAN DEFENCE
TRAINING AND TECHNOLOGY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 503-MANILA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

POST WILL CONTINUE TO NURTURE STRONG CADRE OF CONTACTS IN PLDT, MOTC AND PRIVATE SECTOR. WILL MONITOR AND REPORT MAJOR POLICY CHANGES. POST EXPECTS SOME INDUSTRY RESTRUCTURING.

POST EXPECTS TO DEVELOP & MAINTAIN HIGH PROFILE IN SECTOR RESULTING IN MORE ADVANCE INFO LEADING TO STRONGER EXPORT PERFORMANCE.

CO-ORDINATION WITH EXPECTED CIDA SUPPORT FOR TELECOM SECTOR.

SOME SHARE OF CIDA PROGRAM DEVOTED TO TELECOM SECTOR.

COMPLETE IDENTIFICATION OF CANADIAN TELECOM SUPPLY COMPANIES WHO HAVE OPPORTUNITIES IN THIS MARKET.

INCREASE PARTICIPATION RATE OF CDN SUPPLIERS IN THE PHILIPPINE TELECOM SECTOR.

PROMOTE CANADIAN CAPABILITY WITH THE GOVERNMENT-OWNED OPERATING COMPANY, BUTEL AS WELL AS TO MEET WITH SEVERAL OFFICIALS FROM SOME OF THE LARGER RURAL TELECOM COMPANIES.

IDENTIFY SALES OPPORTUNITIES FOR BOTH SECOND HAND (CROSS-BAR, STEP-BY-STEP) TELECOM EQUIPMENT AS WELL AS TO IMPROVE CANADIAN PROFILE IN BUTEL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENSURE CDN PARTICIPATION IN PHILCOMSAT TENDER FOR ANTENNAE, PLDT METRO MANILA EXPANSION, PLDT CELLULAR RADIO TENDER. SRT RADIO TELECOM TECHNOLOGY DEMONSTRATION.

SPAR AEROSPACE GAVE TECH'L BRIEFING & WILL BID ON TENDER NT TO BID ON METRO MANILA EXPNSN. PART. IN PHIL-TELECOM WEEK CONF. NOVATEL GAVE TECH'L BRIEFING AND WILL BID ON 500 UNITS. MOTC STILL IN PROGRESS OF SELECTING EXEC. AGENCY

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 503-MANILA

007-POWER & ENERGY EQUIP. & SERV.
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

THERMAL

MONITOR DEVELOPMENT OF SPECIFIC REQUIREMENTS UNDER ADB THIRD
POWER LOAN TO NPC & THE EIGHTH WORLD BANK POWER LOAN FOR 2X55 M.W
GEOTHERMAL PLANTS, AND REPORT TO CANADIAN EXPORTERS.

SEVERAL CDN COMPANIES EXPRESSED INTEREST IN
ONE OR MORE ASPECTS OF LOANS. CDN SHARE COULD
REACH \$5 - 10 MILLION.

ENCOURAGE CDN PARTNERSHIP ARRANGEMENTS WITH JAPANESE CONSORTIA
FOR CALACA II COAL-FIRED THERMAL POWER PLANT AND POSSIBLY FOR
BISLIG.

BOILER ISLAND PORTION COULD GO TO CANADA-
\$60-100 MILLION.

DETERMINATION OF POTENTIAL FOR CANADIAN CONTRACT SUPERVISION
CONSULTANCY WITH NPC FOR CALACA II PLANT.

CANADIAN COMPANY ACTIVELY PURSUING THIS
POTENTIAL OPPORTUNITY - WORTH APPROXIMATELY
2-3 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INC. POWER TRANSMISSION & DISTRIBUTION MISSION.
FOLLOW-UP TO MARCH OUTGOING POWER MISSION. ENSURE
APPROVAL OF 2 CPPF STUDIES FOR POWER PLANT RE-
HABILITATION (SUCAT & ROCKWELL). CONTINUE SUP-
PORT OF CDN PARTICIPATION IN CALACCA II.

3 PHILIPPINE PART. ON MISS. (13-28 JUNE). CAE
BIDDING ON SCADA SYST. FOR MERALCO. SUCAT STUDY
APPROVED. ROCKWELL CPPF STILL UNDER REVIEW.
REPORTING ON NEW DEV., CONTINUOUS LIAISON WITH
BWC REP., VISIT WITH CHAIRMAN & PRESIDENT-NPC.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 503-MANILA

003-GRAINS AND OILSEEDS
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE ESTABLISHING AND MAINTAINING CLOSE CONTACTS WITH FLOUR MILLERS, FEED MILLERS, SWINE AND POULTRY RAISERS, BREWERIES AND INTERNATIONAL COMMODITY TRADING HOUSES IN THE PHILIPPINES.

25-50,000 TONS OF WHEAT SALES ANNUALLY.

MONITOR CANOLA FEED TRIALS.

GRADUAL INTRODUCTION OF CANOLA MEAL TO REPLACE SOYAMEAL.

SEND CANDIDATES (AT LEAST 2 EACH YEAR) TO CIGI COURSES.

FAMILIARITY WITH CANADIAN WHEAT PRODUCTS AND HANDLING AND GRADING SYSTEM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ORGANIZE PHILIPPINE PARTICIPATION IN C. I. G. I. COURSE FOR FEED MILLERS. CONTINUE LIAISON WITH PHILIPPINE FLOUR MILLERS & FEED MILLERS AND REPORTING TO CWB. COMPLETE OILSEEDS REPORTS.

4 PHILIPPINE FEED MILLERS AT C. I. G. I. COURSE, (6-16 APRIL). POST OFFICER VISITS PAFMIL (PHIL. ASSN. OF FLOUR MILLERS) MEMBER(S) AT LEAST ONCE A WEEK. NO TENDERS ISSUED DURING QUARTER. 10 REPORTING TLXS TO CWB. COMPLETED IN APRIL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 503-MANILA

001-AGRI & FOOD PRODUCTS & SERVICE
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

MAINTAIN CLOSE CONTACT WITH MAJOR SWINE AND POULTRY FARMERS.
ORGANIZE CANADIAN PROGRAMS DURING THEIR REGULAR BUYING TRIPS TO
NORTH AMERICA.

CONTINUING INCREASE IN CANADIAN SALES.

FEED, FERTILIZER & VET PRODUCTS

COMPLETION WHEAT AND COARSE GRAINS REPORT AND AGRICULTURE ABROAD
REPORT (ANNUALLY).

KEEP OTTAWA CLIENTS INFORMED.

MAINTAIN CLOSE CONTACT WITH FEED MILLERS TO DETERMINE TIMING OF
FEED WHEAT IMPORTS AND PROVIDE INFO. ON ANY CHANGES IN FEED
IMPORT POLICY.

AT LEAST 25,000 TONS/ANNUM OF FEED WHEAT
SALES OUT OF TOTAL MARKET OF APPROXIMATELY
100,000 TONS.

MONITOR AND ADVISE CIDA ON POTASH AID PROGRAM.

\$10 MILLION OR APPROXIMATELY 85,000 TONS OVER
12-15 MONTH PERIOD.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CLOSE LIAISON WITH MAJOR POULTRY & SWINE
PRODUCERS. MONITORING OF CIDA BACKED POTASH
SALES AND PROMOTION OF UREA. CANOLA FEEDING
TRIALS. REPORTING RESULTS.

SWINE GROWERS VISITING ONT. PORK CONGRESS, JUNE
'87. 15,000 MT POTASH CONTRACTED TO CANPOTEX.
NEW POSSIBILITIES FOR UREA SALES BEING PURSUED
-IN-PROGRESS PROMOTIONAL SEMINAR PLANNED IN
FALL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 532-MELBOURNE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

DATA CAN EFT/POS MISSION.

COMPILE REVIEW OF FORECASTED DEVELOPMENTS BY TELECOM AUSTRALIA
AND OTC FOR DISTRIBUTION TO CANADIAN COMPANIES.

PROVIDE THE OPPORTUNITY FOR CDN COMPANIES TO
BID ON TELECOM AUSTRALIA AND OTC PROJECTS.

COMPUTERS, SOFTWARE & SYSTEMS

FOLLOW UP TO PROPOSED EFT/POS DATA COMMUNICATIONS MISSION.

ENCOURAGE MORE JOINT VENTURE ARRANGEMENTS BETWEEN CANADIAN AND
AUSTRALIAN SOFTWARE HOUSES.

INCREASE CANADIAN CAPABILITY IN AUSTRALIAN
AND COOPERATE WITH AUSTRALIA ON THIRD COUNTRY
PROJECTS.

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 : 532-MELBOURNE

001-AGRI & FOOD PRODUCTS & SERVICE
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

IMPROVE MARKET PROSPECTS FOR CANADIAN BOVINE SEMEN AND EMBRYOS BY SATURATING AUST BREEDERS WITH SOURCING AND PROGENY INFO ON CDN STOCK.

DRAMATICALLY INCREASE EXPORTS OF SEMEN AND EMBRYOS.

AGRICULTURE MACH, EQUIP, TOOLS

REVIEW WITH DEALERS POSSIBILITY OF ARRANGING FINANCING THROUGH EDC, NOTE PURCHASE OF EDA.

IMPROVED CANADIAN MARKET SHARE AND ENHANCED DEALER VIABILITY.

FOLLOW UP POSSIBLE JOINT VENTURE/LICENSING ARRANGEMENTS. DISCUSS CDN INTEREST IN J. V. WITH AUST. FIRMS AND IDENTIFY BEST MATCHING.

MAINTAIN CDN SHARE OF AG EQUIP MARKET IN LIGHT OF POSSIBLE DECREASE IN IMPORTED EQUIPMENT.

UNDERTAKE A SOURCING INVENTORY OF CDN CAPABILITY TO SUPPLY FERTILIZER INGREDIENTS AND PROVIDE INFORMATION TO AUSTRALIAN FERTILIZER MANUFACTURERS/AGENCIES AND DISTRIBUTORS.

ENSURE MAJOR AUSTRALIAN PURCHASERS ARE AWARE OF PRODUCTS AVAILABLE FROM CANADA AND INCREASE EXPORTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 532-MELBOURNE

009-FOREST PRODUCTS, EQUIP, SERVICES
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

PERIODIC VISITS TO MILLS AND FORESTRY OPERATIONS; PREPARATION OF SITREPS AND STUDIES.

ATTEND MAJOR INDUSTRY CONFERENCES, EG: TASMANIAN LOGGING CONFERENCE MARCH '87.

ENCOURAGE PARTICIPATION BY CANADIAN FIRMS AT APPITA '87 IN SYDNEY, NSW.

REVIEW MAJOR PLANNED PROJECTS AND MEET MANAGERS.

DETERMINE OPPORTUNITIES FOR CONSULTANTS IN SAWMILL SECTOR, PARTICULARLY HARDWOOD SAW LOGS AND INFORM APPROPRIATE CDN CONSULTANTS.

ASSESS MARKET PROSPECTS FOR NEW HIGH TECH ACHIEVEMENTS IN LOG HANDLING/CONVERSION.

OBTAIN EARLY ADVICE ON MAJOR DEVELOPMENTS AND ALERT CANADIAN SUPPLIERS.

BROADEN CONTACT RANGE AND SECTOR INTELLIGENCE FOR BENEFIT OF CANADIAN INDUSTRY.

INCREASE SALES IN PULP AND PAPER SECTOR.

ENSURE CANADIAN SUPPLIERS AWARE OF PROJECTS/CONTACTS.

INCREASE THE NUMBER OF CDN CONSULTANTS IN AUS AND INFLUENCE PURCHASES OF CDN EQUIP.

CREATE NEW BUSINESS OPPORTUNITIES FOR CANADIAN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 532-MELBOURNE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

POST HAS SENT REPORT ON TRUCK PARTS TO DRIEOTT AND IS IN THE
PROCESS OF FOLLOWING UP.

INCREASE NUMBER OF TRUCK PART FIRMS ACTIVE
IN AUSTRALIA.

POST IS UNDERTAKING A PRELIMINARY MARKET STUDY ON TRAILER PARTS
FOR DISSEMINATION TO CDN MFGS.

ENSURE THAT ALL CDN TRAILER PART MFGS ARE
REPRESENTED IN AUSTRALIA.

ASSISTANCE TO NEWLY APPOINTED CL215 REPRESENTATIVE IN SERIES OF
PROMOTIONAL FUNCTIONS IN POST TERRITORY.

TO ASSIST IN INITIAL MARKET PENETRATION FOR
CL215.

PREPARATION IN CONCERT WITH LOCAL REPRESENTATIVE, FOR DEMONSTRATION
TOUR OF CANADAIR CHALLENGER.

TO ASSIST IN MARKETING THE CHALLENGER IN
AUSTRALIA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 532-MELBOURNE

016-INDUSTRIAL MACHIN. PLANTS, SERV.
AUSTRALIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	PREPARE FOR AND EXECUTE NTS/PTI MARKET STUDY FOR MATERIALS HANDLING NOMINATED BY OTTAWA.	BETTER KNOWLEDGE OF MARKETPLACE.

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

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POST : 522-NEW DELHI

007-POWER & ENERGY EQUIP. & SERV.
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ANALYSIS OF AWARD OF CAPITAL PROJ. BY INDIA TO ALL COUNTRIES IS NEEDED BECAUSE OF CDN COS CONCERNS THAT CDN APPROACH & FINANCING MECHANISMS ARE INADEQUATE SUPPORT TO PRIVATE SECTOR INITIATIVES IN THE INDIAN MARKET.

WORK CLOSELY WITH CANADIAN FIRMS IN DEVELOPING APPROPRIATE STRATEGIES WHEN PURSUING MAJOR CAPITAL PROJECTS.

CONTINUE DEVELOPING CLOSE LIAISONS WITH KEY PLAYERS IN IDENTIFIED GOV'T OF INDIA PUBLIC SECTOR, ESPECIALLY DEPTS OF ECONOMIC AFFAIRS FINANCE, ENERGY, POWER, INDUSTRY, SPACE AND RAILWAYS, WITH A VIEW TO PROMOTING CDN INTERESTS IN THE POWER SECTOR.

ANALYSIS OF INTN'L COMPETITION WLD AID CDN GOVMT. TO ASSESS ITS SUPPORT TO CDN PRIVATE SECTOR INIT. IN INDIAN MARKETPLACE.

SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECT.

THIS ENHANCED LIAISON SHOULD INCREASE CDN FIRMS OPPORTUNITIES TO ADVANCE THEIR PROPOSAL FOR MAJOR CAPITAL PROJ. WITHIN INDIAN SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 WORK CLOSELY WITH CANADIAN FIRMS IN DEVELOPING APPROPRIATE STRATEGIES IN PURSUIT OF MAJOR CAPITAL PROJECTS.

RAJ MAHAL COAL STUDY COMPLETE. CONTRACT NEGOTIATIONS TO START. YAMUNANAGAR AND UNCHAHAR STRATEGISING CONTINUES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 522-NEW DELHI

011-OIL & GAS EQUIPMENT, SERVICES
INDIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COMPUTERIZE OIL & GAS CONTACTS, AGENTS LISTS,
TENDERS ISSUED, RESPONSES FROM CANADA, SOURCING
DOCUMENTS, ENQUIRIES FROM CANADA AND INDIA.

WELL IN TRAIN WITH CONTACTS, AGENTS AND TENDER
NOTIFICATIONS COMPUTERIZED. CONTINUING.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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005-COMM. & INFORM. EQP. & SERV
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CIDA TELECOM SECTOR STUDY

IT WILL IDENTIFY SPECIFIC AREAS CANADIAN COMPANIES SHOULD CONCENTRATE THEIR EFFORTS.

A TELECOMMUNICATIONS SEMINAR HAS BEEN COORDINATED BY EXTAFF/POST AS PART OF "CANADA DAY" AT THE 7TH INDIAN ENGINEERING TRADE FAIR IN NEW DELHI IN FEBRUARY 1987.

SEMINAR'S AUDIENCE WILL INCL. SR OFFICIALS FM INDIAN DEPTS. OF SPACE & TELECOMM. AND MIN. OF SCIENCE & TECH. THESE CONTACTS WILL BE FOSTERED TO INCREASE INTEREST IN CDN CAPABILITY.

A SEMINAR PROGRAM ON CDN CAPABILITIES IN ARTIFICIAL INTELLIGENCE AND REMOTE SENSING WAS SPONSORED BY THE CANADA/INDIA BUSINESS COUNCIL (THROUGH A CIDA GRANT) IN NEW DELHI & BOMBAY IN FEB. 1987.

THE POST WILL FOLLOW UP CONTACTS/ENQUIRIES EMANATING FROM THE AUDIENCE OF THESE PROGRAMS AND TRANSMIT THIS INFORMATION TO RELEVANT CDN COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CIDA TELECOM SECTOR STUDY.

CANCELLED DUE LACK OF CANADIAN CORPORATE SUPPORT FOR THIS APPROACH. EXTERNAL AFFAIRS CASE BY CASE APPROACH WILL CONTINUE FOR PRESENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 522-NEW DELHI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

IN ADDITION TO INCOMING TRANSPORTATION MISSION, A SERIES OF SEMI-NARS/PRESS MEETINGS ARE PLANNED FOR CDN INDUSTRY REPRESENTATIVES.

A CLOSER LIAISON IS PLANNED WITH INDIAN DEPT OF CIVIL AVIATION & WITH MINISTRY OF RAILWAYS, TO BETTER DETERMINE THEIR PLANS FOR DEVELOPMENT, STRATEGIES FOR PROCUREMENT & TO MAINTAIN THESE AWARENESS OF CANADIAN CAPABILITIES IN THESE SECTORS.

ANTICIPATED RESULTS:

THE PROFILE OF CANADIAN INDUSTRY DEVELOPMENTS WILL BE RAISED IN THE KEY INDIAN PUBLIC/PRIVATE SECTOR AREAS.

THIS LABOUR INTENSIVE LIAISON SHOULD RESULT IN CLEARER MARKET INFORMATION ON WHICH CDN COMPANIES MAY ACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 527-OSAKA

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	SEMI & PROCESSED FOOD & DRINK	
	NOTIFICATION OF OPENING OF CONSULATE GENERAL	INCREASED INTEREST OF CANADIAN FIRMS, ESPECIALLY THOSE WITH JAPANESE EXPERIENCE.
	ENCOURAGE BUYERS MISSION TO CANADA IN FOOD SECTOR.	AT LEAST TWO MISSIONS ORGANIZED.
	IDENTIFY PRODUCTS WHICH CAN BE COMPETITIVELY CUSTOM-PACKED IN CANADA.	INCREASED AWARENESS OF MARKET OPPORTUNITIES LEADING TO INCREASED MARKET PENETRATION.
	BUYERS MISSION TO CANADA BY MAJOR FOOD STORE CHAINS & DEPARTMENT STORES.	INCREASED SALES BY SEVERAL MILLION OVER NEXT THREE YEARS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 ALBERTA BEEF PROMOTION ACTIVITIES - SUPPORT TO BEEF DEMO IN KOBE & KYOTO - FOODEX OSAKA.	ALBERTA BEEF PROMOTIONS ARE SUCCESSFULLY ENHANCING IMAGE OF CANADIAN BEEF IN TERRITORY AS LOW FAT HEALTHY FOOD PRODUCT.
	QUARTER: 2 -----	
	QUARTER: 3 -----	
	QUARTER: 4 -----	

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST : 527-OSAKA

002-FISHERIES, SEA PRODUCTS & SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

IDENTIFICATION OF AGENCY RELATIONSHIPS WHICH CURRENTLY EXIST FOR
CANADIAN SUPPLIERS; NOTIFY THOSE AGENTS OF OPPORTUNITIES IN
KANSAI.

DETERMINATION OF DISTRIBUTION SYSTEM IN
KANSAI FOR CANADIAN FISH PRODUCTS.

SEMINAR IN CONGEN TO FISH IMPORTERS/AGENTS TO RAISE AWARENESS OF
CANADIAN CAPABILITY, RELYING ON PATTERN OF EXPERIENCE OF EMBASSY
IN TOKYO.

EXPANSION OF AGENCY RELATIONSHIPS IN KANSAI
AREA FOR EXISTING EXPORTERS AND FOR NEW
EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEW BRUNSWICK FISHERIES PRODUCTS PROMOTIONS
- SUPPORT TO NB GOVERNMENT AND PRIVATE SECTOR
INITIATIVES.

BUYING CONNECTION (LOBSTER) PREVIOUSLY ESTABL.
IS LEADING TO EXPANSION OF ATLANTIC SALMON.
SAMPLES SENT, EXAMINED & NEGOCIATIONS STARTED.
IMPORTANT INVSTMT PROJ. CONSIDERED BY JPNSE CO.
(PURCHASE OF EXISTING FISH PROCES. FACILITY).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

527 - OSAKA
PLANNING:

JAPAN
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.
FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND
THROUGH IND. MACHIN, PLANTS, SERV. SEMINARS AT CONGEN AND SECTOR
MISSIONS TO CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS.

INVESTMENT IN CANADA OF SEVERAL MILLION
DOLLARS.

ELECTRONICS EQUIP. & SERV CONSUMER ELECTRONICS
FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND
THROUGH CONSUMER ELECTRONICS SEMINARS AT CONGEN AND SECTOR MISSIONS
TO CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS.

INVESTMENT IN CANADA OF SEVERAL MILLION
DOLLARS.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE
FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND
THROUGH INDUSTRY SPECIFIC SEMINARS AT CONGEN AND SECTOR MISSIONS TO
CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS. MAINTAIN
CLOSE LIAISON WITH KANSAI AIRPORT AUTHORITIES FOR NEW AIRPORT PROJECT.

INVESTMENT IN CANADA OF SEVERAL MILLION
DOLLARS.

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY
FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND
THROUGH INDUSTRY SPECIFIC SEMINARS AT CONGEN AND SECTOR MISSIONS TO
CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS. MAINTAIN
CLOSE LINKS WITH PHARMACEUTICAL & BIOTECH FIRMS.

INVESTMENT IN CANADA OF SEVERAL MILLION
DOLLARS.

NON SECTORALLY ORIENTED ACTIVITIES

COOPERATE CLOSELY WITH OSAKA CHAMBER OF COMMERCE AND INDUSTRY TO
ENCOURAGE AND ASSIST ITS MEMBERSHIP TO INVEST IN CDA (IE. SEMINARS,
CJBC MEETING IN CDA, ASIA PACIFIC FORUM, MISSIONS TO CDA).

IDENTIFY 150/200 POTENTIAL INVESTORS TO BE
TARGETTED FOR FURTHER PROMOTION.

DETERMINE POTENTIAL IN CENTRES OUTSIDE OSAKA ITSELF. (PRESENTATION ON
DOING BUSINESS IN CDA TO BE HELD IN AND CO-SPONSORED BY CHAMBER OF
COMMERCE IN KOBE AND/OR KYOTO AND WAKAYAMA AND/OR OHTSU).

EXPECT TO REACH 75 TO 80 NEW BUSINESS
CONTACTS WHO HAVE SHOWN SOME INTEREST
IN CANADA.

REPORT #5
87/10/13

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

page B

527 - OSAKA
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

JAPAN

RESULTS REPORTED

QUARTER : 1

FOLLOW-UP TO OSAKA CHAMBER OF MISSION TO CANADA
-DINNER/RECEPTION. (2) FOLLOW-UP TO MARCH 3 INVESTMENT SEMINAR-WORK WITH DENTSU INC. TO PREPARE FOLLOW-UP QUESTIONNAIRE-DISTRIBUTION, COLLECTION, EVALUATION. (3) ASIA DEV. BANK-SUPPORT ACTIVITIES TO ENSURE IMPORTANT CONNECTIONS ESTABLISHED-IDENTIFY NEW CANDIDATES FOR INVESTMENT PROMOTION. (4) FOLLOW-UP CONTACT & SUPPORT FOR ONGOING INVESTMENT PROJ. (5) AUTOPARTS TECHN. MISSION-SUPPORT FOR MISSION ACTIVITIES.

-MISSION SUCCESSFUL PROMOTING "FRIENDLY" IMAGE OF CDA CONTRAST TO COOL RECEPTION RECEIVED IN THE US-OCCI WILL SEND WORKING LEVEL MISS. TO CDA NEXT YEAR. (2) APPROXIMATELY 50 OR 40% OF RECIPIENTS RESPONDED WHICH A) HELP IN PLANNING OF FUTURE INVESTMENT SEMINARS B) IDENTIFY INVESTMENT ASPIRANTS FOR TARGET ACTIVITIES. (3) 15 NEW INVESTMENT TARGET CO. IDENTIFIED (BANKS SECURITIES FIRMS) WHICH PROVIDE FINANCING & ADVISE TO CLIENTS SEEKING INVESTMENT OPPORTUNITY.

QUARTER : 2

QUARTER : 3

QUARTER : 4

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 510-PEKING

007-POWER & ENERGY EQUIP. & SERV.
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

DETERMINE CHINESE INTENTIONS RE KEY HYDRO DEVELOPMENTS AND
PRIORIZE THEM.

THERMAL

BIDS ON BOILER ISLANDS FOR THREE MAJOR THERMAL PLANTS (LUO HUANG,
DEZHOU, SHIDOU KOU).

EXPLORE AND IDENTIFY WHICH IS THE NEXT TRANCHE OF THERMAL PLANTS,
AND SEEK A COMMITMENT FOR A NEGOTIATED CONTRACT.

NUCLEAR

SUPPORT AECL'S ACTIVITIES IN PROMOTION OF SLOWPOKE REACTOR.

TO ESTABLISH NUCLEAR CO-OPERATION AGREEMENT.

CLARIFY MORE PRECISELY THE PRIORITIES AND TIMING OF CHINESE
EXPANSION PROJECTS.

ANTICIPATED RESULTS:

ABILITY TO RE-FOCUS ON HIGH PRIORITY HYDRO
OPPORTUNITIES.

CANADA SHOULD WIN AT LEAST ONE.

POSITION CANADIAN SUPPLIERS FOR THE NEXT
ROUND OF THERMAL GENERATING CONSTRUCTION.

AGREEMENT ON BUILDING OF DEMONSTRATION UNIT
IN QIQIHAR (HEILONGJIANG).

PAVE THE WAY FOR FUTURE TECHNOLOGY SALES.

BETTER POSITION CANADIAN FIRMS FOR BIDDING
SUCCESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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005-COMM. & INFORM. EQP. & SERV
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MASS MAILING OF MANDARIN TELECOM BROCHURES TO CONTACTS FROM
EXPOCOM.

MAXIMIZE CHINESE FAMILIARITY WITH CANADIAN
TELECOM CAPABILITIES.

VISITS TO REGIONAL TELECOM CENTRES, WHERE REQUIRED IN SUPPORT OF
COMPANY INITIATIVES OR INDEPENDENTLY TO MEET RESEARCH INSTITUTE/
MUNICIPAL AND PROVINCIAL AUTHORITIES.

FIRST HAND KNOWLEDGE OF NEGOT'G ENVIRONMENT.
-INFLUENCE TELECOM AUTHORITIES TO CONSIDER
CDN EQPT. & SRVCS. GATHER PLANNING INFO. TO
MATCH WITH CDN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 510-PEKING

OOB-TRANSPORT SYS, EQUIP, COMP, SERV.
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

CPPF STUDY OF BEIJING SUBWAY EXTENSION.

TO POSITION CANADIAN FIRM FOR FUTURE WORK ON THIS PROJECT.

WILL CONDUCT SERIES OF MEETINGS WITH APPROPRIATE OFFICIALS TO CLARIFY MARKET POTENTIAL.

TO BE IN BETTER POSITION TO DEVELOP PLAN OF ACTION.

PLAN TO INVESTIGATE VESSEL TRAFFIC MANAGEMENT ASPECTS OF CHINA'S PORT EXPANSION PROGRAM.

TO PREPARE INFORMATION FOR POSSIBLE MISSION IN LATE 1987.

PREPARE REPORT ON RAILWAY SIGNALLING OPPORTUNITIES.

TO PUBLICIZE OPPORTUNITIES TO CANADIAN FIRMS.

DEVELOP CLOSER RELATIONS WITH KEY OFFICIALS IN MINISTRY OF RAILWAYS.

TO OBTAIN MORE TIMELY AND APPROPRIATE INFORMATION.

FOLLOW UP TO CIVIL AVIATION MISSION PLANNED FOR FEBRUARY 1987.

BREAK INTO AIR TRAFFIC CONTROL MARKET.

PREPARE DETAILED REPORT ON AIR TRAFFIC OPPORTUNITIES IN CHINA.

PUBLICIZE OPPORTUNITIES TO CANADIAN FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 510-PEKING

001-AGRI & FOOD PRODUCTS & SERVICE
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

JOINT AGRICULTURAL COMMITTEE.

ANIMAL HEALTH DISCUSSION.

PLANT PHYTOSANITARY DISCUSSIONS.

-SUPPORT AG RESEARCH IN CDA. -PROMOTE PRIORITY
AG SALES TO CHINESE. BREEDING LIVESTOCK AND
GRAIN EQUIPMENT.

REDUCE ANIMAL HEALTH TECHNICAL BARRIERS.
ONCE REMOVED, THEN SALES POTENTIAL ENHANCED.

CREATE CONDITIONS FOR NEW PLANT EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 510-PEKING

009-FOREST PRODUCTS, EQUIP, SERVICES
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

PROVIDE SUPPORT TO COFI'S EFFORTS IN CHINA, ESPECIALLY THEIR FARMHOUSE DEMONSTRATION PROJECT IN SHANGHAI.

INCREASE AWARENESS OF ADVANTAGES OR USE OF LUMBER IN HOUSE CONSTRUCTION.

PURSUVE DISCUSSION WITH CHINESE AUTHORITIES TO ESTABLISH THE WOOD PRODUCTS COMMITTEE.

IMPROVED INTORMATION FLOW & AWARENESS IN CHINA OF CANADIAN CAPABILITIES.

INCREASE CONTACTS WITH THE MINISTRY OF FORESTRY, THE NATIONAL TIMBER IMPORT & EXPORT CORP., THE MINISTRY OF BUILDING MATERIALS INDUSTRY, ETC. TO FIND OUT CHINA NEEDS AND REGULATIONS ON THE USE OF LUMBER.

INCREASE SALES OF LUMBER. BETTER DEFINITION OF MARKET POTENTIAL.

GATHER INFORMATION ON OUR COMPETITORS AND INFORM CANADIAN COMPANIES.

INCREASE KNOWLEDGE OF PRODUCT SECTOR TO FOCUS CANADIAN EFFORTS WITH VIEW TO INCREASING LONGER PORTION OF MARKET.

INVESTIGATE WHICH MACHINERY & FOREST EQUIPMENT CHINA REQUIRES.

FOCUSSED PROMOTION OF COMPETITIVE MACHINERY.

REINFORCE CANADA'S IMAGE AS A SECURE, RELIABLE AND COMPETITIVE SOURCE OF PULP & PAPER THROUGH CONTACTS WITH THE MINISTRY OF LIGHT INDUSTRY AND IMPORT CORPORATIONS.

MAINTAIN AND INCREASE OUR SHARE OF THE MARKET

EQUIPMENT AND MACHINERY

SUPPORT CANADIAN COMPANIES PURSUING MAJOR PULP & PAPER PRODUCTS.

TO OBTAIN CONSULTING CONTRACTS, TECHNOLOGY TRANSFER CONTRACTS AND EQUIPMENT SALES.

PUBLICIZE CANADIAN TECHNOLOGICAL CAPABILITIES AND EQUIPMENT IN THE PULP & PAPER INDUSTRY THROUGH CLOSE CONTACTS WITH THE MINISTRY OF LIGHT INDUSTRY.

CANADIAN SUPPLIERS OF PAPER MACHINERY COULD BE SHORT-LISTED FOR SOME PROJECTS. INCREASED USE OF CONSULTING FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 57

POST : 510-PEKING

010-MINE, METAL, MINERAL PROD & SRV
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MKT RESEARCH BY POST & LIAISON WITH EMR TO DETERMINE NATURE AND
EXTENT OF DOMESTIC PRODUCTION, COMPETITION AND SALES PATTERNS.
ESTABLISH COMMUNICATIONS WITH COS INVOLVED IN MINERAL SALES.

IMPROVE AWARENESS CANADA SIDE. IMPROVE AWARE-
NESS CHINESE SIDE. DEVELOP MARKETING STRATEGY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 519-SEOUL

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 NONE THIS QUARTER.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

STARTED WORK FOR CDN PARTICIPATION AT AFCEA 87.
2. ASSISTED CDN MARCONI IN FINALIZING SALES OF
ANSP 503.



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PAGE : 62

POST : 519-SEOUL

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 SEMINAR & MISSION IN AUTOMOTIVE PARTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

1. MISSION WILL 5 COMPANIES JUNE 22 TO 27. POTENTIAL FOR TWO J. V. 'S & POSSIBLE DIRECT SALES TO DAEWOO MOTOR. (2) DAEWOO/KNR MISSION TO CANADA.



POST : 519-SEOUL

003-GRAINS AND OILSEEDS
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

ASSIST THE CANADIAN WHEAT BOARD IN UNDERTAKING END-USE TESTS FOR 5 DIFFERENT WHEAT VARIETIES IN FEBRUARY 1987 WITH 2 MAJOR FLOUR MILLERS.

SALES OF 200,000 M/T OF MILLING WHEAT PER YEAR IF RESULTS ARE SUCCESSFUL AND PRICES ARE COMPETITIVE.

CONTINUE TO PRESS THE KOREAN GOVERNMENT FOR LIBERALIZATION OF DEHYDRATED ALFALFA.

SALES OF 30,000 M/T OF ALFALFA PELLETS PER YEAR IF THE PRODUCT IS TO BE LIBERALIZED AND PRICES ARE COMPETITIVE.

DISTRIBUTE 2,000 COPIES OF DEHYDRATED ALFALFA BROCHURES WHICH ARE PRINTED IN KOREA.

TO SENSITIZE & INCREASE AWARENESS OF MAIN DECISION MAKERS & END-USERS ON AVANTAGES OF CDN ALFALFA.

FLOW UP THE RESULTS OF THE END-USE WHEAT TESTS.

INCREASED AWARENESS OF CDN WHEAT QUALITY AMONG FLOUR MILLERS.

CONTINUE TO LOBBY WITH KOREAN FEED INDUSTRY TO PRESS THE KOREAN GOVERNMENT FOR LIBERALIZATION OF DEHYDRATED ALFALFA.

TO OBTAIN ACCESS TO MARKET FOR ALFALFA.

SPONSOR DEHYDRATED ALFALFA SEMINAR WITH CANADIAN DEHY ASSOCIATION IF THE KOREAN GOVERNMENT DECIDE TO REMOVE RESTRICTION AND SEND ALFALFA MISSION TO CANADA.

GRADUAL SUBSTITUTION OF ALFALFA PELLETS FOR CORN IN FEED MANUFACTURING.

OILSEEDS

ESTABLISH NEW CONTACTS WITH END USERS OF IMPORTED CANOLA SEED.

EXPAND MARKET POTENTIAL FOR CANOLA.

FOLLOW UP DISPOSITION OF IMPORTED CANOLA SEED AND EXTRACTED OILS.

REPORT TO CANADIAN SUPPLIERS ON END-USE OF PRODUCT.

LOBBY WITH VEGETABLE OIL CRUSHERS TO INCREASE IMPORT QUOTA FOR CANOLA SEED.

SALES OF 15,000 M/T OF CANOLA SEED IN 1987.

ASSIST THE MARKET DEVELOPMENT VISIT BY 100 CANADIAN CANOLA GROWERS IN 1987.

ENHANCED RELATIONSHIP BETWEEN CDN CANOLA GROWERS AND KOREAN END USERS.

REPORT 4
87/10/27

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 519-SEOUL

003-GRAINS AND OILSEEDS
KOREA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ACCESS FOR ALFALFA. FIRST TENDER ISSUED FOR PURCHASE OF ALFALFA EXCLUDED CDA. AFTER STRONG REPRESENTATIONS BY EMBASSY, FIRST TENDER WAS CANCELLED. IN SECOND TENDER, CDA RECEIVED ORDER FOR 2,000 TONS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

1. FIRST CDN EXPORTS OF DEHYDRATED ALFALFA.
2. FOLLOWED-UP ON WHEAT MILLING TEST CONDUCTED IN MARCH 87. 3) FOLLOWED-UP ON INTRODUCTORY VISITS TO CRUSHING MILLS AND USERS, AND FIRST CDN SALE OF RAPESEED.

REPORT #5
87/10/13

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

page A

519 - SEOUL
PLANNING:

KOREA
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE
CONTINUE TO WORK WITH CDN & KOREAN INDUSTRIAL ASSOC'N TO RAISE LOCAL
AWARENESS OF CDN AUTOMOTIVE PARTS INDUSTRY AND ADVANTAGES OF A CDN
LOCATION FOR NORTH AMERICAN MARKET ACCESS.

ESTABLISHMENT OF ONE OR MORE J.V./LICEN-
CING AGREEMENTS WITH KOREAN PARTS PRODU-
CERS.

MINE, METAL, MINERAL PROD & SRV MINERALS AND MINERAL PRODUCTS
PROVIDE SUPPORT FOR ONGOING EVALUATION OF CDN INVESTMENT PROPOSALS BY
MAJOR KOREAN MINERALS IMPORTERS AND PROCESSORS.

PARTICIPATION OF KOREAN COMPANIES IN NON-
ENERGY MINERALS PROJECTS.

FOREST PRODUCTS, EQUIP, SERVICES PULP AND PAPER PRODUCTS
WORK WITH PRINCIPLE KOREAN PULP AND PAPER IMPORTERS AND PRODUCERS IN
IDENTIFYING SPECIFIC INVESTMENT OPPORTUNITIES.

PARTICIPATION OF A KOREAN CO. IN EXISTING
CDN PULP OPERATION.

ELECTRONICS EQUIP. & SERV PRODUCTS & COMPONENTS
THROUGH CORPORATE LIAISON CALLS AND TRADE PROMOTIONAL ACTIVITIES
SELECT KOREAN ELECTRONICS PRODUCERS WITH HIGH POTENTIAL FOR INVESTING
IN CANADA.

DEVELOP SHORT LIST OF ELECTRONICS PRODUC-
ERS TO BE USED AS A BASIS FOR FOCUSED
INVESTMENT PROMOTION PROGRAM IN 1987/88.

NON SECTORALLY ORIENTED ACTIVITIES

FOLLOW-UP ON LEADS ARISING FROM APRIL 1986 INVESTMENT SEMINAR.

MAINTAIN CONTACT AND SERVICE INFORMATION
REQUIREMENTS OF COMPANIES THAT PARTICI-
PATED IN 86 SEMINAR.

REPORT #5
87/10/13

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

page B

519 - SEOUL
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

KOREA

RESULTS REPORTED

QUARTER : 1

SEMINAR IN AUTOMOTIVE INVESTMENT.

APPROVED SEMINAR ON INVESTMENT IN AUTOMOTIVE SECTOR HAD TO BE POSTPONED FOLLOWING RESERVATION EXPRESSED BY APMA & DRIE ABOUT VALUE OF INV SEMINAR. AUTOMOTIVE WAS THE NUMBER ONE PRIORITY AND THIS DECISION BY OTT FORCES THE POST TO REASSESS ITS INVESTMENT PROMOTION PROGRAM.

QUARTER : 2

QUARTER : 3

QUARTER : 4

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 66

POST : 506-SHANGHAI

001-AGRI & FOOD PRODUCTS & SERVICE
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSULTATIONS WITH VISITING AGRICOTT OFFICIALS ON CHINA MARKETING PROGRAM.

FULL INTERGRATION OF NEW SHANGHAI CONSULATE GENERAL IN CHINA AG MARKETING PROGRAM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -REFINE MARKET THRUST/STRATEGY WITH EXTOTT,
AGRICOTT, CIDA AND PROVS
-ASSIST PRIVATE SECTOR IN PURSUIT OF JIANGXI
RED SOILS (DAIRY CATTLE) PROJECT.

-HELPED TO SHAPE THRUST OF CIDA ACTIVITIES IN AG
SECTOR IN TERRITORY. 2 POTENTIAL PROJECTS TAKING
SHAPE. - THROUGH FOLLOW UP IN JIANGXI AND CANADA,
CANADIAN SUPPLIER IN POSITION TO SUBMIT LARGE
CATTLE/SWINE BID.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 506-SHANGHAI

008-TRANSPORT SYS, EQUIP, COMP, SERV.
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSESSMENT BY POST OF PORT DEVELOPMENT. POTENTIAL IN YANGTZE
DELTA AREAS.

DISSEMINATION OF INFORMATION ON PORT DEVELOPMENT TO CDN FIRMS.

MAJOR THRUST TO PROMOTE CDN AIRPORT EQUIPMENT IN ZHEJIANG PROVIN-
CE.

DEVELOP INFORMATION BASE ON OPPORTUNITIES
IDENTIFY CONTACTS.

INITIAL INROADS INTO MARKET POTENTIAL.

EQUIPMENT FOR NEW PROVINCIAL AIRLINE TO BE
SOURCED IN CDA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -REPORT ON METRO PROJ/SUPPORT OF CDN FIRM(S) -
PURSUIT OF ZHEJIANG AIRLINE PROJ - PURSUE PORT
DEV. PROJ/INVESTIGATE OPTIONS FOR PROMOTION OF
CDN CAPABILITY. - PURSUIT OF HUANGPU BRIDGE
PROJ/SUPPORT CDN CO.

-CDN CO, FULLY BRIEFED BY CONGEN, HAS RESPONDED TO
REQUEST FOR TECH INFO FM SHNGI METRO CORP - ZHE-
JIANG AIRLINE DEL VISITED CDA WITH POST ASSIS-
TANCE. -RECEIVED/BRIEFED CIDA PORT TECH DEL. -CDN
GROUP BEING FORMED TO BID ON HUANGPU BRIDGE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 506-SHANGHAI

006-ELECTRONICS EQUIP. & SERV
PEOPLE'S REP OF CHINA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	INSTRUMENTATION MARKET SURVEY	COMPREHENSIVE MARKET PLAN
	IMPLEMENTATION OF MARKET PLAN	MARKET Foothold

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-COMPLETE INSTRUMENTATION STUDY -PURSUE SHNGI VTMS PROJECT/SUPPORT CDN. CO.	-STUDY COMPLETED, FIRTS COPIES DISTRIBUTED, WIDER SELECTION NOE BEING PRINTED. -CDN CONSULTANTS REDESIGNING CONSORTIUM APPROACH TO ENHANCE PROJECTS. EXCHANGE OF VISITS PLANNED.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

REPORT 4
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POST : 506-SHANGHAI

016-INDUSTRIAL MACHIN, PLANTS, SERV.
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSESSMENT AND REPORT ON MAJOR SHANGHAI MACHINE TOOLS WORLD BANK
PROJECT.

ASSESS MARKET POTENTIAL AND APPRISE CDN
SUPPLIERS OR LATTER.

ASSIST CDN SUPPLIERS IN BIDDING PROCESS ON ABOVE WORLD BANK
PROJECT.

SALES OF EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IDENTIFICATION OF SECTORS/PROJECTS WHERE INDUS-
TRIAL RENEWAL A PRIORITY. SUPPORT TO CDN COMPA-
NIES OFFERING TECH/EQUIP FOR INDUSTRIAL UPGRA-
DING.

TWO PROJECTS NOW IN NEGOTIATION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 512-SINGAPORE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

' COMPLETE LIAISON WITH SINGAPORE TELECOMS OFFICIALS ON THE IMPL-
MENTATION OF AN ISLAND WIDE DIGITAL COMMUNICATION NETWORK PROJECT

ENSURE THAT AT LEAST ONE CANADIAN COMPANY
PARTICIPATES SUCCESSFULLY IN THE PILOT
PROJECT.

FOLLOW-UP WITH SINGAPORE TELECOMS OFFICIALS ON THEIR PLANNED
INFORMATION NETWORKING SYSTEM.

ENSURE THAT CAPABLE CANADIAN COMPANIES ARE
AWARE OF THIS OPPORTUNITY AND WELLPLACED TO
TAKE ADVANTAGE OF IT

PURSUE THE SECOND PHASE OF THE VIDEOTEX TERMINALS PROJECT.

ENSURE THAT POTENTIAL CDN HARDWARE SUPPLIERS
ARE GIVEN ALL PERTINENT INFO & ASSISTANCE TO
ENABLE THEM TO PARTICIPATE SUCCESSFULLY IN
THIS PROJECT.

HOLD TWO PRODUCT SEMINARS FOR POTENTIAL CUSTOMERS AND REPRESENTA-
TIVES.

INCREASE GENERAL AWARENESS THAT CDA IS AMONG
THE WORLD LEADERS IN TELECOMMUNICATIONS TECH-
NOLOGY & SPECIFICALLY TO INCREASE SALES OF
THESE PRODUCTS.

SINGAPORE TELECOMS OFFICIALS WILL ATTEND ITU CONFERENCE IN
VANCOUVER JULY/88. PLAN TO ARRANGE FOR THESE OFFICIALS TO MEET
RELEVANT CANADIAN COMPANIES WHILE IN CANADA.

FAMILIARISE SINGAPORE TELECOMS OFFICIALS WITH
CANADIAN TELECOMMUNICATION CAPABILITIES.

GATHER MARKET INTELLIGENCE FROM SINGAPORE TELECOMS OFFICIALS IN
A TIMELY MANNER.

CDN COMPANIES WILL BECOME AWARE OF UPCOMING
TENDERS & PROJECTS, AND HAVE SUFFICIENT TIME
TO PREPARE PROJECT PROPOSALS.

COMPUTERS, SOFTWARE & SYSTEMS

CONTINUE TO WORK WITH GOVERNMENT OFFICIALS ON THEIR PASSPORT
SYSTEM PROJECT.

ENSURE THE PARTICIPATION IN THIS PROJECT BY
AT LEAST ONE CANADIAN COMPANY.

CONTINUE TO IDENTIFY AND LIAISE WITH LOCAL COMPANIES PROVIDING
DATABASE SYSTEMS.

INCREASE THE MARKET SHARE OF CANADIAN DATABA-
SE SOFTWARE COMPANIES.

CONTINUE TO DEVELOP CONTACTS WITH NATIONAL COMPUTER BOARD
OFFICIALS.

AN INCREASE IN THE LEVEL OF AWARENESS OF CDN
COMPUTER SOFTWARE CAPABILITIES.

WORK WITH SINGAPORE TELECOMS REGARDING THEIR NETWORKING AND
TRADERS SYSTEM REQUIREMENTS.

INCREASE CANADIAN COMPANIES OPPORTUNITIES TO
BID ON THE PROJECTS.

PRODUCTS PRESENTATIONS TO LOCAL BUYERS, AGENTS, DISTRIBUTORS,
INSTITUTIONS, ETC.

INCREASE CANADIAN SUPPLIERS VISITS AND
INCREASE SALES.

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POST : 512-SINGAPORE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

FOLLOW UP ON MARKET OPPORTUNITIES REVEALED BY THE RECENTLY
COMPLETED MARKET REPORT.

NOTIFY POTENTIAL CLIENTS OF RELEVANT CDN SUP-
PLIERS & INCREASE CDN MARKET SHARE FOR COMPU-
TER SOFTWARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO CONTINUE TO WORK WITH SINGAPORE'S MINISTRY OF
HOME AFFAIRS ON THE INTRODUCTION OF MACHINE
READABLE PASSPORTS.

CANADIAN PASSPORT PRINTING EQUIPMENT HAS BEEN
ACCEPTED FOR TESTING PURPOSES, AND IS AT PRESENT
ON TRIAL.

QUARTER: 1 INCOMING SOFTWARE BUYERS MISSION.

PLANNED, ORGANISED AND ACCOMPANIED TO CANADA A
MISSION OF FIVE SOFTWARE SYSTEM HOUSES, AND OF A
NATIONAL COMPUTER BOARD REPRESENTATIVE.

QUARTER: 1 TO INTRODUCE CANADIAN EXPERTS IN A/V TRAINING
AND EDUCATIONAL TV TO SINGAPORE'S NATIONAL
PRODUCTIVITY BOARD (NPB).

A SINGAPORE FINANCED MISSION OF EXPERTS FROM
SEVERAL TRAINING INSTITUTES WILL VISIT
APPROPRIATE COMPANIES IN TORONTO AND MONTREAL.

QUARTER: 1 TO PROMOTE SOFTWARE IN TELECOMMUNICATIONS BY
INTRODUCING ALBERTA TELECOMS INTERNATIONAL (ATI)
TO DIGITAL SINGAPORE PTE LTD (DEC).

ATI & DEC SINGAPORE ORGANISED A TECHNICAL
SEMINAR FOR SINGAPORE TELECOMS (TAS) IN JUNE.
ATI WILL BE BIDDING ON A TAS 'NETWORK MANAGEMENT
SYSTEM' TENDER.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 512-SINGAPORE

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE & MARINE

COMPLETE MARKET SURVEY FOR MILITARY AEROSPACE SECTOR.

TO IDENTIFY MARKET OPPORTUNITIES AND NOTIFY
POTENTIAL CANADIAN SUPPLIERS.

CONTINUE TO DEVELOP CLOSER CONTACTS WITH PROCUREMENT AND TECHNICAL STAFF IN THE INDUSTRY.

STIMULATE IMPROVEMENT OF CANADIAN MARKET
SHARE.

FOLLOW-UP ON OPPORTUNITIES REVEALED DURING INCOMING DEFENCE MISSION.

AN INCREASE IN CANADIAN EXPORTS OF MILITARY
AEROSPACE EQUIPMENT.

ARMAMENTS & VEHICLES

CONTINUE TO DEVELOP CLOSER CONTACTS WITH PROCUREMENT AND TECHNICAL STAFF IN THE DEFENCE MINISTRY.

ENSURE THAT LOCAL OFFICIALS ARE AWARE OF
CANADIAN CAPABILITIES IN THIS FIELD.

CLOSELY MONITOR MARKET OPPORTUNITIES AS THEY DEVELOP.

ENSURE THAT POTENTIAL SUPPLIER HAVE SUFFICIENT
NOTICE OF UPCOMING OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 512-SINGAPORE

001-AGRI & FOOD PRODUCTS & SERVICE
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HORTICULTURE (FRUIT, VEG, FLOR)

FOLLOW-UP ON OPPORTUNITIES REVEALED IN RECENTLY COMPLETED MARKET SURVEY.

NOTIFY POTENTIAL CANADIAN SUPPLIERS AND INCREASE AWARENESS IN CANADA OF MARKET POTENTIAL IN SINGAPORE.

PRESENTATIONS TO BULK IMPORTERS, DISTRIBUTORS AND MAJOR RETAIL OUTLETS HIGHLIGHTING CANADIAN PRODUCTS.

STIMULATE IMPROVEMENT OF CANADIAN MARKET SHARE IN FY 1987/88 FOR FRESH APPLES AND FROZEN VEGETABLES.

SEEDS & SPECIAL CROPS

CONTINUE TO DEVELOP CLOSER CONTACTS WITH MAJOR IMPORTERS.

IMPROVE ACCESS FOR CANADIAN PRODUCTS TO LOCAL MARKET.

ENHANCE IMAGE OF RELIABILITY OF CANADIAN PRODUCTS THROUGH FOLLOW-UPS WITH PARTIES INVOLVED IN EXISTING CONTRACTS WHERE PRODUCT QUALITY IS A PROBLEM.

AN IMPROVEMENT IN THE IMAGE OF CANADIAN PRODUCTS.

PRESENTATIONS TO BULK IMPORTERS, DISTRIBUTORS AND MAJOR RETAIL OUTLETS.

STIMULATE IMPROVEMENT IN FY 1987/88 OF CDN MARKET SHARE FOR SOYABEANS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 512-SINGAPORE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

FOLLOW-UP ON MARKET OPPORTUNITIES HIGHLIGHTED IN RECENTLY COMPLETED MARKET STUDY, AND INFORM CANADIAN COMPANIES OF AVAILABILITY OF STUDY.

AN INCREASE IN CDN MARKET PENETRATION, AND AN INCREASED AWARENESS IN CANADA OF LOCAL MARKET OPPORTUNITIES.

CONTINUE TO DEVELOP CONTACTS AND LIAISE WITH PROCUREMENT AND TECHNICAL STAFF IN THE AEROSPACE INDUSTRY.

STIMULATE IMPROVEMENT IN FY 1987/88 OF CANADIAN 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
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POST : 512-SINGAPORE

011-OIL & GAS EQUIPMENT, SERVICES
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO IDENTIFY JOINT-VENTURE PARTNERS OR LICENCEES WITH THE POTENTIAL TO UTILISE CANADIAN ENGINEERING DESIGN EXPERTISE.

AN INCREASE IN MARKET PENETRATION FOR CDN DESIGNED EQUIPMENT

CONTINUE TO LIAISE WITH LOCAL REFINERY OPERATORS AND ENSURE THAT THEY ARE AWARE OF CANADIAN EXPERTISE.

AN INCREASE IN SALES OF POLLUTION AND PROCESS CONTROL EQUIPMENT.

FOLLOW-UP ON MARKET OPPORTUNITIES HIGHLIGHTED IN RECENTLY COMPLETED MARKET STUDY, AND INFORM CANADIAN COMPANIES OF AVAILABILITY OF STUDY.

AN INCREASE IN CANADIAN MARKET PENETRATION, AND AN INCREASED AWARENESS IN CANADA OF LOCAL MARKET OPPORTUNITIES.

ENCOURAGE RELEVANT CONTACTS TO VISIT MAJOR CANADIAN OIL AND GAS EXHIBITIONS.

AN INCREASE IN THE NUMBER OF CANADIAN COMPANIES REPRESENTED IN SINGAPORE.

MEET WITH LOCAL COMPANIES ACTIVELY PURSUING MAJOR PROJECTS IN ASEAN AND ENSURE THAT THEY ARE AWARE OF CANADIAN EXPERTISE.

AN INCREASE IN REGIONAL MARKET PENETRATION IN CONJUNCTION WITH SINGAPORE COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

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 : 512-SINGAPORE

013-CONSUMER PRODUCTS
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

COMPLETE MARKET SURVEY FOR LEISURE PRODUCTS.

IDENTIFY POTENTIAL MARKETS AND ENCOURAGE AN
INCREASE IN CANADIAN SUPPLIER VISITS.

IDENTIFY AND LIAISE WITH NEWLY ESTABLISHED POTENTIAL IMPORTERS OF
CANADIAN HEALTH AND FITNESS EQUIPMENT.

ENSURE THAT LOCAL FIRMS ARE AWARE OF CANADIAN
EXPERTISE AND INCREASE CANADIAN MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



512 - SINGAPORE
PLANNING:

SINGAPORE

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

AGRI & FOOD PRODUCTS & SERVICE SEMI & PROCESSED FOOD & DRINK
CONTACT THE MAJOR FOOD AND BEVERAGE PROCESSORS IN SINGAPORE AND ADVISE
THEM OF THE POTENTIAL IN CANADA.

IDENTIFY NEW PROSPECTS FOR INVESTMENT AND
CREATE AN AWARENESS OF THE SCALE OF THE
ETHNIC FOOD MARKET IN CANADA.

COMM. & INFORM. EQP. & SERV ALL SUB-SECTORS
THIS DYNAMIC SECTOR IS GROWING RAPIDLY AND INDUSTRY CONTACTS WILL BE
REGULAR AND FREQUENT IN ORDER TO KEEP ON TOP OF DEVELOPMENTS AND
IDENTIFY OPPORTUNITIES AS THEY ARISE.

COS WILL BE ADVISED OF CDN INNOVATIONS AND
GROWTH POTENTIAL, AND EXECUTIVES ENCOUR-
AGED TO INCLUDE CANADA IN THEIR TRAVEL
ITINERARIES.

OIL & GAS EQUIPMENT, SERVICES MACHINERY AND EQUIPMENT
CONTINUE PROGRAM OF INDUSTRY LIAISON AND ENSURE THAT OPPORTUNITIES FOR
INVESTMENT ARE HIGHLIGHTED.

IDENTIFY SIGNIFICANT NEW PROSPECTS FOR
INVESTMENT & ENCOURAGE EXECUTIVES TO VISIT
THE MAJOR CANADIAN OIL AND GAS EXHIBITIONS

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5
87/10/13

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

page B

512 - SINGAPORE
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

SINGAPORE

RESULTS REPORTED

QUARTER : 1

QUARTER : 2

QUARTER : 3

QUARTER : 4

REPORT 4
87/09/25

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

PAGE : 78

POST : 533-SYDNEY

006-ELECTRONICS EQUIP. & SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INSTRUMENTATION

STUDY OF PROCESS CONTROL EQUIPMENT REQUIREMENTS IN AUSTRALIAN
MINES.

INFORM CANADIAN SUPPLIERS OF CURRENT MARKET
SITUATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

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 : 533-SYDNEY

007-POWER & ENERGY EQUIP. & SERV.
NEW GUINEA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

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 : 81

POST : 533-SYDNEY

008-TRANSPORT SYS, EQUIP, COMP, SERV.
NEW GUINEA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
AEROSPACE		
	MAINTAIN CLOSE CONTACT WITH PNG CIVIL AVIATION OFFICIALS.	COLLECT INFORMATION ON CIVIL AVIATION PLANNERS FOR CANADIAN EXPORTERS.

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

REPORT 4
87/09/25

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 : 82

POST : 533-SYDNEY

005-COMM. & INFORM. EQP. & SERV
NEW GUINEA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT #5
87/10/13

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

page A

533 - SYDNEY
PLANNING:

AUSTRALIA

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP. & SERV ALL SUB-SECTORS
PLACEMENT OF ARTICLES IN DAILY NEWSPAPERS FOCUSING ON HIGH TECH
INDUSTRY.

FOCUS ON SECTORAL INVESTMENT OPPORTUNITIES
4 INVESTORS.

AGRI & FOOD PRODUCTS & SERVICE ALL SUB-SECTORS
SELECTIVE MAILINGS FOCUSING ON AGRICULTURE AND FOOD PRODUCTS AND
SERVICE SECTOR.

500 MAILINGS RESULTING IN 10 SERIOUS
ENQUIRIES.

SERVICE INDUSTRIES ALL SUB-SECTORS
INVESTMENT ENCOUNTER SESSIONS FOCUSING ON SERVICE INDUSTRIES SECTOR.

TARGETTED AUDIENCE. 4 PROBABLE INVESTORS
OF 100 POTENTIAL INVESTORS.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5
87/10/13

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

page B

533 - SYDNEY
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

AUSTRALIA

RESULTS REPORTED

QUARTER : 1

HAD NOT PLANNED ANY SPECIFIC PROMOTION ACTIVITIES ON INVESTMENT. HOWEVER, POST RESPONDED TO INVESTMENT ENQUIRIES BY FORWARDING AVAILABLE LITERATURE ON HAND.

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 : 520-TOKYO

010-MINE, METAL, MINERAL PROD & SRV
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

CONTINUED REPORTING ON INDUSTRY RESTRUCTURING IDENTIFICATION OF POTENTIAL EFFECTS ON CANADIAN INTERESTS.

MINERALS REPORTS: TRADE AND PRODUCTION INFORMATION ON COMMODITY BASIS; PER MONTH.

COAL AND STEEL REPORTS: MONTHLY TRADE AND PRODUCTION FIGURES, ANALYSES.

REPORT ON PRC ACTIVITY IN JAPANESE MARKET PLUS JAPANESE INVESTMENT/DEVELOPMENT IN PRC.

REGULAR AND TIMELY PROVISION OF INFORMATION TO OTTAWA, PROVINCES, INDUSTRY.

ELEVEN REPORTS PER YEAR; IDENTIFICATION OF MARKET SHIFTS, EXPORT OPPORTUNITIES.

ELEVEN REPORTS PER YEAR. CONTINUAL ANALYSES OF PRODUCTION TRENDS, COAL CONSUMPTION.

CLEARER UNDERSTANDING OF PRC ROLE AND POTENTIAL AS COMPETITOR IN JAPANESE MARKET; 2 REPORTS.

METALS, PRIMARY & FABRICATED

CONTINUED WORK ON CERAMICS AND OTHER ADVANCED INDUSTRIAL MATERIAL TO FOLLOW-UP CONTACTS, PROMOTE COOPERATION, TRADE.

CONTINUED REPORTING ON JAPANESE POSITIONS ON MULTILATERAL ISSUES PARTICULARLY INTERNATIONAL COMMODITY GROUPS.

COMMODITY SPECIFIC REPORTS ON DOMESTIC DEVELOPMENTS (PRODUCTION, RESTRUCTURING, INVESTMENT PLANS) AFFECTING KEY METALS: LEAD, ZINC, NICKEL COPPER, MOLYBDENUM.

REPORT ON RARE EARTHS AND METALS DEVELOPMENT INCLUDING OVERSEAS INVESTMENT, COOPERATION PLANS.

INCREASED NUMBER OF LICENSING, JOINT VENTURE CONTRACTS.

REGULAR REPORTING TO OTTAWA TO UPDATE JAPANESE THINKING.

IDENTIFICATION OF MARKET TRENDS WITH INTL. AND CANADIAN EXPORT EFFECTS.

CLEARER UNDERSTANDING OF DIRECTION OF JAPANESE INTERESTS AND ACTIVITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PURSUE FORMAL TIES BETWEEN CUICAC & JFCA IN ADVANCED CERAMICS & PROMOTE CDN PARTICIPATION IN NAGOYA CERAMICS FAIR MAY 88.

COMPLETED. - GOV'T WILL HAVE INFO BOOTHS.

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 : 520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TECHNICAL SEMINAR PRESENTED BY AGRICULTURE CANADA RESEARCHERS AND
CANADIAN SWINE EXPORTERS, 1987.

SALES OF BREEDING STOCK OVER 2-3 YRS VALUED
AT \$100-200,000 CDN.

PURSUE ACCESS QUESTION FOR DAIRY EMBRYOS.

DEVELOPMENT OF NEW EXPORT MARKET EST. \$100,000

HORTICULTURE (FRUIT, VEG, FLOR)

APPLE FUMIGATION RESEARCH PROJECT (CODDLING MOTH).

WHEN APPROVED BY JAPANESE GOVERNMENT, ACCESS
FOR CANADIAN APPLES.

IDENTIFICATION OF NEW POTENTIAL CUSTOMERS FOR MUSHROOMS.

DOUBLING OF EXPORTS TO \$2 MILLION WITHIN
3 YEARS.

SEEK MARKET ACCESS FOR TOMATOES AND PEPPERS. FIRST
TECHNICAL CONSULTATIONS HELD IN TOKYO JAN 1987

POTENTIAL SALES OF UP TO \$ 1 MILLION IN
5 YEAR PERIOD AFTER APPROVAL.

TRIAL SHIPMENTS OF FRESH RASPBERRIES IN AUGUST 1987.

GRADUAL DEVELOPMENT OF JAPANESE MARKET FOR
FRESH RASPBERRIES - MODEST VOLUME.

SEEDS & SPECIAL CROPS

PREPARATION OF MARKET PROFILES IN-HOUSE FOR SPECIFIC
PRODUCTS (PEAT MOSS, BUCKWHEAT, PULSES).

INCREASED KNOWLEDGE OF JAPANESE MARKET
LEADING TO MORE SALES OF CDN PEAT MOSS,
BUCKWHEAT, PULSES. POSSIBLE SALES INCREASES OF
10-20% FOR PEAT MOSS OVER NEXT 2-3 YEARS.

DEVELOP NEW CONTACTS/BUSINESS FOR PEAT MOSS.

INCREASE EXPORTS BY MINIMUM 10%.

MEATS & MEAT BY-PRODUCTS

FOLLOWING UP WITH RECENT PORK BUYING MISSIONS.

\$1-3 MILLION IN IMMEDIATE NEW BUSINESS.
PROJECT \$20 MILLION IN 3 YEARS.

WORKING WITH PROVINCIAL GOVERNMENT OFFICES TO DEVELOP BEEF
EXPORTS.

GRADUALLY INCREASE MARKET PENETRATION, PARTI-
CULARLY IN SELECTED BEEF CUTS (SHORT PLATE,
CHEEKS).

WORKING W/PROVINCIAL GOVERNMENT OFFICES TO DEVELOP TURKEY AND
PORK EXPORTS.

GRADUALLY INCREASE MARKET PENETRATION & TO
INCREASE JAPANESE AWARENESS OF TURKEY
PRODUCTS.

EMPHASIZE PORK IN ALL CONSUMER AND TRADE ACTIVITIES.

MAINTAIN HIGH PROFILE OF THIS IMPORTANT FOOD
EXPORT FROM CANADA.

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 86

POST : 520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PROCESSED FOODS PROMOTIONS AND MISSIONS

QUARTER: 1 PROMOTION OF AGRICULTURAL PRODUCTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

40% INCREASE IN PROMOTIONAL BEEF ALLOCATION- CDA
FOOD FAIR PARTICIPANTS INCREASED FM 21-40-NICHI-
RYA MISSIONS BOUGHT \$10MN - SKYLARK SEEKING NEW
CUSTOM PACKED ITEMS, - RETAIL PACK OF CANOLA OIL
TO BE INTRODUCED.

COMPLETED BROCHURE ON ALFALFA PRODUCTS; HELD SE-
MINAR ON ALFALFA & SWINE, PURSUED FUMIGATION PRO-
CEDURES FOR ALFALFA HAY WITH MAFF, REPORTED ON
APPLE FUMIGATION RESEARCH.

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

POST : 520-TOKYO

009-FOREST PRODUCTS, EQUIP, SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

CONTINUED EFFORTS TO INFLUENCE REVISION OF BUILDING CODE IN DIRECTION TO BENEFIT CANADIAN TRADE INTERESTS.

REVISION TO ALLOW GREATER USE OF WOOD IN CONSTRUCTION SPECIFICALLY 3 STOREY 2X4 MULTIPLE FAMILY URBAN USE.

HARDWOOD PROMOTION TO FOLLOW-UP ON CANADIAN MISSION.

STIMULATE AWARENESS AND INQUIRIES FROM JAPANESE IMPORTERS . INCREASED SALES.

ANALYSIS AND REPORTING ON EVOLUTION OF FOREST PRODUCT INDUSTRY.

IDENTIFICATION OF MARKET OPPORTUNITIES FOR VALUE-ADDED WOOD PRODUCTS.

RESEARCH AND DEVELOPMENT OF MARKET FOR BUILDING MATERIALS, E. G. KITCHEN CABINETS, DOORS, WINDOWS, STAIRCASES, ETC.

INCREASED CONTACT WITH CANADIAN SUPPLIERS.

SEMINARS OR PRESENTATION FOLLOWING UP ON INITIATIVES AND MEETINGS DURING MINISTER CARNEY'S VISIT.

RELAX BUILDING CODE TO ALLOW INCREASE IN SALES OF CANADIAN LUMBER.

PURSUE THE URGENT REQUIREMENT FOR A REDUCTION IN THE SPF TARIFF FROM 10% TO 0.

CANADIAN SPF WILL REGAIN MARKET SHARE FROM USA KILN DRIED HEMLOCK.

PULP AND PAPER PRODUCTS

CONTINUED SURVEY OF PULP AND PAPER COMPANIES' OVERSEAS INVESTMENT AND EXPANSION PLANS.

IDENTIFICATION OF INVESTMENT OPPORTUNITIES FOR CANADA.

MARKET SURVEY OF VALUE-ADDED COATED AND BUSINESS PAPERS.

IDENTIFICATION OF MARKET, INVESTMENT & TECHNOLOGICAL COOP. OPPORTUNITIES, DEVELOPMENT OF EXPORTS STRATEGY, INCREASED BUSINESS CONTACTS.

ATTEND AND REPORT ON ANNUAL MEETING OF CANADA/JAPAN PULP AND PAPER ASSOCIATION.

IDENTIFY NEW EXPORT OPPORTUNITIES FOR CDN FIRMS INCLUDING POSSIBLE INVESTMENT OPPORTUNITIES.

NEWSPRINT SURVEY.

IDENTIFY AREAS WHERE POST CAN SUPPORT SALES OF CANADIAN NEWSPRINT TO JAPAN.

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 88

POST : 520-TOKYO

009-FOREST PRODUCTS, EQUIP, SERVICES
JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 WOOD FORUM & WOOD WORKSHOP. TECHNICAL INFO ON 3-
STORY WOOD CONSTRUCTION.

BASIS LAID FOR BUILDING CODE REVISION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 90

POST : 520-TOKYO

002-FISHERIES, SEA PRODUCTS & SERV.
JAPAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	INVESTIGATE POSSIBLE NEW USES/MARKETS FOR CAPELIN. DISTRIBUTE TO CDN INDUSTRY MAY 1985 ASI-INTECH RESEARCH'S STUDY OF THE CAPELIN MARKET IN JAPAN.	INCREASED CAPELIN EXPORTS.
	SEEK GREATER PENETRATION OF FOOD SERVICE SECTOR. DISTRIBUTE TO CDN INDUSTRY COPIES OF 1986 STUDY ON JAPAN'S FOOD SERVICE SECTOR.	NEW SALES OF VALUE ADDED FISH PRODUCTS . STIMULATE TRADE INQUIRIES.
	NEW COMPUTERIZED FORMAT FOR FISHERY REPORT.	MORE TIMELY AND INFORMATIVE REPORT WILL ALLOW INDUSTRY AND GOVERNMENT TO MAKE MORE INFORMED DECISIONS.
	MARKET PROFILES - ATLANTIC HERRING SMOKED SALMON, LIVE LOBSTER.	PROVIDE MARKET INFO TO CDN FIRMS INVOLVED IN THESE GROWTH SECTORS.
	COD RESEARCH - PHASE II . DISTRIBUTE COPIES TO CDN INDUSTRY OF PHASE I STUDY " JAPANESE CONSUMER ATTITUDES TOWARDS FROZEN COD "	PROVIDE DIRECTION ON HOW TO MARKET COD IN JAPAN.
	AQUAULTURE - IDENTIFY POTENTIAL MARKET NICHES FOR FARMED PRODUCTS THROUGH SUCH MARKETING VEHICLES AS PRESENTATION AT FOODDEX.	PROVIDE MARKET INFO TO CDN FIRMS INVOLVED IN THIS SECTOR AND RECOMMEND FORUMS IN WHICH JPNSE AWARENESS OF CDN CAP. IS INCREASED.

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

POST : 520-TOKYO

013-CONSUMER PRODUCTS
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

APPAREL (CLOTH, FUR, SHOES) TEXT

TO PROVIDE THE JAPANESE FUR INDUSTRY WITH INFORMATION FROM SUCH CANADIAN SOURCES AS : GROUP EKSPD, FUR FASHION AND CANADIAN FUR INDUSTRY.

TO CREATE MORE INTEREST IN THE MONTREAL INTERNATIONAL FUR FAIR AND THUS INCREASE IMPORTS BY APPROX. \$2 MILLION NEXT YEAR.

TO MEET WITH THE JAPAN FUR ASSOCIATION TO EVALUATE THE RESULTS OF OUR PUBLICITY IN JAPAN.

TO INCREASE AWARENESS OF CANADIAN FURS IN JAPAN.

TO MEET WITH VARIOUS AGENTS IN THE APPAREL INDUSTRY TO EVALUATE PROGRESS MADE OVER PAST YEAR.

STIMULATE AGENTS FOR MORE AGRESSIVE MKTING & TO PARTICIPATE TO REGIONAL FAIRS . ASSESS INCREASING JPNSE INTEREST FOR CDN FUR GARMENTS.

TO INTENSIFY PUBLICITY ON CDN FUR GARMENTS AT THE CANADA TRADE CENTER AND TO STIMULATE TRADE ENQUIRIES.

TO ATTRACT MORE CUSTOMERS BY BECOMING BETTER KNOWN. AIM IS TO DOUBLE CURRENT SALES.

TO SEEK NEW AGENTS TO EXHIBIT WIDER VARIETY OF APPAREL ITEMS AT THE CANADA TRADE CENTER.

TO DOUBLE SALES OF SUCH ITEMS AS COWICHAN SWEATERS AND TO STIMULATE TRADE ENQUIRIES.

JEWELERY & GIFTWARE

TO VISIT DEPARTMENT STORES TO EVALUATE RESULTS OF 1986 JEWELLERY PROMOTION.

TO ENCOURAGE STORES TO SELL CANADIAN JEWELLERY ON A PERMANENT BASIS.

TO FOLLOW UP WITH MAIL ORDER CATALOGS COMPANIES ON THEIR EXPRESSED INTENTION TO ADVERTIZE CANADIAN PRODUCTS.

TO WIDEN PUBLICITY ON CDN CAPABILITY AND SELECTION AND TO INCREASE SALES AND STIMULATE TRADE INQUIRIES.

TO REVIEW THE CANADA TRADE CENTER PUBLICITY APPROACH SALES TOWARDS GIFTWARE ITEMS.

TO BOOST SALES UP TO 2 MILLION DOLLARS NEXT YEAR & TO STIMULATE TRADE ENQUIRIES.

TO INTRODUCE NEW PRODUCTS AT THE CANADA TRADE CENTER.

TO DOUBLE OUR CURRENT SALES AND TO STIMULATE TRADE ENQUIRIES.

TO MEET WITH AGENTS TO URGE THEM TO PARTICIPATE IN REGIONAL SHOWS

TO ATTRACT LOCAL DISTRIBUTORS OUTSIDE THE TOKYO ENVIRONS.

TO DISSEMINATE PERTINENT INFORMATION ON THE JPNSE MARKET TO CDN INDUSTRY THROUGH THE JAPAN DESK AND DRIE REGIONAL OFFICES.

TO INTEREST NEW EXPORTERS IN THE JAPANESE MARKET.

CULTURE INDUSTRIES

TO WORK CLOSELY WITH GROUP IN CANADA IN CHARGE OF PROMOTING INDIAN ARTS AND CRAFTS IN JAPAN.

TO SELECT ITEMS MOST LIKELY TO FIND ACCEPTANCE IN JAPAN.

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

POST : 520-TOKYO

013-CONSUMER PRODUCTS
JAPAN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
CULTURE INDUSTRIES	<p>TO VISIT JPNSE GALLERIES THAT SPONSOR CANADIAN ARTISTS.</p> <p>TO INCREASE PUBLICITY OF CANADIAN ARTS AND CRAFTS THROUGH THE CANADA TRADE CENTER.</p> <p>TO VISIT DEPARTMENT STORES TO ENCOURAGE THEM TO SPONSOR AND/OR DISPLAY CANADIAN ARTS AND CRAFTS.</p> <p>TO USE MAIL ORDER CATALOGS TO ADVERTIZE.</p>	<p>TO STIMULATE INTEREST IN CANADIAN ART AND OBTAIN A BETTER UNDERSTANDING OF HOW TO INCREASE SALES OPPORTUNITIES.</p> <p>TO CREATE GREATER AWARENESS OF WHAT CANADA HAS TO OFFER AND TO STIMULATE TRADE ENQUIRIES</p> <p>TO WIDEN PUBLICITY CREATE A SALES NICHE IN DEPT. STORES ON A PERMANENT BASIS, AND TO STIMULATE TRADE ENQUIRIES.</p> <p>TO INCREASE SALES & TO STIMULATE TRADE ENQUIRIES.</p>
LEISURE PROD. TOOLS HARDWARE	<p>TO FOLLOW UP ON DIY STEP PROGRAM WITH MITI, JETRO AND DIY ASSOC. AND TO ENSURE DEA REPORT (SEPT 1986) ON DIY MISSION TO JAPAN IS DISTRIBUTED TO CDN INDUSTRY.</p> <p>TO CONTACT DIY STORES VISITED DURING DIY MISSION.</p> <p>TO MEET WITH SPORTS EQUIPMENT AGENTS AND TO DISTRIBUTE 1986 STUDY ON THE SPORTING GOODS MARKET IN JAPAN.</p> <p>TO ENCOURAGE AGENTS OF SPORTS EQUIPMENT TO PARTICIPATE IN REGIONAL SHOWS.</p> <p>TO PROMOTE IDEA OF SELLING CANADIAN DIY PRODUCTS TO JAPANESE HOME BUILDERS.</p>	<p>TO IDENTIFY CLEARLY THE PRODUCTS ON WHICH CANADA SHOULD FOCUS & TO STIMULATE TRADE ENQUIRIES.</p> <p>TO INTRODUCE, AS A START, SMALL QUANTITIES OF CANADIAN DIY PRODUCTS IN THOSE STORES.</p> <p>TO MAINTAIN OUR CURRENT SALES & TO STIMULATE NEW ENQUIRIES FOR SELECT PRODUCTS THAT SHOW MODERATE GROWTH POTENTIAL.</p> <p>TO FIND LOCAL DISTRIBUTORS AND TO MAKE SPOT SALES.</p> <p>TO GIVE DIY INDUSTRY INCREASED OPPORTUNITIES/ AVENUES TO SELL IN THE JAPANESE MARKET.</p>
FURNITURE & APPLIANCES	<p>TO VISIT DEPARTMENT STORES THAT SPONSORED CANADIAN EVENTS LAST YEAR TO EVALUATE RESULTS RE CANADIAN APPLIANCES.</p> <p>TO REPORT ON JPNSE FURNITURE INDUSTRY AS A FOLLOW-UP TO THE MITI STEP PROGRAM ON FURNITURE WITH AUSTRALIA AND TO EVALUATE CANADIAN POSITION.</p>	<p>TO STRENGTHEN OUR SHARE OF THE MARKET IN SOME AND ENCOURAGE OTHERS TO SELL PRODUCTS ON A CONTINUED BASIS.</p> <p>TO DETERMINE WHICH SECTOR OF THE MARKET COULD BE OF INTEREST TO CANADIAN EXPORTERS.</p>

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 : 520-TOKYO

013-CONSUMER PRODUCTS
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

TO DO MORE PUBLICITY THROUGH THE CANADA TRADE CENTRE.

TO MAINTAIN OUR SHARE OF THE MARKET & TO
STIMULATE TRADE INQUIRIES.

TO MEET WITH AGENTS MORE OFTEN TO GENERATE MORE INTEREST IN THEIR
PROMOTION OF CANADIAN PRODUCTS.

TO DISCUSS/DEVELOP/ASCERTAIN NEW WAYS TO
MARKET PRODUCTS & TO STIMULATE TRADE
ENQUIRIES.

TO UPDATE OUR IN-HOUSE INFORMATION ON THE MARKET.

TO OFFER MORE ACCURATE INFORMATION TO CDN
EXPORTERS ON CHOICE OF PRODUCTS APPROPRIATE
TO JAPAN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONSUMER CATALOG APPENDIX - DO IT YOURSELF (DIY)
- CTC/ASSOCIATION - TOKYO INT'L TRADE FAIR -
CANADIAN MAIL ORDER CATALOGUE PROJECT.

COMPLETED. 25 AGENTS ADDED REPORTS COMPLETED &
DISTRIBUTED - MORE ACTIVE IN REGIONAL SHOWS -
SALES Y 6.6 MILLION - RECRUITMENT STARTED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



520 - TOKYO
PLANNING:

JAPAN
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE
BANKERS OUTREACH PROG. TO GENERATE ATTENDEES AT INVSTMT SEMINAR FOR
AUTO PARTS TO BE FOLLOWED BY INCOMING & OUTGOING MISSIONS. MAINTAIN
DIALOGUE WITH JPNSE ASSEMBLERS & ENCOURAGE THEIR PART. (AS APPROPRI-
ATE) IN ENCOURAGING PARTS COS IN THEIR "FAMILY" TO CANADA.

ELECTRONICS EQUIP. & SERV PRODUCTS & COMPONENTS
USE SECTOR PROFILE & SUPPORTING DATA TO ORG. TECH. IND. BRIEFING FOR
MEMBERS OF JPNSE COMPONENTS IND., INCL. THOSE GENERATED BY BANKING OUT-
REACH PROGRAM. FOLLOW UP WITH INCOMING MISSION AND CONTINUING CORPORATE
LIAISON.

ELECTRONICS EQUIP. & SERV CONSUMER ELECTRONICS
TARGET & MAINTAIN CORP. LIAISON PROGS WITH SELECTED CONSUMER ELECT.
COS, INCLUDING THOSE CURRENTLY MFTG. IN CANADA. PROMOTE COMPANY-FUNDED
VISITS TO CANADA.

POWER & ENERGY EQUIP. & SERV. ELECTRICAL MACHINES & SYSTEMS
USE DRIE IND. STUDY TO SELECT JPNSE MFTRS OF ELECT. MOTORS. SUPPLEMENT
WITH COS GENERATED BY BANKING OUTREACH PROGRAM. CONDUCT BRIEFING ON CDN
ELECTRIC MOTORS MARKET/INDUSTRY. CARRY OUT CORPORATE LIAISON PROGRAMS
AND INCOMING/OUTGOING MISSIONS.

TRANSPORT SYS, EQUIP, COMP, SERV. AEROSPACE
USE SECTOR PROFILE, SUPPORTING DATA & EXISTING POST KNOWLEDGE ORGANIZE
TECH'L BRIEFING ON CDN AEROSPACE INDUSTRY FOR JAPANESE INDUSTRY REPRE-
SENTATIVES. EVALUATE RESPONSE AND DEVELOP APPROPRIATE CORPORATE LIAI-
SON ACTIVITIES.

SERVICE INDUSTRIES TOURISM
CORPORATE LIAISON ACTIVITIES WITH ALREADY TARGETTED INVESTORS.

NON SECTORALLY ORIENTED ACTIVITIES

BANKING OUTREACH PROGRAM: FOR EACH OF SELECTED CITY BANKS, PROGRAM (TO
BE CARRIED OUT SEQUENTIALLY) OF (A) BANKER SEMINAR (B) BANKER MISSIONS
(C) BANK CLIENT SEMINAR.

TRADING COS: CONTINUE CORPORATE LIAISON PROGRAMS WITH LARGE JAPANESE
TRADING COMPANIES TO STIMULATE INTEREST IN CANADIAN INVESTMENTS. EN-
COURAGE INVESTMENT SURVEY MISSIONS.

DIRECT MAIL/MEDIA ADVERTISING: CONTINUATION OF DIRECT MAIL AND MEDIA
ADVERTISING PROGRAM FOR GENERAL BUSINESS AND SELECTED SECTORAL PUBLI-
CATIONS.

CONTINUED JAPANESE INVESTOR INTEREST IN
GREENFIELD/JOINT VENTURE INVESTMENT.

DEVELOPMENT OF LIST OF POTENTIAL J. V. OR
100% INVESTORS.

DEMONSTRATED INTEREST IN MAKING/INCREASING
MANUFACTURING INVESTMENT IN CANADA.

SHORT LIST OF JAPANESE INVESTORS FOR CON-
CERTED CORPORATE LIAISON ACTIVITY IN SUB-
SEQUENT YEAR.

DEVELOP PERCEPTION WITHIN JAPANESE AERO-
SPACE INDUSTRY OF CANADA'S INDUSTRY AS AT-
TRACTIVE INVESTMENT ENVIRONMENT.

ALL MAJOR TARGETS TO ACQUIRE THOROUGH UN-
DERSTANDING OF INVESTMENT OPPORTUNITIES IN
CANADIAN TOURIST INDUSTRY.

I. D. BY BANKS OF THEIR CUSTOMERS AS TAR-
GETS FOR OUR INVSTMT PROMOTION EFFORTS. AS
A BONUS, ACTIVE SUPPORT BY BANKS IN COUN-
SELLING CUSTOMERS.

I. D. AND REALIZATION OF OPPORTUNITIES FOR
DIRECT INVESTMENT ON MULTI-SECTORAL BASIS.

INCREASED AWARENESS AMONG BUSINESS PUBLIC
OF IMAGE OF CANADA AND ITS ATTRACTIVENESS
AS INVESTMENT SITE.

REPORT #5
87/10/13

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

page B

520 - TOKYO
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

JAPAN

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 : 531-WELLINGTON

009-FOREST PRODUCTS, EQUIP, SERVICES
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

CONTINUED REPRESENTATION OF N Z GOV'T TO GAIN THE ADMISSION OF
CDN CEDAR SHINGLES AND SHAKES.

REDUCE TRADE BARRIERS IMPROVE MARKET ACCESS.

EQUIPMENT AND MACHINERY

ORGANIZATION OF APPITA TOUR OF N Z INDUSTRY. ORGANIZATION OF
PARTICIPATION BY CDN INDUSTRY IN LIRA TRANSPORTATION SEMINAR.

INCREASED SALES OF CDN FORESTRY EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INCOMING CANADIAN PULP AND PAPER MISSION
MAY 1987.

MISSION MET WITH EXECUTIVES TASMAN KAWERAU/
NZFP KINLEITH/AUCKLAND AND BRIEFED ON FUTURE
DEVELOPMENTS EXPANSION PROGRAMS ETC.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

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 : 95

POST : 531-WELLINGTON

005-COMM. & INFORM. EQP. & SERV
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

FOLLOW-UP OF CONTACTS MADE BY TELECOM MISSION IN NOV'86.

INCREASED TELECOMS SALES BY SUPPORTING/MAIN-
TAINING CONTACT WITH N Z BUYERS AND CDN
SUPPLIERS.

DELIVATION OF NEW OPPORTUNITIES DUE TO DEREGULATION OF N Z
TELECOMS.

INCREASED SALES BY RELAYING TO CDN INDUSTRY
NEW MARKET OPPORTUNITIES IDENTIFIED.

COMPUTERS, SOFTWARE & SYSTEMS

POST HAS BEGUN MARKET SURVEY OF LOCAL IMPORTERS

LIST OF PRODUCTS REQUIRED BY LOCAL IMPORTERS

SURVEY OF LOCAL SOFTWARE CONSULTING HOUSES

DEVELOP CONTACTS OF SOFTWARE FIRMS POTENTIAL-
LY INTERESTED IN JV WITH CANADIAN FIRMS.

THREE CATALOGUES SHOWS IN TERRITORY

INCREASE NUMBER OF CANADIAN FIRMS ACTIVE IN
NEW ZEALAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

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 : 96

POST : 531-WELLINGTON

013-CONSUMER PRODUCTS
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

JEWELRY & GIFTWARE

SURVEY OF GIFTWARE MARKET IN NEW ZEALAND

PUBLICIZE RESULTS OF MARKET SURVEY TO CANADIAN SUPPLIERS

PROVISION OF INFO ON CDN SOURCES OF SUPPLY TO N Z INDUSTRY.

INFO ON MARKET OPPORTUNITIES

INCREASED AWARENESS OF OPPORTUNITIES
IN NEW ZEALAND

ELEVATE PROFILE OF CDN SUPPLIERS.

LEISURE PROD. TOOLS HARDWARE

ADVISE NEW ZEALAND IMPORTERS OF CANADIAN CAPABILITIES

DISTRIBUTION OF SURVEY QUESTIONNAIRE TO DELIVEATE N Z REQUIREMENTS
FOR SUBSEQUENT DISTRIBUTION TO CDN SUPPLIERS.

DOUBLE CANADIAN MARKET SHARE IN 3 YEARS.

INCREASED AWARENESS OF SUPPLY/DENAND OPPOR-
TUNITIES.

FURNITURE & APPLIANCES

ADVISE LOCAL IMPORTERS OF CANADIAN CAPABILITY

DELIVEATION OF N Z FURNITURE REQUIREMENTS AND COMPLETION OF
REQUIREMENTS OF SURVEY FOR DISTRIBUTION.

INCREASE CANADA'S MARKET SHARE TO USA
POSITION.

BETTER IDENTIFICATION OF MARKET OPPORTUNITIES
FOR CDN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION OF LIST OF BUYERS TO ATTEND TORONTO
JEWELLERY SHOW.

PARTICIPATION IN SHOW CANCELLED DUE TO SHORTAGE
OF TIME.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

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 : 97

POST : 531-WELLINGTON

004-DEFENCE PROGRAMS, PRODUCTS, SERV
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

PROVIDING ASSISTANCE & INCENTIVE FOR NZMOD TO ESTABLISH BROAD
MOU WITH DND. TO DISTRIBUTE CDN INFO & DETAILS ON CDN MARINE EQUIP
TO PROMOTE \$2 MILLION DATA LOGGING EQPT TO RNZN. TO OBTAIN OPPOR-
TUNITY FOR COMPUTING DEVICES TO BID ON EQUIP. REQUIREMENTS.

INCREASED SALES OF CDN DEFENCE EQUIPMENT
TO N. Z.

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 : 531-WELLINGTON

001-AGRI & FOOD PRODUCTS & SERVICE
NEW ZEALAND

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ANIMAL, POULTRY BREEDING STOCK	
	CONTINUED PROMOTION OF CDN SWINE EXPORTS AND TO REALISE APRIL '87 SHIPMENTS.	INCREASED SALE OF AG & FOOD PRODUCTS
	SEMI & PROCESSED FOOD & DRINK	
	TASTE OF CANADA - FOOD PROMOTION EFFORT FOCUSED ON RESTAURANT	NEW AGENCY LINES ESTABLISHED.
	WOOLWORTHS PROMO. - IN-STOR CDN PROCESSED FOOD PROMOTION	NEW AGENCY LINES ESTABLISHED.

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



REPORT #5
87/10/13

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

page A

531 - WELLINGTON
PLANNING:

NEW ZEALAND

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP. & SERV COMPUTERS, SOFTWARE & SYSTEMS
FREQUENT INCLUSION OF INVESTMENT AND TECHNOLOGY TRANSFER ARTICLES IN
PUBLICATIONS.

STIMULATION OF NEW ZEALAND MANUFACTURING
AND INVESTMENT COMMUNITY TOWARDS CANADA
AS INVESTMENT DESTINATION.

FOREST PRODUCTS, EQUIP, SERVICES EQUIPMENT AND MACHINERY
FREQUENT INCLUSION OF INVESTMENT AND TECHNOLOGY TRANSFER ARTICLES IN
PUBLICATIONS.

STIMULATION OF NEW ZEALAND MANUFACTURING
AND INVESTMENT COMMUNITY TOWARDS CANADA
AS INVESTMENT DESTINATION.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

REPORT #5
87/10/13

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

page B

531 - WELLINGTON
TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

NEW ZEALAND

RESULTS REPORTED

QUARTER : 1

IT WAS INTENDED TO WRITE AND INCLUDE AN
INVESTMENT ARTICLE IN TRADING POST (DISTRIBUTION
OF 3000).

ARTICLE WAS WRITTEN AND INCLUDED REACHED A
READERSHIP OF 80,000.
MINTECH ADVISED OF DECISION TO INVEST IN CANADA
IS IMMINENT.

QUARTER : 2

QUARTER : 3

QUARTER : 4



S E C T I O N 2

This section contains quarterly reports submitted by all posts, many of which did NOT correspond to the priority sectors identified in their plan. They were therefore not included in the main body of the report but are included as Section 2 for this time only to indicate reports that were submitted on other activities.

Cette section contient des rapports trimestriels présentés par toutes les missions, dont bon nombre NE correspondent pas aux secteurs prioritaires identifiés dans les plans. Ils n'ont donc pas été inclus dans la partie principale du rapport, mais dans la Section 2 pour cette fois seulement, afin de présenter les rapports sur les autres activités.



REPORT 4B
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 502-HONG KONG

HONG KONG

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE
FOOD & BEV. '87 (MAR. 87). F+B PARTICIPANTS TO
BE FOLLOWED UP. FOOD & BEV. '88. FOLLOW UP
VISITS TO HK BY ALL EXH. AT F+B 87. INSTORE
PROMOT'NS OVER FY87/88. BEEF PROMOTIONS IN
HOTELS.

COMPLETED. C\$6 MN DIRECT SALES. AGENTS FOUND.
FOLLOW UP DONE. DEFERRED TO FY88/89. PEMD FOL-
LOW UP SUBSTITUTED. PEMD APPROVED. VISITS EX-
PECTED OVER YEAR. PLANNING UNDERWAY WITH 3 SUPER-
MKTS. NTS FUNDS APPROV. ALTA GOVT. PLAN'G UNDERWAY

002-FISHERIES, SEA PRODUCTS & SERV.
FOOD & BEV. '87 (MAR. 87). F+B FOLLOW UP WITH
PARTICIPANTS. FOOD & BEV. '88. FOLLOW UP VISITS
TO HK BY ALL EXH. AT F+B '87. INSTORE PROMOT'NS
OVER FY 87/88. FISH PROMOTIONS IN HOTELS.

COMPLETED. C\$6 MN DIRECT SALES. AGENTS FOUND.
FOLLOW UP DONE. DEFERRED TO FY88/89. PEMD FOLLOW
UP SUBSTITUTED. PEMD APPROVED. VISITS EXPECTED
OVER YEAR. PLANNING UNDERWAY WITH 3 SUPERMKTS,
NTS FUNDS APPROVED. BC GOVT PLAN'G UNDERWAY.

005-COMM. & INFORM. EQP. & SERV
SOFTWARE '87/AUTOTECH '87 COSPONSORSHIP. MEDIA
CAMPAIGN ON CDN TECH. SOFTWARE MISS. (APR. 87).
SOFTWARE MKTG. STUDY. INHOUSE DEMONSTR'NS/SEM.
INFO. BROCHURE ON CDN SOFTWARE. PROMOTION OF
VIDEOTEXT TO CATV. X.25 PROMO.

ACCOMPLISHED. PUBLICITY EXPECTED FALL '87. IN
PLANNING. DONE. \$400,000 SALES, 3 AGENTS APPOINTED
RETURN VISITS. DONE. REPORTS GOING OUT TO PROVS +
OGD/DEA. EXPECTED LATER IN FY87/88. IN PLANNING.
BUDGET BEING SOUGHT. UNDERWAY. LTD SUCSS WITH X.25

015-CONSTRUCTION INDUSTRY
IBEX '87 PAVILLION. MONITORING MAJOR CONSTRUC-
TION PROJECTS.

7 EXHIBITORS FROM CDA. \$7-8 MID. SALES 1 AGENT
-INTELLIGENCE TO EXPORTERS AS REQUIRED.

REPORT 4B
87/10/28

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

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 503-MANILA

PHILIPPINES

QUARTER: 1

017-SERVICE INDUSTRIES

SENDING TENDER ALERTS TO SELECTED POTENTIAL SUPPLIERS/CONSULTANTS. -PARTICIPATE IN ADB ANNUAL MEETING, OSAKA. -PREPARATION OF INFO BOOTH BOOKLET ON POST SRVCS TO CDN EXPRTS SEEKING ADB PROCUREMENT. -COMPUTER. OF ADB PROJ. TRACK. SYST.

46 POST INITIATED TLXS SENT TO CDN FIRMS. POST ADB LIAISON OFFICER ATTENDED ANNUAL MEETING. INFO COMPLETE, PUBLICATION IN PROGRESS. HARDWARE AND SOFTWARE IN PLACE; DATA INPUT IN PROGRESS.

007-POWER & ENERGY EQUIP. & SERV.

INC. POWER TRANSMISSION & DISTRIBUTION MISSION. FOLLOW-UP TO MARCH OUTGOING POWER MISSION. ENSURE APPROVAL OF 2 CPPF STUDIES FOR POWER PLANT RE-HABILITATION (SUCAT & ROCKWELL). CONTINUE SUP-PORT OF CDN PARTICIPATION IN CALACCA II.

3 PHILIPPINE PART. ON MISS. (13-28 JUNE). CAE BIDDING ON SCADA SYST. FOR MERALCO. SUCAT STUDY APPROVED. ROCKWELL CPPF STILL UNDER REVIEW. REPORTING ON NEW DEV., CONTINUOUS LIAISON WITH BWC REP., VISIT WITH CHAIRMAN & PRESIDENT-NPC.

003-GRAINS AND OILSEEDS

ORGANIZE PHILIPPINE PARTICIPATION IN C. I. G. I. COURSE FOR FEED MILLERS. CONTINUE LIAISON WITH PHILIPPINE FLOUR MILLERS & FEED MILLERS AND RE-PORTING TO CWB. COMPLETE OILSEEDS REPORTS.

4 PHILIPPINE FEED MILLERS AT C. I. G. I. COURSE, (6-16 APRIL). POST OFFICER VISITS PAFMIL (PHIL. ASSN. OF FLOUR MILLERS) MEMBER(S) AT LEAST ONCE A WEEK. NO TENDERS ISSUED DURING QUARTER. 10 REPORTING TLXS TO CWB. COMPLETED IN APRIL.

005-COMM. & INFORM. EQP. & SERV

ENSURE CDN PARTICIPATION IN PHILCOMSAT TENDER FOR ANTENNAE, PLDT METRO MANILA EXPANSION, PLDT CELLULAR RADIO TENDER. SRT RADIO TELECOM TECHNO-LOGY DEMONSTRATION.

SPAR AEROSPACE GAVE TECH'L BRIEFING & WILL BID ON TENDER NT TO BID ON METRO MANILA EXPNSN. PART. IN PHIL-TELECOM WEEK CONF. NOVATEL GAVE TECH'L BRIEFING AND WILL BID ON 500 UNITS. MOTC STILL IN PROGRESS OF SELECTING EXEC. AGENCY

001-AGRI & FOOD PRODUCTS & SERVICE

CLOSE LIAISON WITH MAJOR POULTRY & SWINE PRODUCERS. MONITORING OF CIDA BACKED POTASH SALES AND PROMOTION OF UREA. CANOLA FEEDING TRIALS. REPORTING RESULTS.

SWINE GROWERS VISITING ONT. PORK CONGRESS, JUNE '87. 15,000 MT POTASH CONTRACTED TO CANPOTEX. NEW POSSIBILITIES FOR UREA SALES BEING PURSUED -IN-PROGRESS PROMOTIONAL SEMINAR PLANNED IN FALL.

REPORT 4B
87/10/28

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 504-BANGKOK

THAILAND

QUARTER: 1

- 005-COMM. & INFORM. EQP. & SERV
ARRANGE RECEPTION FOR VISIT OF SINCLAIR VOLK,
MANAGER SPECTRUM MANAGEMENT, DOC OTTAWA.
- 007-POWER & ENERGY EQUIP. & SERV.
INVITE TWO SENIOR EGAT OFFICIALS TO VISIT CANADA
ON POWER TRANSMISSION AND DISTRIBUTION MISSION.
- 008-TRANSPORT SYS, EQUIP, COMP, SERV.
PRESENTATION TO STATE RAILWAY OF THAILAND ON CDN
CAPABILITIES.
- 004-DEFENCE PROGRAMS, PRODUCTS, SERV
FOLLOW-UP ON INTERESTS GENERATED FROM CDN PARTI-
CIPATION IN DEFENCE ASIA '87.
- 011-OIL & GAS EQUIPMENT, SERVICES
ARRANGE DINNER FOR VISIT OF TECHNICAL EXPERTS
FROM PCIA.
- 999-MULTIPLE SECTORS
RORY MACALPINE VISITED VIETNAM 15-18 JUNE.

NINE ATTENDED EVENT. INTELLIGENCE OBTAINED LED
TO LNS'S PARTICIPATION IN TENDER FOR FREQUENCY
MONITORING VAN.

TWO ASSISTANT GENERAL MANAGERS FROM EGAT VISITED
CDA DURING 13-27 JUNE AND WERE IMPRESSED WITH
CDN CAPABILITY IN POWER SECTOR.

SRT RECOMMENDED SOME LOCAL COMPANIES TO POST FOR
POSSIBLE CDN REPRESENTATION. POST RECEIVED FROM
SRT STANDARD SPECIFICATIONS FOR RAIL COACHES,
LOCOMOTIVES, ETC.

LITERATURES REQUESTED IN OVER 200 INQUIRY CARDS
WERE MAILED OUT. INQUIRIES ON HENOTEX AND
MOTOROLA PRODUCTS WERE SENT TO LOCAL AGENTS FOR
FOLLOW-UP.

20 SENIOR OFFICIALS IN OIL AND GAS INDUSTRY
ATTENDED. CDN OIL/GAS TECHNOLOGY WAS WELL
PROMOTED IN THIS EVENT.

FIRST COMMERCIAL LIAISON TO VIETNAM IN 12
MONTHS. MARKET INTELLIGENCE IN ALL SECTORS WAS
OBTAINED.

REPORT 4B
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 505-JAKARTA

INDONESIA

QUARTER: 1

007-POWER & ENERGY EQUIP. & SERV.
-NUCLEAR POWER PROGRAM REPORT - AECL PHASE 111
LAB SUPPORT - ASSISTANCE TO ACRES & TECSULT TO
PUT TOGETHER FINANCING PACKAGE FOR SENTANI INC-
LUDING MINI-HYDRO PROJECTS RESPECTIVELY.

-REPORT SUBMITTED: - BID SUBMITTED; NEGOTIATIONS
CONTINUING - ATTEMPTS HAVE BEEN UNSUCCESSFUL TO
DATE. SUMITOMO MAY FINANCE SENTANI IN VIEW OF CA-
NADA'S APPARENT INABILITY TO DO SO.

005-COMM. & INFORM. EQP. & SERV
- REMOTE SENSING SEMINAR.
- VISIT OF SENIOR PERUMTEL OFFICIAL TO CANADA.

EVENT HELD PLUS 2 DAYS OF FOLLOW-UP MEETINGS. AS
A RESULT, BERCHA INT'L IS PURSUING TRAINING CON-
TRACT WORTH \$500,000 WITH POSSIBILITY OF FOL-
LOW-ON CONTRACT. - MET DIR. OF PERUMTEL & REAC-
TION TO VISIT POSITIVE; PLANNING OF VISIT IN PROG

004-DEFENCE PROGRAMS, PRODUCTS, SERV
PROMOTE AWARENESS OF CANADIAN DEFENCE INDUSTRY.

MET MILITARY LIAISON OFF. TO DISCUSS DEF. MISS. TO
CDA. REACTION POSITIVE; DATES TO BE SET LATER WHEN
TIMING IS BETTER FOR INDO. MTGS WITH P. T. PAL RE:
INDO FRIGATE PRG. -ATTEND PARIS AIR SHOW & ES-
CORT INDON DELS TO CDN BOOTHS.

008-TRANSPORT SYS, EQUIP, COMP, SERV.
PRESS THE GOVERNMENT OF INDONESIA TO MAKE A
DECISION ON PURCHASE OF ADDITIONAL LOCOMOTIVES
AND RAIL CARS.

GOVERNMENT OF INDONESIA HAS ACCEPTED CIDA/EDC
C\$ 44.5 MIL FINANCING PROPOSAL & PROVIDED THE
RAILROAD WITH AUTHORITY TO PURCHASE 265 RAILCARS
AND 15 LOCOMOTIVES.

REPORT 4B
87/10/28

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 506-SHANGHAI

PEOPLE'S REP OF CHINA

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE

- REFINE MARKET THRUST/STRATEGY WITH EXTOTT, AGRICOTT, CIDA AND PROVS
- ASSIST PRIVATE SECTOR IN PURSUIT OF JIANGXI RED SOILS (DAIRY CATTLE) PROJECT.

-HELPED TO SHAPE THRUST OF CIDA ACTIVITIES IN AG SECTOR IN TERRITORY. 2 POTENTIAL PROJECTS TAKING SHAPE. - THROUGH FOLLOW UP IN JIANGXI AND CANADA, CANADIAN SUPPLIER IN POSITION TO SUBMIT LARGE CATTLE/SWINE BID.

008-TRANSPORT SYS, EQUIP, COMP, SERV.

- REPORT ON METRO PROJ/SUPPORT OF CDN FIRM(S) - PURSUIT OF ZHEJIANG AIRLINE PROJ - PURSUE PORT DEV. PROJ/INVESTIGATE OPTIONS FOR PROMOTION OF CDN CAPABILITY. - PURSUIT OF HUANGPU BRIDGE PROJ/SUPPORT CDN CO.

-CDN CO, FULLY BRIEFED BY CONGEN, HAS RESPONDED TO REQUEST FOR TECH INFO FM SHNGI METRO CORP - ZHEJIANG AIRLINE DEL VISITED CDA WITH POST ASSIS- TANCE. -RECEIVED/BRIEFED CIDA PORT TECH DEL. -CDN GROUP BEING FORMED TO BID ON HUANGPU BRIDGE.

006-ELECTRONICS EQUIP. & SERV

- COMPLETE INSTRUMENTATION STUDY
- PURSUE SHNGI VTMS PROJECT/SUPPORT CDN CO.

-STUDY COMPLETED, FIRTS COPIES DISTRIBUTED, WIDER SELECTION NOE BEING PRINTED.
-CDN CONSULTANTS REDESIGNING CONSORTIUM APPROACH TO ENHANCE PROJECTS. EXCHANGE OF VISITS PLANNED.

016-INDUSTRIAL MACHIN, PLANTS, SERV.

- IDENTIFICATION OF SECTORS/PROJECTS WHERE INDUS- TRIAL RENEWAL A PRIORITY. SUPPORT TO CDN COMPA- NIES OFFERING TECH/EQUIP FOR INDUSTRIAL UPGRA- DING.

TWO PROJECTS NOW IN NEGOTIATION.

REPORT 4B
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 511-KUALA LAMPUR

MALAYSIA

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE
PROMOTION OF BREEDING SWINE.

ADSGO TRADING VISITED SEV. MALAYSIAN PIG FARMS TO PROMOTE CDN BREEDING SWINE. CDN GOVT. SPONSORED INCOMING SWINE BUYERS MISSION JUNE 12-15 1987 RESULTING IN MALAYSIAN PURCHASES VALUED AT US \$52,435.

001-AGRI & FOOD PRODUCTS & SERVICE
PROMOTION OF CANADIAN FEED INGREDIENTS.

VISIT BY DR. EMANUELLE OF AGRIC. CDA STIMULATED INTEREST IN SOURCING CDN FEED INGREDIENTS. XCAN FAR EAST (TORONTO) FOLLOWED UP SHORTLY AFTER AND HAVE IDENTIFIED CLIENTS WITH GOOD POTENTIAL.

001-AGRI & FOOD PRODUCTS & SERVICE
PROMOTION OF CANADIAN PROCESSED FOODS AND GROCERY PRODUCTS.

3 MALAYSIAN COS PARTICIPATED AT HKONG FOOD & BEV. '87 & ARE KEEN TO BUY RANGE OF FOOD PROD, POK BROS IS NEGOTIATING PURCHASE OF PROCESSED CHEESE & COLD STORAGE(M)BHD INTERESTED IN STAGING A "CDN FOOD FAIR" IN THEIR SUPERMARKET CHAIN.

001-AGRI & FOOD PRODUCTS & SERVICE
PROMOTE TECHNICAL COLLABORATION WITH VETERINARY SERVICES DEPT (MIN OF AGRIC) IN VARIOUS ASPECTS OF LIVESTOCK INDUSTRY.

GIDC HELD DISCUSSIONS WITH THE DIR. GEN., VETERINARY SERV. DEPT TO PROMOTE CDN EXPORTS & EXPERTISE IN VARIOUS ASPECTS OF LIVESTOCK INDUSTRY. OMAF SPONSORING VISIT OF THE DIR. GEN. TO ATTEND WORLD VETERINARY CONG. IN MTL & VISITS TO CDN LIV. FACI.

003-GRAINS AND OILSEEDS
ENCOURAGE MALAYSIAN FLOUR MILLERS TO ATTEND CIGI COURSES AND PROMOTE SALES OF CANADIAN WHEAT.

MALAYAN FLOUR MILL & KUANTAN FLOUR MILL EACH SENDING A PART. ON THE CIGI COURSE IN AUG. '87. CDN WHEAT BOARD HAS INVITED MALAYAN FLOUR'S CHAIRMAN & DEP. MNG DIR. TO VISIT CDA THIS SUMMER AND WE ARE AWAITING CONFIRMATION.

REPORT 4B
87/10/28

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 512-SINGAPORE

SINGAPORE

QUARTER: 1

005-COMM. & INFORM. EQP. & SERV
TO CONTINUE TO WORK WITH SINGAPORE'S MINISTRY OF
HOME AFFAIRS ON THE INTRODUCTION OF MACHINE
READABLE PASSPORTS.

CANADIAN PASSPORT PRINTING EQUIPMENT HAS BEEN
ACCEPTED FOR TESTING PURPOSES, AND IS AT PRESENT
ON TRIAL.

005-COMM. & INFORM. EQP. & SERV
INCOMING SOFTWARE BUYERS MISSION.

PLANNED, ORGANISED AND ACCOMPANIED TO CANADA A
MISSION OF FIVE SOFTWARE SYSTEM HOUSES, AND OF A
NATIONAL COMPUTER BOARD REPRESENTATIVE.

002-FISHERIES, SEA PRODUCTS & SERV.
TO FOLLOW UP ON CONTACTS MADE DURING FOOD
PACIFIC 86 EXHIBITION IN VANCOUVER.

AS A RESULT OF CONTACTS MADE IN VNCVR, 2 LOCAL
COS ARE NOW IMPORTING GEODUCK FM VNCVR, A CDN
MFTR OF FRENCH FRIES IS NOW EXPORTING TO SPORE
AND A MAJOR CDN WHEAT FLOUR EXPORTER HAS BEEN
INTRODUCED TO THE MARKET.

005-COMM. & INFORM. EQP. & SERV
TO INTRODUCE CANADIAN EXPERTS IN A/V TRAINING
AND EDUCATIONAL TV TO SINGAPORE'S NATIONAL
PRODUCTIVITY BOARD (NPB).

A SINGAPORE FINANCED MISSION OF EXPERTS FROM
SEVERAL TRAINING INSTITUTES WILL VISIT
APPROPRIATE COMPANIES IN TORONTO AND MONTREAL.

005-COMM. & INFORM. EQP. & SERV
TO PROMOTE SOFTWARE IN TELECOMMUNICATIONS BY
INTRODUCING ALBERTA TELECOMS INTERNATIONAL (ATI)
TO DIGITAL SINGAPORE PTE LTD (DEC).

ATI & DEC SINGAPORE ORGANISED A TECHNICAL
SEMINAR FOR SINGAPORE TELECOMS (TAS) IN JUNE.
ATI WILL BE BIDDING ON A TAS 'NETWORK MANAGEMENT
SYSTEM' TENDER.

017-SERVICE INDUSTRIES
TO PURSUE OPPORTUNITIES OFFERED BY SINGAPORE'S
BILLION-DOLLAR TOURISM DEVELOPMENT PLAN.

SENT SINGAPORE CONSULTANT ON THREE-WEEK CDN
FACT-FINDING VISIT, AS STEP ONE IN PREPARATION
OF A REPORT ON OPPORTUNITIES FOR CANADIAN
DEVELOPERS AND OPERATORS OF THEME PARKS.

REPORT 4B
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 519-SEOUL

KOREA

QUARTER: 1

005-COMM. & INFORM. EQP. & SERV
NONE THIS QUARTER.

STARTED WORK FOR CDN PARTICIPATION AT AFCEA 87.
2. ASSISTED CDN MARCONI IN FINALIZING SALES OF
ANSP 503.

004-DEFENCE PROGRAMS, PRODUCTS, SERV
MISSION TO CDA BY 6 PERSON MINISTRY OF NATIONAL
DEFENCE TEAM HEADED BY M. GENERAL

EXPOSED KEY KOREAN MILITARY TO CDN CAPABILITIES.
AS A RESULT KOREA DEF. IND. ASS. WILL SEND FOLLOW
UP TEAM TO CDA. DEHAVILLAND/BOEING SEMINAR DE-
MONSTRATION FOR ASW EQUIP. TO BE INSTALLED ON
DASH 8 FOR ROK NAVY TOOK PLACE IN EMB. NEW T. CENT

008-TRANSPORT SYS, EQUIP, COMP, SERV.
SEMINAR & MISSION IN AUTOMOTIVE PARTS.

1. MISSION WILL 5 COMPANIES JUNE 22 TO 27. POTEN-
TIAL FOR TWO J. V. 'S & POSSIBLE DIRECT SALES TO
DAEWOO MOTOR. (2) DAEWOO/KNR MISSION TO CANADA.

009-FOREST PRODUCTS, EQUIP, SERVICES

1. HOUSING EXHIBIT FOR LOG HOMES.
2. COFI DELEGATION VISIT TO SEOUL AND MEETINGS
WITH LOCAL LUMBER IMPORTS.

003-GRAINS AND OILSEEDS
ACCESS FOR ALFALFA. FIRST TENDER ISSUED FOR PUR-
CHASE OF ALFALFA EXCLUDED CDA. AFTER STRONG REP-
RESENTATIONS BY EMBASSY, FIRST TENDER WAS CANCEL-
LED. IN SECOND TENDER, CDA RECEIVED ORDER FOR
2,000 TONS.

1. FIRST CDN EXPORTS OF DEHYDRATED ALFALFA.
2. FOLLOWED-UP ON WHEAT MILLING TEST CONDUCTED
IN MARCH 87. 3) FOLLOWED-UP ON INTRODUCTORY VI-
SITS TO CRUSHING MILLS AND USERS, AND FIRST CDN
SALE OF RAPESEED.

REPORT 4B
87/10/28

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 520-TOKYO

JAPAN

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE
PROCESSED FOODS PROMOTIONS AND MISSIONS

40% INCREASE IN PROMOTIONAL BEEF ALLOCATION- CDA
FOOD FAIR PARTICIPANTS INCREASED FM 21-40-NICHI-
RYA MISSIONS BOUGHT \$10MN - SKYLARK SEEKING NEW
CUSTOM PACKED ITEMS, - RETAIL PACK OF CANOLA OIL
TO BE INTRODUCED.

001-AGRI & FOOD PRODUCTS & SERVICE
PROMOTION OF AGRICULTURAL PRODUCTS.

COMPLETED BROCHURE ON ALFALFA PRODUCTS; HELD SE-
MINAR ON ALFALFA & SWINE, PURSUED FUMIGATION PRO-
CEDURES FOR ALFALFA HAY WITH MAFF, REPORTED ON
APPLE FUMIGATION RESEARCH.

009-FOREST PRODUCTS, EQUIP, SERVICES
WOOD FORUM & WOOD WORKSHOP. TECHNICAL INFO ON 3-
STORY WOOD CONSTRUCTION.

BASIS LAID FOR BUILDING CODE REVISION.

010-MINE, METAL, MINERAL PROD & SRV
PURSUE FORMAL TIES BETWEEN CUICAC & JFCA IN
ADVANCED CERAMICS & PROMOTE CDN PARTICIPATION
IN NAGOYA CERAMICS FAIR MAY 88.

COMPLETED. - GOV'T WILL HAVE INFO BOOTHS.

005-COMM. & INFORM. EQP. & SERV
SASK. HIGH TECH MISSION - COMMUNICATION SHOW -
TELECOM ADVANCE STUDY.

COS PERSUADING NICHE MARKETS - NEW AGENCY AND
EXPANDED SALES - PROGRAM DEVELOPED.

013-CONSUMER PRODUCTS
CONSUMER CATALOG APPENDIX - DO IT YOURSELF (DIY)
- CTC/ASSOCIATION - TOKYO INT'L TRADE FAIR -
CANADIAN MAIL ORDER CATALOGUE PROJECT.

COMPLETED. 25 AGENTS ADDED REPORTS COMPLETED &
DISTRIBUTED - MORE ACTIVE IN REGIONAL SHOWS -
SALES Y 6.6 MILLION - RECRUITMENT STARTED.

REPORT 4B
97/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 521-ISLAMABAD

PAKISTAN

QUARTER: 1

- 007-POWER & ENERGY EQUIP. & SERV.
RESOLVE TARBELA DISPUTE.
OBTAIN FEASIBILITY STUDY FOR LOW HEAD POWER.
WIN COASTAL COAL FIRED POWER STUDY.
- 011-OIL & GAS EQUIPMENT, SERVICES
ASSISTANCE TO CANADIAN COMPANIES SEEKING OIL
EXPLORATION CONCESSIONS.
- 005-COMM. & INFORM. EQP. & SERV
-HELP NORTHERN TELECOM(NT). -OBTAIN NO OBJECTION
CERTIFICATE FOR MITEL. - PROMOTE CANADA-PAKISTAN
SCIENTIFIC COOP AGREEMENT WITH SUPARCO.
- PREPARE MARKETING REPORT.
- 003-GRAINS AND OILSEEDS
-NEGOTIATION OF BILATERAL FOOD AID FOR CANOLA
OIL BY CIDA. - FOLLOW-UP ON CANOLA OIL MISSION. -
ESTABLISH CLOSE RELATION WITH PAK AGENTS OF
CANOLA EXPORTERS.
- 008-TRANSPORT SYS, EQUIP, COMP, SERV.
- SUPPORT FOR G.M. DIESEL'S LOCOMOTIVE CONTRACT.
- SUPPORT FOR BOMBARDIER.
- ARRANGE DEMO FOR CHALLENGER.
- 009-FOREST PRODUCTS, EQUIP, SERVICES
COMPLETION OF NEGOTIATIONS FOR KAMALIA.

TARBELA RESOLVED. CONTRACT NEGOTIATIONS WITH
DOMINION BRIDGE-SULZER UNDERWAY. - TAUNSA STUDY
OBTAINED AND UNDERWAY. - COASTAL COAL POWER STU-
DY NOT YET AWARDED. REPRESENTATIONS MADE AGAINST
USA.

-RIO ALTO AWARDED SIEMIC CONTRACT TO FRENCH CO.
- PETRO CANADA APPLIED FOR CONCESSIONS.
- HOME OIL & OTHER INVESTIGATING CONCESSIONS.

-NORTHERN TELECOM CANCELLED ITS HIGH LEVEL VISIT
TWICE & HAS MAJOR PROBLEM WITH ITS EXISTING CON-
TRACT. -NO OBJECTION CERTIFICATE OBTAINED. - OUR
MARKETING REPORT PREPARED & DISTRIBUTED. - BCI
SUDDENTLY DROPPED PAK-A MAJOR BLOW TO OUR EFFORT

-\$13 MM CANOLA FOOD AID SHIPPED BY CIDA TO PAK. -
FORMATION OF CANOLA EXPORT CONSORTIUM FOR PAK IN
WESTERN CANADA. -APPOINTMENT OF LOCAL AGENT BY
CDN EXPORT CONSORTIUM. -CIGI TRAINING COURSE FOR
WAHEED KHAN.

DELIVERED SECOND MINISTERIAL LETTER IN SUPPORT
OF G.M. DIESEL. AWARD AWAITED. -BOMBARDIER'S CON-
TRACT COMPLETED. CDN CONTENT ONLY 20%.
-PAK REFUSED TO ALLOW SECOND CHALLENGER DEMO.

EXTENSIVE REPRESENTATIONS MADE ON BEHALF OF
KLOCKNER STADLER HURTER. PROJECT MIGHT STILL
COLLAPSE.

REPORT 4B
87/10/28

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 522-NEW DELHI

INDIA

QUARTER: 1

011-OIL & GAS EQUIPMENT, SERVICES
CIDA/EDC LINE OF CREDIT FOR OIL & GAS SECTOR.

CONTINUING ATTEMPTS TO PRODUCE FIRST TRANSACTION

011-OIL & GAS EQUIPMENT, SERVICES
PETRO-CANADA-OIL & NATURAL GAS COMMISSION MOU
FOR TECHNICAL COOPERATION WITH OIL & GAS
SECTOR.

STILL IN DEFINITION PHASE.

011-OIL & GAS EQUIPMENT, SERVICES
GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCY
AGREEMENTS DUE TO SEVERE RECESSION IN CANADIAN
INDUSTRY AND HENCE INCREASED INTEREST IN INDIAN
MARKET.

HAS BEEN SOMEWHAT DAMPENED BY PROBLEMS IN
LAUNCHING OIL AND GAS FINANCING FACILITY.

011-OIL & GAS EQUIPMENT, SERVICES
COMPUTERIZE OIL & GAS CONTACTS, AGENTS LISTS,
TENDERS ISSUED, RESPONSES FROM CANADA, SOURCING
DOCUMENTS, ENQUIRIES FROM CANADA AND INDIA.

WELL IN TRAIN WITH CONTACTS, AGENTS AND TENDER
NOTIFICATIONS COMPUTERIZED. CONTINUING.

005-COMM. & INFORM. EQP. & SERV
CIDA TELECOM SECTOR STUDY.

CANCELLED DUE LACK OF CANADIAN CORPORATE SUPPORT
FOR THIS APPROACH. EXTERNAL AFFAIRS CASE BY CASE
APPROACH WILL CONTINUE FOR PRESENT.

007-POWER & ENERGY EQUIP. & SERV.
WORK CLOSELY WITH CANADIAN FIRMS IN DEVELOPING
APPROPRIATE STRATEGIES IN PURSUIT OF MAJOR
CAPITAL PROJECTS.

RAJ MAHAL COAL STUDY COMPLETE. CONTRACT
NEGOTIATIONS TO START. YAMUNANAGAR AND
UNCHAHAR STRATEGISING CONTINUES.

REPORT 4B
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

POST : 527-OSAKA

JAPAN

QUARTER: 1

008-TRANSPORT SYS, EQUIP, COMP, SERV.
AIRPORT CONSTRUCTION & AEROSPACE ENGINEERING
SHOW-PLANNING (3 MONTHS) - RECRUITMENT FROM POST
AND IN CANADA ON CROSS COUNTRY TOUR. -EXECUTION,
REPORTING, FOLLOW-UP.

18 CDN CO. PARTICIPATED BY PROVIDING PICTURES AND
DISPLAY MATERIAL. 1 CDN REP PARTICIPATED ON BOOTH
. 107 ENQUIRES RECEIVED, REPORT PREPARED & FOLLOW-
UP COMPLETED. INDIVIDUAL COMPANIES RESPONSIBLE
FOR OWN FOLLOW-UP.

008-TRANSPORT SYS, EQUIP, COMP, SERV.
AIRPORT CONTRACT BIDDING SEMINAR - POLITICAL
PRESSURE TO KIAK (8 MONTHS) - RECRUITMENT -
REPORTING.

IN EFFORT TO RAISE PROFILE AS COUNTRY WITH TRAN-
SPORTATION EXPERTISE, INDEPENDENTLY PUSHED TO HA-
VE BIDDING SEMINAR ORGANIZED BY AIRPORT CO. OFFI-
CIALS. 6 CDN CO. REPS ATTENDED, RESULTING IN SEVE-
RAL INDEPENDENT REPORTS GENERATED & DIST. IN CDA

005-COMM. & INFORM. EQP. & SERV
DEPT OF COMMUNICATIONS TELECOMMUNICATION SEMINAR
ADVANCE TEAM. - PREPARE ITINERARY PROVIDING TEAM
BEST EXPOSURE TO MARKET OPPORTUNITIES FOR TELE-
COMMUNICATIONS EQUIPMENT AND SERVICES.

DETERMINED TIMING & NATURE OF SEMINARS NEEDED
FOR TERRITORY IN COORDINATION WITH PROGRAMME IN
TOKYO(SEPT.). IDENTIFIED POTENTIAL BUYERS FOR TE-
LECOM EQUIPMENT(OSAKA GAS, LOCAL NTT OFFICE).

005-COMM. & INFORM. EQP. & SERV
SASKATCHEWAN HIGHTECH MISSION - PREPARATION OF
PROMOTIONAL MATERIAL(IN JAPANESE) - IDENTIFICA-
TION AND SELECTION OF TARGET COMPANIES - DISTRI-
BUTION, CONTACT AND FOLLOW-UP.

SEVERAL COMPANY TO COMPANY CONNECTIONS ARRANGED
LEADING TO SEVERAL SALE/JOINT COLLABORATION OR
PRODUCT DEVELOPMENT IN JAPAN & OTHER EXPORT MAR-
KETS. ONE TWO MAN-MISSION ARRANGED FOR KUBOTA RE
REMOTE SENSING, IDENTIFICATION SYSTEMS.

001-AGRI & FOOD PRODUCTS & SERVICE
ALBERTA BEEF PROMOTION ACTIVITIES - SUPPORT TO
BEEF DEMO IN KOBE & KYOTO - FOODEX OSAKA.

ALBERTA BEEF PROMOTIONS ARE SUCCESSFULLY ENHAN-
CING IMAGE OF CANADIAN BEEF IN TERRITORY AS LOW
FAT HEALTHY FOOD PRODUCT.

002-FISHERIES, SEA PRODUCTS & SERV.
NEW BRUNSWICK FISHERIES PRODUCTS PROMOTIONS
- SUPPORT TO NB GOVERNMENT AND PRIVATE SECTOR
INITIATIVES.

BUYING CONNECTION (LOBSTER) PREVIOUSLY ESTABL.
IS LEADING TO EXPANSION OF ATLANTIC SALMON.
SAMPLES SENT, EXAMINED & NEGOTIATIONS STARTED.
IMPORTANT INVSTMT PROJ. CONSIDERED BY JPNSA CO.
(PURCHASE OF EXISTING FISH PROCES. FACILITY).

REPORT 4B
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST 531-WELLINGTON

NEW ZEALAND

QUARTER: 1

011-OIL & GAS EQUIPMENT SERVICES
GUEST SPEAKER-NZ DIST. EPS FEDERATION CONFERENCE
JULY 1987 AND SPONSORSHIPS OF CANADA DAY AT
CONFERENCE.
INDUSTRY SURVEY.

GUEST SPEAKER CONFIRMED - J. TILDE SHELL CANADA
LIMITED.
MAILED NO RESULTS TO DATE.

016-INDUSTRIAL MACHIN, PLANTS SERV.
MARKET SURVEY OF IMPORTERS.

IN PROCESS OF IDENTIFYING IMPORTERS FOR MAILING
LIST.

011 OIL & GAS EQUIPMENT, SERVICES
MARKET SURVEY OF IMPORTERS

COMPLETED AND MAILED - NO RESULTS AS YET.

014-EDUCATION, MEDICAL HEALTH PROD
MARKET SURVEY OF IMPORTERS

COMPLETED AND MAILED - NO RESULTS TO DATE.

013-CONSUMER PRODUCTS
PREPARATION OF LIST OF BUYERS TO ATTEND TORONTO
JEWELLERY SHOW.

PARTICIPATION IN SHOW CANCELLED DUE TO SHORTAGE
OF TIME.

009-FOREST PRODUCTS, EQUIP, SERVICES
INCOMING CANADIAN PULP AND PAPER MISSION
MAY 1987

MISSION MET WITH EXECUTIVES TASMAN KAWERAU/
NIFF KINLEITH/AUCKLAND AND BRIEFED ON FUTURE
DEVELOPMENTS EXPANSION PROGRAMS ETC.

REPORT 4B
87/10/28

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 532-MELBOURNE

AUSTRALIA

QUARTER: 1

014-EDUCATION, MEDICAL, HEALTH PROD
PACIFIC TRADE INITIATIVES: --DUE TO RECEIVE
STUDIES ON HOSPITAL AND MEDICAL EQUIPMENT AND
REMOTE SENSING. ESTABLISH PROGRAM FOR 1987-88.

HOSPITAL AND MEDICAL STUDY OK. REMOTE SENSING
STUDY DEFICIENT AND FURTHER WORK REQUIRED BY
CONSULTANT. DIFFICULTY IN RESOLVING PRIORITIES
REQUIRED MEETING OF THREE POSTS IN SYDNEY.

999-MULTIPLE SECTORS
MISSIONS AND TRADE SHOWS: A) PULP AND PAPER MIS-
SION APRIL 27-JULY 5. B) QUEBEC MISSION APRIL 8-
10. PEMD MISSION MAY 27-28. C) INTERBUILD 87
TRADE SHOW MAY 26-29

A) BID FOR NEW EQPT. FOR MILL VALUED AT \$5M.
B) 3 AGENCIES ESTABL. , 1 UNDER NEGOT'N. RESULTS
INCONCLUSIVE. DRIE MTL SLOW TO REPORT. C) BAY
MILLS LTD & WALTER LTD PARTICIPATED ON OUR
RECOMMENDATION & SECURED SALES IN EXCESS OF \$1M.

999-MULTIPLE SECTORS
HEAD OF POST MEETING - APRIL 27-28.

-EXAMINED BICENTENNIAL ACTIVITIES AND NEED FOR
CLOSER POST COLLABORATION ON TRADE PROMOTION
ACTIVITIES.

999-MULTIPLE SECTORS
INITIATE STUDY OF POTENTIAL FOR SALE OF CANADIAN
EQUIPMENT IN CAPITAL EXPANSION PROJECTS IN PULP
AND PAPER SECTION.

-TO BE COMPLETED NEXT QUARTER.

999-MULTIPLE SECTORS
EXAMINE VIABILITY OF CANADA-AUSTRALIA BUSINESS
GROUP (CABG - I HATE THAT NAME!)

CONSENSUS THAT FREQUENCY OF MEETINGS SHOULD BE
REDUCED GIVEN INABILITY OF CONSULATE TO DEVOTE
CONTINUING HIGH LEVEL OF RESOURCES TO ORGANIZA-
TION GROUP STILL IMPORTANT IN FACILITATING
CANADIAN EXPORTS.

999-MULTIPLE SECTORS
EXPO 88.

SUGGESTED TRADE PROMOTION PROGRAM BE ESTABLISHED
IN VIP FACILITY AT CANADIAN PAVILION - SYDNEY
TO PLAY CO-ORDINATING ROLE.

REPORT 4B
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 533-SYDNEY

AUSTRALIA

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE
PLANNED PARTICIPATION AT THE ROYAL EASTER SHOW
(10-21 APRIL) TO CREATE GREATER AWARENESS OF
CANADIAN LIVESTOCK AND GENETIC MATERIALS.

AS A RESULT OF INFORMATION BOOTH AT THE ROYAL
EASTER SHOW, RECEIVED 93 ENQUIRIES WHICH WERE
ACTIONED. IN ADDITION, COUNTLESS ENQUIRIES
HANDLED AT STAND PROMOTING CANADIAN LIVESTOCK
AND GENETIC MATERIALS.

009-FOREST PRODUCTS, EQUIP, SERVICES
PLANNED PARTICIPATION AT THE APPITA (TECHNICAL
ASSOCIATION OF THE AUSTRALIAN AND NEW ZEALAND
PULP AND PAPER INDUSTRY) APRIL 27 - MAY 1,
CONFERENCE.

THE THREE CANADIAN COMPANIES PARTICIPATING AT
THIS CONFERENCE WERE ABLE TO GET A GOOD INSIGHT
INTO THE AUSTRALIAN PULP AND PAPER INDUSTRY AND
ARE HOPEFUL OF APPOINTING AGENTS/DISTRIBUTORS IN
THE NEAR FUTURE.

016-INDUSTRIAL MACHIN, PLANTS, SERV.
QUEBEC HORIZONTAL MISSION TO AUSTRALIA TO
PROMOTE CROSS-SECTION OF INDUSTRIAL EQUIPMENT.

AS A DIRECT RESULT OF MISSION A NUMBER OF
COMPANIES WERE ABLE TO MAKE DIRECT SALES AS
WELL AS APPOINT AGENTS/DISTRIBUTORS.

013-CONSUMER PRODUCTS
PEMD SALES MISSION FROM THE PROVINCE OF QUEBEC
PLANNED TO PRIMARILY PROMOTE CONSUMER GOODS.

AS A RESULT OF MISSION, TWO COMPANIES HAVE MADE
SIGNIFICANT SALES TO THE AUSTRALIAN MARKET AND
THREE OTHERS ARE HOPEFUL OF APPOINTING AGENTS IN
THE NEAR FUTURE.

010-MINE, METAL, MINERAL PROD & SRV
PUBLICATION OF REGULAR COMMERCIAL NEWS LETTER
EVERY THREE MONTHS WITH EACH ISSUE HAVING A
SPECIFIC SECTOR AS ITS MAIN FEATURE ARTICLE.

THE JUNE ISSUE OF THE COMMERCIAL NEWS FEATURED
AS ITS MAIN ARTICLE "MINING MERITS FROM CANADA"
GENERATING GREAT INTEREST IN CANADA AS A SOURCE
OF MINING EQUIPMENT AND TECHNOLOGY.

REPORT 4B
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

POST : 534-CANBERRA

AUSTRALIA

QUARTER: 1

004-DEFENCE PROGRAMS, PRODUCTS, SERV
ENCOURAGE AGREEMENT BETWEEN CANADA & AUSTRALIA
ON COOPERATION BETWEEN OUR RESPECTIVE DEFENCE
INDUSTRIES.

AUSTRALIAN TEAM DISCUSSED COOPERATION WITH DE-
FENCE PROGRAMS BUREAU, DRIE & NDHQ IN OTTAWA.
AGREED TO PURSUE WITH EXCHANGE OF LETTERS BET-
WEEN MINISTERS.

004-DEFENCE PROGRAMS, PRODUCTS, SERV
CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S EF-
FORTS TO HAVE CDN PATROL FRIGATE SHORTLISTED
AMONGS POSSIBLE DESIGNERS FOR AUSTRALIAN NEW
SURFACE COMBATANT.

VISIT OF AUSTRALIAN CHIEF OF NAVAL MATERIAL TO
OTTAWA. SJSI KEPT FULLY BRIEFED ON AUSTRALIAN
NAVY'S DEVELOPING ACQUISITION STRATEGY. CPF
EXPECTED TO BE ON SHORTLIST OF DESIGNERS.

005-COMM. & INFORM. EQP. & SERV
MONITORING OF DEPT OF AVIATION PROJECT OF FLIGHT
DATA PROCESSING SYSTEM AND NATIONAL AERONAUTICAL
INFORMATION PROCESSING SYSTEM.

ONGOING MONITORING OF DOA FDPS TENDER. DOA ARE
DOWN TO 1 MAIN CONTENDER BUT INTEND KEEPING 2
OTHER COMPANIES "ON HOLD". NAIPS TENDER IS TO BE
REQUTED AS SPECS FOR THIS PROJ. HAVE ALTERED CDN
COMPANIES PURSUING THIS & FUTURE DOA PROSPECTS.

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Trade and Industrial Development
Program quarterly activity report
43247425

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