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

QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS

LATIN AMERICA AND CARIBBEAN
AMÉRIQUE LATINE ET ANTILLES



NON - CIRCULATIVE
CONSULTER SUR PLACE

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

OCTOBRE - DÉCEMBRE 1987
(3^e TRIMESTRE, AF 1987-88)



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report
October - December 1987

Following is the Quarterly Activity Report for the quarter ending December 31, 1987. This report contains a synopsis of activities and results by sector and subsector reported by posts, matched against the proposed activities identified in their 1987/88 post plan. It also contains a report of special unplanned activities that took place during the reporting period.

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités
Octobre - Décembre 1987

Voici le Rapport trimestriel des activités du trimestre qui a pris fin le 31 décembre 1987. Le Rapport contient un résumé des activités et des résultats déclarés par les missions, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de mission de 1987-88. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

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

UNIT OF THE
DEPARTMENT OF
AFFAIRS
OTTAWA
1988
RETOURNER À LA BIBLIOTHÈQUE DU MINISTÈRE



LATIN AMERICA & CARIBBEAN
AMÉRIQUE LATINE ET ANTILLES

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

POST : 640-BOGOTA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

25 MILLION
5 MILLION
\$ 30 MILLION
INCREASE AWARENESS OF CANADIAN CAPACITY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE AND SUPPORT LAVALIN INTEREST IN BOGOTA
METRO PROJECT.
QUARTER: 2 SUPPORT OF LAVALIN'S BID FOR BOG. METRO PRO.
FOLLOW-UP OF OPP. FOR SALE OF 20 FIRE TRUCKS
TO COLOMBIA. CIVIL AVIATION DEPT. BY NORDIC
SYSTEMS INC.
QUARTER: 3 CONTINUING SUPPORT OF CCC/LAVALIN BOGOTA METRO
OFER.
QUARTER: 4 -----

CDN INFO BOOTH AT ASONAR GENERATED INTEREST IN
CDN AUTO PARTS.
-CDN BID SUBMITTED AND WELL RECEIVED IN INITIAL
EXAMINATION BY COL EVALUATION COMMITTEE
-NORDIC SYSTEMS INC. PRESENTED PROPOSAL, NOW
UNDER EVALUATION BY CIVIL AVIATION.
CDN BID FIRST-RANKED BY TECHNICAL COMMITTEE,
POLITICAL FACTORS HAVE LED TO SECOND ROUND OF
OFFERS. THREE PRESS CONFERENCES ON CDN PROPOSAL.

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

POST : 640-BOGOTA

007-POWER & ENERGY EQUIP. & SERV.
COLOMBIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

- FINALIZE AECL RESEARCH NUCLEAR REACTOR.
- FOLLOW UP CGE OFFER FOR RIOGRANDE GENERATORS.
- FINALIZE B. G. CHECO CONTRACT WITH ISA.
- FOLLOW UP ON SEVERAL TENDERS TO BE ANNOUNCED SHORTLY.

- \$ 10 MILLION
- \$ 17 MILLION INCREASED EXPORTS FROM CANADA.
- \$ 75 MILLION
- \$ 6 MILLION INCREASED EXPORTS FROM CANADA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 FOLLOW-UP INVESTMENT PLANS OF ELECTRIC UTILITIES ASSIST IN CONTRACT DISCUSSIONS FOR SALE OF AECL RESEARCH REACTOR.
- QUARTER: 2 FOLLOW-UP ON SEVERAL OPPS FOR CONSTRUCTION OF ELECTRICITY TRANSMISSION LINES. -ASSISTANCE TO AECL TO RESOLVE CONTRACTUAL DIFFICULTIES INVOLVED IN SALE OF NUCLEAR RESEARCH REACTOR.
- QUARTER: 3 CONTACT 6 CURRENT & POTENTIAL AGENTS TO DETERMINE THEIR INTEREST/CAPABILITIES TO REPRESENT CDN COMPANIES.
- QUARTER: 4 -----

INFO OBTAINED ASSISTED 2 CDN FIRMS TO BID ON 500 KM TRANS. LINE & STRINGING EQPT/TOOLS. FIRM CONTRACT AGREEMENT BETWEEN AECL & IAN FOR SUPPLY OF RESEARCH NUCLEAR REACTOR VALUED AT \$19MILLION.

-CDN FIRMS HAVE BEEN ADVISED OF OPPS. AT LEAST ONE FIRM IS EVALUATING POSSIBILITIES TO PARTICIPATION BIDDING PROCESS.

THREE NEW CONTACTS ESTABLISHED BETWEEN CDN FIRMS & POTENTIAL AGENTS THAT MAY LEAD TO REP AGREEMENTS.

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

POST 640-BOGOTA

001-AGRI & FOOD PRODUCTS & SERVICE
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SWINE SEMINAR AND FOLLOW UP 1984

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

A) CANOLA OIL INTRODUCTION.
B) WHEAT.

SEMINAR ON LIVESTOCK

ATTENDANCE OF COLOMBIAN FIRM TO GRAINS INSTITUTE COURSES.

FIRST SIGNIFICANT SALES NOW MATERIALIZING

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

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

PROMOTE SALES OF HOLSTEIN COWS AND CANADIAN
SWINE.

PROMOTE FURTHER SALES OF WHEAT AND BARLEY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE CDN AS POTENTIAL WHEAT SUPPLIER. ADVANCE
PLANNING OF CDN PARTICIPATION IN AGROEXPO.
FOLLOW-UP ACTIVITIES TO BE UNDERTAKEN UNDER CDA.
COL M. O. U. ON AGRICULTURE.

ALTA PULSE MISSION OPENED WAY TO NEW SALES. HEAD
OF COL. AGRIC. IMPORT AGENCY VISITED CDN WHEAT
BOARD. DOZEN CDN CO'S/LOCAL AGENTS AGREED TAKE
PART IN CDN AGROEXPO STAND. SEMINAR HELD ON CDN
CANOLA.

QUARTER: 2 PARTICIPATION IN AGRICULTURAL FAIR (AGROEXPO
'87). -PROMOTION OF CANADIAN FEED WHEAT AND
MILLING WHEAT. -PROMOTION OF ALBERTA BEEF CATTLE

PART 'N IN AG FAIR (AGRO-EXPO 87) WITH 12 CDN COS
INVOLVED. 15-30 JULY '87, SALE OF 22,000 TONS
FEED WHEAT TO IDEMA (COL. GOVT. GRAIN AGENCY);
-AGREEMENT BY IDEMA TO PURCHASE 450,000 TONS OF
CDA WEST. RED SPRING SHEAT OVER NEXT 3 YEARS.

QUARTER: 3 SEMINAR ON USE OF CDN WHEAT COL PARTICIPATION
IN CIGI COURSES IN CDN. NEGOTIATION OF MULTI-
YEAR PURCHASE CONTRACT. PROMOTION OF CDN AGRIC-
CULTURAL FAIRS.

IDEMA (COL. GOVT. BUYING AGENCY) SIGNED 3-YR CON-
TRACT WITH CWB TO PURCHASE 150,000 MT OF WHEAT
PER YEAR. SEMINAR ON USE OF CDN WHEAT IN CALI.
SPECIAL TRAVEL PACKAGE TO ATTEND ROYAL WINTER
FAIR & AGRIBITION ORGANIZED & MAILING TO 2,000

QUARTER: 4 -----

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

POST : 640-BOGOTA

010-MINE, METAL, MINERAL PROD & SRV
COLOMBIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	30 OF 170 T TRUCKS-WABCO/EUCLID INTERCORE	\$30 MILLION
	AIR FILTER PLANT - INTERCOR	\$ 1 MILLION
	WASH PLANT STUDY AND POSSIBLE PLANT	\$30 MILLION
	ARRANGE VISIT OF SENIOR EMR OFFICIAL(S) TO COLOMBIA TO ASSIST COLOMBIA IN ITS MINING POLICY AND FOLLOW UP MISSION TO CANADA TO MEET WITH INTERESTED CAPABLE PARTIES.	INCREASED SALES OF EQUIPMENT AND SERVICES TO THIS SECTOR.
	FOLLOW UP ON CARBOCOL PLANS TO DEVELOP "EL DESCANSO" COAL DEPOSIT AND SIMINERA'S "LA LOMA" DEPOSIT.	SALES OF \$ 500,000 OF CONSULTING SERVICES AND DEVELOPE OPPORTUNITIES FOR EQUIPMENT SALES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	THREE COMPANIES SELECTED/INVITED TO MINTEC MINING SYMPOSIUM. VISIT OF MINISTER EMR.	VISIT OF MINISTER/EMR REINFORCED INTEREST IN CDN THROUGH HIGH LEVEL CONTACTS IN THIS SECTOR.
QUARTER: 2	PROMOTION OF CDN CAPABILITIES IN MINING GOODS AND SERVICES, PARTICULARLY IN GOLD MINING.	ATTENDANCE OF FOUR PROMINENT MINING OFFICIALS AT MINING SYMPOSIUM (MINTEC '87) IN NORTH BAY, ONTARIO, 12-18 SEPT '87.
QUARTER: 3	MTG WITH ECONOMINAS TO PRESENT CDN EXPERTISE. APPROVAL BY CIDA INC FOR MARMATO PROJECT. ORGANIZATION OF KILBORN/SANDWELL MISSION.	EDC SIGNED \$45M LINE OF CREDIT WITH CARBOCOL. TWO FEASIBILITY STUDY CONTRACTS WON BY CDN COS.
QUARTER: 4	-----	

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

POST 640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

TO GET A PORTION OF THE PROJECT.

BCI NATIONAL LONG TERM TELECOMMUNICATIONS STUDY

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

TELECOM: TRAINING PROJECT LABVOLT - ITEC.

\$ 0.2 MILLION OF LAB TRAINING EQUIPMENT.

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

\$ 5 MILLION PORTION OF PROJECT.

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

\$10 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 005
PROMOTE SALE OF CDN COMPUTER EQPT/SOFTWARE FOR
MAJOR MIN OF JUSTICE PROJECT. GATHER MARKET
INTELLIGENCE ON FUTURE TELECOM PROJECT.

PROGRESS ON CDN/COL MOU ON INFORMATICS TO FACI-
LITATE COMMERCIAL CONTRACTS. SUPPORTED MARKETING
EFFORTS OF GLENAYRE & SR TELECOM REPS. SALE OF
\$29,000 IN ELECTRONIC EQPT BY ELECTROVERT.
011

QUARTER: 2 MONITOR OPPORTUNITIES FOR CDN FIRMS AS COLOMBIAN
TELECOM AGENCY BEGINS NEXT STAGE OF RURAL TELE-
COMMUNICATIONS PROJECT.

ADVANCE INFORMATION TRANSMITTED TO CDN FIRM ON
PLAN CARIBE UND, FIRST PACKAGE OF NEW US\$247 MN
RURAL TELECOMMUNICATIONS PROJECT.

QUARTER: 3 INFO STAND AT CALI TELECOM CONFERENCE. INFO
GATHERING ON RURAL TELECOM & ANDEAN PACT SATEL-
LITE (CONDOR).

FOLLOW UP ON INQUIRIES REC'D AT ALI INFO STAND
MEETINGS ARRANGED FOR INTELCAN WITH TELECOM ON
RURAL TELECOMMUNICATIONS PROJECT.

QUARTER: 4 -----

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

POST : 640-BOGOTA

011-OIL & GAS EQUIPMENT, SERVICES
COLOMBIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP SEVERAL OIL AND GAS MISSION DURING PAST 20 MONTHS.

\$ 1 MILLION INCREASED EXPORTS FROM CANADA.

FOLLOW UP CALGARY OIL AND GAS SHOW JUNE 86 AND INTERCAN 85.

\$ 1 MILLION INCREASED EXPORTS FROM CANADA.

FINALIZE INGERSOLL-RAND SALE OF PUMPING UNITS.

\$ 10 MILLION

FINALIZE EDC LINE OF CREDIT WITH ECOPETROL.

\$ 25 MILLION

PARTICIPATION WITH INFORMATION BOOTH IN CONGRESO ANDINO DE
PETROLEOS.

\$ 1 MILLION

TO COMMERCIALIZE OPPORTUNITIES ARISING FROM PCIC - ECOPETROL
ARRANGEMENT.

\$ 5 MILLION

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITE TWO SENIOR ECOPETROL OFFICIALS TO
EDMONTON FOR INTERCAN. MARKET RESEARCH FOR
UPDATING OIL AND GAS REPORT.

TWO ECOPETROL OFFICIALS SENSITIZED TO CDN EXPERTISE IN THIS SECTOR THROUGH INTERCAN ATTENDANCE. MARKET INTELLIGENCE PASSED ON TO CDN CO'S. ALTA OIL MISSION ESTABLISHED NEW CONTACTS.

QUARTER: 2 -PLANNING & SUPPORT OF GAS SYMPOSIUM PLANNED FOR
BOGOTA & BARRANQUILLA IN NOV. '87.
-FOLLOW UP AND ASSISTANCE TO INTERA TECHNOLOGIES
INC. TO OBTAIN LAND SURVEYING CONTRACT.

INTERA WON CONTRACT AND SEEKING OFFICIAL PERMISSION TO BRING AIRCRAFT INTO COLOMBIA TO EXECUTE CONTRACT.

QUARTER: 3 FOLLOW UP ON MAJOR PROJECTS, I. E. NEW REFINERY,
NATURAL GAS PIPELINE, & PROMOTE CDN CAPABILITIES
UPDATE EMBASSY REPORT ON COL. OIL & GAS INDUSTRY

EMBASSY & CDN NATURAL GAS MISSION STAGED WELL-- ATTENDED TECHNICAL SEMINARS IN BOGOTA & BARRANQUILLA. UPDATED REPORT DISTRIBUTED TO INTERESTED CDN COMPANIES.

QUARTER: 4 -----

REPORT 4A
88/03-17

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

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

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POST 540-BOGOTA

NOTE: A CONSIDERABLE PROPORTION OF CDA-BASED OFFICER TIME DURING THE REPORTING PERIOD WAS DEVOTED TO MAJOR ONGOING PROJECTS SUCH AS THE BOGOTA METRO, MINISTRY OF JUSTICE COMPUTERIZATION, AND AECL/IAN NUCLEAR RESEARCH REACTOR. WE HAVE INCLUDED THESE AS TIME SPENT RESPONDING TO EXPORT INQUIRIES, BUT WOULD APPRECIATE A CLARIFICATION IN THIS REGARD FOR FUTURE REPORTS.

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

POST : 635-BRASILIA

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

MARKETING TRIP TO STATE LIVESTOCK ASSOCIATIONS LOCATED IN TERRITORY.

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

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

DUE TO PARTICIPATION AT GOIANIA FAIR AND FOLLOW-UP TO DAIRY CATTLE SEMINARS, SALES & SALES PROSPECTS FOR CATTLE & SEMEN HAVE INCREASED SIGNIFICANTLY. SOMEX CDA QUOTE FOR SEMEN IMPORTS INCREASED FROM \$40,000 TO \$1.0 MILLION /

QUARTER: 2 PREPARE VISIT TO CDA OF BRAZILIAN MINISTRY OF AG ASSIST DESY INT'L IN OBTAINING IMPORT LICENCES FROM CACEX; REVIEW SALES PROSPECTS FOR CDN WHEAT

MINISTERS VISIT WAS A SUCCESS PROVIDED INDIRECT EXPOSURE TO CDN CAPABILITIES (WHEAT, CATTLE, STORAGE FACILITIES); LICENCES OBTAINED CATTLE TO ARRIVE SHORTLY; COMPLETED IN DEPTH ANALYSIS OF PROSPECTS FOR CDN WHEAT SALE UNCOVERED PROBLEM;

QUARTER: 3 CONT. TO MONITOR DEVELOPMENTS IN BRAZILIAN WHEAT PRODUCTION & IMPORT AGREEMENTS WITH VIEW TO SAFEGUARDING & INCREASING CDA'S POSITION IN LONG TERM. SUPPORT NEW MARKETING THRUST OF YAKULT/SEMEX IN CENTRE-WEST & NORTHEAST.

MET WITH PRES. OF BRAZILIAN WHEAT BOARD & A NO. OF KEY OBSERVERS OF WHEAT MARKET. ASCERTAINED & INFORMED OTTAWA & CWB OF REAL & SERIOUS THREAT TO OUR MARKET SHARE. SEV. NEW CONTACTS MADE IN GOIAS, MINAS GERAIS & NORTHEAST STATES.

QUARTER: 4 -----

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

POST 635-BRASILIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UNCOMPLETED CIDA FINANCED PROGRAM FOR INSTALLATION OF SARSAT GROUND STATION.

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

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

SALE OF CONSULTING SERVICES FOR SATELLITE USE

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

SALE OF BRASILSAT III AND IV.

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

SALE OF CONSULTING SERVICES FOR SATELLITE USE

LOBBY GOVERNMENT OFFICIALS TO ENCOURAGE FULL MEMBERSHIP IN SARSAT

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

RE SPAR OFFSET PROGRAM HAS PUT CDN EXPORTER WELL OUT FROM IN RUNNING FOR BRASILSAT III & IV. SR T-ELECOM LICENSING/TECH TRANSFER AGREEMENT WITH MICROLAB VIRTUALLY COMPLETED. MINICOM SEEKING ADDITIONAL CDN TECH/EXPERTISE IN RURAL TELEPHONE /

QUARTER: 2 PREPARE FOR EXPLORATORY MISSION FROM DOC; FOLLOW UP RE: INCOMING TELECOM PLANNING OFFICIAL MISSION EXPLORE CELLULAR MOBILE TELEPHONY MARKET; PROMOTE SKYWAVE "SUITCASE TERMINAL"; ASSIST SPAR IN NEGOTIATIONS WITH MINISTRY.

DOC MISSION WELL RECEIVED. SERVED TO REINFORCE CDN INTEREST IN VARIOUS TELECOM PRODUCT AREAS; MISSION CONFIRMED BUT POSTPONED TO '88; CELLULAR MOBILE MARKET PROVIDES GOOD PROSPECTS FOR NOVELTEL; MILITARY TELECOM MISSION TO CDA IN OCT

QUARTER: 3 MONITOR & REPORT PROGRESS OF BILL ON SOFTWARE - ASSIST SPAR AEROSPACE IN ITS MULTIFACETED PURSUIT OF BRASILSAT III & IV. PURSUE OPPORTUNITIES OF NOVATEL IN MOBILE CELLULAR TELEPHONE SYSTEMS (BRASILIA).

MONITORED & CONSULTED WITH FRIENDLY EMBASSIES & REPORTED TO OTT. IMPLICATIONS FOR CDN EXPORTERS NEW LAW WHICH GIVES 25 YR COPYRIGHT PROTECTION & SOME MKT ACCESS. ASSISTED IN COORDINATION OF BRZLN MILITARY MISSION TO CDA WHICH LED TO

QUARTER: 4 -----

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

POST : 035-BRASILIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

CONSULTING CONTRACT FOR DESIGN OR MANAGEMENT OF PUBLIC TRANSIT SYSTEM.

EVENTUAL SALE OF WATERBOMBER AIRCRAFT OR CONVERSION KITS.

SALES OF WATERBOMBER AIRCRAFT OR CONVERSION KITS.

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

SALE OF ADDITIONAL LOCOMOTIVE KITS TO RFFSA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

QUARTER: 2 PROMOTE AND PLAN FOR INCOMING MINIST. VISIT IN FALL '87; PROMOTE CDN CAPABILITIES IN URBAN TRANSIT TO EBTU/MIISTRY; INVESTIGATE MARKET OPPORTUNITIES AND DEVELOP CONTACTS FOR LAVAL/UTDC.

QUARTER: 3 MONITOR RAPIDLY CHANGING PLANS WITH REGARD TO URBAN TRANSIT PROJECTS. MAINTAIN & ESTABLISH CONTACTS WITH TRANSIT AUTHORITIES IN OUR TERRITORY. SUPPORT LAVALIN IN ITS PURSUIT OF PROJECT OPPORTUNITY.

QUARTER: 4 -----

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

INCOMING MINIST. VISIT CONFIRMED FOR OCT; CDA IS ONE OF 3 FRONTRUNNERS AS SUPPLIER OF TECHNOLOGY/SERVICE IN CONNECTION WITH BRZLN NATIONAL MASS TRANSIT PLAN; CONTACTS INITIATED WITH SULTEPA. LAVALIN TO FOLLOW UP.

AS RESULT OF CABINET SHUFFLE RESCHEDULED VISIT TO CDA OF MIN. RESPONSIBLE FOR URBAN TRANSIT POSTPONED. ENCOURAGED & COORD. VISIT TO CDA OF SEC. MELO(BRASILIA). PROMOTED CDN INTEREST & PART. IN SALVADOR PROJ. PREPARING VISIT TO

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

POST : 035-BRASILIA

007-POWER & ENERGY EQUIP. & SERV.
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

BETTER UNDERSTANDING OF LIMITED MARKET OPPORTUNITIES.

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

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

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

RENEWAL OF SANTA ISABEL MOU.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 47 LOBBY BRZLN AUTHORITIES FOR RENEWAL OF SANTA ISABEL MOU.

BZLN MINISTRY OF MINES AND ENERGY HAS AGREED TO RENEW MOU AND IDENTIFY NEW HYDRO PROJECT FOR CDA (CGE).

QUARTER: 3 PURSUE OUR EFFORTS TO HAVE MOU ON SANTA ISABEL HYDRO PROJECT RENEWED. FOLLOW UP SALES OPPORTUNITIES FOR FES INT'L LTD WITH ELECTRONORTE (BRASILIA) AND CHESF (RECIFE).

AMBASSADOR MET WITH MIN OF MINES TO RENEW MOU. STEPS BEING UNDERTAKEN BY BRAZILIAN AUTHORITIES TO DO SO. CHESF HAS RECOMMENDED TO GENERATOR SUPPORTERS FOR ITAPARICA PROJECT TO INCLUDE FES SYSTEMS.

QUARTER: 3 NATURAL GAS - FOLLOW UP ON MOMENTUM OF NATURAL GAS SYMPOSIUM ORGANIZED BY CONGEN & INVESTIGATE POTENTIAL NATURAL GAS EQUIPMENT & SERVICES MKT IN MINAS AND NORTHWEST.

CONTACTS MADE WITH GASMIG, BAHAGAS, CEALGAS, AND COSERN & REPORT PREPARED ON NATURAL GAS ACTIVITIES IN THESE STATES.

QUARTER: 4 -----

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

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

POST : 635-BRASILIA

PREPARATIONS FOR TEXTILE NEGOTIATIONS ORIGINALLY SCHEDULED FOR NOV-LATER POSTPONED UNTIL JAN-FEB 88; (02)VISIT TO BRAZIL OF NHW MIN. EPP-BRIEFING ON COMMERCIAL PROJECTS IN HEALTH SECTOR & PREPARATION OF VISIT; (03)3 REPORTS ON POSSIBLE US ECONOMIC TRADE SANCTIONS AGAINST BRAZIL-INCLUDING ANALYSIS OF POSSIBLE MARKET OPPOR. FOR CDA; (04)ACTIVE PURSUIT OF RECENTLY APPROVED WORLD BANK TRAINING SKILLS PROJECT VALUED AT US\$168M; (05)PREPARATION FOR VISIT TO BRAZIL IN FEB 88 OF 50 BLUE-RIBBON CDN EXECUTIVES IN CONTEXT OF CIAA TOUR OF BRAZIL; (06)ACTIVE PURSUIT OF \$10M OPPORTUNITY FOR AECL COBALT THERAPY UNITS AS RESULT OF GOIANIA NUCLEAR INCIDENT (07)SPECIAL REPORT ON BRAZILIAN IMPORT REGIME; (08)BRAZIL STRATEGY PAPER FOR EXPORT DEVELOPMENT CORPORATION; (09)3 SPECIAL REPORTS ON NEW SOFTWARE LAW-MARKET OPPORTUNITIES FOR CDN SOFTWARE EXPORTERS; (10)SPECIAL INVESTIGATION ON BEHALF OF SSEA RE RE-EXPORT OF HELICOPTER ENGINES & PARTS.

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

POST : 658-BRIDGETOWN

001-AGRI & FOOD PRODUCTS & SERVICE
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

WORK WITH LOCAL DISTRIBUTOR TO INTRODUCE CANADIAN WINES TO TERRITORY.

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

DOUBLE CURRENT EXPORTS OF CHEESE IN 1987.

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

NEW BUYING CONNECTIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 WORKING WITH CDN REGIONAL REP. TO INTRODUCE CDN WINES IN TERRITORY.
-ARRANGEMENTS FOR ONTARIO FOOD SERVICE PRODUCTS MISSION.

STILL PENDING. CHANGES IN TARIFF STRUCTURE MAY NEGATE FEASIBILITY.
IN HAND FOR MISSION TO ANTIGUA AND BARBADOS DURING OCTOBER.

QUARTER: 3 COMPLETION JOINT VENTURE PROCESSED FOODS. DAIRY PRODUCTS PROMOTIONAL ACTIVITIES.

JOINT VENTURE AGREEMENT COMPLETED BETWEEN DONMAR FOODS OF MARKHAM & GODDARD GROUP OF D'DOS. (SUGAR PRODUCTS, JAMS, JELLIES, FOOD POWDERS). OPPOR. IDEN FOR SKIM MILK POWDER, NEW AGENCY AGREEMENT FOR CHEESE.

QUARTER: 3 DAIRY PRODUCTS/AGRICULTURAL DIVERSIFICATIONS

FACILITATED SALE & DELIVERY OF ADDITIONAL HOLSTEIN CATTLE FROM CDA. ARRANGED & COORDINATED ONT. FOOD PRODUCTS MISSION & EXHIBITION IN ANTIGUA & BARBADOS.

QUARTER: 4 -----

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

POST : 458-BRIDGETOWN

015-CONSTRUCTION INDUSTRY
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUILDING PRODUCTS

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

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

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

ADDITIONAL SALES AND BUYING CONNECTIONS IN TERRITORY.

CANADIAN CONSULTING SERVICES POSSIBLE SALE OF BUILDING MATERIALS.

NEW INVESTMENT IN TERRITORY, TECHNOLOGY TRANSFER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 NATURAL GAS PIPELINE (CIDA FINANCED). TRACKING NEW HOTEL CONSTRUCTION PROJECTS IN ST. KITTS, GRENADA & ST. LUCIA.
PORT PROJECT, ST. LUCIA.

CONTRACT AWARDED & SIGNED WITH CDN GROUP, START UP EXPECTED NOV. 87. -MONITORING EXPANSION/RENOVATIONS THROUGHOUT TERRITORY AND ADVISING POTENTIAL CDN SUPPLIERS. -LIMITED ACTIVITY AS PROJECT PLACED ON HOLD BY ST. LUCIA.

QUARTER: 3 ADDITIONAL EFFORTS WITH CDN TRADING HOUSES SPECIALIZING IN CONSTRUCTION MATERIALS & BUILDERS HARDWARE. ONGOING LIAISON WITH CARIBBEAN DEVELOPMENT BANK & EXECUTING AGENCIES ON INFRASTRUCTURE PROJECTS.

VISITS BY 2 TRADING HOUSES, REPORTING ADDITIONAL SALES. AWARE OF CDB FINANCED CONSTRUCTION PROJECT IN CAYMAN ISLANDS & EGM CAPE OF DON MILLS.

QUARTER: 4 -----

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

POST : 658-BRIDGETOWN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

FACILITATE CANADIAN INVESTMENT IN DATA ENTRY INDUSTRY IN BARBADOS

NEW INVESTMENT AND EQUIPMENT SUPPLY.

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

INCREASE FAMILIARITY WITH CANADIAN TELECOM
FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE FOR MGR. CABLE & WIRELESS TO VISIT CANADA
PROMOTE INTEREST BY CDN. FIRMS IN DATA ENTRY SE-
CTOR IN BDOS.

WITH MERGER OF C & W AND BDOS. TEL. CO WILL ARR-
ANGE FOR NEW MGR. BDOS. TEL. CO. TO VISIT CDA.
NO FURTHER ACTION.

QUARTER: 2 ARRANGE FOR MGR. CABLE & WIRELESS TO VISIT CDA;
REINFORCE CDN CAPABILITIES IN TELECOM EQUIPMENT.
PROMOTE INTEREST BY CDN FIRMS IN DATA ENTRY
SECTOR IN BDOS.

INVITATION DECLINED, WILL REASSESS; INITIAL SALE
GENERATED WITH BARBADOS TELEPHONE FOR CABLE
DURING QUARTER.
NO FURTHER ACTION TO DATE.

QUARTER: 3 ARRANGE FOR REGIONAL MANAGER CABLE & WIRELESS TO
VISIT CDA. REINFORCE CDN CAPABILITIES IN TELECOM
EQUIPMENT & SERVICES WITH NEW OWNERS OF BARBADOS
TELEPHONE CO.

INVITATION FROM TELECOM. EXEC. MGMT. INST. OF
CDA EXTENDED TO PRES. -CEO BDOS. TEL. CO. & BDOS
EXTERNAL TELECOM. TO VISIT CDA MAY/JUNE 88. ON-
GOING DISCUSSION WITH PRESIDENT & GENERAL
MANAGER.

QUARTER: 4 -----

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

POST : 658-BRIDGETOWN

014-EDUCATION, MEDICAL, HEALTH PROD
BARBADOS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 2 CDN GROUPS PURSUING CONSULTING COMPONENT OF
DECS TECH/VOCATIONAL PROJECT & ATTEMPTING TO
PREQUALIFY. CONTINUE TO FOLLOW UP EDUC II (WORLD
BANK). WORKING WITH NUMBER OF PHARMACEUTICAL
HOUSES

ONE CDN GROUP PREQUALIFIED & SHORT LISTED FROM
TOTAL OF 5 FIRMS. ASSIST & ADVISE FIRMS WITH PRE-
QUALIFICATION STAGE. LIMITED ACTIVITY. ONE AGENCY
ESTABLISHED, ONE PENDING. CONTINUE TO FACILITATE
PHARMAPAK & CARLISLE LABS. MFG UNDER LICENSE VEN-

QUARTER: 2 ONE CDN GROUP SHORTLISTED FOR DECS TECH/VOCA-
TIONAL PROJECT.
CONTINUE TO FOLLOW UP EDUCATION II (WORLD BANK).

ACTIVE ASSISTANCE, DECISION PENDING BY CARIBBEAN
DEVELOPMENT BANK.
LIMITED ACTIVITY DURING QUARTER BY CLIENT
CONTINUING TO MONITOR.

QUARTER: 3 GATHER MARKET INTELLIGENCE ON REQUIREMENTS
UNDER IFI FUNDED PROJECTS.

WORKED CLOSELY WITH SHORT-LISTED CDN GROUP ON
DECS TECH/VOCATIONAL PROJECT (CDB FUNDED) WHICH
UNFORTUNATELY LOST TO ILO. ONGOING DISCUSSIONS
WITH WORLD BANK & IADB OFFICIALS ON EDUC II PRO-
JECTS.

QUARTER: 4 -----

REPORT 4A
88701/17

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

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

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POST 058-BRIDGETOWN

VISIT OF GOV. GEN. OF CDA & M. SAUVE - 28NOV - 4DEC
VISIT OF ADM LATIN AMER. & CARIB. BRANCH - 28NOV-4DEC
ARRANGEMENTS FOR VISIT OF CDN PARL. OCT 24-28(CANCELLED)

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

POST : 631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.
ARGENTINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

REPORT ON SEGBA'S DISTRIBUTION SYSTEM EXPANSION PROJECT

ANALYSIS AND REPORT ON FEDERAL ENERGY SECRETARIATS "POWER
ENGINEERING PROJECT" TO BE FINANCED BY IBRD.

ANTICIPATED RESULTS:

TO IDENTIFY OPPORTUNITIES FOR CDN MEDIUM
VOLTAGE EQPT. SUPPLIES TO EXPORT COMPONENTS
AND TECHNOLOGY TO LOCAL ASSOCIATES.

TO IDENTIFY POSSIBLE CONSULTANCY CONTRACTS
FOR CERTAIN SPECIAL AREAS OF EXPERTISE
RELATED TO POWER SYSTEMS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

SEVERAL MEETINGS WERE HELD WITH SEGBA'S AUTHORI-
TIES REPORT UNDER PREPARATION. POTENTIAL IDENTI-
ED RE. CONTROL MESURING EQUIPMENT. MOST OF THE
REMANING PROJECT'S COMPONENTS WOULD BE COVERED
BY THE LOCAL INDUSTRY.

SEVERAL MEETINGS WERE HELD WITH UTE'S AUTHORITY-
IES. REPORT UNDER PREPARATION. CDN ENGINEERING GR-
OUP ALREADY PRE-QUALIFIED FOR THE DAM REHABILIT-
ATION COMPONENT & FURTHER POTENTIAL IDENTIFIED
RE. DISTRIBUTION EQUIPMENT AND MATERIAL.

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

POST 1631-BUENOS AIRES

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

SECTORIAL STUDY REF AIR AND MARINE AIDS MARKET

REPORT ON RAILWAY DEVELOPMENT PROGRAM

SECTORIAL STUDY, ARGENTINE AUTO INDUSTRY

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

TO IDENTIFY POTENTIAL REF TRAFFIC CONTROL
SYSTEMS

TO BETTER IDENTIFY POTENTIAL FOR CANADIAN
SUPPLIERS

TO IDENTIFY OPPORTUNITIES FOR THE SUPPLYING
OF VARIOUS SERVICES/EQUIPMENT

TO IDENTIFY POTENTIAL FOR SUPPLY/TRANSFER OF
TECHNOLOGY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

SEVERAL MEETINGS WERE HELD WITH FERROCARRILE SA-
RGENTINOS AUTHORITIES. REPORT UNDER PREPARATION.
POTENTIAL IDENTIFIED FOR TECHNOLOGY TRANSFER RE.
LOCOMOTIVE & FREIGHT CAR LOCAL ASSEMBLING &/OR
MFRG AS WELL AS FOR REPLACEMENT PARTS & SIGNAL/

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

SEVERAL MEETINGS WERE HELD WITH AFE'S AUTHORIT-
IES. REPORT UNDER PREPARATION. POTENTIAL IDENTIF-
IED RE. LOCOMOTIVE PARTS & CONSULTING SERVICES R-
ELATED TO THE COMMUNICATIONS AND SIGNALIZATION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
08/03/16

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

POST : 631-BUENOS AIRES

011-OIL & GAS EQUIPMENT, SERVICES
ARGENTINA

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

TO IDENTIFY POTENTIAL FOR ENGINEERING
SERVICES AND POSSIBLY EQUIPMENT.

REPORT/ANALYSIS OF THE ARGENTINE ENERGY PLAN

TO IDENTIFY POTENTIAL FOR ENGINEERING
SERVICES AND EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 BASED ON AN ANALYSIS OF THE ARGENTINE ENERGY
PLAN, TO PROMOTE CDN ENGINEERING SERVICES &
EQUIPMENT.

A 1-DAY GAS TECHNOLOGY SEMINAR WAS HELD FOLLOWED
BY A SERIES OF COMMERCIAL MEETINGS. MORE THAN
100 GAS SPECIALISTS ATTENDED EVENT & BUSINESS
FOR ABOUT \$12M PENDING.

QUARTER: 4 -----

REPORT 4
88/03/16

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

POST 331-BUENOS AIRES

012-PETROCHEM & CHEM PROD, EQP, SERV
ARGENTINA

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

POST 1491-BUENOS AIRES

ONTARIO HORIZONTAL MISSION TO ARGENTINA SEPT 28-30
QUEBEC HORIZONTAL MISSION TO ARGENTINA OCT 19-23
CIDA INDUSTRIAL COOPERATION GENERAL DIRECTOR'S VISIT OCT 22-30
EXTOTT TRADING HOUSE MISSION TO ARGENTINA NOV 6
HON JACK MURTA'S VISIT TO ARGENTINA & URUGUAY NOV 19-20
CIDA BILATERAL TECHNICAL & SCIENTIFIC ASSI. MISSION DEC 7

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

POST 643-CARACAS

001-AGRI & FOOD PRODUCTS & SERVICE
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANIMAL, POULTRY BREEDING STOCK

PIEDEMONTTE BARINAS INTEGRATED DAIRY PROJECT.

PREPARATION OF BOVINE-EMBRYO PROJECT.

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

AGRICULTURE AND FOOD PRODUCTS - MARKET STRATEGY REPORT.

SEEDS & SPECIAL CROPS

COMPLETE INVESTIGATION FOR MARKETING OF CDN SUNFLOWER SEED.

SEEKING NEW IMPORTERS FOR BEANS/SPECIAL CORPS/PEAS.

SEMI & PROCESSED FOOD & DRINK

COMPLETE MARKET ACTIVITIES PROMOTING MILK REPLACERS FOR ANIMALS.

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

ANTICIPATED RESULTS:

PARTICIPATION OF CANADIAN SUPPLIERS.

PARTICIPATION OF CANADIAN SUPPLIERS.

INCREASED SALES.

DEVELOPMENT OF MARKETING PRIORITIES AND STRATEGY.

INCREASE MARKET FOR CDN SUPPLIERS.

INCREASED SALES.

TO OPEN MARKET FOR CDN SUPPLIERS.

INCREASED SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 2 FARM VISITS AND SEMINARS TO PROMOTE SALES OF DAIRY CATTLE.

QUARTER: 2 TO SEEK NEW IMPORTERS FOR BEANS/SPECIAL CROPS/PULSES.

QUARTER: 3 FARM VISITS & SEMINARS TO PROMOTE SALES OF DAIRY CATTLE.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

INCREASED SALES AND GREATER RECOGNITION OF CDN CATTLE AS A MARKET LEADER.

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

SALES OF 4.1 MILLION DOLLARS PLUS NEW CONTACTS FOR CANADIAN EXPORTERS.

IN THIS QUARTER 5 NEW BUYING CONNECTIONS WERE MADE.

\$10M OF CATTLE SALES IN LAT QUARTER (ALTHOUGH NOT REPORTED IN ANNUAL PLAN POST FINDS THAT CONSTANT LIAISON WITH LOCAL OBSTRUCTIONIST BUREAUCRACY IS VITAL FOR CONT'D SALES BUT VERY TIME CONSUMING).

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

POST : 643-CARACAS

009-FOREST PRODUCTS, EQUIP, SERVICES
VENEZUELA

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

CONTINUE TO GATHER MARKET INFORMATION ON PROJECT AND COMPETITION
ON UVERITO NEWSPRINT + PULP MILL.

TO CONDUCT A NEWSPRINT + PULP MARKET SURVEY.

INCREASED AWARENESS AND RECOMMENDATIONS TO
CANADIAN SUPPLIERS ON MARKET STRATEGY.

CANADIAN PARTICIPATION AS A FOREIGN PARTNER
IN THE PROJECT.

MAINTAIN KNOWLEDGE OF MARKET AND REPORT
CHANGES AND SITUATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 CONTINUE TO GATHER MARKET INFORMATION AND
COMPETITION ON UVERITO (PULPA ORINOCO) NEWS-
PRINT AND PULPMILL.

QUARTER: 3 CONTINUE TO GATHER MARKET INFORMATION & COMPETI-
TION ON UVERITO (PULPA ORINOCO) NEWSPRINT &
PULPMILL.

QUARTER: 4 -----

THERE ARE NOW THREE COMPANIES SHORT-LISTED TWO
OF WHICH ARE CANADIAN. BOTH ABITIBI-PRICE AND
CONSOLIDATED BATHURST HAVE BEEN COUNSELED AND
BRIEFED BY EMBASSY PERSONNEL.

3 COS. ARE SHORTLISTED FOR THIS \$500M PROJECT, 2
OF WHICH ARE CDN. IN LAST QUARTER POST HAS LOB-
BIED AGGRESSIVELY IN FAVOUR OF CDN EXPERTISE
WITH VENEZUELAN POLITICIANS & BUREAUCRATS.

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

POST: 643-CARACAS

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

FINDING ADEQUATE AGENTS TO REPRESENT CANADIAN COMPANIES.

INCREASE IN THE NUMBER OF CANADIAN COMPANIES REPRESENTED.

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

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

ASSESS THE DEVELOPMENTS IN THE VENEZUELAN TELECOMMUNICATIONS INDUSTRY.

TECHNOLOGY TRANSFER AGREEMENTS BETWEEN CANADIAN AND VENEZUELAN COMPANIES.

CIVILIAN AND MILITARY COMMUNICATIONS SYSTEMS SURVEY.

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

COMPUTERS, SOFTWARE & SYSTEMS

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

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

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

POTENTIAL USE OF CANADIAN TECHNOLOGY BY THE MINISTRY OF EDUCATION.

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

SALES OF CANADIAN SOFTWARE TO THE PETROLEUM INDUSTRY.

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

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 FIND ADEQUATE REPRESENTATIVES FOR CANADIAN COMPANIES IN THE FIELD OF COMPUTER HARDWARE AND SOFTWARE.

POST HAS CANVASSED MORE THAN THIRTY DISTRIBUTORS AND AGENTS IN THIS FIELD AND IS IN GOOD POSITION TO INTRODUCE CANADIAN PRODUCTS TO THIS MARKET. GREAT INTEREST SHOWN IN DISTRIBUTED LITERATURE.

REPORT 4
88/03/16

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

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POST : 643-CARACAS

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 3 ECONOMIC/COMMERCIAL REPORT ON THE DEVELOPMENT OF
THE VENEZUELAN INFORMATICS INDUSTRY.
- QUARTER: 3 INTRODUCTION OF CDN SOFTWARE TO THE PETROLEUM
INDUSTRY FOR SPECIALIZED APPLICATIONS.
- QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

POST HAS NOW CLEARER IDEA OF WHERE OPPORTUNITIES
LIE FOR CDN COMPANIES.

VARIOUS CDN COMPANIES HAVE CREATED INTEREST FOR
THEIR PRODUCTS WITHIN THE OIL INDUSTRY. SALES
POTENTIAL IS GOOD.

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

POST 343-CARACAS

O10-MINE, METAL, MINERAL PROD & SRV
VENEZUELA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

PRESENTATION TO THE VENEZUELAN ASSOCIATION OF MINING AND METAL-
LURGICAL COMPANIES ON CANADIAN CAPABILITIES IN PRODUCTS AND
SERVICES.

TO CONDUCT A MARKET SURVEY ON VENEZUELA COAL/GOLD INDUSTRY AND
ESTABLISH A MARKET STRATEGY OF CANADIAN COMPANIES.

TO CONDUCT AN ASBESTOS MARKET SURVEY.

ANTICIPATED RESULTS:

INCREASED AWARENESS OF CANADIAN CAPABILITIES
AND TRANSFER OF TECHNOLOGY AND JOINT VENTURES
OPPORTUNITIES.

INCREASED CANADIAN PARTICIPATION IN THESE
SECTORS.

REPORT TO THE CANADIAN ASBESTOS INDUSTRY ON
MARKET SITUATION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 TO CONDUCT A MARKET SURVEY ON ASBESTOS.

QUARTER: 3 MARKET REPORTS ON BOTH GOLD & COAL MINING ACTI-
VITIES IN VENEZUELA.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

THE SURVEY HAS BEEN COMPLETED AND THIS MARKET
SITUATION REPORT ON VENEZUELA SHOULD AID THE
CANADIAN INDUSTRY IN ITS FUTURE PLANNING OF
STRATEGY FOR THIS MARKET.

BOTH REPORTS HAVE BEEN COMPLETED. THE REPORT ON
GOLD MINING WILL ENABLE BOTH THE POST & CDN COS.
TO BETTER DETERMINE MARKET OPPORTUNITIES. THE
MARKET INTELLIGENCE GLEANED FROM THE COAL REPORT
WILL AID CDN FIRMS IN THEIR MKTG STRATEGIES.

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

POST : 646-GUATEMALA

007-POWER & ENERGY EQUIP. & SERV.
GUATEMALA

Page 28

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRANSMISSION

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -CONTINUE SUPPORT TO SNC IN THE RIO BOBOS HYDRO PROJECT;
-CLOSE LIAISON WITH INDE AND ENEE TO IDENTIFY FUTURE COMMERCIAL OPPORTUNITIES.

-RIO BOBOS DEVELOPMENT HAS BECOME PRIORITY FOR GTMLAN GOVT & SNC/CPPE SUTY HAS BECOME PRINCIPAL WORKING DOC. -SUCCEEDED IN COORDINATING PRESENTATION OF GENERATION EQPT PROPOSAL WORTH APPR \$4M. FROM MARKHAM ELECTRIC TO INDE.

QUARTER: 2 ENSURE PREQUALIFICATION OF CDN COMPANIES IN THE SMALL HYDRO DEVELOPMENT ACTIVITIES IN GTMALA.

LAVALIN, CIPOWER, ACRES AND SNC SUBMITTED PREQUALIFICATION DOC. FOR THE IADB FINANCED SMALL HYDRO DEVELOPMENT STUDIES IN GTMLA. EMBASSY ADVISED COMPANIES AND MAINTAINED LIAISON WITH LOCAL AGENTS.

QUARTER: 3 MONITORING OF SMALL CENTRAL PROGRAM BY GOV'T OF GUATEMALA.

FOLLOWED-UP ON PREQUALIFICATION OF CDN CONSULTANTS FOR GUATEMALA'S SMALL HYDRO CENTRAL PROGRAM. ACRES, SNC, LAVALIN & CI POWER WERE ALL SHORTLISTED.

QUARTER: 3 COORDINATE WITH ALBERTA GOV'T HIGH LEVEL VISIT OF GOV'T OFFICIAL TO PROMOTE PETROLEUM SECTOR.

WITH ALBERTA TRADE DEVELOPMENT DEPARTMENT CO-ORDINATED VISIT OF VICE-MIN. OF ENERGY & MINES WHICH HAS UNCOVERED INTERESTING COMMERCIAL & ASSISTANCE OPPORTUNITIES.

QUARTER: 4 -----

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

POST: 646-GUATEMALA

001-AGRI & FOOD PRODUCTS & SERVICE
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

INCREASE EXPORTS BY 20% OVER CURRENT YEAR.

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 INITIATE EXPORT PROMOTION IN CATTLE & SWINE SECTORS.

LIAISED WITH DEP'T FOR INCOMING VISIT OF DAIRY CATTLE JUDGE FOR GUATEMALAN CATTLE FAIR. INVESTIGATED MARKET POTENTIAL.

QUARTER: 4 -----

REPORT 4
08/03/16

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

POST : 646-GUATEMALA

009-FOREST PRODUCTS, EQUIP, SERVICES
HONDURAS

Page 30

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

POST 1545-GUATEMALA

HIGH LEVEL VISIT OF GUATEMALAN VICE-MINISTER FOR ENERGY & PETROLEUM TO PROV. OF ALBERTA RESULTED IN AN OFFER BY PETRO CANADA TO COLLABORATE IN ATTRACTING BASED RESOURCE DEVELOPMENT COMPANIES TO CONSIDER EXPLORATION ACTIVITIES IN GUATEMALA; (02) PARTICIPATION OF MEMBER OF CDN HOLSTEIN ASSOCIATION IN GUATEMALAN CATTLE FAIR; (03) SIGNATURE OF CPPF AGREEMENT BETWEEN DB PIPETECH & MINISTRY OF ENERGY & PETROLEUM.

POST : 653-HAVANA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

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

HOST INFORMAL LUNCHEES WITH CUBAN EMPRESAS IN COMMUNICATIONS
FIELD.

GIVE SUBSCRIPTIONS OF SPECIALIZED CANADIAN MAGAZINES TO CUBAN
OFFICIALS.

ANTICIPATED RESULTS:

IMPROVE THEIR RELATIONSHIP WITH CLIENTS.

IMPROVE OUR RELATIONSHIP WITH CUBANS.

IMPROVE AWARENESS OF CANADIAN CAPABILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 INITIATED PRELIMINARY WORK FOR MITEL SEMINAR IN
HAVANA. MICROTEL, WITH POST ASSISTANCE, SUCCESS-
FULLY APPROACHED THE CUBAN MARKETPLACE.

QUARTER: 3 SUPPORT MITEL FOR ESTABLISHING A PERMANENT REP-
RESENTATION IN CUBA. POST ASSISTANCE TO PARTICI-
PATION OF V INTERNATIONAL FAIR OF HAVANA. POST
ASSISTANCE FOR DEVELOPING NEW MARKETS.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

MITEL SEMINAR IN CUBA SCHEDULED FOR 1ST QUARTER
'88. MITEL ALSO OPENED A REPR. OFFICE IN HAV. TO
PROVIDE LOCAL CUSTOMERS WITH TECHNICAL/AFTER
SALES SERVICES. MINISTRY OF COMM. HAS AGREED TO
PURCHASE 2 USED CENTRAL OFFICES FROM MICROTEL.

MITEL'S OFFICE ESTABLISHED IN HAVANA. SUCCESSFUL
PART. AT HAVANA FAIR. GOLD METAL WAS AWARDED TO
MITEL. MITEL ACHIEVED ADDITIONAL BUSINESS FOR CDN
\$77,541. MICROTEL CURRENTLY NEGOTIATING CONTRACT
FOR US \$100K.

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

POST 1553-HAVANA

010-MINE, METAL, MINERAL PROD & SRV
CUBA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

EMR-PROPOSED NICKEL INDUSTRY MISSION TO CUBA.

GIVE SUBSCRIPTIONS OF CANADIAN MINING MAGAZINES TO CUBAN OFFICIALS.

ENCOURAGE CANADIAN SUPPLIERS TO ORGANIZE TECHNICAL SEMINARS IN CUBA.

ANTICIPATED RESULTS:

EXPANDED EXPOSURE TO CUBAN DECISION MAKERS IN MINING SECTORS.

INCREASE CUBAN AWARENESS OF CANADIAN CAPABILITIES.

EXPANDED EXPOSURE TO CUBAN DECISION MAKERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 MISSION DE EMR A CUBA.
ENCOURAGER LES FOURNISSEURS CANADIENS A ORGANISER DES SIMINAIRES.

QUARTER: 2 ENCOURAGE CDN SUPPLIERS TO DEVELOP SEMINARS AND CLOSER RELATIONS WITH LOCAL BUYERS. SEND CUBAN DELEGATION TO MINTEC 87, NORTH BAY.

QUARTER: 3 COORDINATION & ORGANIZATION OF A CUBAN DELEGATION GOING TO CDA ATTENDING TORONTO HARDWARE SHOW.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

LA MISSION DE EMR N'AURA PAS LIEU CETTE ANNEE. UNE MISSION LATINO-AMERICAINE COMPRENANT DES DELEGUES CUBAINS DOIT SERENDRE AU CANADA EN SEPT 87. DORR-OLIVER SIGNERA EN JUILLET 87 UN CONTRAT DE \$1.5 MILLION POUR VENTE D'EQUIPMENT MINIER

VARIOUS CDN CO. PLANNING ON HOLDING TECH. SEMINAR IN HAV. NEXT YEAR. LONGYEAR CDA ALREADY INVITED 2 CUBAN USERS TO VISIT THEIR FACILITIES. VARIOUS CONTRACT FOR MINING SECTOR WERE NEGOTIATED. CUBAN DEL. TO MINTEC 87 ESTABLISHED DIRECT CONTACTS

A WHOLE GROUP OF 7 HIGH LEVEL PERSONS IS ALL PREPARED TO ATTEND THE TORONTO HARDWARE SHOW.

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

POST : 653-HAVANA

007-POWER & ENERGY EQUIP. & SERV.
CUBA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CONSUMIMPORT BUYING TRIP TO CANADA.

HOST INFORMAL LUNCHEES WITH CUBAN BUYERS.

GIVE SUBSCRIPTIONS OF SPECIALIZED CANADIAN MAGAZINES TO CUBAN OFFICIALS.

ANTICIPATED RESULTS:

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

IMPROVE OUR RELATIONSHIP WITH CUBAN BUYERS.

IMPROVE CUBAN KNOWLEDGE OF CANADIAN CAPABILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 ORGANIZED AWARDING CEREMONY OF PRIZE GIVEN BY CUBA TO FEDERAL PIONEER FOR ITS LONG STANDING BUSINESS RELATIONS WITH CUBA.

QUARTER: 3 COORDINATION & ORGANIZATION OF A CUBAN HARDWARE/ELECTRICAL EQPT BUYERS' MISSION TO CDA. POST SUPPORTED DIFFERENT CDN COS IN THEIR PROMOTIONAL ACTIVITIES IN THIS SECTOR.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ENERGOIMPORT EST ALLE AU CANADA DU 7 AU 21 JUIN ET A ACHETE PLUSIEURS BIENS CANADIENS. LES DEJEUNERS N'ONT PAS ETRE TENU DU A L'ABSENCE DE COUVERTURE PAR LA SEE ET AUX COUPURES DU BUDGET D'HOSPITALITE.

ENERGOIMPORT TRAVELLED TO CDA AGAIN TO SIGN ADDITIONAL CONTRACT FOR \$200,000 CDN. LIGHTOLIER RECEIVED L/G FOR CD 116,250 TO COVER PART OF CONTRACT FOR CDN 400,000 SIGNED NOV '86.

A WHOLE GROUP OF 5 HIGH LEVEL PERSONS IS ALL PREPARED TO ATTEND THE T.O. HARDWARE SHOW & VISIT WITH ELECTRICAL EQPT MANUFACTURERS. DBA PROULX SIGNED A CONTRACT OF 300K FOR LIGHTING SYSTEM WITH CONSUMIMPORT.

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

POST : 653-HAVANA

015-CONSTRUCTION INDUSTRY
CUBA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

GIVE SUBSCRIPTIONS OF CANADIAN INDUSTRY DIRECTORIES AND SPECIALIZED MAGAZINES.

PRIORITY SECTOR FOR HOSPITALITY FUNCTIONS.

ANTICIPATED RESULTS:

IMPROVE AWARENESS OF CANADIAN CAPABILITIES.

IMPROVE EMBASSY RELATIONSHIP WITH CUBAN DECISION-MAKERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 ASSIST INTERIMCO AND SSSI INT'L IN THEIR PURSUE OF NEW JOSE MARTI AIRPORT INT'L TERMINAL BLDG. CONTINUE FOLLOW UP WITH LOCAL BUYERS E NEW HOSPITAL, CIMEX WAREHOUSE & NEW DIPLOMATIC BLDG. PROJECTS.

QUARTER: 3 POST STILL ASSISTED MANY CDN COS (SSSI, INTELCAN, WHELAN, LAVALIN, JANIN, MONENCO) IN THEIR EFFORTS TO OBTAIN ADDITIONAL BUSINESS IN CUBA, THROUGH VARIOUS STEPS OF MANY PROJECTS.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ACTIVITES PLANIFIES NON REALISEES DU A LA NON-COVERTURE DE CUBA PAR LA SEE ET COUPURES DE BUDGET A L'AMBASSADE. PAR CONTRE UNE MISSION DE DIRECTEUR/ISEI ET VISITES REPETEES DE SOCIETES CDNS DE CE SECTEUR ONT AMILIORE LES CONTACTS DEJA ET-

CONTRACT FOR JOSE MARTI AIRPORT PROJECT WAS AWARDED TO SSSI INT'L (CDN\$5.6M); GOOD PROSPECTS EXIST FOR CDN COMPANIES TO RECEIVE CONTRACTS FOR OTHER OUTSTANDING PROJECTS.

SSSI IS EXECUTING NEW AIRPORT TERMINAL BUILDING, HAS ALMOST FINISHED NEGOTIATIONS FOR NEW DIPLOMATIC MARKET; STILL DISCUSS CONSTRUCTION PROJECTS OF CIMEX WAREHOUSE & SANTIAGO DE CUBA TEXTILE PLANT ROOF. CECE WENT IN MTL TO STUDY THE PLANS WITH

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

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

POST : 653-HAVANA

TRANSPORTATION: POST ORGANIZED CDA'S PART. TO 17TH PAN AMERICAN RAILWAY CONGRESS THAT TOOK PLACE IN HAVANA, NOV 16-22 87. 9 CDN COS. PART. & SOME OF THEM REC'D REQUESTS FOR TENDER & SOME SALES WERE MADE; (02) INDUSTRIAL MACHINERY PLANTS & SERVICES: POST MANNED INFO BOOTH AT HAVANAPAK 87 TRADE FAIR NOV 24-28/87. 35 CDN FIRMS SENT CATALOGUES TO BE SUPPLIED TO LARGE NO. OF CUBAN OFFICIALS & USERS. 100 INQUIRIES REC'D. THE CDN STAND WON AN HONOURBLE MENTION; (03) SERVICE INDUSTRIES: POST ORGANIZED A SPORT EQPT & FACILITIES BUYER'S MISSION TO VISIT POTENTIAL SUPPLIERS IN CDA, FEB 88; (04) AGRICULTURE: ONT. MIN. OF AG. & FOOD TECHNICAL SEMINAR ON CATTLE, SWINE & POULTRY, HAVANA NOV 30-DEC 3/87, ATTENDED BY SOME 550 CUBAN EXPERTS FROM ALL OVER THE COUNTRY. CDN GROUP WAS LED BY AN ADM. OMAF. THIS PROVIDED FOR OPPORTUNITY TO ESTABLISH CONTACTS WITH HIGH LEVEL CUBAN MIN. OF AG. OFFICIALS SUCH AS MIN. ADOLFO SUAREZ & D. M. CESAR BALMASEDA AMONGST OTHERS. SEMINAR ALSO FURTHER ENHANCED CDA'S PRESTIGE IN CUBA. AS A RESULT, CUBAN DELEGATION WILL VISIT CDA MAY 88 TO FINALIZE PURCHASE OF CATTLE BREEDING STOCKS & OTHER PROGRAMS OF TECHNICAL EXCHANGE IN THIS FIELD. ALSO SALES OPPOR. WERE IDEN. FOR VET PROD

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 0257-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 657-KINGSTON

013-CONSUMER PRODUCTS
BAHAMAS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
BB/03/15

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

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POST 1987-KINGSTON

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

TWO OFFICIALS FROM BAHAMASAIR TO BE INVITED TO CANADA IN
SEPTEMBER 1987 UNDER INCOMING BUYERS PROGRAM TO TOUR DHC
FACILITIES.

MINIMUM THREE AUTO PARTS MANUFACTURERS TO BE INCLUDED IN PROPOSED
CANADIAN SOLO SHOW 10/87.

ANTICIPATED RESULTS:

PURCHASE OF 3 DASH 8 AIRCRAFT.

THREE NEW AGENCY AGREEMENTS, FIRST YEAR SALES
OF \$250,000.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 PROMOTE SALE OF DASH 8 TO BAHAMASAIR

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ACCOMPANIED DEHAVILLAND AND ECD ON MARKETING
TRIP TO BAHAMAS. MAJOR PRESENTATION MADE TO
GOVERNMENT AT AIRLINE. DASH 8 FAVOURED
CONTENDER.

REPORT 4
08/03/16

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

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POST : 657-KINGSTON

015-CONSTRUCTION INDUSTRY
BAHAMAS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST 857-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

THREE INCOMING BUYERS TO BE SELECTED TO VISIT CANADA.

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

ARRANGED FOR LABATT INTERNATIONAL TO ACT AS SPON-
SOR FOR AIR CANADA'S 50TH ANNIVERSARY CELEBRAT-
IONS LOCALLY. AS RESULT LABATT HAS RECEIVED INI-
TIAL ORDER FROM NEW AGENT FOR SEVERAL BEVERAGE
PRODUCTS.

QUARTER: 2 PROVIDE CANADIAN FIRMS/OTTAWA WITH UP-TO-DATE
INFO ON FOOD MARKET.

CIRCULATED PAPERS ON BAHAMIAN FOOD MARKET AND
JAMAICAN PULSE MARKET

QUARTER: 3 DIRECT CONTACT WITH CDN FOOD SUPPLIERS TO EN-
COURAGE THEM TO VISIT MARKET.

AS A RESULT OF MAJOR FOOD SURVEY CIRCULATED
EARLIER IN YR. & ONGOING DISCUSSIONS, ONT.
GOV'T SPONSORED FOOD PRODUCTS MISSION TO
JAMAICA. TWO NEW AGENCIES TO DATE.

QUARTER: 3 THREE INCOMING BUYERS TO VISIT CANADA

DUE TO SUCCESS OF ONTARIO MISSION & SOLO SHOW
TO BE HELD IN FEB. FEATURING SEVERAL FOOD COM-
PANIES, IT WAS DECIDED THIS INITIATIVE WOULD NOT
BE PRODUCTIVE AT THIS TIME.

QUARTER: 4 -----

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

POST 007-KINGSTON

007-POWER & ENERGY EQUIP. & SERV.
JAMAICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

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

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

ANTICIPATED RESULTS:

AWARD TO CEDSI OF \$2.0 MILLION FEASIBILITY STUDY.

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

QUARTER: 2 ATTRACT CANADIAN FIRMS TO BID ON WORKS ASSOCIATED WITH POWER IV PROJECT.

QUARTER: 3 SUPPORT FOR CEDSI BID FOR CONSULTING SERVICES ASSOCIATED WITH BACK RIO GRANDE PROJECT.

QUARTER: 3 DISCUSSIONS WITH JPS REGARDING CDN PROCUREMENT FOR POWER IV PROJECT.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

TWO CDN COMPANIES, ONTARIO HYDRO AND ONTARIO INTERNATIONAL CORP. WILL VISIT KINGSTON IN JULY TO FOLLOW UP OPPORTUNITIES.

ACCOMPANIED ONTARIO HYDRO, ONT. INT'L CORP. ON VISITS TO UTILITY (JPS). COMPANY IS MOST ANXIOUS FOR ONTARIO HYDRO TO BE INVOLVED IN TRAINING/ INSTITUTIONAL ASPECT.

CEDSI SHORTLISTED DURING QUARTER. FINAL PRESENTATION OF PROPOSALS DUE IN NEXT QUARTER.

TWELVE CDN FIRMS HAVE NOW HAD PRELIMINARY CONTACT WITH JPS RE THIS PROJECT. FIRST TENDERS EXPECTED LATE IN NEXT QUARTER.

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

POST 057-KINGSTON

013-CONSUMER PRODUCTS
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

INTRODUCTION OF FOUR NEW CANADIAN EXPORTERS TO MARKET.

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

FIRST YEAR SALES OF \$250,000.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 657-KINGSTON

009-FOREST PRODUCTS, EQUIP, SERVICES
JAMAICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

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

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

ANTICIPATED RESULTS:

INCREASE AWARENESS OF CANADIAN EXPORTERS IN
OPPORTUNITIES PROVIDED BY MARKET

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 DIRECT CONTACT WITH EXPORTERS TO ENCOURAGE THEM
TO VISIT MARKET

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ARRANGED FOR VISIT OF SEACROS PACIFIC TIMBER.
POTENTIAL SALES PENDING.

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

POST 2839-LIMA

010-MINE, METAL, MINERAL PROD & SRV
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CIDA LINE OF CREDIT

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 A)SENDING MINING MISSION TO CANADA (MINTEC). B)PRODUCE REPORT ON MINING. C)MEETINGS WITH CIDA, PERU PLANNING AND MINING COMPANIES TO GET MINING SECTION ESTABLISHED FOR LINE OF CREDIT.

A)SUCCESSFUL MISSION COMPLETED IN SEPTEMBER. B)COMPLETED MINING SECTOR REPORT. C)CIDA PLANNING MISSION SCHEDULED FOR OCTOBER 87

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 439-LIMA

001-AGRI & FOOD PRODUCTS & SERVICE
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONTARIO POULTRY SEMINAR

PRESENTATION TO MAJOR IMPORTERS HIGHLIGHTING CANADIAN PRODUCTS.

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

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

INCREASE FAMILIARITY WITH CANADIAN POULTRY.

STIMULATE ADDITIONAL IMPORTS OF GREEN PEAS
AND LENTILS.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTED PUREBRED CATTLE SALES TO NATIONAL HOLST-
TEIN ASSN & INDIVIDUAL BUYERS & PROMOTED USE OF
CDN CATTLE JUDGES. FOLLOW-UP ON CDN DAIRY BOARD
MISSION IN EFFORT TO OBTAIN MULTIYEAR CONTRACT
AND SALES.

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

QUARTER: 2 A)ATTEND FIA 87. COORDINATE VISIT OF K. MCFARLANE
FM PRODUCTS DIV, FISH AND FOOD PRODS, EA.
B)CONTINUE PROMOTING DAIRY PRODUCT SALES ON
BEHALF OF CANADIAN DAIRY COMMISSION.

A)DISCUSSED CATTLE MKT WITH PROMINENT CATTLE
BREEDERS OF AREQUIPA, CUZCO & TACNA RGNS. SALES OF
\$500,000 APPROX OF DAIRY CATTLE. B)THEY HAVE NOW
REC'D ORDERS FOR 14,000 MT OF MILK POWDER FOR 87
YR WTH FURTHER SALES LTD BY REDUCED OFFERING

QUARTER: 3 -----

QUARTER: 4 -----

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

POST 339-LIMA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

SALES OF 0.5 MILLION STRONG POSSIBILITY.

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

ENHANCE MARKETING POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED PROMOTING SECURITY EQUIPMENT AS FOLLOW
UP TO MISSION OF LATE 1986. WORKING EXTENSIVELY
ON MAJOR AIRPORT SECURITY UP DATE VIA CPPF IN E-
FFORTS TO SOLE SOURCE CDN PRODUCTS. ASSISTING
CDN CO IN PROPOSED J.V. TO MFR BULLET PROFF VEST

INITIAL SALES OF \$40,000 IN BULLET PROOF VESTS &
BOMB BLANKETS. CPPF STUDY APPROVED & ADDITIONAL
AIRPORT AUTHORITIES VISIT PLANNED FOR AUGUST. PE-
RUVIAN MILITARY AUTHORITIES EVALUATING PROPOSAL.

QUARTER: 2 A)CONTINUE PROMOTING SECURITY EQPT AS FOLLOW UP
TO MISSION OF LATE 86. B)WORKING EXTENSIVELY ON
MAJOR AIRPORT SECURITY UPDATE VIA CPPF IN EF-
FORTS TO SOLE SOURCE CDN PRODS. C)ASSISTING CDN
CO IN PROPOSED J.V. TO MFTRE BULLET PROOF VESTS.

A)SALES OF OVER \$100,000 MADE. B)CPPF STUDY
UNDERWAY AND CDN SALES POSSIBILITIES BEING
IDENTIFIED. C)JV LETTER OF INTENT SIGNED AND NOW
WITH LEGAL REPS. EXPECT PRODUCTION TO START
WITHIN 2 MONTHS.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 639-LIMA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

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

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

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

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

RECORD ADDITIONAL AGENCIES ESTABLISHED AND
SOME SALES.

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

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

MORE SPEAKERS FROM CANADA AND RAISE AWARENESS
OF CANADIAN EXPERTISE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED WORK TO HAVE TELECOMMUNICATION SECTOR
PRIORITY WITH CIDA & PERUVIAN PLANNING INSTITUTE
TO USE WITH CIDA LINE OF CREDIT. WORKED WITH NOR-
THERN TELECOM IN PREPARING MAJOR PROMOTIONAL PR-
ESENTATION TO PVAN TELECOMM: ENTEL & CPT.

SECTOR NOW RECOGNIZED AND AWAITING CIDA PLANNING
MISSION.
PORCEEDING.

QUARTER: 2 A)CONTINUE WORK TO HAVE TELECOMS SECTOR PRIORITY
WITH CIDA & PERUVIAN PLANNING INSTITUTE TO USE
WITH CIDA LINE OF CREDIT. B)WORK WITH NORTHERN
TELECOM IN PREPARING MAJOR PROMO'L PRESENT'N TO
PERUVIAN TELECOM ENTITIES; ENTEL&CPT FOR JULY 87.

A)PLANNING MISSION SCHEDULED FOR NOVEMBER 87.
B)PROPOSAL AND BID BEING EVALUATED FOR OVER \$20
MILLION.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 639-LIMA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

INCREASE AWARENESS OF CANADIAN CAPABILITY OF KEY IMPORTERS.

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

MAJOR CONTRACT FOR CANADA.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED LOBBYING & SUPPORT OF LIMA TRANSPORTATION SYSTEM & CDN CARS FROM TORONTO TRANSIT COMMISSION & DELCANDA CONSULTING SERVICES. FOLLOW UP EXTENSIVELY ON SHIPPING AGREEMENT LETTER OF INTENT.

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

QUARTER: 2 A)CONTINUE LOBBYING AND SUPPORT FOR LIMA TRANSPORTATION SYSTEM AND CDN CARS FROM TORONTO TRANSIT COMMISSION AND DELCANDA CONSULTING SERVICES.

A)PROJECT PROGRESSING SLOWLY DUE TO LIMITED FUNDING AND INCREASINGLY COMING UNDER MEDIA CRITICISM.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 639-LIMA

003-GRAINS AND OILSEEDS
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

INCREASE FAMILIARITY WITH CANADIAN GRAINS.

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

OBTAIN LARGER SHARE OF PERUVIAN VEGETABLE OIL MARKET FOR CANADA.

TO CONDUCT MARKET SURVEY IDENTIFYING POTENTIAL FOR CANADA.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 A) GATHER INFORMATION ON WHEAT, FERTILIZERS AND COARSE GRAINS MARKET.

A) REPORT ON WHEAT AND COARSE GRAINS SENT JULY 31 ENCI PURCHASED 45,000 TONS OF WHEAT WEEK SEPT. 14.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST 0544-MEXICO

001-AGRI & FOOD PRODUCTS & SERVICE
MEXICO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

CONTINUE CONTACTS WITH LIVESTOCK BUYERS + GOVERNMENT OFFICIALS.

CONTINUE EXPLAINING EDC FINANCING PROGRAMS TO THOSE POTENTIAL BUYERS REQUIRING IT.

CONTINUE ASSISTING ALBERTA GOVERNMENT ON JALISCO PROJECTS

SEEDS & SPECIAL CROPS

CONTINUE CONTACTS WITH PHYTOSANITARY AUTHORITIES TO FACILITATE ENTRANCE OF OUR SEED POTATOES TO MEXICO

CONTINUE PROMOTION IE SENDING BOOKLETS IDENTIFYING CANDIDATES FOR MISSIONS AND COURSES ON POTATO TECHNOLOGY

KEEP IN CONTACT WITH PULSE DEALERS AND CONASUPO

IDENTIFY BEST COOPERATORS TO TEST ALFALFA VARIETIES GROWN IN CANADA FOR ADAPTABILITY TO MEXICO

CONDUCT PULSES MARKETING STUDY

HEATS & MEAT BY-PRODUCTS

CONTINUAL CONTACTS WITH MEAT RENDERING INDUSTRY

CONDUCT MINI STUDY ON THIS SUBSECTOR DURING 1987 AT LATEST

IDENTIFY OPPORTUNITIES ENHANCE IMAGE.

ASSIST SALES

OBTAIN SALES OF ALBERTA CATTLE TO JALISCO

FACILITATE SALES

ENHANCE OUR IMAGE/INCREASE SALES

IDENTIFY OPPORTUNITIES

FIND ALFALFA VARIETIES TO COMPETE IN LOCAL MARKET

IDENTIFY OPPORTUNITIES/CONSTRAINTS

IDENTIFY OPPORTUNITIES

IDENTIFY MAJOR ACTORS, NEEDS, NEW OPPORTUNITIES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DEVELOP CONTACTS WITH LIVESTOCK BUYERS, ASSESS ETC. PROMOTE FOOD PRODUCTS WITH CONASUPO. CONTINUE CONTACTS WITH MEXICAN AUTHORITIES TO FACILITATE ENTRY OF CDN SEED POTATOES.

QUARTER: 2 DEVELOP CONTACTS WITH LIVESTOCK BUYERS. CONTINUE NEGOTIATIONS WITH MEXICAN AUTHORITIES TO FACILITATE ENTRY OF CANADIAN SEED POTATOES.

NEGOTIATING 3-5,000 HEAD OF HOLSTEINS WITH ALTA ASSOC. ADVISED CDC ON OBTAINING 2 YEAR SMP CONTRACT ALMOST READY FOR SIGNATURE. ESTABLISHED PROCEDURE TO OBTAIN GOM ACCEPTANCE OF INTERNATIONAL DISEASE TOLERANCE & REGISTRATION OF SEED POTATOE

ORGANIZED HIGHLY SUCCESSFUL SWINE MISSION TO CANADA. MET WITH MEXICAN CATTLE BREEDERS AT NATIONAL ABERDEEN ANGUS SHOW IN ZACATECAS. REACHED AGREEMENT WITH MEXICAN AUTH. FOR PROTOCOL COVERING PHYTOSANITARY REQUIREMENTS.

REPORT 4
88/03/16

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

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POST : 644-MEXICO

001-AGRI & FOOD PRODUCTS & SERVICE
MEXICO

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 INCREASE LEVEL OF CONTACTS WITH LIVESTOCK BUYERS
ALTHOUGH NEGOTIATIONS FOR PROTOCOL COVERING
PHYTO-SANITARY REQUIREMENTS CONTINUE, INITIATE
CONTACTS WITH POTENTIAL SEED BUYERS.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ATTENDED SWINE CONGRESS IN GUADALAJARA & DAIRY
SHOW IN QUERETARO. \$337,500 SALES OF BEEF BREED-
ING STOCK CONCLUDED. FIRST MODEST SALES
(\$135,000) CONCLUDED.

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

POST 644-MEXICO

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

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

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

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

ONE BUYING CONNECTION

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

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

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

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

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

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

URBAN TRANSIT

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

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

RAIL

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

NEW SUPPLIER- RR RELATIONSHIPS

CONTINUE FOLLOW-UP ON UTILIZATION OF IBRD RR LOAN

PARTICIPATION IN RR MODERNIZATION PROGRAM

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

REPORT 4
BB/03/16

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

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POST 644-MEXICO

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 2 MAINTAIN CONTACTS WITH VARIOUS MUNICIPAL AUTHO-
RITIES RE URBAN TRANSIT EQUIPMENT/SERVICES.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

UNCOVERED POTENTIAL OPPORTUNITY FOR CONSULTING
SUBCONTRACT FOR MONTERREY LIGHT RAIL METRO.

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

POST 544-MEXICO

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

CONTINUE SEARCHING FOR CANADIAN MANUFACTURERS WITH EXPORTING CAPABILITY OF TELECOMMUNICATIONS EQUIPMENT.

INCREASED CANADIAN PRESENCE IN THIS MARKET.

COMPUTERS, SOFTWARE & SYSTEMS

TO CONTINUE PROMOTING CANADIAN INDUSTRIES CAPABILITY IN THIS SUBSECTOR AMONG LOCAL RELATED COMPANIES

INCREASE AWARENESS OF CANADIAN CAPABILITY

TO IMPLEMENT A PROGRAM OF VISITS TO GUADALAJARA CITY, AREA OF MAIN CONCENTRATION OF EDP EQUIPMENT MANUFACTURERS.

DEVELOP A CLOSER RELATIONSHIP WITH MANUFACTURERS AND DETECT OPPORTUNITIES FOR CANADIAN INDUSTRY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IDENTIFY CDN SUPPLIER OF EQUIPMENT REQUIRED IN MEXICO AND STIMULATE AND ASSIST PROMOTIONAL EFFORTS. SUPPORT PROMOTION OF SPECTRUM MANGEMENT.

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

QUARTER: 2 CONTINUE SUPPORT FOR SNC BID FOR SPECTRUM MANAGEMENT PROJECT.

DURING RECENT SNC/EDC VISIT TO MEXICO CITY, NAFINSA WAS INSTRUCTED BY GOM TO NEGOCIATE FINANCING CONTRACT WITH EDC AND SCT (MINISTRY) WAS INSTRUCTED TO NEGOTIATE COMMERCIAL CONTRACT WITH SNC.

QUARTER: 3 INTENSIVE SUPPORT FOR SNC/DGB BID FOR SPECTRUM MANAGEMENT PROJECT.

NEGOTIATIONS WERE VIRTUALLY COMPLETED DURING REPORTING PERIOD. CONTRACT SHOULD BE SIGNED NEXT QUARTER.

QUARTER: 4 -----

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

POST : 644-MEXICO

007-POWER & ENERGY EQUIP. & SERV.
MEXICO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

INCREASE AWARENESS OF CANADIAN CAPABILITY IN
THE SECTOR AND INCREASED CANADIAN EXPORTS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 344-MEXICO

011-OIL & GAS EQUIPMENT, SERVICES
MEXICO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

INTRODUCTION OF 5 NEW SUPPLIERS TO PEMEX

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

INCREASE DIVERSITY OF PRODUCTS/SERVICES SOLD

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 CONTINUE TO DEVELOP CONTACTS WITH PEMEX OFFICIALS AND NEW AGENTS IN THIS SECTOR.

ARRANGED VERY SUCCESSFUL ALTA OIL/GAS TRADE MISSION TO MEXICO CITY, MINATITLAN, CIUDAD DEL CARMEN & VILLAHERMOSA. 2 PARTS HAVE ALREADY BEEN INVITED TO BID FOR SUPPLY OF ANTICORROSIVES AND PARTS FOR DRILLING SYSTEMS.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 644-MEXICO

010-MINE, METAL, MINERAL PROD & SRV
MEXICO

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PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

MAINTAIN CONTACT WITH METALLURGICAL AND THERMAL COAL BUYERS

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

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

DEFEND MARKET

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

SHARE IN SUPPLY OF THERMAL COAL FOR NEW PLANT

EQUIPMENT AND MACHINERY

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

INCREASED EQUIPMENT/SERVICE SALES.

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

NEW CONTACTS BETWEEN MEXICAN MINING INDUSTRY
AND CDN SUPPLIERS.

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

JOINT VENTURE MINE PROJECT WITH SIGNIFICANT
PROCUREMENT FOR CDA.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 WORK WITH ASBESTOS CEMENT INDUSTRY TO NEUTRALIZE
TENDENCIES TO PROHIBIT USE.
WORK WITH SUPPLIERS TO PROMOTE EQPT SALES.

MAINTAINED REGULAR CONTACT WITH ASSOCIATIONS &
MAJOR AC SUPPLIERS. SALES CONTINUE CONSTANT WITH
CONSTRUCTION DOWNTURN. HAVE MET WITH MAJOR MINI-
NG COMPANY MANAGERS & 2 OF MAIN EXPORTERS. MINING
CO'S HAVE SENT OFFICIALS TO SEE EQPT IN CDA/

QUARTER: 2 WORK WITH ASBESTOS CEMENT INDUSTRY TO NEUTRALIZE
TENDENCIES TO PROHIBIT USE. PROMOTE ADDITIONAL
SALES OF MINING EQUIPMENT.

FINALIZED ARRANGEMENTS FOR SEM. IN MEXICO (NOV
87) IN CONJUNCTION WITH MXCN ASBESTOS CEMENT
ASSOC'N & ASBESTOS INSTITUTE. ORGANIZED MXCN
PART'N IN MINTEC. BEGAN PREPARA'NS FOR MXCN
MINING CONGRESS, ACAPULCO OCTOBER 87.

REPORT 4
08/09/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST 644-MEXICO

010-MINE, METAL, MINERAL PROD & SRV
MEXICO

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 PROMOTE ADDITIONAL SALES OF MINING EQUIPMENT.
CONTINUE TO WORK CLOSELY WITH ASBESTOS CEMENT
INDUSTRY TO NEUTRALIZE TENDENCIES TO PROHIBIT
USE.

ORGANIZED SUCCESSFUL CDN PART. IN MEXICAN MINING
CONGRESS & SHOW, ACAPULCO. ORGANIZED SUCCESSFUL
SEMINAR IN MEXICO IN CONJUNCTION WITH ASBESTOS
INSTITUTE & MEXICAN ASBESTOS CEMENT ASSOCIATION.

QUARTER: 4 -----

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

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

POST 644-MEXICO

7TH CANADA-MEXICO INTER-PARLIAMENTARY CONFERENCE
PRESENTATION TO ROYAL COLLEGE OF DEFENCE STUDIES
3-DAY VISIT BY OFFI. OF THE ONT. FRUIT&VEG. GROWERS' ASSOC.
TOURISM MINI-MART
MEXICAN MINING CONGRESS & SHOW - ACAPULCO
SWINE CONGRESS, GUADALAJARA; CATTLE SHOW, QUERETARO
SEVEN REPORTS ON THE MEXICAN ECONOMY
TWO REPORTS ON THE MEXICAN ECONOMY
FOUR REPORTS ON THE MEXICAN ECONOMIC POLICY
REPORTS ON PROPOSED CDA/MEXICO FTA; CDA/USA FTA; MEX/USA TRADE
AGREEMENT; MTN

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

POST 656-PORT-OF-SPAIN

001-AGRI & FOOD PRODUCTS & SERVICE
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

INCREASED EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROVIDE SUPPORT AND LIAISON BETWEEN CDN CO AND LOCAL INVESTOR/IMPORTER TO ENSURE ESTABLISHMENT OF MEAT PROCESSING FACILITY IN TOBAGO USING CDN EQUIPMENT.

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

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

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

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

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

QUARTER: 2 CONTINUE SUPPORT FOR CDN CO. AND LOCAL INVESTORS /IMPORTERS FOR ESTABLISHMENT OF 2 MEAT PROCESSING PLANTS. FOLLOW-UP ON ONTARIO GOVT MISSION RE DEVELOPMENT OF TURKEY BREEDING FARMS AND POSSIBLE IMPORTS OF SWINE & CATTLE BREEDING STOCK.

OUR CONTINUED INTERVENTION IS NECESSARY IN ORDER TO SEE THESE PROJECTS FINALIZED. FOUND THAT LOCAL COMPANIES INTERESTED IN JOINT VENTURES AND WOULD THEREFORE HAVE TO ENCOURAGE CDN COMPANIES.

QUARTER: 3 SUPPORT FOR CDN COMPANY & LOCAL INVESTORS TO START UP CONSTRUCTION ON 2 MEAT PLANTS. FOLLOW UP ON ONTARIO TRADE MISSION CONTINUES.

ONE PROJECT APPROVED SUBJECT TO FINAL TANDT GOV'T RELEASE OF FOREIGN EXCHANGE. NO SIGNIFICANT RESULTS AS YET.

QUARTER: 4 -----

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

POST : 656-PORT-OF-SPAIN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

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

ANTICIPATED RESULTS:

NO COMMENTS PROVIDED BY THE MISSION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 MET WITH LOCAL IMPORTERS OF FISH PRODUCTS REGU-
LARLY RE INFORMATION ON CDN SUPPLY POSITION.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

NO SIGNIFICANT DEVELOPMENTS DUE TO DIMINISHING
FOREIGN EXCHANGE ALLOWANCES.

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

POST : 656-PORT-OF-SPAIN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PLASTICS PRODUCTS, EQUIP, SERVIC

COMPREHENSIVE MARKET STUDY

CORPORATE LIAISON WITH ALL SIGNIFICANT PLASTICS MANUFACTURERS IN
TERRITORY.

BETTER UNDERSTANDING OF THE PLASTICS INDUSTRY
IN TRINIDAD AND OF AREAS WHERE DEMAND EXISTS.

BETTER UNDERSTANDING OF THE PLASTICS INDUSTRY
IN TRINIDAD AND OF AREAS WHERE DEMAND EXISTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CORPORATE LIAISON WITH SIGNIFICANT PLASTICS MAN-
UFACTURERS IN TRINIDAD TO DETERMINE IMPORT
REQUIREMENTS. MEETING WITH NEW CHAIRMAN OF NAT-
IONAL GAS CO.

QUARTER: 2 LIAISON VISITS CONCLUDED WITH PLASTICS SECTOR.

QUARTER: 3 ATTEND EXPOPLAST 87, MONTREAL, CANADA & PROMOTE
POTENTIAL EXPORTS TO TERRITORY. DISCUSSION WITH
OFFICIALS OF SOCIETY OF PLASTICS INDUSTRY IN CDA
REGARDING POTENTIAL FOR THEIR MEMBERS IN TERRI-
TORY.

QUARTER: 4 -----

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

RESULTS COMPILED AND FORWARDED TO DRIE.
DISCUSSIONS TO FOLLOW-UP WITH SOCIETY OF PLASTIC
INDUSTRY OF CANADA FOR PROPOSED MISSION.

VISITED EXPOPLAST 87 & HAD DISCUSSIONS WITH MANY
EXPORTERS. THREE COMPANIES EXPRESSED INTEREST IN
VISITING TERRITORY. SENSITIZED SPIC TO POTENTIAL
IN TERRITORY & BROACHED IDEA FOR MISSION FOR JV
TO TERRITORY (AWAITING THEIR DECISION).

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

MUN 556-PORT-OF-SPAIN

011-OIL & GAS EQUIPMENT, SERVICES
TRINIDAD AND TOBAGO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

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

REPORT BY SEPT. 1987.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONGOING LIAISON WITH MAJOR IMPORTERS OF EQUIP-
MENT.

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

QUARTER: 2 ONGOING LIAISON WITH MAJOR IMPORTERS OF OIL AND
GAS EQUIPMENT.

DISTRIBUTION OF CANADIAN PUBLICATION "OIL AND
GAS FOR WORLD MARKETS" AND INTERCAN '87 INFO.

QUARTER: 3 TO VISIT KEY PLAYERS IN OIL SECTOR TO DETERMINE
OPPORTUNITIES FOR CDN OIL & GAS EQUIPMENT.

LITTLE DEVELOPMENT OR INVESTMENT PROGRESS DURING
PERIOD AS COS AWAITING DECISION ON BETTER INCEN-
TIVES FOR PRODUCTION. BEGAN NEGOTIATIONS WITH
ALTA GOV'T OFFICIALS REGARDING MISSION TO
TERRITORY.

QUARTER: 4 -----

REPORT 4A
88/03/17

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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LISTED BELOW ARE THE SPECIAL AND/OR UNPLANNED ACTIVITIES
WHICH CONSUMED PROGRAM RESOURCES DURING THE REPORTING PERIOD:

POST : 654-PORT-OF-SPAIN

ENHANCED ACTIVITY IN AIRPORT RADAR AS CALL FOR TENDERS
FINALLY PRODUCED. CONSIDERABLE INCREASED ACTIVITY IN PROMO-
TION & VISITS OF RAYTHEON & LOCAL GOV'T CONTRACTS IN
ATTEMPTING TO HAVE CIDA LOAN CONVERTED TO GRANT FOR USE ON
RADAR. (02)TRADE PROGRAM OFFICER REQUIRED TO DEVOTE TWO
WEEKS' WORK IN PLANNING FOR NATIONAL DEFENCE COLLEGE VISIT
DUE TO ABSENCE FROM POST OF POLITICAL OFFICER NORMALLY
RESPONSIBLE.

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

POST 345-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
COSTA RICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN EXPORTERS TO PARTICIPATE ON LOCAL INTERNATIONAL TENDERS.

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

TO OBTAIN REPUTABLE LOCAL AGENTS FOR LOCAL DISTRIBUTION.

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

QUARTER: 1 UNDERTAKE TRADE PROMOTION TRIPS IN ORDER TO SEEK TRADE OPPORTUNITIES FOR CDN EXPORTERS & DEVELOP CONTACTS WITH LOCAL IMPORTERS.

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

QUARTER: 2 TO KEEP COORDINATING WITH THE UNIVERSITY OF GUELPH AND DELOITTE HASKINGS & SELLS FROM ONT., THEIR LOCAL AGENT & COSTA RICAN AUTHORITIES REGARDING CDN SALES OF PRODUCTS AND SERVICES FOR THE PROGASA PROJECT FINANCED BY IADB.

WE ARE PROVIDING NOW PRELIMINARY INFORMATION TO CANADIAN FIRMS. INTERNATIONAL PUBLIC TENDERS FOR SERVICES AND PRODUCTS EXPECTED BY FEBRUARY 88.

QUARTER: 3 INCREASE CONTACTS BETWEEN GOVERNMENTAL BUYING COMPANIES & CANADIAN EXPORTERS.

CDN SUPPLIERS WILL PARTICIPATE IN INTERNATIONAL PUBLIC TENDERS EXPECTED IN 1988. AGROCHEMICALS HATCHERY EGGS & OTHER AGRICULTURAL PRODUCTS HAVE BEEN SOLD RECENTLY.

QUARTER: 4 -----

REPORT 4
88/03/16

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN FIRMS TO PARTICIPATE IN UPCOMING RAILWAY
PROJECTS.

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

TO ASSIST CANADIAN CONSULTING FIRM AND ITS LOCAL AGENTS.

OBTAIN CONSULTING CONTRACTS IN 1987 OR 88.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COSTA RICA RAILWAY REHABILITATION.

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

QUARTER: 2 CANADIAN PACIFIC CONSULTING SERVICES WAS AWARDED
CPPF FUNDING FOR STUDY OF COSTA RICAN RAILWAYS.
FOLLOW UP ON AIR TRAFFIC CONTROL TOWER PROJECT.

CPPF STUDY WAS AWARDED IN AUG. & COMMENCED IN
SEPT. WILL GREATLY IMPROVE OUR POSITION ON
FUTURE RAIL PROJECTS. -LEIGH NAVIGATION SYSTEM
NOW HAS LOCAL AGENT AND WILL BID ON THIS PROJECT
-TENDERS ARE EXPECTED IN MARCH 88.

QUARTER: 3 PARTICIPATION IN EXPOMOVIL 87 IN PANAMA BY
28 CANADIAN SUPPLIERS.

ALL MAJOR AUTOMOTIVE PRODUCTS IMPORTERS OF OUR
TERRITORY WERE ADVISED OF CDN PARTICIPATION IN
EXPOMOVIL. SHOW WAS A SUCCESS GENERATING SALES
WELL BEYOND EXPECTATIONS.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST 045-SAN JOSE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

TO APPOINT REPUTABLE AGENTS.

INCREASE CANADIAN EXPORTS BY 20-25% BY 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

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

014-EDUCATION, MEDICAL, HEALTH PROD
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

REVERSE DECLINE & CHANGE TO GROWTH SITUATION
BY 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST 045-SAN JOSE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

DOUBLE CANADIAN EXPORTS IN 1988.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

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

001-AGRI & FOOD PRODUCTS & SERVICE
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:
ALL SUB-SECTORS

ANTICIPATED RESULTS:

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

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

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

EXPANDED CANADIAN PRESENCE IN THIS MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 UNDERTAKE TRADE PROMOTION TRIPS IN ORDER TO
INCREASE CONTACTS BETWEEN CANADIAN SUPPLIERS AND
SALVADOREAN IMPORTERS.

AGROCHEMICALS AND LIVESTOCK TRADE OPPORTUNITIES
INFORMATIONS WERE PASSED TO CANADIAN EXPORTERS.
SALES OF CATTLE HAVE RESULTED AND OTHERS ARE
EXPECTED IN THE NEAR FUTURE.

QUARTER: 3 ACTIVE FOLLOW-UP ON I. A. D. B. FINANCED PROJECTS
AIMED AT IMPROVING AGRICULTURAL PRODUCTION &
CATTLE INDUSTRY OF THE COUNTRY.

CONTACTS ARE CONTINUING BETWEEN PURCHASER & CDN
CATTLE, & FERTILIZERS EXPORTERS & PROSPECTS FOR
FUTURE SALES ARE EXCELLENT.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST 045-SAN JOSE

015-CONSTRUCTION INDUSTRY
EL SALVADOR

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

INCREASED TRADE CONTACTS AND SALES.

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

MORE ACTIVE PARTICIPATION BY CANADIAN FIRMS IN THE MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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007-POWER & ENERGY EQUIP. & SERV.
EL SALVADOR

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POST : 645-SAN JOSE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PUT SALVADORAN IMPORTERS IN CONTACTS WITH CANADIAN SUPPLIERS.

SLOW BUT STEADY GROWTH.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST 045-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
NICARAGUA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

INCREASED TRADE CONTACTS.

REGULAR DIRECT CONTACT WITH THE LARGEST NICARAGUAN IMPORTERS.

OBTAIN TRADE INFORMATION OF INTEREST TO CANADIAN MANUFACTURERS.

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

BETTER INFORMATION FOR POTENTIAL SUPPLIERS IN CANADA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

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

014-EDUCATION, MEDICAL, HEALTH PROD
NICARAGUA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REGULAR CONTACT WITH NICARAGUAN IMPORTERS IN ORDER TO BE FAMILIAR
WITH FUTURE NEEDS IN THE SECTOR.

INCREASED CANADIAN SALES;
INCREASED CONTACTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST 049-SAN JOSE

015-CONSTRUCTION INDUSTRY
NICARAGUA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUILDING PRODUCTS

INFORM CIMEK, THE MAIN IMPORTING STATE ENTERPRISE IN THIS SECTOR,
ABOUT CANADIAN CAPABILITIES IN THIS AREA.

INCREASED TRADE CONTACTS AND SUBSTANTIAL
INCREASES IN SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

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

002-FISHERIES, SEA PRODUCTS & SERV.
NICARAGUA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

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

ANTICIPATED RESULTS:

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

001-AGRI & FOOD PRODUCTS & SERVICE
PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:
ALL SUB-SECTORS

ANTICIPATED RESULTS:

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

MARGINAL GROWTH IN SHORT TERM.

TO APPOINT ADDITIONAL DISTRIBUTORS.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 TO FOLLOW-UP CANADIAN PARTICIPATION AT FIAQA 86
AT EXPOCOMER 87; COAGRO'S MANAGER TRIP TO CANADA
(JULY 87); AND PROMOTION OF CANADIAN SWINE SEMEN

AGRIC. COOPS & OTHER LOCAL IMPRTRS ARE ALREADY
NEGOTIATING WITH CDN SUPPLIERS IMPORTANT SALES
OF AGRIC. PRODS, FERTILIZERS, ARTIFICIAL INSEMI-
NATION & LIVESTOCK. IMPROPER HANDLING OF SWINE
SEMEN HAVE CREATED SOME PROBLEMS BUT POST

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

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

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN COMPANIES TO PARTICIPATE IN PANAMA RAILWAY
INCOMING PROJECTS

POSITIVE IN MEDIUM TERM

TO OBTAIN REPUTABLE LOCAL AGENTS FOR CANADIAN COMPANIES

POSITIVE IN SHORT TERMS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 TO ORGANIZE THE CANADIAN PARTICIPATION AT EXPO-
MOVIL 87 - PANAMA WHICH TAKES PLACE ON NOVEMBER
24-30, 1987.

APPROXIMATELY 27 CANADIAN FIRMS WILL PARTICIPATE
AT THIS INTERNATIONAL SHOW.

QUARTER: 3 -----

QUARTER: 4 -----

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

UNIT 245-SAN JOSE

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO PROVIDE MARKET INFORMATION TO LOCAL FIRMS.

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

TO APPOINT LOCAL AGENTS.

MARGINAL INCREASE IN SHORT TERM.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4
88/03/16

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

014-EDUCATION, MEDICAL, HEALTH PROD
PANAMA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO ASSIST CANADIAN MANUFACTURERS THROUGH MISSIONS

POSITIVE IN MEDIUM TERM

TO APPOINT LOCAL AGENTS

POSITIVE IN SHORT TERM

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POINT 645-SAN JOSE

007-POWER & ENERGY EQUIP. & SERV.
PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

TO INFORM CANADIAN FIRMS OF UPCOMING PROJECTS.

MARGINAL INCREASE IN SHORT TERM.

TO APPOINT REPUTABLE AGENTS FOR INTERESTED CAN. COS. & TO ASSIST
THEM IN THE BIDDING PROCESS AS WHEN REQUIRED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
88/03/17

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

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

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POST : 645-SAN JOSE

VISIT OF THE SSEA ACCOMPANIED BY A DELEGATION OF 35 PERSONS TO 4 OF OUR 5 COUNTRIES OF ACCREDITATION (C.R., HOND, EL SAL, NIC) DURING LAST WEEK OF NOVEMBER. THIS EVENT ALMOST FULLY MONOPOLIZED THE TIME OF THE SENIOR TRADE COMMISSIONER DURING NOVEMBER; (02) FINALIZATION & ARRANGEMENTS FOR THE SIGNATURE (BY SSEA DURING NOV VISIT) OF A FOREIGN INVESTMENT INSURANCE AGREEMENT BETWEEN COSTA RICA & CANADA; (03) PREPARATION & PARTICIPATION AT EXPOMOVIL 87; (04) QUEBEC TRADE MISSION TO PANAMA & COSTA RICA - NOVEMBER.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST 633-SANTIAGO

009-FOREST PRODUCTS, EQUIP. SERVICES
CHILE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

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

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

REPORTS ON PULP AND PAPER AND FORESTRY.

ANTICIPATED RESULTS:

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

DIFFICULT TO ASSESS BUT IF SUCCESSFULL, OVER 100 M

NEW SALES FOR CANADA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 PREPARATION OF A QUEBEC INVESTOR MISSION & CONTINUATION OF OUR FORESTRY CENTER PROJECT IN CONCEPCION.

QUARTER: 3 OBTAIN SUPPORT FOR THE PROJECTED FORESTRY CENTER IN CONCEPCION; PREPARE CDA INVESTOR VISIT TO CHILE; ATTEND CORMA FORESTRY SHOW TO EVALUATE INTEREST FOR FUTURE PARTICIPATION.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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

MATERIAUX BLANCHET IS NEGOTIATING WITH 3 LOCAL FIRMS. IF INVEST. TAKES PLACE, WE WILL WITNESS EXPORTS OF CDN EQPT; B) CDN CONSULTANT PREPARING CPPF. CIDA IS LIKELY TO SUPPORT FORESTRY CENTER PROJECT.

CDN CO. INTERESTED TO DEVELOP PROJECT WAS IDENTIFIED. FIRST PROJECT IDENTIFICATION TRIP MADE. PROPOSAL FOR MCCP IN PREPARATION; CDN INVESTOR VISIT (6 PER.) TOOK PLACE. DECISION TO INVEST IS PENDING. CORMA SHOW IS SUCCESS & WORTH PART.

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

POST : 633-SANTIAGO

010-MINE, METAL, MINERAL PROD & SRV
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

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

PROTECTION OF CANADIAN PHOSPHATE EXPORTS

ASBESTOS REPORT.

MAINTAIN SALES.

EQUIPMENT AND MACHINERY

ONGOING ACTIVITY IS TO ESTABLISH NEW AGENCIES FOR CANADIAN MANUFACTURERS

AT LEAST 2 AGENCIES ESTABLISHED PER QUARTER

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

OBTAIN CONTRACTS WITH CODELCO FOR CANADIAN COMPANIES

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

HAVE CDN COMPANIES INVOLVED IN PROJECT CONV- INCE EDC OF OFFERING CREDIT OF 200/300 M FOR PROJECT

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

SELL CANADIAN MINING EQUIPMENT.

MINING REPORT

INCREASE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

PREPARATIONS WELL UNDER WAY. 12 PARTICIPANTS CHOSEN FOR OUTGOING MISSION & TWO OTHER ACTIVITIES ARE AT CO'S SELECTION STAGE. BIDDING STILL IN NEGOTIATIONS.

QUARTER: 2 A)FINAL PREPARATION AND PARTICIPATION AT MINTEC; B)PREPARATION OF COBRE '87, INCLUDING SELECTION OF CANADIAN EXHIBITORS.

A)MINTEC WAS A GREAT SUCCESS. 12 CHILEAN EXECUTIVES, INCLUDING 4 CODELCO VPS WENT TO CDA. TOO EARLY FOR DOLLAR RESULTS BUT POTENTIAL INCREASE B)SO FAR 15 COS WILL PARTICIPATE, WE HOPE TO CONVINC 5 MORE.

QUARTER: 3 PREPARTION OF COPPER 87. FOLLOW UP ON MINTEC WITH CHILEAN INVITEES.

COPPER 87 HELD WITH SUCCESS. MORE THAN 500 PART. FROM 45 COUNTRIES. CDA WAS ONLY MAJOR EXHIBITOR WITH 20 COS. CODELCO VERY IMPRESSED WITH MINTEC & COPPER 87. POSTIVE RESULTS EXPECTED ON VARIOUS PROJECTS.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST 0033-SANTIAGO

002-FISHERIES, SEA PRODUCTS & SERV.
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARINE HARV. PROC MACH & EQUIP

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

INTEREST CANADIAN AND CHILEAN FIRMS IN INVESTING IN THAT SECTOR.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 PARTICIPATE IN FIMAR & EVALUATE MARKET. SUPPORT EFFORTS OF CDN FISHING BOAT BUILDER FOR TRANSFER OF TECHNOLOGY.

FIMAR NOT WORTH PARTICIPATING IN FUTURE. HOWEVER IT PERMITTED IDENTIFICATION OF FISH PROCESSING PLANTS WHICH ARE BEING PURSUED NOW BY CDN CO. MCPP FOR TRANSFER OF TECHNOLOGY WAS TURNED DOWN.

QUARTER: 4 -----

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

POST :633-SANTIAGO

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

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

OBTAIN TOTALITY OF CONTRACT INCLUDING TRAINING

TELECOMMUNICATIONS (INC SPACE)

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

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

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

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

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

HAVE CDN INVESTOR BECOME SOLE SUPPLIER.

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

INCREASE CANADIAN SALES OF TELEPHONE EQUIPMENT BY 100 PER CENT.

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

OBTAIN A 20% SHARE OF THE MARKET

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 RURAL TELEPHONE PROJECT IN SOUTH OF CHILE. GOAL WAS TO INSURE THAT CDN CONSORTIUM & CHILEAN BUYER UNDERSTAND EACH OTHER AND ENSURE NO OUTSIDE COMPETITION DEVELOP.

LOCAL CO. AND CDN CONSORTIUM HAVE AGREED ON TERMS OF REFERENCE FOR PROJECT AND CIDA WILL FINANCE STUDIES. EMBASSY WAS RESPONSIBLE TO PUT PACKAGE TOGETHER.

QUARTER: 3 MEET WITH VTR AUTHORITIES & SUPPORT CDN EFFORT TO OBTAIN RURAL TELEPHONE PROJECT.

MEETING HELD. VTR HAS AGREED TO COOPERATE WITH DTI. CIDA LIKELY TO FINANCE STUDY. CDN EXPORT OF EQUIPMENT IS EXPECTED.

QUARTER: 4 -----

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

POST 837-SAO PAULO

011-OIL & GAS EQUIPMENT, SERVICES
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP TO SEMINAR WITH PETROBRAS IN DECEMBER 85.

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

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

POSSIBLE EQUIPMENT SALES & SERVICES CONTRACTS

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

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

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

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)ORGANIZE RETURN SEMINAR VISIT TO CANADA BY PE-
TROBRAS & GAS DISTRIBUTION COMPANIES OFFICIALS.
B)CONDUCT NATURAL GAS SECTOR SURVEY AND IDENTIFY
SPECIFIC OPPORTUNITIES.
C)FOLLOW-UP ON ALTA OIL & GAS MISSION & PIEC 87.

A)AT REQUEST OF PETROBRAS PRESIDENT SEMINAR POS-
TPOINED TO JUNE 88 IN CALAGRY.
B)NATURAL GAS REPORT COMPLETED. MISSION TO BRAZIL
PLANNED FOR NOVEMBER 87. C)FIVE COMPANIES NEGO-
TIATING TECHNOLOGY TRANSFER AGREEMENT.

QUARTER: 2 A)ORGANIZE NATURAL GAS MISSION/SEMINAR; B)FOLLOW
UP ON ONGOING ACTIVITIES INCL. THOSE GENERATED BY
PARTICIPATION IN OIL&GAS SHOW OCT'86; C)COORDI-
NATE OZIREZ SILVA'S VISIT TO CDA; D)INITIATE
PREP. WORK FOR PETROBRAS RETURN SEMINAR TO CDA.

A)ORGANIZ. ON SCHEDULE FOR EVENT TO TAKE PLACE
OCT'87; B)IDENTIFIED EXPORT OPPORT. FOR NOWSCO,
PROPAC, IPE, WESTERN RESEARCH, HUNNTEC, DF CONSULT;
C)COORDINATION COMPLETED; D)INPUT SOUGHT FR CDN
PLAYES & MEETINGS SET WITH BZLN COORDINATOR.

QUARTER: 3 ORG. NATURAL GAS SYMPOSIUM, NOV 87. BEGIN ORG.
OF OIL/GAS TECH. SEMINAR IN CANADA, JUNE 88.
FOLLOW UP ONGOING INDIVIDUAL COMPANY ACTIVITIES
TO IDENTIFY AGENTS, SALES OPPORTUNITIES AND/OR JV
PARTNERS.

SYMPOSIUM RESULTED IN NEW JV AGREEMENT FOR TRANS
CANADA PIPELINE & EXCELLENT EXPOSURE FOR 6 OTHER
PETROBRAS COORD. ORG. ADVANCING WELL. ASSISTED
CANOCEAN IN IDENTIFICATION OF NEW JV PARTNER AND
OF SALES OPPORTS. FOR SEV. OTHER COYS.

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 : 637-SAD PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

CONTINUE TO SUPPORT ONGOING SALES EFFORTS OF CANADIAN FIRMS.

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

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

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

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

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

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

SUPPORT PROPOSED PARTICIPATION IN INFORMATICA 87.

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

INTRODUCTION OF TWO OR THREE CANADIAN ORGANIZATIONS IN SATELLITE APPLICATIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP ON SATELLITE '86 SEMINAR. INTRODUCE NEW CDN COMPANIES IN SPECIALIZED AREAS OF ACTIVITY OF INTEREST IN BRAZIL. ONGOING SUPPORT TO CDN EXPORTERS.

QUARTER: 2 A) COORDINATE LOGISTICAL ASPECTS OF ADVANCED TECH MISSION SEPT '87; B) REVIEW RECENT DEVELOPMENTS IN INFORMATICS/SOFTWARE LAW & REPORT TO EXTOTT; C) FOLLOW-UP ON RNT VISIT TO CDA & REPORT OPPORTUNITIES IDENTIFIED BY RNT.

QUARTER: 3 PREPARE QUEBEC MIS. IN AREA OF INFORMATICS AND ORGANIZE ACTIVITIES FOR PART. PREPARE PRELIM. REPORT ON SOFTWARE LAW. CONT'D ASSISTANCE TO CDN COS. IN TERMS OF INITIAL MARKET PENETRATION.

QUARTER: 4 -----

POST ORGANIZED AN EXT-SPONSORED VISIT BY RTN EDITOR (E. SIQUEIRA) TO SATELLITE USERS CONFERENCE IN OTTAWA, MAY 87. INDIVIDUAL VISITS PROGRAMS SET UP FOR 4 QUEBEC MISSION MEMBERS ALL OF WHOM IDENTIFIED PROSPECTS. 3 COYS (WODEX, SR, ELSID) NE-

A) 4 MISSION MEMBERS HAVE IDENTIFIED POTENTIAL SALES OF SERVICES/EQPT AND/OR IDENT. POTENTIAL JV/TT PARTNER; B) INFO GATHERING INITIATED BUT REPORT DELAYED DUE TO SOFTWARE LAW NOT YET PASSED BY CONGRESS; C) FURTHER TO RNT VISIT, LONG ARTICLE

MICROTEMPUS & ICAM HAVE IDENTIFIED AGENT & JV PARTNER. GOOD SALES POTENTIAL IN SHORT TERM. REPORT PREPARED & PROVIDED TO QUEBEC MIS. PART. COMMERCIAL AGREEMENT SIGNED BY SR TELECOM WITH BRAZILIAN PARTNER.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST 337-SAO PAULO

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

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

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

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

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

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

DEVELOP 2 OR 3 JOINT VENTURES IN MEDIUM TERM.

PROGRESS: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP ON BEST PROSPECTS IDENTIFIED AT EXPOINTER '86 & DAIRY CATTLE SEMINAR OF MARCH '87. FOLLOW-UP ON BEST CONTACTS MADE AT FOOD PACIFIC '86. MAINTAIN CONTACTS WITH SPECIALIZED INSTITUTIONS

QUARTER: 2 A) ORGANIZATION & COORDINATION OF CDA OFFICIAL PARTICIPATION IN EXPOINTER '87; B) FOLLOW-UP ON CONCRETE RESULTS FROM POULTRY AND DAIRY CATTLE SEMINARS.

3 OFFICIALS PLANNING TO GO TO CDA TO LEARN ABOUT OUR CLASSIFICATION STANDARDS; STATE OF S. PAULO & PARANA AGRIC. SECT. INTERESTED IN COOPERATION AGREEMENT WITH CANADA. 2 CONCRETE OPPORTUNITIES BEING DEVELOPED. ITAL-FOOD TECHNOLOGY INSTITUTE/

A) LIVESTOCK & GENETIC MATERIAL ORDERS OF SALES INITIATED AT STAND OF US\$5.5M.; B) SHAVER POULTRY APPOINTED AGENT AND SOLD \$80,000 OF BABY CHICKS. SALES OF LIVE CATTLE & SEMEN IN AMOUNT OF OVER \$800,000 SINCE DAIRY CATTLE SEMINAR.

REPORT 4
88/03/16

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 : 637-SAO PAULO

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 PREPARE INDIV. PROGRAM OF ACTIVITIES FOR TRADING
HOUSE MISSION MEMBERS. FOLLOW UP TO PARTICIPA-
TION IN EXPOINTER 87. CONTINUE TO DEVELOP CON-
CEPT OF COOPERATION WITH PARANA INCLUDING ORGAN-
IZE PARTICIPATION IN EXPOTIBA.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

BETHUNE NEGOTIATING COD SALES VALUED AT MORE
THAN \$1M. IN EXCESS OF 60 RESPONSES TO WRITTEN
INQUIRIES; SALES OF LIVESTOCK, SEMEN, NEARING \$1M
UNDER DISCUSSION. SUCCESSFUL PART. IN FAIR &
CONCRETE REQUEST FOR LIVESTOCK IMPORTS REC'D.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST 237-SAO PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

ENGINEERING/DESIGN SERVICES AND CONSULTING SERVICES CONTRACTS.

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

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

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

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

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

TO CONCLUDE ONE OR MORE OF SALES CURRENTLY BEING PURSUED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 A) MONITOR DEVELOPMENT OF RAIL PROJECTS, REPORT OPPORTUNITIES TO H. Q. AND IDENTIFY SUPPLIERS; B) FOLLOW DEVELOPMENT OF EBTU'S PLANS TO UPGRADE URBAN TRANSIT SYSTEMS IN POA, CURITIBA, S. PAULO, RIO; C) DEVELOP PLAN TO REACTIVATE TTC/MUCTC AGREEMENT

A) CPCS DOING VIABILITY STUDY OF PARANA PRODUCTION RAILWAY. BOMBARDIER MADE OFFER TO FEPASA FOR LOCOMOTIVE REHABILITATION. CANAC LIKELY TO BID ON MGT PORTION OF FEPASA PROJECT; B) POTENTIAL PARTNER IDENTIFIED FOR LAVALIN FOR POA URBAN TRANSP. PROJECT; C) VISIT

QUARTER: 3 ORGANIZE HIGH LEVEL PARANA OFFICIALS VISIT TO CDA AND MONITOR DEVELOPMENTS OF PRODUCTION RAILWAY PROJECT AS WELL AS FEPASA, EXPORT CORRIDOR PROJECTS & TTC/MUCTC COOPERATION AGREEMENT WITH SAO PAULO METRO.

SUCCESSFUL VISIT CDA ENHANCED CHANCES OF CPCS FOR PROJECT MGT OF \$1.2 BIL. PROJECT; CANAC VERY WELL POSITIONED FOR CONSULTING WORK WITH FEPASA. ORGANIZED PART OF VISIT OF CBTU OFFICIALS TO CDA WHICH MAY LEAD TO TT & CONSULTING OPPORTUNITIES.

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 : 637-SAO PAULO

016-INDUSTRIAL MACHIN, PLANTS, SERV.
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

PREPARE REPORT ON MATERIAL HANDLING LABELLING AND PACKAGING MACHINERY SECTORS.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IDENTIFY SELECTIVE MARKET NICHES FOR SPECIALIZED MACHINERY.

IDENTIFIED POSSIBLE TRANSFER OF PVC PROCESSING TECHNOLOGY (SYNERGISTIC), CRUSHING MACHINERY (SP-CRAFT), PACKAGING MACHINERY (LARGEN), WINCHES (PULMASTER), SHREDDING MACHINERY (SCHREDTECH).

QUARTER: 2 A) FOLLOW-UP ON CONTACTS INITIATED BY POST WITH ABIMAQ RE JV PROGRAM FUNDED BY UNIDO; B) INITIATE INFO GATHERING PROCESS TO EVENTUALLY PRODUCE SECTORAL REPORTS ON MAT. HANDLING, PACKAGING, LABELLING SECTORS; C) FOLLOW-UP ONGOING ACTIVITIES

A) AWAITING RESPONSE FR H.Q. IN OTTAWA; B) IN PROGRESS; C) AMSTRONG MADE SMALL SALE, G. KELK IDENTIFIED NEW POTENTIAL SALES DURING VISIT AND AERODAT & QUESTOR SURVEYS IDENTIFIED POTENTIAL PARTNERS.

QUARTER: 3 ORGANIZE VISIT OF TWO TRADING HOUSE MISSION MEMBERS IN THIS AREA. CONTINUED ASSISTANCE TO EXISTING AND NEW EXPORTERS.

SEVERAL 2/3 WAY TRADING OPPORTUNITIES IDENTIFIED. MARKET SURVEYS FOR SHAWBEC, HOWDEN, ARMSTRONG; & INFO TO ONT. GOV'T RE MINING MACHINERY MCELHANEY TO BID ON INCRA PROJECT.

QUARTER: 4 -----

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

PORT 237-SAO PAULO

009-FOREST PRODUCTS, EQUIP, SERVICES
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

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

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

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

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

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

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

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

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

FACILITATE MARKET ACCESS FOR CANADIAN COMPANIES.

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

IN MEDIUM TERM SOME SALES OF FIREFIGHTING EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

MOST INFO ALREDY ACCUMULATED THRU CONTACTS WITH COYS AND ASSOCIATION. TWO COYS (NATRON/SIMMONS AND SENTROL) CURRENTLY NEGOTIATING NEW CONTRACTS

QUARTER: 2 A) IDENTIFY SELECTED OPPORTUNITIES FOR SALE OF EQPT; B) MAINTAIN CONTACTS WITH OFFICIALS IN THIS SECTOR TO PRODUCE REPORT ON UPCOMING PROJECTS.

A) CARBORUNDUM SOLD \$50000 OF GRINDING EQPT & EXPECT ANNUAL VOLUME \$150000. IDENTIFIED \$50M. OPPORTUNITY FOR MILL CONTROLS FOR ARACRUZ PROJECT; B) TOTAL OF US\$6BILLION IS PLANNED PROJECTS OVER NEXT 8 YEARS. ENGIN/CONSULT POTENTIAL HIGH FOR

QUARTER: 3 PREPARE PROGRAM OF ACTIVITIES FOR QUEBEC MISSION MEMBER ONGOING ASSISTANCE TO CDN EXPORTERS. UPDATE PULP & PAPER PROJECTS REPORT.

APPLIED HIGH TECHNOLOGY IDENTIFIED PARTNERS & A MULTIMILLION DOLLAR MARKET OVER NEXT 5 YRS. CARBORUNDUM, SIMONS, SENTROL ALL NEGOTIATING ADDITIONAL SALES AND/OR BIDDING ON NEW PROJECTS. POSTPONED TO NEXT QUARTER.

QUARTER: 4 -----

REPORT 4A
88/03/17

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

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

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POST :637--SAO PAULO

PREPARATION OF OILSEEDS REPORT
TRADING HOUSE MISSION
QUEBEC TRADE MISSION
PARTICIPATION IN MARKETPLACE '87



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Trade and Industrial Development
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