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External Affairs and  
International Trade Canada

Affaires extérieures et  
Commerce extérieur Canada

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

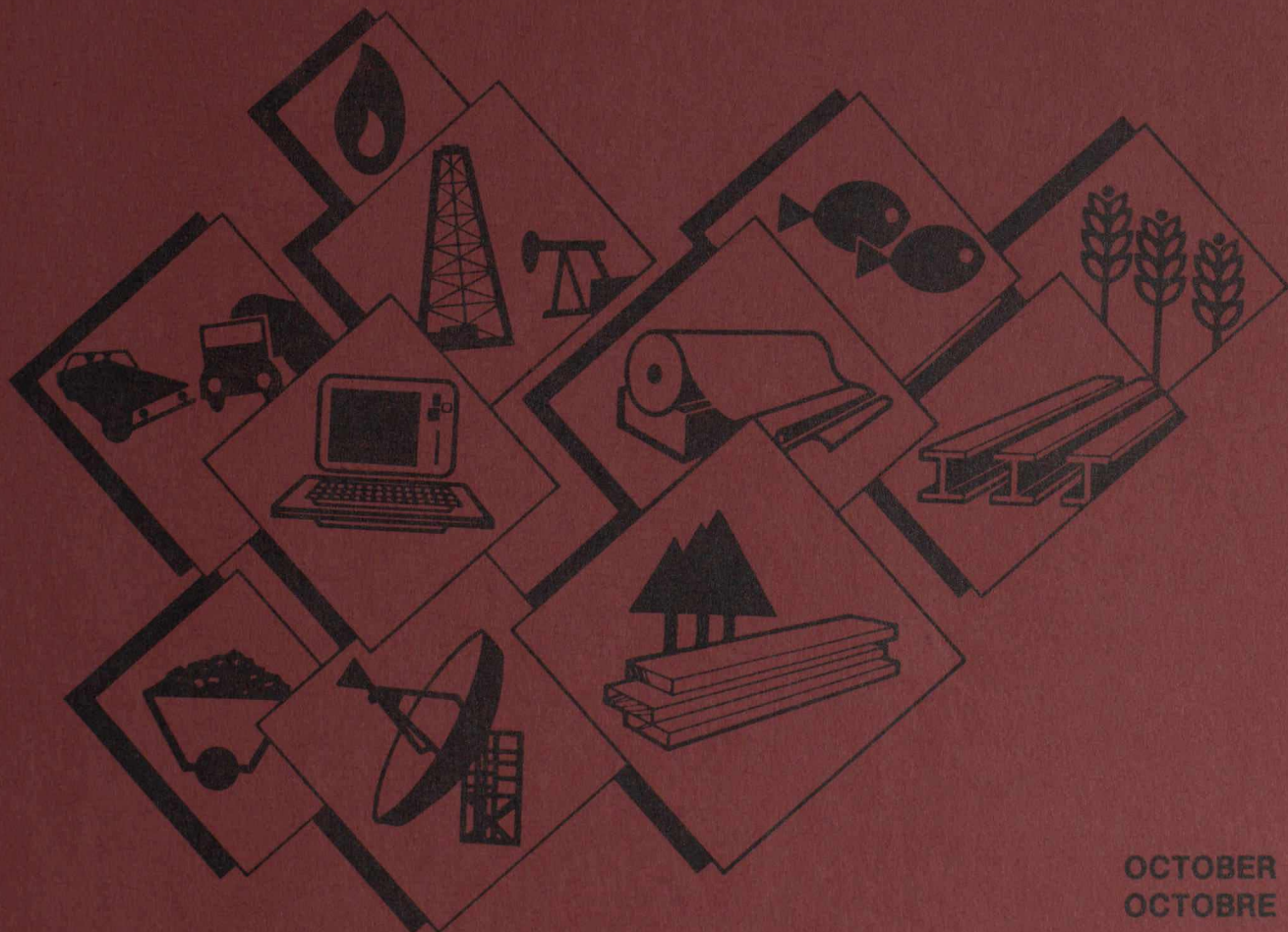
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**QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

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

JANUARY - MARCH 1989  
(4th QUARTER FY 1988-89)

JANVIER - MARS 1989  
(4<sup>e</sup> TRIMESTRE, AF 1988-89)



OCTOBER 1989  
OCTOBRE 1989





## TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

### Quarterly Activity Report January - March 1989

Following is the Activity Report for the quarter ending March 31, 1989. This report contains a synopsis of activities and results by sector and subsector reported by the missions in Africa and Middle East, matched against the proposed activities identified in their 1988/89 post plan. It also contains a report of special unplanned activities that took place during the report period.

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

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

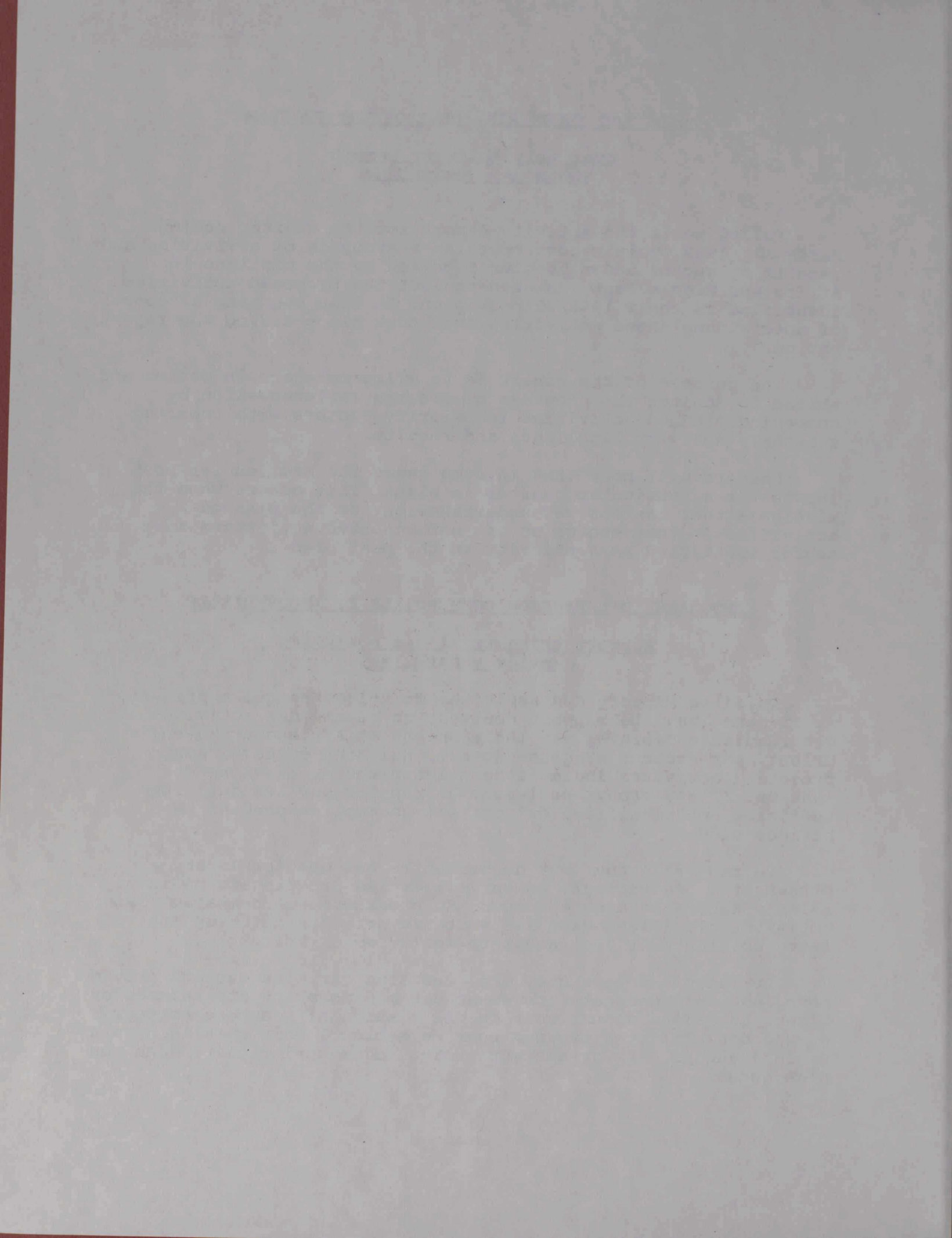
## PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

### Rapport trimestriel des activités Janvier - Mars 1989

Voici le Rapport des activités du trimestre qui a pris fin le 31 mars 1989. Le rapport contient un résumé des activités et des résultats déclarés par les missions en Afrique et Moyen-Orient, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de missions de 1988/89. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

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





AFRICA AND MIDDLE EAST  
AFRIQUE ET MOYEN-ORIENT

MISSION

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 Min. des Affaires extérieures  
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POST :325-ABIDJAN

005-ADVANCED TECH. PROD. & SERV  
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

OBTENTION DU PLAN DIRECTEUR DES COMMUNICATIONS REVISE PAR LA  
DCGTX DISPONIBILITE FIN DECEMBRE '87.

IDENTIFICATION DE BESOINS EN EQUIPEMENT ET  
SERVICES POUR DIFFUSION AUPRES DES FOUR-  
NISSEURS CANADIENS.

SUITE PARTICIPATION DE DECIDEURS IVOIRIENS A TELECOM 87,  
RENCONTRE AVEC CEUX-CI POUR DETERMINER SUIVI A DONNER.

POSITIONNEMENT DE 2 FIRMES CANADIENNES EN VUE  
D'APPELS D'OFFRES.

SUITE A LA DIFFUSION DU PLAN REVISE, INVITATION DES FIRMES  
CANADIENNES A VISITER L'ONT ET LES P & T.

INSCRIPTION DE FIRMES COMME FOURNISSEURS ET  
PROMOTION DE LEURS PRODUITS. NOMINATION  
D'AGENTS LOCAUX.

??????

SUIVI DU PLAN D'INFORMATISATION SCOLAIRE NATIONALE DE CI

IDENTIFICATION DES BESOINS POUR DIFFUSION  
AUPRES DE FOURNISSEURS CAN. DE LOGICIELS ET  
SUPPORTS INFORMATIQUES

AVISER FIRMES CANADIENNES

GENERER INTERET DE 6-8 FOURNISSEURS CANADIENS

ORGANISATION D'UNE MISSION DE PRODUCTEURS DE LOGICIELS ET DISTRI-  
BUTEURS DE SUPPORTS INFORMATIQUES AUX JAI 02. 88-89

PARTICIPATION DE 4-5 FIRMES. PROMOTION ET  
VENTE DE LOGICIELS DANS LA SOUS-REGION.  
CO-PRODUCTION DE LOGICIELS AVEC SPECIALISTES  
LOCAUX.

2. VISITES AU SECRETARIAT DE L'INFORMATIQUE.

IDENTIFICATION DES PRENEURS DE DEDISION POUR  
LES ACHATS DANS LE CADRE DU PLAN D'INFORMATI-  
SATION NATIONALE ET OBTENTION DU CALENDRIER  
D'EXECUTION DE CE PLAN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SESSION DE FORMATION EN COLLABORATION AVEC LE  
SGI. - MISSION ETUDE PROJET D'INFORMATISATION DE  
COMMUNE DE COCODY.

INITIATIVE QUI S'INSCRIT DANS EFFORT DE MARKET-  
ING DE TELEMEIATIQUE. - DYNABEC A REMIS RAPPORT  
EN AOUT D'ETUDE FONCTIONNELLE.

QUARTER: 2 Suivi de visite de reps de SGI a SIM-Mt) en  
juin 88.  
Rencontre preparatoire pour notre participation  
aux J.A.I. de janvier 89.

Rapport detaile en voie de preparation aussitot  
que Plan Directeur d'informatisation sera  
arrete.  
Choix de themes de presentations a etre finale-  
ment determinees grace a ses suggestions.

QUARTER: 3 -----

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

POST :325-ABIDJAN

005-ADVANCED TECH. PROD. & SERV  
IVORY COAST

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Seminar on remote sensing on environmental Mgmt  
needs and new ressource mapping technologies  
Ottawa 13-17 Feb.

Hve recommended participation of an officer du  
service de teledetection de la DCGTX and organi-  
zed his visit.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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007-POWER & ENERGY EQUIP. & SERV.  
IVORY COAST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

PROJETS CENTRE -ARAIGNEE (ELECTRIFICATION RURALE)

FOURNITURE D'EQUIPEMENTS CANADIENS

SIGNATURE DU PROTOCOLE D'ENTENTE POUR FOURNIR UNE FIRME CANADIENNE COMME CONSULTANT A LA DCGTX POUR LE PROGRAMME NATIONAL D'ENERGIE.

OBTENTION DE L'ETUDE PAR LAVALIN ET PARTICIPATION DE FIRMES CANADIENNES DANS DEVELOPPEMENTS FUTURS.

AUGMENTER NOTRE PRESENCE AUPRES DE L'ECCI AFIN DE L'INFLUENCER A UTILISER DES PRODUITS CANADIENS.

IDENTIFICATION DE NOUVEAUX PROJETS DANS LE CADRE D'UNE EXTENSION DES RESEAUX EXISTANTS ET DANS L'UTILISATION DE SOURCE DE SUBSTITUTION D'ENERGIE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DEMANDE DE SNC/DESSEAU POUR FINANCEMENT SEE/ACDI (15%) DE PROJET INFORMATISATION DE GESTION DE PROJETS A EECI (EST. \$6.5 M).

ACCORD DE PRINCIPE DE PARTIE CDN RISQUE DE BLOCAGE DU COTE IVOIRIEN DCGTX.

QUARTER: 2 Mission exploratoire de 3 cles venues evaluer besoins de convertisseurs de phase/pompe a eau suite au projet d'aide de distribution electrique (projet Araignee).

Counselling donne a ces nouveaux venus en Afrique et suivi pour obtenir resultats de leur enquete.

QUARTER: 3 -----

QUARTER: 4 -----

POST :325-ABIDJAN

008-TRANSPORT SYS,EQUIP,COMP,SERV.  
IVORY COAST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

URBAN TRANSIT

RELANCER LE PROJET DE TRANSPORT URBAIN A BOUAKE AVEC LES  
AUTORITES

OBTENIR UNE DECISION DEFINITIVE RE AVAL DE  
L'ETAT AU FINANCEMENT DU PROJET.

EVALUER LES BESOINS DE LA SOTRA ET DES AUTRES OPERATEURS POUR LES  
AUTOBUS.

OBTENIR AUTOBUS PAR LA SNVI

EVALUER LES BESOINS EN CAMIONS DE TRANSPORT

SI LES CONCLUSIONS LE JUSTIFIENT OBTENIR DES  
SOUSMISSIONS DE DEUX FIRMES CANADIENNES

SUIVRE L'EVOLUTION DE L'ETUDE SUR LE TRANSPORT URBAIN D'ABIDJAN  
PAR LA DCGTX QUI VA DEBUTER EN JANVIER '88.

TENTER D'OBTENIR LES RESULTATS PRELIMINAIRES  
POUR ETE '88 RE LA POSSIBILITE D'UN SYSTEME  
DE TRAMWAYS.

RAIL

ASSISTANCE TECHNIQUE A LA REGIE ABIDJAN-NIGER (RAN) SOUS FORME DE  
CONTRACT D'ENTRETIEN DES LOCOMOTIVES ET GESTION PREVENTIONELLE  
DE L'ENTRETIEN PAR LA CANAC.

INTENTION DE LA RAN D'ACHETER PIECES ET  
EQUIPEMENT DU CANADA.

SUIVI DU PROGRAMME INFORMATIQUE FOURNI PAR SECP

ATTRIBUTION D'UN CONTRACT D'INFORMATISATION A  
LA SECP.

SUIVI DE LA MISSION CANADIENNE A ABIDJAN DU 30 OCTOBRE AU  
4 NOVEMBRE 1987.

RECEPTION DU RAPPORT DE MISSION DE DRIEOTT

PROJET DE TRANSPORT URBAIN D'ABIDJAN, BASE SUR SYSTEME  
FERROVIAIRE, EN PREPARATION PAR VILLE D'ABIDJAN ET DCGTX

OBTENTION DES RESULTATS PRELEMINAIRES DE  
L'ETUDE PREVUE POUR '89. OBTENTION DU MONTANT  
DE FINANCEMENT QUI SERA ACCORDE PAR LA B.M.  
DANS LE CADRE DU 3E PRET URBAIN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECHERCHE DU PLAN NATIONAL DES TRANSPORTS (PNT)  
ELABORE PAR DCGTX.

PUBLICATION PAS ENCORE DISPONIBLE.

QUARTER: 2 Obtention du Plan National des Transports (PNT)  
elabores par la DCGTX (50 volumes).

Depouillement en cours pour identifier les  
secteurs offrant des possibilites pour les cie  
cdnes et determiner ainsi notre strategie future  
pour concentration de nos efforts promotionnels.

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :325-ABIDJAN

002-FISHERIES,SEA PRODUCTS & SERV.  
IVORY COAST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

COLLECTE D'INFORMATIONS SUR LES DISPOSITIONS MISES EN PLACE POR  
L'IMPORTATION DES POISSONS ET DIFFUSION AUPRES DES FOURNISSEURS  
CANADIENS.

VISITES A LA DIRECTION DES PECHE

ATTENTE DES COMMENTAIRES D'OTTAWA SUR NOTRE RAPPORT SOUMIS  
CONCERNANT POTENTIEL IVOIRIEN

MISE EN CONTACT DES FOURNISSEURS CANADIENS  
IDENTIFIES AVEC LES IMPORTATEURS IVOIRIENS.

ETUDE DU MARCHÉ DES POISSONS

MISE A JOUR DES BESOINS, DES IMPORTATEURS-  
CLES ET DE LA CONCURRENCE ET SOUMISSION A OT-  
TAWA.

ORGANIZATION DE MISSION DE 3 ACHETEURS DE POISSONS AU CANADA

PREMIERES VENTES DE POISSON CANADIEN EN CI  
AVANT LA FIN '88

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISITE DE PROSPECTION D'ACHETEUR (IMPAC) POUR  
APPROVISIONNEMENT REGULIER DE HARENG & MAQUERAUX

SUIVI DE VISITE NOUS INDIQUE POTENTIEL REDUIT D  
MARCHÉ POSSIBLE A/C TAUX ELEVE DU \$ COUT REVIENT  
NON CONCURRENTIEL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :325-ABIDJAN

Participation aux 5ieme J.A.I. 23-28 Janvier 1989

Visit of Territory (Liberia & Sierra Leone) Feb 6-10

Updating report on "Guidelines for Cdn fish exporters to  
C. I."

Asbestos Institute Seminar in Tunis Feb 21-22

World Asbestos Survey 1987/88

Preparation de dossiers pour la Commission Mixte (volet  
economique/aperçu de situation de agric. pour briefing en  
vue de visite du Ministre ivoirien de ;'Agriculture/recher-  
che sur situation de quotas d'importation de farine Superfi-  
ne



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

007-POWER & ENERGY EQUIP. & SERV.  
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

HYDRO

OBTAIN DETAILED DEVELOPMENT PLAN FOR SECTOR FROM EELPA AND PROVIDE ADVANCE INFO TO CDN INDUSTRY.

COMPANIES WILL BE BETTER INFORMED ABOUT MARKET OPPORTUNITIES.

OBTAIN DETAILED TOR FOR GEOTHERMAL DEVELOPMENT.

COMPANIES WILL BE IN BETTER POSITION TO BID ON GEOTHERMAL PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST MORE CDN CONSULTING FIRMS FOR POWER GENERATORS STUDY, MINING EXPLORATION AND IMPLEMENTATION OF TURN KEY PROJECTS.

SMALL HYDRO PROJECT STUDY UNDER NEGOTIATION  
-MORE CDN COS INTERESTED IN MINING.  
-CDN FIRM WORKING ON ETHIO-DJIBOUTI POWER TRANSMISSION STUDY.

QUARTER: 2 Increase number of contacts with EELPA, Central Planning Committee & Gov't Procurement Agencies to promote Cdn expertise.

Maintained contact and Cdn involvement in EELPA projects.

QUARTER: 3 -----

QUARTER: 4 -Follow up Gode-Dire Dawa Gas pipeline project.

Cdn firm expressed interest in project

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

AEROSPACE

OBTAIN DETAILED DEVELOPMENT PLANS FOR ETHIOPIAN AIRLINES.

CDN COMPANIES WILL BE BETTER INFORMED ABOUT MARKET OPPORTUNITIES.

INVESTIGATE STATUS OF PLANS FOR MAINTENANCE CENTRE FOR ETHIOPIAN AIRLINES.

CDN COMPANIES WILL BE BETTER INFORMED OF MARKET OPPORTUNITY.

INVESTIGATE, ANALYSE AND EVALUATE TRAINING REQUIREMENTS OF ETHIOPIAN AIRLINES

ESTABLISH LINKAGE BETWEEN CDN ORGANIZATION AND EA TRAINING DIRECTORATE.

MONITOR PROGRESS OF FLEET ACQUISITION PLANS FOR ETHIOPIAN AIRLINES

POSITION AT LEAST ONE CDN COMPANY TO BID OF AIRCRAFT TENDER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SIGNING OF CONTRACT FOR ASSAB-ADDIS PIPELINE.  
PROMOTE SALES OF PARTS AND SERVICES TO ETHIOPIAN AIRLINES. - PROMOTE SALES OF TRANSPORT CONSTRUCTION EQPT.

ANNULLED.  
EDC'S DECISION AWAITED TO FINANCE SALES TO ETHIOPIAN AIRLINES & WATER RES. COMMISSION.

QUARTER: 1 MONITOR DEVELOPMENT OF ETHIO-DJIBOUTI RAIL LINK.

AWAITING SPECIFIC DETAILS AND PROJECT IDENTIFICATION. - PROPOSALS FOR DJIBOUTI AIRPORT EXPANSION SUBMITTED.

QUARTER: 2 Monitor Dev't of Djibouti-Ethiopian Rail Link.  
Provide assistance to Cdn co. to promote sales to Ethiopian Airlines (EAL).

Project not yet identified.  
EDC's proposal to finance EAL requirement accepted.

QUARTER: 3 -----

QUARTER: 4 Promote Sales to Ethiopian Airlines  
-Follow up purchase of used Aircraft by Canadian firms

More sales of parts & services to EAL anticipated  
-Made initial contacts with Eth. Gov't officials



REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :301-ADDIS ABABA

005-ADVANCED TECH. PROD. & SERV  
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

OBTAIN DETAILED TOR FOR 7TH TELECOM PROJECT (WB)

PROVIDE ADVANCE INFO TO CDN COMPANIES.

ENCOURAGE EQUIPMENT MANUFACTURES TO DEMONSTRATE CDN SUPPLY  
CAPABILITY FOR RURAL TELECOM

POSITION CDN COMPANIES TO BID ON INTL TENDERS

ENCOURAGE CDN MANUFACTURERS/INSTITUTIONS TO DEVELOP TRAINING  
ACTIVITIES.

ESTABLISH LINKAGES WITH ETH TELECOM AUTHORITY  
(ETA)

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAINTAIN CONTACT WITH LOCAL GOV'T OFFICIALS FOR  
RURAL TELECOM. PROJECT.

PROJECT PREPARATIONS UNDERWAY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :301-ADDIS ABABA

001-AGRI & FOOD PRODUCTS & SERVICE  
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Investigate opportunities for potential equipment and services sales relating to Gov't Agricultural Projects.  
Provide assistance to Cdn company to promote sales to EWWCA.

Proposals submitted and contact maintained with Gov't officials at MOA.  
EDC's proposal to finance sale of construction eqpt and machinery to EWWCA.

QUARTER: 3 -----

QUARTER: 4 Arrange visit for Gov't officials to witness Cdn expertise in Woody Bioman

Visit took place and Cdn firm negotiating contract on Woody Biomas Project



REPORT 4  
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AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :301-ADDIS ABABA

014-EDUCATION,MEDICAL,HEALTH PROD  
ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EDUCATIONAL SERVICES,EQUIPMENT

INVESTIGATE REQUIREMENTS FOR EQUIPMENT, SUPPLIES AND SERVICES BY  
MINISTRIES OF HEALTH, EDUCATION; OBTAIN TENDER NOTICES.

CDN COMPANIES WILL BE BETTER INFORMED RE  
MARKET OPPORTUNITIES.

MONITOR PREPARATION OF 7TH EDUCATION PROJECT AND OBTAIN DETAILED  
TOR.

POSITION CDN COMPANIES/ORGANIZATIONS TO BID  
ON INTL TENDERS ANTICIPATED LATE 88.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MONITOR DEV'T PLANS FOR 7TH EDUCATION PROJECT.

PROJECT IDENTIFIED AND NEGOTIATION UNDERWAY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MONITOR DEVELOPMENT OF ETHIO-DJIBOUTI RAIL LINK.

-AWAITING SPECIFIC DETAILS AND PROJECT IDENTIFICATION.

-PROPOSALS FOR DJIBOUTI AIRPORT EXPANSION SUBMITTED.

QUARTER: 2 Follow up proposals submitted by Cdn firm for expansion of Djibouti Airport.

Proposals under evaluation.

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :301-ADDIS ABABA

015-CONSTRUCTION INDUSTRY  
DJIBOUTI

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :301-ADDIS ABABA

001-AGRI & FOOD PRODUCTS & SERVICE  
DJIBOUTI

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MONITOR DEVELOPMENT PLANS OBTAIN TENDER NOTICES FOR EQUIPMENT,  
SUPPLIES, SERVICES.

COMPANIES WILL BE BETTER INFORMED RE MARKET  
OPPORTUNITIES,

OBTAIN DETAILED TORS FOR MULTILATERAL PROJECTS IN AGRICULTURE,  
LIVESTOCK DEVELOPMENT ETC.

POSITION CDN COMPANIES TO BID ON INTL TENDERS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :301-ADDIS ABABA

007-POWER & ENERGY EQUIP. & SERV.  
DJIBOUTI

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSOCIATIONS ACO/BACH POUR LIENS DE CREDIT  
WESTERN PARK WASH  
CONGRESS AUSTRIE

ETRE LE PLAN DE MECANISMES PROMOTIONNELS POUR  
TERRE DES VIVRES  
DELEGATION ALGERIENNE ACCOMPAGNE D'UN MOUS  
TIMORISTE  
DEVELOPPEMENT DU SECTEUR A HAUT NIVEAU

QUARTER: 2 agence credit des revoluting dans un plan  
d'investissement de terre  
d'investir dans l'industrie des textiles

affiliations de terre dans un plan  
d'investir dans l'industrie des textiles

QUARTER: 3 agence de commerce de terre d'investir dans  
du fait d'James Richardson & Fils-Libreville  
SICCO - SIA - d'investir - d'investir - d'investir  
agence credit des revoluting dans un plan

d'investir promotionnel par 80 millions de  
d'investir promotionnel par 80 millions de  
d'investir promotionnel par 80 millions de  
d'investir promotionnel par 80 millions de

QUARTER: 4 d'investir du Bourne-Bramwich, agriculture et  
autres  
d'investir promotionnel du fait  
d'investir promotionnel du fait  
d'investir promotionnel du fait

d'investir promotionnel par 800  
d'investir de 11 millions d'investir en Tunisie et  
Libye  
d'investir de 11 millions d'investir en Tunisie et  
Libye



REPORT 4  
89/10/10

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

POST :301-ADDIS ABABA

014-EDUCATION, MEDICAL, HEALTH PROD  
DJIBOUTI

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :326-ALGIERS

001-AGRI & FOOD PRODUCTS & SERVICE  
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUER LES CONSULTATIONS DE CCC ET CCL AVEC LES ORGANISMES  
D'ETAT ALGERIENS.

MAINTENIR NOS MARCHES.

PARTICIPATION A LA FOIRE AGRICOLE INTERNATIONALE EN SEPT/OCT. '88

ACCROISSEMENT DE NOTRE PART DU MARCHÉ

SEMINAIRES TECHNIQUES DURANT LA FOIRE

FAIRE CONNAITRE LES PRODUITS ET LES SERVICES  
CANADIENS AINSI QUE LE FINANCEMENT CANADIEN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEGOCIATIONS SEE/BADR POUR LIGNE DE CREDIT.  
WESTERN FARM SHOW.  
COMMISSION MIXTE.

MISE EN PLACE DE MECANISMES FINANCIERS POUR SOU-  
TENIR NOS VENTES.  
DELEGATION ALGERIENNE ACCOMPAGNEE D'UN AGENT  
COMMERCIAL.  
DEVELOPPEMENT DU SECTEUR A HAUT NIVEAU.

QUARTER: 2 a)Ligne credit SEE revolving mise en place.  
b)Mission Pommes de terre.  
c)Mission ACIDI Protection des Vegetaux.

a)Plusieurs contrats bois et autres matieres.  
b)Parait etre prometteuse.

QUARTER: 3 a)Miss. AG Cda-pommes de terre.b)Commission Cdne  
du Lait.c)James Richardson & Fils-Lentilles.  
d)CCB - Ble. e)Nordion - Irradiation. f)CDMV.  
g)Ligne credit SEE revolving mise en place.

a)dossier prometteur pr '89.b)contrat signe de  
13 mns\$.c)contrat signe de 4mns\$.d)contrat de 3  
ans pluri-annuel signe.e)proj. favorable (2.5  
mns\$).f)contrat signe prod.vet. avec ONAPSA de  
250 mns\$.g)contrats bois/amiante 80%(1.credit)

QUARTER: 4 A)Mission du Nouveau-Brunswick, agriculture et  
peches  
B)Commission canadienne du lait  
C)James Richardson et Fils et autres fournis-  
seurs.

A)Dossier prometteur pour 1989  
B)Contrat de 13 millions \$ signe et livraison en  
cours  
C)Contrat de 4 millions \$ signe et autres nego-  
ciations



POST :326-ALGIERS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

SUIVI DES JOURNEES TECHNIQUES DE GHARDAIA

CONTRATS COMMERCIAUX - COOPERATION ACCRUE

SUIVI: VISITE AU CANADA DE REPRESENTANTS ALGERIENS DANS LE  
DOMAINE DE L'AVIATION CIVILLE.

FAMILIARISATION AVEC CAPACITES CAN.-ETABLIS-  
SEMENT D'UN PLAN D'ACTION POUR LA COOP.CANADO  
-ALGERIENNE-FAMILIARISATION AVEC BESOINS  
ALGERIENS.

VISITE EN ALGERIE DE SPECIALISTES GOUVERNEMENTAUX/PRIVES  
CANADIENS.

FAMILIARISATION AVEC CONTEXTE ET BESOINS AL-  
GERIENS. - ETABLISSEMENT D'UN CLIMAT DE CON-  
FIANCE.

VISITE AU CANADA DES PRENEURS DE DECISIONS ALGERIENS(MINISTERE  
DES TRANSPORTS ET ENTREPRISES NATIONALES).

FAMILIARISATION AVEC CAPACITES CAN.-FAMILIA-  
RISATION AVEC BESOINS ALGER.-PREPARATION DE  
SOUMISSIONS CANADIENNES.

DEMONSTRATIONS DE PRODUITS CANADIENS EN ALGERIE ET FOURNITURE  
D'ECHANTILLONS A TITRE GRATUIT.

FAMILIARISATION AVEC PRODUITS CAN.-ETABLISSE-  
MENT D'UN CLIMAT DE CONFIANCE - VENTES EVEN-  
TUELLES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 GENERAL:RENCONTRE AMBASSADEUR AVEC MINISTRE DES  
TRANSPORTS. COMMISSION MIXTE.  
AVIATION CIVILE:PROMOTION DIVERS DOSSIERS.  
FERROVIAIRE: VISITE GM

MISE A JOUR NOS ACTIVITES ET RELANCER LE  
MOMENTUM.  
DISCUSSION/PROCES VERBAL EXTENSIF.  
CONTRAT HELICOPTERES.

QUARTER: 2 a)Plan Navigation Aerienne. b)Bell Helicoptere.  
c)VME Volvo/camions. d)GM Locomotives.  
e)LNS/Camions anti-incendie. f)CPCS.  
g)Standard Aero/Refaction moteurs Aeronefs.

a)Projet avance mais Cdns doivent agir rapide-  
ment. b)Contrat signe en principe. c)Contrat  
finance en principe. d)Contrat 36 mn\$; 2e phase  
en preparation. e)Negociations prometteuses.  
g)Offre financiere en voie de finalisation.

QUARTER: 3 a)Plan Navigation Aerienne.b)Bel Helicoptere.  
c)VME Volvo/camions.d)GM Locomotives.e)LNS/  
camions anti-incendie.f)CPCS.g)CPCS.h)CANAC.  
i)GM Locomotives.j)Standard Aero/Refaction  
moteurs aeronefs.

a)proj. ira a la concurrence a cause d'un manque  
de coord'n.b)contrat signe pr 3 helicos.Ques-  
tion financ. resolues.c)contrat finance en prin-  
cipe.d)contrat 36mn\$;2e phase en preparation.e)  
negocia'ns prometteuses se poursuivent.

QUARTER: 4 A)Bell Helicopter Textron  
B)BME Volvo/camions  
C)LNS/camions anti-incendie  
D)CPCS  
E)CPCS

A)Deux helicos livres;3eme sera livrer en April;  
demonstration mai/juin;prop. transfert tech. sur  
la table. B) Contrats finances en principe; 12  
millions\$. C) Negociations prometteuses se  
poursuivent



POST :326-ALGIERS

011-OIL & GAS EQUIPMENT, SERVICES  
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

SUIVI - MISSION DE L'ALBERTA

VISITES REGULIERES DES SOC.IMPLIQUEES-FAMILIARISATION/CLIMAT DE CONFIANCE - VENTES EVENTUELLES.

CAMPAGNE DE FAMILIARISATION AVEC CAPACITES ET PRODUITS CANADIENS

PLUS DE SOUMISSIONS DE SOCIETES CAN.SUITE AUX A.O.I. - RECOURS AUX SOCIETES CANADIENNES LORS DE SOUMISSIONS.

VISITES AU CANADA DES PRENEURS DE DECISION ALGERIENS

FAMILIARISATION/ETABLISSEMENT D'UN CLIMAT DE CONFIANCE - NEGOCIATIONS DE CONTRATS.

PROMOTION DES BESOINS ALGERIENS AUPRES DES SOCIETES CANADIENNES

SOUMISSIONS CANADIENNES. - CONTRATS EVENTUELS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NATIONAL PETROLEUM SHOW. VISITE AMBASSADEUR AU MINISTRE DE L'ENERGIE. COMMISSION MIXTE. RENCONTRE AMBASSADEUR/SONATRACH. VISITE PETRO-CANADA.

DELEGA'N ALGERIENNE A DECOMANDE A LA DERNIERE MINUTE MAIS AVONS SOUTENU EFFORT PAR LA PARTICIPATION D'UN AGENT COMMERCIAL. MISE A JOUR DE NOS RELATIONS ENERGETIQUES. PREPARATION PARTICIPATION SONATRACH AU CERI DE SEPTEMBRE '88.

QUARTER: 2 a)Stream-Flo/Tetes de puits.  
b)Mission Sonatrach au Canada et participation au CERI.  
c)Global Thermoelectric.

a)Projet d'essai de l'equipement en cours.  
b)Present'n Loi Algerienne Hydrocarbures;bonnes rela'ns dev. a/grandes soc. algerienne;Miss. n'a en fin de compte pu participer/contribuer CERI  
c)Contrat signe a ete repudie par le ministre.

QUARTER: 3 a)Stream-Flo/Tetes de puits.

a)projet d'essai de l'equipement en cours. Societe bien placee pour obtention de contrats futurs.

QUARTER: 4 A) Stream-Flo / tetes de puits  
B) Etablissement comme secteur prioritaire  
C) Participation a Inter-Can '89  
D) SECI

A) Projet d'essai de l'equipement en cours. Societe bien placee pour obtention des contrats futurs.  
B) Discussions entamees avec Sonatrach. Plan d'investissement soumis au Canada (mission).

POST :326-ALGIERS

005-ADVANCED TECH. PROD. & SERV  
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISITE MINISTERIELLE ALGERIENNE AU CANADA

MEILLEURE CONNAISSANCE DES DISPOSITIONS CANADIENNES

CONVENTION DE COOPERATION DOC/MPTA

PLUSIEURS PROJETS EN COMMUN

JOURNEES TECHNIQUES ET VISITE DE REPRESENTANTS GOUVERNEMENTAUX DU CANADA.

FAMILIARISATION CAPACITES CANADIENNES/BESOINS ALGERIENS - CLIMAT DE CONFIANCE - PLAN D'ACTION.

SUIVI DE CONTRATS IMPORTANTS

SIGNATURE DE CONTRATS IMPORTANTS

VISITE AU CANADA DES PRENEURS DE DECISION ALGERIENS

MAINTENIR ELAN DANS CE DOMAINE - NEGOCIATION DE CONTRATS - SIGNATURE DE CONTRATS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISSION MDC/JULIEN.  
COMMISSION MIXTE.  
SALON INFORMATIQUE.

MISE A JOUR DE TOUS LES DOSSIERS.  
DOSSIER SPAR PEUT-ETRE RECUPERE (\$20MM)  
PARTICIPATION CANADIENNE - CONTRATS EN VUE.

QUARTER: 2 a) Norther Telecom.  
b) LNS/Tours mobiles  
c) Norther Telecom/Paquet switching  
d) SR Telecom/Projet pilote Tipasa

a) Projet joint-venture en negociation.  
b) Projet parait favorable.  
c) Offre soumise toujours a l'etude.  
d) Projet finalise: debutera sous peu.

QUARTER: 3 a) Global Thermoelectric. b) Northern Telecom/Bell Cda Intl. c) LNS/Tours mobiles. d) Northern Telecom/Paquet switching. e) SR Telecom/Projet pilote Tipasa. f) Journees Techniques Telecom/Informatique.

a) nouveau ministre accepte contrat gre a gre. contrat commercial en nego'n. b) projets j.v. en nego'n. c) proj. parait favorable. d) offre soumise toujours a l'etude. Financement a taux de faveur possiblement requis. e) proj. finalise: Installation

QUARTER: 4 A) Glocal Thermoelectric  
B) Northern Telecom / Bell Canada International  
C) LNS / Tours mobiles  
D) Northern Telecom / Paquet switching  
E) SR Telecom / Projet pilote Tipasa

A) Nouveau ministre accepte contrat gre a gre. Contrat commercial en negociation.  
B) Projets joint-venture toujours en discussion  
C) Projets parais favorable  
D) Offre soumise toujours a l'etude.



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

POST :326-ALGIERS

010-MINE,METAL,MINERAL PROD & SRV  
ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

SUIVI - MISSION DE L'ALBERTA CONTINUER A FAIRE CONNAITRE LES SOCIETES ET EXPERTS CANADIENS DANS LE DOMAINE  
MISSION OFFICIELLE PAR LE GOUVERNEMENT FEDERAL OU DE L'ALBERTA OBTENIR CONTRATS D'EXPLOITATION DANS LES DOMAINES PLOMB, ZINC OU OR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----  
QUARTER: 2 -----  
QUARTER: 3 a) Lac d'amiante. a) contrat amiante signe avec ERCC (15 millions\$)  
QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT TO NATIONAL PETROLEUM SHOW IN CALGARY BY JORDANIAN MINISTER OF ENERGY AND PARTY OF THREE TECHNICAL EXPERTS, JUNE 1988.  
TRIP GENERATED SUSTAINABLE INTEREST BY OIL PRIVATE SECTOR IN OIL EXPLORATION CONCESSIONS IN JORDAN. PETRO TECH ASSISTANCE FROM LATTERED THROUGH WITH ACP'S 272 MILL. COMMITTED AND PROPOSED FOR NOVACORP IN GAS PIPELINE STUDY VICTORINE.  
QUARTER: 2 Support for efforts of Jordanian Drilling Co. Ltd. to contract operations in Jordan for oil-  
award of approval by ANOC to Jordanian for OIL 22 well drilling program (1988-90) under the auspices of Jordanian Natural Resources Authority (JNRA).  
QUARTER: 3 Extension of PDAC/JNRA Cooperative Hydrocarbon Exploration Project by Jordanian \$12 million to allow work to continue up to March 1992.  
Detailed cooperation program will continue in new areas of Jordan identified by JNRA. Technical training and technology transfer projects will be added to program as part of 1989-90 work commitments by PDAC.



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

POST :326-ALGIERS

Mission Sonatrach au Canada: presentation du plan d'investissement et disc. avec SEE et banques cdns sur financement  
Entretien Ambassadeur avec Ministre des Postes et Telecom:  
Bell Canada  
Entretien Ambassadeur avec Mininstre de l'Enseignement  
superieur:Lab-Volt  
Demonstration Bell Helicopter: reporte a mai/juin

Invitations pour Airshow Canada, Inter-Can 89, SIIM 89 et  
Western Farm Progress Show  
Preparation FIA'89  
Negotiations SEE/BADR: augmentation ligne de credit biens  
consommables (de 50 000 - total: 150,000

Participation/stand Journees veterinaires (18 et 19 Janv.)

Mission du Nouveau-Brunswick- secteurs agriculture et peche  
(24 et 25 Janvier).

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

POST :340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES  
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

IMPLEMENTATION OF PCIAC/NRA TECHNICAL SERVICES AGREEMENT FOR EXPLORATION, SEISMIC AND TECHNICAL EXPERTISE IN LOCAL HYDROCARBON DEVELOPMENT.

PERMANENT CDN PRESENCE FOR MINIMUM TWO YEAR PERIOD IN LOCAL OIL AND GAS DEVELOPMENT. ADDITIONAL PRIVATE SECTOR ACTIVITY IS HIGHLY LIKELY.

FINALIZATION OF ASSESSMENT OF NATURAL GAS RESERVES RECENTLY DISCOVERED IN THE KINGDOM NEAR IRAQI BORDER.

POTENTIAL CDN PARTICIPATION IN DEVELOPING OF JORDANIAN GAS DEPOSIT IF FINANCING PACKAGE CAN BE PUT IN PLACE.

FINALIZATION OF POTENTIAL CDN PARTICIPATION IN THE ANALYSIS OF JORDANIAN OIL SHALE AND TAR SAND DEPOSITS IN ORDER TO EVALUATE POTENTIAL AS INDEGENOUS HYDROCARBON FUELS.

PARTICIPATION BY CDN CONSULTANTS IN THE INITIAL ASSESSMENT OF SHALE AND TAR SANDS RESERVES.

PURSUIT OF POTENTIAL IMPLEMENTATION OF SHALE OIL AND TAR SANDS FACILITIES FOR EXTRACTION OF OIL AND/OR UTILIZATION AS FUEL FEED-STOCK.

AWARD OF CONTRACTS TO CDN FIRMS FOR DEVELOPMENT OF SULTANI SHALE AND WADI ISAAL TAR SANDS DEPOSITS.

PURSUIT OF CDN PARTICIPATION IN ENGINEERING, PROCUREMENT AND CONTRACTING FOR DEVELOPMENT OF RISHA GAS FIELDS.

AWARD CONTRACT TO CDN FIRMS FOR ENGINEERING AND EQUIP PROCUREMENT ASSOCIATED WITH RISHA DEVELOPMENT.

PURSUIT OF POTENTIAL CDN PARTICIPATION IN LONG TERM PIPE-LINE AND STORAGE FACILITIES TO BE REQUIRED BY JORDAN FOR PETROLEUM AND NATURAL GAS.

ENSURE CDN PARTICIPATION IN FINANCING AND PROCUREMENT REQUIREMENTS FOR NATURAL OIL AND GAS PIPELINE PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT TO NATIONAL PETROLEUM SHOW IN CALGARY BY JORDANIAN MINISTER OF ENERGY AND PARTY OF THREE TECHNICAL EXPERTS, JUNE 1988.

TRIP GENERATED SUBSTANTIAL INTEREST BY CDN PRIVATE SECTOR IN OIL EXPLORATION CONCESSIONS IN JORDAN; PCIAC TECH ASSISTANCE PROG. EXTENDED THROUGH '89 WITH ADDITIONAL \$13 MILL COMMITTED. GOOD PROSPECTS FOR NOVACORP IN GAS PIPELINE STUDY; WESTBURNE

QUARTER: 2 Support for efforts of Westburne Drilling Cda Ltd. in contract extension in Jordan for oil-well rig.

Award of contract by AMOCO to Westburne for Cdn \$2 mill drilling program (upto six months); rig seconded to Amoco by Jordan Natural Resources Authority (NRA).

QUARTER: 3 Extension of PCIAC/NRA Cooperative Hydrocarbon Exploration Project by Canadian \$13 million to allow work to continue up to March 1990.

Seismic acquisition program will continue in new areas of Jordan identified by NRA. Technical training and technology transfer projects will be added to program as part of 1989-90 work commitments by PCIAC.

QUARTER: 4 -----



POST :340-AMMAN

005-ADVANCED TECH. PROD. & SERV  
JORDAN

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

ALL SUB-SECTORS

PENDING DECISION ON PART OF TELECOMMUNICATIONS CORP.(TCC) TO PROCEED WITH PARTIAL PRIVATIZATION PROGRAM AND PROCUREMENT OF THIRD FAMILY OF SWITCHING PRODUCTS.

IDENTIFICATION OF CONSULTING AND EQUIPMENT SUPPLY OPPORTUNITIES FOR CDN FIRMS.

WORLD-BANK FUNDED PROCUREMENT OF RURAL TELEPHONE EQUIPMENT TO LINK OUTLYING TOWNS AND VILLAGES WITH NATIONAL TELEPHONE GRID.

AWARD OF TENDERS TO CDN SUPPLIERS BASED UPON TIMELY ADVICE OF INTERNATIONAL BID OPPORTUNITIES.

PRIVATE SECTOR INITIATED SEMINAR PROGRAMS IN JORDAN FOR LOCAL COMPUTER USERS/CUSTOMERS IN DATA NETWORKING TECHNOLOGY AND PRODUCTS FROM CDA.

GREATLY ENHANCED MARKET PRESENCE BY CDN SUPPLIERS BASED ON EFFECTIVE MARKETING AND SUPPORT PROGRAMS TO LOCAL USERS/CUSTOMERS.

POTENTIAL ESTABLISHMENT OF ASSEMBLY/PARTIAL MANUFACTURING FACILITY IN JORDAN BY LEADING CDN TELECOMM EQUIPMENT.

CDN COMMITMENT TO JV/TT IN SECTOR WILL BE MANIFESTED TO AUTHORITIES AND ASSIST IN OVER-ALL SECTORAL EFFORTS IN KINGDOM.

INTRODUCTION OF SELECTED CDN EQUIPMENT IN RURAL TELEPHONY TO TCC WITHIN CONTEXT OF BILATERAL DEVELOPMENT ASSISTANCE PROGRAM.

ADDITIONAL PROCUREMENT OF CDN PRODUCTS AFTER SUCCESSFUL INTRODUCTION UNDER AID PROGRAM.

TRACKING:                    ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECEIPT OF BIDS BY TELECOMM CORP. (TCC) FOR FIRST PHASE OF 88-89 PROCUREMENT PROGRAM (WOODEN POLES AND CABLE REQUIREMENTS).

CDN SUPPLIER LOW BIDDER ON WOODEN POLE REQUIREMENTS; MID-TABLE PLACING BY CABLE SUPPLIER. BIDS UNDER ANALYSIS WITH SHORTLIST TO BE RELEASED IN 3 MTHS. GOOD PROSPECTS FOR CDN \$4.4 MN MINIMUM IN SALES.

QUARTER: 2 Promotion of Cdn computer technology to local distributors and end users. On-going promotion of Cdn Telecomm expertise to Jordanian Telecommunications Corp (TCC) who are in midst of US\$200 mill procurement program.

Visit by Farabi Ltd.rep introduced specialized eqpt for Arabiza'n of comp.term. Dstrbtr/sales of upto C\$250,000 identified. N.Telecom tech'l sem.10Aug.highlighted switching tech. to TCC mngmt/eng. staff.Sem.intended to support C\$70mn

QUARTER: 3 Receipt of bids 31 October 1988 by Telecommunications Corporation (TCC) for major components of USA \$100 million equipment procurement program.

Positioning of Canadian exporters withing front-runners for supply of wooden poles and switching equipment required by TCC. Award of contract expected by second quarter of 1989.

QUARTER: 4 Promotion of Cdn capabilities in advanced telecomm and computer technologies to public and private sector clients.

Successful Canada-Jordan Telecomm Technical Seminar which identified sales prospects for Lan, Specstrum Management and Computer products with Telecommunications Corp. (TCC) and Private Sector.



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POST :340-AMMAN

003-GRAINS AND OILSEEDS  
JORDAN

PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:           ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZATION OF ASSESSMENTS BY LOCAL IMPORTERS OF CANOLA SAMPLES PROVIDED BY CDN EXPORTERS.

SUBSTANTIAL MARKET PENETRATION BY CANOLA OIL ONCE IMPORTERS AND CONSUMERS VIEW PRODUCTS AS VIABLE PRICE ALTERNATIVE TO TRADITIONAL SOYA AND CORN OILS.

ASSESSMENT OF PARTICIPATION BY JORDANIAN CANDIDATES IN CIGI INTERNATIONAL GRAINS COURSE AT WINNIPEG IN 1988/89.

INTRODUCTION OF CDN TECHNOLOGY TO JORDANIAN MILLERS AND GOVT CONTROLLED BAKERIES FROM WHICH MARKET PROMOTION EFFORTS FOR GRAINS AND FLOUR CAN BE FOCUSED.

SEMINAR PROGRAM IN JORDAN BY CANOLA COUNCIL OF CANADA AS PART OF REGIONAL INITIATIVE PROPOSED BY THE EMBASSY IN IRAQ.

EXTENSIVE PUBLIC EDUCATION REGARDING CDN CANOLA PRODUCTS AND EXPERTISE WHICH WILL IMPACT ON BUYING DECISIONS OF LOCAL IMPORTERS.

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:           QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Agriculture Canada Exploratory Technical Mission to Jordan examined prospects for Canola oil and meal-cake products in Jordanian market.

CSP Foods Limited to pursue introduction of retail pack Canola oil in Spring 1989 promotion with Safeway International.

QUARTER: 4 -----

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

POST :340-AMMAN

007-POWER & ENERGY EQUIP. & SERV.  
JORDAN

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

AWARD OF CONTRACT WITH THE JORDAN ELEC AUTHORITY(JEA)FOR THE AQA-BA II THERMAL POWER STATION & NUMBER OF TRANSMISSION AND POWER GENERATION FEASIBILITY STUDIES.

SIGNIFICANT CDN PARTICIPATION IN CONSULTING ENGINEERING REQUIREMENTS OF JEA PLANNING; SLIM HOPES FOR AQABA II PROJECT.

AWARD OF CONTRACT FOR PROCUREMENT OF TRANSDUCERS,INSULATOR WASHING,STRINGING EQUIPMENT AND OTHER MAINTENANCE EQUIPMENT REQUIREMENTS OF JEA.

SUCCESSFUL MARKET PENETRATION BY AT LEAST ONE OF CDN FIRMS WHO PARTICIPATED IN RECENTLY ISSUED TENDERS.

DEFINITION OF JEA LONG TERM PLANNING FOR UTILIZATION OF INDIGENOUS HYDRCARBON FUELS FOR FEEDSTOCKS IN ELECTRICAL POWER GENERATION SECTOR.

OPPORTUNITY FOR CDN EXPERTISE IN ELECTRICAL ASPECTS OF HYDROCARBON DEVELOPMENT INCLUDING POWER LINES AND ASSOCIATED EQUIPMENT.

ASSESSMENT OF TRANSMISSION LINE REQUIREMENTS FOR EXPECTED RISHA-AMMAN GRID CONNECTION.

POSSIBLE CDN PARTICIPATION IN ENGINEERING AND /OR EQUIPMENT PROCUREMENT ASPECTS OF RISHA-AMMAN PROJECT.

ASSESSMENT OF ELECTRICAL TRANSMISSION REQUIREMENTS OF PROPOSED SULTANI DEVELOPMENT UTILIZING SHALE OIL AS FEEDSTOCK FOR POWER GENERATION.

PROVISION OF EARLY DATA CDN INDUSTRY ON PROJECT AND ANTICIPATED REQUIREMENTS.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT BY JORDANIAN MINISTER OF ENERGY TO TORONTO FOR DISCUSSIONS WITH SENIOR EXECUTIVES OF ONTARIO HYDRO.

ONT. HYDRO & JORDAN ELEC AUTHORITY CONSIDERING COOP'N IN INTL MKTG EFFORTS IN MIDDLE EAST;STAFF EXPERTS FM HYDRO & ENERGY MNGMT PROGRAMS TO BE EXAMINED BY CIDA INDUS'L COOP'N AND BILATERAL DEVELOPMENT PROGRAMS RESPECTIVELY.

QUARTER: 2 -----

QUARTER: 3 Tabling on 10 December 1988 of Lummus Canada Feasibility Study for assessment of Sultani Oil Shale deposits as electrical power generation feed-stock.

Study currently being reviewed by Jordan Electricity Authority (JEA). Development of Sultani as site for 25mw Demonstration Plant will require decision by Minister of Energy and Cabinet in 1989.

QUARTER: 4 Support Cdn efforts in assessment of Jordan's potential utilization of oil bearing shale as feedstock for power generation requirements.

Tabling of Lummus Cdn report on Sultani reserves and design of 25mw demonstration facility.Study also included mine development and materials handling requirements of proposed facility.



REPORT 4  
89/10/10

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

POST :340-AMMAN

014-EDUCATION, MEDICAL, HEALTH PROD  
JORDAN

| PLANNING:       | ACTIVITIES PROPOSED IN POST PLAN:  | ANTICIPATED RESULTS:  |
|-----------------|--|---|
| ALL SUB-SECTORS |  |   |
|                 | IMPLEMENTATION OF UNIV OF TORONTO/PALESTINE HOSPITAL NEUROLOGICAL CENTRE PROJECT.  | POTENTIAL EQUIPMENT SUPPLY AND SPECIALIZED SERVICE OPPORTUNITY IN PROJECT WITH READILY VISIBLE CDN ORIENTATION.       |
|                 | DETAILED MARKET ASSESSMENT OF POTENTIAL OPPORTUNITIES IN THE SUPPLY OF MEDICAL PHARMACEUTICALS, BIOLOGICAL REAGENTS AND OTHER SIMILAR PRODUCTS.                    | SUCCESSFUL MARKET PENETRATION BY INCREASING NUMBER OF FIRMS MANUF BIOLOGICAL PRODUCTS INCDA FOR EXPORT.               |
|                 | INITIATION OF CDN-SPONSORED ACTIVITIES IN RESPECT OF CURRICULUM DEVELOPMENT FOR THE AL-QUDS OPEN UNIVERSITY PROJECT; COORDINATED BY ACCC REGIONAL OFFICE IN AMMAN. | PARTICIPATION IN AQOU PROJECT BY THREE CDN AGENCIES FOCUSING UPON CURRICULUM DEVELOPMENT IN DISTANCE EDUCATION FIELD. |
|                 | FOLLOW-UP TO JAN. 88 EDUCATIONAL SERVICES AND TRAINING MISSION TO JORDAN.  | DEFINITION OF SALES/PROJECT OPPORTUNITIES FOR FFIRMS PARTICIPATING ON MISSION FOR IMPLEMENTATION BY END-1988.         |

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

QUARTER: 1 -----

|  |   |
|--|---|
| QUARTER: 2 Support for marketing efforts of Cdn suppliers of equip and services related to production of pharmaceutical capsules in Jordan. Original plant equip sourced from Cda. | Award of contract to Technophar, Windsor Ont for supply of specialized equip/srvcs to Arab Centre for Pharmaceuticals/Chemicals. EDC financing in final stages of approval for transaction valued at approx. Cdn \$750,000.                   |
| QUARTER: 3 Kick-off of University of Toronto/Palestine Hospital project for Neurological Treatment Centre in Amman.  | Three Canadian health professionals now on staff at Palestine Hospital; Siemens CATSCAN now installed, Annual liaison visit by University of Toronto Faculty of Neurology representatives successfully concluded.                             |
| QUARTER: 4 Support efforts of Cdn private sector in pursuit of WB funded opportunities in Primary Healthcare Development.  | Signature of professional services agreement between Ministry of Health and Richmond Associates, supported by CIDA Inc., for assessment of 5 community health centres in Jordan. Richmond now well-positioned for share of larger WB project. |



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

POST :340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE  
JORDAN

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZATION OF FARM MANAGEMENT AGREEMENTS BY CDN CONSULTANTS FOR MAJOR CEREAL GRAINS FARM DEVELOPMENT PROJECTS IN THE SOUTH EAST JORDAN.

ESTABLISHMENT OF LOCAL OFFICES BY AT LEAST TWO CDN FIRMS WHO WILL MANGE PRIVATE SECTOR FARMS IN SE. ADDITIONAL WORK IN MARKET WILL LIKELY RESULT.

RETURN TO COMMERCIAL SUPPLY/SHIPMENT BY CDN SEED POTATO EXPORTERS TO JORDANIAN PRIVATE SECTOR BUYERS; POSSIBLE PENETRATION OF JORDAN COOPERATIVES FOR CDN SEED.

SALES OF BETWEEN 250-600MY OF CDN SEED POTATOES TO JORDAN BY CDN EXPORTERS IN 1988/89 PERIOD.

ADDITIONAL PROMOTION OF CDN SUPPLIERS TO JORDANIAN IMPORTERS AND RETAIL DISTRIBUTORS OF FOOD PRODUCTS, INCL MAJOR SUPERMARKET OPERATORS.

SALES OF CDN FOOD PRODUCTS TO BUYERS SUCH AS SAFEWAY JORDAN, BARQ AND OTHER SUPERMARKET OPERATIONS.

FOLLOW-UP TO MARCH 87 AGRICULTURAL EQUIPMENT MISSION TO JORDAN AND POTENTIAL PILOT PROJECT FOR MECHANIZATION OF LENTILS HARVESTING.

INTRODUCTION OF CDN TILLAGE, SEEDING & HARVESTING EQUIPMENT TO JORDAN COOPERATIVES AND PRIVATE SECTOR AGENCIES.

VISITS TO CANADA BY JORDANIAN IMPORTERS OF LIVESTOCKS'DAIRY SEMINARS IN JORDAN FOR PUBLIC AND PRIVATE SECTOR IMPORTERS.

INTRODUCTION OF CDN BRED GOATS AND DAIRY CATTLE TO JORDANIAN BREEDERS.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INCEPTION SEMINAR FOR CDN LENTILS MECHANIZATION PROJECT AT THE JORDAN UNIVERSITY OF SCIENCE AND TECHNOLOGY (JUST).

SEMINAR MARKS FIRST STEP IN INTRODUCTION OF CDN DRYLAND FARMING EQUIPMENT SYSTEM FOR USE IN LENTILS CULTIVATION AND HARVESTING. PROGRAM LASTING 26 MONTHS, SUPPORTED BY CIDA INC., NOW UNDERWAY.

QUARTER: 1 OPENING OF SAFEWAY STORE OUTLET IN AMMAN ON 30 JUNE 1988; TRAVEL TO CDA BY DIRECTOR OF BARQ SUPERMARKETS.

SAFEWAY STORE FEATURES MCCAIN PRODUCTS AS WELL AS CDN MAPLE SYRUP & SIMILAR PRODUCTS;BARQ VISIT INTENDED TO IDENTIFY CDN CONSOLIDATOR FOR SHIPMENTS TO JORDAN OF SPICES, SPECIALTY PRODUCTS AND DRY GOODS.

QUARTER: 2 Promotion of Cdn food prods to local buyers;support to visiting mktg. reps during trips to territory.

First order from newly opened Safeway Supermarket to McCain's for frozen juice concentrates valued at Cdn \$125,000. Repeat orders anticipated throughout year.

REPORT 4  
89/10/10

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

POST :340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE  
JORDAN

|   |  |
|---|--|
| <p>TRACKING:            ACTIVITIES UNDERTAKEN IN QUARTER:</p> <p>QUARTER: 3 Award of contract to Agrodev Canada by Gladco/<br/>Jordan for design, management and procurement of<br/>equipment/services for 1200 ha. cereal grains<br/>farm in southeast Jordan.</p> | <p>QUARTERLY RESULTS REPORTED:</p> <p>Contracting of approximately CDN \$1 million in<br/>equipment and services from Canada for project<br/>including tractors, implements and consulting<br/>engineering services.</p> |
|---|--|

QUARTER: 4 -----







REPORT #5  
89/10/06

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

340 - AMMAN

JORDAN

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

TWO TRIPS TO POST TERRITORY IN QUARTER BY  
GESCOMONT REPS PROMOTING INVESTMENT CONFERENCE  
IN MONTREAL, JULY '88.

UP TO 10 JORDANIAN PARTICIPANTS RECRUITED FOR  
CONFERENCE.

QUARTER : 2

QUARTER : 3

- Encouragement of visits to Canada by potential Jordanian investors in service industries.
- Visit to Jordan in October 1988 of Alberta Governement Investment Promotion Officer.

- Visits undertaken by four potential candidates in trading, construction and optical supplies sectors.
- Interviews at Embassy of 17 potential investor immigrant candidates; four have tabled formal applications.

QUARTER : 4

- Visit by Alta Govt. Investment Promotion Officer
- Participation by Cdn Investment broker on CABC Mission

- Interviews with over 20 prospective investor immigrant candidates -6-8 very solid prospects.
- Contact with 15-20 prospective investors; leads to be followed-up

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

POST :340-AMMAN

Telecommunications Technical Seminar, -19 Jan 1989

Canada - Arab Business Council Mission -24-27 1989

Contract Negotiations: CIDA Remote Sensing Project -20-25  
March 1989

Lummus Canada: Visit and presentation of Feasibility Study  
-19-24 March 1989.

POST :346-BAGHDAD

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

DISCUSSIONS WITH IRAQI MINISTRY OF TRADE ON UMBRELLA AGREEMENT FOR FINANCING OF NEW SALES TO IRAQ INCLUDING OIL BARTER AS A FORM OF PAYMENT.

DEVELOP NEW SALES WHICH COULD REACH ONE-HUNDRED MILLION DOLLARS.

ASSIST GMMD TO RECOVER APPROXIMATELY 8 MILLION DLRS STILL OWED TO ITS BANKERS FOR PREVIOUS SALES TO IRAQ.

BY RECOVERING OVERDUE PAYMENTS OF \$5 MILLION. HELP TO ENCOURAGE NEW FINANCING FOR GMMD SALE TO IRAQ BY PRIVATE COMMERCIAL INSTITUTIONS.

SUPPORT SNVI'S ACTIVITIES IN IRAQ & THEIR REQUEST FOR GOVERNMENT FINANCING FROM CANADA FOR THEIR CURRENT AND FUTURE SALES OF AMBULANCES.

COMPLETE CURRENT CONTRACT & EXCHANGE PROSPECTS FOR ADDITIONAL SALES OF MORE THAN 500 AMBULANCES AT A VALUE OF \$60 MILLION.

WORK WITH PRIVATE IRAQI IMPORTERS OF AUTOMOTIVE PARTS TO HELP THEM SOURCE PRODUCTS IN CANADA AS THEIR RESPONSIBILITY FOR IMPORTS INCREASES AND ACCESS TO HARD CURRENCY IMPROVES.

SECURE A PLACE FOR CANADIAN EXPORTERS IN RAPIDLY EXPANDING IRAQI PRIVATE SECTOR FOR AUTOMOTIVE PARTS, VALUE OF \$20 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Continue to support GMMD in their efforts to finalize sales of finished product and promote assembly project.

U.S. Congress sanctions may result in assembly project becoming completely Canadian. Negotiations continuing.  
GATCO signed contract 5000 units November delivery.

QUARTER: 3 Assist GMMD and SNVI to promote sales through Baghdad International Fair.

GMMD participated at BIF and made sales of \$314,000 as well as potential sales in excess of \$73.0 million by mid 1989.

QUARTER: 4 Continuing assistance to GMMD and SNVI to finalize contracts.

A) GMMD signed assembly contract and supply contract olds Seirra  
B) SNVI sale finalized  
C) 644 Chevrolets of 5000 arrived in Baghdad



REPORT 4  
89/10/10

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

POST :346-BAGHDAD

009-FOREST PRODUCTS,EQUIP,SERVICES  
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

ENSURE COMPLETE FULFILLMENT OF CONTRACT TO SUPPLY 22,000 M.T. OF NEWSPRINT BY INTERNATIONAL BOARD OF MARKETING ASSOCIATES (MONTREAL).

IF CONTRACT IS SATISFACTORILY CONCLUDED, PROSPECTS FOR ADDITIONAL SALES OF \$20 MILLION FROM CANADA WILL BE EXCELLENT.

RECRUIT MAJOR CANADIAN NEWSPRINT PRODUCERS TO BID ON IRAQI 1988-89 REQUIREMENTS.

TOTAL IRAQI MARKET CAN BE SECURED FOR CDN PRODUCERS IF ONE OR MORE EXPORTERS WILLING TO SUPPLY IRAQ.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----









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

POST :346-BAGHDAD

Visit of Hightech mission

Visit of GMD/GMT

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

POST :341-CAIRO

003-GRAINS AND OILSEEDS  
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

OILSEEDS

GAIN APPROVAL FOR CANOLA TO BE IMPORTED.

CANOLA APPROVED.

IDENTIFY POTENTIAL IMPORTERS/PROCESSORS.

CANOLA IMPORTED: \$3 MIL SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Canola - Monitor and assist with approval steps.

Followed up and negotiated approval program to be done by Ministry of Health.

QUARTER: 3 -----

QUARTER: 4 Prepare & coordinate trip to Chairman of GEFCO to sign agreement with Cdn. consultants to import canola seeds from Cda & process it in Egypt  
-Encourage Agric. Canada to include Egypt in animal feed technical seminar

-Agreement signed and study is underway

-Egypt included in seminar











REPORT 4  
89/10/10

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

POST :341-CAIRO

005-ADVANCED TECH. PROD. & SERV  
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

ANALYSIS OF NEW 5-YEAR PLAN

SHORTLIST OF GOVERNMENT INVESTMENT PROJECTS OF INTEREST.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Follow-up on following projects: a) Remote Sensing Lab & Ground Station; b) Planned production line for telephone exchange (EPABX); c) Data network and X.25 linking system.

Finan. for remote sens. lab proved to be essent. & due to absence of EDC, no Cdn partic. in project. Telephone exchange tender to be iss. next OCT or NOV. Started implem., succ. in intro. Cdn Co. "Farabi" to local author. Farabi may be succ

QUARTER: 3 Follow-up on following projects: a) Remote Sensing Lab & Ground Station. b) Planned production line for telephone exchange (EPABX). c) Data network and X.25 linking system.

Proj. is still identified as an opportunity to Cdn Co. Present status is pending due to lack of financing fm clients side & absence of credit facilities fm Cdn side. -Tender was published in Nov.88.2 Cdn cos purchased tender documents and

QUARTER: 4 Follow-up on following projects a) Remote Sensing Lab & Ground Station b) Planned production line for telephone exchange (EPABX) c) Data network and X.25 linking system

Project is still identified as an opportunity to Cdn. Co. Presnet status is pending due to lack of financial from clients side and absence of credit facilities from Cdn. side. Tender was published in November 88.

QUARTER: 1 AL-FURAT CO. GAS DEVELOPMENT PROJECT FOR SHAW TARKH/THAYYER FIELDS, (INCL) 140 KM OF PIPELINE DESIGN ENGINEERING AND SUPERVISION WORK.

Q4 FIELD WORK PROG. IDENTIFIED WITH AL-FURAT AREA AND PASSED TO SUPPLIER FOR EVALUATION. LOCAL BIDDY IDENTIFIED & AWAITING RECEIPT OF CONSTRUCTION FROM Q4. Q4 WORK PROPOSAL WILL BE SUBMITTED. VALUE EST. AT 210-22 MILL.

QUARTER: 1 VISIT TO NATIONAL PETROLEUM SHOW IN CAIRO BY AL-FURAT CO. OPERATIONS MANAGER. QUALIFICATION OF Q4 GEOPHYSICAL CONTRACTOR BASED IN JORDAN FOR TARKH AL-FURAT TENDERS.

POST TO INITIATE DRIVE TO QUALITY-BIDDY. Q4 SUPPLIER ON AL-FURAT BIDDING LIST. NEED TO BE ON WELL-HEAD EQUIP & SPECIALIZED DRILLING EQUIP & GEOPHYSICAL SERVICES. ALTA GOVT. INTEREST & INTENT TO BE LEFT APPLIED IN FIELDS.

QUARTER: 2 -----

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :341-CAIRO

010-MINE,METAL,MINERAL PROD & SRV  
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

THE CIDA COMMODITY AID TENDER TO INTRODUCE CANADIAN SPEC  
COKING COAL IN 1988 AND SULPHUR IN 1989.

- 1) INITIAL SALE OF 40,000 TONNE COAL.
- 2) ACCEPTANCE OF CANADIAN SPEC FOR MINING WITH OTHERS.

STUDY OF EGYPTIAN MARKETS FOR CANADIAN MINERAL EXPORTS.

SECTOR STRATEGY AND PROMOTIONAL PLAN.

FOLLOW-UP SUCCESS IN USE OF INTRODUCTORY CANADIAN AID COAL  
SHIPMENTS AND SEEK ADAPTATION OF EGYPTIAN SPECS TO PERMIT  
CANADIAN QUOTES.

FIRST COMMERCIAL SHIPMENT OF CANADIAN COAL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :319-DAMASCUS

011-OIL & GAS EQUIPMENT,SERVICES  
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZATION OF CONTRACT WARD TO CDN FIRM FOR GAS TREATMENT PLANT REQUIRED FOR THAYYEM GAS FIELD IN NORTHEAST OF SYRIA.

CDN PARTICIPATION IN THAYYEM PROJECT SHOULD TRIGGER EXTENSIVE MARKET PENETRATION BY CDN FIRMS IN THIS SECTOR.

CONFIRMATION OF CANADIAN OCCIDENTAL PETROLEUM EXPLORATION ACTIVITY IN MARKET. BLOCK UNDER CONSIDERATION IN THE SOUTH OF SYRIA NEAR THE JORDAN BORDER.

MARKET PRESENCE BY CDN EXPLORATION FIRM SHOULD RESULT IN COMMERCIAL SPINOFF FOR CDN SERVICE FIRMS IN SEISMIC AND DRILLING ACTIVITIES.

RENEWED VISITS TO MARKETS BY REPS OF CDN OILFIELD EQUIPMENT MANUFACTURERS AND SOLIDIFICATION OF RELATIONSHIPS WITH LOCAL AGENTS.

ENHANCED PARTICIPATION BT CDN FIRMS IN ON-GOING EQUIPMENT TENDERS ISSUED BY SPC AND AL-FURAT CO.

ASSESSMENT OF NEW SYRIAN GAS FIELDS WHICH ARE EXPECTED TO BE BROUGHT INTO PRODUCTION IN THE 1988-90 PERIOD.

EXPANDED SCOPE OF FOR PROCUREMENT OF CDN PRODUCTS AND TECHNOLOGY TO BRING GAS WELLS INTO ACTIVE USE.

ANALYSIS OF REQUIREMENTS OF HOMS AND BANIAS REINERIES IN TERMS OF UPGRADING AND/OR EXPANSION OF EXISTING FACILITIES.

IDENTIFICATION OF LONGER TERM PROJECTS IN DOWNSTREAM OIL AND GAS ACTIVITIES. EXTERNAL FINANCING WILL BE ESSENTIAL.

PARTICIPATION BY SYRIAN OFFICIALS IN 1988 NPS IN CALGARY.

IDENTIFICATION OF NEW AREAS IN OIL AND GAS SECTOR WHERE CDN EXPERTISE MAY BE APPROPRIATE (EG. OIL SHALE).

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 AL-FURAT CO. GAS DEVELOPMENT PROJECT FOR OMAR/TANAK/THAYYEM FIELDS, INCLD 140 KMS OF PIPELINE, DESIGN ENGINEERING AND SUPERVISION WORK.

GAS FIELD DVLPMT PROJ. IDENTIFIED WITH AL-FURAT MNGMT AND PASSED TO NOVACORP INTL FOR CONSIDERATION; LOCAL AGENT IDENTIFIED & AWAITING RECEIPT OF CONFIRMATION FROM CDN FIRM THAT PROPOSAL WILL BE SUBMITTED. VALUE EST AT \$10-12 MILL.

QUARTER: 1 VISIT TO NATIONAL PETROLEUM SHOW IN CALGARY BY AL-FURAT CO. OPERATIONS MANAGER;QUALIFICATION OF CDN GEOPHYSICAL CONTRACTOR BASED IN JORDAN FOR FUTURE AL-FURAT TENDERS.

POST TO INITIATE DRIVE TO QUALIFY ADD'L CDN SUPPLIERS ON AL-FURAT BIDDING LISTS.FOCUS TO BE ON WELL-HEAD EQUIP & SRVCS,SPECIALIZED DRILLING EQPT & GEOPHYSICAL SRVCS. ALTA GOVT, DRIEEDMTN & EXTOTT TO BE KEPT APPRISED OF PROCESS.

QUARTER: 2 -----



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

011-OIL & GAS EQUIPMENT,SERVICES  
SYRIA

TRACKING:            ACTIVITIES UNDERTAKEN IN QUARTER:            QUARTERLY RESULTS REPORTED:

QUARTER: 3 Identification of opportunities for Canadian exporters in drilling services and natural gas development projects to be undertaken by multi-nation exploration contractors.

Canadian firms have bid on drilling requirements of Shell, Enron, Total and Marathon Oil companies; Al-Furat/Shell development of Omar Gas Field by mid-1989 represents possible usa \$250 million export opportunity.

QUARTER: 4 Promotion to Cdn industry of potential opport. in Syria for development of hydrocarbon resource especially natural gas; 2) Assistance to Cdn exploration contractors seeking to examine poss. Syrian concession properties.

Major Cdn consult eng firms to form consortium with Syrian and East European companies to pursue gas projects; first worth +US \$250 mn; 2) Cdn exploration contractor taking 25% int. in concession of major U.S. based multinational.

REPORT 4  
89/10/10

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

001-AGRI & FOOD PRODUCTS & SERVICE  
SYRIA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

ENHANCED PROMOTIONAL EFFORTS WITH GOVT REGISTERED "MIXED AGRICULTURAL COMPANIES" TO EXPLORE POSSIBLE INTEREST IN CDN PRODUCTS AND SERVICES FOR FARM DEVELOPMENT PROJECTS.

INITIAL CONSULTANCY CONTRACT BY CDN FIRM FOR FARM MANAGEMENT; POSSIBLE IMPORTS OF CDN DAIRY CATTLE BY ONE FIRM.

FOLLOW-UP TO SYRIAN PARTICIPATION AT WESTERN CANADA FARM PROGRESS SHOW IN JUNE 87. ASSESSMENT OF TRIALS PROGRAM FOR CDN FARM IMPLEMENTS WITH GEN ORG. FOR AGRIC MERCHANIZATION.

POSSIBLE CONSIGNMENT OF CDN ROCKPICKERS OR OTHER SPECIALIZED IMPLEMENTS FOR TRIALS PROGRAM WITH G.O.A.M.

SUPPORT EFFORTS OF LOCAL AGENTS FOR CDN FOOD PRODUCTS EXPORTERS IN ANTICIPATION OF EASING OF IMPORT RESTRICTIONS PLACED UPON PRIVATE SECTOR SYRIAN IMPORTERS.

RETURN TO PREVIOUS SALES LEVEL (EG 500K TO \$1M) OF CDN FOLLD PRODUCTS IN MARKET.

POTENTIAL INTRODUCTION OF CDN SEED POTATO VARIETIES WITH THE GENERAL ORGANIZATION FOR SEED MULTIPLICATION (GOMS) IN ALEPPO.

AFTER TRIALS PROGRAM, INCLUSION OF CDN VARIETIES IN GOSM CALLS FOR TENDER BY FOREIGN SEED POTATO SUPPLIERS. BASIS FOR PENETRATION OF "DUTCH" MARKET.

FOCUS FOOD PRODUCTS PROMOTIONAL EFFORTS ON STATE PURCHASING AGENCIES SUCH AS GEZA WITH EMPHASIS ON RAW MATERIALS, OILSEED PRODUCTS (CANOLA) AND CEREAL GRAINS.

INITIAL TRIAL ORDERS FOR CDN PRODUCTS BY GEZA THROUGH SUCCESSFUL TENDER PARTICIPATION BY CDN EXPORTERS.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TENDER CALL BY GENERAL ORGANIZATION FOR CATTLE FOR PROCUREMENT OF 10,000 HEAD FREISIAN, HOLSTEIN AND HOLSTEIN-FREISIAN CATTLE.

TWO CDN SUPPLIERS TO BID ON REQUIREMENT;AWARD OF CONTRACT COMPLICATED BY NEED FOR EXTERNAL FINANCE & LACK OF EDC COVER FOR SYRIA.BID WILL, HOWEVER, SERVE AS STEPPING STONE TO SCHEDULED CDN DAIRY SEM. IN DAMASCUS IN EARLY 1989.

QUARTER: 2 Promotion of Cdn seed potato exporters to Govt and private sector buyers in Syria and Jordan; support for Potatoes Canada participation in National Trials Programs.

Visit by Potatoes Cda agronomist identified sales prospects for Cdn seed of nearly 500mt. Pricing to be provided buyers. Cdn participation in Syrian trials for 1st time assured;New and previously tested varieties/certification/Jordan

QUARTER: 3 Promotion of Canadian seed potato varieties to Ministry of Agriculture and General Organization for Seed Multiplication (GOSM) in respect of potential registration for import eligibility.

Visit by Potatoes Canada Agronomist for discussions with Ministry of Agriculture and GOSM resulted identification of six Canadian seed potato varieties for testing in Syria. Trials materials to be shipped fm Cda 2 January 1989.

QUARTER: 4 -----



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

POST :319-DAMASCUS

005-ADVANCED TECH. PROD. & SERV  
SYRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

DECISION BY SYRIAN TELECOMMUNICATIONS ESTABLISHMENT (STE) REGARDING PROCUREMENT OF SWITCHING AND PABX TECHNOLOGY DUE TO UNAVAILABILITY OF EXTERNAL FINANCING.

POTENTIAL CONTRACT AWARD FOR TWO PROJECTS TO NORTHERN TELECOM IF FINANCING COULD BE PUT IN PLACE.

ON GOING ASSISTANCE TO CDN FIRMS SUCH AS MARMAH MICROSYSTEMS, ALIS AND GANDALF IN MARKETING EFFORTS TO KEY PUBLIC SECTOR AGENCIES IN SYRIA.

ENHANCED MARKET PENETRATION BY CDN SUPPLIERS OF COMPUTER HARDWARE AND SOFTWARE SYSTEMS.

ASSESSMENT OF PRIVATE SECTOR CAPABILITY IN COMPUTER FIELD (PRESENTLY CONFINED TO ENTERTAINMENT APPLICATIONS) IN ORDER TO IDENTIFY POTENTIAL LOCAL AGENTS FOR CDN SUPPLIERS.

POTENTIAL BASIS FOR RECRUITMENT OF PARTICIPANTS FOR INCOMING COMPUTER TECH MISSION TO CDA.

TO WORK CLOSELY WITH NORTHERN TELECOMM TO UNDERTAKE VISIT TO CDA BY DIRECTOR GENERAL OF STE FOR DISCUSSIONS WITH INDUSTRY AND GOVT CONCERNING SWITCHING AND PABX PROJECTS.

POTENTIAL AVAILABILITY OF CREDIT FACILITIES TO STE IN ORDER THAT INITIAL EQUIP PROCUREMENT CAN BE UNDERTAKEN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :319-DAMASCUS

009-FOREST PRODUCTS,EQUIP,SERVICES  
SYRIA

| PLANNING: | ACTIVITIES PROPOSED IN POST PLAN:  | ANTICIPATED RESULTS:   |
|-----------|--|--|
|           | PULP AND PAPER PRODUCTS  |  |
|           | INTRODUCTION OF CDN EXPERTISE TO SYRIAN AUTHORITIES IN CONTROL OF EFFLUENTS FROM PULP PRODUCTION FACILITIES.                   | POTENTIAL CONSULTANCY CONTRACT FOR CDN FIRM IF FINANCING CAN BE FOUND.   |
|           | ASSESSMENT OF SYRIAN PROCUREMENT FOR FINE PAPER AND NEWSPRINT FOR LOCAL INDUSTRIES.  | CONTINUED PENETRATION BY EXPORTERS SUCH AS UNI-PAPER AND IBMC IN MONTREAL N GEZA TENDERS                                     |
|           | ASSESSMENT OF LONGER TERM REQUIREMENTS BY SYRIAN PULP PRODUCTION FACILITIES FOR UPGRADING OR EXPANSION OF EXISTING FACILITIES. | IDENTIFICATION OF LONGER TERM PROJECT OPPORTUNITIES FOR CDN PULP AND PAPER EQUIP AND EXPERTISE. EXTERNAL FINANCING REQUIRED. |
|           | VISITS TO EXISTING PULP FACILITIES IN NORTH OF SYRIA IN ORDER TO DETERMINE LONG TERM PRIORITIES.                               | ESTABLISHMENT OF CONTACT WITH PROCUREMENT OFFICIALS OF STATE ENTERPRISES FOR PULP AND PAPER PRODUCTION.                      |

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

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER 1: Continued contact with National Railways of Damascus (NRD) re requirements for locomotives and coaches. Meetings with Ministry Officials re potential sale of Challenger and Dash 8 aircraft.

QUARTER 2: Continued contact with National Railways of Damascus re requirements for locomotives and coaches. Meetings with Ministry Officials re potential sale Challenger & Dash 8 aircraft.

QUARTER 3: 1) Maintaining contact National Railways Damascus (NRD) requirements locomotives & coaches.  
2) Meetings with Ministry Officials re potential sale Challenger Dash 8 aircraft.

QUARTER 1: No results reported.

QUARTER 2: No results reported.

QUARTER 3: No results reported.

QUARTER 4: Tender for 200 passenger rail cars valued at \$10 million. The NRD published Order approval Ministry 200 and Damascus Company. Financing negotiations ongoing for funds being supplied.

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

POST :319-DAMASCUS

013-CONSUMER PRODUCTS & SERVICES  
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ON-GOING PROMOTION OF CDN CONSUMER PRODUCTS(WITH FOCUS UPON TEX-  
TILES AND HARDWARE) AT DAMASCUS INTERNATIONAL FAIRS.

RELAXATION OF IMPORT QUINTA RESTRICTIONS TO  
PRIVATE SECTOR BUYERS; IMPROVED SALES OF TRA-  
DITIONAL CDN CONSUMER PRODUCTS EXPORTS TO THE  
MARKET.

CERTIFICATION BY SYRIAN STATE ENTERPRISES RESPONSIBLE FOR PROCUR-  
EMENT OF PHARMACEUTICAL AND BIOLOGICAL PRODUCTS OF CDN MANUFACTU-  
RED VACCINATION AND ANIMAL PHARMACEUTICAL PRODUCTS.

EXPANDED MARKET POTENTIAL FOR CDN FIRMS SUCH  
AS PVU AND CONNAUGHT LABS IN TENDERS ISSUED  
BY PHARMEX.

ASSISTANCE TO MAYSIA IMPORT-EXPORT OF MONTREAL IN EFFORTS TO INTE-  
REST GOVERNMENT TEXTILE MILLS IN SYRIA TO ASSESS CDN PRODUCED  
CLOTH.

POTENTIAL PUBLIC SECTOR SALES BY MAYSIA OF PR-  
ODUCTS WHICH THEY REPRESENT IN THE REGION.

IF QUOTA RESTRICTIONS LIFTED, RENEWED PROMOTIONAL EFFORTS ON BEH-  
ALF OF CDN TRADING HOUSES INTERESTED IN EXPORTS OF MAJOR APPLIAN-  
CES AND FURNITURE.

POTENTIAL AVAILABILITY BY SYRIAN PRIVATE SECTOR  
BUYERS OF TRADITIONAL CDN CONSUMER PRODUCTS  
SUCH AS KITCHEN APPLIANCES AND AIR CONDITION-  
ING UNITS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----







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

POST :308-HARARE

007-POWER & ENERGY EQUIP. & SERV.  
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

CANADIAN UTILITIES HAVE CONTINUED CONTACT WITH ZIMBABWEAN ELECTRICAL UTILITY.

AWAITING PUBLISHING OF TENDERS FOR EXPANSION AND REHABILITATION PROJECTS

POST TO MAINTAIN CONTACT WITH ZIMBABWEAN UTILITY RE TENDER OPPORTUNITIES.

INCREASED CANADIAN SHARE OF MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 KARIBA SOUTH POWER STATION EXPANSION & POWER LINE REHABILITATION PROJECTS. FUNDED WORLD BANK POWER TWO PROJECT SHOULD BE IN PLACE SEPT 88. CONTINUED EFFORTS TO SECURE CDN INVOLVEMENT. ALSO NOTIFYING CDN COS OF TENDER OPPORTUNITIES.

4 CDN COS SUBMITTED PREQUAL DOCUMENTS FOR KARIBA SOUTH EXPANSION. SHORT LIST OF 11 FROM 32 SUBMISSIONS. LACK OF FINANCING & ADMINISTRATIVE PROBLEMS MAY RESULT IN SHORT LIST BEING MODIFIED. POST HAS SUBMITTED DETAILS OF 2 FURTHER TENDERS

QUARTER: 2 Kariba South Power Station Expansion and Power line rehabilitation projects. Continued efforts for Canadian involvement.

Post still awaits from Utility details of proposed sequence events for power sector rehabilitation. As yet no clear programme as there are number of alternatives, thermal hydro or imports of power for Mozambique Cabora Bassa.

QUARTER: 3 Power expansion & rehabilitation project continued efforts for Canadian involvement.

Utility has still not made available details of proposed sequences to implement project. World bank funding introduction of computerised mngmt syst. info passed to Cdn cos. Info on Batoka Gorge feasibility dvlpmt sent to Ottawa.

QUARTER: 4 Zimbabwe Electricity Supply Authority (ZESA) Power Expansion and Rehabilitation Projects. Post monitoring developments and keeping DRIE/GAT Ottawa informed

Update on Kariba South Expansion sent to GAT-GSTM. Zimbabwe Gov given green light to project. Financing will be major requirement. Details of ZESA Tenders: Computerised system(Power station) Hyange Hydrogen Generation Plant, Power Cables

POST :308-HARARE

005-ADVANCED TECH. PROD. & SERV  
ZIMBABWE

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

CIDA FINANCING HAS OPENED UP OPPORTUNITIES FOR TELECOMMUNICATION EQUIPMENT - RURAL COMMUNICATION SERVICES A PRIORITY                   INCREASED SHARE OF MARKET

MISSION TO KEEP CANADIAN EXPORTERS ADVISED OF OPPORTUNITIES IN SECTOR - TENDERS                   INCREASED SHARE OF MARKET

CANADIAN ORGANIZATIONS HAVE SUBMITTED PREQUALIFICATIONS FOR A NUMBER OF STUDIES                   CANADIAN INVOLVEMENT IN CONSULTANCIES

TO MAINTIAN CONTACT WITH UTILITIES ADVISING CANADIAN ORGANIZATIONS OPPORTUNITIES                   INCREASED CANADIAN INVOLVEMENT

SUPPORT OF JOINT VENTURE APPROACH TO MARKET BY SR TELECOM & MITEL                   ESTABLISHMENT CANADIAN ZIMBABWEAN JOINT VENTURE TELEPHONES & PABX

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED LIAISON WITH ZIMBABWE POSTS AND TELECOMMUNICATIONS CORP (PTC) RE REQUIREMENTS FOR WIDE RANGE OF EQUIPMENT.                   NUMBER OF CANADIAN COMPANIES HAVE SENT EXPRESSIONS OF INTEREST IN SUPPLYING REQUIREMENTS. SOURCE OF FUNDING STILL TO BE IDENTIFIED.

QUARTER: 2 Continued liaison with Zimbabwe Posts and Telecommunications Corp. (PTC) re requirements wide range equipment.                   Canadian companies have submitted expressions of interest in supplying. Key question is financing

QUARTER: 3 Zimbabwe posts and telecommunications (PTC) had requested details of cdn expertise in manufacture wide range of telecommunication equipment.                   Post has supplied brochures & price lists for range of eqpt. This has already led to interest fm sr. officials who have requ'd add'l info on individual cos capabilities. Cdn involmt will depend on availability of grant aid/conces. finan.

QUARTER: 4 Post has supplied Zimbabwe Posts & Telecommunications Corp(PTC) with details of Cdn suppliers wide range telecommunication equipment and services.                   PTC is drawing up list of potential suppliers & Equipment in terms 5 year plan. Approaches will be made to respective Governments/suppliers.



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POST :308-HARARE

009-FOREST PRODUCTS,EQUIP,SERVICES  
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAJOR PROJECT - PULP & PAPER PLANT STILL ACTIVELY BEING PURSUED.  
ONE CDN FIRM KLOECKNER STADLER HURTER ONE OF THREE COMPANIES  
SHORTLISTED.

CONTRACT AWARDED TO CDN FIRM

A J SYMONS OF VANCOUVER CARRIED OUT TWO FORESTRY STUDIES TO DATE.  
TO MONITOR FURTHER OPPORTUNITIES.

INCREASED CDN SHARE OF MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CANADIAN INVOLVEMENT IN ZIMBABWE PULP AND PAPER  
PROJECT.

KSH OF MONTREAL SHORT LISTED. FINAL BIDS SUBMIT-  
TED IN JUNE. CONTINUED LIAISON.

QUARTER: 2 Canadian involvement in Zimbabwe pulp and paper  
project.

KSH of Montreal short listed. Bids from short  
listed companies being studied. Key question  
appears to be financing.

QUARTER: 3 Canadian involvement in Zimbabwe pulp and paper  
project.

Trade section invlvd in high level negotiations  
on behalf KSH of Mtl's submission. Bids from 3  
short listed cos. Japanese have offered conces-  
sionary financing which will be considered by  
Zimbabwe Authorities in Feb. 89.

QUARTER: 4 Canadian involvement in Zimbabwe Pulp and Paper  
Project

high level contacts maintained. Main competition  
from Japanese consortium which was approached by  
Zimb Gov to put together financial pkg. Cdn/  
British partners will be requested in April/May  
to match Japanese financing proposals.





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

POST :308-HARARE

Visit by Secretary of State for External Affairs to ZIM., to Feb 3-8. Commercial division exten. invol. in prep.incl briefing papers and logistics.

Visit to Harare by National Defence College February 12-16. Coun. (Commerc>) prepared economic briefing material and arranged for resource person to participate panel discussion

Commercial divison supports Lavalin/Marconi in unsuccessful bid to supply air traffic control system to Botswana

Visit by President of Canadian Exporters Association. Commercial division prepares agenda and organizes reception. Counsellor (Commercial) attends Asbestos Institution of Canada conference of safe use of asbestos in Tunis, Feb 12-22. Post commence preparation for major mining mission in April.

2. High level contacts maintained with Japanese delegation from Japanese government which was approved by Bank Gov. for export promotion. 2nd. Cd. 8-1 club members will be requested in April/May to assist Japanese government.

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POST :322-KINSHASA

010-MINE,METAL,MINERAL PROD & SRV  
ZAIRE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

MISE EN PLACE D'UN CREDIT FOURNISSEURS AVEC DES FINANCIERS PRIVES  
ET LA SEE POUR LA GECAMINES.

PERMETTRE UNE MEILLEURE PENETRATION DE MARCHÉ

ETABLIR AVEC LES PRINCIPAUX ACHETEURS DU ZAIRE, UNE LISTE DES  
FOURNITURES USUELLES.

PERMETTRE AUX FOURNISSEURS CANADIENS DE DEVE-  
LOPPER DES RELATIONS COMMERCIALES A LONG TER-  
ME.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Suivi des projets de developpement de la gecami-  
nes et des orientations nouvelles

Gecamines entend doubler ses capacites de pro-  
duction cuprifere en 10 ans, nouveau plan quin-  
quennal sera lance en 1991. Cecamines interesse  
a une ligne de credit CDNE, possibilite d'une  
mission miniere en Juin.



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

POST :322-KINSHASA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTION AU ZAIRE DES PRODUITS ET EQUIPEMENTS DE TRANSPORT  
CANADIENS.

AUGMENTATION DES EXPORTATIONS.

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 :322-KINSHASA

005-ADVANCED TECH. PROD. & SERV  
ZAIRE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

PARTICIPATION A LA PHASE PILOTE D'UN PROJET DE TELEPHONIE CELLUL-  
AIRE.

INTRODUCTION DE LA TECHNOLOGIE CANADIENNE.

PARTICIPATION DE SOCIETES CANADIENNES A LA REALISATION D'UN RE-  
SEAU DE TELEPHONIE CELLULAIRE

AUGMENTATION DES EXPORTATIONS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Visite a la Gecamines

Un appel d'offres pour une station terrestre  
(transmission par satellite), 12 voies) pour un  
lien lubumbashi-europe sera lance sous peu.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :322-KINSHASA

009-FOREST PRODUCTS,EQUIP,SERVICES  
ZAIRE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

ESTABLISSEMENT DE CONTACT AVEC BUREAUX D'ACHATS CANADIEN.

MEILLEURE CONNAISSANCE DU MARCHE ZAIROIS ET  
AUGMENTATION DES EXPORTATIONS.

UTILIZATION LIGNE DE CREDIT ACDI POUR ACHAT DE PAPIER.

PENETRATION DU MARCHE.

RECENSEMENT DES UTILISATEURS DE PRODUITS DE PATES ET PAPIER.

AUGMENTATION DES EXPORTATIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Promotion de la ligne de credit ACDI, rencontre  
avec des utilisateurs de papier.

Vente directe de produits de papier valeur:  
3.9 millions\$



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :322-KINSHASA

014-EDUCATION, MEDICAL, HEALTH PROD  
ZAIRE

|           |  |   |
|-----------|--|---|
| PLANNING: | ACTIVITIES PROPOSED IN POST PLAN:  | ANTICIPATED RESULTS:  |
|           | REPertoire DES IMPORTATEURS ET EXPORTATEURS  | INFORMATION POUR SOCIETES CANADIENNES INTERESSEES AU MARCHÉ |
|           | SEMINAIRE INFORMATION POUR SOCIETES CANADIENNES INTERESSEES AU MARCHÉ MONTREAL & TORONTO | INTRODUCTION DE 10 NOUVELLES FIRMES AU MARCHÉ DU ZAIRE      |

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

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

POST :322-KINSHASA

Mission EXTOTT/GAT, visite des societes d'etat presentant un  
interet pour le Canada, visite Gecamines a Lubumbashi  
Seminaire sur le developpement minier au Congo secteurs  
d'investissements prioritaires.  
Rapport annuel sur l'amiante

Rapport annuel sur le papier

Mission EXTOTT/GAT, programme de visite au congo









REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :348-KUWAIT

001-AGRI & FOOD PRODUCTS & SERVICE  
BAHRAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Monitoring project activity and timely reporting.  
Maintain contacts and work closely with select importers and take lead in obtaining quotes.

As result of increasing promo'n in this area, at least 10 projs in sector are being actively pursued by Cdn coys.As result of increased reporting on opps & MEFEX followup greater awareness of local mkt in Cda.Greater interest has lead to

QUARTER: 4 -----



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

009-FOREST PRODUCTS,EQUIP,SERVICES  
BAHRAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 a. Identify Canadian exporters interested in market.  
b. Compile sourcing requests.

QUARTER: 4 -----

Post has been unable to obtain suitable data base of Cdn exporters of paper products despite repeated attempts. A list of interested local importers has been compiled.

THE POST INVITED A LOCAL TRADE REPRESENTATIVE FROM ALL GULF COUNTRIES. SEVERAL LOCAL BUSINESS PEOPLE ALSO VISITED THE BUREAU IN THESE CASES. REPORTS IN RETURNING VISITORS BY THE COMPANY THAT IT IS 1 OF FEW OR ONE OF FEW IN LOCAL.

Q199 ON 10/10/88 AT THE POST OFFICE, THE POST OFFICE MAJOR PROGRAMS WHICH WOULD BE ATTRACTING ATTENTION FROM THE POST OFFICE & DETACHED ALL EMPLOYEES TO BAK (7) 1/2/88-1/2/88 FOLLOWING UP ON OPPORTUNITIES.

Post is actively recruiting attendees at the Oil Show. As result, anticipated participation is up 100% over last year's event. As follow up to the Post has maintained ongoing contact with all officials several projects have been approved.

12 Canadian companies participated at the Oil Show. Oil and Gas Show (O&G) 1988 provided local venue for Canadian presence.







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POST :348-KUWAIT

014-EDUCATION, MEDICAL, HEALTH PROD  
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HOSP. & MEDICAL EQUIP, INSTRUM.

FOLLOW-UP ON ONTARIO/FEDERAL PARTICIPATION IN MEDICARE '87

PARTICIPANTS WILL CONTINUE CORRESPONDENCE WITH KEY CONTACTS

SECTORAL REPORT

ENCOURAGE GREATER PARTICIPATION IN MARKET BY CANADIAN COMPANIES

PROMOTE DOCTOR TRAINING IN CANADA BY REGIONAL HOSPITALS

LONG TERM CONTACT AND FAMILIARITY BY END USERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 EDUCATION MISSION TO KUWAIT, U.A.E.

2 GOV'T REPS ACCOMPANIED BY 7 CDN COS TO KUWAIT & THE UAE. COS WERE INTRODUCED TO SENIOR GOVT & PRIVATE OFFICIALS IN A VARIETY OF SECTORS. MANY SOLID BUSINESS LEADS WERE IDENTIFIED REINFORCING THE EXCEL'T POT. WHICH EXISTS IN ALL AREAS OF EDU

QUARTER: 2 -----

QUARTER: 3 Encourage oil coys to send employees for training to Canada.

Proposal made to Cdn Institution which has now offered extremely well received scholarship to Oman. Post has also widely promoted Asipid 89 courses with encouraging preliminary responses.

QUARTER: 4 -----

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

001-AGRI & FOOD PRODUCTS & SERVICE  
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

MAINTAINING CONTACTS WITH KEY IMPORTERS OF AGRICULTURE AND FOOD PROJECTS

INCREASED AWARENESS

WORK CLOSELY WITH SELECT IMPORTERS TO DETERMINE REQUIREMENTS AND EMBASSY TO TAKE LEAD IN OBTAINING QUOTES

REGATE BAD WILL CREATED BY SEVERAL CANADIAN COMPANIES IN PAST. SINCE FAIL TO RESPONDE TO SOURCING INQUIRIES

BUILD UP-TO-DATE BASE OF INTERESTED EXPORTERS AND ENCOURAGE FRE-  
QUENT MARKET VISITS

BETTER RESPONSE RATE AND INCREASED SALES

CAREFULLY MONITOR PROJECT ACTIVITY AND REPORT IN TIMELY FASHION

INCREASE EXPORTER AWARENESS OF PROJECTS AT EARLY STAGES OF IMPLIMENTATION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Food Pacific.

Extensive meetings and mailings led to participation by 4 local traders.

QUARTER: 3 Monitoring project activity and timely reporting.

As result of increasing promo'n in this area, at least 10 projs in sector are being actively pursued by Cdn coys.As result of incr. reporting on opps & MEFEX follow up greater awareness of local mkt in Cda.Greater interest has lead to

Maintain contacts and work closely with select importers and take lead in obtaining quotes.

QUARTER: 4 Work closely with select importers to determine requirement. Embassy to take lead in obtaining quotes.

Many enquiries were sent to Canada outlining interest of different importers. Attempted to bring PEI fish misshion to Oman.

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

007-POWER & ENERGY EQUIP. & SERV.  
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 :348-KUWAIT

009-FOREST PRODUCTS,EQUIP,SERVICES  
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

IDENTIFYING KEY PURCHASERS IN TERRITORY AND PROMOTE OVERALL CAPABILITIES

GREATER AWARENESS OF CANADA IN MARKET.INCREASED SOURCING REQUESTS

WORK CLOSELY WITH DRIE/IRPI TO IDENTIFY CANADIAN EXPORTERS INTERESTED IN MARKET AND CANADIAN PRODUCTS AVAILABLE

HAVE LIST OF EXPORT READY FIRMS TO MIDDLE EAST TO RESPOND TO INQUIRIES

COMPILE PREVIOUS SOURCING REQUESTS FROM LOCAL IMPORTER

IDENTIFY SPECIFIC TARGET PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 A.Identify Canadian exporters interested in market.  
B.Compile sourcing requests.

Post has been unable to obtain suitable data base of Cdn exporters of paper products despite repeated attempts. A list of interested local importers has been compiled.

QUARTER: 4 Work closely with DRIE/IRPI to identify canadian exporters interested in market and canadian products available

As result, received several export enquiries from Canadian firms expressing interest in exporting paper productts & timber









REPORT 4  
89/10/10

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

014-EDUCATION, MEDICAL, HEALTH PROD  
QATAR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Promote Doctor training in Canada.

Post has made detailed submission to Qatar Ministry of Health and Bahrani officials which are now being followed up by Cdn organizations. Several organizations have also started recruiting in Canada.

QUARTER: 4 -----





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

011-OIL & GAS EQUIPMENT,SERVICES  
UNITED ARAB EMIRATES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Introduce new exporters to market.  
Meetings with select executives in local oil  
companies.

Post is actively recruiting attendance at M.E. Oil Show.As result,anticipated part'n is up 400% over last year's event.As follow up to N.P.S., post has maintained ongoing contact with oil officials.Several projects have been uncovered

QUARTER: 4 -----





REPORT 4  
89/10/10

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

014-EDUCATION,MEDICAL,HEALTH PROD  
UNITED ARAB EMIRATES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Encourage oil companies to send employees for training to Canada.

a.Proposal made to Cdn institution which has now offered extremely well received scholarship to Oman.

b.Post has also widely promoted ASIPID 89 courses with encouraging preliminary responses.

QUARTER: 4 -----



REPORT 4  
89/10/10

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

009-FOREST PRODUCTS,EQUIP,SERVICES  
OMAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 a. Identify Canadian exporters interested in market.  
b. Compile sourcing requests.

Post has been unable to obtain suitable data base of Cdn exporters of paper products despite repeated attempts. A list of interested local importers has been compiled.

QUARTER: 4 -----











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

014-EDUCATION, MEDICAL, HEALTH PROD  
OMAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Encourage oil coys to send employees for  
training to Canada.

a) Proposal made to cdn institution which has now  
offered extremely well received shcolarship to  
Oman.

b) Post has also widely promoted Asipid 89 cour-  
ses with encouraging preliminary responses.

QUARTER: 4 -----

REPORT #5  
89/10/06

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

348 - KUWAIT

KUWAIT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

OTHER SERVICES

CONSUL & SERVS NOT ELSE SPECI

ENROURAGE GULF COUNTRIES INVESTMENT AUTHORITIES TO SEND TEAMS OF REAL ESTATE & BOND EQUITY INVESTMENT OFFICIALS ON TAILORED TOURS OF CDA.

INCREASE COMMUNICATION BETWEEN CDA FIN. & REAL ESTATE INSTITUTIONS & LOCALS. INCREASE INVESTMENT BY 50%.

OTHER SERVICES

CONSUL & SERVS NOT ELSE SPECI

BUILD ON SIGNIFICANT PARTICIPATION FROM ARAB PENINSULA TO PAST BUSINESS OPPORTUNITIES CDA CONFERENCE IN CDA.

INCREASE NUMBER OF VISITORS FROM 75 TO 150

OTHER SERVICES

CONSUL & SERVS NOT ELSE SPECI

INVESTMENT INTERESTS ARE EXTREMELY DIVERSE RANGING FROM DIRECT INVESTMENTS, REAL ESTATE, JVS, VENTURE CAPITAL, ACQUISITIONS, LAND DEVELOPMENT. LOCAL INVESTORS, BOTH PRIVATE & INSTITUTIONAL OFTEN REQUEST NAMES OF INDIVIDUALS WITHIN WELL KNOWN CDN COMPANIES WITH WHOM THEY CAN MAKE

ULTIMATE RESULT WILL BE ONGOING CONTACT WITH CDN COS. LOOKING TO ATTRACT INVEST. IN A VARIETY OF AREAS ALLOWING US TO ADDRESS SPECIFIC INQUIRIES.

NON SECTORALLY ORIENTED ACTIVITIES

CALLS ON LEADING WEALTHY FAMILIES IN ORDER TO INCREASE AWARENESS OF CDA.

INCREASE INVESTMENT IN CDA. CONTINUE SNOWBALL EFFECT WHICH TAKES PLACE AFTER AN INDIVIDUAL VISITS & INVESTS IN CDA.

ONE OF BEST WAYS TO ATTRACT INVESTMENT IS TO INCREASE GENERAL AWARENESS OF CDA AS A COUNTRY & TOURISM DESTINATION. WE EXPECT TO COMPLETE INCREASED MAILING CAMPAIGNS ON CDA & PROMOTE TOURISM AT MAJOR FAIRS & WITH CHAMBERS OF COMMERCE & MAJOR TRAVEL AGENTS.

INCREASED AWARENESS & VISITS TO CDA WILL LEAD TO INCREASED INVESTMENTS.

348 - KUWAIT

KUWAIT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

THE POST ACTIVELY PLANS TO EXPAND ITS BASE OF CONTACTS IN THE INVESTMENT DOMAIN IN ORDER TO PROMOTE CANADA AS AN INVESTMENT DESTINATION.  
(2) KEY INVESTOR HOSPITALITY.

RESULTS ARE OFTEN DIFFICULT TO QUANTIFY, HOWEVER, THE RECENT ACQUISITIONS IN CDA BY THE KIO (CONS BATH & CED SYST CERTAINLY CONFIRM INCREASED INVESTMENT ACTIVITIES BY KUWAITIS IN CDA).  
(2) THESE EVENTS OFTEN PROVE EXCELLENT VENUES FOR OPEN DISCUSSION AS WELL AS A SMALL TOKEN OF APPRECIATION TO THOSE INVESTING IN CDA. SIGNIFICANT INSIGHT INTO THE INVEST "PSYCHE" IS GAINED THEREBY ALLOWING DEV OF STRATEGIES TO FURTHER PROMOTE CDA. THE EMB NORMALLY STAGES THESE EVENTS. AROUND

QUARTER : 2

Double Taxation/Joint Investment Agreement.

Team from Kuwait visited Canada in September for further negotiation. More will be required. Reciprocal Ministerial visits envisaged.

QUARTER : 3

Increase Participation in business opportunities Cda conference.  
Compile data base of cdn institutions dealing with investment from gulf.  
Increased calls of local institutions and investors.

Event cancelled.  
Good list has been established to whom local clients can be referred which has increased confidence of local investors in cdas willingness to attract investment.  
Ambassador has taken active role in meeting with prominent members of investment community which has improved awareness of cda at senior levels. Commercial section has followed up at same time.

QUARTER : 4

Investment seminars in Kuwait, ABU Dhabi & Bahrain March 12-16, 1989

Increased calls on local institutions and investors.

investors for more detailed info on Canada.  
End Result: increased awareness of Canada is destination for investment

Ambassador continued active role by expanding his visits to ABU Dhaki & Bahrain. Increased investment in Canada and Foreign exchange exposure in Canadian Dollars has been reported as a result/

Events generated spontaneous reaction by local



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

POST :348-KUWAIT

- Telecom Seminars: Kuwait, ABU DHABI, DUBAI & BAHRAIN  
Jan 16-26/89 8 members
- Middle East Communications Fair (MEOS): BAHRAIN  
Jan 21-26/89 12 Cdn Coys Present
- Quebec Mission Kuwait:  
Jan 23-26/89 6 members
- Dubai '89 Airshow: Dubai-Requests for Demo flights by Chal-  
lenger & Dash-8 Jan 29-Feb 2/89 3 Cdns coys present
- Textile Negotiations with UAE  
Feb 4-6/89
- Canada-Arab Business Council (CABC): UAE  
Feb 10-28/89 21 members
- Alberta oil Mission to UAE & Qatar-Added to Territory with  
Cancellation of Iran Portion of Visit March 4-8/89
- Ontario Nex II Mission: UAE Bahrain, Kuwait, Oman, Qatar  
March 16-30/89 12 members
- Minister of Higher Education Ali Al Shamlan visit to Canada  
March 26-30/89
- Middle East Oil Show (MEOS): Bahrain  
March 11-14/89 12 Cdn companies present

REPORT 4  
89/10/10

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POST :304-LAGOS

001-AGRI & FOOD PRODUCTS & SERVICE  
NIGERIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO LIAISE WITH MINISTRY OF AGRICULTURE IN SUPPORT OF HOWE INTERNATIONAL DESIGN CONSULTANCY ON NAT'L GRAINS STORAGE PROGRAMME.

SUCCESSFUL IMPLEMENTATION OF THE CONSULTANCY PUTTING CANADA IN GOOD POSITION FOR CONSTRUCTION CONTRACTS.

CONTINUE TO PURSUE OPPORTUNITIES FOR CANADIAN MILK PRODUCTS(POWDER/EVAP.).SEEK DIVERSIFICATION OF PRODUCTS AT COMPETITIVE PRICES FOR NIGERIAN & GHANAIAI MARKETS.

BROADEN OUR MKT NICHE IN AN AREA WHICH HAS BEEN CDA'S LARGEST EXPORT TO NIGERIA AND OPEN NEW ACTIVITY IN GHANA.

PROVIDE CANADIAN COMPANIES, DRIE, EXTERNAL AFFAIRS WITH A CURRENT LISTING OF POTENTIAL AGRICULTURAL EQUIPMENT DISTRIBUTORS AND REPRESENTATIVES.

ASSESSMENT OF EQUIP.REQUIREMENTS & CREDIT-WORTHY REPRESENTATIVES.INTRODUCTION OF TWO NEW CDN COMPANIES TO THE MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE FOOD PACIFIC 88.  
PROMOTE WCFPS/SEND INCOMING BUYER.  
PROMOTE CANADIAN CAPABILITY IN SPECIALIZED EQUIPMENT.

SELECTED AND BRIEFED INCOMING BUYER FOR WCFPS. PREPARING FOLLOW-UP REPORT. AGENCY AGREEMENT SIGNED FOR AQUAMARINE HARVESTERS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----







REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :304-LAGOS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 Continued support to Canac and Bombardier in their marketing to Nigerian Railways Corp. Monitoring of opportunities in mass transit in Nigeria.

Canac successful in winning WBIRD funded contracts for MIS and refurbishment. Still awaiting acceptance by GON of financing offer for Bombardier locomotives.

QUARTER: 4 Continued support to CANAC in their work for NRC and monitoring of Bombardier's contract with NRC.

Assistance to CANAC in mobilizing for WBIRD funded project with NRC, liaison with WBIRD on Bombardier contract, prepared status report of activity in aviation sector, and continued monitoring of Aviation Hangar Project.

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

007-POWER & ENERGY EQUIP. & SERV.  
NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SUPPORT TO FEDERAL PIONEER & LOCAL REPRESENTATIVE IN ONGOING NEGOTIATIONS TO SELL TRANSFORMERS TO NEPA, WITH POTENTIAL OF JOINT VENTURE WITH LOCAL COMPANY IN FUTURE FOR REPAIR AND OVERHAUL.

THAT CONTRACT WILL BE SUCCESSFULLY SIGNED, FINANCING ORGANIZED AND EXPORT OF FINISHED UNITS COMMENCE.

MONITOR TENDER DOCUMENT RELEASE FOR THE REGIONAL INTER-CONNECTION PROGRAMME FUNDED BY THE AFRICAN DEVELOPMENT BANK \$100 M FOR FIRST PHASE TRANSMISSION LINE BETWEEN GHANA AND NIGERIA.

CANADIAN SUPPLIERS WILL BID FOR THE SUPPLY OF EQUIPMENT AND SERVICES.

EXAMINE FEDERAL GOVT 5-YR DEVELOP PLAN TO ASSESS PROGRAMMES OF PROCUREMENT & REHABILITATION BY NEPA & THE STATES RURAL ELECTRIFICATION PROGRAMME. WORLD BANK FUNDING FOR \$350 M WITH E/GERMANY IS NEGOTIATING LOAN OF \$67 M & BULGARIA A CREDIT OF \$50 M.

CANADIAN COMPANIES TOGETHER WITH LOCAL REPRESENTATIVES WILL MAKE SALES OF EQUIPMENT AND SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SEND INCOMING BUYER TO NPS. PURSUE OPPORTUNITIES FOR OIL AND GAS EQUIPMENT AND SERVICES. PURSUE 132 KV TRANSMISSION PROJECT.

SELECTED & BRIEFED BUYER FOR NPS. COMMENCED STRATEGY IN OIL & GAS SECTORS IN GHANA (PCIAC) AND NIGERIA. CANADIAN COMPANY IN EUROPEAN CONSORTIUM BIDDING FOR SELECTED LINES.

QUARTER: 2 -----

QUARTER: 3 Pursue opportunities in petroleum sector where several new projects emerging plus ongoing opportunities (eg Oso Condensates, Petrochemicals, LNG) in Nigeria and capitalise on PCIAC involvement in Ghana.

Du Pont Cda signed licensing agreement for polyethylene plant. Follow-up for Cdn cos interested in Mobil-led OSO proj. Follow-up of possible JV resulting fm NPS. Assist cos supplying consulting & specialist srvc in sector (eg. Nova/Nortech).

QUARTER: 4 Pursue on-going opportunities in sector in all countries including power generation and transmission, oil and gas development and transportation, downstream equipment and services.

Financing secured from EDC for Akosombo Dam rehab. Successful visit to Nigeria by Ontario Hydro personnel. Ongoing reporting on major petroleum sector projects. Nominated incoming buyer to INTERCAN 89.



POST :304-LAGOS

005-ADVANCED TECH. PROD. & SERV  
NIGERIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

GOVERNMENT OF NIGERIA STILL UNDECIDED ON PURCHASE OF SATELLITE TECHNOLOGY AND ITS IMPLEMENTATION. TENDERS CALLED FOR REHABILITATION OF EARTH STATIONS.

SATELLITE PROJ WILL PROCEED & SPAR WILL BE SUCCESSFUL SUPPLIER. POST WILL CONTINUE TO PURSUE ANCILLIARY OPPORT. INCLUDING TRAINING AND TECHNOLOGY TRANSFERS.

EVALUATION UNDERWAY OF RURAL TELECOMMUNICATIONS OPTIONS, INCLUDING TRIAL OF SR TELECOM'S SR100 EQUIPMENT.

FUNDING WILL BE ALLOCATED TO SECTOR, SR TELECOM'S FIELD TRIALS SUCCESSFULLY COMPLETED AND SALES TO FOLLOW (EG. TO STATE GOVTS).

OUTSTANDING REQUIREMENT ON PART OF NITEL TO UPGRADE AND PURCHASE EXCHANGE AND SWITCHING EQUIPMENT. POST WILL ANALYSE PLANS, OBTAIN TENDERS AND REPORT OPPRTUNITIES TO DRIE, DEA, DOC.

SUCCESSFUL SALES BY CANADIAN COMPANIES WILL AIM TO GET FIRM PREQUALIFIED AND SHORTLISTED.

OBTAIN FROM NITEL & MINISTRY OF COMMUNICATIONS FORECAST OF PROJ. & REQUIREMENTS IN COMMUNICATIONS SECTOR AND DISSEMINATE TO CANADIAN COMPANIES.

IMPROVED INFORMATION FOR CANADIAN SUPPLIERS AND LONGER LEAD TIME FOR MARKETING EFFORTS.

PROMOTION OF CANADIAN MANUFACTURERS WITH NITEL AND MINISTRY OF COMMUNICATIONS.

INTRODUCTION OF 1 NEW COMPANY TO NIGERIAN MARKETPLACE & ENHANCE POSITION OF THOSE WITH EXISTING OR PAST PRESENCE.

FOLLOW-UP AND REPORT ON TENTATIVE PLANS TO ALLOW MODEST PRIVATIZATION OF SOME OF NITEL'S FUNCTIONS & TO UNDERTAKE SOME EQUIPMENT ASSEMBLY AND/OR REPAIR IN NIGERIA.

CONTACT FOR CANADIAN COMPANIES WITH NEW PLAYERS IN SECTOR AND EVALUATION OF POTENTIAL FOR JOINT VENTURES IN NIGERIA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SATELLITE:REFURBISHMENT OF EARTH STATIONS IN NIGERIA & SETTLEMENT OF DISPUTE IN GHANA. IMPROVE ACCESS OF CANADIAN COMPANIES TO MARKET AND BUILD AWARENESS OF CANADIAN CAPABILITIES.

MONITORED NIG CONTRACT(NOT YET AWARDED)& DISPUTE IN GHANA(PROGRESS TOWARDS RESOLUTION BEING MADE) CONTINUED LIAISON WITH NITEL & MINISTRY. SUCCESSFUL INTRODUCTION OF 2 NEW COS TO MKT WITH APPOINTMENT OF REPRESENTATIVES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/10/10

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POST :304-LAGOS

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
NIGERIA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ALL SUB-SECTORS

REHABILITATION AND UPGRADE OF COMMUNICATIONS EQUIPMENT INCOMPLETE TO DATE.

ENSURE ROLE FOR CANADIAN COMPANY IN PROJECT

CONTRACT SIGNED FOR NAVIGATIONAL AIDS WITH CDN CO. WHICH HOLDS PRIORITY POSITION IN DEFENCE 1988 BUDGET

THAT FUNDS WILL BE APPROVED CDN FIRM WILL SUPPLY EQUIPMENT.

UTILISE EXPOSURE AFFORDED BY NDC STUDY TEAM VISIT IN EARLY 1988.

ENHANCE KNOWLEDGE & IMPRESSION OF CDN DEFENCE INDUSTRIES AND INTRODUCE ONE NEW FIRM TO MARKETPLACE.

ENDEAVOUR TO OBTAIN FORWARD PLANNING AND PROCUREMENT DETAILS FROM NIGERIAN ARMY, AIRFORCE AND NAVY AND TO DISSEMINATE THEM TO CANADIAN SUPPLIERS.

IF FUNDING IS FORTHCOMING, SUCCESSFUL SUPPLY BY TWO CANADIAN FIRMS OF DEFENCE RELATED EQUIPMENT.

CAPITALISE ON REQUEST TO VISIT CANADA BY JOINT CHIEFS OF STAFF TO EXAMINE CANADIAN EXPERIENCE IN FORCES INTEGRATION.

INCREASED AWARENESS OF CANADIAN CAPABILITY AND IMPROVED CONTACTS FOR POST PERSONNEL LEADING TO POTENTIAL ORDERS.

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TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP ON COMMUNICATIONS EQUIPMENT UPGRADE. CONTINUE FOLLOW-UP FROM HI-TECH 88.

ADVANCE PROMOTION OF ARMX 89 & USED IT AS REASON TO INCREASE CALLS ON MILITARY. PROMOTION OF CDN PRESENCE AT FARNBOROUGH. TRACKING OF MILITARY PROCUREMENT & PROMOTION OF CANADIAN CAPABILITY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :304-LAGOS

Attended Asbestos Institute Seminar in Tunis (Feb 20-22)

- One Canada based officer participated in annual Foreign Service Recruitment exercise in Canada (Jan 25-Feb 17)
- TD in Canada in conjunction with above and included participation in OIC sponsored seminar in Toronto.
- Preparation for visit of Tarifq Hasian, World Bank Resident Representative in Ottawa
- Preparation and delivery of speech to UNDP/UNIDO sponsored General System of Preference Seminars in Lagos and Kano.
- Preparation for IDRC sponsored regional conference in Senegal; paper to be delivered on Nigeria
- Preparation for paper to be delivered at Seafood Market Outlook 89 in St. Johns

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POST :349-LIBREVILLE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

RENCONTRE AVEC MINISTERE DU PLAN POUR OBTENIR PROGRAMMATION ET  
ANALYSER POSSIBLE SECTEURS D'INTERVENTION DANS CADRE BANQUE  
MONDIALE.

OBTENTION DE PLANIFICATION DANS LE TEMPS.  
MONTANT D'INTERVENTION. ENREGISTRER INTERET  
CANADIEN.

BANQUE AFRICAINE DEVELOPPEMENT. RENCONTRE MINISTERIELLE AVEC  
TRAVAUX PUBLICS POUR ANALYSER MOYENS LOCAUX D'INTERVENTION.

ENREGISTRER INTERET CANADIEN. OBTENIR COUTUME  
CONTRACTUELLE AUX TRAVAUX PUBLICS.

RECHERCHE DE SOCIETES CANADIENNES INTERESSEES ET LES INTRODUIRE  
AUPRES INTERVENANTS LOCAUX.

SELECTIONNER ET TRAVAILLER EN PROFONDEUR AVEC  
1 OU 2 SOCIETES CANADIENNES.

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 :349-LIBREVILLE

007-POWER & ENERGY EQUIP. & SERV.  
GABON

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

RENCONTRES MINISTERIELLES POUR CLARIFIER FINANCEMENT

POSITIONNER LE CANADA

RENCONTRE A LA PRESIDENCE AVEC PRESIDENT ET HAUT REPRESENTANT

APPUI POUR OBTENTION POURSUITE PROGRAMME/  
HYDRAULIQUE ET ADDUCTION D'EAU.

MISSION COMMERCIALE AXIE SUR LES SECTEURS DE FORETS, PETROLE ET  
CONSTRUCTION, AUTOMNE 1988.

OCTROI DE CONTRATS DANS CHACUN DE CES SEC-  
TEURS ET DE PROJECTS 'JOINT VENTURES'.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4 QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :349-LIBREVILLE

010-MINE,METAL,MINERAL PROD & SRV  
GABON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MINE DEVELOPMENT SERVICES

RENCONTRE INTERMINISTERIELLES A LA PRESIDENCE

FAIRE LE POINT SUR NOUVELLES PROPOSITIONS CANADIENNES.

NEGOCIATION AU PLAN ET AUX FINANCES POUR INSCRIPTION DANS PROGRAMMATION.

S'ASSURER D'INSCRIPTION FINANCIERE POUR BUDGET 88.

SUIVI A LA SEE ET ACDI

S'ASSURER APPUI ACDI ET FINANCEMENT SEE.

MISISON TECHNIQUE AU CANADA DG MINISTERE DES MINES

NEGOTIATION TECHNIQUE AVEC GROUPE-CANADA ET FINANCIERE AVEC SEE ET ACDI

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

QUARTER 1 Activities exploring opportunities under Kongo's railroad, urban transit, and regional airport development programs. Also commence identifying opportunities in new phases of ports expansion planning.

QUARTER 2 Continue exploring opportunities under Kongo's railroad, urban transit, and regional airport development programs. Identify new opportunities ports expansion.

QUARTER 3 Exploring opportunities under Kongo's railroad, urban transit, regional airport development programs. Identifying new opportunities in ports expansion.

ACTIVITIES UNDERTAKEN IN QUARTER 1: INTEREST IN PARTICIPATION IN GREAT TRAINS AND MANY OF NATIONAL GOVERNMENT PLANS WAS AT OPENED POSSIBILITIES OF INVESTMENT IN GREAT TRAINS IN ASPECT OF OUR CONVENTIONAL FINANCING.

GRCS and (shortlisted) for 40% ownership. The contract unsuccessful. But next week in August the interested in railroad project. A proposal re-submitted to Kongo. Also, investment in a road project to plan maintenance work with.

Carried out with activities. Identified through the of 40% ownership of great train, which of which being 40% important element in support of the-our 40% application. The project involves productive sale of baggage handling system for.

Approved in support of selling 40% application to the in 1989. The project involves of 40% ownership of the project. The project involves productive sale of baggage handling system for.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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102

POST :349-LIBREVILLE

015-CONSTRUCTION INDUSTRY  
GABON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARCHITECT, CONS, CONSUL, SERV

RENCONTRE AU NIVEAU DE LA PRESIDENCE

FAIRE EN SORTE QUE FINANCES ET PLAN APPUIE  
DEMARCHE PRESIDENTIELLE.

DEVELOPPEMENT DES CONTACTS AU NIVEAU MINISTERIEL - EDUCATION  
NATIONALE/AFF. ETRANGERES

DISCUTER PROGRAMMES ET POSITIONNER LE CANADA

RENCONTRE MINISTERIELLE AUX TRAVAUX PUBLICS

POSITIONNER SOCIETES CANADIENNES ET OBTENIR  
PARTENAIRES LOCAUX.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/10/10

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

POST :303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSISTING CDN TRANSPORTATION CONSULTING FIRMS TO OBTAIN WORLD BANK FINANCED CONTRACT WITH KENYA RAILWAYS WITHIN "SECOND RAILWAY PROJECT".

SIX COMPANIES EXPECTED TO BE SHORTLISTED, OF WHICH ONLY ONE CANADIAN FIRM. CONTRACT IS POSSIBLE.

STUDY ON REQUIREMENTS OF KENYA AIRWAYS HAS BEEN COMPLETED. IMPLEMENTATION MAY PROVIDE OPPORTUNITIES FOR CANADIAN SUPPLIERS OF EQUIPMENT AND SERVICES.

POSSIBLE SALES BUT CANNOT BE QUANTIFIED AT THIS POINT.

FOLLOW-UP ON DRIE MARKET INVESTIGATION VISIT OCT/87 TO ASSIST CDN COS IDENTIFY OPPORTUNITIES IN RAIL & URBAN SUB-SECTORS. POSSIBLY INVITE KENYAN OFFICIALS TO VISIT CDN CITIES EARLY/88 TO SEE URBAN TRANSIT SYSTEMS & MANUFACTURING FACILITIES.

SALES OF EQUIPMENT AND SERVICES ARE POSSIBLE.

INVESTIGATE POTENTIAL BUSINESS FLOWING FROM STUDIES TO BE DONE REGARDING POSSIBLE EXPANSION OF REGIONAL AIRPORTS.

INDEFINITE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO INVESTIGATE AND SUPPORT EFFORTS OF CDN CONSULTING FIRMS & SUPPLIERS TO OBTAIN CONTRACTS UNDER KENYA'S RAILROAD DEVELOPMENT URBAN TRANSIT & REGIONAL AIRPORT EXPANSION PROGRAMMES.

ACTIVITIES CONTINUED & RECENT INDICATIONS OF WB INTEREST IN PARTICIPATION IN URBAN TRANSIT AND PART OF RAILROAD DEVELOPMENT PLANS HAVE RE OPENED POSSIBILITIES OF INVOLVEMENT BY CDN FIRMS IN ABSENCE OF CDN CONCESSIONAL FINANCING.

QUARTER: 2 Continue exploring opportunities under Kenya's railroad, urban transit, and regional Airport development programs. Also commence identifying opportunities in new phases of ports expansion planning.

CPCS bid (shortlisted) for WB consultancy contract unsuccessful. Post continued to assist cos interested in railroad projs. E.G. proposed rehabilita'n of Kisumu Line. Supported Delcan's efforts to place maintenance mngmt syst. with

QUARTER: 3 Continue exploring opportunities under Kenya's railroad, urban transit, and regional airport development programs, identifying opportunities ports expansion.

Carried out said activities. Obtained indication of GOK prioriza'n of urban dev. studied of which transp. an important element, in support of Delcan CPPF applica'n. Urged EDC support/Matthews prospective sale of baggage handling eqpt. for

QUARTER: 4 Exploring opportunities under Kenya's railroad, urban transit, regional airports development programs, identifying opportunities in port expansion.

Attempted in support of Delcna CPPF Application to obtain firmer written statement of GOK and WB commitment. Provided support and liaison for Matthews conveyor efforts to sell baggage handling systems to Nairobi and mombasa Airports.

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE AMMUNITION SALE TO DOD.

ORDER WORTH \$0.5 MILLION

PROMOTION OF SALE OF DASH 8-M AIRCRAFT TO DOD TO REPLACE RECENTLY DESTROYED BUFFALO.

POSSIBLE SALE OF 2 AIRCRAFT WORTH UP TO \$24 MILLION.

ANALYSE COMPETITION, INVESTIGATE DOD PROCUREMENT PLANS ESPECIALLY COMM, EQUIP, OBTAIN TOR FOR TENDERS, REPORT TO DRIE, DEA, DND ETC.

INTRODUCE TWO NEW COMPANIES TO MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE SALE OF DASH 8 AIRCRAFT TO DEPT OF DEFENSE.

CONTINUED TO LEND SUPPORT TO BOEING/DHC SALES TEAM WITH DEFENSE OFFICIALS IN FINALISING SALES CONTRACT FOR 3 AIRCRAFT.

QUARTER: 2 Assist Boeing/DeHavilland Cda in negotiations of contract with MOD for sale of 3 Dash 8 aircraft.

Considerable assistance to DHC by liaison between MOD, also EDC. Contract seems likely.

QUARTER: 3 Assist Boeing/De Havilland Cda in negotiations of contract with MOD for sale of 3 DASH-8 aircraft.

De Havilland signature of sales contract for 3 DASH-8 aircraft. EDC financing offer under review by GOK.

QUARTER: 4 Continued assistance to Boeing/de Havilland Canada in negotiations of contract with department of defence for sale of 3 dash-8 air craft.

Substantial assistance to De Havilland regarding sale of 3 dash - 8 aircraft to department of Defence. Expect to formalize commercial and financing agreements imminently.







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

POST :303-NAIROBI

011-OIL & GAS EQUIPMENT,SERVICES  
KENYA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE PROPOSAL SUBMITTED BY CDN COMPANY FOR EXTENSION OF MOMBASA-NAIROBI OIL PIPELINE TO UGANDAN BORDER.

CONTRACT FOR CDN COMPANY IF PROPOSAL ACCEPTED

PROMOTE PROPOSAL SUBMITTED BY CDN COMPANY FOR REHABILITATION AND UPGRADING OF MOMBASA OIL REFINERY.

CONTRACT FOR CDN COMPANY IF PROPOSAL ACCEPTED

INVESTIGATE PLANS FOR EXPLORATION,EQUIPMENT TENDERS, ESPECIALLY GEOTHERMAL SECTOR AND REPORT TO DRIE,DEA,PROVINCES.

POSSIBLE CONTRACTS FOR DRILLING,SERVICES OR EQUIPMENT. INTRODUCE TWO NEW COMPANIES TO MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT LAVALIN'S ACTIVITIES TO OBTAIN CONTRACT FOR WSET KENYAS PIPELINE EXTENSION TO ELDORET.- CONTINUE PROMOTION OF CDN SURVEYORS & DRILLING CONTRACTORS FOR BUSINESS W/MULTI NATIONALS IN OIL & GAS EXPLORATION & W/KENYAN GOVT.

INCREASED ACTIVE SUPPORT FOR LAVALIN WITH ENERGY MINISTRY IN ITS EFFORTS TO SECURE PIPELINE CONTRACT. VISIT OF MINISTER OF ENERGY TO CANADA,AND CONTINUOUS FOLLOW-UP BY POST WITH MINISTRY WERE HIGHLIGHTS.

QUARTER: 2 Monitor developments in West Kenya pipeline project on behalf of lavalin and EDC. Promote image of Cdn drilling contractors with GOK and multinationals.

Discussed pipeline proj. with GOK& Parastatal officials,Lavalin rep and EDC.Lavalin/french joint bid competes with Jpnse.Financing impasse & possible W.B. involvement complicate matter. Bawden Won Drilling contract w/total & partners.

QUARTER: 3 Monitor developments in West Kenya pipeline project. Promote Cdn drilling contractors with GOK and multinationals.

World Bank appears prepared to finance part of W. Kenya pipeline extension. Possibility emerged of Lavalin/Japanese cooperation for substantial portions of project.

QUARTER: 4 Monitor developments in West Kenya Pipeline Project. Promote Canadian drilling contractors with GOK and WB.

Meetings with WB and GOK have shed no real new light on West Kenya pipeline extention project GOK appears to prefer proceeding with Lavalin/Japanese/French consortium but WB role still unclear.

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

001-AGRI & FOOD PRODUCTS & SERVICE  
KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WORLD BANK-FINANCED ANIMAL HEALTH PROJECT WORTH APPROX. \$15M MAY PROVIDE OPPORTUNITIES FOR CDN CONSULTANTS WHO HAVE SUBMITTED BIDS.  
DOWNSTREAM OPPORTUNITIES FOR CDN EQUIPMENT SUPPLIERS.

POSSIBLE CONSULTING SERVICES AND EQUIPMENT CONTRACTS.

DEPT SPONSORED VISIT OF PROMINENT KENYAN AGRICULTURAL CONSULTANT TO FARM PROGRESS SHOW, REGINA, 1987. MACHINERY AND EQUIPMENT SALES MAY RESULT. KEN INTEREST BY SEVERAL LOCAL PURCHASERS HAS BEEN GENERATED BY THE VISITOR.

AGRICULTURAL MACHINERY AND EQUIPMENT SALES POTENTIALLY WORTH SEVERAL MILLION DOLLARS OVER NEXT 2-3 YEARS.

INVESTIGATE OPPORTUNITIES FOR EXPORT OF CDN BOVINE SEMEN AND EMBRYO TRANSFER TECHNOLOGY IN LIGHT OF EMERGING DEMAND. ANALYSE DEMAND FOR BOVINE BREEDING STOCK AND REPORT ON MARKET.

SIGNIFICANT SALES OF BOVINE SEMEN, EMBRYO TRANSFER TECHNOLOGY AND BOVINE BREEDING STOCK.

INVESTIGATE OPPORTUNITY TO ESTABLISH J/V COMMERCIAL BOVINE AI STATION AND REPORT ON MARKET TO DEA, AG, ODA, DRIE, ETC.

SALES OF EQUIPMENT AND SERVICES.

(PROPOSED AGRICULTURE CANADA LIVESTOCK TECHNICAL MISSION EARLY /89 WILL SUPPORT ACTIVITIES 1 AND 2 ).

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT SEMEX & OTHERS TO EXPORT CDN BOVINE SEMEN & EMBRYO TRANSPLANT TECHNOLOGY. STIMULATE INTEREST OF KENYAN ORGANIZATIONS IN CDN AGRICULTURE/LIVESTOCK SHOWS & GENERATE INTEREST AMONGST CDNS IN NAIROBI INTL SHOW.

SUPPORT CONTINUED AS INDICATED. INTEREST GENERATED IN CDN DAIRY INDUSTRY VIDEO. TENTATIVE PLANS FOR T.V. SHOWING DEVELOPED.

QUARTER: 2 Promote sale of bovine embryo and semen to local dairy farmers.

Efforts resulting in positive interest and enquiries. Sales in next FY look promising. Cdn dairy promotional video cassette we circulated aroused new interest in cdn dairy cattle. Still working on T.V. showing.

QUARTER: 3 Promote sale of bovine embryo and semen to local dairy farmers.

Sectoral advertisements in local publications aroused some private sector interest in Cdn expertise.

QUARTER: 4 Promote Kenya familiarity with, and purchase of Canadian agricultural Technology, machinery, equipment and bovine semen.

Dissemination of information to numerous contact has elicited positive reaction with possible resultant sales, notably holstein semen. Department-sponsored attendance of chief executive of Kenya National Farmers union at WCFPS in Regina (June)



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POST :303-NAIROBI

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CDN COMPANY HAS APPLIED FOR CPPF STUDY FINANCING FOR ENTEBBE AIRPORT REHABILITATION.

CIDA APPROVAL OF STUDY MAY LEAD TO DOWNSTREAM SERVICES AND EQUIPMENT CONTRACTS.

IF IFI FUNDING BECOMES AVAILABLE FOR RAILWAY AND/OR ROAD REHABILITATION AND UPGRADING PROGRAMS POST WILL ANALYSE DEVELOPMENT PLANS, OBTAIN ADVANCE TENDER INFO AND REPORT OPPORTUNITIES TO DRIE, DEA.

FOR SERVICES, SPARE PARTS, AND SOME NEW EQUIPMENT. WE WILL AIM TO INTRODUCE TWO NEW COMPANIES TO 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 :303-NAIROBI

005-ADVANCED TECH. PROD. & SERV  
UGANDA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

ANALYSE PREPARATION OF WORLD BANK FINANCED REHABILITATION OF TELECOMMUNICATIONS INFRASTRUCTURE PROGRAM, OBTAIN ADVANCE TENDER INFO AND REPORT TO DRIE, DEA, DOC.

POSSIBLE CONTRACTS FOR CONSULTANCY FIRMS AND EQUIPMENT SUPPLIERS. GET ONE CDN COMPANY ON SHORT LIST.

ANALYSE PREPARATION OF KAGERA BASIN MICROWAVE LINK PROJECT FUNDED BY AFDB, OBTAIN ADVANCE TENDER INFO AND REPORT TO DRIE, DEA, DOC.

POSSIBLE CONTRACTS FOR CONSULTANCY FIRMS AND EQUIPMENT SUPPLIERS. GET ONE CDN COMPANY ON SHORT LIST.

INVESTIGATE DEVELOPMENT PLANS FOR UP & T AND REPORT OPPORTUNITIES TO DEA, DRIE, DOC.

INTRODUCE 2 NEW COMPANIES TO MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
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POST :303-NAIROBI

014-EDUCATION,MEDICAL,HEALTH PROD  
UGANDA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MBALE HOSPITAL REHABILITATION PROJECT FINANCED BY AFDB WILL NEED CONSULTANTS AND EQUIPMENT SUPPLIERS.(STUDY ALREADY COMPLETED)

POSSIBLE CONTRACTS FOR CDN FIRMS. POST WILL ATTEMPT TO GET CDN COMPANY ON SHORT LIST.

MULAGO HOSPITAL REHABILITATION PROJ WILL REQUIRE CONSULTANTS TO DO STUDY AND,IF POSITIVE,WILL NEED EQUIPMENT SUPPLIERS FOR IMPLEMENTATION. PROJECT FINANCED BY AFDB.

POSSIBLE CONSULTING AND EQUIPMENT SUPPLY CONTRACTS. POST WILL ATTEMPT TO GET CDN COMPANY ON SHORT LISTS.

PROJECT FOR REHABILITATION OF MAKERERE UNIVERSITY TO BE FINANCED BY SEVERAL DONORS WILL CALL FOR CONSULTANCY WORK, AND LATER, EQUIPMENT.

POSSIBLE CONTRACTS FOR CDN FIRMS. POST WILL ATTEMPT TO GET CDN COMPANY ON SHORT LIST.

INVESTIGATE DEVELOPMENT PLANS FOR HEALTH,EDUCATION SECTORS;GATHER ADVANCE PROJECT AND TENDER DATA; REPORT OPPORTUNITIES TO DEA,DRIE.

INTRODUCE TWO NEW COMPANIES TO MARKET

ANALYSE PROJECT PREPARATION (SEE BELOW) FOR NGW WB PROJECTS AND REPORT KEY INFO TO DEA,DRIE.

ATTEMPT TO GET CDN COMPANIES PREQUALIFIED FOR SERVICES/EQUIPMENT.

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

POST :303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUATION OF GOT'S WORLD BANK-FUNDED RAILWAY REHABILITATION PROGRAM WILL OFFER OPPORTUNITIES FOR CDN CONSULTANTS AND EQUIPMENT SUPPLIERS. POST WILL ANALYSE PLANS AND REPORT OPPORTUNITIES TO DEA,DRIE.

POSSIBLE CONTRACTS. WILL AIM TO GET CDN COMPANY PREQUALIFIED THEN SHORTLISTED.

CONTINUATION OF GOT'S WORLD BANK-FUNDED ROADS REHABILITATION PROGRAM WILL ALSO OFFER OPPORTUNITIES TO CDN CONSULTANTS AND SUPPLIERS. POST WILL ANALYSE PLANS AND REPORT OPPORTUNITIES TO DEA,DRIE.

POSSIBLE CONTRACTS. WILL AIM TO GET CDN COMPANY PREQUALIFIED THEN SHORT-LISTED.

UNCONFIRMED PLANS TO REHABILITATE AN EXPAND REGIONAL AIRPORTS WOULD, IF UNDERTAKE, OFFER CONSULTANCY AND EQUIPMENT SUPPLY OPPORTUNITIES. POST WILL INVESTIGATE, ANALYSE AND REPORT OPPORTUNITIES TO DEA,DRIE.

POSSIBLE CONTRACTS. WILL AIM TO GET CDN COMPANY PREQUALIFIED.

INVESTIGATE COMPETITION,ANALYSE DEVELOPMENT PLANS AN REPORT MARKET OPPORTUNITIES TO DEA,DRIE, ESPECIALLY ADVANCE TENDER NOTICES.

AIM TO INTRODUCE TWO NEW COMPANIES TO MARKET IF ANALYSIS PROVES MARKET FEASIBLE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :303-NAIROBI

Preparation for visit of Mr. P. Towe, Chairman Petrocan to  
sign extension to T/A agreement PCIA/KPC  
Councillor (commercial) attended asbestos institute of Canada  
seminar in Tunis



REPORT 4  
89/10/10

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POST :327-RABAT

005-ADVANCED TECH. PROD. & SERV  
MOROCCO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

APPUI INTENSIF DONNE AUX SOCIETES CANADIENNES QUI SE TROUVENT SUR LA COURTE LISTE DE FOURNISSEURS D'EQUIPEMENTS DE TELECOMMUNICATIONS.

ATTEINDRE L'ETAPE DE LA NEGOCIATION DE CONTRATS ET DE LEUR SIGNATURE.

AIDER LE CONSULTANT SELECTIONNE A MENER L'ETUDE SUR LE SECTEUR DE L'INFORMATIQUE AU MAROC (RAPPORT PICARD)

DEFINITION PRECISE DU POTENTIEL DU MARCHÉ.

POURSUIVRE ASSIDUMENT TOUS LES A.O.I. LANCES PAR L'ONPT DANS LE CADRE DE SON PROGRAMME DE MODERNISATION.

OBTENIR 10 A 20% DES CONTRATS.

DEFINIR LES POSSIBILITES DE MARCHÉ DANS LE CADRE DU PROJET DE 2E CHAINE DE TELEVISION AU MAROC.

PARTICIPATION CANADIENNES A CE PROJET A HAUTEUR DE 10 A 15%.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONCLURE LES NEGOTIATIONS DU CONTRAT BELL CDA/ONPT FAIRE LA PROMOTION D'UNE PARTICIPATION CDNE AU PROJET DE LA 2E CHAINE DE TELEVISION.

LE CONTRAT BCI/ONPT A ETE SIGNE. VIDEOTRON A PRIS UNE PARTICIPATION DANS LE CAPITAL ACTION DE LA 2E CHAINE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Suivre tous les appels d'offres dans le domaine de Telecommunications Augmenter presence canadienne dans le secteur d'Informatique.

APG va soumettre proposition a ONPT pour programme de gestion. BCI negocie un nouveau contrat pour installation de 192,000 lignes.

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POST :327-RABAT

007-POWER & ENERGY EQUIP. & SERV.  
MOROCCO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSEILLER DEUX SOCIETES CANADIENNES DANS LEURS SOUMISSIONS SUITE  
A DES A.O.I. DE L'O.N.E.

OBTENTION D'AU MOINS UN CONTRAT D'UNE VALEUR  
DE \$10M.

CONSEILLER L'INDUSTRIE CANADIENNE DANS LE MONTAGE DE CONSORTIA ET  
DE PACKAGE FINANCIER EN VUE DE POURSUIVRE DEUX GRANDS PROJETS  
D'INVESTISSEMENTS DANS LE SECTEUR ENERGETIQUE.

PREQUALIFIER AU MOINS UN GROUPE ET ARRETER  
LES GRANDS PRINCIPES DU MONTAGE FINANCIER.

ASSISTER L'INDUSTRIE DANS SES NEGOCIATIONS POUR L'OBTENTION D'UN  
CONTRAT DE CENTRALE HYDRO-ELECTRIQUE OU DE CENTRALE THERMIQUE.

OBTENTION D'UN CONTRAT DE L'ORDRE DE \$150 M  
A \$200 M.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OBTENIR AU MOINS UN CONTRAT DE \$10 M AUPRES DE  
L'O.N.E.

PREQUALIFIER AU MOINS UN GROUPE POUR LE PROJET  
DE CENTRALE THERMIQUE A JORF LAFAR.

WESTINGHOUSE A OBTENU UN CONTRAT DE \$7 MILLIONS.  
REYNOLDS & ALCAN ONT SOUMISSIONNE SUR UN A.O.I.  
DE CABLES. BBC CDA & COMBUSTION ENGINEERING FONT  
PARTIE D'UN CONSORTIUM INT'L QUI SOUSMISSIONNERA  
SUR CE PROJET.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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POST :327-RABAT

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

| PLANNING:       | ACTIVITIES PROPOSED IN POST PLAN:  | ANTICIPATED RESULTS:  |
|-----------------|--|---|
| ALL SUB-SECTORS |  |   |
|                 | COMPLETER LA MISE EN PLACE DU FINANCEMENT POUR DES VENTES DE MATERIEL FERROVIAIRE ET ROUTIER.  | CONCLUSION DES VENTES ET LIVRAISON DES PRODUITS.                          |
|                 | APPUYER LES FABRICANTS CANADIENS D'APPAREILS ET D'EQUIPEMENTS AERIENS ET ROUTIERS DANS LA POURSUITE D'OPPORTUNITES PRECISES.                             | ATTEINDRE LE STADE DE LA NEGOCIATION DE CONTRAT.                          |
|                 | DEMONSTRATION SUR LE TERRAIN DES CAPACITES CANADIENNES DANS LE DOMAINE DU TRANSPORT AERIEN.  | VENTE POSSIBLE D'APPAREILS ET D'EQUIPEMENTS.                              |
|                 | ELABORER ET METTRE EN PLACE AVEC DIVERSES GRANDES SOCIETES CANADIENNES LA STRATEGIE POUR OURSUIVRE LES PROJETS CITES EN 7-9.                             | POSITIONNER FAVORABLEMENT PLUSIEURS SOCIETES CANADIENNES SUR CES MARCHES. |
|                 | EXPLORER LA FAISABILITE DE PARTICIPATION CANADIENNE SUR DE GRANDS PROJETS TELS LA LIAISON FERROVIAIRE MARRAKECH-AGADIR ET LA LIAISON FIXE MAROC-ESPAGNE. | FORMATION DE CONSORTIA EN VUE DE LA POURSUITE DE CES PROJETS.             |

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| TRACKING:  | ACTIVITIES UNDERTAKEN IN QUARTER:  | QUARTERLY RESULTS REPORTED:   |
|------------|--|---|
| QUARTER: 1 | COMPLETER LA MISE EN PLACE DU FINANCEMENT AVEC L'O.N.C.F. ET LA PROTECTION CIVILE.<br>APPUYER LA VENTE D'AVIONS. | PRET O.N.C.F. ET P.C. ONT ETE SIGNES ET LA MARCHANDISE LIVREE. UNE VENTE DE 500 JEEPS A ETE REALISEE.<br>DE HAVILAND EST SUR LE SHORT LIST DE LA RAM. |
| QUARTER: 2 | -----  |   |
| QUARTER: 3 | -----  |   |
| QUARTER: 4 | Obtenir contrats avec ONCF   | General Motors a gagne un contrat pour 4 locomotives (\$11.5 millions)<br>G.M. a soumissionne pour 19 locomotives                                     |



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POST :327-RABAT

014-EDUCATION, MEDICAL, HEALTH PROD  
MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSISTER LES SOCIETES CANADIENNES QUI SOUMISSIONNENT SUR LES  
A.O.I. DE L'OPFPT, DU MINISTERE DE L'EDUCATION NATIONALE ET DU  
MINISTERE DE LA SANTE PUBLIQUE.

BIEN POSITIONNER DES SOCIETES POUR OBTENTION  
DE 2 OU 3 CONTRATS.

FAIRE LE SUIVI SUR LES DIVERS A.O.I. LANCES DANS LE CADRE DE  
PROJETS FINANCES PAR LES INSTITUTIONS MULTILATERALES.

S'ASSURER QUE LES SOCIETES CANADIENNES SOU-  
MISSIONNENT SUR CES A.O.I. ET EN REMPORTENT  
QUELQUES-UNS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OBTENIR DES CONTRATS DE L'OPFPT.

LAB VOLT A SIGNE UN CONTRAT DE DLRS \$2 MILLIONS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
89/10/10

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

POST :327-RABAT

003-GRAINS AND OILSEEDS  
MOROCCO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PREPARER UN RAPPORT DETAILLE SUR LA STRUCTURE DU MARCHE MAROCAIN  
DES OLEAGINEUX ET LE DIFFUSER DIRECTEMENT A L'INDUSTRIE.

SUSCITER L'INTERET DES FOURNISSEURS CANADIENS  
A SOUMISSIIONNER DIRECTEMENT SUR LES APPELS  
D'OFFRES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

DESIGN CANADIAN PARTICIPATION IN PROPOSAL TO RE-ENGINE AIRCRAFT  
VEHICLES.

CANADIAN GROUP TO BID ON AIRCRAFT PROJECT

RE-INTRODUCE ELITES FOR NEW PERIODS WITH ESTABLISHED

HAVE ELITES INVITED TO DEMONSTRATE

ELECTRICAL & ELECTRONIC

SUPPORT CANADIAN FIRMS REGISTERED AS SUB-CONTRACTORS TO ARMY AVIA-  
TION BASE.

20-25 MILLION DOLLARS

ENCOURAGE NOA TO DEMONSTRATE AIRBORNE WAR.

OBTAIN INVITATION TO QUOTE A SYSTEM

PERSUADE CANADIAN FIRMS FOR SAFE SECURITY SYSTEMS INVOLVE CCC IN  
NECESSARY.

PERSUADE CANADIAN FIRM TO MAKE QUOTATION

DETERMINE MARKET FOR ELECTRONIC WARFARE SIMULATION TRAINING.

PROMOTE MARKET ON BASIS OF DEMAND AND EXPORT  
POSSIBILITIES.

ENCOURAGE MID-SIZE CANADIAN FIRMS TO PARTICIPATE IN SMALLER SUB-  
CONTRACTS

1-4 BID BY 20 TO 25 FIRM QUALIFIED COMPANY  
GROUPS

SUPPORT CANADIAN FIRMS TO MOVE INTO MAINTENANCE SECTOR THROUGH  
AIDS.

1-4 PARTICIPATION IN SUB CONTRACT AT AIRPORT

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

POST :327-RABAT

Avons prepare les documents/briefings pour la Commission Bi-  
laterale a Ottawa - 22-24 Mars

Avons commence a organiser participation canadienne a la  
Foire de l'informatiques, CASABLANCA 24-28 Mai

Avons organise visite d'une mission de la Voie Mariti;me St-  
Laurent

Avons assiste au seminaire organise par l'Institut d'Amian-  
te a Tunis

Avons aiiste a une conference regionale a Tunis

Avons organise visite de liaison de M.Bernard Dussault,  
Directeur/GAT





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

POST :347-RIYADH

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SAUDI ARABIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Canadian participation in Security Products  
Exhibition at Arab Security Studies Training  
Centre.

Two Canadian companies exhibited body armour  
and perimeter security systems.

QUARTER: 4 -----

REPORT 4  
89/10/10

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

POST :347-RIYADH

005-ADVANCED TECH. PROD. & SERV  
SAUDI ARABIA

| PLANNING: ACTIVITIES PROPOSED IN POST PLAN:   | ANTICIPATED RESULTS:  |
|---|---|
| ???????   |   |
| CONTINUE DISCUSSIONS WITH KACST REGARDING CANADIAN TRAINING OF TECHNICIANS AND MAPPERS.           | TRAINEE PLACEMENTS IN CANADA  |
| PROMOTE NEW ENHANCEMENTS ONCE MAJOR FACILITY COMPLETE AT KACST.                                   | GENERATE REQUESTS FOR BUDGETARY PROPOSALS.                          |
| PURSUE WITH MEPA USE OF CANADIAN EQUIPMENT FOR POLLUTION MONITORING.                              | OBTAIN INVITATION FOR PROPOSAL.                                     |
| MEET WITH DIRECTORS TO DETERMINE WHETHER THERE IS SUPPORT FOR SYNTHETIC APETURE RADAR CAPABILITY. | ESTABLISH WHETHER THIS WILL BE NEW AREA OF KACST ACTIVITY.          |
| ???????   |   |
| SUPPORT EFFORTS BY BELL CANADA INTERNATIONAL TO RENEW ADVISORY CONTRACT TO SAUDI TELECOM.         | SIGNING OF CONTRACT.  |
| SUPPORT SR TELECOM PROPOSALS FOR RURAL RADIO SYSTEM.  | SALE OF FIRST SRT SYSTEM TO PTT.                                    |
| CONTINUE SUPPORT FOR SPECTRUM MANAGEMENT PROPOSAL AT PTT.   | OBTAIN CONTRACT.  |
| ESTABLISH STRONG AGENTS FOR PAQUET SWITCH MANUFACTURER.   | SALES IN 1989 WHEN SERVICE INTRODUCED.                              |
| INTRODUCE CANADIAN TEST EQUIPMENT.  | ESTABLISH LOCAL AGENTS.   |
| ESTABLISH DEMO SYSTEM FOR CANADIAN SATELLITE COMMUNICATIONS.                                      | OBTAIN REQUEST TO BID PROPOSED MFA LINK.                            |
| ???????   |   |
| SUPPORT BCI OFFER ON MACHINE READABLE PASSPORTS.  | RECEIVE INVITATION FOR FINANCIAL PROPOSAL.                          |
| SUPPORT SUPPLEMENTAL SALES OF BILINGUAL TERMINALS TO NATIONAL INFORMATION CENTRE.                 | FURTHER SALE HUNDRED UNITS.   |
| INTRODUCE CANADIAN SOFTWARE MANAGEMENT FIRMS TO MARKET.   | ESTABLISH CANADIAN-SAUDI JOINT VENTURE.                             |
| ORGANIZE CANADIAN COMPUTER SPECIALISTS GROUP IN KINGDOM.  | IMPROVE INTELLIGENCE ON AND RESPONSE TO UPCOMING COMPUTER PROJECTS. |



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

POST :347-RIYADH

005-ADVANCED TECH. PROD. & SERV  
SAUDI ARABIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Saudi Telecom Technical Seminar  
Riyadh 14-15 January

New short term business opportunities of approx.  
\$2 million were initiated. One company currently  
bidding on a contract valued at \$5 million.

REPORT 4  
89/10/10

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

POST :347-RIYADH

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

| PLANNING:         | ACTIVITIES PROPOSED IN POST PLAN:  | ANTICIPATED RESULTS:  |
|-------------------|--|---|
| <b>AUTOMOTIVE</b> |  |   |
|                   | ESTABLISHMENT OF CANADIAN/SAUDI AUTO PARTS DISTRIBUTION CENTER.  | CDN AUTO PARTS SALES OF \$20-\$30 MILLION.                  |
|                   | ASSIST IN ESTABLISHING CDN/SAUDI AUTOPARTS MANUFACTURING JOINT VENTURE; INVOLVING SEVERAL SAUDI/CDN COMPANIES.   | ESTABLISHMENT OF CDN/SAUDI JOINT VENTURE.                   |
|                   | PROMOTE CDN GARAGE/SERVICE EQUIPMENT. MEET SENIOR MANAGERS TO INTEREST THEM IN CANADIAN PRODUCT AND INVITE THEM TO ATTEND THE AIA SHOW IN MONTREAL 1988. | ESTABLISH 3 NEW AGENCIES/DISTRIBUTOR-SHIPS                  |
|                   | INTRODUCE CDN UTILITY TRUCKS TO MAJOR SAUDI DISTRIBUTORS.IDENTIFY MAJOR PROJECTS IN COMING F/Y AND ADVISE CDN COMPANIES OF PROJECTS                      | INCREASE THE ASSOCIATION OF CDN/SAUDI FIRMS FOR JOINT BIDS. |
| <b>AEROSPACE</b>  |  |   |
|                   | PURSUE DISCUSSIONS BETWEEN AVELEX AND ARABASCO FOR AGENCY AGREEMENT.   | FLOW THROUGH ENGINE COMPONENT WORK FOR AVELEX               |
|                   | PRESS FOR FORMAL SUBMISSION TO SAUDI OF DASH 8 AIRCRAFT FOR REGIONAL SERVICE.  | RECEIVE REQUEST FOR FINANCIAL PROPOSAL                      |
|                   | PURSUE WITH AGRICULTURAL CORPORATIONS USE OF LIGHT AIRCRAFT FOR CROP SPRAYING.   | LIGHT AIRCRAFT DEMONSTRATION                                |

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

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

POST :347-RIYADH

014-EDUCATION, MEDICAL, HEALTH PROD  
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HOSP. & MEDICAL EQUIP, INSTRUM.

BUILD ON RECENTLY CONCLUDED AGENCY AGREEMENTS TO INTRODUCE  
FURTHER CANADIAN EXPERTISE IN SAUDI.

2 - 3 NEW AGENCY AGREEMENTS.

ARRANGE FOR CANADIAN COMPANIES TO BE INVITED TO APRTICIPATE IN  
GOVERNMENT AND PRIVATE HOSPITAL TENDERS FOR MEDICAL EQUIPMENT  
(KING FAISAL UNIV. JEDDAH).

2 -3 AGENCY AGREEMENTS WITH SAUDI COMPANIES.

INTRODUCE CANADIAN EXPERTISE TO AUTHORITIES RESPONSIBLE FOR THE  
SETTING UP OF KING FAHAD MEDICAL CITY IN RIYADH.

ALLOW CDN COMPANIES TO PARTICIPATE TO THE  
UPCOMING TENDERS.

JEC SUB-COMMITTEE MEETING

IDENTIFY PROJECTS FOR CANADIAN COMPANIES (4)

EDUCATIONAL SERVICES, EQUIPMENT

BUILD UPON CURRENT TRAINING MEDICAL STAFF IN CANADA

INCREASE AMOUNT OF TRAINEES UP TO 1,000 BY  
1990

ARRANGE VISIT OF RYERSON TO PURSUE FURTHER POLYTECHNICAL INSTITU-  
TE PLANNED BY ROYAL COMMISSION JUBAIL AND YANBU

ESTABLISHMENT OF POLYTECHNICAL INSTITUTE  
UNDER RYERSON SUPERVISION

INTRODUCE CANADIAN MANAGEMENT CAPABILITIES TO SAUDI HEALTH AUTHO-  
RITIES.

TO ENABLE CDN COS TO BID ON MOH AND OTHER  
PUBLIC AND PRIVATE HOSPITALS.

SERVICES INCLUDING CONSULTING

PROMOTE CANADIAN EXPERTISE IN O. & M. OF MEDICAL EQUIPMENT IN KSA

OBTAIN FROM MOH HOSPITAL MANAGEMENT AN O. & M  
CONTRACT IN KINGDOM IN ASSOCIATION WITH LOCAL  
CO.

LOBBY KSA AUTHORITIES TO INVITE CDN COMPANIES TO PARTICIPATE IN  
MEDICAL TRAINING PROJECTS OF MOH.

TWO INVITATIONS TO BID.

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Report on Canadian Healthcare Products Mission  
to Saudi Arabia, March 1988.

Six month assessment revealed that objective  
of building awareness of canadian capability in  
this sector has been met. Sales agreements  
still pending.

QUARTER: 3 -----



REPORT 4  
89/10/10

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

POST :347-RIYADH

014-EDUCATION, MEDICAL, HEALTH PROD  
SAUDI ARABIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Saudi Education, Riyadh 29 January - 02 February

Information booth participation resulted in new sourcing leads and registration of new agents.

QUARTERLY RESULTS REPORTED:

ACTIVITIES UNDERTAKEN IN QUARTER:

ONE COMPANY IS SERIOUSLY WORKING ON PROJECT WHICH WILL INVOLVE A NUMBER OF CANADIAN FOOD EXPORTERS WHO ARE EXPECTED TO ENTER THE LOCAL MARKET FOR THE FIRST TIME.

QUARTER 1: MAJOR FOOD PROMOTION EVENT TO BE HELD IN RIYADH THIS YEAR IN COOPERATION WITH LARGE FOOD IMPORTER.

THIS MAY LEAD TO ONE 3-4 IN QUARTER TO POSSIBLE SALES OF 2 MILLION. MISSION TO HOLD IN Q1 AND Q2. IDENTIFIED POTENTIAL IN NEED CLEANING AND HANDLING AND ALTERNATIVE CROPS.

QUARTER 2: (SAUDI) AGRICULTURAL SHOW AND MISSION.

DATE OF 341 REPORTS NOW FOR SAUDI DATA. FROM OTHER REPORTS ESTIMATED VALUE \$1.5 IN Q1. 1.7 FOR QUARTY YEAR BEING REPORTED. 3 REPORTS OF SAUDI DATA. ESTIMATED THE SHOW REPORTED SALES IN Q1 15 BARS ESTIMATED TO BE \$1.5 MILLION.

QUARTER 3: FOLLOW UP WITH SAUDI BUSINESS VISITORS TO REGION. VISITORS: QATAR, KUWAIT, SAUDI - QATAR 23-25/88. FOLLOW UP WITH SAUDI BUSINESS VISITORS TO FOOD PAKISTAN, VANUATU, AUGUST 30 - SEPTEMBER 1/88.

FOLLOWING MEETINGS WITH SAUDI GOV. OFFICIALS AND LARGE AGRICULTURAL EXPORT COMPANIES OF QATAR. IDENTIFIED CURRENT SITUATION IN Q2 AS FOLLOWS:

QUARTER 4: VISIT OF ECONOMIC AFFAIRS OFFICER, MR. SAMI KHALID (EAM), DECEMBER 22-27, 1988.

INFORMATION BOOTH PARTICIPATION GENERATED NEW LEADS AND REGISTERED NEW AGENTS. SAUDI COMPANY RECEIVED SAUDI AGREEMENT FOR VALUE OF APPROXIMATELY \$10,000.

QUARTER 5: SAUDI FOOD, RIYADH 22 FEBRUARY - 1 MARCH.

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

POST :347-RIYADH

001-AGRI & FOOD PRODUCTS & SERVICE  
SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

VISIT ON A REGULAR BASIS (TWICE PER YEAR) AGRICULTURAL AREAS  
(HA'IL, TABUK, GASSIM AND AL KHARJ).

RAISE AWARENESS AMONG MAJOR FARMS OF CANADIAN  
TECH. AND OBTAIN RFQS.

EXPLORE POTENTIAL FOR FABA BEAN CANNING PLANT

JOINT VENTURE CARRING PLANT IN CANADA FOR  
EXPORT TO KINGDOM OF SAUDI ARABIA.

DEVELOP PROGRAMME OF SEMINARS WITH MINISTRY OF AGRICULTURE IN  
AREAS OF POTATOES ETC.

RAISE CANADIAN PROFILE IN MINISTRY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAJOR FOOD PROMOTION EVENT TO BE HELD LATER THIS  
YEAR IN COOPERATION WITH LARGE FOOD IMPORTER.

ONE COMPANY IS SERIOUSLY WORKING ON PROJECT  
WHICH WILL INVOLVE A NUMBER OF CANADIAN FOOD  
EXPORTERS WHO ARE EXPECTED TO BREAK INTO LOCAL  
MARKET FOR THE FIRST TIME.

QUARTER: 1 SAUDI AGRICULTURAL SHOW AND MISSION.

SHOW MAY LEAD TO ONE J-V IN ADDITION TO POSSIBLE  
SALES OF \$ 5 MILLION. MISSION TO HA'IL AND  
GASSIM IDENTIFIED POTENTIAL IN SEED CLEANING AND  
HANDLING AND ALTERNATIVE CROPS.

QUARTER: 2 Follow-up with Saudi business visitors to Regina  
Western Canada Farm Show - June 22-25/88.  
Follow-up with Saudi business visitors to Food  
Pacific, Vancouver, August 30 - September 2/88.

Sale of 341 holstein cows for Saudi dairy farm  
under negotia'n;estimated value \$1/2 mn, \$1mn  
j.v. for poultry farm being negotiated. 3 reps.  
of Saudi cos. attended the show.Expected sales  
in next 12 mths estimated to be \$1-2 million.

QUARTER: 3 Visit of External Affairs officer, Mr. Sam  
Elkady (TAA), December 22-27, 1988.

Following meetings with Saudi gov't officials  
and large agriculture sector companies clear  
idea established of current situation in KSA on  
subject sector.

QUARTER: 4 Saudi Food, Riyadh 25 February - 1 March

Information booth participation generated sour-  
cing enquiries and registered new agents. Cnd.  
company achieved sales agreement for wild rice  
valued at approximately \$10,000.

REPORT 4  
89/10/10

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

POST :347-RIYADH

011-OIL & GAS EQUIPMENT,SERVICES  
SAUDI ARABIA

| PLANNING: | ACTIVITIES PROPOSED IN POST PLAN:                                     | ANTICIPATED RESULTS:  |
|-----------|---|---|
|           | MACHINERY AND EQUIPMENT   |   |
|           | URGE ALBERTA GOVERNMENT TO INVITE AGENTS TO TRADE SHOWS IN CANADA     | DEVELOP DIRECT CONTACTS BETWEEN CANADIAN AND SAUDI FIRMS.             |
|           | CONVINCE CANADIAN PIPELINE TECHNICAL COMPANIES TO BE MORE AGGRESSIVE. | SALE OF SCADA AND OTHER PIPELINE TECHNOLOGIES POTENTIAL \$50 MILLION. |
|           | DELEGATION OF AGENTS TO NPC IN CALGARY, JUNE 88.                      | IDENTIFY AND SEND SAUDI REPS TO NPC'88.                               |

---

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



REPORT #5  
89/10/06

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

347 - RIYADH

SAUDI ARABIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

MINE, METAL, MINERAL PROD & SRV MINERALS AND MINERAL PRODUCTS  
PUT SAUDI COMPANIES IN TOUCH WITH POTENTIAL CANADIAN PARTNERS IN MINING SECTOR.

SAUDI DIRECT INVESTMENT IN CANADIAN MINING COMPANIES AND JOINT VENTURE COOPERATION ABROAD.

ADVANCED TECH. PROD. & SERV ALL SUB-SECTORS  
CIRCULATE INFORMATION TO POTENTIAL INVESTORS ON EMERGING GROWTH COMPANIES IN HI-TECH FIELDS.

INCREASED SAUDI VENTURE CAPITAL INVOLVEMENT IN HI-TECH COMPANIES.

OTHER SERVICES CONSUL & SERVS NOT ELSE SPECI  
MAINTAIN & EXPAND CONTACTS WITH SENIOR BANKERS SPECIALIZING IN PERSONAL BANKING TO PUBLICIZE SPECIFIC INVESTMENT OPPORTUNITIES AMONG THEIR CLIENTS.

FIND SAUDI FINANCING FOR SPECIFIC CANADIAN INVESTMENT PROPOSALS.

NON SECTORALLY ORIENTED ACTIVITIES

PURSUe PERSONAL CONTACTS WITH CORE GROUP OF 150 LEADING SAUDI BUSINESSMEN TO PROMOTE INVESTMENT OPPORTUNITIES IN CANADA.

EXPAND INTEREST IN CANADA AS AN INVESTMENT DESTINATION AND INCREASE VISITS TO CANADA BY POTENTIAL INVESTORS.

INCLUDE INVESTMENT COMPONENT IN PROGRAM FOR HIGH LEVEL BUSINESS DELEGATIONS TO CANADA.

INCREASED INTEREST IN REAL ESTATE & OTHER CANADIAN INVESTMENTS.

PROMOTE BUSINESS IMMIGRANT PROGRAM AMONG LARGE COMMUNITY OF AFFLUENT EXPATRIATE BUSINESSMEN CONSIDERING EMIGRATION.

FURTHER INCREASE NUMBER OF INVESTOR IMMIGRANTS TO CANADA.

REPORT #5  
89/10/06

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

347 - RIYADH

SAUDI ARABIA

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

|  |  |   |
|--|--|---|
| <p>QUARTER : 1</p> <p>-----</p> <p>QUARTER : 2</p> <p>-----</p> <p>QUARTER : 3</p> | <p>High Level Saudi Business Mission to Canada, (Sept. 1988).<br/>Saskatchewan Mission (5-10 November 1988).</p>   | <p>\$20,5 million new investments in Canada.<br/>Several business connections made. New consortium formed for marketing Canadian services in this region.</p> |
| <p>QUARTER : 4</p>   | <p>Assist Canadian investment firms to develop contacts with potential Saudi investors in Canada</p> <p>Three Canadian companies visited KSA in last</p> | <p>quarter and all three were able to attract Saudi investments in Canadian financial instruments.</p>  |

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

POST :347-RIYADH

- Canada/Saudi Joint Economic Commission Meetings, Riyadh, 18-20 February
- Canada/Arab Business Council (CABC) Mission, Riyadh and Jeddah, 16-24 February
- Alberta Agriculture Mission to Arab Republic of Yemen 13-16 January
- Quebec Trade Mission to Riyadh and Jeddah, 21-23 January
  
- Maarket opportunities report on health care sector in Saudi Arabia
- Saudi business mision to bahrain to participate in Canadian Investment Seminar, 16 March.
- Canadair Seminar in Canadian Embassy Riyadh to promote sale of Challenger aircraft, 19 March
- Presentation by Bristol Aerospace to MODA on Canadian capability to provide F-5 maintenance program, 18 March
- Alberta government mission to Jeddah and Riyadh, 20 February - 2 March



REPORT 4  
89/10/10

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

POST :342-TEL AVIV

014-EDUCATION,MEDICAL,HEALTH PROD  
ISRAEL

| PLANNING: | ACTIVITIES PROPOSED IN POST PLAN:   | ANTICIPATED RESULTS:  |
|-----------|---|---|
|           | PHARMACEUTICALS, BIOTECHNOLOGY  |   |
|           | IDENTIFY MAIN IMPORT/DISTRIBUTION CHANNELS FOR HEALTH CARE PRODUCTS.  | COMPILE AGENTS/DISTRIBUTORS LIST AND PRIORITIZE PRODUCTS ACCORDING TO MARKET AND NEEDS. |
|           | IDENTIFY CANADIAN SOURCES-PREPARATION FOR AND FOLLOW-UP OF MAJOR TRADE SHOW (MEDAX).                                      | AGENCY AGREEMENTS, EXPORT SALES.  |
|           | COMPLETE INVENTORY OF ISRAELI CAPABILITIES IN THIS SECTOR AND PROMOTE AND MATCH UP WITH CANADIAN REQUESTS FOR TECHNOLOGY. | JOINT VENTURES/LICENSING ARRANGEMENTS.  |



| TRACKING: | ACTIVITIES UNDERTAKEN IN QUARTER:  | QUARTERLY RESULTS REPORTED:  |
|-----------|--|--|
|           | QUARTER: 1 A)ORGANISE PARTICIPATION IN MAJOR MEDICAL DEVICE SHOW,JERUSALEM.<br>B)OUTGOING J-V MISSION<br>C)TIP WORKSHOP'88 | A) SUCCESSFULLY EXHIBITED<br>B) CANCELLED OWING TO SECURITY CONCERNS<br>C) 2-WEEK TOUR OF CDN INDUSTRY COMPLETED   |
|           | QUARTER: 2 Ascertain market requirements in the education and healthcare.  | Follow-up on Medax Show and C.O. visit to Cdn companies in healthcare sector.  |
|           | QUARTER: 3 Continued follow-up on incoming and outgoing health care missions.  | Progress achieved in matchmaking under CDA/ Israel MOU (tech transfer).  |
|           | QUARTER: 4 Preparations for participation in Medax '89   | Visits to local industry to ascertain potential,<br>2) Initial recruitment in Canada<br>3) Intervention with Veterinary Services on behalf of Canadian Exporter 4) Regular promotional activities in health-care sector. |

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

POST :342-TEL AVIV

007-POWER & ENERGY EQUIP. & SERV.  
ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ASCERTAIN WHICH OF 76 COMPANIES SUBMITTED AS SUPPLIERS OF 30 PRODUCT GROUPS WILL BE INVITED TO BID ON ESTIMATED C\$65M AUXILIARY EQUIPMENT FOR NEW POWER STATION.

ENABLES POST TO ALERT COMPANIES, PROVIDE INFORMATION ON UTILITY PROCUREMENT PRACTICES, MONITOR RESPONSES & REACTIONS OF CLIENT.

UTILITY WILL SOLICIT LOAN FROM EDC IN SEGMENTS AS BIDDING PROGRESSES. POST WILL PROVIDE FREQUENT UPDATE TO EDC.

ENABLE OPTIMUM FLEXIBILITY IN LOAN CONDITIONS DURING THE PROCUREMENT PHASE.

WORK WITH KEY AGENTS/UTILITY PERSONNEL TO IDENTIFY ADDITIONAL OPPORTUNITIES FOR CDA. CURRENT 30 PRODUCTS BASED ON PREVIOUS CDN SUPPLY. THERE ARE SOME 500 ITEMS TO BE PURCHASED.

EXPAND PARAMETERS OF PROJECT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ADVERTISE FORTHCOMING TENDER FOR COAL-FIRED STATION AND ASSIST CDN FIRM TO GET ON SHORTLIST.

CIPS, WITH ONTARIO HYDRO, WAS SHORTLISTED AND HAS SUBMITTED PROPOSAL. POST HAS LOBBIED AT MINISTRY AND AT ALL LEVELS WITHIN ELECTRICITY AUTHORITY.

QUARTER: 2 Established comprehensive list of Israeli firms importing energy related equipment.

Following June International Energy Conference comprehensive list compiled and direct contacts with importers established.

QUARTER: 3 Obtain from Israel Electric list of ancillary equipment required for next power station, but not already committed under US ex-Im LOC.

8 visits to IEC; obtained list of 38 items which could be sources in Canada. Advised Cdn suppliers to register/qualify as suppliers.

QUARTER: 4 remote Canadian capability in view of the new thermal generating plant to be commissioned in 1997

Establishment of weekly contact with the Planning and Purchasing Division of I.E.C. Review of requirements on process

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

POST :342-TEL AVIV

003-GRAINS AND OILSEEDS  
ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOLLOW-UP ON OUTGOING CANOLA MISSION (MARCH 87).

INITIAL SALE OF CANOLA (SEEDS AND MEAL) ON TRIAL BASIS.

CONTINUED REPRESENTATION WITH GOVERNMENT TRADE ADMINISTRATION AND INDUSTRIAL COOPERATION AUTHORITY ON BUY-BACK REQUIREMENTS.

PREVENT RECURRENCE OF BARTER ISSUE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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

POST :342-TEL AVIV

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
ISRAEL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANALYZE TOTAL IMPORTS THIS SUBSECTOR INTERMS OF CANADIAN CAPABILITY.

ESTABLISHED PRODUCT/SUPPLIER LIST.

CONTACT POTENTIAL SUPPLIERS - ADVISE CURRENT MARKET VOLUME FOR THEIR PRODUCTS. SOLICIT INTEREST IN THIS MARKET. REQUEST CATALOGUES, BROCHURES, VCR TAPES, OTHER MARKETING AIDS.

BASIS FOR IN-DEPTH MARKET PROMOTIONAL ACTIVITY.

CONTACT HEAD BUYERS, POTENTIAL AGENTS/DISTRIBUTORS - IDENTIFY CANADIAN SOURCES FOR SPECIFIC REQUIREMENTS. EVALUATE POTENTIAL REPS AND REPORT TO CANADIAN COMPANIES.

GREATER AWARENESS OF CANADIAN POTENTIAL NEW TRADE LINKS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SCHEDULE OF VISITS TO MAJOR IMPORTERS OF CAPITAL EQUIPMENT TO ASCERTAIN REQUIREMENTS FOR AND INTEREST IN CDN EQUIPMENT FINANCED BY DIRECT LOC FROM EDC.

VISITED (AND REPORTED) ISRAEL CHEMICALS, PETRO-CHEM ENTERPRISES, OIL REFINERIES LTD., AND ISRAEL AMERICAN PAPER MILLS.

QUARTER: 2 Formulate proposal for outgoing capital equipment mission, tentatively FY 89/90.

Determined requirement of major investment projects and reported.

QUARTER: 3 Determine potential for exports of capital equipment arising from recently approved EDC LOC's.

Meetings held with purchasing organization to promote use of LOC's; identification of requirements for equipment.

QUARTER: 4 Promote EDC financing to purchasing managers of the two major industrial concerns.

Meetings have been held with Israel Chemicals Industries subsidiaries. Requirements for material handling equipment have been identified.

REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :342-TEL AVIV

001-AGRI & FOOD PRODUCTS & SERVICE  
ISRAEL

| PLANNING: | ACTIVITIES PROPOSED IN POST PLAN:  | ANTICIPATED RESULTS:   |
|-----------|--|--|
|           | <p>STUDY MARKET CHANNELS.</p> <p>SOURCING STUDY.</p> <p>INVENTORY OF TECHNOLOGY AVAILABLE IN ISRAEL FOR TECHNOLOGY INFLOW PROGRAM.</p> | <p>IDENTIFICATION OF BEST OPPORTUNITIES</p> <p>SELECTION OF EXHIBITORS AT AGRITECH.</p> <p>PREPARE FOR INCOMING MISSION.</p>   |
| -----     |  |  |
| TRACKING: | ACTIVITIES UNDERTAKEN IN QUARTER:  | QUARTERLY RESULTS REPORTED:  |
|           | <p>QUARTER: 1 -STUDY MARKET CHANNELS FOR IMPORTED AGRICULTURAL EQUIPMENT WITH VIEW TO EVENTUAL PARTICIPATION IN "AGRITECH'89".</p>     | <p>- STUDY COMPLETED; INDICATES TECHNOLOGY TRANSFER MISSION PREFERABLE TO EXHIBIT.</p>   |
|           | <p>QUARTER: 2 Preparatory work for Agritech 89.<br/>Finalize investigation of oilseeds market.</p>                                     | <p>Continuing study of appropriate technologies available and import requirements in preparation for Agritech 89.<br/>No market at present in view of subsidized European imports.</p> |
|           | <p>QUARTER: 3 Preliminary preparations for Agritech '89; definition of participation, sector analysis.</p>                             | <p>Series of visits to ag-based Israeli firms to assess market for Cdn products, matches for technology transfer. National budget allocated.</p>                                       |
|           | <p>QUARTER: 4 Preparations for participation in Agritech '89</p>   | <p>Visits to local industry to ascertain potential.<br/>Initial recruitment in Canada<br/>Intervention with Veterinary Services on behalf of Canadian exporter.</p>                    |



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ISRAEL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

EDUCATION, MEDICAL, HEALTH PROD

HOSP. & MEDICAL EQUIP, INSTRUM.

THIS PROGRAM IS SERVED BY OUR TECHNOLOGY INFLOW ACTIVITY WHICH IS LARGELY DEMAND DRIVEN. ENCOURAGE CDN COS TO EXAMINE ISRAELI TECHNOLOGY USING TECHNOLOGY INFLOW PROGRAM SUPPORT. ALSO, ASSIST ENTREPRENEURIAL IMMIGRANTS.

TWO JV'S, 10 NEW BUSINESS STARTUPS, VIA ENTREPRENEURIAL IMMIGRATION PROGRAM.

EDUCATION, MEDICAL, HEALTH PROD

PHARMACEUTICALS, BIOTECHNOLOGY

THIS PROGRAM IS SERVED BY OUR TECHNOLOGY INFLOW ACTIVITY WHICH IS LARGELY DEMAND DRIVEN. ENCOURAGE CDN COS TO EXAMINE ISRAELI TECHNOLOGY USING TECHNOLOGY INFLOW PROGRAM SUPPORT. ALSO, ASSIST ENTREPRENEURIAL IMMIGRANTS.

TWO JV'S, 10 NEW BUSINESS STARTUPS, VIA ENTREPRENEURIAL IMMIGRATION PROGRAM.

AGRI & FOOD PRODUCTS & SERVICE

AGRICULTURE MACH, EQUIP, TOOLS

THIS PROGRAM IS SERVED BY OUR TECHNOLOGY INFLOW ACTIVITY WHICH IS LARGELY DEMAND DRIVEN. ENCOURAGE CDN COS TO EXAMINE ISRAELI TECHNOLOGY USING TECHNOLOGY INFLOW PROGRAM SUPPORT. ALSO, ASSIST ENTREPRENEURIAL IMMIGRANTS.

TWO JV'S, 10 NEW BUSINESS STARTUPS, VIA ENTREPRENEURIAL IMMIGRATION PROGRAM.

AGRI & FOOD PRODUCTS & SERVICE

FOOD HANDLING, PROCESSING EQUIP

THIS PROGRAM IS SERVED BY OUR TECHNOLOGY INFLOW ACTIVITY WHICH IS LARGELY DEMAND DRIVEN. ENCOURAGE CDN COS TO EXAMINE ISRAELI TECHNOLOGY USING TECHNOLOGY INFLOW PROGRAM SUPPORT. ALSO, ASSIST ENTREPRENEURIAL IMMIGRANTS.

TWO JV'S, 10 NEW BUSINESS STARTUPS, VIA ENTREPRENEURIAL IMMIGRATION PROGRAM.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated



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ISRAEL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

PROMOTION OF PARTICIPATION IN J-V'S IN CANADA  
BASED ON CONTRIBUTION OF ISRAELI TECHNOLOGY.  
EQUITY IN EXCHANGE FOR TECHNOLOGY (RATHER THAN  
CAPITAL, WHICH IS CONTROLLED).

SERIES OF VISITS IN TERRITORY HAS HAD WIDER  
IMPACT THAN ANTICIPATED. POST RECEIVES SEVERAL  
ENQUIRIES PER WEEK FROM ISRAELI FIRMS ABLE AND  
WILLING TO INVEST CAPITAL AS WELL.

QUARTER : 2

Primarily passive.  
Responding to enquiries.

4 Israeli firms investigating establishing  
manufacturing facilities in Canada.

QUARTER : 3

Counselling Israeli businesses interested in  
setting up in Canada, or forming j-v's with  
Canadian partners.

Increased volume of interest as Israeli economy  
declines.

QUARTER : 4

placed ad in local newspaper offering counsel,  
information on establishing in Canada

availability of funding.  
-dissuades us from holding seminar tentatively  
planned

-attracted 10-12 enquiries only, mostly about

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

POST :342-TEL AVIV

2.5 week participation in "Infortech" Feb/Mar.

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POST :324-TUNIS

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
TUNISIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSISTER LA SOCIETE SNC DANS LES DERNIERES PHASES DE L'OCTROI DU  
CONTRAT - BARRAGE BARBARA.

SIGNATURE DU CONTRAT

SECURISER AUPRES DES AUTORITES TUNISIENNES L'INCLUSION DES SERVI-  
CES DE SOGEC/IDEONIC LAVALIN DANS L'ENVELOPPE CANADIENNE, SANS  
AOI, POUR LE PROJET CHU BOURGUIBA.

FINALISATION DES NEGOTIATIONS ET OCTROI DU  
CONTRAT AU CANADA.

ASSISTER LA SOCIETE TRIAD ENGINEERING DANS SES NEGOTIATIONS POUR  
LE PROJET DE L'EXTENSION DE LA RAFFINERIE DE BIZERTE.

SELECTION DE TRIAD ET OCTROI DU CONTRAT.

PROMOUVOIR L'INDUSTRIE CANADIENNE SPECIALISEE DANS LA GESTION DES  
PROJETS POUR LE PROJET DE L'AMENAGEMENT DU LAC DE TUNIS.

SOUSSION PAR AU MOINS UNE SOCIETE CANADIEN-  
NE.

PROMOUVOIR COMPETENCES CANADIENNES DANS SECTEUR PATE ET PAPIER  
AUPRES DES AUTORITES LOCALES (SNCPA).

SOUSSION PAR AU MOINS UNE FIRME CANADIENNE  
POUR LE PROJET DE L'EXTENSION DE L'USINE  
PAPIER KRAFT A KASSERINE.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----



POST :324-TUNIS

001-AGRI & FOOD PRODUCTS & SERVICE  
TUNISIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

REGLEMENT DES CLAUSES SANITAIRES (VACCINS ET AUTRES)

SIGNATURE D'UNE NOUVELLE CONVENTION SANITAI-  
RE POUR LES GENISSES

ASSISTANCE A LA COMPAGNIE VENTES INT'L D'ANIMAUX DU QUEBEC POUR  
REVENIR EN TUNISIE HONORER ET SAUVER AINSI LA REPUTATION CDN.

ACCOMPLISSEMENT DU CONTRAT DEJA SIGNE EN 1986

IDENTIFICATION D'UNE OPPORTUNITE POUR OFFRIR DES SERVICES CANA-  
DIENS DANS LE DOMAINE DE LA TRANSPLANTATION EMBRYONNAIRE ET  
L'INSEMINATION ARTIFICIELLE.

SOUSSION PAR AU MOINS UNE SOCIETE CANADIEN-  
NE POUR L'OFFRE DE SES SERVICES.

SEEDS & SPECIAL CROPS

CONTINUER DISCUSSIONS AVEC AUTORITES LOCALES A PROPOS DES QUES-  
TIONS TECHNIQUES ET SANITAIRES RELATIVES AUX SEMENCES CANADIENNES

REGLEMENT DU PROBLEME SANITAIRE ET SIGNATURE  
D'UNE CONVENTION ENTRE LES DEUX PAYS.

CONTINUER A SENSIBILISER LES UTILISATEURS TUNISIENS SUR LA BONNE  
QUALITE DE LA SEMENCE CANADIENNE ET SON RENDEMENT.

INTRODUCTION SUR LE MARCHÉ, A TITRE EXPERI-  
MENTAL DE NOUVELLES VARIETES.

ASSISTANCE A POTATOES CANADA DANS SES EFFORTS DE PENETRATION DU  
MARCHÉ.

ACCEPTATION DE QUELQUES LIVRAISONS SEMI-COM-  
MERCIALES.

INTENSIFIER LES CONTACTS AVEC LES HAUTS RESPONSABLES DU MINISTERE  
DE L'AGRICULTURE EN VUE DE FAIRE VALOIR LA QUALITE CANADIENNE.

OBTENTION D'UN PERMIS D'IMPORTATION REGULIER  
COMME C'EST LE CAS POUR D'AUTRES PAYS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION & ORGANISATION DE LA MISSION EN  
TUNISIE DES RESPONSABLE DE L'OBPMB; SENSIBILISA-  
TION SUR LA QUALITE DES HARICOTS EN PROVENANCE  
DU CANADA (SEANCES D'INFORMATION, PROJECTION DE  
FILM).

BON DEROULEMENT DE LA MISSION. SATISFACTION DE  
LA PARTIE TUNISIENNE SUITE AU 1ER CONTRAT DE 700  
MT. PROPOSITION D'UN ACCORD A LONG TERME DE  
FOURNITURE A LA TSIE DE SES BESOINS EN NAVY  
BEANS(HARICOTS BLANCS) A L'ETUDE.

QUARTER: 1 SUIVI DE NOTRE TOURNEE AU SUD TUNISIEN DANS LE  
CADRE DU SECTEUR DE LA PECHE.

CONFIRMATION DE LA PARTICIPATION DE 5 SOCIETES  
CANADIENNES AU SALON INTL. DE LA PECHE, PREVU  
POUR LE MOIS DE SEPTEMBRE.

QUARTER: 1 ORGANISER MISSION DE POTATOES CANADA AVEC REMISE  
DU DOSSIER AUX AUTORITES TUNISIENNES (PROBLEME  
PHYTOSANITAIRE)

AUTORITE TUNISIENNES DEMEURENT INTRANSIGEANTES  
DERRIERE FACADE DES RECOMMANDATIONS EPPQ;  
TENTATIVE DE DISCUSSIONS BILATERALES LORS DE  
RENCONTRE NAPPO/EPPQ.

POST :324-TUNIS

001-AGRI & FOOD PRODUCTS & SERVICE  
TUNISIA

| TRACKING:  | ACTIVITIES UNDERTAKEN IN QUARTER:  | QUARTERLY RESULTS REPORTED:  |
|------------|--|--|
| QUARTER: 2 | Preparation et organisation de la mission en Tunisie de hauts fonctionnaires d'Agriculture Canada relative au dossier des semences de pommes de terre.   | Ref. mission entre ds le cadre du suivi des discussions bilaterales NAPPO-Eppo. Bon deroulement<br>-Remise d'un dossier complet sur probleme sanitaires aux autorites locales. Reaction et resultat prevus pour 1 exercice en cours. |
| QUARTER: 3 | Suivi de nos demarches pour regler le probleme des imprtms des semences cdnes de pommes de terre (suivi egalement de la visite de M. Degraaf & R. Roy d'AgriCda, effectuee durant l'exercice precedent). | Obtention de l'accord des autorites locales pour l'introduction des echantillons de Potatoes Canada et les 10 tonnes requises par le GIL et promesse pour regler definitivement cette question.                                      |
| QUARTER: 4 | Assister au Salon Intl. de L'Agriculture de Paris et visite en Tunisie de la compagnie Shore Holstein. Visite entrant dans le cadre du suivi dans nos efforts du secteur elevage.                        | -bon deroulement<br>-discussions et debats tres fructueux pour les operateurs tunisiens<br>finale L'AGRICOTT   |



POST :324-TUNIS

005-ADVANCED TECH. PROD. & SERV  
TUNISIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

EXPLORER POSSIBILITES DU RELANCEMENT DU PROJET DU RESEAU PRIVE DE TELECOMMUNICATIONS AVEC MINISTERE DE L'INTERIEUR.

OBTENIR INDICATION DEFINITIVE SUR LE SORT DE CE PROJET ET PERSPECTIVES POUR BCI.

PROMOTION D'UNE COOPERATION TECHNIQUE ENTRE LES MINISTERES CANADIEN ET TUNISIEN DE COMMUNICATIONS DANS LE DOMAINE DE LA GESTION DU SPECTRE.

ETABLISSEMENT D'UN PROGRAMME D'ASSISTANCE TECHNIQUE ENTRE LES 2 MINISTERES.

PROMOTION D'UN ACCORD TUNISO-CANADIEN DE COOPERATION SCIENTIFIQUE EN MATIERE DE TELECOMMUNICATIONS.

COMMENCER UN DIALOGUE ENTRE AFF. EXT. DOC ET GOVT. TUNISIEN SUR UN ACCORD POSSIBLE.

PROMOTION DES MANUFACTURIERS CANADIENS D'EQUIPEMENTS DE COMMUTATION AUPRES DES PTT TUNISIENNES.

SOUSSIONS PAR AU MOINS UNE FIRME CDNNE POUR L'ETABLISSEMENT D'UNE SOCIETE MIXTE TUNISO-CDNNE POUR LE MONTAGE D'EQUIPEMENT.

INFORMER L'INDUSTRIE CANADIENNE DES PRINCIPAUX PROJETS EN TELECOMMUNICATIONS DANS LE CADRE DU NOUVEAU PLAN ECONOMIQUE.

SOUSSION PAR AU MOINS DEUX SOCIETES CANADIENNES EN REPOSE AUX AOI.

??????

ASSISTER CCC DANS LA FINALISATION DE LEUR CONTRAT (FINANCEMENT, FORMATION ETC..) AVEC LES PTT-RADIO-DIFFUSION.

OCTROI FINAL DU CONTRAT AVEC MISE EN PLACE DES INSTRUMENTS DE FINANCEMENT

ETABLIR CONTACT AVEC ARAB SPACE SCENE (GROUPE MANGO) AFIN DE PRESENTER COMPETENCE ET EXPERTISE CANADIENNES.

IDENTIFICATION D'AU MOINS UN PROJET CONJOINT AVEC LE CANADA EN TELEDIFFUSION PAR SATELITE.

FAIRE PRESENTER SERVICES/EXPERTISES DE RADIO CANADA AUPRES DE HAUTS FONCTIONNAIRES DE LA TELEDIFFUSION.

ETABLIR UNE COOPERATION INSTITUTIONNELLE ENTRE LA RADIO CANADA ET LES PTT.

PROMOUVOIR EXPERTISE CANADIENNE EN GESTION DU RESEAU CABLE POUR TV AVEC SECTEUR PRIVE TUNISIEN.

ETABLISSEMENT D'UNE SOCIETE MIXTE DANS L'INDUSTRIE DES INSTALLATIONS CABLES TV.

PROMOUVOIR MANUFACTURIERS CANADIENS DES ANTENNES ET EMETTEURS RADIO/TV AUPRES DES PTT TUNISIENS.

SOUSSION PAR AU MOINS UNE COMPAGNIE CANADIENNE EN REPOSE AUX AOI MENTIONNES CI-BAS.



POST :324-TUNIS

005-ADVANCED TECH. PROD. & SERV  
TUNISIA

| TRACKING: | ACTIVITIES UNDERTAKEN IN QUARTER:  | QUARTERLY RESULTS REPORTED:   |
|-----------|--|---|
|           | QUARTER: 1 PREPARATION ET ORGANISATION D'UNE MISSION EN TUNISIE DE HAUTS FONCTIONNAIRES DU DOCOTT (CADRE DU PROJET DE LA GESTION DU SPECTRE).  | ACHEVEMENT DE LA 1ER PHASE DE COOPERATION TECHNIQUE ENTRE 2 MINISTERES DE COMMUNICATIONS; SOUMISSION D'UNE PROPOSITION POUR LA 2EME PHASE DE COOPERATION (ETUDE DE FAISABILITE DETAILLE) A TRAVERS LA PARTICIPATION D'UNE SOCIETE CDNE. |
|           | QUARTER: 2 Assister SR Telecom dans la preparation de leur soumission pour telephonie rurale. Preparation des rapports sur financement concurrentiel offert pour projets de Northern Telecom et Leblanc and Royle.                                     | Amelioration de la position canadienne pour Northern Telecom et L & R Telecom au sein des PTT au niveau technique et financier.<br>Decision attendue avant fin 1988.  |
|           | QUARTER: 3 Preparation & organisation de la participation cdne au Tunisia Telecom 88, & la tenue des Journees Tech. cdnes sur les telecom. & l'inform. Preparer serie de rencontres pour N.T. avec hautes autorites tnsnes ds le cadre d'un AOI majeur | Succes eclatant pr les 2 manifestations. Ces 2 activites ont enormement contribue a l'amelioration du profil de l'ind. cdne des telecom'ns. Accueil chaleureux & interet certain des Tnsns concernant nouvelles propositions soumisees. |
|           | QUARTER: 4 suivi de deux dossiers de Telecoms (paquet switching et telephonie rurale) de NT et SRT avec hautes autorites du Ministere tunisien   | -revisions offertes par NT sont en cours d'evaluation<br>-concretisation des modalites de partenariat entre SRT, ARABTEL et SOTETEL   |
|           | QUARTER: 1 Appuyer les efforts des techniciens tunisiens concernant les projets de distribution de gaz.  |   |
|           | QUARTER: 2 Appuyer le consortium canadien concernant la realisation d'un projet de distribution de gaz. Encourager les fournisseurs canadiens de materiel electrique a s'interesser aux contacts.  |   |
|           | QUARTER: 3 Appuyer le consortium canadien concernant la realisation du projet de distribution de gaz. Appuyer le consortium canadien concernant les etudes pour le projet de barrage de l'oued.  |   |
|           | QUARTER: 4   |   |

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

POST :324-TUNIS

Preparation et organisation de la visite en Tunisie de  
M. Bernard Dussault, Directeur de l'Expansion du Commerce en  
Afrique.

Preparation, organisation et participation au seminaire de  
l'Institut de L'Amiante, destine a l'industrie locale et  
les delegues commerciaux en poste en Afrique

Organisation de mission commerciale de la voie maritime du  
St. Laurent



POST :321-YAOUNDE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

OBTENIR LE PROGRAMME D'APPROVISIONNEMENT ANNUEL DE LA SONEL ET LE  
DISTRIBUER AUX SOCIETES CANADIENNES.

ENCOURAGER LES FOURNISSEURS POSSIBLES A  
APPROCHER LA SONEL.

APPUYER LE CONSORTIUM CANADIEN CHARGE DES ETUDES POUR LE PROJET  
DE BARRAGE DU NACHTIGAL.

FINALISATION DES ETUDES DE FAISABILITE ET  
PREPARATION DE L'AVANT PROJET DETAILLE

APPUYER LE CONSORTIUM CANADIEN POURSUIVANT LA REALISATION D'UN  
PROJET DE DISTRIBUTION DE GAZ GPL.

DEPOT DE L'AVANT PROJET DETAILLE ET NEGOCIA-  
TION QUANT A SA REALISATION.

APPUYER LE SECTEUR PRIVE DANS LE SECTEUR DES MICRO-CENTRALES.

ETUDES ET EVENTUELLEMENT REALISATION DE  
MICRO-CENTRALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 APPUYER LE CONSORTIUM CANADIEN QUI A OBTENU UNE  
ENTENTE POUR REALISER LES ETUDES POUR LE PROJET  
DE BARRAGE DU NAGHTIGAL.

AVONS FAIT DES REPRESENTATIONS AUPRES DES NOU-  
VEAUX MINISTRES DU PLAN ET DES MINES, EAU ET  
ENERGIE AINSI QU'AUPRES DE LA SONEL.

QUARTER: 1 APPUYER LES EFFORTS DES SOCIETES CANADIENNES  
POURSUIVANT DES PROJETS PRECIS.

UNE SOCIETE CANADIENNE A OBTENU UN MCPP POUR LES  
ETUDES CONCERNANT LE PIPELINE LIMBE-DOUALA.

QUARTER: 2 Appuyer le consortium canadien poursuivant la  
realisation d'un projet de distribution de gaz  
GPL. Encourager les fournisseurs Cdns du domai-  
ne electrique a s'interesser aux contrats.

Realisation de cet important proj.,une delega'n  
technique Cmrnse est a suivre une formation de  
3 semaines au Cda sous l'egide du consortium.  
Après consulta'n avec la mission,3 soc. cdnes  
ont obtenus/PDME pr prospecter le marche Cmrns.

QUARTER: 3 Appuyer le consortium cdn poursuivant la reali-  
sation du projet de distribution de gaz GPL.  
Appuyer le consortium canadien charge des etudes  
pour le projet de barrage de Nachtigal.

Le complement de l'etude de faisabilite a ete  
depose durant le trimestre et le consortium  
compte passer a l'avant-projet detaille.L'etude  
tech. du proj. a ete completee durant le trime-  
stre.Le plan de fin. devrait etre depose a Sonel

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 :321-YAOUNDE

014-EDUCATION, MEDICAL, HEALTH PROD  
REPUBLIC OF CAMEROON

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROJET DE CONSTRUCTION DE 6 LYCEES TECHNIQUES.

TRAVAUX EN COURS

SUIVRE DE PRES L'EVOLUTION DES PROJETS D'EDUCATION ENVISAGES PAR  
LE CAMEROUN EN COLLABORATION AVEC LA BANQUE MONDIALE.

IDENTIFICATION DE POSSIBILITES COMMERCIALES  
POUR LES SOCIETES CANADIENNES.

PROJET INCINERATEURS PATHOLOGIQUES

IDENTIFICATION DE POSSIBILITES COMMERCIALES  
POUR LES SOCIETES CANADIENNES.

EFFECTEUR DES REPRESENTATIONS AUPRES DU CENTRE UNIVERSITAIRE DE  
LA SANTE POUR LA VENTE DE VALVES CARDIO-VASCULAIRES.

IDENTIFICATION DE POSSIBILITES COMMERCIALES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 S'assurer de l'evolu'n normale de l'avancement  
des travaux de construction de 6 lycees  
techniques. Effectuer un suivi des projets  
d'education de la Banque Mondiale.

Nombreuses interven'ns ont ete faites par la  
miss. aupres des autorites locales pr s'assurer  
que les decaissements de la contrepartie Cmrsnes  
s'effectuaient selon l'echeancier prevu. L'appui  
fourni par la miss. permet proj.educa'n/Tchad.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
89/10/10

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

POST :321-YAOUNDE

015-CONSTRUCTION INDUSTRY  
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FAIRE DES REPRESENTATIONS AUPRES DES AUTORITES LOCALES EN APPUI AUX SOCIETES CANADIENNES INTERESSEES AU PROJET D'ADDUCTION D'EAU DE DOUALA.

OCTROI D'UN CONTRAT SOUS LA SURVEILLANCE ET LE CONTROLE DES TRAVAUX ET POSSIBILITE DE VENTE D'EQUIPEMENT.

FOURNIR DE LA DOCUMENTATION RT ORGANISER DES RENCONTRES ENTRE DES SOCIETES CANADIENNES DU SECTEUR ET LES RESPONSABLES CAMEROUNAIS AUTANT DU SECTEUR PUBLIC QUE PRIVE.

MEILLEURE CONNAISSANCE DES TECHNIQUES ET MATERIAUX UTILISES AU CANADA.

ETABLIR DES CONTACTS PLUS FREQUENTS AVEC LES AUTORITES LOCALES DANS LE SECTEUR DE L'HABITAT ET DE LA CONSTRUCTION.

MEILLEURE COMPREHENSION DU SECTEUR DE L'HABITAT ET DE LA CONSTRUCTION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FAIRE DES REPRESENTATIONS AUPRES DES AUTORITES LOCALES EN APPUI AUX SOCIETES CANADIENNES INTERESSEES AU PROJET D'ADDUCTION D'EAU DE DOUALA.

AVONS FAIT DES REPRESENTATIONS D'APPUI AUPRES DE LA PRESIDENCE ET DES NOUVEAUX MINISTRES DU PLAN & DES MINES, EAU ET ENERGIE. LA VISITE DU DIRIGEANTS DU CONSORTIUM CANADIEN FUT EGALEMENT TRES UTILE.

QUARTER: 2 Faire des representations aupres des autorites locales en appui aux societes canadiennes interessees au projet d'adduction d'eau de Douala.

Des dev. majeurs sont intervenus au cours de la derniere visite du consortium Cdn alors que les autorites locales ont laisse entrevoir la possibilite de nego'ns gre a gre avec le consortium sous reserve del'apport d'une enveloppe

QUARTER: 3 Faire des representations aupres des autres locales en appui aux societes canadiennes interessees au projet d'adduction d'eau de Douala.

Une offre financiere a ete depose par le consortium poursuivant la realisation du projet. Cette importante etape completee. La reaction des autorites camerounaises est attendue.

QUARTER: 4 -----



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

POST :321-YAOUNDE

009-FOREST PRODUCTS,EQUIP,SERVICES  
REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

GARDER LE CONTACT AVEC LA SEE ET L'ACDI EN VUE DE REALISER DES VENTES DE BIENS ET SERVICES CANADIENS DANS CE SECTEUR.

VENTES PREVUES DE \$30 MILLIONS

CONTINUER LES CONTACTS AVEC LE CENAEFOR ET LES CONSULTANTS CANADIENS, RESPONSABLES DE LA PROMOTION DES PME FORESTIERES.

VENTES PREVUES DE \$30 MILLIONS

EXPLORER LE SECTEUR DE TRANSFORMATION DU BOIS.

IDENTIFIER UN OU DEUX PROJETS INTERESSANTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 GARDER LE CONTACT AVEC LA SEE ET L'ACDI EN VUE DE REALISER LES VENTES DE BIENS ET SERVICES CANADIENS DANS CE SECTEUR.

LE TRIMESTRE A VU LA CONCRETISATION DU FINANCEMENT SEE/ACDI D'UNE VALEUR DE 16\$ MILLIONS POUR LA CONSTRUCTION ET LA FOURNITURE D'EQUIPEMENT POUR UNE SCIERIE-ECOLE.

QUARTER: 1 EXPLORER LE SECTEUR DE LA TRANSFORMATION DU BOIS.

SUITE A UN SUIVI REGULIER AUPRES DE LA SOCIETE NAT'LE D'INVSTMT, UN GROUPE CDN A REMPORTE UN APPEL D'OFFRES INT'L PR EFFECTUER UNE ETUDE SUR UN COMPLEXE INTEGRE A SANGMELIMA.

QUARTER: 2 Garder le contact avec SEE et ACDI en vue de realiser des ventes de biens et services canadiens dans ce secteur.

Le CDM et la section commerciale ont fait des representations aux autorites locales en vue de faire avancer le dossier de la scierie-ecole pr laquelle un financement de \$16 millions est en place (SEE - ACDI).

QUARTER: 3 -----

QUARTER: 4 -----





REPORT OF THE DIRECTOR OF THE BUREAU OF THE CENSUS  
ON THE RESULTS OF THE CENSUS OF 1900  
PART I. GENERAL RESULTS

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Trade and Industrial Development  
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