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

QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS

LATIN AMERICA AND CARIBBEAN
AMÉRIQUE LATINE ET ANTILLES



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APRIL - JUNE 1987
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TO/A • GGB, FGB, RGB, 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, RGB, LGB, UGB

FROM/DE • DMT

REFERENCE •
RÉFÉRENCE

SUBJECT •
SUJET RAPPORT TRIMESTRIEL SUR LES ACTIVITÉS

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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

43-247-429
43-247-430

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.

LATIN AMERICA & CARIBBEAN
AMÉRIQUE LATINE ET ANTILLES

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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 : 640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

DASH 8 AND AF TRAINING AIRPLANES TO SATENA, ACES AND AF	25 MILLION
GREATER SHARE OF IBRD PROJECT FOR FNC	5 MILLION
PUT PACKAGE TOGETHER FOR BOGOTA METRO - \$ 500 MILL. PROJECT	\$ 30 MILLION
SEMINAR ON TRANSPORTATION SYSTEMS AVAILABLE FROM CANADA (AIRCRAFT AND MASS TRANSPORTATION).	INCREASE AWARENESS OF CANADIAN CAPACITY.

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

POST : 640-BOGOTA

007-POWER & ENERGY EQUIP. & SERV.
COLOMBIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	FINALIZE AECL RESEARCH NUCLEAR REACTOR.	\$ 10 MILLION
	FOLLOW UP CGE OFFER FOR RIOGRANDE GENERATORS.	\$ 17 MILLION INCREASED EXPORTS FROM CANADA.
	FINALIZE B. G. CHECO CONTRACT WITH ISA.	\$ 75 MILLION
	FOLLOW UP ON SEVERAL TENDERS TO BE ANNOUNCED SHORTLY.	\$ 6 MILLION INCREASED EXPORTS FROM CANADA.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
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REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 640-BOGOTA

001-AGRI & FOOD PRODUCTS & SERVICE
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

SWINE SEMINAR AND FOLLOW UP 1984

RECENT SIGNATURE OF MOU ON AGRICULTURE. NEED TO INITIATE 1ST
ROUND OF TALKS.

A) CANOLA OIL INTRODUCTION.
B) WHEAT.

SEMINAR ON LIVESTOCK

ATTENDANCE OF COLOMBIAN FIRM TO GRAINS INSTITUTE COURSES.

FIRST SIGNIFICANT SALES NOW MATERIALIZING

TRANSFER OF TECHNOLOGY AND DOOR OPENERS FOR
COMMERCIAL EXPORTS TO COLOMBIA.

\$ 1 MILLION. (A)
\$ 20 MILLION. (B)

PROMOTE SALES OF HOLSTEIN COWS AND CANADIAN
SWINE.

PROMOTE FURTHER SALES OF WHEAT AND BARLEY.

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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PAGE : 4

POST : 640-BOGOTA

010-MINE, METAL, MINERAL PROD & SRV
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

30 OF 170 T TRUCKS-WABCO/EUCLID INTERCORE

\$30 MILLION

AIR FILTER PLANT - INTERCOR

\$ 1 MILLION

WASH PLANT STUDY AND POSSIBLE PLANT

\$30 MILLION

ARRANGE VISIT OF SENIOR EMR OFFICIAL(S) TO COLOMBIA TO ASSIST
COLOMBIA IN ITS MINING POLICY AND FOLLOW UP MISSION TO CANADA TO
MEET WITH INTERESTED CAPABLE PARTIES.

INCREASED SALES OF EQUIPMENT AND SERVICES TO
THIS SECTOR.

FOLLOW UP ON CARBOCOL PLANS TO DEVELOP "EL DESCANSO" COAL DEPOSIT
AND SIMINERA'S "LA LOMA" DEPOSIT.

SALES OF \$ 500,000 OF CONSULTING SERVICES AND
DEVELOPE OPPORTUNITIES FOR EQUIPMENT SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

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QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

TERRITORIOS NACIONALES PROJECT - TO OBTAIN BIDDERS TO REPLACE
ATI/IMC.

TO GET A PORTION OF THE PROJECT.

BCI NATIONAL LONG TERM TELECOMMUNICATIONS STUDY

1.0 MILLION OF TECH ASSIST. SALES AND LEADS ON
THE FUTURE EQUIP. REQ.

TELECOM: TRAINING PROJECT LABVOLT - ITEC.

\$ 0.2 MILLION OF LAB TRAINING EQUIPMENT.

TERRITORIOS NACIONALES PROJECT \$ 80 MILLION IN 3 PARTS EDC SECT.
31 LIKELY REQUIRED.

\$ 5 MILLION PORTION OF PROJECT.

TELECOM REGIONAL TURNKEY PROJECT 3 OR 4 AT \$5 TO \$10 MILLION EACH

\$10 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 640-BOGOTA

011-OIL & GAS EQUIPMENT, SERVICES
COLOMBIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	FOLLOW UP SEVERAL OIL AND GAS MISSION DURING PAST 20 MONTHS.	\$ 1 MILLION INCREASED EXPORTS FROM CANADA.
	FOLLOW UP CALGARY OIL AND GAS SHOW JUNE 86 AND INTERCAN 85.	\$ 1 MILLION INCREASED EXPORTS FROM CANADA.
	FINALIZE INGERSOLL-RAND SALE OF PUMPING UNITS.	\$ 10 MILLION
	FINALIZE EDC LINE OF CREDIT WITH ECOPETROL.	\$ 25 MILLION
	PARTICIPATION WITH INFORMATION BOOTH IN CONGRESO ANDINO DE PETROLEOS.	\$ 1 MILLION
	TO COMMERCIALIZE OPPORTUNITIES ARISING FROM PCIC - ECOPETROL ARRANGEMENT.	\$ 5 MILLION

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
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POST : 635-BRASILIA

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING EFFORTS TO ESTABLISH MEDIUM-TERM (3 YEAR) PROGRAM OF INCOMING BUYERS WITH BAHIA GOAT ASSOCIATION.

YEARLY INCREASE IN LIVE ANIMALS & GENETIC MATERIAL EXPORTS. ESTABLISH BRAZIL AS PRIMARY AND LONG TERM MARKET FOR CANADIANS GOAT BREEDERS.

MARKETING TRIP THROUGH TERRITORY TO CAPITALIZE ON CURRENT AND SHORT-TERM OPPORTUNITIES IN FOOD PRODUCT SALES.

INCREASED SALES OF CHEESE, MEAT, EGGS AND OTHER FOOD PRODUCTS.

MARKETING TRIP TO STATE LIVESTOCK ASSOCIATIONS LOCATED IN TERRITORY.

INCREASED SALES OF DAIRY CATTLE, GENETIC MATERIAL AND (SUPPLY PERMITTING) GOATS.

SEMINARS SPONSORED BY AGRICULTURE CANADA RE DAIRY CATTLE, ARTIFICIAL INSEMINATION AND EMBRYO TRANSFER.

INCREASE AWARENESS OF CDN DAIRY CATTLE STANDARDS & INCREASE SALES OF LIVE ANIMALS AND GENETIC MATERIALS.

CLOSELY MONITOR DOMESTIC FOOD SUPPLY SITUATION TO IDENTIFY SHORT-TERM EXPORT OPPORTUNITIES (BEER, MEAT, CHEESE, MILK).

SPOT SALES OF CHEESE, MILK, MEAT, BEER. IMPROVE LINKS BETWEEN CANADA AND BRAZILIAN TRADING COMPANIES.

COORDINATE WITH AGRICULTURE CANADA A TRAINING PROGRAM IN CANADA FOR OFFICIALS OF MINISTRY OF AGRICULTURE.

ENDORSEMENT OF CDN DAIRY CATTLE & ARTIFICIAL INSEMINATION STANDARDS LEADING TO INCREASED SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -PARTICIPATION AT II ANNUAL GOIANIA INTL FAIRS - FOLLOW-UP OF DAIRY CATTLE SEMINAR HELD IN FIRST QUARTER - AG. SUBCOMMITTEE MEETING AT JEC - CLOSE MONITORING OF BRAZILIAN WHEAT SUBSIDIES ISSUE.

DUE TO PART'N AT GOIANIA FAIR & FOLLOW-UP TO DAIRY CATTLE SEM., SALES & SALES PROSPECTS FOR CATTLE & SEMEN HAVE INCREASED SIGNIFICANTLY. SOMEX CDA QUOTE FOR SEMEN IMPORTS INCREASED FM \$40,000 TO \$1.0 MILLION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 635-BRASILIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

UNCOMPLETED CIDA FINANCED PROGRAM FOR INSTALLATION OF SARSAT
GROUND STATION.

SALE OF ONE OR TWO ADDITIONAL GROUND STATIONS
AND LOCATOR BEACONS.

SATELLITE 86 - SEMINAR ON CDN EXPERIENCE IN SATELLITE TELECOMMU-
NICATIONS SCHEDULED FOR DECEMBER 1986.

SALE OF CONSULTING SERVICES FOR SATELLITE USE

INCREASE AWARENESS AMONG BRAZILIAN PUBLIC & PRIVATE SECTORS OF
MULTIPLE USES OF TELECOMMUNICATIONS SATELLITE IN CDA TO PROMOTE
FULL UTILIZATION OF BRASILSAT I AND II.

SALE OF BRASILSAT III AND IV.

INTENSIFY RELATIONS WITH GOVERNMENT OFFICIALS TO PROMOTE SALE OF
BRASILSAT III AND/OR CONDORSAT (BRAZIL & ARGENTINA).

SALE OF CONSULTING SERVICES FOR SATELLITE USE

LOBBY GOVERNMENT OFFICIALS TO ENCOURAGE FULL MEMBERSHIP IN SARSAT

SALE OF ADDITIONAL ONE OR TWO SARSAT GROUND
STATION(S) AND LOCATOR BEACONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -PARTICIPATION AT SPAR RECEPTION IN RIO TO PRO-
MOTE SUCCESSFUL OFFSET PROGRAM. - NUMEROUS CALLS
ON FEDERAL AUTHORITIES TO PROMOTE CDN TECHNOLOGY
/EXPERTISE IN SATELLITE TELECOMMUNICATIONS AND
RURAL TELEPHONY.

-EFFECTIVE PR HAS PUT CDN EXPORTER WELL OUT
FRONT IN RUNNING FOR BRASILSAT AT III & IV. - SR
TELECOM LICENSING/TECH TRANSFER AGREEMENT WITH
MICROLAB VIRTUALLY COMPLETED. - MINICOM ACTIVELY
SEEKING ADD. CDN TECH/EXP. IN RURAL TELEPHONY AREA

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 635-BRASILIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SIGNING OF COOPERATION AGREEMENT BETWEEN STCUM & TTC WITH GOVERNMENT OF FEDERAL DISTRICT.

CONSULTING CONTRACT FOR DESIGN OR MANAGEMENT OF PUBLIC TRANSIT SYSTEM.

PRESENTATION ON CDN FIREFIGHTING CAPABILITIES TO PUBLIC AND PRIVATE SECTOR INTERESTS IN MINAS GERAIS.

EVENTUAL SALE OF WATERBOMBER AIRCRAFT OR CONVERSION KITS.

MONITOR ACTIVITIES OF INTERMINISTERIAL COMMISSION ON FOREST FIRE-FIGHTING AND PROMOTE WATERBOMBER SALES AND CONVERSION KITS.

SALES OF WATERBOMBER AIRCRAFT OR CONVERSION KITS.

DEVELOP CLOSER RELATIONS WITH AUTHORITIES IN STATE GOVERNMENTS TO IDENTIFY OPPORTUNITIES IN PUBLIC TRANSIT.

EXTEND SCTUM/TTCL AGREEMENTS TO INCLUDE BELO, RECIFE, SALVADOR, SALE OF CONSULTING SERVICES.

MAINTAIN CONTACT WITH MINISTRY OF TRANSPORT AND RFFSA TO MONITOR OPPORTUNITIES FOR FOLLOW-ON LOCOMOTIVE REFIT PROGRAM.

SALE OF ADDITIONAL LOCOMOTIVE KITS TO RFFSA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VARIOUS CONTACTS MADE AT FEDERATE & STATE LEVELS TO GATHER INFO RE. PUBLIC TRANSIT PROJ. & PROMOTE CDN CAPABILITIES. - PROGRAM ARRANGED IN MTL WITH SCTUM/LAVALIN FOR SECRETARY OF FEDERAL DISTRICT.

PLANNING INITIATED FOR OUTGOING MASS TRANSIT MISSION IN 4TH QUARTER.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 635-BRASILIA

007-POWER & ENERGY EQUIP. & SERV.
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONCLUDE COMPREHENSIVE STUDY OF POWER SECTOR ALREADY UNDER WAY AT DRIE.

BETTER UNDERSTANDING OF LIMITED MARKET OPPORTUNITIES.

MARKETING TRIP TO NORTHEAST (CHESF, COELBA) TO INVESTIGATE EXPORT OPPORTUNITIES LINKED TO IFI - FINANCIAL PROJECTS OR ONGOING INVESTMENT.

UNDERSTANDING OF PROCUREMENT PROCESS AND SHORT/MEDIUM-TERM EXPORT OPPORTUNITIES.

RENEW CONTACTS WITH MINISTRY OF MINES AND ENERGY TO KEEP ABREAST OF CHANGING INVESTMENT PLANS.

RENEWAL OF SANTA ISABEL MOU.

VISIT STATE AND REGIONAL POWER COMPANIES IN TERRITORY TO LEARN OF THEIR INVESTMENT PRIORITIES.

ESTABLISH CONTACTS IN PROCUREMENT DEPARTMENTS TO TAKE ADVANTAGE OF FUTURE OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -SERIES OF MEETINGS ENGINEERED FOR EDC & INTERIMCO AT ELETRONORTE TO DISCUSS THERMOELECTRIC REHAB PROGRAM. - ONTARIO MISSION TO BELO HORIZONTE (GAZ METROPOLITAIN).

ONLY AS RESULT OF EMBASSY EFFORTS WAS INTERIMCO SUCCESSFUL IN MAKING PROGRESS AT ELETRONORTE. - INTERIMCO HAS SUBMITTED PROPOSAL TO ELETRONORTE FOR \$15M PROCUREMENT CONTRACT WITH EDC BACKING.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 658-BRIDGETOWN

001-AGRI & FOOD PRODUCTS & SERVICE
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETION OF PROPOSED LOCAL JOINT VENTURE PROCESSED FOODS MAJOR
BARBADIAN INDUSTRIAL GROUP.

AN ADDITIONAL CANADIAN INVESTMENT & TECHNOLOGY
TRANSFER IN TERRITORY PLUS MATERIALS FROM
CANADA.

DAIRY PRODUCTS: PROMOTIONAL ACTIVITIES TO ATTEMPT TO REGAIN
MARKET SHARE FOR CHEESE, MILK POWDER AND OTHER DAIRY PRODUCTS.

DOUBLE CURRENT EXPORTS OF CHEESE IN 1987.

AGRICULTURAL DIVERSIFICATION: INVESTIGATION OF OPPORTUNITIES ARI-
SING IN GOV'T PROGRAM TO DIVERSIFY AWAY FROM SUGAR.

SALES OF AGRICULTURAL MACHINERY & EQUIPMENT
FERTILIZERS & PESTICIDES, POSSIBILITY OF CON-
SULTING SERVICES THROUGH CDB FINANCED STUDY.

WORK WITH LOCAL DISTRIBUTOR TO INTRODUCE CANADIAN WINES TO
TERRITORY.

NEW BUYING CONNECTIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 WORKING WITH CDN REGIONAL REP TO INTRODUCE CDN
WINES TO TERRITORY. 3 CDN FIRMS ATTEMPTING TO
PREGUALIFY CDB FUNDED CROP DIVERSIFICATION
PROJECTS.

ARRANGEMENT PENDING WITH LOCAL DISTRIBUTOR.
ONE CDN FIRM AND LOCAL PARTNER AWARDED CONTRACT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 658-BRIDGETOWN

015-CONSTRUCTION INDUSTRY
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

BUILDING PRODUCTS

ADDITIONAL EFFORTS WITH CANADIAN TRADING HOUSES SPECIALIZING IN
CONSTRUCTION MATERIALS AND BUILDERS HARDWARE.

PROMOTE CANADIAN INTEREST RE: PROPOSED PORT DEVELOPMENT PROJECT IN
ST. LUCIA

ACTIVE FOLLOW UP ON LOCAL INTEREST FOR JOINT VENTURES IN BUILDING
MATERIALS SUBSECTOR.

ADDITIONAL SALES AND BUYING CONNECTIONS IN
TERRITORY.

CANADIAN CONSULTING SERVICES POSSIBLE SALE OF
BUILDING MATERIALS.

NEW INVESTMENT IN TERRITORY, TECHNOLOGY
TRANSFER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 ACTIVE FOLLOW-UP TO TRADE SHOW. CONCLUDE AGREE-
MENT FOR LPG PLANT (EDC FINANCED). NATURAL GAS
PIPELINE PROJECT. PORT PROJECT, ST. LUCIA.

NUMBER OF NEW AGENCIES & EXPORT SALES. AGREEMENT
SIGNED & UNDER CONSTRUCTION. EXPECTED MID-JULY.
WITH 2 GENERAL ELECTIONS IN 1 MONTH NOT SURPRIS-
ING NO DEVELOPMENT.

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 : 658-BRIDGETOWN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ARRANGE FOR REGIONAL MANAGER CABLE AND WIRELESS(BASED IN ANTIGUA)
TO VISIT CANADA.

POSSIBILITY OF ADDITIONAL SALES TO TERRITORY
TELEPHONE COMPANIES OPERATED BY CABLE AND
WIRELESS.

FACILITATE CANADIAN INVESTMENT IN DATA ENTRY INDUSTRY IN BARBADOS

NEW INVESTMENT AND EQUIPMENT SUPPLY.

REINFORCE CANADIAN CAPABILITIES IN TELECOMMUNICATIONS EQUIPMENT
AND SERVICES WITH NEW OWNERS OF BARBADOS TELEPHONE CO.

INCREASE FAMILIARITY WITH CANADIAN TELECOM
FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE FOR MGR. CABLE & WIRELESS TO VISIT
CANADA. PROMOTE INTEREST BY CDN FIRMS IN DATA
ENTRY SECTOR IN BARBADOS.

WITH MERGER OF C & W AND BARBADOS TELEPHONE CO.,
WILL ARRANGE FOR NEW MGR. BARBADOS TELEPHONE CO.
TO VISIT CANADA. NO FURTHER ACTION.

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 : 14

POST : 658-BRIDGETOWN

014-EDUCATION, MEDICAL, HEALTH PROD
BARBADOS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

GATHER MARKET INTELLIGENCE ON REQUIREMENTS UNDER IFI FUNDED PRO-
JECTS.

ANTICIPATED RESULTS:

INCREASE AWARENESS OF CANADIAN CAPABILITIES
WITH SECTOR.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 2 CDN GROUPS PURSUING CONSULTING COMPONENT OF
DECS TECH/VOCATIONAL PROJECT AND ATTEMPTING TO
PREGUALIFY. CONTINUE TO FOLLOW UP EDUC II
(WORLD BANK). WORKING WITH NUMBER OF PHARMACEU-
TICAL HOUSES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ONE CDN GROUP PREGUALIFIED & SHORT LISTED FROM
TOTAL OF 5 FIRMS. ASSIST & ADVISE FIRMS WITH
PREGUALIF'N STAGE. LTD. ACTIVITY. ONE AGENCY
ESTABL. , 1 PENDING. CONTINUE TO FACILITATE
PHARMAPAK & CARLISLE LABS MFG. UNDER LCNCE VENT.

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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PAGE : 15

POST : 631-BUENOS AIRES

011-OIL & GAS EQUIPMENT, SERVICES
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON GAZ METRO/NOVA/SNC GAS STUDY FINANCED BY CIDA/CPPF
FOR GAS DE L'ESTADO

TO IDENTIFY POTENTIAL FOR ENGINEERING
SERVICES AND POSSIBLY EQUIPMENT.

REPORT/ANALYSIS OF THE ARGENTINE ENERGY PLAN

TO IDENTIFY POTENTIAL FOR ENGINEERING
SERVICES AND EQUIPMENT.

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

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POST : 631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.
ARGENTINA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	REPORT ON SEGBA'S DISTRIBUTION SYSTEM EXPANSION PROJECT	TO IDENTIFY OPPORTUNITIES FOR CDN MEDIUM VOLTAGE EQPT. SUPPLIES TO EXPORT COMPONENTS AND TECHNOLOGY TO LOCAL ASSOCIATES.
	ANALYSIS AND REPORT ON FEDERAL ENERGY SECRETARIATS "POWER ENGINEERING PROJECT" TO BE FINANCED BY IBRD.	TO IDENTIFY POSSIBLE CONSULTANCY CONTRACTS FOR CERTAIN SPECIAL AREAS OF EXPERTISE RELATED TO POWER SYSTEMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REPORT/ANALYSIS OF SEGBA'S DISTRIBUTION EXPANSION PROJECT.
(IBRD FINANCING: \$ 270 M(US)).

SEVERAL MEETINGS WERE HELD WITH SEGBA'S AUTHORITIES REPORT UNDER PREPARATION. POTENTIAL IDENTIFIED RE. CONTROL MEASURING EQUIP. MOST OF THE REMAINING PROJECT'S COMPONENTS WOULD BE COVERED BY THE LOCAL INDUSTRY.

QUARTER: 1 REPORT/ANALYSIS URUGUAY'S POWER PROJECT.
(IBRD FINANCING: \$ 45 M(US)).

SEVERAL MEETINGS WERE HELD WITH UTE'S AUTHORITIES. REPORT UNDER PREPARATION. CDN ENGINEERING GROUP ALREADY PRE-QUALIFIED FOR THE DAM REHABILITATION COMPONENT & FURTHER POTENTIAL IDENTIFIED RE. DISTRIBUTION EQUIP. & MATERIAL.

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 : 17

POST : 631-BUENOS AIRES

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO CONTINUE MONITORING SITUATION REGARDING GOVERNMENT PLAN TO
UP-DATE AIRPORT SITES EQUIPMENT

CIDA/CPPF FINANCED URBAN TRAFFIC CONTROL STUDY BY DELCANDA FOR
ROSARIO CITY.

SECTORIAL STUDY REF AIR AND MARINE AIDS MARKET

REPORT ON RAILWAY DEVELOPMENT PROGRAM

SECTORIAL STUDY, ARGENTINE AUTO INDUSTRY

REF PURCHASE MLS UNITS AND TO IDENTIFY IN
GENERAL POTENTIAL FOR CANADIAN SUPPLIER.

TO IDENTIFY POTENTIAL REF TRAFFIC CONTROL
SYSTEMS

TO BETTER IDENTIFY POTENTIAL FOR CANADIAN
SUPPLIERS

TO IDENTIFY OPPORTUNITIES FOR THE SUPPLYING
OF VARIOUS SERVICES/EQUIPMENT

TO IDENTIFY POTENTIAL FOR SUPPLY/TRANSFER OF
TECHNOLOGY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REPORT/ANALYSIS OF ARGENTINA'S RAIL DEVELOPMENT
PROGRAM.
(IBRD FINANCING UNDER CONSIDERATION)

SEVERAL MEETINGS WERE HELD WITH FERROCARRILESAR-
GENTINOS AUTHORITIES. REPORT UNDER PREPARATION.
POTENTIAL IDENTIFIED FOR TECHN. TRANSFER RE. LO-
COMOTIVE & FREIGHT CAR LOCAL ASSEMBLING &/OR
MANUF. AS WELL AS FOR REPLACEMENT PARTS & SIGN. EQ

QUARTER: 1 REPORT/ANALYSIS OF URUGUAY'S RAIL DEVELOPMENT
PROGRAM (GOVERNMENT OF URUGUAY FINANCING \$ 32 M
(US)).

SEVERAL MEETINGS WERE HELD WITH AFE'S AUTHORI-
TIES. REPORT UNDER PREPARATION. POTENTIAL IDENTI-
FIED RE. LOCOMOTIVE PARTS & CONSULTING SERVICES
RELATED TO THE COMMUNICATIONS & SIGNALIZATION.

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

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POST : 631-BUENOS AIRES

012-PETROCHEM & CHEM PROD, EQP, SERV
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:
 SECTORIAL STUDY OF PETRO AND CHEMICAL INDUSTRY.

ANTICIPATED RESULTS:
TO IDENTIFY POTENTIAL FOR PRIMARY PRODUCTS,
EQUIPMENT AND SERVICES.

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

POST : 643-CARACAS

001-AGRI & FOOD PRODUCTS & SERVICE
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

PIEDEMONTA BARINAS INTEGRATED DAIRY PROJECT.

PREPARATION OF BOVINE-EMBRYO PROJECT.

VISITING FARMS/ASSOCIATIONS IN INTERIOR OF COUNTRY TO PROMOTE MORE IMPORTS OF CANADIAN CATTLE.

AGRICULTURE AND FOOD PRODUCTS - MARKET STRATEGY REPORT.

PARTICIPATION OF CANADIAN SUPPLIERS.

PARTICIPATION OF CANADIAN SUPPLIERS.

INCREASED SALES.

DEVELOPMENT OF MARKETING PRIORITIES AND STRATEGY.

SEEDS & SPECIAL CROPS

COMPLETE INVESTIGATION FOR MARKETING OF CDN SUNFLOWER SEED.

SEEKING NEW IMPORTERS FOR BEANS/SPECIAL CORPS/PEAS.

INCREASE MARKET FOR CDN SUPPLIERS.

INCREASED SALES.

SEMI & PROCESSED FOOD & DRINK

COMPLETE MARKET ACTIVITIES PROMOTING MILK REPLACERS FOR ANIMALS.

GELATIN SALES IMPROVING STEADILY - TO VISIT MORE IMPORTERS AND FURTHER PROMOTE PRODUCT.

TO OPEN MARKET FOR CDN SUPPLIERS.

INCREASED SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISITING FARMS/ASSOCIATIONS IN INTERIOR OF COUNTRY TO PROMOTE MORE IMPORTS OF CANADIAN CATTLE.

INCREASED SALES & GREATER RECOGNITION OF CANADIAN CATTLE AS A MARKET LEADER.

QUARTER: 1 TO SEEK NEW IMPORTERS FOR BEANS/SPECIAL CROPS/PEAS.

A MISSION IN THIS FIELD LED TO GREATER CONTACTS FOR CANADIAN PRODUCERS - AGENTS APPOINTED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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 : 643-CARACAS

009-FOREST PRODUCTS, EQUIP, SERVICES
VENEZUELA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	POST HAS BEEN REPORTING ON NEWSPRINT + PULP MARKET DEVELOPMENTS, PULP + NEWSPRINT PROJECT AND IS IN THE PROCESS OF FOLLOWING UP.	INCREASED AWARENESS AND RECOMMENDATIONS TO CANADIAN SUPPLIERS ON MARKET STRATEGY.
	CONTINUE TO GATHER MARKET INFORMATION ON PROJECT AND COMPETITION ON UVERITO NEWSPRINT + PULP MILL.	CANADIAN PARTICIPATION AS A FOREIGN PARTNER IN THE PROJECT.
	TO CONDUCT A NEWSPRINT + PULP MARKET SURVEY.	MAINTAIN KNOWLEDGE OF MARKET AND REPORT CHANGES AND SITUATION.

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

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 643-CARACAS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

FINDING ADEQUATE AGENTS TO REPRESENT CANADIAN COMPANIES.

INCREASE IN THE NUMBER OF CANADIAN COMPANIES REPRESENTED.

PROMOTION OF CANADIAN EXPERTISE IN TELECOMMUNICATIONS TO THE GOVERNMENT TELEPHONE COMPANY (CANTV).

INCREASE AWARENESS OF CANADIAN CAPABILITIES IN THIS SECTOR AND TECHNICAL ASSISTANCE PROGRAM BY BELL CANADA INT. (BCI).

ASSESS THE DEVELOPMENTS IN THE VENEZUELAN TELECOMMUNICATIONS INDUSTRY.

TECHNOLOGY TRANSFER AGREEMENTS BETWEEN CANADIAN AND VENEZUELAN COMPANIES.

CIVILIAN AND MILITARY COMMUNICATIONS SYSTEMS SURVEY.

IDENTIFY SIZE OF POTENTIAL MARKET. DRAW MARKET TO ATTENTION OF CANADIAN EXPORTERS.

COMPUTERS, SOFTWARE & SYSTEMS

FIND ADEQUATE REPRESENTATIVES FOR CANADIAN COMPANIES IN THE FIELD OF COMPUTER HARDWARE AND SOFTWARE.

INCREASE IN THE NUMBER OF AGENTS IN VENEZUELA REPRESENTING CANADIAN COMPANIES.

PROMOTION OF EDUCATIONAL HARDWARE AND SOFTWARE FOR THE VENEZUELAN EDUCATION SYSTEM (PRIMARY AND HIGH SCHOOL).

POTENTIAL USE OF CANADIAN TECHNOLOGY BY THE MINISTRY OF EDUCATION.

INTRODUCTION OF CANADIAN SOFTWARE PRODUCTS TO THE PETROLEUM INDUSTRY FOR SPECIALIZED APPLICATIONS.

SALES OF CANADIAN SOFTWARE TO THE PETROLEUM INDUSTRY.

MAJOR ECONOMIC/COMMERCIAL REPORT ON THE DEVELOPMENT OF THE VENEZUELAN INFORMATICS INDUSTRY.

BETTER ASSESSMENT OF MARKET FOR CANADIAN COMPANIES. BRING MORE COMPANIES TO MARKET.

CONTACTING VENEZUELAN COMPANIES AND THE INFORMATICS ASSOCIATION TO MAKE AUDIO-VISUAL PRESENTATIONS.

BUILD AN AWARENESS OF CANADIAN EXPERTISE IN THIS SECTOR. GENERATE MORE ENQUIRIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 THE CONTACTING OF VENEZUELAN COMPANIES TO MAKE AUDIOVISUAL PRESENTATIONS.

THE POST HAS CONTACTED OVER 20 VENEZUELAN SOFTWARE COMPANIES TO INTRODUCE CANADIAN PRODUCT & THERE IS A GROWING AWARENESS OF OUR CAPABILITIES

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 : 643-CARACAS

010-MINE, METAL, MINERAL PROD & SRV
VENEZUELA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	PRESENTATION TO THE VENEZUELAN ASSOCIATION OF MINING AND METAL-LURGICAL COMPANIES ON CANADIAN CAPABILITIES IN PRODUCTS AND SERVICES.	INCREASED AWARENESS OF CANADIAN CAPABILITIES AND TRANSFER OF TECHNOLOGY AND JOINT VENTURES OPPORTUNITIES.
	TO CONDUCT A MARKET SURVEY ON VENEZUELA COAL/GOLD INDUSTRY AND ESTABLISH A MARKET STRATEGY OF CANADIAN COMPANIES.	INCREASED CANADIAN PARTICIPATION IN THESE SECTORS.
	TO CONDUCT AN ASBESTOS MARKET SURVEY.	REPORT TO THE CANADIAN ASBESTOS INDUSTRY ON MARKET SITUATION.

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

REPORT 4
87/10/27

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

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POST : 646-GUATEMALA

007-POWER & ENERGY EQUIP. & SERV.
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRANSMISSION

MAINTAINING CLOSE AND REGULAR CONTACT WITH POWER UTILITIES AND
REPORTING UPCOMING CONTRACT OPPORTUNITIES TO CANADIAN INDUSTRY.

COMPLETION OF FEASIBILITY & DESIGN BY SNC AND
IF BILATERAL FINANCING IS AVAILABLE TO UNDER-
TAKE TURNKEY EXECUTION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) CONTINUE SUPPORT TO SNC IN THE RIO BOBOS HYDRO
PROJECT.
B) CLOSE LIASON WITH INDE AND ENEE TO IDENTIFY
FUTURE COMMERCIAL OPPORTUNITIES.

RIO BOBOS DEV. HAS BECOME A PRIORITY FOR GTMLAN
GOVT & SNC-CPPF STUDY HAS BECOME THE PRINCIPAL
WORKING DOC. B) SUCCEEDED IN COORD. PRESENTATION
OF GENERATION EQPT PROPOSAL WORTH APPROX \$4M
FROM MARKHAM ELECTRIC TO INDE.

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 : 646-GUATEMALA

001-AGRI & FOOD PRODUCTS & SERVICE
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ADVISE CANADIAN EXPORTERS AS SOON AS TENDERS ARE ANNOUNCED, AND GUIDE AND ASSIST THEM AS APPROPRIATE DURING THE BIDDING PROCESS.

INCREASE EXPORTS BY 20% OVER CURRENT YEAR.

DEVELOP CLOSER CONTACT WITH NEW OFFICIALS IN GOVERNMENT DEPARTMENTS AND AGENCIES, AND OTHER MAJOR ORGANIZATIONS SUCH AS COOPERATIVES AND ASSOCIATIONS.

INCREASE EXPORTS NEXT YEAR BY AT LEAST 10% OVER THIS YEAR.

ENCOURAGE AND ASSIST IN DEVELOPING TWO-WAY TRADE WITH GUATEMALA.

CLOSER TIES WITH GUATEMALAN BUSINESS AND INDUSTRY SHOULD ENABLE US TO BE MORE AWARE OF TRADE OPPORTUNITIES AND INCREASE EXPORTS BY 10% ANNUALLY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO CONTINUE CONTACTS WITH LOCAL LIVESTOCK BREEDERS TO IDENTIFY SALES POTENTIAL.

POST WAS PRINCIPAL COORDINATOR FOR RECENT SALE OF 20 HEAD OF SWINE TO LOCAL BREEDER. QUALITY OF STOCK HAS OPENED DOOR FOR FURTHER SALES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 646-GUATEMALA

009-FOREST PRODUCTS, EQUIP, SERVICES
HONDURAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAINTAIN CLOSE CONTACT WITH HONDURAN GOVERNMENT OFFICIALS REGARD-
ING CONTRACT OPPORTUNITIES FOR THE REHABILITATION OF A \$200MN.
FORESTRY COMPLEX.

CONSULTING/ENGINEERING CONTRACTS EQUIPMENT
AND LONG-TERM MANAGEMENT CONTRACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT TO CPPF CORFINO/HONDURAS FORESTRY STUDY.

POST WAS AND STILL IS MAJOR FACTOR IN ENSURING
PREQUALIFICATION OF CDN CONSULTANTS FOR THE
CORFINO PROJECT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 653-HAVANA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

HAVE TWO MAJOR CANADIAN COMMUNICATIONS FIRMS ORGANIZE
TECHNICAL SEMINARS IN CUBA.

HOST INFORMAL LUNCHES WITH CUBAN EMPRESAS IN COMMUNICATIONS
FIELD.

GIVE SUBSCRIPTIONS OF SPECIALIZED CANADIAN MAGAZINES TO CUBAN
OFFICIALS.

ANTICIPATED RESULTS:

IMPROVE THEIR RELATIONSHIP WITH CLIENTS.

IMPROVE OUR RELATIONSHIP WITH CUBANS.

IMPROVE AWARENESS OF CANADIAN CAPABILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ENTREPRENDRE LES DEMARCHES NECESSAIRES POUR QUE
MITEL ET SPILSBURRY ORGANISENT DES SEMINAIRES.
ABONNER DIVERSES ORGANISATIONS CUBAINES A DES
MAGAZINES DE TELECOMMUNICATIONS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

SPILSBURRY NE PEUT RIEN FAIRE PARCE QUE LA SEE
NE COUVRE PLUS CUBA. MITEL ORGANISERA VRAISEM-
BLABLEMENT UN SEMINAIRE EN OCTOBRE. MICROTTEL, UN
NOUVEAU VENU A CUBA A BIEN REUSSI SON ENTREE EN
OBTENANT DES RENCONTRES DE HAUT NIVEAU.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST : 653-HAVANA

010-MINE, METAL, MINERAL PROD & SRV
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

EMR-PROPOSED NICKEL INDUSTRY MISSION TO CUBA.

GIVE SUBSCRIPTIONS OF CANADIAN MINING MAGAZINES TO CUBAN OFFICIALS.

ENCOURAGE CANADIAN SUPPLIERS TO ORGANIZE TECHNICAL SEMINARS IN CUBA.

ANTICIPATED RESULTS:

EXPANDED EXPOSURE TO CUBAN DECISION MAKERS IN MINING SECTORS.

INCREASE CUBAN AWARENESS OF CANADIAN CAPABILITIES.

EXPANDED EXPOSURE TO CUBAN DECISION MAKERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 1. MISSION DE EMR A CUBA.
2. ENCOURAGER LES FOURNISSEURS CANADIENS A ORGANISER DE SEMINAIRES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

LA MISS. DE EMR N'AURA PAS LIEU CETTE ANNEE. UNE MISS. LATINO-AMER. COMPRENANT DES DELEGUES CUBAINS DOIT SE RENDRE AU CDA EN SEPT. 87. DORR-OLIVER SIGNERA EN JUIL. '87 UN CONTRAT DE \$1.5MN POUR VENTE D'EQUIPEMENT MINIER.

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST 253-HAVANA

007-POWER & ENERGY EQUIP. & SERV.
CUBA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONSUMIMPORT BUYING TRIP TO CANADA.

ESTABLISH CONTACTS AND MAKE SOME SALES
(\$1 MILLION).

HOST INFORMAL LUNCHES WITH CUBAN BUYERS.

IMPROVE OUR RELATIONSHIP WITH CUBAN BUYERS.

GIVE SUBSCRIPTIONS OF SPECIALIZED CANADIAN MAGAZINES TO CUBAN
OFFICIALS.

IMPROVE CUBAN KNOWLEDGE OF CANADIAN CAPABILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. ORGANISER UN VOYAGE AU CDA EN FAVEUR DE
L'ORGANISATION CUBAINE CONSUMIMPORT POUR
L'ACHAT DE BIENS CANADIENS.
2. TENIR DES DEJEUNER D'AFFAIRES AVEC CLIENTS
CUBAINS.

1. ENERGOIMPORT EST ALLE AU CDA DU 7-21 JUIN ET
A ACHETE PLUSIEURS BIENS CDNS. 2. LES DEJEUNERS
N'ONT PAS ETE TENU DU A L'ABSENCE DE COUVERTURE
PAR LA SEE ET AUX COUPURES DU BUDGET D'HOSPI-
TALITE.

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 : 29

POST : 653-HAVANA

015-CONSTRUCTION INDUSTRY
CUBA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

GIVE SUBSCRIPTIONS OF CANADIAN INDUSTRY DIRECTORIES AND
SPECIALIZED MAGAZINES.

PRIORITY SECTOR FOR HOSPITALITY FUNCTIONS.

ANTICIPATED RESULTS:

IMPROVE AWARENESS OF CANADIAN CAPABILITIES.

IMPROVE EMBASSY RELATIONSHIP WITH CUBAN
DECISION-MAKERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 1. DONNER DES ABONNEMENT A DIVERS ANNUAIRES ET
REVUES CANADIENNES.
2. DEJEUNERS D'AFFAIRES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ACTIVITES PLANIFIEES NON REALISEES DU A LA NON-
COUVERTURE DE CUBA PAR LA SEE & COUPURES DE BUD-
GET A L'AMB. PAR CONTRE UNE MISS. DE DRIEOTT/
ISEI & VISITES REPETEES DE SOC. CDNES DE CE
SECT. ONT AMELIORE LES CONTACTS DEJA ETABLIS.

REPORT 4
87/09/25

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

001-AGRI & FOOD PRODUCTS & SERVICE
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SURVEY OF BAHAMIAN MARKET FOR FOOD PRODUCTS TO BE CIRCULATED 1/87

REPORT TO BE CIRCULATED TO CANADIAN PRODUCERS
IN AN EFFORT TO HAVE THEM EVALUATE MARKET.

OF CANADIAN FIRMS IDENTIFIED AS HAVING GOOD PROSPECTS IN MARKET
BY FOLLOW-UP TO MARKET SURVEY NOTED ABOVE MINIMUM FIVE EXHIBIT AT
SOLO SHOW TO BE HELD IN NASSAU 10/87.

MINIMUM THREE AGENCIES, FIRST YEAR SALES OF
\$500,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 657-KINGSTON

013-CONSUMER PRODUCTS
BAHAMAS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINIMUM FIVE FIRMS IN THIS SECTOR TO PARTICIPATE IN SOLO SHOW
TO BE HELD 10/87.

MINIMUM THREE NEW AGENCIES, FIRST YEAR SALES
\$250,000.

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 : 657-KINGSTON

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	TWO OFFICIALS FROM BAHAMASAIR TO BE INVITED TO CANADA IN SEPTEMBER 1987 UNDER INCOMING BUYERS PROGRAM TO TOUR DHC FACILITIES.	PURCHASE OF 3 DASH 8 AIRCRAFT.
	MINIMUM THREE AUTO PARTS MANUFACTURERS TO BE INCLUDED IN PROPOSED CANADIAN SOLO SHOW 10/87.	THREE NEW AGENCY AGREEMENTS, FIRST YEAR SALES OF \$250,000.

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 : 657-KINGSTON

015-CONSTRUCTION INDUSTRY
BAHAMAS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TWO INCOMING BUYERS FROM THE HOTEL CORPORATION OF THE BAHAMAS TO
VISIT CANADA 5/87.

CANADIAN PROCUREMENT OF \$ MILLION FOR THE
HOTEL CORPORATIONS PROJECTS BEING CONSTRUCTED
OVER NEXT 4 YEARS.

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 : 657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET SURVEY WITH PARTICULAR EMPHASIS ON HOSPITALITY INDUSTRY
TO BE CIRCULATED 11/86.

INITIAL CONTACTS BETWEEN AT LEAST THREE
CANADIAN SUPPLIERS AND LOCAL AGENTS/
DISTRIBUTORS.

DIRECT CONTACT WITH CANADIAN FIRMS TO ENCOURAGE THEM TO VISIT
IMPORTERS IDENTIFIED BY HIGH COMMISSION.

THREE NEW AGENCY AGREEMENTS, FIRST YEAR SALES
OF \$1.0 MILLION.

AT LEAST 5 EXPORTERS TO PARTICIPATE IN 5/87 SOLO SHOW IN
KINGSTON.

MINIMUM THREE NEW AGENCY AGREEMENT, FIRST
YEAR SALES OF \$500,000.

THREE INCOMING BUYERS TO BE SELECTED TO VISIT CANADA.

MINIMUM 3 NEW AGENCY AGREEMENTS WITH FIRST
YEAR SALES OF \$500,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DIRECT CONTACT WITH CANADIAN FIRMS TO ENCOURAGE
THEM TO VISIT MARKET.

ARRANGED FOR LABATT INT'L TO ACT AS SPONSOR FOR
AIR CANADA'S 50TH ANNIVERSARY CELEBRATIONS LO-
CALLY AS RESULT LABATT HAS RECEIVED INITIAL OR-
DER FROM NEW AGENT FOR SEVERAL BEVERAGE PRODUCTS

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

007-POWER & ENERGY EQUIP. & SERV.
JAMAICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

WILL ASSIST CEDSI LTD IN THEIR EFFORTS TO OBTAIN CONTRACT FOR FINAL FEASIBILITY STUDY ON BACK RIO GRANDE, MEETING WITH VARIOUS GOVERNMENT PLAYERS INCLUDING JPS PIOJ AND PCJ TO PUSH CONCEPT OF A FOLLOW ON AWARD FROM THE PREFEASIBILITY STUDY.

WILL CONTINUE TO MEET WITH JPS TO OBTAIN UP-TO-DATE INFO ON POWER IV PROJECT AS IT DEVELOPS AND WILL CONTACT INTERESTED CANADIAN FIRMS WITH TOPICAL INFO.

ANTICIPATED RESULTS:

AWARD TO CEDSI OF \$2.0 MILLION FEASIBILITY STUDY.

AWARD TO A CANADIAN FIRM OF THE INITIAL FEASIBILITY STUDY FOR THIS PROJECT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ASSIST CEDSI IN BID FOR BACK RIO GRANDE PROJECT CONSULTING WORK.

QUARTER: 1 ATTRACT CANADIAN FIRMS TO BID ON WORKS RELATED TO POWER IV PROJECT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ORIGINAL SHORTLIST FORWARDED TO IDB INCLUDED CEDSI. THIS WAS RETURNED TO JAMAICAN AUTHORITIES FOR REDRAFTING. FINAL LIST EXPECTED JULY 8.

2 CDN CO., ONTARIO HYFRO & ONTARIO INT'L CORP. WILL VISIT KINGSTON IN JULY TO FOLLOW UP OPPORTUNITIES.

REPORT 4
87/09/25

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

013-CONSUMER PRODUCTS
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST IS PREPARING REPORT ON JAMAICAN DEMAND FOR TEXTILES, THREAD AND OTHER COMPONENTS FOR CLOTHING WITH SPECIAL EMPHASIS ON FREE ZONE DEMAND. TO BE CIRCULATED 1/87.

INTRODUCTION OF FOUR NEW CANADIAN EXPORTERS TO MARKET.

TWO INCOMING BUYERS FROM THE GARMENT INDUSTRY TO BE IDENTIFIED AND SENT TO VISIT CANADIAN TEXTILE AND ACCESSORY MANUFACTURERS IN THE FALL OF 1987.

FIRST YEAR SALES OF \$250,000.

THREE CANADIAN GIFTWARE AND HIGH FASHION CLOTHING MANUFACTURERS TO BE SELECTED TO PARTICIPATE IN SOLO SHOW PLANNED FOR 5/87.

TWO NEW AGENCIES AND FIRST YEAR SALES OF \$100,000.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAJOR SURVEY ON JAMAICAN MARKET FOR TEXTILE PRODUCTS AND ACCESSORIES.

SURVEY CIRCULATED JUNE 1987. BASED ON FEEDBACK FROM CANADIAN INDUSTRY WILL RECOMMEND TWO INCOMING BUYERS VISIT CANADA IN FALL OF 1987.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

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

009-FOREST PRODUCTS, EQUIP, SERVICES
JAMAICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

SURVEY OF PACKAGING REQUIREMENTS WITH EMPHASIS ON GARMENT AND
FOOD/HORTICULTURAL EXPORTERS, TO BE COMPLETED BY 6/87 AND
CIRCULATED TO CANADIAN FIRMS.

DIRECT CONTACT TO BE ESTABLISHED WITH CANADIAN FIRMS WITH
POTENTIAL TO SUPPLY MARKET.

ANTICIPATED RESULTS:

INCREASE AWARENESS OF CANADIAN EXPORTERS IN
OPPORTUNITIES PROVIDED BY MARKET

VISIT TO MARKET BY 2 FIRMS. FIRST YEAR SALES
\$500,000.

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 : 639-LIMA

010-MINE, METAL, MINERAL PROD & SRV
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CIDA LINE OF CREDIT

RELOCATION OF CENTROMIN OFFSHORE PURCHASING OFFICE FROM NEW YORK
TO TORONTO WHICH ANNUALLY PURCHASES CDN \$60 MILLION OF GOODS.

SECTORIAL REPORTS ON COPPER, COBALT AND TIN AND ASSIST LEAD-ZINC
STUDY GROUP VISIT TO PERU.

OBTAIN CIDA CREDIT FACILITY TO EXPAND/DIVERSIFY A)PURCHASER AND B) CDN SUPPLIERS INTREST AND MARKET KNOWLEDGE.

INDICATIONS ARE NOW NEGATIVE DUE TO LACK OF CANADIAN SUPPORT (FINANCIAL) FOR PROPOSAL ALTHOUGH GOVT OF ONTARIO HAS SHOWN SOME INTEREST.

INCREASE KNOWLEDGE OF PERU MINERAL DEVELOPMENTS BY EMR AND MINERAL STUDY GROUP.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)RECRUITED FOR INCOMING MINING MISSION.
B)PRODUCED NEW REPORTS ON MINING & OIL SECTORS
C)MEETINGS WITH CIDA, PERU PLANNING & MAJOR
MINING COMPANIES TO GET MINING SECTOR ESTABLISHED FOR LINE OF CREDIT.

A)75% COMPLETED FOR SEPTEMBER MISSION.
B)COMPLETED OIL SECTOR REPORT, 80% MINING REPORT
C)SUCCESSFUL MEETINGS AS PRELIMINARY TO CIDA
PLANNING MISSION IN SEPTEMBER.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 639-LIMA

001-AGRI & FOOD PRODUCTS & SERVICE
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONTARIO POULTRY SEMINAR

PRESENTATION TO MAJOR IMPORTERS HIGHLIGHTING CANADIAN PRODUCTS.

IMPROVE MARKET POTENTIAL FOR CANADIAN PURE BREED CATTLE BY
SETTING UP INFORMATION SESSIONS BETWEEN CANADA FARMERS AND CATTLE
BREEDERS.

CONDUCT MARKET SURVEY FOR AGRICULTURE EQUIPMENT TO IDENTIFY
POTENTIAL MARKET FOR CANADIAN PRODUCTS.

INCREASE FAMILIARITY WITH CANADIAN POULTRY.

STIMULATE ADDITIONAL IMPORTS OF GREEN PEAS
AND LENTILS.

ESTABLISH CANADA AS RELIABLE SUPPLIER OF
PUREBRED CATTLE, SEMEN AND EMBRYOS.

SEND REPORT TO CANADIAN MANUFACTURERS TO
STIMULATE THEIR INTEREST IN THIS GROWING
MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) PROMOTED PUREBRED CATTLE SALES TO NATIONAL
HOLSTEIN ASSN AND INDIVIDUAL BUYERS & PROMOTED
USE OF CANADIAN CATTLE JUDGES. B) FOLLOW UP ON
CANADIAN DAIRY BOARD MISSION IN EFFORT TO OBTAIN
MULTIYEAR CONTRACT AND SALES.

A) SOLD OVER 2000 HEADS IN FIRST HALF OF 1987
VALUED AT APPROXIMATELY \$1 MILLION. B) SALES OF
OVER \$4 MILLION ACHIEVED & PERUVIAN IMPORTING
AUTHORITY READY TO SIGN UNPRECEDENTED MULTI-
YEAR CONTRACT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 639-LIMA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

COMPLETE REPORT ON RECENT SECURITY PRODUCTS MISSION TO CANADA AND
INITIATE FOLLOW UP TO FURTHER PROMOTE CANADIAN PRODUCTS.

SALES OF 0.5 MILLION STRONG POSSIBILITY.

PROMOTE DEMONSTRATION UNITS OF SECURITY RELATED EQUIPMENT TO BE
TESTED BY PERUVIAN ARMED FORCES IN TERRITORY, BOTH INDIVIDUAL AND
TRADE FAIR.

ENHANCE MARKETING POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)CONTINUED PROMOTING SECURITY EQPT AS FOLLOW UP
TO MISS. OF LATE '86. B)WORKING EXTENSIVELY ON
MAJOR AIRPORT SECURITY UP DATE VIA CPPF IN EF-
FORTS TO SOLE SOURCE CDN PRODS. C)ASSIST. CDN CO
IN PROPOSED J. V. TO MFT. BULLET PROOF VESTS.

A)INITIAL SALES OF \$40,000 IN BULLET PROOF VESTS
& BOMB BLANKETS. B)CPPF STUDY APPROVED & ADD'L
AIRPORT AUTHORITIES VISIT PLANNED FOR AUGUST.
C)PERUVIAN MILITARY AUTHORITIES EVALUATING
PROPOSAL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 639-LIMA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

ASSESSING RESULTS OF INVITEES TO EXPO 86 PAID FROM CIDA FUNDS.

RECORD ADDITIONAL AGENCIES ESTABLISHED AND SOME SALES.

TO CONDUCT A MARKET SURVEY IDENTIFYING POTENTIAL FOR CANADIAN TELECOM AND SATELLITE PRODUCTS.

TO PRODUCE A REPORT IN FY 87/88. SEND TO ACTIVE CANADIAN EXPORTERS.

WORK WITH CIDA AND PERUVIAN PLANNING INSTITUTE TO HAVE TELECOM-MUNICATIONS AN AREA OF CONCENTRATION FOR CANADIAN TECHNICAL ASSISTANCE

DEVELOP INCREASED EXPORTS VIA CIDA FUNDING IN EFFORT TO ESTABLISH PRODUCT LOYALTY AND ADDITIONAL SALES.

DEVELOP EVEN CLOSER COORDINATION WITH PERUVIAN DIRECTORATE IN CHARGE OF INTERAMERICAN TELECOMMUNICATIONS CONFERENCE IN LIMA, AUGUST 1987.

MORE SPEAKERS FROM CANADA AND RAISE AWARENESS OF CANADIAN EXPERTISE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)CONTINUED WORK TO HAVE TELECOM'N SECTOR PRIORITY WITH CIDA & PERUVIAN PLANNING INSTITUTE TO USE WITH CIDA LINE OF CREDIT. B)WORKED WITH NORTH. TELECOM IN PREPARING MAJOR PROMO'L PRESENT'N TO PVAN TELECOM ENTITIES: ENTEL & CPT.

A)SECTOR NOW RECOGNIZED AND AWAITING CIDA PLAN-NING MISSION.
B)PROCEEDING.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 639-LIMA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTION OF CANADIAN INTERESTS IN PURSUIT OF URBAN TRAIN SYSTEM PROJECT.

CONSULTANCY PLUS EQUIPMENT, VALUED BETWEEN 20-30 MILLION, AND SALE ON USED EQUIPMENT.

PROMOTIONAL MAILING CAMPAIGN (INCLUDING: AUTOMOTIVE SPARE PARTS, ACCESSORIES AND TIRES).

INCREASE AWARENESS OF CANADIAN CAPABILITY OF KEY IMPORTERS.

TECHNICAL INSPECTION TEAM TO CANADA TO EVALUATE TORONTO TRANSIT COMMISSION USED CARS AND COOPERATIVE REFURBISHING PLAN.

MAJOR CONTRACT FOR CANADA.

SUPPORT OF SPARE PARTS MANUFACTURERS AND OEM SUPPLIERS IN UPCOMING TENDERS FOR LOCOMOTIVES AND SPARE PARTS.

CANADA COULD WIN IMPORTANT 8 LOCOMOTIVES TENDER AND OBTAIN SIGNIFICANT SPARE PARTS SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) CONTINUED LOBBYING & SUPPORT FOR LIMA TRANSP. SYSTEM & CDN CARS FROM TORONTO TRANSIT COMMISSION & DELCANDA CONSULTING SERVICES. B) FOLLOWED UP EXTENSIVELY ON SHIPPING AGREEMENT LETTER OF INTENT.

A) CANADA'S PROSPECTS STILL HIGH DESPITE CONCERNED ATTACKS BY OTHER POTENTIAL SUPPLIERS. CDN CARS BASE FOR FURTHER PLANNING ALTHOUGH SALE NOT YET CONFIRMED. B) HAD SHIPPING CONTRACT SIGNED AND RATIFIED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 639-LIMA

003-GRAINS AND OILSEEDS
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SENIOR MILLERS TO ATTEND CANADIAN INTERNATIONAL GRAINS INSTITUTE
COURSE IN WINNIPEG.

INCREASE FAMILIARITY WITH CANADIAN GRAINS.

IN CONJUNCTION WITH AN IMMINENT SHIPMENT OF CANOLA OIL VIA CIDA
FOOD AID TO PROMOTE INFORMATION ON USES AND ADVANTAGES OF OIL IN
ORDER TO INCREASE FURTHER PURCHASES.

OBTAIN LARGER SHARE OF PERUVIAN VEGETABLE OIL
MARKET FOR CANADA.

TO CONDUCT MARKET SURVEY IDENTIFYING POTENTIAL FOR CANADA.

SEND REPORT TO CANADIAN EXPORTERS OF CANOLA
TO STIMULATE THEIR INTEREST IN THE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) FOLLOWED UP ON CDN WHEAT BOARD VISIT WHERE
LETTER OF INTENT SIGNED. B) PROMOTING CANOLA OIL
BY HAVING THIS OIL INCLUDED BY DEPT. OF AGRIC.
AS PERMISSIBLE IMPORT & ENSURING CONTINUED CIDA
INCLUSION IN FOOD AID PROGRAM.

A) SALES OF OVER 180,000 MT VALUED AT WELL OVER
\$20 MN MADE IN FIRST YEAR OF 1987 CALENDAR YEAR.
B) CANOLA OIL AND WHEAT ARE TO BE INCLUDED IN ANY
UPCOMING FOOD AID PROGRAM.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

001-AGRI & FOOD PRODUCTS & SERVICE
MEXICO

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ANIMAL, POULTRY BREEDING STOCK	
	CONTINUE CONTACTS WITH LIVESTOCK BUYERS + GOVERNMENT OFFICIALS.	IDENTIFY OPPORTUNITIES ENHANCE IMAGE.
	CONTINUE EXPLAINING EDC FINANCING PROGRAMS TO THOSE POTENTIAL BUYERS REQUIRING IT.	ASSIST SALES
	CONTINUE ASSISTING ALBERTA GOVERNMENT ON JALISCO PROJECTS	OBTAIN SALES OF ALBERTA CATTLE TO JALISCO
	SEEDS & SPECIAL CROPS	
	CONTINUE CONTACTS WITH PHYTOSANITARY AUTHORITIES TO FACILITATE ENTRANCE OF OUR SEED POTATOES TO MEXICO	FACILITATE SALES
	CONTINUE PROMOTION IE SENDING BOOKLETS IDENTIFYING CANDIDATES FOR MISSIONS AND COURSES ON POTATO TECHNOLOGY	ENHANCE OUR IMAGE/INCREASE SALES
	KEEP IN CONTACT WITH PULSE DEALERS AND CONASUPO	IDENTIFY OPPORTUNITIES
	IDENTIFY BEST COOPERATORS TO TEST ALFALFA VARIETIES GROWN IN CANADA FOR ADAPTABILITY TO MEXICO	FIND ALFALFA VARIETIES TO COMPETE IN LOCAL MARKET
	CONDUCT PULSES MARKETING STUDY	IDENTIFY OPPORTUNITIES/CONSTRAINTS
	MEATS & MEAT BY-PRODUCTS	
	CONTINUAL CONTACTS WITH MEAT RENDERING INDUSTRY	IDENTIFY OPPORTUNITIES
	CONDUCT MINI STUDY ON THIS SUBSECTOR DURING 1987 AT LATEST	IDENTIFY MAJOR ACTORS, NEEDS, NEW OPPORTUNITIES

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-DEVELOP CONTACTS WITH LIVESTOCK BUYERS, ASSESS ETC. PROMOTE FOOD PRODUCTS WITH CONASUPO. CONTINUE CONTACTS WITH MEXICAN AUTHORITIES TO FACILITATE ENTRY OF CANADIAN SEED POTATOES.	NEGOT'G 3-5,000 HEAD OF HOLSTEINS WITH AB ASSOC. ADVISED CDC ON OBTAINING 2 YEAR SMP CONTRACT ALMOST READY FOR SIGNATURE. ESTABLISHED PROCEDURE TO OBTAIN GOM ACCEPTANCE OF INT'L DESEASE TOLERANCE & REGISTRATION OF CDN SEED POTATOE VARIETY
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AUTOMOTIVE

PERSUE OPPORTUNITIES FOR OFF ROAD VEHICLES FOR PEMEX AND ON-SITE CONSTRUCTION START UP PROJECTS AS WELL AS AIRPORT EMERGENCY VEHICLES

PROMOTE WITH LOCAL AUTO PARTS MFG INDUSTRY, CDN PRODUCTION MACHINERY/EQUIPMENT FOR MFG PARTS IN LOCAL MARKET

ASSIST CDN AUTO PARTS MFRS TO ENTER MKT VIA IN - BOND BORDER ASSEMBLY INDUSTRY TO MANUFACTURE FOR LOCAL OEM AND AFTER PARTS MKT AS WELL AS EXPORT.

PREPARATION OF MKT INFO BOOKLET ON FREE ZONE/BORDER ASSEMBLY INDUSTRY FOR POTENTIAL CDN MFRS (OTHERWISE LIMITED TO MARKET BECAUSE OF LOCAL PRODUCTION TO PRODUCE LOCALLY AND REEXPORT FROM MEXICO TO USA MKT, ETC. AS WELL SUPPLYING LOCAL OEM.

PROVIDE FULL SUPPORT TO AGRICULTURE EQUIPEMENT MANUFACTURERS ON RE-ENTRY INTO MKT WHERE THEY PREVIOUSLY ENJOYED MANY SUCCESSFULL YEARS IN LOCAL MFG. OPERATION.

URBAN TRANSIT

SUPPORT UTDC, BOMBARDIER, SNC IN PROMOTION OF URBAN TRANSIT PROJECT IN DF, STATE OF MEXICO, GUADALAJARA, MONTERREY

RAIL

MAINTAIN CONTACTS WITH RRS PERIODIC CALLS AND SOURCE SUPPLIERS FOR REQUIREMENTS FOUND

CONTINUE FOLLOW-UP ON UTILIZATION OF IBRD RR LOAN

TO INTRODUCE 2-3 CDN MFRS WITH POTENTIAL SALES OF 4-6 MILLION DLLS.

ONE BUYING CONNECTION

ESTABLISH 4 FIRMS AND TAKE ADVANTAGE OF IN-BOND INDUSTRY FOR SALES TO LOCAL MKT OEM

INCREASED CDN SALES VIA ASSEMBLY INDUSTRY WITH INCREASED CDN PARTICIPATION IN LOCAL MKT

RE-ENTRY INTO LOCAL MKT OF WELL KNOWN PRODUCT PROVIDING INCREASED SALE OF CDN PARTS FOR LOCAL ASSEMBLY.

MAINTAIN GOOD MARKET POSITION TO BENEFIT FROM INVESTMENT DECISIONS EXPECTED IN NEXT PRESIDENCY

NEW SUPPLIER- RR RELATIONSHIPS

PARTICIPATION IN RR MODERNIZATION PROGRAM

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -CONTINUE CONTACTS WITH DF, EDOMEX, GUADALAJARA & MONTERREY FOR URBAN TRANSIT EQPT./SERVICES.
-MAINTAIN CONTACT WITH RR. -DEVELOP MARKET FOR AUTO INDUSTRY CAPITAL EQUIPMENT AND FOR COMPONENTS FOR AUTOMOTIVE MANUFACTURERS.

ASSISTED BOMBARDIER WITH PROGRAM OF VISITS TO 3 MAJOR URBAN CENTRES TO IDENTIFY MARKET OPPORTUNITIES. ADVISED CANACON REBIDDING GM DIESEL LOCOMOTIVE CONTRACT FOR RR. SUMMARY REPORT ON MARKET DONE.

QUARTER: 2 -----

QUARTER: 3 -----

REPORT 4
87/09/25

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

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	TELECOMMUNICATIONS (INC SPACE)	
	CONTINUE SEARCHING FOR CANADIAN MANUFACTURERS WITH EXPORTING CAPABILITY OF TELECOMMUNICATIONS EQUIPMENT.	INCREASED CANADIAN PRESENCE IN THIS MARKET.
	COMPUTERS, SOFTWARE & SYSTEMS	
	TO CONTINUE PROMOTING CANADIAN INDUSTRIES CAPABILITY IN THIS SUBSECTOR AMONG LOCAL RELATED COMPANIES	INCREASE AWARENESS OF CANADIAN CAPABILITY
	TO IMPLEMENT A PROGRAM OF VISITS TO GUADALAJARA CITY, AREA OF MAIN CONCENTRATION OF EDP EQUIPMENT MANUFACTURERS.	DEVELOP A CLOSER RELATIONSHIP WITH MANUFACTURERS AND DETECT OPPORTUNITIES FOR CANADIAN INDUSTRY

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 -IDENTIFY CANADIAN SUPPLIER OF EQUIPMENT REQUIRED IN MEXICO AND STIMULATE AND ASSIST PROMOTIONAL EFFORTS. SUPPORT PROMOTION OF SPECTRUM MANAGEMENT.	ASSISTED IN PROMOTION OF X.25 DATA COMMUN'NS EQPT. (MINISTRY HAS PLACED ORDER) AND ARRANGED AGENCIES FOR MICROTEL AND NORSAT FOR SATELLITE TELECOMS EQUIPMENT. SNC HAS BASIC GOM ACCEPTANCE AND CONTRACT IS LIKELY.
	QUARTER: 2 -----	
	QUARTER: 3 -----	
	QUARTER: 4 -----	

REPORT 4
87/09/25

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

007-POWER & ENERGY EQUIP. & SERV.
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO CONTINUE SEARCHING FOR CANADIAN MANUFACTURERS OF PRODUCTS THAT
MEXICO IS IMPORTING INVITING THEM TO SEND US THEIR LITERATURE TO
PROMOTE THEIR PRODUCTS LOCALLY

INCREASE AWARENESS OF CANADIAN CAPABILITY IN
THE SECTOR AND INCREASED CANADIAN 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 : 644-MEXICO

011-OIL & GAS EQUIPMENT, SERVICES
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FROM SURVEY OF POTENTIAL CDN SUPPLIERS AND PEMEX ACQUISITION
PROGRAM IDENTIFY AND ASSIST NEW CDN SUPPLIERS TO SHARE IN MEXICAN
EQUIPMENT MARKET.

INTRODUCTION OF 5 NEW SUPPLIERS TO PEMEX

FOLLOW UP ON CONTACTS MADE DURING MISSIONS TO/FROM PEMEX AND
DURING POSSIBLE TECHNICAL SEMINAR IN FY 86/87 TO DEVELOP
EQUIPMENT/SERVICES SALES

INCREASE DIVERSITY OF PRODUCTS/SERVICES SOLD

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -DEVELOP CONTACTS WITH PEMEX BUYER AND MEXICAN
PRIVATE OIL EQUIPMENT SECTOR.

SENT 2 PEMEX OFFICIALS TO INTERCAN '87. PEMEX
PROPOSING TO SEND MISS. AT OWN COST TO GET
DETAILS ON PIPELINE CONTROLS/TAR SANDS
EXPLOITATION INTRODUCED THEN ARRANGED FOR MEXI-
CAN AGENT TO VISIT ALTA & FIND NEW PRINCIPALS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

010-MINE, METAL, MINERAL PROD & SRV
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

MAINTAIN CONTACT WITH METALLURGICAL AND THERMAL COAL BUYERS

ASSIST CDN SUPPLIERS TO DEFEND MARKET SHARE
AGAINST AUSTRALIAN/COLOMBIAN COMPETITORS

MAINTAIN CONTACT WITH ASBESTOS CEMENT INDUSTRY AND GOVERNMENT TO
DETECT AND WORK TO NEUTRALISE ANY TENDENCIES TO PROHIBIT ASBESTOS
B) OBTAIN SUPPORTING ACTION AGAINST PROHIBITION ELSEWHERE.

DEFEND MARKET

MONITOR PROGRESS OF NEW THERMAL POWER PLANT BY REGULAR CONTACTS
WITH MICARE

SHARE IN SUPPLY OF THERMAL COAL FOR NEW PLANT

EQUIPMENT AND MACHINERY

FOLLOW UP OPPORTUNITIES OFFERED BY IBRD SMALL/MEDIUM SIZED MINING
LOAN.

INCREASED EQUIPMENT/SERVICE SALES.

SEND MEXICAN BUYERS TO ONTARIO MINING SHOW IN SPRING 1987 AS
INVITED BY DRIE.

NEW CONTACTS BETWEEN MEXICAN MINING INDUSTRY
AND CDN SUPPLIERS.

IN COOPERATION WITH MEXICAN MINING MINISTRY, ASSIST CDN COMPANIES
TO PARTICIPATE IN MINE DEVELOPMENT PROJECTS THUS INDIRECTLY
PROMOTING EQUIPMENT/SERVICE SALES.

JOINT VENTURE MINE PROJECT WITH SIGNIFICANT
PROCUREMENT FOR CDA.

REVIEW MINING SECTOR REQUIREMENTS CAREFULLY, IDENTIFY HIGH
POTENTIAL EQUIPMENT SALES OPPORTUNITIES AND ASSIST CDN SUPPLIERS
TO PURSUE THEM.

IDENTIFICATION OF 3 NEW PRIORITY PROMOTION
AREAS IN MINING EQUIP/SERV MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -WORK WITH ASBESTOS CEMENT INDUSTRY TO NEUTRA-
LIZE TENDENCIES TO PROHIBIT USE. -WORK WITH
SUPPLIERS TO PROMOTE EQUIPMENT SALES.

MAINTAINED REGULAR CONTACT WITH ASSOC'NS & MAJOR
AC SUPPLIERS. SALES CONTINUE CONSTANT WITH CONST-
RUCTION DOWNTURN. HAVE MET WITH MAJOR MINING CO
MGRS & 2 OF MAIN EXPORTERS. MINING CO HAVE SENT
OFFICIALS TO SEE EQUIP IN CANADA.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 656-PORT-OF-SPAIN

001-AGRI & FOOD PRODUCTS & SERVICE
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANADIAN PROPOSALS FOR SEVERAL ABATTOIRS AND MEAT PROCESSING FACILITIES IN BOTH TRINIDAD AND TOBAGO ARE CURRENTLY BEING EVALUATED BY CLIENTS.

MATURE AND GROWING MARKET WITH ESTABLISHED EXPORTERS INCREASING THEIR SALES AND MARKET SHARE. POST WILL CONTINUE TO PROVIDE MAXIMUM SUPPORT.

INCREASED EXPORTS OF CANADIAN BREEDING STOCK AND BEEF CARCASSES AND MEAT PROCESSING EQUIPMENT.

INCREASED EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROVIDE SUPPORT & LIAISON BETWEEN CANADIAN COMPANY & LOCAL INVESTOR/IMPORTER TO ENSURE ESTABLISHMENT OF MEAT PROCESSING FACILITY IN TOBAGO USING CANADIAN EQUIPMENT.

AS A RESULT OF OUR INTERVENTION WITH T&T CENTRAL BANK, FOREIGN EXCHANGE COMPONENT OF PROJECT (CDN. \$500,000) WAS APPROVED BY GOVERNMENT.

QUARTER: 1 MEETING WITH MAJOR CHICKEN GROWERS & PROCESSORS TO IDENTIFY NEED FOR INTEGRATED CHICKEN PROCESSING FACILITY.

DISCUSSIONS HELD WITH 3 LARGEST CHICKEN PROCESSORS & ALL SHOWED INTEREST IN INITIATING DISCUSSIONS WITH QUAN CARRUTHERS KING & QUAN OF TORONTO TO DETERMINE FEASIBILITY OF SCALED DOWN PROCESSING FACILITY IN T&T.

QUARTER: 1 MEETING WITH CHAIRMAN OD ASSOCIATED BRANDS LTD. -T&T SUBSTANTIAL FOOD CONGLOMERATE.

IDENTIFIED INTERESTS TO DEVELOP RECIPROCAL LICENSING ARRANGEMENTS FOR CHOCOLATES WITH GANONG OF N. B.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

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

002-FISHERIES, SEA PRODUCTS & SERV.
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MATURE MARKET - INCREASING DEMAND FOR COD ON ACCOUNT OF
LOWER PER CAPITA INCOME IN TRINIDAD WHICH CANADA IS
UNABLE TO FULFIL.

ANTICIPATED RESULTS:

NO COMMENTS PROVIDED BY THE MISSION:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

REPORT 4
87/09/25

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

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	PLASTICS PRODUCTS, EQUIP, SERVIC COMPREHENSIVE MARKET STUDY	BETTER UNDERSTANDING OF THE PLASTICS INDUSTRY IN TRINIDAD AND OF AREAS WHERE DEMAND EXISTS.
	CORPORATE LIAISON WITH ALL SIGNIFICANT PLASTICS MANUFACTURERS IN TERRITORY.	BETTER UNDERSTANDING OF THE PLASTICS INDUSTRY IN TRINIDAD AND OF AREAS WHERE DEMAND EXISTS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	CORPORATE LIAISON WITH SIGNIFICANT PLASTICS MANUFACTURERS IN TRINIDAD TO DETERMINE IMPORT REQUIREMENTS. MEETING WITH NEW CHAIRMAN OF NATIONAL GAS CO.	MET WITH 8 MANUFACTURERS TO EXPLORE POTENTIAL BUSINESS & IDENTIFY MARKET REQUIREMENTS. -LOCAL CO. PREPARED TO MEET WITH EXECUTIVES OF NOVA CORP & POLYSAR TO STUDY POTENTIAL JT VEN- TURE IN PETROCHEMICAL COMPLEX.
QUARTER: 2	-----	
QUARTER: 3	-----	
QUARTER: 4	-----	

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 656-PORT-OF-SPAIN

011-OIL & GAS EQUIPMENT, SERVICES
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CONTINUE STUDY OF OTHER OIL AND GAS EQUIPMENT MARKETS, PIPELINE,
REFINERY, OFFSHORE DRILLING.

REPORT BY SEPT. 1987.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONGOING LIAISON WITH MAJOR IMPORTERS OF
EQUIPMENT.

INTRODUCTION TO VELAN INC. OF MONTREAL. INITIAL
SALE OF CDN. \$14,000 OF STAINLESS STEEL VALVES
FOR OIL INDUSTRY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

001-AGRI & FOOD PRODUCTS & SERVICE
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN EXPORTERS TO PARTICIPATE ON LOCAL INTERNATIONAL TENDERS.

10-20% ANNUALLY DURING NEXT 3 YEARS
(88, 89, 90).

TO OBTAIN REPUTABLE LOCAL AGENTS FOR LOCAL DISTRIBUTION.

INCREASE ANNUAL SALES BY 10-15% THROUGH
DIVERSIFICATION OF PRODUCTS EXPORTED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO KEEP COORDINATION WITH THE UNIVERSITY OF GUELPH AND DELOITTE HASKINS AND SELLS FM ONT., THEIR LOCAL AGENTS & COSTA RICAN AUTHORITIES REGARDING CDN SALES OF PRODS & SERVICES FOR THE PROGASA PROJECT FINANCED BY IADB.

WORKING NOW WITH ALL PARTIES INVOLVED ON THIS PROJECT. PROVIDING PRELIMINARY INFO. TO CDN FIRMS ON INCOMING TENDERS FOR LIVESTOCK, VETERINARY AND ARTIFICIAL INSEMINATION SYSTEMS. POTENTIAL SALES FOR PRODS & SRVCS US\$3.4 MILLION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN FIRMS TO PARTICIPATE IN UPCOMING RAILWAY
PROJECTS.

TO ASSIST CANADIAN CONSULTING FIRM AND ITS LOCAL AGENTS.

GRADUALLY INCREASE EXPORTS OVER NEXT 2 YEARS
AND THEN SUBSTANTIALLY BY 3RD YEAR.

OBTAIN CONSULTING CONTRACTS IN 1987 OR 88.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 COSTA RICA RAILWAY REHABILITATION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CONTRACT BETWEEN CANADIAN PACIFIC CONSULTING
SERVICES AND MINISTER OF PUBLIC WORKS OF COSTA
RICA WAS SIGNED ON JUNE 30/87.

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

005-COMM. & INFORM. EQP. & SERV
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN MANUFACTURERS TO PARTICIPATE IN UPCOMING
CONTRACTS/PROJECTS.

INCREASE CANADIAN SHARE OF MARKET TO AT LEAST
20% BY 1989/90.

TO APPOINT REPUTABLE AGENTS.

INCREASE CANADIAN EXPORTS BY 20-25% BY 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 645-SAN JOSE

014-EDUCATION, MEDICAL, HEALTH PROD
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO GET MORE CANADIAN FIRMS TO INVESTIGATE THIS MARKET & TO ASSIST
THEM IN APPOINTING AGENTS/DISTRIBUTORS.

IN MEDIUM TERM, TO GRADUALLY INCREASE CANADIAN
SHARE OF MARKET TO 10%.

TO PUBLICIZE & PROMOTE OPPORTUNITIES BY PREPARING ARTICLE FOR
CANADEXPORT & CONTRACTING ASSOCIATION.

REVERSE DECLINE & CHANGE TO GROWTH SITUATION
BY 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/10/27

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

007-POWER & ENERGY EQUIP. & SERV.
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN FIRMS TO APPOINT LOCAL AGENTS, BRIEF THEM ON
DOING BUSINESS IN COSTA RICA & ALERT THEM TO OPPORTUNITIES/DEVE-
LOPMENTS AS APPROPRIATE.

INCREASE CANADIAN SHARE OF THE MARKET TO 25/
30% BY 1989.

TO ASSIST CANADIAN FIRMS AND LOCAL AGENTS ON UPCOMING HYDRO-
ELECTRICAL PROJECTS.

DOUBLE CANADIAN EXPORTS IN 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONVINCE CANADIAN EXPORTERS TO PARTICIPATE MORE ACTIVELY IN
INTERNATIONAL CALLS FOR TENDERS.

INCREASE CANADIAN SHARE OF MARKET TO
8-10% BY 1989.

PUT LOCAL AGENTS WITH GOOD REPUTATION IN CONTACT WITH CANADIAN
SUPPLIERS.

EXPANDED CANADIAN PRESENCE IN THIS MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 UNDERTAKE TRADE PROMOTION TRIPS IN ORDER TO SEEK
TRADE OPPORTUNITIES FOR CANADIAN EXPORTERS AND
DEVELOP CONTACT WITH LOCAL IMPORTERS.

INFORMATION ON NUMEROUS PROJECTS OFFERING EXPORT
POTENTIAL FOR CANADIAN COMPANIES. HAVE BEEN SENT
TO CANADA WITH GOOD RESULTS SO FAR PARTICULARLY
IN THE FIELD OF CATTLE EXPORTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

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

015-CONSTRUCTION INDUSTRY
EL SALVADOR

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IDENTIFY PRINCIPLE IMPORTERS IN THIS SECTOR AND PUT THEM IN
CONTACT WITH CANADIAN SUPPLIERS.

INCREASED TRADE CONTACTS AND SALES.

DISTRIBUTE INTERNATIONAL INVITATIONS TO TENDERS IN THIS SECTOR
WITHIN THE CANADIAN INDUSTRY.

MORE ACTIVE PARTICIPATION BY CANADIAN FIRMS
IN THE MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/10/27

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

007-POWER & ENERGY EQUIP. & SERV.
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PUT SALVADORAN IMPORTERS IN CONTACTS WITH CANADIAN SUPPLIERS.

SLOW BUT STEADY GROWTH.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ESTABLISH AND DEVELOP CONTACTS WITH SALVADOREAN
POWER AND ENERGY COMPANY TO OBTAIN COMMERCIAL
INFORMATION ON THEIR REQUIREMENT.

PRESIDENT OF MOST IMPORTANT SALVADOREAN POWER &
ENERGY FIRM VISITED CANADA (ALBERTA) AND WAS IN
CONTACT THERE WITH MANY COMPANIES. POSITIVE
RESULTS ARE EXPECTED FROM THIS VISIT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

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

001-AGRI & FOOD PRODUCTS & SERVICE
NICARAGUA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

GET MORE INFORMATION FOR NICARAGUAN IMPORTERS ABOUT POTENTIAL
SOURCES OF SUPPLY IN CANADA.

INCREASED TRADE CONTACTS.

REGULAR DIRECT CONTACT WITH THE LARGEST NICARAGUAN IMPORTERS.

OBTAIN TRADE INFORMATION OF INTEREST TO
CANADIAN MANUFACTURERS.

CREATION OF A LIST OF PRINCIPLE CONTACTS AND NEEDS IN THE
AGRICULTURAL SECTOR.

BETTER INFORMATION FOR POTENTIAL SUPPLIERS
IN CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 645-SAN JOSE

014-EDUCATION, MEDICAL, HEALTH PROD
NICARAGUA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	REGULAR CONTACT WITH NICARAGUAN IMPORTERS IN ORDER TO BE FAMILIAR WITH FUTURE NEEDS IN THE SECTOR.	INCREASED CANADIAN SALES; INCREASED CONTACTS.

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 : 65

POST : 645-SAN JOSE

002-FISHERIES, SEA PRODUCTS & SERV.
NICARAGUA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

DIRECT REGULAR CONTACTS WITH SUMIPESCA, THE IMPORTING STATE
ENTERPRISE FOR THE ENTIRE SECTOR.

DISTRIBUTION OF INFORMATION ABOUT NEEDS TO
CANADIAN INDUSTRY AND INCREASED SALES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/10/27

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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PAGE : 66

POST : 645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO CONTINUE ASSISTING CANADIAN EXPORTERS ON THEIR EXPORTS TO
OFFICIAL ENTITIES.

MARGINAL GROWTH IN SHORT TERM.

TO APPOINT ADDITIONAL DISTRIBUTORS.

INCREASE CAN. SHARE OF MARKET TO 10% BY 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO FOLLOW UP CANADIAN PARTICIPATION AT FIAGA 86
(NOV. '86) AND AT EXPOCOMER 87 (MARCH 87).

UNTIL JUNE 30/87, CDN EXPORTS ORIGINATED FROM
FIAGA WERE US\$7.5 MILLION AND FROM EXPOCOMER
WERE US\$850,000 AND EXPECTED SALES OF US\$9.8
MILLION PROJECTED SALES IN NEXT 10 MONTHS.

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 : 645-SAN JOSE

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	TO ASSIST CANADIAN COMPANIES TO PARTICIPATE IN PANAMA RAILWAY INCOMING PROJECTS	POSITIVE IN MEDIUM TERM
	TO OBTAIN REPUTABLE LOCAL AGENTS FOR CANADIAN COMPANIES	POSITIVE IN SHORT TERMS

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 : 645-SAN JOSE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO PROVIDE MARKET INFORMATION TO LOCAL FIRMS.

TO INCREASE CAN. SHARE OF MARKET BY 15-20%
FOR NEXT 3 YEARS.

TO APPOINT LOCAL AGENTS.

MARGINAL INCREASE IN SHORT TERM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

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POST : 645-SAN JOSE

014-EDUCATION, MEDICAL, HEALTH PROD
PANAMA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	TO ASSIST CANADIAN MANUFACTURERS THROUGH MISSIONS	POSITIVE IN MEDIUM TERM
	TO APPOINT LOCAL AGENTS	POSITIVE IN SHORT TERM

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

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POST : 645-SAN JOSE

007-POWER & ENERGY EQUIP. & SERV.
PANAMA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	TO INFORM CANADIAN FIRMS OF UPCOMING PROJECTS.	MARGINAL INCREASE IN SHORT TERM.
	TO APPOINT REPUTABLE AGENTS FOR INTERESTED CAN. COS. & TO ASSIST THEM IN THE BIDDING PROCESS AS WHEN REQUIRED.	

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 : 633-SANTIAGO

009-FOREST PRODUCTS, EQUIP, SERVICES
CHILE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

IF SUPPORT IS GIVEN BY FEDERAL & PROVINCIAL GOVERNMENT, ESTABLISH
A SHOW ROOM/SERVICE CENTER IN CONCEPCION FOR 12 TO 15 CANADIAN
FORESTRY EQUIPMENT MANUFACTURERS

WE ARE TRYING TO INTEREST CDN PULP MANUFACTURERS TO PARTICIPATE
IN THE NEW PULP MILL PROJECTS. IF THEY DON'T, OTHER COUNTRIES WILL
SUPPORT AND WE WILL LOOSE MARKET OR AT LEAST MOST OF IT.

REPORTS ON PULP AND PAPER AND FORESTRY.

ANTICIPATED RESULTS:

SALES OF 5 M THE FIRTS YEAR OF OPERATIONS AND
MORE FOR SUBSEQUENT YEARS.

DIFFICULT TO ASSESS BUT IF SUCCESSFULL, OVER
100 M

NEW SALES FOR CANADA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 FORESTRY SYMPOSIUM/SHOW IN CONCEPCION. OPENING
OF A FORESTRY EQUIPT. CENTER ON CONCEPCION IN-
VESTOR'S VISIT TO CHILE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

CONCEPCION SHOW A SUCCESS, MOST CDN COMPANIES HA-
VE FOUND OR ARE NEGOTIATING DISTRIBUTORS OR LI-
CENSING 2 M DOLLAR SALES COMMENTED WITH ACTIVITY
FORESTRY CENTER STILL IN DISCUSSION. QBC INVE-
STORS TO COME IN SEPT.

POST : 633-SANTIAGO

010-MINE, METAL, MINERAL PROD & SRV
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

MONITOR VERY CLOSELY CHILEAN EFFORTS IN PHOSPHATE MINING AS ANY PROJECT IN THAT SECTOR WILL NEGATIVELY AFFECT OUR EXPORTS.

ASBESTOS REPORT.

EQUIPMENT AND MACHINERY

ONGOING ACTIVITY IS TO ESTABLISH NEW AGENCIES FOR CANADIAN MANUFACTURERS

WE FOLLOW CLOSELY ANY NEW PROJECTS DEVELOPED BY CODELCO IN ORDER TO ADVISE CANADIAN FIRMS OF POTENTIAL. DEVELOP/MAINTAIN CONTACTS WITH CODELCO EXECUTIVES.

DEVELOP/MAINTAIN CONTACTS WITH EXECUTIVES RESPONSIBLE FOR LA ESCONDIDA COPPER MINE PROJECTS

THERE ARE THREE SULPHUR MINE PROJECTS BEING DEVELOPED BY CANADIAN MINING INVESTORS. WE WILL SUPPORT THEIR EFFORTS BUT WILL ALSO ENSURE THEY ARE BONA FIDE.

MINING REPORT

PROTECTION OF CANADIAN PHOSPHATE EXPORTS

MAINTAIN SALES.

AT LEAST 2 AGENCIES ESTABLISHED PER QUARTER

OBTAIN CONTRACTS WITH CODELCO FOR CANADIAN COMPANIES

HAVE CDN COMPANIES INVOLVED IN PROJECT CONVINCE EDC OF OFFERING CREDIT OF 200/300 M FOR PROJECT

SELL CANADIAN MINING EQUIPMENT.

INCREASE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION OF OUTGOING MISSION TO NORTH BAY, COBRE '87 (MINING SYMPOSIUM & SHOW), APCOMIN 88 A MINING COMPUTARIZATION SEMINAR & SHOW. SUPPORT OF 3 CANADIAN COMPANIES BIDDING ON CODELCO PROJECTS

PREPARATIONS WELL UNDER WAY. 12 PARTICIPANTS CHOSEN FOR OUTGOING MISSION & 2 OTHER ACTIVITIES ARE AT COMPANIES SELECTION STAGE. BIDDING STILL IN NEGOTIATIONS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 633-SANTIAGO

002-FISHERIES, SEA PRODUCTS & SERV.
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARINE HARV, PROC MACH & EQUIP

POST IS COMPLETING A MARKET STUDY FOR DEEP-SEA FISHING AND PROCESSING EQUIPMENT.

INTEREST CANADIAN AND CHILEAN FIRMS IN INVESTING IN THAT SECTOR.

IDENTIFY LOCAL FISHING COS INTERESTED IN DEVELOPPING DEEP-SEA FISHING. IDENTIFY POTENTIAL CDN INVESTORS IF NEEDED.

SALE OF 2 FISHING BOATS AND PROCESSING EQPT IN NEXT TWO YEARS + PROCESSING PLANT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATION AT FERIA MARITIMA DE VALPARAISO
OCT. 87

STAND SELECTED. CANADIAN COMPANIES HAVE BEEN IDENTIFIED. THEY WILL BE INVITED IN AUGUST.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 633-SANTIAGO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

SUPPORT CANADIAN CO AND ITS LOCAL REPRESENTATIVE IN THEIR EFFORTS TO OBTAIN CONTRACT FROM CHILE AUTHORITIES

OBTAIN TOTALITY OF CONTRACT INCLUDING TRAINING

TELECOMMUNICATIONS (INC SPACE)

MONITOR CLOSELY PRIVATIZATION PROCESS FOR CIA. DE TELEFONOS DE CHILE (95% OF TERRITORY) AND REPORT REGULARLY TO COS AND HQ.

ENSURE THAT CDN SUPPLIERS ARE INVITED TO BID ON ALL NEW TENDERS.

CONTINUE TO SUPPORT EFFORTS OF CDN SUPPLIERS ALREADY INVOLVED IN RURAL TELEPHONY PROJECTS.

OBTAIN CONTRACT THROUGH AN UNSOLICITED PROPOSAL RATHER THAN HAVING TO BID.

IDENTIFY POTENTIAL CDN INVESTORS AS CTC WILL GIVE MOST CONTRACTS TO FOREIGN COS INVESTING IN PROJECTS.

HAVE CDN INVESTOR BECOME SOLE SUPPLIER.

FIND SOURCE OF FINANCING FOR THE COMMISSIONING OF AN ENGINEERING STUDY BY CANADIAN CONSULTING FIRM WHICH WOULD RECOMMEND CANADIAN EQUIPMENT FOR THE DEVELOP OF RURAL COMMUNICATIONS.

INCREASE CANADIAN SALES OF TELEPHONE EQUIPMENT BY 100 PER CENT.

CONVINCE CANADIAN SUPPLIERS OF MODERN EQUIPMENT THAT THERE IS A MARKET IN CHILE FOR THEIR PRODUCTS.

OBTAIN A 20% SHARE OF THE MARKET

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 : 637-SAO PAULO

011-OIL & GAS EQUIPMENT, SERVICES
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO SEMINAR WITH PETROBRAS IN DECEMBER 85.

SLANT DRILLING, RESERVOIR SIMULATION, SURVEYING
EQUIPMENT SALES; GAS DISTRIBUTION STUDIES,
TRAINING SERVICES CONTRACTS.

FOLLOW UP TO ALBERTA OIL AND GAS MISSION AND ATTENDANCE AT OIL
AND GAS SHOW IN OCTOBER 86.

POSSIBLE EQUIPMENT SALES & SERVICES CONTRACTS

FOLLOW UP TO RECENT PETROBRAS/GOMGAS OFFICIALS' VISITS TO CANADA
AT NATIONAL PETROLEUM SHOW.

FEASIBILITY STUDIES, TRAINING PROGRAMS
CONTRACTS; COOPERATION AGREEMENTS RE HEAVY
OIL, TAR SANDS.

RETURN SEMINAR VISIT TO CANADA BY PETROBRAS AND POSSIBLY GAS
DISTRIBUTION COMPANIES.

IDENTIFICATION OF NEW OPPORTUNITIES FOR SALES
AND TECHNICAL COOPERATION IN OIL AND GAS SEC-
TORS; HIGHER PROFILE WITH BRAZILIAN BUYERS.

CONDUCTED DETAILED NATURAL GAS SECTOR MARKET SURVEY TO IDENTIFY
SPECIFIC OPPORTUNITIES ARISING OUT OF BRAZIL'S IMMINENT INVOLVE-
MENT IN RESIDENTIAL/INDUSTRIAL GAS USE.

TO MAKE CANADIAN INDUSTRY AWARE OF NEW OPPOR-
TUNITIES IN THE GAS SECTOR AND ENCOURAGE THEM
TO VISIT BRAZIL.

REGULAR PROGRAM OF VISITS TO PETROBRAS AND GAS DISTRIBUTION COYS
TO SUSTAIN MOMENTUM CREATED BY RECENT PROMOTIONAL EFFORTS WITH
THESE COMPANIES.

TO MAINTAIN AND FURTHER IMPROVE THEIR KNOWLE-
DGE OF CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)ORG. RETURN SEM. VISIT TO CDA BY PETROBRAS &
GAS DIST'N COS OFFICIALS. B)CONDUCT NATURAL GAS
SECTOR SURVEY & IDENTIFY SPECIFIC OPPORT. C)FOL-
LOW-UP ON ALBERTA OIL & GAS MISSION AND PIEC '87

A)AT REQUEST OF PETROBRAS PRES. SEM. POSTPONED
TO JUNE 88 IN CLGRY. B)NATURAL GAS REPORT COMPLE-
TED. MISS. TO BRAZIL PLANNED FOR NOV. '87. C)FIVE
COS NEGOTIATING TECHNOLOGY TRANSFER AGREEMENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 637-SAO PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP WITH PARTICIPANTS OF FEDERALLY & PROVINCIALY SPONSORED HIGH TECHNOLOGY MISSIONS (THREE IN 86/87) AND LOCAL CONTACTS ESTABLISHED TO MAXIMIZE NUMBER OF PERMANENT BUSINESS CONNECTIONS.

ESTABLISHMENT OF AGENCY (IES) & CONCLUSION OF SALES/JV ARRANGEMENTS FOR 5 OR 6 CANADIAN COMPANIES.

FOLLOW UP ON CONTACTS ESTABLISHED AT HI-TEC AND MARKETPLACE 86 AND SUPPORT ONGOING RELATIONSHIPS WITH BRAZILIAN COMPANIES GENERATED AS A RESULT.

ESTABLISHMENT OF AGENCY(IES) & CONCLUSION SALES/JV ARRANGEMENTS FOR 2 OR 3 CANADIAN COMPANIES.

CONTINUE TO SUPPORT ONGOING SALES EFFORTS OF CANADIAN FIRMS.

CONCLUSION OF 3/4 SALES AND JOINT-VENTURES/ TECHNOLOGY TRANSFER/LICENSING AGREEMENTS.

REPORT ON FURTHER DEVELOPMENTS OF INFORMATICS LAW WHICH IMPACT ON MARKET POTENTIAL FOR CANADIAN PRODUCTS AND SERVICES.

SUPPORT PROPOSED PARTICIPATION IN INFORMATICA 87.

INTENSIFY PERSONAL CONTACTS WITH BRAZILIAN REGULATORS/CLIENT AGENCIES WHICH INFLUENCE DECISION MAKING (E.G. SEI, CTI, INPE).

TIMELY REPORTING ON POLICY ISSUES; ENHANCED EXPOSURE OF CANADIAN CAPABILITIES AND IMPROVED PROFILE WITH BUYERS.

FOLLOW UP ON SATELLITE 86 CONTACTS ESTABLISHED TO MAXIMIZE BENEFIT TO BE DERIVED FROM CANADIAN PARTICIPATION.

INTRODUCTION OF TWO OR THREE CANADIAN ORGANIZATIONS IN SATELLITE APPLICATIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)FOLLOW-UP ON SATELLITE '86 SEMINAR. B)INTRODUCE NEW CANADIAN COMPANIES IN SPECIALIZED AREAS OF ACTIVITY OF INTEREST IN BRAZIL. C)ONGOING SUPPORT TO CANADIAN EXPORTERS.

A)POST ORG. AN EXT-SPONSORED VISIT BY RNT EDITOR (E. SIQUEIRA) TO SATELLITE USERS CONF. IN OTTAWA MAY '87. B)INDIVIDUAL VISITS PROG. SET UP FOR 4 QUEBEC MISS. MEMBERS ALL OF WHOM IDENT. PROSPECTS. C)3 COYS (WODEX, SR, ELSID)NEGOTIATING J. V.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST : 637-SAO PAULO

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO INSTITUTIONAL PARTICIPATION IN EXPOINTER 86 AND CONSEQUENT BRAZILIAN FARMERS VISIT TO ROYAL WINTER FAIR IN TORONTO TO ENSURE CONTACTS ESTABLISHED RESULT IN ACTUAL AND PERMANENT CONNECTIONS.

MAINTAIN AND EXPAND CONTACTS BETWEEN PARTICIPANTS OF ONTARIO POULTRY SEMINAR AND BRAZILIAN POULTRY BREEDERS.

MONITOR OPPORTUNITIES RESULTING FROM FOOD COMMODITIES SHORTAGES AND REPORT TO HEADQUARTERS TO IDENTIFY POTENTIAL CND SUPPLIERS.

TECHNICAL SEMINARS IN COOPERATION WITH AGRICULTURE CANADA AND PROVINCIAL GOVERNMENTS TO CREATE EXPOSURE FOR CANADIAN BREEDING STOCK, SPECIAL CROPS, VETERINARY PRODUCTS, ETC.

FURTHER DEVELOP CONTACTS WITH BRAZILIAN TRADE ASSOCIATIONS AND SPECIALIZED INSTITUTES (ITAL, ABIA) WHO PLAY SIGNIFICANT ROLE IN SECTOR DEVELOPMENTS (E. G. BIOTECHNOLOGY) AND SELECTION OF COUNTRY OF ORIGIN FOR IMPORTS.

CONTINUE ONGOING CONTACTS WITH AGRICULTURAL MACHINERY ASSOCIATION WHOSE REPRESENTATIVE VISITED WESTERN FARM PROGRESS SHOW IN SASKATCHEWAN IN JUNE 86.

CONFIRM NEW REPRESENTATION AGREEMENTS AND SALES OF LIVESTOCK AND GENETIC MATERIAL.

SALE OF CANADIAN POULTRY/CHICKS AND INITIATION OF TECHNICAL COOPERATION IN POULTRY BREEDING.

POTENTIAL NEW SALES OF CHEESE, EGGS, MILK POWDER, MEAT.

EXPAND EXISTING SALES OF BREEDING STOCK AND INTRODUCE NEW VARIETIES AND COMMODITIES.

INCREASED SALES OF GENETIC MATERIAL, GOATS, SWINES AND POULTRY; SHEEP.

DEVELOP 2 OR 3 JOINT VENTURES IN MEDIUM TERM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) FOLLOW-UP ON BEST PROSPECTS IDENTIFIED AT EXPOINTER '86 & DAIRY CATTLE SEM. OF MAR. 87.
B) FOLLOW-UP ON BEST CONTACTS MADE AT FOOD PACIFIC '86. C) MAINTAIN CONTACTS WITH SPECIALIZED INSTITUTIONS.

A) 3 OFFICIALS PLAN TO GO TO CDA TO LEARN ABOUT OUR CLASSIF'N STANDARDS; STATE OF S. PAULO AND PARANA AGRIC. SECT. INTERESTED IN COOP. AGREE. WITH CDA. B) 2 CONCRETE OPPORT. BEING DEV. C) ITAL-FOOD TECHNOLOGY INSTITUTE VISITED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 637-SAO PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON COOPERATION AGREEMENT IN URBAN TRANSIT TO IDENTIFY SPECIFIC AREAS OF COOPERATION.

FINANCIAL MANAGEMENT, ADMINISTRATION AND TECHNOLOGICAL INNOVATION CONTRACT(S), CONSULTING SERVICES FOR BRZLN METROS AND IN THIRD COUNTRIES.

FOLLOW UP ON CONTACTS ESTABLISHED BY DRIEOTT/FAMR SPECIALISTS DURING HIS VISIT TO PINPOINT SPECIFIC PROJECTS EQUIPMENT OF INTEREST TO CANADA.

LONG TERM PROSPECTS FOR "PEOPLE MOVER" SUBURBAN PASSENGER TRANSPORT, INTERCITY PASSENGER TRANSPORT.

CONTINUE TO PROVIDE SUPPORT TO CANADIAN FIRMS RE BRAZILIAN ANT-ARCTIC/HYDROGRAPHIC SHIPS AND EXPORT CORRIDOR PROJECTS RESPECTIVELY.

ENGINEERING/DESIGN SERVICES AND CONSULTING SERVICES CONTRACTS.

MAINTAIN AND FURTHER DEVELOP CONTACTS WITH MUNICIPAL AND STATE AUTHORITIES RESPONSIBLE FOR DECISION MAKING ON TRANSPORTATION PROJECTS.

INCREASED EXPOSURE OF CANADIAN EXPERTISE AND ENHANCED KNOWLEDGE OF SPECIFIC PROJECT ACTIVITIES.

MINI REPORTS ON AD-HOC BASIS ON STATUS OF URBAN, SUBURBAN, INTERCITY PASSENGER TRANSPORTATION PROJECTS AND FREIGHT TRANSPORTATION PROJECT(S) DEVELOPMENT.

TO DECIDE ON APPROPRIATENESS OF AND SUPPORT FOR OUTGOING MISSION OR SEMINAR; TO ADVISE ON PERMANENT BASIS INTERESTED CANADIAN FIRMS.

CONTINUE TO SUPPORT CANADIAN FIRMS ALREADY ACTIVE OR PURSUING SPECIFIC COMMERCIAL ACTIVITIES IN BRAZIL.

TO CONCLUDE ONE OR MORE OF SALES CURRENTLY BEING PURSUED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) FOLLOW-UP COOPERATION AGREEMENT BETWEEN TTC/MUC TC AND SAO PAULO METRO. B) MAINTAIN AND DEVELOP CONTACTS WITH GOV'T AUTHORITIES RE TRANSPORTATION PROJECTS (URBAN/RAIL).

A) DONE BUT DUE TO CHANGES IN STATE GOV'T OFFICIALS CONCRETE ACTIVITIES WILL BE DELAYED SOMEWHAT. B) CULTIVATED CONTACTS WITH RIO, CURITIBA & S. PAULO AUTHORITIES WHICH LEAD TO ONE MAJOR CONTRACT (CANAC) FOR SRVCS, POTENTIAL FOR 2 MORE

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 637-SAO PAULO

016-INDUSTRIAL MACHIN, PLANTS, SERV.
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING EFFORTS TO HELP SEVERAL FIRMS CONCLUDE ADDITIONAL SALES OF MACHINERY.

\$2 TO 5 MILLION OVER THE NEXT THREE YEARS.

ONGOING EFFORTS TO ASSIST SEVERAL FIRMS TO CONCLUDE LICENSING/ JOINT VENTURE/TECHNOLOGY TRANSFER.

CONCLUSION OF TWO OR THREE JV/TT/LICENSING ARRANGEMENTS.

CONTINUE TO SEEK TO IDENTIFY SELECTIVE MARKET NICHES FOR SPECIALIZED MACHINERY FROM CANADA.

IDENTIFICATION OF 2 OR 3 OPPORTUNITIES FOR SALES OR INDUSTRIAL COOPERATION.

PREPARE REPORT ON MATERIAL HANDLING LABELLING AND PACKAGING MACHINERY SECTORS.

SUPPORT PROMOTIONAL ACTIVITY (E. G. MISSION) IN THIS SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IDENTIFY SELECTIVE MARKET NICHES FOR SPECIALIZED MACHINERY.

IDENTIFIED POSSIBLE TRANSFER OF PVC PROCESSING TECH. (SYNERGISTIC), CRUSHING MACHINERY (SPIN-CRAFT), PACKAGING MACHINERY (LANGEN), WINCHES (PULLMASTER), SHREDDING MACHINERY (SCHREDTECH).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST : 637-SAO PAULO

009-FOREST PRODUCTS, EQUIP, SERVICES
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT RECENTLY FORMALIZED JOINT VENTURE AGREEMENT BETWEEN SIMONS AND NATRON AND HELP THEM INCREASE THEIR EXPOSURE TO PARTICIPATE IN UPCOMING PULP AND PAPER PROJECTS.

PARTICIPATION IN FEASIBILITY/CONSULTING ENGINEERING EVALUATION OF PROJ. E.G. MORRO VERDE, ETC. WHICH WOULD CREATE OPPORTUNITIES FOR EQUIPMENT SALES.

PROVIDE CONTINUED ASSISTANCE TO A CANADIAN FIRM, ESPECIALLY TO WITHSTAND EMERGING COMPETITION FROM USA ON BASIS OF LOCAL CONTENT, FINANCING ETC.

MAINTAIN AND/OR EXPAND CANADIAN COY'S MARKET SHARE IN BRAZIL.

INITIATE PRELIMINARY ASSESSMENT OF NEW PROJECTS OPPORTUNITIES IN THE PULP AND PAPER SECTOR.

IDENTIFICATION OF 2 OR 3 MAJOR PROJECTS OFFERING OPPORTUNITIES FOR ENGINEERING SERVICES AND EQUIPMENT SALES.

COMPREHENSIVE REPORT ON PULP AND PAPER SECTOR AND RELATED ACTIVITIES (E.G. BAGASS) WITH EMPHASIS ON NEW PROJECTS (OR EXPANSION).

TO EVALUATE NEED AND EVENTUALLY SUPPORT OUTGOING FORESTRY MISSION TO BRAZIL.

CONTINUE TO MAINTAIN/DEVELOP SENIOR CONTACTS IN BRAZILIAN FORESTRY COMPANIES IN LIGHT OF EXTENSIVE INVESTMENT PLANS IN THIS SECTOR OVER THE MEDIUM TERM.

FACILITATE MARKET ACCESS FOR CANADIAN COMPANIES.

ENCOURAGE MORE TECHNICAL COOPERATION BETWEEN CANADIAN & BRAZILIAN FORESTRY MANAGEMENT ENTITIES (E.G. CFS, IBDF) TO PROMOTE USE OF FIRE FIGHTING TECHNIQUE FROM CANADA.

IN MEDIUM TERM SOME SALES OF FIREFIGHTING EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) GATHER INFORMATION-TECHNICAL, FINANCIAL, ETC. - ON VARIOUS PULP AND PAPER PROJECTS PLANNED OVER NEXT FIVE YEARS.
B) SUPPORT ONGOING SALES EFFORTS BY CANADIAN EXPORTERS.

A) MOST INFO ALREADY ACCUMULATED THRU CONTACTS WITH COYS & ASSOCIATION. B) TOW COYS (NATRON/SIMONS AND SENTROL) CURRENTLY NEGOTIATING NEW CONTRACTS.

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
37/10/28

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 : 631-BUENOS AIRES

ARGENTINA

QUARTER: 1

007-POWER & ENERGY EQUIP. & SERV.
REPORT/ANALYSIS OF SEGBA'S DISTRIBUTION EXPAN-
SION PROJECT.
(IBRD FINANCING: \$ 270 M(US)).

SEVERAL MEETINGS WERE HELD WITH SEGBA'S AUTHORI-
TIES REPORT UNDER PREPARATION. POTENTIAL IDENTI-
FIED RE. CONTROL MEASURING EQUIP. MOST OF THE RE-
MAINING PROJECT'S COMPONENTS WOULD BE COVERED BY
THE LOCAL INDUSTRY.

007-POWER & ENERGY EQUIP. & SERV.
REPORT/ANALYSIS URUGUAY'S POWER PROJECT.
(IBRD FINANCING: \$ 45 M(US)).

SEVERAL MEETINGS WERE HELD WITH UTE'S AUTHORI-
TIES. REPORT UNDER PREPARATION. CDN ENGINEERING
GROUP ALREADY PRE-QUALIFIED FOR THE DAM REHABI-
LITATION COMPONENT & FURTHER POTENTIAL IDENTI-
FIED RE. DISTRIBUTION EQUIP. & MATERIAL.

008-TRANSPORT SYS, EQUIP, COMP, SERV.
REPORT/ANALYSIS OF ARGENTINA'S RAIL DEVELOPMENT
PROGRAM.
(IBRD FINANCING UNDER CONSIDERATION)

SEVERAL MEETINGS WERE HELD WITH FERROCARRILESAR-
GENTINOS AUTHORITIES. REPORT UNDER PREPARATION.
POTENTIAL IDENTIFIED FOR TECHN. TRANSFER RE. LO-
COMOTIVE & FREIGHT CAR LOCAL ASSEMBLING &/OR
MANUF. AS WELL AS FOR REPLACEMENT PARTS & SIGN. EQ

008-TRANSPORT SYS, EQUIP, COMP, SERV.
REPORT/ANALYSIS OF URUGUAY'S RAIL DEVELOPMENT
PROGRAM (GOVERNMENT OF URUGUAY FINANCING \$ 32 M
(US)).

SEVERAL MEETINGS WERE HELD WITH AFE'S AUTHORI-
TIES. REPORT UNDER PREPARATION. POTENTIAL IDENTI-
FIED RE. LOCOMOTIVE PARTS & CONSULTING SERVICES
RELATED TO THE COMMUNICATIONS & SIGNALIZATION.

001-AGRI & FOOD PRODUCTS & SERVICE
FOOD PROCESSING SECTORIAL STUDY, URUGUAY.

SEVERAL MEETINGS WERE HELD WITH INDUSTRY AND
GOVERNMENT REPRESENTATIVES. REPORT WAS PRODUCED
(OUR MEMO JUNE 11 TO LSTF). POTENTIAL IDENTIFIED
FOR JOINT-VENTURES AND TECHNOLOGY TRANSFERS.

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 : 633-SANTIAGO

CHILE

QUARTER: 1

010-MINE, METAL, MINERAL PROD & SRV
PREPARATION OF OUTGOING MISSION TO NORTH BAY, COBRE '87 (MINING SYMPOSIUM & SHOW), APCOMIN 88 A MINING COMPUTARIZATION SEMINAR & SHOW. SUPPORT OF 3 CANADIAN COMPANIES BIDDING ON CODELCO PROJECTS

PREPARATIONS WELL UNDER WAY. 12 PARTICIPANTS CHOSEN FOR OUTGOING MISSION & 2 OTHER ACTIVITIES ARE AT COMPANIES SELECTION STAGE. BIDDING STILL IN NEGOTIATIONS.

009-FOREST PRODUCTS, EQUIP, SERVICES
FORESTRY SYMPOSIUM/SHOW IN CONCEPCION. OPENING OF A FORESTRY EQUIPT. CENTER ON CONCEPCION INVESTOR'S VISIT TO CHILE.

CONCEPCION SHOW A SUCCESS, MOST CDN COMPANIES HAVE FOUND OR ARE NEGOTIATING DISTRIBUTORS OR LICENSING 2 M DOLLAR SALES COMMENTED WITH ACTIVITY FORESTRY CENTER STILL IN DISCUSSION. QBC INVESTORS TO COME IN SEPT.

002-FISHERIES, SEA PRODUCTS & SERV.
PARTICIPATION AT FERIA MARITIMA DE VALPARAISO OCT. 87

STAND SELECTED. CANADIAN COMPANIES HAVE BEEN IDENTIFIED. THEY WILL BE INVITED IN AUGUST.

015-CONSTRUCTION INDUSTRY
SECTOR TO BE HIGHLIGHTED AT FISA 87. INTRODUCTION OF CANADIAN TIMBER FRAME SYSTEM AND OTHER CONSTRUCTION MATERIALS AND EQUIPT.

FISA PREPARATIONS WELL UNDER WAY. PARTICIPANTS IDENTIFIED. WORKING ON MAJOR PROJECT; IE CONSTRUCTION OF A CANADIAN HOUSE (NASCOR SYSTEM).

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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 : 635-BRASILIA

BRAZIL

QUARTER: 1

999-MULTIPLE SECTORS
VI CDA/BRAZIL JOINT ECONOMIC COMMISSION.

-FRUITFUL DIALOGUE BETWEEN CDN & BRAZILIAN DELS EMPHASIZING "EQUAL PARTNERSHIP" - CDN DEL EMPHASIZED DISPLEASURE WITH BRAZILIAN TRADE RESTRICTIONS- CDN DEL SPELLED OUT AREAS OF PRIORITY, CDN COMMERCIAL INTERESTS IN BRAZIL.

001-AGRI & FOOD PRODUCTS & SERVICE
-PARTICIPATION AT II ANNUAL GOIANIA INTL FAIRS - FOLLOW-UP OF DAIRY CATTLE SEMINAR HELD IN FIRST QUARTER - AG. SUBCOMMITTEE MEETING AT JEC - CLOSE MONITORING OF BRAZILIAN WHEAT SUBSIDIES ISSUE.

DUE TO PART'N AT GOIANIA FAIR & FOLLOW-UP TO DAIRY CATTLE SEM., SALES & SALES PROSPECTS FOR CATTLE & SEMEN HAVE INCREASED SIGNIFICANTLY. SOMEX CDA QUOTE FOR SEMEN IMPORTS INCREASED FM \$40,000 TO \$1.0 MILLION.

005-COMM. & INFORM. EQP. & SERV
-PARTICIPATION AT SPAR RECEPTION IN RIO TO PROMOTE SUCCESSFUL OFFSET PROGRAM. - NUMEROUS CALLS ON FEDERAL AUTHORITIES TO PROMOTE CDN TECHNOLOGY /EXPERTISE IN SATELLITE TELECOMMUNICATIONS AND RURAL TELEPHONY.

-EFFECTIVE PR HAS PUT CDN EXPORTER WELL OUT FRONT IN RUNNING FOR BRASILSAT AT III & IV. - SR TELECOM LICENSING/TECH TRANSFER AGREEMENT WITH MICROLAB VIRTUALLY COMPLETED. - MINICOM ACTIVELY SEEKING ADD. CDN TECH/EXP. IN RURAL TELEPHONY AREA

008-TRANSPORT SYS, EQUIP, COMP, SERV.
VARIOUS CONTACTS MADE AT FEDERATE & STATE LEVELS TO GATHER INFO RE. PUBLIC TRANSIT PROJ. & PROMOTE CDN CAPABILITIES. - PROGRAM ARRANGED IN MTL WITH SCTUM/LAVALIN FOR SECRETARY OF FEDERAL DISTRICT.

PLANNING INITIATED FOR OUTGOING MASS TRANSIT MISSION IN 4TH QUARTER.

007-POWER & ENERGY EQUIP. & SERV.
-SERIES OF MEETINGS ENGINEERED FOR EDC & INTERIMCO AT ELETRONORTE TO DISCUSS THERMOELECTRIC REHAB PROGRAM. - ONTARIO MISSION TO BELO HORIZONTE (GAZ METROPOLITAIN).

ONLY AS RESULT OF EMBASSY EFFORTS WAS INTERIMCO SUCCESSFUL IN MAKING PROGRESS AT ELETRONORTE. - INTERIMCO HAS SUBMITTED PROPOSAL TO ELETRONORTE FOR \$15M PROCUREMENT CONTRACT WITH EDC BACKING.

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AT MISSIONS ABROAD FOR FISCAL YEAR 87
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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

POST : 637-SAO PAULO

BRAZIL

QUARTER: 1

011-OIL & GAS EQUIPMENT, SERVICES

A) ORG. RETURN SEM. VISIT TO CDA BY PETROBRAS & GAS DIST'N COS OFFICIALS. B) CONDUCT NATURAL GAS SECTOR SURVEY & IDENTIFY SPECIFIC OPPORT. C) FOLLOW-UP ON ALBERTA OIL & GAS MISSION AND PIEC '87

A) AT REQUEST OF PETROBRAS PRES. SEM. POSTPONED TO JUNE 88 IN CLGRY. B) NATURAL GAS REPORT COMPLETED. MISS. TO BRAZIL PLANNED FOR NOV. '87. C) FIVE COS NEGOTIATING TECHNOLOGY TRANSFER AGREEMENT.

005-COMM. & INFORM. EQP. & SERV

A) FOLLOW-UP ON SATELLITE '86 SEMINAR. B) INTRODUCE NEW CANADIAN COMPANIES IN SPECIALIZED AREAS OF ACTIVITY OF INTEREST IN BRAZIL. C) ONGOING SUPPORT TO CANADIAN EXPORTERS.

A) POST ORG. AN EXT-SPONSORED VISIT BY RNT EDITOR (E. SIQUEIRA) TO SATELLITE USERS CONF. IN OTTAWA MAY '87. B) INDIVIDUAL VISITS PROG. SET UP FOR 4 QUEBEC MISS. MEMBERS ALL OF WHOM IDENT. PROSPECTS. C) 3 COYS (WODEX, SR, ELSID) NEGOTIATING J. V.

001-AGRI & FOOD PRODUCTS & SERVICE

A) FOLLOW-UP ON BEST PROSPECTS IDENTIFIED AT EXPOINTER '86 & DAIRY CATTLE SEM. OF MAR. 87. B) FOLLOW-UP ON BEST CONTACTS MADE AT FOOD PACIFIC '86. C) MAINTAIN CONTACTS WITH SPECIALIZED INSTITUTIONS.

A) 3 OFFICIALS PLAN. TO GO TO CDA TO LEARN ABOUT OUR CLASSIF'N STANDARDS; STATE OF S. PAULO AND PARANA AGRIC. SECT. INTERESTED IN COOP. AGREE. WITH CDA. B) 2 CONCRETE OPPORT. BEING DEV. C) ITAL-FOOD TECHNOLOGY INSTITUTE VISITED.

008-TRANSPORT SYS, EQUIP, COMP, SERV.

A) FOLLOW-UP COOPERATION AGREEMENT BETWEEN TTC/ MUC TC AND SAO PAULO METRO. B) MAINTAIN AND DEVELOP CONTACTS WITH GOV'T AUTHORITIES RE TRANSPORTATION PROJECTS (URBAN/RAIL).

A) DONE BUT DUE TO CHANGES IN STATE GOV'T OFFICIALS CONCRETE ACTIVITIES WILL BE DELAYED SOMEWHAT. B) CULTIVATED CONTACTS WITH RIO, CURITIBA & S. PAULO AUTHORITIES WHICH LEAD TO ONE MAJOR CONTRACT (CANAC) FOR SRVCS, POTENTIAL FOR 2 MORE

016-INDUSTRIAL MACHIN, PLANTS, SERV.

IDENTIFY SELECTIVE MARKET NICHEs FOR SPECIALIZED MACHINERY.

IDENTIFIED POSSIBLE TRANSFER OF PVC PROCESSING TECH. (SYNERGISTIC), CRUSHING MACHINERY (SPIN-CRAFT), PACKAGING MACHINERY (LANGEN), WINCHES (PULLMASTER), SHREDDING MACHINERY (SCHREDETECH).

009-FOREST PRODUCTS, EQUIP, SERVICES

A) GATHER INFORMATION-TECHNICAL, FINANCIAL, ETC. - ON VARIOUS PULP AND PAPER PROJECTS PLANNED OVER NEXT FIVE YEARS. B) SUPPORT ONGOING SALES EFFORTS BY CANADIAN EXPORTERS.

A) MOST INFO ALREADY ACCUMULATED THRU CONTACTS WITH COYS & ASSOCIATION. B) TWO COYS (NATRON/SIMONS AND SENTROL) CURRENTLY NEGOTIATING NEW CONTRACTS.

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AT MISSIONS ABROAD FOR FISCAL YEAR 87
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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

POST :639-LIMA

PERU

QUARTER: 1

010-MINE, METAL, MINERAL PROD & SRV

A) RECRUITED FOR INCOMING MINING MISSION.
B) PRODUCED NEW REPORTS ON MINING & OIL SECTORS
C) MEETINGS WITH CIDA, PERU PLANNING & MAJOR
MINING COMPANIES TO GET MINING SECTOR ESTABLISHED FOR LINE OF CREDIT.

A) 75% COMPLETED FOR SEPTEMBER MISSION.
B) COMPLETED OIL SECTOR REPORT, 80% MINING REPORT
C) SUCCESSFUL MEETINGS AS PRELIMINARY TO CIDA
PLANNING MISSION IN SEPTEMBER.

001-AGRI & FOOD PRODUCTS & SERVICE

A) PROMOTED PUREBRED CATTLE SALES TO NATIONAL
HOLSTEIN ASSN AND INDIVIDUAL BUYERS & PROMOTED
USE OF CANADIAN CATTLE JUDGES. B) FOLLOW UP ON
CANADIAN DAIRY BOARD MISSION IN EFFORT TO OBTAIN
MULTIYEAR CONTRACT AND SALES.

A) SOLD OVER 2000 HEADS IN FIRST HALF OF 1987
VALUED AT APPROXIMATELY \$1 MILLION. B) SALES OF
OVER \$4 MILLION ACHIEVED & PERUVIAN IMPORTING
AUTHORITY READY TO SIGN UNPRECEDENTED MULTI-
YEAR CONTRACT.

004-DEFENCE PROGRAMS, PRODUCTS, SERV

A) CONTINUED PROMOTING SECURITY EQPT AS FOLLOW UP
TO MISS. OF LATE '86. B) WORKING EXTENSIVELY ON
MAJOR AIRPORT SECURITY UP DATE VIA CPPF IN EF-
FORTS TO SOLE SOURCE CDN PRODS. C) ASSIST. CDN CO
IN PROPOSED J.V. TO MFT. BULLET PROOF VESTS.

A) INITIAL SALES OF \$40,000 IN BULLET PROOF VESTS
& BOMB BLANKETS. B) CPPF STUDY APPROVED & ADD'L
AIRPORT AUTHORITIES VISIT PLANNED FOR AUGUST.
C) PERUVIAN MILITARY AUTHORITIES EVALUATING
PROPOSAL.

005-COMM. & INFORM. EQP. & SERV

A) CONTINUED WORK TO HAVE TELECOM'N SECTOR PRIORITY WITH CIDA & PERUVIAN PLANNING INSTITUTE TO USE WITH CIDA LINE OF CREDIT. B) WORKED WITH NORTH. TELECOM IN PREPARING MAJOR PROMO'L PRESENT'N TO PVAN TELECOM ENTITIES: ENTEL & CPT.

A) SECTOR NOW RECOGNIZED AND AWAITING CIDA PLANNING MISSION.
B) PROCEEDING.

008-TRANSPORT SYS, EQUIP, COMP, SERV.

A) CONTINUED LOBBYING & SUPPORT FOR LIMA TRANSP. SYSTEM & CDN CARS FROM TORONTO TRANSIT COMMISSION & DELCANDA CONSULTING SERVICES. B) FOLLOWED UP EXTENSIVELY ON SHIPPING AGREEMENT LETTER OF INTENT.

A) CANADA'S PROSPECTS STILL HIGH DESPITE CONCERNED ATTACKS BY OTHER POTENTIAL SUPPLIERS. CDN CARS BASE FOR FURTHER PLANNING ALTHOUGH SALE NOT YET CONFIRMED. B) HAD SHIPPING CONTRACT SIGNED AND RATIFIED.

003-GRAINS AND OILSEEDS

A) FOLLOWED UP ON CDN WHEAT BOARD VISIT WHERE LETTER OF INTENT SIGNED. B) PROMOTING CANOLA OIL BY HAVING THIS OIL INCLUDED BY DEPT. OF AGRIC. AS PERMISSIBLE IMPORT & ENSURING CONTINUED CIDA INCLUSION IN FOOD AID PROGRAM.

A) SALES OF OVER 180,000 MT VALUED AT WELL OVER \$20 MN MADE IN FIRST YEAR OF 1987 CALENDAR YEAR. B) CANOLA OIL AND WHEAT ARE TO BE INCLUDED IN ANY UPCOMING FOOD AID PROGRAM.

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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 : 643-CARACAS

VENEZUELA

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE
VISITING FARMS/ASSOCIATIONS IN INTERIOR OF
COUNTRY TO PROMOTE MORE IMPORTS OF CANADIAN
CATTLE.

INCREASED SALES & GREATER RECOGNITION OF
CANADIAN CATTLE AS A MARKET LEADER.

001-AGRI & FOOD PRODUCTS & SERVICE
TO SEEK NEW IMPORTERS FOR BEANS/SPECIAL CROPS/
PEAS.

A MISSION IN THIS FIELD LED TO GREATER CONTACTS
FOR CANADIAN PRODUCERS - AGENTS APPOINTED.

004-DEFENCE PROGRAMS, PRODUCTS, SERV
THE BUILDING OF MILITARY GROUP CONTACTS AND TO
INFORM COMPANIES OF UNANNOUNCED EQUIPMENT REQUI-
REMENTS.

THE POST HAS UNCOVERED MORE OPPORTUNITIES THAT
ARE NOT PUBLICLY ANNOUNCED. ALTHOUGH TO DATE THE-
RE HAVE BEEN NO CONFIRMED SALES, WE HAVE SEEN
MUCH INCREASED ACTIVITY. SALES SHOULD FOLLOW.

007-POWER & ENERGY EQUIP. & SERV.
ELECTRICITY GENERATION AND TRANSMISSION SURVEY.

DURING THE COMPILATION OF THE REPORT, THE POST
RENEWED CONTACTS WITH THE MOST IMPORTANT PLAYERS
IN THE FIELD. THUS FAR WE HAVE RECEIVED LITTLE
FEEDBACK ON THE REPORT ITSELF.

005-COMM. & INFORM. EQP. & SERV
THE CONTACTING OF VENEZUELAN COMPANIES TO MAKE
AUDIOVISUAL PRESENTATIONS.

THE POST HAS CONTACTED OVER 20 VENEZUELAN SOFT-
WARE COMPANIES TO INTRODUCE CANADIAN PRODUCT &
THERE IS A GROWING AWARENESS OF OUR CAPABILITIES

REPORT 4B
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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

POST : 644-MEXICO

MEXICO

QUARTER: 1

003-GRAINS AND OILSEEDS

-DEVELOP PERSONAL CONTACTS WITH CONASUPO AND PRIVATE SECTOR IMPORTERS, LEARN ABOUT THEIR REQUIREMENTS AND ADVISE ON FINANCING.

SOLD 200,000 TONNES CANOLA DURING PERIOD TAKING LARGE SHARE OF MKT HELD BY USA SUNFLOWER SEED. SALES SHLD TOP \$100 MN FOR 87 (FM \$26 MN IN '86). LEARNED MEXICO WILL BE IMPRTG MILLING WHEAT & ARE WORKING TO OBTAIN SALES 2-400,000 TONNES

001-AGRI & FOOD PRODUCTS & SERVICE

-DEVELOP CONTACTS WITH LIVESTOCK BUYERS, ASSESS ETC. PROMOTE FOOD PRODUCTS WITH CONASUPO. CONTINUE CONTACTS WITH MEXICAN AUTHORITIES TO FACILITATE ENTRY OF CANADIAN SEED POTATOES.

NEGOT'G 3-5,000 HEAD OF HOLSTEINS WITH AB ASSOC. ADVISED CDC ON OBTAINING 2 YEAR SMP CONTRACT ALMOST READY FOR SIGNATURE. ESTABLISHED PROCEDURE TO OBTAIN GOM ACCEPTANCE OF INT'L DESEASE TOLERANCE & REGISTRATION OF CDN SEED POTATOE VARIETY

005-COMM. & INFORM. EQP. & SERV

-IDENTIFY CANADIAN SUPPLIER OF EQUIPMENT REQUIRED IN MEXICO AND STIMULATE AND ASSIST PROMOTIONAL EFFORTS. SUPPORT PROMOTION OF SPECTRUM MANAGEMENT.

ASSISTED IN PROMOTION OF X.25 DATA COMMUN'NS EQPT. (MINISTRY HAS PLACED ORDER) AND ARRANGED AGENCIES FOR MICROTEL AND NORSAT FOR SATELLITE TELECOMS EQUIPMENT. SNC HAS BASIC GOM ACCEPTANCE AND CONTRACT IS LIKELY.

008-TRANSPORT SYS, EQUIP, COMP, SERV.

-CONTINUE CONTACTS WITH DF, EDOMEX, GUADALAJARA & MONTERREY FOR URBAN TRANSIT EQPT./SERVICES. -MAINTAIN CONTACT WITH RR. -DEVELOP MARKET FOR AUTO INDUSTRY CAPITAL EQUIPMENT AND FOR COMPONENTS FOR AUTOMOTIVE MANUFACTURERS.

ASSISTED BOMBARDIER WITH PROGRAM OF VISITS TO 3 MAJOR URBAN CENTRES TO IDENTIFY MARKET OPPORTUNITIES. ADVISED CANACON REBIDDING GM DIESEL LOCOMOTIVE CONTRACT FOR RR. SUMMARY REPORT ON MARKET DONE.

010-MINE, METAL, MINERAL PROD & SRV

-WORK WITH ASBESTOS CEMENT INDUSTRY TO NEUTRALIZE TENDENCIES TO PROHIBIT USE. -WORK WITH SUPPLIERS TO PROMOTE EQUIPMENT SALES.

MAINTAINED REGULAR CONTACT WITH ASSOC'NS & MAJOR AC SUPPLIERS. SALES CONTINUE CONSTANT WITH CONSTRUCTION DOWNTURN. HAVE MET WITH MAJOR MINING CO MGRS & 2 OF MAIN EXPORTERS. MINING CO HAVE SENT OFFICIALS TO SEE EQUIP IN CANADA.

011-OIL & GAS EQUIPMENT, SERVICES

-DEVELOP CONTACTS WITH PEMEX BUYER AND MEXICAN PRIVATE OIL EQUIPMENT SECTOR.

SENT 2 PEMEX OFFICIALS TO INTERCAN '87. PEMEX PROPOSING TO SEND MISS. AT OWN COST TO GET DETAILS ON PIPELINE CONTROLS/TAR SANDS EXPLOITATION INTRODUCED THEN. ARRANGED FOR MEXICAN AGENT TO VISIT ALTA & FIND NEW PRINCIPALS.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 645-SAN JOSE

COSTA RICA

QUARTER: 1

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

CONTRACT BETWEEN CANADIAN PACIFIC CONSULTING SERVICES AND MINISTER OF PUBLIC WORKS OF COSTA RICA WAS SIGNED ON JUNE 30/87.

001-AGRI & FOOD PRODUCTS & SERVICE
TO KEEP COORDINATION WITH THE UNIVERSITY OF GUELPH AND DELOITTE HASKINS AND SELLS FM ONT., THEIR LOCAL AGENTS & COSTA RICAN AUTHORITIES REGARDING CDN SALES OF PRODS & SERVICES FOR THE PROGASA PROJECT FINANCED BY IADB.

WORKING NOW WITH ALL PARTIES INVOLVED ON THIS PROJECT. PROVIDING PRELIMINARY INFO. TO CDN FIRMS ON INCOMING TENDERS FOR LIVESTOCK, VETERINARY AND ARTIFICIAL INSEMINATION SYSTEMS. POTENTIAL SALES FOR PRODS & SRVCS US\$3.4 MILLION.

010-MINE, METAL, MINERAL PROD & SRV
TO ORGANIZE A COSTA RICAN MISSION TO CANADA ON SEPT. 87 IN ORDER TO VISIT UNDERGROUND MINES, POTENTIAL INVESTORS, MINING EQUIPMENT AND TRANSFER OF TECHNOLOGY AND TO PARTICIPATE IN MINTEC SEMINAR AT NORTH BAY.

THE MINISTER OF ENERGY, SIX CONGRESSMEN PLUS THREE MEMBERS FROM LOCAL MINING ASSOCIATION WILL PARTICIPATE IN THIS MISSION. POST IS COORDINATING IT WITH EXTOTT LSTF AND LCT.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

POST : 645-SAN JOSE

EL SALVADOR

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE
UNDERTAKE TRADE PROMOTION TRIPS IN ORDER TO SEEK
TRADE OPPORTUNITIES FOR CANADIAN EXPORTERS AND
DEVELOP CONTACT WITH LOCAL IMPORTERS.

007-POWER & ENERGY EQUIP. & SERV.
ESTABLISH AND DEVELOP CONTACTS WITH SALVADOREAN
POWER AND ENERGY COMPANY TO OBTAIN COMMERCIAL
INFORMATION ON THEIR REQUIREMENT.

INFORMATION ON NUMEROUS PROJECTS OFFERING EXPORT
POTENTIAL FOR CANADIAN COMPANIES. HAVE BEEN SENT
TO CANADA WITH GOOD RESULTS SO FAR PARTICULARLY
IN THE FIELD OF CATTLE EXPORTS.

PRESIDENT OF MOST IMPORTANT SALVADOREAN POWER &
ENERGY FIRM VISITED CANADA (ALBERTA) AND WAS IN
CONTACT THERE WITH MANY COMPANIES. POSITIVE
RESULTS ARE EXPECTED FROM THIS VISIT.

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 : 646-GUATEMALA

GUATEMALA

QUARTER: 1

007-POWER & ENERGY EQUIP. & SERV.
A) CONTINUE SUPPORT TO SNC IN THE RIO BOBOS HYDRO PROJECT.
B) CLOSE LIASON WITH INDE AND ENEE TO IDENTIFY FUTURE COMMERCIAL OPPORTUNITIES.

RIO BOBOS DEV. HAS BECOME A PRIORITY FOR GTMLAN GOVT & SNC-CPPF STUDY HAS BECOME THE PRINCIPAL WORKING DOC. B) SUCCEEDED IN COORD. PRESENTATION OF GENERATION EQPT PROPOSAL WORTH APPROX \$4M FROM MARKHAM ELECTRIC TO INDE.

011-OIL & GAS EQUIPMENT, SERVICES
MONITOR DEVELOPMENTS IN THE OIL AND GAS SECTOR AS WELL AS OTHER RESOURCE ORIENTED OPPORTUNITIES

COORD. PARTICIPATION OF GTMLAN DELEG. TO INTER-CAN '87 IN EDMNTN. ASSISTED SIRIUS RESOURCES LTD IN THEIR PROPOSAL TO THE GOVT. TO BEGIN EXPLORATION IN GTMLA. HELPED DB PIPETECH REACTIVATE ACTIVITIES FOR THE GUATEMALAN PIPELINE.

001-AGRI & FOOD PRODUCTS & SERVICE
TO CONTINUE CONTACTS WITH LOCAL LIVESTOCK BREEDERS TO IDENTIFY SALES POTENTIAL.

POST WAS PRINCIPAL COORDINATOR FOR RECENT SALE OF 20 HEAD OF SWINE TO LOCAL BREEDER. QUALITY OF STOCK HAS OPENED DOOR FOR FURTHER SALES.

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 : 646-GUATEMALA

HONDURAS

QUARTER: 1

009-FOREST PRODUCTS, EQUIP, SERVICES
SUPPORT TO CPPF CORFINO/HONDURAS FORESTRY STUDY.

POST WAS AND STILL IS MAJOR FACTOR IN ENSURING
PREQUALIFICATION OF CDN CONSULTANTS FOR THE
CORFINO PROJECT.

007-POWER & ENERGY EQUIP. & SERV.
CONTINUE SUPPORT TO SNC IN THE RIO BOBOS HYDRO
PROJECT. CLOSE LIASON WITH INDE AND ENEE TO
IDENTIFY FUTURE COMMERCIAL OPPORTUNITIES.

MONITORED DEVELOPEMENTS IN THE SICO/REMOLINO
HYDRO DEV. IN HONDURAS AND INSURED RECENT
PREQUALIFICATION OF AT LEAST TWO CDN. COMPANIES.

REPORT 4B
7/10/28

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:

DST : 653-HAVANA

CUBA

QUARTER: 1

005-COMM. & INFORM. EQP. & SERV
ENTRERENDRE LES DEMARCHES NECESSAIRES POUR QUE
MITEL ET SPILSBURRY ORGANISENT DES SEMINAIRES.
ABONNER DIVERSES ORGANISATIONS CUBAINES A DES
MAGAZINES DE TELECOMMUNICATIONS.

SPILSBURRY NE PEUT RIEN FAIRE PARCE QUE LA SEE
NE COUVRE PLUS CUBA. MITEL ORGANISERA VRAISEM-
BLABLEMENT UN SEMINAIRE EN OCTOBRE. MICROTEL, UN
NOUVEAU VENU A CUBA A BIEN REUSSI SON ENTREE EN
OBTENANT DES RENCONTRES DE HAUT NIVEAU.

010-MINE, METAL, MINERAL PROD & SRV
1. MISSION DE EMR A CUBA.
2. ENCOURAGER LES FOURNISSEURS CANADIENS A
ORGANISER DE SEMINAIRES.

LA MISS. DE EMR N'AURA PAS LIEU CETTE ANNEE. UNE
MISS. LATINO-AMER. COMPRENANT DES DELEGUES
CUBAINS DOIT SE RENDRE AU CDA EN SEPT. 87. DORR-
OLIVER SIGNERA EN JUIL. '87 UN CONTRAT DE \$1.5MN
POUR VENTE D'EQUIPEMENT MINIER.

007-POWER & ENERGY EQUIP. & SERV.
1. ORGANISER UN VOYAGE AU CDA EN FAVEUR DE
L'ORGANISATION CUBAINE CONSUMIMPORT POUR
L'ACHAT DE BIENS CANADIENS.
2. TENIR DES DEJEUNER D'AFFAIRES AVEC CLIENTS
CUBAINS.

1. ENERGOIMPORT EST ALLE AU CDA DU 7-21 JUIN ET
A ACHETE PLUSIEURS BIENS CDNS. 2. LES DEJEUNERS
N'ONT PAS ETE TENU DU A L'ABSENCE DE COUVERTURE
PAR LA SEE ET AUX COUPURES DU BUDGET D'HOSPI-
TALITE.

015-CONSTRUCTION INDUSTRY
1. DONNER DES ABONNEMENT A DIVERS ANNUAIRES ET
REVUES CANADIENNES.
2. DEJEUNERS D'AFFAIRES.

ACTIVITES PLANIFIEES NON REALISEES DU A LA NON-
COUVERTURE DE CUBA PAR LA SEE & COUPURES DE BUD-
GET A L'AMB. PAR CONTRE UNE MISS. DE DRIOTT/
ISEI & VISITES REPETEES DE SOC. CDNES DE CE
SECT. ONT AMELIORE LES CONTACTS DEJA ETABLIS.

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 : 656-PORT-OF-SPAIN

TRINIDAD AND TOBAGO

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE
PROVIDE SUPPORT & LIAISON BETWEEN CANADIAN COMPANY & LOCAL INVESTOR/IMPORTER TO ENSURE ESTABLISHMENT OF MEAT PROCESSING FACILITY IN TOBAGO USING CANADIAN EQUIPMENT.

AS A RESULT OF OUR INTERVENTION WITH T&T CENTRAL BANK, FOREIGN EXCHANGE COMPONENT OF PROJECT (CDN. \$500,000) WAS APPROVED BY GOVERNMENT.

012-PETROCHEM & CHEM PROD, EQP, SERV
CORPORATE LIAISON WITH SIGNIFICANT PLASTICS MANUFACTURERS IN TRINIDAD TO DETERMINE IMPORT REQUIREMENTS.
MEETING WITH NEW CHAIRMAN OF NATIONAL GAS CO.

MET WITH 8 MANUFACTURERS TO EXPLORE POTENTIAL BUSINESS & IDENTIFY MARKET REQUIREMENTS.
-LOCAL CO. PREPARED TO MEET WITH EXECUTIVES OF NOVA CORP & POLYSAR TO STUDY POTENTIAL JT VENTURE IN PETROCHEMICAL COMPLEX.

011-OIL & GAS EQUIPMENT, SERVICES
ONGOING LIAISON WITH MAJOR IMPORTERS OF EQUIPMENT.

INTRODUCTION TO VELAN INC. OF MONTREAL. INITIAL SALE OF CDN. \$14,000 OF STAINLESS STEEL VALVES FOR OIL INDUSTRY.

008-TRANSPORT SYS, EQUIP, COMP, SERV.
MEETING WITH NEW CHAIRMAN OF NATIONAL GAS CO.

LOCAL COMPANY WILL STUDY PROPOSALS BY SEALAND HELICOPTERS TO PROVIDE TRANSPORT SERVICES.

001-AGRI & FOOD PRODUCTS & SERVICE
MEETING WITH MAJOR CHICKEN GROWERS & PROCESSORS TO IDENTIFY NEED FOR INTEGRATED CHICKEN PROCESSING FACILITY.

DISCUSSIONS HELD WITH 3 LARGEST CHICKEN PROCESSORS & ALL SHOWED INTEREST IN INITIATING DISCUSSIONS WITH QUAN CARRUTHERS KING & QUAN OF TORONTO TO DETERMINE FEASIBILITY OF SCALED DOWN PROCESSING FACILITY IN T&T.

001-AGRI & FOOD PRODUCTS & SERVICE
MEETING WITH CHAIRMAN OF ASSOCIATED BRANDS LTD.
-T&T SUBSTANTIAL FOOD CONGLOMERATE.

IDENTIFIED INTERESTS TO DEVELOP RECIPROCAL LICENSING ARRANGEMENTS FOR CHOCOLATES WITH GANONG OF N. B.

REPORT 4B
8/10/28

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 657-KINGSTON

JAMAICA

QUARTER: 1

007-POWER & ENERGY EQUIP. & SERV.
ASSIST CEDSI IN BID FOR BACK RIO GRANDE PROJECT
CONSULTING WORK.

ORIGINAL SHORTLIST FORWARDED TO IDB INCLUDED
CEDSI. THIS WAS RETURNED TO JAMAICAN AUTHORI-
TIES FOR REDRAFTING. FINAL LIST EXPECTED
JULY 8.

007-POWER & ENERGY EQUIP. & SERV.
ATTRACT CANADIAN FIRMS TO BID ON WORKS RELATED
TO POWER IV PROJECT.

2 CDN CO., ONTARIO HYFRO & ONTARIO INT'L CORP.
WILL VISIT KINGSTON IN JULY TO FOLLOW UP
OPPORTUNITIES.

001-AGRI & FOOD PRODUCTS & SERVICE
DIRECT CONTACT WITH CANADIAN FIRMS TO ENCOURAGE
THEM TO VISIT MARKET.

ARRANGED FOR LABATT INT'L TO ACT AS SPONSOR FOR
AIR CANADA'S 50TH ANNIVERSARY CELEBRATIONS LO-
CALLY. AS RESULT LABATT HAS RECEIVED INITIAL OR-
DER FROM NEW AGENT FOR SEVERAL BEVERAGE PRODUCTS

999-MULTIPLE SECTORS
PREPARE FOR SOLO SHOWS TO BE HELD IN KINGSTON
AND NASSAU IN FEBRUARY 1988.

DATE FOR SHOWS MOVED TO FEB. 1988. MARKETING
DOCUMENT WITH SUGGESTED INVITEES PREPARED FOR
LCT/LSTF.

013-CONSUMER PRODUCTS
MAJOR SURVEY ON JAMAICAN MARKET FOR TEXTILE
PRODUCTS AND ACCESSORIES.

SURVEY CIRCULATED JUNE 1987. BASED ON FEEDBACK
FROM CANADIAN INDUSTRY WILL RECOMMEND TWO
INCOMING BUYERS VISIT CANADA IN FALL OF 1987.

008-TRANSPORT SYS, EQUIP, COMP, SERV.
PROMOTE SALE OF DASH 8 TO BAHAMASAIR

MET WITH COMPANY & MINISTRY OF TRANSPORT
IN MAY. DHC PLANNING MAJOR PRESENTATION IN
NASSAU SEPT. 1987

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

POST : 658-BRIDGETOWN

BARBADOS

QUARTER: 1

008-TRANSPORT SYS, EQUIP, COMP, SERV.
BECOMING PRIORITY SECTOR GIVEN DECISION BY
REGIONAL AIRLINE, LIAT TO ACQUIRE NEW AIRCRAFT.

VERY ACTIVE & INTIMATE NEGOTIA'NS WITH LIAT TO
PROMOTE SALE 5 NEW DEHAVILLAND DASH-8'S. TOTAL
VALUE CDN \$50 MN. CONTINUE TO PURSUE AT HEADS OF
GOVT. LEVEL. POTEN'L FOR SALE TO AIRLINE IN ST.
MAARTEN-WILL MAKE FORMAL PRESENT'N ON CDN CAPAB.

015-CONSTRUCTION INDUSTRY
ACTIVE FOLLOW-UP TO TRADE SHOW. CONCLUDE AGREE-
MENT FOR LPG PLANT (EDC FINANCED). NATURAL GAS
PIPELINE PROJECT. PORT PROJECT, ST. LUCIA.

NUMBER OF NEW AGENCIES & EXPORT SALES. AGREEMENT
SIGNED & UNDER CONSTRUCTION. EXPECTED MID-JULY.
WITH 2 GENERAL ELECTIONS IN 1 MONTH NOT SURPRIS-
ING NO DEVELOPMENT.

005-COMM. & INFORM. EQP. & SERV
ARRANGE FOR MGR. CABLE & WIRELESS TO VISIT
CANADA. PROMOTE INTEREST BY CDN FIRMS IN DATA
ENTRY SECTOR IN BARBADOS.

WITH MERGER OF C & W AND BARBADOS TELEPHONE CO.,
WILL ARRANGE FOR NEW MGR. BARBADOS TELEPHONE CO.
TO VISIT CANADA. NO FURTHER ACTION.

014-EDUCATION, MEDICAL, HEALTH PROD
2 CDN GROUPS PURSUING CONSULTING COMPONENT OF
DECS TECH/VOCATIONAL PROJECT AND ATTEMPTING TO
PREGUALIFY. CONTINUE TO FOLLOW UP EDUC II
(WORLD BANK). WORKING WITH NUMBER OF PHARMACEU-
TICAL HOUSES.

ONE CDN GROUP PREGUALIFIED & SHORT LISTED FROM
TOTAL OF 5 FIRMS. ASSIST & ADVISE FIRMS WITH
PREGUALIF'N STAGE. LTD. ACTIVITY. ONE AGENCY
ESTABL., 1 PENDING. CONTINUE TO FACILITATE
PHARMAPAK & CARLISLE LABS MFG. UNDER LCNCE VENT.

001-AGRI & FOOD PRODUCTS & SERVICE
WORKING WITH CDN REGIONAL REP TO INTRODUCE CDN
WINES TO TERRITORY. 3 CDN FIRMS ATTEMPTING TO
PREGUALIFY CDB FUNDED CROP DIVERSIFICATION
PROJECTS.

ARRANGEMENT PENDING WITH LOCAL DISTRIBUTOR.
ONE CDN FIRM AND LOCAL PARTNER AWARDED CONTRACT.

June
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