

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

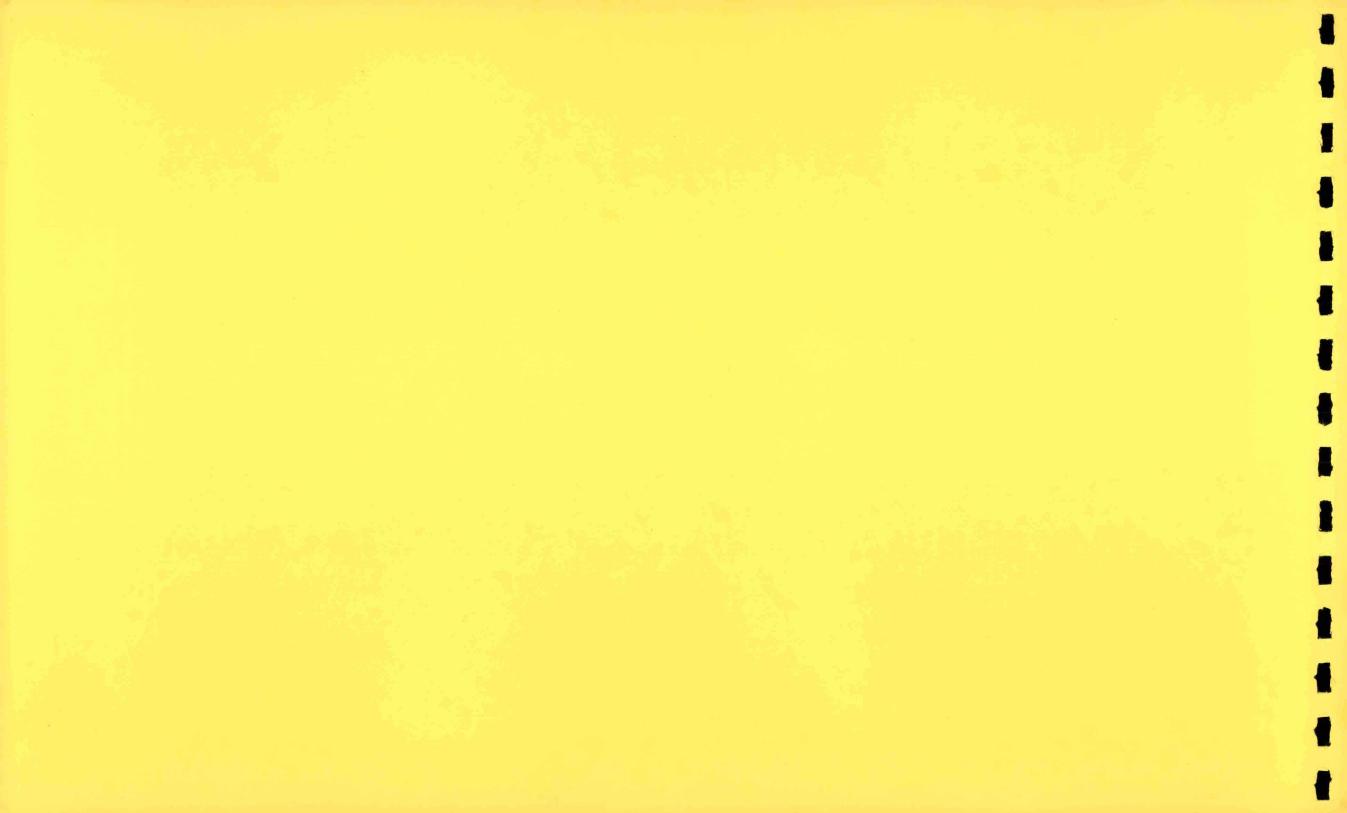
QUARTERLY ACTIVITY REPORT RAPPORT TRIMESTRIEL DES ACTIVITÉS

AFRICA AND MIDDLE EAST AFRIQUE ET MOYEN – ORIENT

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RETOURNER A LA BIBLIOTHEQUE DU MINISTERE

APRIL – JUNE 1987 (1st QUARTER FY 1987-88) AVRIL - JUIN 1987 (1er TRIMESTRE, AF 1987-88)



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SUBJECT Sujet	•	QUARTERLY ACTIVITY REPORT	

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7 October 1987	
Number/Numéro	
TDD_0439	

ENCLOSURES ANNEXES

DISTRIBUTION

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

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

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

G.E. Shannon

Deputy Minister International Trade External Alfairs Affaires extérieures Canada

το/λ GGB, PGB, RGB, LGB, UGB FROM/DE DMT REFERENCE . SUBJECT .

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RAPPORT TRIMESTRIEL SUR LES ACTIVITÉS

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ENCLOSURES ANNEXES

DISTRIBUTION

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

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

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

> Le sous-ministre du Commerce extérieur,

AVIS IMPORTANT

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

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

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

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

IMPORTANT NOTICE

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

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

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

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

AFRICA & MIDDLE EAST AFRIQUE ET MOYEN-ORIENT

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	PUF TO	RSUE OUR EFFORTS WITH THE MINISTRIES OF INDUSTRY AND THE DCGTX RETAIN CANADIAN FIRMS AS TECHNICAL EXPERTS. JANUARY -JUNE 1987	- 1 FIRM FOR THE OVERALL ENERGY PLAN - I ADVISER WITH THE MINISTRY OF INI	N. DUSTRY.
		CREASE DUR PRESENCE WITH THE EECI IN ORDER TO INFLUENCE IT USE CANADIAN PRODUCTS. JANUARY 1987 - MARCH 1988.	IDENTIFICATION OF NEW PROJECTS INREL THE EXTENSION OF EXISTING NETWORKS A USE OF ALTERNATIVE SOURCES OF ENERGY	AND THE
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MINE DE	EVELOPEMENT SERVICES	
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	MONITOR NIGERIAN GOLD-MINING PROJECT, PURSUANT TO MISSION OF VISITORS TO CANADA ORGANIZED BY CIDA.	PARTICIPATION BY A CANADIAN FIRM IN EXPLOI- TATION OF A CONCESSION AND SALE OF EQUIPMENT.
I	VISITS TO DEPARTMENTS OF GEOLOGY AND MINES IN IC.	IDENTIFICATION OF EQUIPMENT NEEDS AND RESOUR- CE PEOPLE.
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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN 008-TRANSPORT SYS, EQUIP, COMP, SERV. POST : 325-ABIDJAN IVORY COAST ANTICIPATED RESULTS: ACTIVITIES PROPOSED IN POST PLAN: PLANNING: URBAN TRANSIT VISITS TO MINISTRY OF PUBLIC WORKS AND DCGTX (MAJOR WORKS BRANCH) IDENTIFICATION OF CONSTRUCTION PROJECTS AND SUBMISSION OF TENDERS BY CANADIAN COMPANIES. JOINT TENDERS TO OBTAIN CONTRACTS. PROMOTE ASSOCIATION BY CANADIAN CONSULTING FIRMS WITH IVORY COAST PARTNERS. APRIL 87 - APRIL 88. PROMOTE MEETINGS WITH CONSULTING FIRMS AND CONSTRUCTION FIRMS IN IDENTIFICATION OF POTENTIAL IVORY COAST IVORY COAST. PARTNERS.

RAIL

TECHNICAL ASSISTANCE TO RAN (ABIDJAN-NIGER RAILWAY BOARD).

IMPLEMENTATION OF PROTOCOL OF AGREEMENT BETWEEN CIDA AND RAN.

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

QUARTER: 1 PROMOTION DE VENTE DE "DASH" AUPRES D'AIR IVOIRE PLUS AIR TRANSIVOIRE. POURSUITE DU PROJET DE TRANSPORT URBAIN DE BOUAKE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

MAINTENANCE CONTRACT FOR ENGINES AND INTERIM

EXTENSION OF CONTRACT FOR TECHNICAL ASSISTAN-

MANAGEMENT FOR MAINTENANCE AND SUPPLY OF

COMPUTER PROGRAM.

CE TO RAN.

POSSIBILITE D'UN VOYAGE AU CANADA EN JUILLET DU PRES. D'AIR TRANSIVOIRE. VISITE AU CANADA PAR PROMOTEUR, MAIRE DE BOUAKE.

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

REPORT 4 87/09/25

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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 : 301-ADDIS ABABA

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

LANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

IDENTIFY ANY COMPONENTS FOR POSSIBLE CDN

REHAB AND EXPANSION OF RAIL SYSTEM.

BETTER PICTURE OF SPECIFIC REQUIREMENTS FOR

COLLABORATION.

RAIL

MONITOR DEVELOPMENT OF DJIBOUTI-ETHIOPIA RAIL LINK.

INCREASE NUMBER OF CONTACTS WITH MINISTRY OF TRANSPORTATION AND GOVT PROCUREMENT AGENCIES TO OBTAIN SPECIFIC DETAILS OF DEVELOP-MENT PROJECTS IN RAIL SECTOR.

AEROSPACE

PROVIDE ASSISTANCE TO CDN CONSULTING COMPANY TO PROMOTE NEW MAINTENANCE BASE FOR ETHIOPIAN AIRLINES.

INCREASE NUMBER OF CONTACTS WITH MINISTRY OF TRANSPORTATION, CIVIL AVIATION AUTHORITY AND ETHIOPIAN AIRLINES AS WELL AS MINISTRY OF DEFENCE TO PROMOTE CDN EXPERTISE.

DETERMINE TRAINING REQUIREMENTS OF ETHIOPIAN AIRLINES AND CIVIL AVIATION AUTHORITY.

CONCLUDE CONTRACT IN 1987 WITH ETHIOPIAN AIRLINES.

BETTER AWARENESS OF CDN EXPERTISE LEADING TO POSSIBLE INVITATIONS TO DEMONSTRATE EXPERTISE PRODUCTS.

IDENTIFY POTENTIAL T/A OPPORTUNITIES PARTICULARLY TRAINING IN AVIONICS MAINTENANCE

RACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 MEET SR. GOV'T OFFICIALS TO EXPEDITE SIGNING OF CONTRACT FOR STUDY OF ASSAB-ADDIS PIPELINE. MONITOR DVLPMT OF DJIBOUTI-ETHIOPIA RAIL LINK. PROMOTE SALES TO ETHIOPIA AIRLINES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

AWAITING DECISION FROM SENIOR GOV'T OFFICIALS. AWAITING SPECIFIC DETAILS AND PROJECT IDENTIFI-CATION. MORE SALES (EQPT/SERVICES) TO EAL EFFECTED.

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 : 301-ADDIS ABABA

011-OIL & GAS EQUIPMENT, SERVICES ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE CONTRACT FOR CIDA-ASSISTED STUDY OF PETROLEUM PRODUCTS TRANSPORTATION SYSTEM(PIPELINE PROJECT).

INCREASE NUMBER OF CONTACTS WITH MINISTRIES AND CENTRAL PLANNING COMMITTEE TO OBTAIN SPECIFIC DETAILS OF DEVELOPMENT PRIORITIES IN OIL AND GAS SECTOR.

INVESTIGATE OPPORTUNITIES FOR POTENTIAL EQUIPMENT AND SERVICES SALES RELATING TO DIL EXPLORATION PROGRAM IN UGADEN REGION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

FINALIZE CONTRACT 1987.

BETTER AWARENESS OF PROJECT BEING PLANNED AS WELL AS INCREASED AWARENESS OF CDN EXPERTISE.

IDENTIFY SPECIFIC EXPORT OPPORTUNITIES.

QUARTERLY RESULTS REPORTED:

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 : 301-ADDIS ABABA

007-POWER & ENERGY EQUIP. & SERV. ETHIOPIA

LANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HYDRO

ASSIST CON CONSULTING COMPANY TO ARRANGE CONTRACT FOR POWER GENERATION STUDY FOR EELPA.

INCREASE NUMBER OF CONTACTS WITH EELPA, CENTRAL PLANNING COMMITTEE AND GOVT PROCUREMENT AGENCIES TO PROMOTE CDN EXPERTISE. CONTRACT FINALIZED IN ITS QUARTER 1987 FOR AFDB-FINANCED STUDY.

BETTER AWARENESS OF CDN TECHNICAL EXPERTISE LEADING TO POSSIBLE INVITATIONS TO DEMONSTRA-TE CAPABILITY OR PREQUALITY ON PROJECTS FOR GOODS/SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

A CDN FIRM AWAITING TO SIGN CONTRACT FOR GAS PIPELINE PROJECT. -A CDN FIRM NEGOTIATING ON OIP DRAFT CONTRACT WITH EELPA. -CDN FIRM SOLD SURVEYING EQPT TO GEOLOGY DEPT. OF MINES.

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 : 301-ADDIS ABABA

001-AGRI & FOOD PRODUCTS & SERVICE ETHIOPIA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

SERVICES INCLUDING CONSULTING

REPORTING ON 10-YEAR DEVELOPMENT PLAN.

REPORTING ON 3-YEAR DEVELOPMENT PLAN.

INCREASE CONTACTS WITH GOVT MINISTRIES AND PROCUREMENT AGENCIES TO PROMOTE CDN EXPERTISE.

5 YEAR INVESTMENT PLAN IBRD.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PROMOTE MORE CDN INVOLVEMENT IN AGRICULTURAL SECTOR.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

SPECIFIC KNOWLEDGE OF AGRICULTURE SECTOR PLANS 1986-1996

SPECIFIC KNOWLEDGE OF AGRICULTURE PROJECTS PLANNED FOR 1986-1989.

BETTER AWARENESS OF CDN EXPERTISE LEADING TO POSSIBLE INVITATIONS TO DEMONSTRATE EQUIPMENT OR SERVICES.

OBTAIN SPECIFIC DETAILS OF PROJECT PLANS, ESPECIALLY IBRD 500 MILLION DEVELOPMENT PROGRAM FOR AGRICULTURE.

QUARTERLY RESULTS REPORTED:

A CDN FIRM AWAITING RESULTS OF BIDS SUBMITTED TO AETSC FOR AGRI EQT/STUDY. -SAME FIRM EXTENDED ITS SERVICES TO AGRI DEVT. BANK.

CONDUCT HIGH LEVEL CONSULTATIONS WITH CENTRAL PLANNING COMMITTEE (ONCCP)AND MINISTRY OF AGRICULTURE RE DEVELOPMENT PRIORITIES FOR

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

POST : 301-ADDIS ABABA

014-EDUCATION, MEDICAL, HEALTH PROD ETHIOPIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

SERVICES INCLUDING CONSULTING

PROVIDE ASSISTANCE TO CDN CONSULTING COMPANY TO PROMOTE EXPERTISE FOR PLANNING ASSISTANCE IN HIGHER EDUCATION SECTOR.

MONITOR DEVELOPMENT PLANS FOR HEALTH SYSTEM.

INCREASE NUMBER OF CONTACTS WITH MINISTER OF EDUCATION AND COMMISSION OF HIGHER EDUCATION TO PROMOTE CDN EXPERTISE.

INCREASE CONTACTS WITH MINISTRY OF HEALTH TO PROMOTE CDN EXPERTISE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 MONITOR DEVT PLANS FOR 7TH EDUCATIONAL PROJECT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

ASSIST CDN FIRM TO BE SHORT-LISTED ON IBRD PROJECT IN 1987-88.

IDENTIFY POTENTIAL EXPORT OPPORTUNITIES IN HEALTH SERVICES AND EQUIPMENT.

BETTER AWARENESS OF SPECIFIC PROJECTS BEING PLANNED BY GOE AS WELL AS INCREASED AWARENESS OF CDN EXPERTISE.

IDENTIFY SPECIFIC EXPORT OPPORTUNITIES.

QUARTERLY RESULTS REPORTED:

CONTACT MAINTAINED WITH MOE. PROJECT PROPOSAL UNDERWAY.

QUARTERLY PROCRESS 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 : 301-ADDIS ABABA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TELECOMMUNICATIONS (INC SPACE)

MONITOR PLANS FOR DEVELOPMENT OF RURAL TELECOM.

ANALYSE NEEDS OF STATE FORMS FOR IMPROVED TELECOM SERVICES.

INCREASE LEVEL OF CONTACTS WITH GOVT MINISTRIES AND PROCUREMENT AGENCIES.

ASSIST CDN MANUFACTURERS TO OBTAIN LOCAL AGENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

SPECIFIC DETAILS OF PROJECT IN RURAL COMMUNICATIONS.

IDENTIFY PROJECT OPPORTUNITIES.

INCREASE AWARENESS OF CDN EXPERTISE LEADING TO POSSIBLE INVITATIONS TO DEMONSTRATE TECH-NICAL CAPABILITY OR GOODS/SERVICES.

MORE EFFECTIVE PROMOTION OF TECHNICAL CAPABILITY.

QUARTERLY RESULTS REPORTED:

INITIAL PREPARATION UNDERWAY FOR RURAL OFFICIALS

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FISCAL YEAR 87 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN PAGE : 11

POST : 326-ALGIERS

001-AGRI & FOOD PRODUCTS & SERVICE ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANIMAL, POULTRY BREEDING STOCK

SIGN A HEALTH AGREEMENT WITH ALGERIA.

BABA ALI POULTRY STOCK SELECTION PROJECT.

LAMTAR FARM (CATTLE)

TECHNICAL VISITS TO BE ORGANIZED WITH MAP AND ONAPSA - CATTLE AND POULTRY.

SEEDS & SPECIAL CROPS

CONTINUE CONSULTATIONS BETWEEN CANADIAN EXPORTER AND ALGERIAN AUTHORITIES.

DEVELOP A MARKETING STRATEGY FOR MARKETING LENTILS.

STIMULATE THE POTATO MARKET.

SEMI & PROCESSED FOOD & DRINK

CONTINUE CONSULTATIONS BETWEEN CANADIAN EXPORTERS AND ALGERIAN STATE AGENCIES.

OBTAIN A LONG-TERM CONTRACT IN DAIRY PRODUCT, TALLOW AND CANOLA OIL SECTORS.

INTRODUCE MATERIAL TO MAP.

FEED, FERTILIZER & VET PRODUCTS

WE WOULD HOPE TO SEE MANUFACTURERS OF VETERINARY PRODUCTS PARTI-CIPATE IN SPECIALIZED WEEKS IN ALGERIA AND DISTRIBUTE SAMPLES. FINALIZE A FIRM CONTRACT BETWEEN CANADA AND ONAPSA. OPENING THE ALGERIAN MARKET TO CATTLE. MASSIVE INTRODUCTION OF POULTRY PRODUCTS INTO ALGERIAN MARKET. INCREASED IMPORTS OF CANADIAN CATTLE. INCREASE OUR MARKET SHARE.

ANTICIPATED RESULTS:

MAINTAIN OUR MARKET SHARE.

OBTAIN NEW CONTRACTS. OBTAIN A NEW CONTRACT.

MAINTAIN OUR MARKETS.

MAINTAIN AND INCREASE OUR MARKET SHARE.

GREATER FAMILIARITY WITH CANADIAN PRODUCTS AND RESPONSE TO AOI.

MAKE OUR PRODUCTS KNOWN.

GAIN A SHARE OF THE ALGERIAN MARKET.

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

POST : 326-ALGIERS

001-AGRI & FOOD PRODUCTS & SERVICE ALGERIA

TRACKING:

REPORT 4

87/09/25

QUARTER: 1 -----

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 2 -----

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QUARTER: 4 -----

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QUARTERLY RESULTS REPORTED:

AT MISSIONS ABROAD FOR FISCAL YEAR 87 87/09/25 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN 008-TRANSPORT SYS, EQUIP, COMP, SERV. POST : 326-ALGIERS ALGERIA ANTICIPATED RESULTS: PLANNING: ACTIVITIES PROPOSED IN POST PLAN: RAIL WORKING VISIT BY GM REPRESENTATIVES IN NOVEMBER 86. VIDEO-CASSETTE DEMONSTRATION OF WORK ON SIMULATOR IN SEPTEMBER THE ATTENTION OF ALGERIANS - SELL A SIMULATOR 1986. GENERAL LIASON OF SEPTEMBER AND NOVEMBER VISIT IN OCTOBER 1986. 1986 RESULTS. OFFER TO TRAIN. GAIN BETTER POSITION IN THIS SECTOR. TECHNOLOGY EXCHANGES. GAIN BETTER POSITION IN THIS SECTOR. AEROSPACE VISIT TO ALGERIA BY DOT OTTAWA MISSION TO EXPLORE POSSIBILITIES REALISTIC ASSESSMENT OF POSSIBILITIES IN ALGERIA. IN ALGERIA. VISIT TO CANADA BY DIRECTOR GENERAL OF CIVIL AVIATION IN ALGERIA, VISIT AND MAKE CONTACTS WITH CANADIAN CAPABILITIES IN THE ASSISTANCE CONTRACT MR. BELEILI. SECTOR. VISIT BY DIRECTOR GENERAL OF ENESA TO CANADA CONTACTS WITH CANADIAN TENDER FOR AIRPORT SECURITY CANADIAN BUSINESS AND TECHNIQUES. EQUIPMENT. PURSUE CONTACTS ALREADY ESTABLISHED. MORE PRECISE RESULTS IN TERM OF TRADE. TECHNICAL VISITS PROGRAMMED FOR MARCH 1987.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM

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DASH 8 DEMONSTRATION FLIGHT.

TRACKING:

QUARTER: 1 -----

REPORT 4

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ACTIVITIES UNDERTAKEN IN QUARTER:

ENGINE SALES PROJECT AND TECHNOLOGY EXCHANGE.

BRING CANADIAN CAPABILITIES IN THIS AREA TO

INTRODUCE THIS MACHINE INTO ALGERIA.

QUARTERLY RESULTS REPORTED:

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 : 326-ALGIERS

004-DEFENCE PROGRAMS, PRODUCTS, SERV ALGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ARMAMENTS & VEHICLES

MEETINGS AND DISCUSSIONS BETWEEN OFFICIALS IN THE TRADE SECTION OF THE EMBASSY AND EXTERNAL RELATIONS OFFICIALS IN THE MINISTRY OF DEFENCE.

VISITS BY BUSINESS PEOPLE FROM CANADIAN COMPANIES.

IF POSSIBLE, ENCOURAGE COOPERATION BETWEEN THE CANADIAN MINISTRY OF DEFENCE AND THE ALGERIAN MINISTRY OF DEFENCE, WITH A CANADIAN MILITARY ATTACHE.

OFFER A TRAINING PROGRAM TO ALGERIANS.

OBTAIN MORE INFORMATION ON SPECIFIC NEEDS OF THE MINISTRY AND EXPLAIN THE EDC LINE OF CREDIT.

ANTICIPATED RESULTS:

TO BECOME MORE FAMILIAR WITH SPECIFIC NEEDS.

MAINTAIN RELATIONS BETWEEN OUR TWO COUNTRIES AND WORK TOWARD COOPERATION IN THIS AREA.

GREATER FAMILIARITY ON THE PART OF ALGERIAN WITH CANADIAN TECHNOLOGY & PRODUCTS; DIRECT ALGERIAN CHOICE TOWARD CANADIAN PRODUCTS. ULTIMATELY INCREASE OUR MARKET SHARE.

QUARTERLY RESULTS REPORTED:

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 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 : 326-ALGIERS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

REMOTE SENSING

UNDER THE AEGIS OF THE ARAB LEAGUE, WILL CREATE A NATIONAL TELEDE-TECTION CENTRE FOR RESEARCH AND EXPLOITATION OF NATURAL RESOURCES

FOLLOW UP ON VISIT BY ALGERIAN MISSION TO CANADA IN 1984, AND MORE SPECIFICALLY TO CANADIAN TELEDETECTION CENTRE.

TELECOMMUNICATIONS (INC SPACE)

CONTINUE TO MAINTAIN CLOSE RELATIONSHIP WITH THE PTT MINISTRIES BY PURSUING A DIALOGUE, AND IMPROVING THE REPUTATION OF PRODUCTS FOR RELIABILITY.

ANALYSE THE IMPACT OF ALGERIAN-CANADIAN VISITS ON JOINTLY PRODU-CED TELECOMMUNICATIONS TO ACHIEVE CLOSER RELATIONSHIP.

CONVINCE THE ALGERIANS TO OPT FOR NUMERIC TECHNOLOGY.

SUPPORT CIDA'S ACTIVITIES AS THEY NOW EXIST.

COMPUTERS, SOFTWARE & SYSTEMS

AS IS KNOW IN THIS SUB-SECTOR, COMPETITION IS EXTREMELY IMPORTANT. ALGERIA WILL DEAL WITH ANY ENGINEER WHO IS PREPARED.

PLAYING THE TECHNOLOGY TRANSFER GAME.

ENSI OFFICIALS WILL BE TRAVELLING TO THE INTERNATIONAL SOFTWARE EXHIBIT IN MONTREAL TO GAIN GRATER FAMILIARITY AND IMPROVE RELATIONS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

CALL FOR OFFERS ANTICIPATED.

STIMULATE RELATIONS IN THIS SECTOR.

INCREASED WORKING VISITS TO BUILD THE NECESSARY RELATIONSHIPS.

ANTICIPATED RESULTS:

SUPPORT MISSIONS IN THIS FIELD.

SUBMIT TENDERS FOR VARIOUS PROJECTS.

STRENGTHEN AID TO EFFORTS TO IMPLANT CANADIAN TECHNOLOGY.

GENERATE A LARGE VOLUME OF BUSINESS CONNECTED WITH SOFTWARE.

ESTABLISHING ALGERIAN-CANADIAN JOINT VENTURES IN THIS SECTOR(MANUFACTURING EQUIPMENT AND DEVELOPING SOFTWARE).

INCREASE THE PRESENT NUMBER OF CANADIAN COMPANIES IN THE COMPUTER FIELD.

QUARTERLY RESULTS REPORTED:

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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 : 340-AMMAN

REPORT 4 87/10/27

011-OIL & GAS EQUIPMENT, SERVICES JORDAN

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ALL SUB-SECTORS

SEPT. '86 VISIT BY PETROCANADA INTL ASSISTANCE CORP. (PCIAC) TEAM REPORT AND SUBMISSION OF TECHNICAL COOPERATION PROPOSAL.

PENDING DECISION REGARDING POTENTIAL FINANCING OF LOCAL DRILLING ACTIVITIES.

AWARD OF CONTRACT BY AMOCO FOR GRAVITY GEOPHYSICAL SURVEY IN JORDAN VALLEY.

POSSIBLE BURSARY POSITIONS FOR JORDANIAN TECHNICAL PERSONNEL AT 1987 ASIPID PROGRAMME AT UNIVERSITY OF ALBERTA.

CONTINUED PROMOTION OF CDN EXPERTISE AND CAPABILITIES IN OIL & GAS DEVELOPMENT TO OFFICIALS OF NATURAL RESOURCES AUTHORITY, MINISTRY OF ENERGY AND JORDAN PETROLEUM CO.

PRODUCTION OF ANNUAL "OIL AND GAS UPDATE" FOR JORDAN AND DISTRI-BUTE SAME TO HQ, PROVINCIAL GOVTS AND PRIVATE SECTOR FIRMS WHO MAY HAVE INTEREST IN PURSUIT OF LOCAL OPPORTUNITIES.

FORMULATION OF BILATERAL TECH COOP. PROGRAMME & PERSONNEL EXCHANGE, WILL MAKE CDA INTEGRAL PLAYER IN SECTORAL DEVELOPMENTS.

ANTICIPATED RESULTS:

AWARD OF \$4 MILLION DRILLING CONTRACT TO ONE OF TWO CON FIRMS BIDDING ON RECENT TENDER.

AWARD TO CDN FIRM WHICH WILL PLACE IT AS CREDIBLE SRVCE FIRM IN MARKET FOR FUTURE MULTINATIONAL AND LOCAL SURVEY REQUIREMENTS.

MIDDLE-LEVEL ENGINEERS & TECHNICIANS IN THE NATURAL RESOURCES AUTHORITY WILL HAVE FIRST HAND KNOWLEDGE & EXPERIENCE IN CDN DIL AND GAS TECHNOLOGY AND CAPABILITY.

INCREASE NUMBER OF CON FIRMS VISITING TER-RITORY IN RESPONSE TO SPECIFIC LOCAL REQUIRE-MENTS.

BETTER AWARNESS BY CDN FIRMS OF MARKET POTEN-TIAL FOR DIL AND GAS EQUIPMENT AND SERVICES IN JORDAN.

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

QUARTER: 1 SUPPORT FOR THE EFFORTS OF WESTBURNE DRILLING INTERNATIONAL OF CALGARY, ALBERTA IN NEGOTIA-TIONS WITH THE NATURAL RESOURCES AUTHORITY (NRA) FOR THE LEASE OF 1 DRILLING RIG.

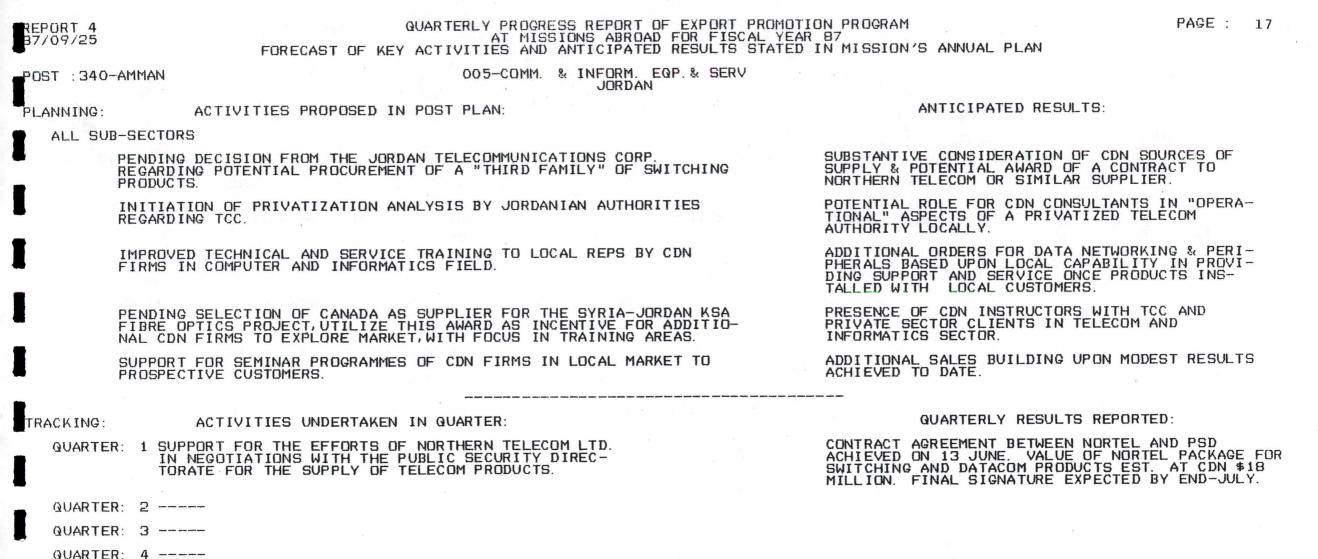
QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

SIGNATURE OF CONTRACT FOR CDN \$4.5 MILLION BETWEEN WESTBURNE AND THE NRA ON 17 MAY.



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 : 340-AMMAN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

COMPLETION OF TRANSPORTATION STUDY FOR MINISTRY OF PLANNING UNDER CIDA CPPF.

ACTIVE FOLLOW-UP BY PARTICIPANTS IN THE ONTARIO GOVERNMENT MOTO SEMINAR PROGRAMME TO THE JORDAN ROADS ASSOCS. AND MINISTRY OF TRANSPORT.

ON-GOING PURSUIT BY CON FIRMS OF OPPORTUNITIES LOCALLY FOR COMMU-TER AIRCRAFT, AIRCRAFT SIMULATORS, LANDING SYSTEMS AND JET-ENGINE OVERHAUL WITH ALIA AND/OR THE CIVIL AVIATION AUTHORITY.

BILATERAL AID PROGRAMME WITH POSSIBLE FOCUS ON PORT FACILITIES.

IMPLEMENTATION OF THE SHADIYA PHOSPHATE MINING PROJECT BY THE JORDANIAN PHOSPHATE MINING CO. (JPMC) IN 1987/88/89.

CONTINUING SUPPORT AND PROMOTION OF CDN CAPABILITY IN THE TRANS-PORTATION SECTOR TO GOVERNMENT OFFICIALS AND PRIVATE SECTOR FIRMS IN THE LOCAL MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ESTABLISHMENT OF CDN CREDIBILITY AS CONSULT-ANTS IN SECTOR AND POTENTIAL SPINOFFS WITH PLANNING AND THE AGABA RAILROAD CORPORATION.

ANTICIPATED RESULTS:

CANADIAN PARTICIPATION IN TRAFFIC MANAGEMENT PLANNING FOR MUNICIPALITIES OF AMMAN AND ZARQA.

SUCCESSFUL PURSUIT BY CDN AERONAUTICS FIRM OF BOTH SHORT AND LONGER TERM OPPORTUNITIES.

ESTABLISHMENT OF CANADA AS CLEAR ALTERNATIVE TO UK FOR CURRENT AND PLANNED PORT PROJECTS IN JORDAN.

CDN BIDDERS FOR RAIL EXTENSION, ROLLING STOCK AND TRANSPORTATION INFRASTRUCTURE ASSOCIATED WITH DEVELOPMENT OF SHADIYA SITE.

TIMELY ADVICE TO BOTH ESTABLISHED AND POTEN-TIALLY INTERESTED CDN SUPPLIERS OF LOCAL OPPORTUNITIES.

QUARTERLY RESULTS REPORTED:

87/09/25 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN 007-POWER & ENERGY EQUIP. & SERV. JORDAN ANTICIPATED RESULTS: PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ALL SUB-SECTORS AWARD OF AGABA II THERMAL POWER PLANT CONTRACT, EXPECTED IN MID-1987. MENT.)

FORTHCOMING SEMINARS(DEC. 86)WITH JORDAN ELECTRICITY AUTHORITY JEA FOCUSING UPON CON CAPABILITY IN TRANSMISSION LINE SERVICING AND MAINTENANCE.

POSSIBLE INCLUSION OF ELECTRICAL TRANSMISSION SECTOR WITHIN CON-TEXT OF CANADIAN BILATERAL AID PROGRAMME WITH JORDAN.

QUARTERLY RESULTS REPORTED:

LETTER OF INTENT OBTAINED BY LUMMUS/CE FROM JEA FOR THE IMPLEMENTATION OF A FULL FEASIBILITY STUDY FOR THE CFB PROJ. WHICH WILL UTILIZE JORD-ANIAN SHALE AS FEEDSTOCK. CIDA INC. CPPF APPLI-CATION SUBMITTED FOR STUDY REQUIREMENTS.

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 SUPPORT FOR LUMMUS CANADA/COMBUSTION ENGINEERING CANADA EFFORTS WITH THE JORDAN ELECTRICITY AUTHORITY (JEA) IN RESPECT OF ENGINEERING STUD-IES FOR THE APPLICATION OF CIRCULATING FLUIDIZED BED BOILER TECHNOLOGY IN THIS SECTOR.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 340-AMMAN

REPORT 4

TRACKING:

POTENTIAL CDN SUPPLY PACKAGE FOR PLANT REQUI-REMENTS (BOILERS, TURBINES AND SWITCHING EQUIP-

SELECTION OF 1 OR 2 CDN SUPPLIERS BY JEA FOR ANTICIPATED REQUIREMENTS.

SIGNIFICANT EXPORT OPPORTUNITIES FOR CDN FIRMS FOR SUPPLY OF EQUIPMENT IN HV TESTING AND LINE MANAGEMENT FIELDS.

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 : 340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

AL-MUDAWARA AGRICULTURAL PROJECT IN SOUTHERN JORDAN.

REPAIR OF RELATIONSHIP BETWEEN LOCAL IMPORTERS/GROWRES OF SEED POTATOES & CDN EXPORTERS. POSSIBLE AG CANADA ROLE IN DEVELOPMENT OF BILATERAL PHYTOSANITARY AGREEMENT.

ASSESSMENT OF TRIAL SHIPMENT OF CDN FOOD PRODUCTS AND SPECIALTY SPICES BY BARQ SUPERMARKETS AND OTHER INTERESTED BUYERS IN JORDAN

CONTACT WITH MAJOR AGRICULTURAL EQUIPMENT DEALERS IN ANTICIPATION OF OUTGOING AGRICULTURAL MISSION TO SYRIA AND JORDAN PROPOSED FOR FY 88/89. MARKET SEGMENT REPORT TO BE DONE.

EXTENSIVE PROMOTION OF CDN SOURCES OF SUPPLY FOR DILSEED PRODUCTS (CORN DIL, SUNFLOWER AND CANOLA) TO LOCAL SUPERMARKET OPERATORS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 SUPPORT FOR THE EFFORTS OF AGRODEV CANADA IN FINAL NEGOTIATIONS FOR THE DESIGN AND MANAGEMENT OF A 300HA. AGRICULTURAL COMPLEX AT AL MUDAWARA IN SOUTHEASTERN JORDAN.

QUARTER: 2 -----

- QUARTER: 3 -----
- QUARTER: 4 -----

AWARD OF MANAGEMENT CONTRACT TO CDN FIRM CLIENT & POSSIBLE SALES OF CDN FARM EQUIP. FOR PROJECT REQUIREMENTS.

ANTICIPATED RESULTS:

CONTINUED IMPORTATION OF CDN SEED BY LOCAL IMPORTERS UNDER THE AEGIS OF A LONG TERM MARKET DEVELOPMENT PROGRAMME.

ON GOING SUPPLY BY CON EXPORTERS SUCH AS GOL-DEN VALLEY, GRENADIER & DALTON TO JORDANIAN CUSTOMERS.

IDENTIFICATION OF LOCAL REQUIREMENTS FOR FARM EQUIPMENT AND AGRICULTURAL MACHINERY.

TRIAL ORDERS FOR CDN OILSEED PRODUCTS.

QUARTERLY RESULTS REPORTED:

FINAL AGREE. REACHED BETWEEN AGRODEV & LOCAL CLIENT IN RESPECT OF DESIGN & MNGMT SRVCS FOR THE FARM. EDC FINANCING & PARALLEL SWEDISH CREDIT IN LAST PHASES OF APPROVAL FOR COMMENCE-MENT OF PLANT. /CULTIV. ACTIV. FOR WINTER 87 CORP

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 : 340-AMMAN

011-DIL & GAS EQUIPMENT, SERVICES SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

FOLLOW-UP TO PARTICIPATION BY SENIOR OFFICIALS OF SYRIAN PETROLE-UM CORP (SPC) AT NPS'86 IN CALGARY AND PROPOSE SIMILAR EXERCISE FOR 1988.

RESEARCH & MONITORING OF NATURAL GAS FINDS & DEVELOPMENT PLANS BY SPC FOR FIELDS SUCH AS THAYEM & TRIASSIC IN NORTH & NORTHEASTERN SYRIA.

FOLLOW-UP TO PREVIOUS & FORTHCOMING VISITS BY CON MANUES. & SUPPL-IERS OF OIL & GAS EQUIPMENT IN TERMS OF BUILDING RELATIONSHIPS WITH LOCAL AGENTS/REPS & AWARENESS OF CON CAPABILITY IN GOVT PURCHASING CIRCLES.

ANALYSIS OF REQUIREMENTS OF HOMS REFINERY FOR ENVIRONMENTAL IMPACT ASSESSMENT & POTENTIAL EXPANSION PROGRAMME.

DEVELOPMENT OF CLOSER CONTACT WITH PRINCIPLES OF AL-FURAT DRILL-ING(PARTICULARLY PECTEN PERSONNEL)IN ORDER TO DETERMINE POSSIBLE SCOPE OF CDN SERVICES IN ONGOING LOCAL DRILLING PROGRAMMES.

MAJOR SECTORAL ANALYSIS OF SYRIAN DIL & GAS DEVELOPMENT WITHIN CONTEXT OF PLANNED ACTIVITIES IN THE 1987-1992 FIVE YEAR PLAN. ANTICIPATED RESULTS:

GREATER RECEPTIVENESS TO CDN SOURCES OF SUP-PLY IN DIL & GAS SECTOR FROM MOST IMPORTANT STATE CONTRACTING AGENCY IN SAR.

TIMELY ADVICE TO CDN BIDDERS OF DOWNSTREAM TENDERS FOR EQUIP & SERVICE REQUIREMENTS FOR THESE AND OTHER PROJECTS.

AWARD OF CONTRACTS TO CDN BIDDERS IN PROJECTS RELATED TO PETROLEUM & NATURAL EXPLORATION THRU EFFECTIVE USE OF LOCAL PARTNERS AND/OR ASSOCIATES.

PARTICIPATION BY CDN CONSULTANTS & SUPPLIERS IN TENDERS FLOATED RELATING TO THIS PROJECT.

POTENTIAL CONTRACTING OF CDN FIRMS BY PECTEN ON DIRECT BASIS, FOR SPECIFIC TASKS REQUIRED BY THEM IN SYRIA.

PROVIDE BASIS FOR POST INITIATED PROMOTIONAL ACTIVITIES ON BEHALF OF CDN INDUSTRY AND OUTGOING VISITS TO TERRITORY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 SUPPORT FOR ON-GOING EFFORTS OF PROPAK SYSTEMS OF CANADA IN NEGOTIATIONS WITH SYRIAN PETROLEUM CO. FOR THE THAYYEM GAS TREATMENT PROJECT.
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

SYRIAN CLIENT ACCEPTED EDC CREDIT TERMS ON 2 MAY FOR THE SUPPLY OF CDN \$35 MILLION DF GOODS AND SERVICES FOR THAYYEM PROJECT. FINAL NEGOCIATIONS WITH EDC & EXPRTR CONCL. IN DAMASCUS END-JUNE. CONTRACT & LOAN AGREE. TO BE FINAL. BY END-JULY.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FISCAL YEAR B7 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 340-AMMAN

001-AGRI & FOOD PRODUCTS & SERVICE SYRIA

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ALL SUB-SECTORS

COMPLETE ASSESSMENT OF LOCAL FIRMS APPROVED BY GOVT FOR FORMATION OF "MIXED COMPANIES"THEREBY ABLE TO UNDERTAKE SEMIPRIVATE FARMING OPERATIONS LOCALLY.

FOLLOW-UP TO AGENCY RELATIONSHIPS ARISING FROM PARTICIPATION IN MAY 1986 FOOD FAIR NUMBER OF LOCAL REPS. HAVE VISITED CANADA AND TRIAL ORDERS MADE.

POTENTIAL LOCAL AGENT FOR CANADIAN TRADING HOUSE SEEKING OUTLET FOR HEINZ CANADA PRODUCTS IN LOCAL MARKET, INCLUDING BABY FOOD PRODUCTS.

IDENTIFICATION OF CON AGRICULTURAL EQUIPMENT & IMPLEMENTS WHICH COULD BE UTILIZED IN LOCAL PRODUCTION ACTIVITIES IN ORDER TO TABLE "PACKAGES "TO LOCAL FARM OPERATORS AND GOVT.

LIAISON & SUPPORT OF CANADIAN WHEAT BOARD & REGISTERED AGENTS EFFORTS IN HAVING CON CEREAL GRAINS CONTRACTED FOR FUTURE REQUI-REMENTS.

ANALYSIS OF AGRICULTURAL PROJECTS UNDER CONSIDERATION BY THE MINISTRIES OF PLANNING & AGRICULTURE IN ORDER TO INFORM INTERES-TED CON FIRMS OF POTENTIAL OPPORTUNITIES.

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

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

QUARTER: 4 -----

SELECTION OF LOCAL PARTNER FOR "FLASHING" AGRICULTURAL PROJECT ON MARKET, CONTIGENT ON CAPITAL AVAILABILITY FOR SAME.

ANTICIPATED RESULTS:

REGULAR SUPPLY & SHIPMENT BY CDN EXPORTERS OF CANNED JUICES, JAMS AND HONEY PRODUCTS TO LOCAL MARKET.

HEINZ CANADA PARTICIPATING AT 87 FOOD FAIR & SHIPMENT COMMENCING BY LATE IN YEAR.

TO FORM BASIS FOR RECRUITMENT OF 1988 AGRICU-LTURAL EQUIP AND TECH MISSION TO SYRIA AND JORDAN.

CONTINGENT ON THE RESULT OF CURRENT SUBSIDY ISSUES BY COMPETITORS, A RETURN TO 1985(\$25M) SUPPLY LEVELS FOR CDN WHEAT.

SELECTION OF POTENTIAL"DOWNSTREAM"AGRICULTU-RAL INTERESTS FOR CDN FIRMS ENGAGED IN INI-TIAL MARKET PENETRATION ACTIVITIES.

QUARTERLY RESULTS REPORTED:

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 : 340-AMMAN

EPORT 4

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

DECISION BY SYRIAN TELECOMMUNICATIONS ESTABLISHMENT IN RESPECT OF BIDDERS FOR SAR PORTION OF REGIONAL FIBRE OPTICS LINK.

DECISION BY STE OF SUPPLIER FOR NEW GENERATION OF SWITCHING EQUIP (PABX"S)OF WHICH CDN., GERMAN AND JAPANESE SUPPLIERS REMAIN IN RUNNING.

ON-GOING ASSISTANCE TO CDN EXPORTERS IN SALES EFFORTS TO CLIENTS SUCH AS THE SYRIAN SCIENTIFIC RESEARCH COUNCIL(SSRC)FOR CDN-MADE COMPUTER PERIPHERAL AND DATA NETWORKING PRODUCTS.

SECTORAL ANALYSIS OF COMMUNICATIONS PLANNING & PROCUREMENT STRA-TEGIES EVISIONED BT SAR WITHIN THE CONTEXT OF THE FORTHCOMING FIVE YEAR PLAN.

UTILIZATION OF CDN PARTICIPATION AT DAMASCUS INT'L FAIR TO EXPOSE SYRIAN AGENCIES TO NEW TECHNOLOGIES & DEVELOPMENTS IN TELECOM FIELD FOR POTENTIAL LOCAL APPLICATION. ANTICIPATED RESULTS:

AWARD OF CONTRACT TO CDN GROUP.

AWARD OF CONTRACT TO CDN SUPPLIER.

ADDITIONAL SALES OF CDN HARDWARE TO SSRC FROM CURRENTLY MODEST LEVELS & UTILIZE SUCH SALES AS PROMOTIONAL TOOL FOR OTHER POTENTIAL CLIENTS.

TIMELY ADVICE TO LOCAL AGENTS OF CDN SUPPLI-ERS & POTENTIAL NEW EXPORTERS OF ANTICIPATED MARKET REQUIREMENTS.

POTENTIAL INTRODUCTION OF CELLULAR RADIO DEVELOPED IN CDA FOR UTILIZATION BY STE FOR REMOTE COMMUNICATIONS REQUIREMENTS.

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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 : 340-AMMAN

014-EDUCATION, MEDICAL, HEALTH PROD SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PHARMACEUTICALS, BIOTECHNOLOGY

ASSISTANCE TO IBN-WALID SCIENTIFIC OFFICE IN EFFORTS TO INTRODUCE CDN PHARMACEUTICAL PRODUCTS TO PHARMEX, THE SYRIAN STATE AGENCY MANDATED TO IMPORT SUCH ITEMS.

ON-GOING CONTRACTUAL AGREEMENTS BETWEEN ACCC OF CANADA AND SYRIAN SCIENTIFIC RESEARCH COUNCIL (SSRC) FOR TRAINING OF LOCAL PERSON-NEL IN CANADA.

ASSESSMENT OF MARKET POTENTIAL FOR PRODUCTS MANUFACTURED BY CON-NAUGHT LABORATORIES OF TORONTO (INSULIN TREATMENTS, INNOCULATIONS AND BILOGICAL REAGENTS)

FOLLOW-UP BY ACCC OF CURRENT ACTIVITIES WITH SSCR IN HOPES OF AWARD OF CONTRACT FOR PHASE II OF TRAINING PROGRAMME REQUIREMENTS

ANTICIPATED, RESULTS:

REGISTRATION & CERTIFICATION FOR CDN SUPPLI-ERS IN ORDER TO FACILITATE PARTICIPATION IN PHARMEX TENDERS.

4 OR 5 SYRIAN CANDIDATES TO BE TRAINED AT CDN UNIVERSITIES IN 1987.

REFERAL TO CONNAUGHT OF LOCAL AGENTS IN ORDER TO COMMENCE PRODUCT CERTIFICATION AND REGIS-TRATION.

ACCC CONTRACT FOR WORK IN-SYRIA FOR ON-SITE CURRICULUM DEVELOPMENT OF SSCR TECHNICAL TRAINING PROGRAMMES.

QUARTERLY RESULTS REPORTED:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 2 -----

QUARTER: 1 -----

- QUARTER: 3 -----
- QUARTER: 4 -----

FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN 009-FOREST PRODUCTS, EQUIP, SERVICES POST : 340-AMMAN SYRIA ANTICIPATED RESULTS: ACTIVITIES PROPOSED IN POST PLAN: ALL SUB-SECTORS SUPPORT FOR CDN CONSULTING ENGINEERING FIRMS EFFORTS IN DETERMI-CONSULTANCY CONTRACT FOR ASSESSMENT AND DETERMINATION OF METHODOLOGY FOR SAME NING POTENTIAL PROGRAMME TO ASSIST SYRIANS IN HANDLING OF WASTE PRODUCTS (PHENOL) FROM PULP AND PAPER PRODUCTION. ASSESSMENT OF SYRIAN REQUIREMENTS IN THE UPGRADING OF EXISTING PULP & PAPER FACILITIES FOR THE PRODUCTION OF LINT PULP AND CDN PARTICIPATION IN TENDERS FLOATED BY GENERAL ESTABLISHMENT FOR CHEMICAL PRODUCTION RELATED TO LINT PULP MANUFACTURING FACILITIES ASSOCIATED PRODUCTS. DETERMINATION OF ADDITIONAL OPPORTUNITIES FOR CDN INDUSTRY IN SECTOR OF GROWING IMPORTANCE SECTORAL ANALYSIS OF CURRENT SYRIAN FORESTRY RESOURCES AND PULP AND PAPER PRODUCTION FACILITIES. TO SYRIA AND WHERE CON EXPERTISE KNOWN AND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

PLANNING:

QUARTERLY RESULTS REPORTED:

PAGE : 25



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

REPORT #5 87/10/13	QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROF FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RES	DGRAM AT MISSIONS ABROAD FOR FY 87 P SULTS STATED IN MISSION'S ANNUAL PLAN	a
340 - AMMAN PLANNING:	JORDAN ACTIVITIES PROPOSED IN POST PLAN	ANTICIPATED RESULTS	
SERVICE INDUST IDENTIFICA OF MARKET	RIES SERVICES NOT ELSEWHERE SPECIF. TION OF LOCAL INVESTORS IN ABOVE SECTORS AND ENCOURAGEMENT RECONNAISSANCE VISITS TO CANADA.	IDENTIFICATION OF 6 TO 10 POTENTIAL JORD- ANIAN INVESTORS AND ASSISTANCE IN ORGANI- ZATION OF INITIAL VISITS TO CANADA.	
PROVIDE IN	INDUSTRY EQUIPMENT & MACHINERY NFD FOR OPPORTUNITIES CANADA DATA BASE REGARDING INVESTMENT IN ABOVE SECTORS AND ENCOURAGE PARTICIPATION OF CONF.	PARTICIPATION BY 5 TO 8 LOCAL INVESTORS AT OPPORTUNITIES CANADA.	
VISIT LOCA	CHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP. AL INDUSTRIALISTS/OWNERS OF LOCAL PRODUCTION UNITS IN SECTOR TO GAUGE POTENTIAL INTEREST IN CANADA AS DESTINATION FOR VVESTMENT.	RS IDENTIFICATION OF ADDITIONAL JORDANIAN CANDIDATES FOR VISITS TO CANADA AND PRO- VIDE CONTACTS FOR FURTHER INVESTIGATION OF INVESTMENT OPPORTUNITIES.	
CONSUMER PRODU No propose	JCTS FURNITURE & APPLIANCES		
EDUCATION, MEDI No propose	ICAL,HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY ed activities indicated		
PROMOTION	Y ORIENTED ACTIVITIES OF PRIVATELY ADMINISTERED INVESTMENT SYNDICATE PROGRAM TO ESTORS INTERESTED IN POSSIBLE IMMIGRATION TO CANADA.	RECRUITMENT OF 2 OR 3 SYNDICATE MEMBERS FOR FY 87/88.	
VISITS TO OPPORTUNIT	MAJOR JORDANIAN BANKS TO INFORM THEM OF POTENTIAL INVESTMENTIES IN CANADA FOR CORP. CLIENTS.	NT DISSEMINATION OF INVESTOR INFO TO BROADER BASE OF LOCAL CONTACTS.	

page A

EPORT #5

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

page B

340 - AMMAN RACKING: ACTIVITIES UNDERTAKEN IN QUARTER JORDAN

RESULTS REPORTED

QUARTER : 1

FOLLOW-UP TO MARCH 87 OPPORTUNITIES CANADA CONFERENCE IN TORONTO. RECRUITMENT OF POTENTIAL SYNDICATE MEMBERS FOR CIBC PAIS PROGRAM. CONTACT WITH 10 JORDANIAN DELEGATES TO CONFE-RENCE IN ORDER TO DETERMINE LEVEL OF INVSTMT ACTIVITY RESULTING FM PART'N. FORMAL REPORT TO BE SUBMITTED TO HQ IN AUGUST/SEPTEMBER. TWO JORDANIAN CANDIDATES REFERED TO CIBC REGION-AL OFFICER IN BAHRAIN.

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 : 346-BAGHDAD

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

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

TELECOMMUNICATIONS (INC SPACE)

PURSUE MATTER OF SATELLITE GROUND RECEIVING STATION PROJECT WITH IRAQI OFFICIALS.

APPLY PRESSURE ON IRAQI AUTHORITIES CONCERNING OVERDUE LETTERS OF CREDIT PAYABLE BY ROFIDAIN BANK FOR PREVIOUS SALES TO IRAGI CLIENTS IN THIS SUB SECTOR.

THERE IS OUTSTANDING INVITATION FOR IRAQI MINISTER OF TRANSPORTA-TION & COMMUNICATIONS TO VISIT CANADA, VISIT EXPECTED TO TAKE PLACE IN FIRST HALF OF '87, IRAQIS PAYING DWN EXPENSES.

SUPPORT ACTIVITIES OF A MAJOR CDN SUPPLIER IN GREATER DEPTH FOLLOWING CLOSING OF THEIR BAGHDAD OFFICE.

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

QUARTER: 1 SUPPORT ACTIVITIES OF BELL CANADA INTERNATIONAL IN BAGHDAD IN REGARD TO MAJOR CONTRACT NEGOTIA-TIONS WITH IRAQI MINISTRY OF DEFENCE (MOD).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

HELP TO REVIVE PROJECT WORTH OVER CDN DOLLARS 20 MILLION WHICH IS ALSO BEING CONSIDERED FOR SUPPORT UNDER SECTION 31 GOVT FINANCING.

EXPEDITE PAYMENT OF OVER CDN 2 MILLION OWED AND/OR ENCOURAGE IRAGIS TO PRESENT PROPOSALS FOR RESCHEDULING/REPAYMENT TO CDN COMPANIES.

THERE IS HOPE THAT VISIT WILL HELP STIMULATE CONCLUSIVE CHOICE OF CANADIAN TECHNOLOGY AND TRAINING.

PROVIDE CONTINUITY OF LOGISTICAL SUPPORT FOR THIS FIRM WHICH WAS FORCED TO CLOSE OFFICE IN IRAQ FOR FINANCIAL REASONS.

QUARTERLY RESULTS REPORTED:

IN THE ABSENCE OF BCI PERSONNEL IN BAGHDAD, HELPED TO MAINTAIN NEGOTIATIONS WITH MOD AND CENTRAL BANK OF IRAQ. OUR ASSISTANCE HELPED KEEP PROSPECTS OF SUCCESSFULLY CONCLUDING NEGOTIATIONS ALIVE.

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 : 346-BAGHDAD

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

AUTOMOTIVE

REPORT 4

87/09/25

IN CONJUNCTION WITH COMPANIES INVOLVED, PURSUE OVERDUE LETTERS OF CREDIT WORTH IN EXCESS OF 3 MILLION AT RAFIDAIN BANK AND IRAGI STATE ORGANIZATION FOR IMPORTS.

REGULAR CONTACTS WITH VARIOUS IRAQI MINISTRIES REGARDING THEIR REQUIREMENT FOR VEHICLES AND SPARE PARTS.

ANTICIPATED RESULTS:

INDURE PAYMENT OF OUTSTANDING DEBTS AND DRAW PROMPT ATTENTION TOWARDS NEW LETTERS OF CREDIT WHICH WILL COME DUE IN 1987.

ADVISE CDN CO. ABOUT OPPORTUNITIES FOR SUPPLY OF SPARE PARTS AND/OR NEW VEHICLES & HELP CONVINCE IRAGI ORGANIZATIONS TO SEND MORE TENDERS TO CDN FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PROVIDE ASSISTANCE TO GENERAL MOTORS MARKET DEVELOPMENT OF CANADA LTD. (GMMD) AND EXPORTA-TION QUEBEC IN THEIR WORK TO RECOVER OVERDUE PAYMENTS AND SECURE NEW CONTRACTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

POST'S INTERVENTION & ASSISTANCE IN NEGOTIATING WITH FOREIGN ECON. RELATIONS COMMITTEE RESULTED IN THE REPAYMENT OF ALMOST \$300,000 TO EXPORTA-TION QUEBEC & SCHEDULING OF REPAYMENT NEGOT'NS WITH GMMD. OUR HELP LED INDIR. TO A NEW CONTRACT.

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 : 346-BAGHDAD

014-EDUCATION, MEDICAL, HEALTH PROD IRAG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

EDUCATIONAL SERVICES, EQUIPMENT

WORK WITH ARAB FEDERATION FOR FOOD INDUSTRIES TOWARDS REVIVING THE PROJECT FOR DEVELOPMENT OF A FOOD SCIENCE & TECHNOLOGY INSTI-TUTE FOR THE ARAB WORLD TO BE BUILT IN BAGHDAD.

DEVELOP CONTACTS AT IRAQIMINISTRY OF PLANNING WHO NOW HAVE ROLE AS CLEARING HOUSE FOR EDUCATIONAL/VOCATIONAL TRAINING REQUIRE-MENTS FOR ALL IRAQI MINISTRIES.

LEND ASSISTANCE TO ASSOCIATION OF COMMUNITY COLLEGES OF CDA(ACCC) IN ESTABLISHMENT OF REGIONAL OFFICE IN AMMAN (MAR 87)WHICH ALSO COVER IRAQ. FACILITATE THEIR CONTEXT WITH IRAQI ORGANIZATIONS AND OFFICIALS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 MAINTAIN LINKS ESTABLISHED BETWEEN CDN ORGANIZA-TIONS IN FIELD SUCH AS ASSOCIATION OF CDN COMMU-NITY COLLEGES (ACCC), ONTARIO INT'L CORP., GIFFELS ASSOCIATES LTD., CDN BUREAU FOR INT'L EDUCAT'N (CBIE) & RELEVANT IRAGI OFFICIALS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

CDN CONSULTANT TO PREPARE FEASABILITY STUDY. REVIVING PROJECT WILL LIKELY RESULT IN AWARD TO CAN MAY ALSO LEAD TO ADDITIONAL CDN INVOL-VEMENT.

INCREASE AWARENESS AMONG IRAQI ABOUT CAPABI-LITIES OF CDN EDUCATIONAL SERV. /TRAINING CO. INDUCE IRAQIS TO SEND TENDERS FOR TRAINING REQUIREMENT TO CDN FIRMS.

DEVELOP SPECIFIC PLANS FOR TRAINING PROGRAM-MES BY ACCC WHICH CAN BE MARKETED IN IRAQ AND INCREASE INTEREST AMONG IRAQIS FOR COOPERA-TION WITH CDA.

QUARTERLY RESULTS REPORTED:

PRESENTED PROPOSAL FOR COOPERATION FROM CBIE TO MINISTRY OF HIGHER EDUCATION AND SCIENTIFIC RESEARCH, AND HELPED CBIE DEVELOP OTHER CONTACTS IN MINISTRY AND AT MINISTRY OF LABOUR.

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 : 346-BAGHDAD

003-GRAINS AND OILSEEDS

PLANNING:

REPORT 4

87/09/25

ACTIVITIES PROPOSED IN POST PLAN:

PROVIDE FOLLOW-UP FOR CDN WHEAT BOARD IN THEIR DAILY DEALINGS WITH IRAGI CLIENTS, PARTICULARLY IN THE CASE OF DELAYED PAYMENTS

ASSIST CDN INTERNATIONAL GRAIN INSTITUTE ACTIVITIES IN IRAQ WHICH INCLUDE REGULAR TRAINING COURSES FOR IRAQI OFFICIALS IN CDA, AND PERIODIC SEMINARS DEVELOPPED BY CIGI IN IRAQ.

WORK WITH AGRICULTURAL RESEARCH ESTABLISHMENT IN IRAQ TO IMPROVE THEIR KNOWLEDGE OF BENEFITS OF CANOLA THROUGH FIELD TRIALS, FEEDING TRIALS AND TECHNICAL SEMINARS.

DEVELOP PROGRAMS JOINTLY WITH ARAB FEDERATION OF FOOD INDUSTRIES FOR TECHNICAL SEMINAR ON CULTIVATION AND USES OF CANOLA TO BE HELD AT UNSPECIFIED LOCATION IN MIDDLE EAST IN LATE 1987.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 PROVIDE SUPPORT FOR CANADIAN WHEAT BOARD AND CANADIAN INT'L GRAINS INSTITUTE FOR THE SERVICES WHICH THEY RENDER TO IRAQ IN FULFILLMENT OF LONG TERM GRAIN AGREEMENT.
- QUARTER: 2 -----
- QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

EXPEDITE PAYMENTS WHERE REQUIRED AND SMOOTH PROBLEMS CAUSED BY POOR COMMUNICATIONS, ETC.

THROUGH ADDITIONAL TRAINING AND SUPPORT FOR IRAQ SPECIALISTS, CAN ENHANCE PROSPECTS OF CDN GRAIN SALES TO IRAQ.

IRAQIS WILL BEGIN TO APPRECIATE TECHNICAL AND NUTRITIONAL BENEFITS OF CANOLA WHICH COULD LED TO INITIAL IMPORTS OF MEAL AND OIL.

INTRODUCE CDN TECHNOLOGY VIS INFLUENTIAL ORGANIZATION TO MANY ARAB COUNTRIES; HELP TO INFLUENCE ARAB SPECIALIST/IMPORTERS IN FAVOUR OF CANOLA AS ALTERNATIVE TO TRAD'L OIL IMPORT

QUARTERLY RESULTS REPORTED:

HELPED TO ORGANIZE SUCCESSFUL 2 WEEK SEMINAR ON FLOUR MILLING AND QUALITY CONTROL SPONSORED BY CIGI FROM 18-30 APRIL 1987

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 : 346-BAGHDAD

011-DIL & GAS EQUIPMENT, SERVICES IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MACHINERY AND EQUIPMENT

DEVELOP CONTACTS AT IRAQI MINISTRY OF OIL AND ITS AFFILIATED ENTERPRISES TO IMPROVE INTELLIGENCE OF BOTH PLANS FOR DEVELOPMENT OF OIL INDUSTRY EXPLORATION, PRODUCTION AND EXPORT FACILITIES.

SUPPORT ACTIVITIES OF CANADIAN COMPANIES SUCH AS NOWSCO WELL SERVICE LTD., WHO ARE NEW TO THE MARKET.

COMPREHENSIVE REVIEW OF REQUIREMENTS OF IRAQI NATIONAL OIL COMPANY'S AND SISTER ORGANIZATIONS' REQUIREMENTS OF OIL AND GAS EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

USE RESULTS TO HELP CDN FEDERAL & PROVINCIAL GOVTS TO UNDERSTAND IRAQI PLANS FOR DIL IND. AND TO ADVISE CDN CO. OF EXPECTED REQUIREMENTS FOR EQUIPMENT, PARTS, ETC.

ANTICIPATED RESULTS:

SMALL INITIAL SALES TO STIMULATE IRAGI DEMAND WHICH WOULD THEN SERVE TO ENTICE ADDITIONAL CANADIAN FIRMS INTO MARKET.

PRESENT FINDING TO CANADIAN COMPANIES FOR THEIR FOLLOW-UP.

QUARTERLY RESULTS REPORTED:

REPORT 4 37/09/25	QUARTERLY PROGRESS REPORT OF EXPORT PROMOTI AT MISSIONS ABROAD FOR FISCAL YEAR FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED	87
POST : 341-CAIRO	011-OIL & GAS EQUIPMENT, SERVICES ARAB REPUBLIC OF EGYPT	
PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTO	DRS	
FOLLOW	V-UP WITH ENPPI REGARDING THE SENDING OF TWO PERSONNEL TO A TO EVALUATE PETROLEUM RELATED TRAINING FACILITIES.	POSSIBLE CONTRACT FOR TRAINING IN CANADA OR ON SITE EGYPT.
GATHER EGPC I	R MARKET INTELLIGENCE ON MAJOR AREAS OF EXPANSION PLANNED BY IN THE NEW 5 YEAR PLAN 1987/1990.	PROVIDE CANADIAN COMPANIES WITH RELATIVE INFO ON EGPC PLANNED ACTIVITIES.
TRACKING	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
EX	D GATHER MARKET INTELLIGENCE ON MAJOR AREAS OF YPANSION PLANNED BY MINISTRY OF PETROLEUM IN EW 5-YEAR-PLAN 1987-1992.	GATHERED INFORMATION RELATING TO NEW 5-YEAR-PLAN PARTICULARLY RELATING TO NEW GAS CLAUSE FOR DIS- TRIBUTION TO CANADIAN COMPANIES. PUBLISHED SY- NOPSIS ON NEW GAS CLAUSE IN ECBC NEWSLETTER.
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 : 341-CAIRO

007-POWER & ENERGY EQUIP. & SERV. ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

DEPENDING ON EGYPT'S ECONOMIC SITUATION, PUT IN PLACE EDC/CIDA GENERAL DEVELOPMENT LINE OF CREDIT.

CONTINUE EFFORTS TO OBTAIN AND ANALYZE INFO ON NEW 5 YEAR PLAN AND NEW FUNDING ALLOCATIONS UNDER IBRD/ADB.

CONTINUE SYSTEM OF REGULAR FOLLOW-UP WITH OFFICIALS TO ENSURE SMOOTH CONTRACT/TENDER PROGRESS FOR ACTIVE CDN COMPANIES AND/OR TO FIND NEW OPPORTUNITIES.

INCLUSION OF ENERGY TRANSMISSION/GENERATION PROFILE IN PROMOTIO-NAL/INFORMATIONAL BROCHURES LIKE ECBC NEWSLETTER DOING BUSINESS IN EGYPT, ETC.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 TO CONTINUE EFFORTS TO OBTAIN AND ANALYSE INFO ON NEW 5-YEAR-PLAN FOR EGYPT AND TO DETERMINE IBRD/ADB FUNDING INTENTIONS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

GDLOC SIGNATURE COULD ENSURE ONE CDN CONTRACT WORTH \$23M

OFFERS ADVANCE NOTICE OF OPPORTUNITIES TO CDN COMPANIES & ALLOWS NEEDED TIME FOR EFFECTIVE BIDDING.

ENSURES COMPETITOR INTERFERENCE IS CHECKED THEREBY PROTECTING STATUS OF CON BIDS.

INFORMS CDN COMPANIES/GOVERNMENT DEPARTMENTS - ENCOURAGES INVESTIGATION OF THIS MARKET AND OFFERS VALUABLE "HOW TO " INFORMATION.

QUARTERLY RESULTS REPORTED:

COMPLETED REPORT ON ELECTRICAL GENERATION AND TRANSMISSION SECTOR WHICH INFORMED CANADIAN CO. / GOVT. SYNOPSIS ON SECTOR PUBLISHED IN ECBC NEWSLETTER.

EF 7/	PORT 4 /09/25		AT MISSIONS	EPORT OF EXPORT PROMO ABROAD FOR FISCAL YE CIPATED RESULTS STATE	OTION PROGRAM EAR 87 ED IN MISSION'S ANNUAL PLAN	PAGE: 33
809	GT : 341-CAIRO		001-AGRI & FOO	D PRODUCTS & SERVICE ARAB REPUBLIC OF EGYP	РТ	
PLA	ANNING:	ACTIVITIES PROPOSED IN	POST PLAN:		ANTICIPATED RES	SULTS:
1	AGRICULTURE MAC	H, EQUIP, TOOLS			and a second second	
8	PAST POS THE MARK	T ACTIVITIES HAVE MADE ET AND THE EGYPTIAN PLA	SOME IN-ROADS BUT W N IMPLEMENTATION.	E WERE AHEAD OF	AS EGYPTIAN PLANS GO FORM MORE AGENTS.	JARD, APPOINTMENT OF
	ENCOURAG AGENTS.	E CANADIAN MANUFACTURER	S TO VISIT MARKET A	ND APPOINT	TO BE ON THE SCENE WHEN	THE MARKET EXPANDS.
	VISIT NE ESTABLIS	WLY ESTABLISHED AGRICUL HED.	TURAL MACHINERY CEN	TRES BEING	OPEN DOORS FOR CANADIAN (INTELLIGENCE.	COMPANIES AND GATHER
TRA	ACKING:	ACTIVITIES UNDERTAKEN I	N QUARTER:		QUARTERLY RESU	LTS REPORTED:
	QUARTER: 1 TO S	END VISITORS FROM EGYPT DA FARM PROGRESS SHOW,	AND SUDAN TO WESTE REGINA	RN	VISITORS UNABLE TO GO DUN	E TO PRIOR COMMITMENTS.
	QUARTER: 2		•			
	QUARTER: 3					
-	QUARTER: 4					

e de méric	REPORT 4 87/09/25	QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FISCAL YEAR 87 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN	PAGE
a hard and	POST :341-	-CAIRD 004-DEFENCE PROGRAMS, PRODUCTS, SERV ARAB REPUBLIC OF EGYPT	
	PLANNING:	ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:	
		MARKET IS GROWING AND U.S. FIRMS WILL NOT KEEP PACE. MARKET TO OPEN TO OTHER THAN U.S. FIR ENCOURAGE CANADIAN FIRMS TO CONTINUE MARKETING EFFORTS.	MS.
	TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:	
3	QUARTE	R: 1	
1	QUARTE	R: 2	
	QUARTE	R: 3	
	QUARTE	R: 4	

003-GRAINS AND OILSEEDS ARAB REPUBLIC OF EGYPT POST : 341-CAIRO PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS: OILSEEDS POST BEGAN EFFORTS TO HAVE CANOLA APPROVED FOR IMPORTATICN APPROXIMATELY 5 YEARS AGD. EFFORTS CONTINUE CERTIFICATION BY HEALTH OFFICIALS FINAL APPROVAL STILL REQUIRED. CANOLA TO BE APPROVED. VISITS TO CANADA BY EGYPTIAN AUTHORITIES. CANOLA TO BE PROVEN TO BE SAFE. PRESSURE ON MINISTER OF HEALTH CANOLA APPROVAL ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

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

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QUARTERLY RESULTS REPORTED:

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POST : 341-CAIRD	005-COMM.		EQP. & SERV REPUBLIC OF					
PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:				AN	TICIPATED RESUL	TS:	
VISIT PROVIN	TO CANADA BY SENIOR EGYPTIAN OFFICIALS A ICES, GOVERNMENT, AND COMPANIES.	S GUESTS	OF	, Fr	AMILIARIZAT	ION WITH CANADI	AN PRODUCTS	;
ENCOUR	AGE MORE TRAINING FOR EGYPTIANS IN CANAL)A.		F	AMILIARIZAT	ION WITH CANADI	AN PRODUCTS	ł.
				-	-			
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:				QU	ARTERLY RESULTS	REPORTED:	
OF	COURAGE VISITS TO CANADA BY SENIOR EGYPT FICIALS AS GUESTS OF PROVINCES, GOVERNME IMPANIES.	IAN INT AND		N	ATIONAL TELI	ITATION IN PERS ECOMMUNICATIONS ERENCE IN FALL CONFIRMED.	AUTHORITY	TO ATTEND
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 **REPORT 4** PAGE : 37 7/09/25 POST : 308-HARARE 011-DIL & GAS EQUIPMENT, SERVICES ANGOLA LANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS: DIRECT MAILING OF ANGOLA DIL SECTOR INFORMATION BY BUREAU TO PROSPECTIVE SUPPLYING COMPANIES IN CANADA. ALL RELEVANT COMPANIES HAVE BEEN ADVISED AND APPROPRIATE CONTACTS IDENTIFIED. QUARTERLY RESULTS REPORTED: ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING: QUARTER: 1 -----QUARTER: 2 -----QUARTER: 3 -----QUARTER: 4 -----

 REPORT 4 87/09/25	OUARTERLY PROGRESS REPORT OF EXPORT PROMOTIO AT MISSIONS ABROAD FOR FISCAL YEAR FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED	87	
 POST : 308-HARARE	001-AGRI & FOOD PRODUCTS & SERVICE BOTSWANA		
PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:	
 TRACKING: QUARTER: 1		QUARTERLY RESULTS REPORTED:	
QUARTER: 2 QUARTER: 3 QUARTER: 4			

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FISCAL YEAR 87 **REPORT** 4 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN 005-COMM & INFORM, EQP. & SERV POST : 308-HARARE ZIMBABWE LANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS: ALL SUB-SECTORS CIDA FINANCING HAS OPENED OPPORTUNITIES IN ZIMBABWE FOR TELECOM-MUNICATION EQUIPMENT - RURAL COMMUNICATION SERVICES A PRIORITY. INCREASED SHARE OF MARKET. MISSION CONTINUES TO KEEP CANADIAN EXPORTERS ADVISED OF OPPOTUNI-TIES IN SECTOR TENDERS FOR HANDSETS, TELECOMMUNICATION SYSTEMS, INCREASED SALES TO MARKET. EXCHANGE. CANADIAN ORGANIZATIONS HAVE TENDERED TO ZIMBABWE POSTS AND TELE-CANADIAN INVOLVEMENT IN SECTOR. COMMUNICATIONS DEPARTMENT FOR FEASIBILITY STUDY CONTRACTS ASSIS-TED BY HICOM. INCREASED INVOLVEMENT IN AREA. TO KEEP IMPETUS GOING IN COMMUNICATION SECTOR NOTIFYING CANADIAN COMPANIES OF CONTINUED OPPORTUNITIES. ESTABLISHMENT OF A CDN-ZIMBABWE MFTG. FACILI-TY FOR TELEPHONE HAND SETS AND/OR PABX EXCHANGE AND SUPPORT OF JOINT VENTURE (MANUFACTURING) ACTIVITIES BEING PURSUED BY TWO CANADIAN COMPANIES. SERVICE FACILITY. QUARTERLY RESULTS REPORTED: ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING: QUARTER: 1 MODERNIZATION OF TELECOMMUNICATIONS SYSTEMS AND EXTENSION OF DISTRIBUTION SYSTEMS TO RURAL AREAS QUARTER: 2 -----QUARTER: 3 -----

QUARTER: 4 -----

7/09/25

DETAILS OF TELECOM'N SYSTEMS EQUIPMENT REQUIRE-MENTS OVER FIVE YEAR PLAN PERIOD OBTAINED FROM POSTS AND TELECOMMUNICATION CORPORATION (PTC) MEETING HELD WITH TOP PTC EXECUTIVE AND EDC IN HARARE TO DISCUSS AVAILABILITY FINANCING.

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 : 308-HARARE

007-POWER & ENERGY EQUIP. & SERV. ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

SUBMISSIONS MADE BY CANADIAN CONCERNS 3 FEASIBILITY STUDIES FOR ZIMBABWE ELECTRICITY UTILITY.

KEEPING CANADIAN ENTERPRISES FULLY INFORMED ON DEVELOPMENTS IN SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 CANADIAN INVOLVEMENT IN REHABILITATION OF EXIST-ING GENERATION CAPACITY AND PLANS TO INCREASE HYDRO OR THEMAL GENERATING CAPACITY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

CANADIAN INVOLVEMENT IN SECTOR IN ONE OR MORE PROJECTS.

INCREASED CANADIAN INVOLVEMENT.

QUARTERLY RESULTS REPORTED:

MANAGEMENT SYSTEMS TEAM FROM ONTARIO HYDRO APPOINTED IN TERMS OF WORLD BANK FINANCING TO WORK WITH ZIMBABWE ELECTRICITY SUPPLY AUTHORITY - TWO YEAR CONTRACT.

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 017-SERVICE INDUSTRIES ZIMBABWE ANTICIPATED RESULTS: ACTIVITIES PROPOSED IN POST PLAN: SERVICES NOT ELSEWHERE SPECIF. THERE IS DEMAND FOR POST TO SECURE INFORMATION ON THE STATUS OF PROJECTS, THEN ADVISE CON COMPANIES FREQUENTLY IT IS NECESSARY TO INTERVENE ON BEHALF OF CANADIAN COMPANIES. FACILITATE CANADIAN PARTICIPATION IN DEVELOPMENT PROJECTS. INSTITUTE SYSTEMATIC APPROACH TO KEEPING ABREAST OF VARIOUS MULTILATERALLY FUNDED PROJECTS IN REGION. COMPANIES. FRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTER: 1 -----

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IMPROVE QUALITY OF SERVICE TO CANADIAN

QUARTERLY RESULTS REPORTED:

REPORT 4 87/09/25

POST : 308-HARARE

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

LANNING:

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 : 308-HARARE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

ASSISTANCE TO CANADIAN ENTERPRISES TENDERING FOR MULII MILLION RAIL COMMUTER LINK PROJECT HARARE.

CIDA PRIVATE SECTOR LINE OF CREDIT HAS GIVEN OPPORTUNITY FOR CDN AUTOMOTIVE PARTS SALES TOTAL \$200,000 IN 1985/86. TO KEEP IMPETUS GOING.

ANTICIPATED RESULTS:

PROJECT TO BE AWARDED TO CANADIAN ENTERPRISE.

INCREASED SHARE OF MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 EXTENSIVE LIAISON WITH ZIMBABWE AUTHORITIES RE SALE OF CANADAIR CHALLENGER AND DE HAVILLAND DASH 8, RE CANADIAN INVOLVEMENT IN PROPOSED HARARE INTEGRATED TRANSIT SYSTEM. TWO CANADIAN COMPANIES AMONGST 23 SHORTLISTED.
- QUARTER: 1 BOTSWANA RAILWAYS REQUIREMENT FOR 450 RAIL WAGONS. TWO CDN COMPANIES AMONGST TOTAL OF 11 COMPANIES SUBMITTING BIDS. ADJUDICATION EXPEC-TED END JULY 87. SALE OF DASH 8 AND CHALLENGER AIRCRAFT TO BOTSWANA.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ZIMBABWE AUTHORIT. HAVE SIGNED AN AGREE. OF SALE SUBJ. TO AVAILABILITY OF FINANCE TO PURCHASE A CHALLENGER AIRCRAFT. CIDA FUNDING OF \$500,000 CDN AGREED IN RESPECT OF BID BY DELCANDA INT'L OF TORONTO TO CARRY OUT ENGINEERING DESIGN.

ASSIST. TO 2 CDN COS IN OBTAINING TENDER DOCS/ SPECIFIC'S CONTINUED LIAISON WITH BOTSWANA RAIL AUTH. CONSELLOR COMM. & EDC OFF. MODIN & MACLEAN MET WITH PERM SEC. TO PRES. MASIRE IN BOTSWANA. DE-CISION RE CHALLENGER PURCHASE LATE JULY.

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REPORT 4 87/09/25

EPORT 4 7/09/25	QUARTERLY PROGRESS REFORT OF EXPORT PROMOT AT MISSIONS ABROAD FOR FISCAL YEA FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED	R 87	43
POST : 322-	-KINSHASA 010-MINE, METAL, MINERAL PROD & SRV ZAIRE		
PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:	
EQUIPM	ENT AND MACHINERY		
	IMPLEMENTATION OF SUPPLIER CREDIT WITH PRIVATE FINANCERS AND EDC FOR GECAMINES.	BETTER MARKET PENETRATION.	
	MEETING IN CANADA TO RAISE AWARENESS AMONG CANADIAN EXPORTERS.	INCREASED CANADIAN EXPORTS.	
	WITH THE MAJOR BUYERS IN ZAIRE, DRAW UP A LIST OF USUAL SUPPLIES.	ASSIST CANADIAN SUPPLIERS IN DEVELOPING LONG TERM TRADE RELATIONSHIPS.	3-
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:	
QUARTE	R: 1		
QUARTE	R: 2		
QUARTE	R: 3		
QUARTE	R: 4		

87/09/25 008-TRANSPORT SYS, EQUIP, COMP, SERV. POST : 322-KINSHASA ZAIRE ACTIVITIES PROPOSED IN POST PLAN: PLANNING: ANTICIPATED RESULTS: URBAN TRANSIT ESTABLISHMENT OF A NEW DISTRIBUTOR FOR ANOTHER BRAND OF TRUCKS INCREASED MARKET PENETRATION. INCREASED AND TRAILERS. EXPORTS. PROMOTING CANADIAN TRANSPORTATION PRODUCTS AND EQUIPMENT INCREASED IMPORTS. IN ZAIRE. TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED: QUARTER: 1 -----QUARTER: 2 -----QUARTER: 3 ------

QUARTER: 4 -----

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REPORT 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

EPORT 4 7/09/25	QUARTERL FORECAST OF KEY ACTIVIT	Y PROGRESS REPORT OF AT MISSIONS ABROAD TIES AND ANTICIPATED	FOR FISCAL YEAR	87	5 ANNUAL P	LAN	PAGE :
BOST : 322-KINSHASA	00	09-FOREST PRODUCTS,EG ZAIRE	UIP, SERVICES				
PLANNING:	ACTIVITIES PROPOSED IN POST PL	LAN:			ANTICIPATE	D RESULTS:	
PULP AND PAPER F	PRODUCTS		_* ``				
ESTABLISH	HING CONTACTS WITH CANADIAN PU	URCHASING OFFICES.		BETTER KNO	WLEDGE OF EXPORTS.	THE ZAIRE MARKET	AND
USE OF CI	IDA LINE OF CREDIT FOR PURCHAS	BING PAPER.		MARKET PEN	ETRATION.		
COUNT OF	PULP AND PAPER PRODUCT USERS.	 Non-a Non-a Non-a 		INCREASED	EXPORTS.		
RACKING:	 ACTIVITIES UNDERTAKEN IN QUAR	TER:			QUARTERLY	RESULTS REPORTED:	
QUARTER: 1	-						
QUARTER: 1	-						
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 : 322-KINSHASA

REPORT 4 87/09/25

> 005-COMM. & INFORM. EQP. & SERV ZAIRE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TELECOMMUNICATIONS (INC SPACE)

PARTICIPATION IN PILOT OF A CELLULAR TELEPHONE PROJECT.

PARTICIPATION BY CANADIAN COMPANIES IN CREATING A CELLULAR TELEPHONE SYSTEM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

INTRODUCTION OF CANADIAN TECHNOLOGY. INCREASED EXPORTS.

QUARTERLY RESULTS REPORTED:

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 : 348-KUWAIT

EPORT 4

011-OIL & GAS EQUIPMENT, SERVICES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

MEETINGS WITH KEY DECISION MAKERS A KUWAIT OIL COMPANY, KUWAIT NATIONAL PETROLEUM COMPANY, KUWAIT PETROLEUM COMPANY TO DETERMINE VALUE OF SIGNIFICANT O & M OPPORTUNITY.

ENCOURAGE VISITS BY CANADIAN EXPERTS IN NEW, EFFICIENT PRODUCTION EXPLORATION TECHNIQUES.

ESTABLISH INVENTORY OF MAINTENANCE AND RE-PLACEMENT OPPORTUNITIES FOR CDN SUPPLIERS. WHILE MAJOR PROJECTS ARE FEW O & M POTENT-IAL IS SIGNIFICANT.

ANTICIPATED RESULTS:

ENHANCE REPUTATION OF CANADIAN EXPERTISE, CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 INTERCAN'87, EDMONTON, ALBERTA.

QUARTER: 1 CANADIAN ENERGY RESEARCH INSTITUTE CONFERENCE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

RECRUITED HIGH LEVEL INVITEES FM ADNOC, ABU DHABI ,MIN. OF PETROLEUM, OMAN & QATAR NAT'L PETROLEUM CORP. KUWAIT INVITEES HAD TO CANCEL AT LAST MO-MEN-REPORTS PREPARED ON OPPORTUNITIES IN BAHRAIN AND KUWAIT.

MET WITH & RECRUITED MR. HANI A. HUSSAIN, EXECUTIVE ASSISTANT MANAGING DIRECTOR, MARKETING, KUWAIT PE-TROLEUM CORP. TO SPEAK AT CANADIAN ENERGY RESEARCH INSTITUTE CONFERENCE.

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 : 348-KUWAIT

004-DEFENCE PROGRAMS, PRODUCTS, SERV KUWAIT

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ALL SUB-SECTORS

MINISTRY OF DEFENCE & MINISTRY OF INTERIOR OF KUWAIT RELUCTANT TO MEET WITH FOREIGN REPRESENTATIVES GOVERNMENT OR PRIVATE. MARCH 87 MISSION MAY OPEN DOORS.

CONTINUED ATTEMPTS TO MAKE CONTACTS.

CATALOGUE SHOW AT UNIVERSITY OF KUWAIT MEDICAL SCHOOL TO PROMOTE CANADIAN PRODUCTS.

TARGET AND MEET KEY EDUCATION DECISION MAKERS.

ACTIVITIES UNDERTAKEN IN QUARTER:

ESTABLISH INITIAL CONTACTS, REQUIREMENTS CAN BE ASCERTAINED.

ANTICIPATED RESULTS:

MORE KNOWLEDGE OF SECTOR, INCREASE AWARENESS OF CANADIAN SUPPLIERS.

INCREASE AWARENESS AND DEMAND FOR CANADIAN PRODUCTS NOW FINDING INCREASED FAVOUR WITH KUWAIT AUTHORITIES.

ENCOURAGE VISITS TO CANADIAN EDUCATION/ GOVERNMENT INSTITUTIONS TO INCREASE KNOW-LEDGE OF CANADIAN PRODUCTS AND SERVICES.

QUARTERLY RESULTS REPORTED:

TRACKING:

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

QUARTER: 4 -----

014-EDUCATION, MEDICAL, HEALTH PROD OST : 348-KUWAIT KUWAIT ANTICIPATED RESULTS: ACTIVITIES PROPOSED IN POST PLAN: PLANNING: ALL SUB-SECTORS HIGHER PROFILE FOR CANADA. VISIT OF MINISTER OF EDUCATION OF ONTARIO. ESTABLISH REQUIREMENTS AND INCREASE AWARENESS VISITS TO KEY PURCHASING PERSONNEL IN HOSPITALS, CLINICS. MINISTRY TO PROMOTE CANADIAN MEDICAL & HEALTH CARE PRODUCTS. OF CANADIAN EXPERTISE. INCREASE AWARENESS AND DEMAND FOR CANADIAN PRODUCTS NOW FINDING INCREASED FAVOUR WITH CATALOGUE SHOW AT UNIVERSITY OF KUWAIT MEDICAL SCHOOL TO PROMOTE CANADIAN PRODUCTS. KUWAIT AUTHORITIES. ENCOURAGE VISITS TO CANADIAN EDUCATION/ GOVERNMENT INSTITUTIONS TO INCREASE KNOW-LEDGE OF CANADIAN PRODUCTS AND SERVICES. TARGET AND MEET KEY EDUCATION DECISION-MAKERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 MET WITH UNDERSECRETARY OF HEALTH, KUWAIT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

UNDERSECRETARY OF HEALTH TO VISIT CANADA IN OCTOBER TO SEE CAPABILITIES, SERVICES ETC. AND MEET GOVERNMENT OFFICIALS.

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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

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

page A

348 - KUWAIT PLANNING:

REPORT #5 87/10/13

KUWAIT

ANTICIPATED RESULTS

NON SECTORALLY ORIENTED ACTIVITIES

VISITS TO ALL MAJOR INVESTMENT AND INVESTING INSTITUTIONS.

CREATE MOMENTUM FOR CHOOSING CANADA AS ALTERNATIVE TO TRADITIONAL U.S., U.K. FRG INVESTMENTS. EPORT #5

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

page B

348 - KUWAIT RACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

KUWAIT

RESULTS REPORTED

QUARTER : 1

MEETINGS WITH OFFICIALS OF QUASI-GOVERNMENT AND PRIVATE INVESTMENT COMPANIES IN TERRITORY. (2) PROMOTE INVESTMENT IN CANADA. PLANS UNDERWAY FOR HIGH LEVEL INVESTMENT DELE-GATION FROM KUWAIT TO VISIT CANADA IN OCTOBER. (2) INCREASED GENERAL KNOWLEDGE OF CDA THROUGH PARTICIPATION WITH INFORMATION BOOTH AT OMAN INT'L FAIR.

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 : 304-LAGOS

001-AGRI & FOOD PRODUCTS & SERVICE NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MILK: FINISHING OFF 1985 CONTRACT WITH GOVERNMENT AND PUTTING TOGETHER ONE WITH A NUMBER OF PRIVATE SECTOR INTERESTS.

AGRICULTURAL STORAGE CONSULTANT FINISHING OFF PROJECT FOR TWO DEMONSTRATION SITES FOR STORAGE FACILITIES.

WHEAT: TWO OR THREE MORE SHIPLOADS BY END OF 1986.

FARM EQUIPMENT: POST WILL ATTEMPT TO INTEREST THE AGRIC SECTOR IN NIGERIA IN THE PURCHASE OF FARM EQUIP. A FARM EQUIP. MISSION IN 1987 WILL ASSIST GREATLY WITH THE OBJECTIVE.

GIVEN AGRIC'S KEY ROLE IN NIGERIA'S ECONOMIC RECOVERY PLANS, MORE EMPHASIS WILL BE PLACED ON DOMESTIC PROCESSING OF BASIS AGRICUL-TURAL OUTPUT. POST WILL ATTEMPT TO IDENTIFY THE OPPORTUNITIES ARISING FROM THIS TREND.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PROMOTION OF CANADIAN AGRICULTURE.

WILL SHIP 500,000 CARTONS BY END OF 1986 FOR A TOTAL OF \$14 MILLION. NEXT YEAR TOTAL SALES SHOULD BE \$30 MILLION.

CONSTRUCTION OF DEMONSTRATION FACILITIES AND DISCUSSION OF OTHER FACILITIES ON A COMMERCI-AL BASIS BY THE END OF 1987.

AS WHEAT HAS BEEN BANNED IN 1987 IN NIGERIA NO MORE SALES WILL RESULT. HOWEVER GOOD POTENTIAL IN TOGO & GHANA.

THE APPDINTMENT OF A NEW REPRESENTATIVE FOR CANADIAN SUPPLIERS AND THUS GREATER ACCESS TO THE MARKET.

RAISING THE PROFILE OF CANADA'S FOOD PROCES-SING EQUIPMENT INDUSTRY IN NIGERIA. APPOINT-MENT OF NEW REPS FOR CDN SUPPLIERS.

QUARTERLY RESULTS REPORTED:

ANOTHER SHPMNT OF MILK WORTH APPROX \$3.2 MN TO BE LANDED JULY. HOWE INTL. NEGOT. CONTRACT TO BE CONSULTANT FOR MIN. OF AGRICULTURE. ANOTHER VISIT BY AIDAC TO CROSS RIVERS TO PRESENT PROPOSAL. NELD FISH MISS. VISITS WITH GOOD SALES PROSPECTS

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 : 304-LAGOS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

NIGERIAN RAILWAYS CORPORATION STILL INTENDS TO REHABILITATE, UPGRADE AND PURCHASE NEW ROLLING STOCK.

NIGERIAN AIRWAYS IS STILL SHOWING INTEREST IN A SIMULATOR AND AIRCRAFT AS WELL AS A NEW MAINTENANCE BASE.

CDN FIRM HAS WON A CONTRACT TO DO A PROJECT DEFINITION FOR THE WORLD BANK FUNDING TO REHABILITATE & UPGRADE THE RAILWAYS POST WILL MONITOR TO ENSURE CDN SUPPLIERS HAVE GOOD ACCESS TO THE MONEY AVAILABLE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PROMOTION OF CANADIAN TRANSPORTATION SECTOR.

NRC'S ABILITY TO FULFILL PROJECT DEPENDS ON ITS ACCESS TO FINANCING.

A NEW CDN CONSORTIUM PUT TOGETHER 1986 SHOULD SIGNIFICANTLY MOVE THE MAINTENANCE BASE ALONG SIMULATOR HAS GOOD 1987 POTENTIAL.

THAT CDN SUPPLIERS WILL USE THE GREATER POR-TION OF THE USD 17 MILLION AVAILABLE UNDER THE WORLD BANK LOAN.

QUARTERLY RESULTS REPORTED:

CANAC HAS COMPLETED ITS CONTRACT WITH NRC. IS NOW CONSIDERING TWO MORE PROJS AS WELL AS BID-DING TO BECOME PROJ. MGR FOR THE UN RAILWAY REHABS PROJ. NO WORD YET ON WHETHER OR NOT GOVT WILL FINAN'LY SUPPORT BOMBARDIER LOCOMOTIVES.

QUARTER: 2 -----

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 : 304-LAGOS

007-POWER & ENERGY EQUIP. & SERV. NIGERIA

ACTIVITIES PROPOSED IN POST PLAN: FLANNING:

ANTICIPATED RESULTS:

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ALL SUB-SECTORS

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

CDN FIRM HAS STARTED NEGOTIATIONS ON DOING CIVIL WORKS PART OF INSTALLING ITS GAS TURBINES AS A SIGN OF GOOD FAITH. CO. IS HOPING THAT WHILE THE CIVIL WORKS ARE BEING COMPLETED THAT ECONOMIC RECOVERY PLAN CURRENTLY BE IMPLEMENTED BY NIGERIAN GOVERNMENT.

CDN FIRM HAS SUBMITTED A TRAINING PROPOSAL TO NEPA WHICH INCLUDES THE PROVISION OF SPRE PARTS ALTHOUGH THIS HAS BEEN OUTSTANDING FOR ALMOST A YEAR, THERE ARE SIGNS THAT NEPA MAY BE CLOSE TO CAL-LING THE COMPANY IN FOR FURTHER STUDY.

TO INCREASE LEVEL OF CONTACTS WITH GOVERNMENT PLANNING AND NEPA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 TO PROMOTE CANADA'S ENERGY EXPERTISE.

GAS TURBINES WILL BE DELIVERED IN 1987.

THAT AND MOU BETWEEN CON FIRM AND NEPA BE SIGNED BY MID'87.

SPECIFIC DETAILS OF POWER ENERGY PROJECTS.

QUARTERLY RESULTS REPORTED:

ONT. HYDRO DEPENDING ON NEW WB POWER VII FOR FINANCING FOR ITS TRAINING PROG. WHICH IT SUB-MITTED TO NEPA. POST ARRANGED FOR LOCAL BANK TO PROPOSE FINAN 'L PCKGE TO NEPA TO HELP PAY FOR WESTINGHOUSE CANADA TURBINES.

PLANNING:

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 : 304-LAGOS

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

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SATELLITE: NIGERIAN GOVERNMENT HAS YET TO DECIDE ON THE PURCHASE OF A SATELLITE ALTHOUGH ITS CONTINUED PROMOTION CONSUMES A FAIR AMOUNT OF POST'S RESOURCES.

PRIVATE & PUBLIC EXCHANGES: POST IS ATTEMPTING TO INTEREST CDN MANUFACTURERS TO SUPPLY NIGERIA WITH EXCHANGES.

GOVERNMENT IS PUTTING GREATER EMPHASIS ON PUSHING COMMUNICATIONS CAPACITY INTO RURAL COMMUNITIES AS PART OF ITS CONCENTRATION ON AGRICULTURAL DEVELOPMENT. CON FIRM IS LOOKING INTO THE OPPORTUNITY

EARTH STATIONS: NIGERIAN GOVERNMENT HAS DECIDED TO REHABILITATE AND UPGRADE ITS SIXTEEN EARTH STATIONS. TENDER DOCUMENTS ARE EXPECTED SOON. CDA HAS SHOWN AN INTEREST.

SHOULD NIGERIAN GOVERNMENT LOCATE FINANCING (SUCH AS THOSE FROM COUNTERTRADE)A CDN SYSTEM COULD BE CHOSEN.

IN THE LONG RUN IT IS EXPECTED THAT CON FIRMS WILL ENTER THE NIGERIAN MARKET AS A MAJOR SUPPLIER PARTICULARLY WITH THE ASSIS-TANCE OF WORLD BANK FINANCING.

CDN FIRM WILL DEVELOP A PROJECT TO SUPPLY EQUIPMENT TO RURAL COMMUNITIES.

CDN FIRM WILL WIN A CONTRACT TO REHABILITATE AND UPGRADE SOME OF THE EARTH STATIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PROMOTION OF CANADIAN COMMUNICATIONS EXPERTISE.

ACTIVITIES PROPOSED IN POST PLAN:

QUARTERLY RESULTS REPORTED:

SATELLITE SALE GIVEN BOOST BY TRIP TO CDA BY COL MARK ON N.A. SIGNALS. SPAR RANKS SECOND IN TEN-DERS FOR REHAB OF EARTH STNS. VISITY BY REP OF SR TELECOMS IMPROVES PROSPECTS FOR SALES OF RURAL TELECOMS EQUIPMENT.

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 : 304-LAGOS

004-DEFENCE PROGRAMS, PRODUCTS, SERV NIGERIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

KAINJI AIR FORCE BASE/NAVAIDS-CON COMPANY BEEN TIPPED FOR THE NAVAIDS PROJECT AT NAF'S NEW KAINJI AIR BASE. CONTRACT DISCUSSIONS ARE CURRENTLY BEING CARRIED OUT.

CANADIAN COMPANY SUCCESSFULLY COMPLETED A LARGE SHIPMENT OF COM-MUNICATIONS EQUIP. 5 YEARS AGO BUT LITTLE WAS DUT INTO USE. DISCUSSIONS ARE ONGOING TO DO SO AND TO REHABILITATE AND UPGRADE THE EQUIPMENT.

A SECOND SUCCESSFULLY DEMONSTRATION FLIGHT OF THE CHALLENGER WAS RECENTLY CONDUCTED THERE IS VERY POSITIVE INTEREST IN THE AIR-CRAFT, BUT THE AIR FORCE LACKS THE APPROPRIATE FINANCING FOR THE MOMENT.

MOBILE PLATFORMS ARE REQUIRED FOR THE COMMUNICATIONS EQUIP. MENTI-ONED ABOVE. THE POST HAS INITIATED DISCUSSIONS WITH THE NIGERIAN ARMY REGARDING THESE PLATFORMS. AS WELL, THE NIGERIAN ARMY HAS IDENTIFIED A REQUIREMENT FOR A JEEP.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

COMPANY WILL START TO SUPPLY EQUIPMENT DURING 1987/88.

THAT CANADIAN COMPANY WILL BE SUCCESSFULL IN ITS DISCUSSIONS & SIGN A CONTRACT TO PUT THE COMMUNICATIONS EQUIP. BACK INTO OPERATION.

CONTRACTUAL NEGOTIATIONS WILL BEGIN IN 1987/ 88 FOR AT LEAST ONE IF NOT TWO CHALLENGERS.

A FIRMING UP OF THE NIGERIAN ARMY'S REQUIRE-MENT FOR TRANSPORT VEHICLES.

QUARTERLY RESULTS REPORTED:

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

POST : 349-LIBREVILLE

REPORT 4

007-POWER & ENERGY EQUIP. & SERV. GABON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

CONTROL SYSTEMS

MEETING WITH THE MINISTRY TO DETERMINE THE GOVERNMENT'S INTEN-TIONS IN THE ENERGY DEVELOPMENT SECTOR IN GABON.

DISCUSSIONS WITH THE RESPONSIBLE SENIOR PUBLIC SERVANTS, FOLLOWING ANALYSIS OF THE BUDGET AND PLAN.

PUTTING CANADA IN POSITION.

PUTTING CANADA IN POSITION FOR THE ECONOMIC RECOVERY.

QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

RACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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 : 349-LIBREVILLE

001-AGRI & FOOD PRODUCTS & SERVICE GABON

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ALL SUB-SECTORS

NEGOTIATIONS WITH THE MINISTRY WITH THE GOAL OF PLACING A CDN COMPANY ON THE CATTLE RAISING PROJECT: NGOUNIE RANCH, FINANCED BY THE AFRICAN DEVELOPMENT BANK (\$20 MILLION)

IDENTIFICATION OF PROJECTS OFFERING POTENTIAL IN THE AGRICULTURAL FIELD FOR CANADIAN COMPANIES.

ANTICIPATED' RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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REPORT 4 87/09/25

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

POST : 349-LIBREVILLE

EPORT 4

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

MEETING WITH THE PRESIDENT'S OFFICE.

DISCUSSIONS WITH THE MINISTRY TO OBTAIN INFORMATION ON TELECOMMU-NICATIONS PROJECTS, INCLUDING EXTENSION OF THE LIBREVILLE TELEPHO-NE AREA, DOUBLING THE LIBREVILLE-FOURPLACE MAIN LINE, AND OTHERS.

DISCUSSIONS WITH SENIOR PUBLIC SERVANTS.

VISIT BY THE MINISTER OF NATIONAL EDUCATION TO CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

PUT CANADA IN POSITION FOR THE ECONOMIC RECO-VERY IN THE EVENT THAT THE COUNTRY DECIDES TO REPROGRAM PROJECTS THAT HAD BEEN CANCELLED.

ANTICIPATED RESULTS:

PUTTING CANADA IN POSITION FOR THE ECONOMIC RECOVERY.

PUTTING CANADA IN POSITION FOR THE ECONOMIC RECOVERY.

INTRODUCTION TO CANADIAN TECHNOLOGY.

QUARTERLY RESULTS REPORTED:

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

PAGE : 58

POST : 349-LIBREVILLE

010-MINE, METAL, MINERAL PROD & SRV GABON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MINE DEVELOPEMENT SERVICES

MEETING WITH THE PRESIDENT'S OFFICE.

NEGOTIATIONS WITH THE MINISTRIES OF FINANCE, THE PLAN, SECOND VICE-PRESIDENT.

MEETINGS WITH SENIOR PUBLIC SERVANTS.

VISIT TO CANADA BY MINISTRY OFFICIALS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

PUTTING CANADA IN POSITION FOR THE ECONOMIC RECOVERY.

PUTTING CANADA IN POSITION FOR THE ECONOMIC RECOVERY.

PUTTING CANADA IN POSITION FOR THE ECONOMIC RECOVERY.

INTRODUCTION TO CANADIAN CAPABILITIES.

QUARTERLY RESULTS REPORTED:

BEPORT 4 87/09/25	QUARTERLY PROGRESS REPOR AT MISSIONS ABF FORECAST OF KEY ACTIVITIES AND ANTICIPA	T OF EXPORT PROMOTION PROGRAM ROAD FOR FISCAL YEAR 87 ATED RESULTS STATED IN MISSION'S AN	PAGE: 59
POST : 303-N	AIROBI 017-SERVICE INDUST		
LANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTI	CIPATED RESULTS:
RACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUAR	TERLY RESULTS REPORTED:
QUARTER:	1 SUPPORT FOR LEA & ASSOCS & DELCANDA IN WB HIGH- WAY VI PROJ.GRAVEL RD COMPONENT 1 & 2 RESPECTI- VELY & PAT GROUP & STANLEY ASSOCIATES IN EQUIP- MENT MAINTENANCE COMPONENT.	DELCANDA & ENG	ONS WITH LEA & ASSOC. STANLEY & WIRIES, LETTERS OF SUPPORT & VISITS DINATOR IN DAR ES SALAAM.
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 : 303-NAIROBI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TELECOMMUNICATIONS (INC SPACE)

GIVEN SUCCESS OF AFRICA TELECOMS 86, POST IS ASSISTING CANADIAN COMPANIES IN SELECTION OF LOCAL AGENTS.

BELL CANADA INTL HAS BEEN ASKED TO PRE-QUALIFY IN CONNECTION WITH PROGRAM TO UPGRADE TRAINING FACILITIES.

AFRALTI-CANADIAN COMPANIES ADVISED ABOUT CONSULTANCY AND EQUIPMENT REQUIREMENTS FOR AFRICAN ADVANCED LEVEL. TRAINING INSTITUTE BEING FINANCED BY UNIDO - US\$3 MILLION.

GATHER MARKET, INTELLIGENCE ON MAJOR COMPETITORS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 SUPPORT CANADIAN MARCONI & SR TELECOM IN SALES OF TELEX & RURAL TELECOMS EQUIP. RESPECTIVELY TO K. P. & T. C. CONSULTANCY RE W. B. TELECOM III
- QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

GET AGENTS FOR SIX CANADIAN COMPANIES AND INCREASE FAMILIARITY WITH CANADIAN TELECOM CAPABILITIES.

HAVE BCI SHORTLISTED FOR PROJECT.

OBTAIN CONTRACT FOR AT LEAST ONE CANADIAN COMPANY.

INCREASE AWARENESS OF CANADIAN COMPANIES ABOUT COMPETITION THEY FACE.

QUARTERLY RESULTS REPORTED:

NUMEROUS MEETINGS HELD WITH KP&TC, CDN COYS THEIR AGENTS AND EDC. (KEY IS WHETHER OUR FINANCING IS COMPETITIVE). BCI NUMBER 3 ON PRICE. CONTRACT NOT YET AWARDED.

REPORT 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 : 303-NAIROBI

011-0IL & GAS EQUIPMENT, SERVICES KENYA

LANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HAVE ONE CANADIAN COMPANY SELECTED TO PARTICIPATE IN PROJECT.

CDN COMPANY EXPECTED TO WIN AT LEAST ONE CONTRACT.

TO ASSIST CON COMPANY TO ACQUIRE CONTRACT.

ALERT CON COMPANIES TO PROJECT OPPORTUNITIES AND PROVIDE MARKET ASSISTANCE.

QUARTERLY RESULTS REPORTED:

ALL SUB-SECTORS

SEVERAL COMPANIES RECOMMENDED TO NOCK IN CONNECTION WITH WORLD BANK FINANCED TECHNICAL ASSISTANCE CREDIT.

TENDERS ARE OUT - OR SOON WILL BE - FOR DRILLING OF EXPLORATORY WELLS IN BLOCKS 9 & 10 (AND ALSO FOR GEOTHERMAL DRILLING IN EBURRU AREA).

WHITE PRODUCTS FACILITY PIPELINE - MOMBASA.

KEEP AU FAIT WITH DEVELOPMENT IN EXPLORATION SECTOR AND PLANS FOR EXTENSION OF PETROLEUM PRODUCTS PIPELINE AND REHABILITATION OF MOMBASA, REFINERY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 4 -----

PAGE : 61

N'S ANNVAL PLAN

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

POST : 303-NAIROBI

004-DEFENCE PROGRAMS, PRODUCTS, SERV KENYA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

AMMUNITION SALE TO DOD

PARACHUTES - REMAIN AU COURANT WITH DOD REQUIREMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ASSIST CCC WITH ITS CONTRACT WITH B2AF FILM EVENT HELD FOR B2AF WITH DEHAVILLAND

ADVISE CON MANUFACTURER WHEN REQUIREMENT

ANTICIPATED RESULTS:

AWAITING ANNOUNCEMENT OF TENDER.

ARISES.

-\$341,000 OF SPARES SOLD TO 82AF JAN TO MAR/87. PROCESS FOR PAYMENTS ACCELERATED. -INTEREST SHOWN IN PURCHASE OF TWIN OTTERS-MILITARY CONFIGURA-TION. PARACHUTES OBTAINED FM U.S. UNDER FMS. AMMU-NITION CONTRACT AWARDED TO SINGAPORE INDUSTRIES.

QUARTERLY RESULTS REPORTED:

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

EPORT 4 7/09/25		QUARTERLY PROGRESS REPORT OF E AT MISSIONS ABROAD FO ACTIVITIES AND ANTICIPATED RE	EISCAL YEAR 87	PAGE : 63 AL PLAN
DST : 327-RABA	г	001-AGRI & FOOD PRODUCTS MOROCCO	& SERVICE	
PLANNING:	ACTIVITIES PROPOSED IN	POST PLAN:	ANTICI	PATED RESULTS:
ALL SUB-SEC	TORS			
POST PLAN	INTRODUCED A FEW CANADIAN T EXPORTERS TO LARGE LOCAL	CATTLE EXPORTERS AND EMBRYO TO DAIRY COMPANIES.	RANS- CDN FIRMS WILL B MENTS. POSSIBILI	E INVITED TO BID ON REQUIRE- TY OF BARTER ARRANGEMENTS.
POST THE	ORGANIZED A VISIT FOR POT PROBLEM OF ACCESS TO THIS	ATOES CANADA OFFICIALS TO DISC MARKET.	USS ELABORATION OF A IMPORTS OF NORTH MOROCCO.	STRATEGY TO LIFT THE BAN ON AMERICAN SEED POTATOES INTO
STOR.	WILL CONDUCT A SURVEY OF AGE FACILITIES AND WE WILL STRY.	THE MOROCCAN MARKET FOR GRAIN DISTRIBUTE IT TO THE CANADIAN		IAN MANUFACTURER OF SMALL NVESTIGATE FURTHER MARKET
	Y THE NEW MORDCCAN PROGRAM ICIENCY.	AIMING AT ATTAINING FOOD SELF	IDENTIFY AREAS O FOR CANADA.	F GREATEST EXPORT POTENTIAL
UNDE BAN	RTAKE JOINT ACTIVITIES WIT ON CDN SEED POTATOES IN TH	H POTATOES CANADA TO HELP LIFT E MEDITERRANEAN BASIN.	THE CANADA COULD BEC POTATOES IF THE	OME THE MAIN SUPPLIER OF SEED BAN CAN BE LIFTED.
TRACKING:	ACTIVITIES UNDERTAKEN	IN QUARTER:	QUARTE	RLY RESULTS REPORTED:
QUARTER: 1	NO PARTICULAR ACTIVITIES P	LANNED FOR THIS SECTOR	PREPARATION WORK AGRIOTT. VISIT O VES.	FOR DAIRY SEMINAR SPONSORED BY F POTATOES CANADA REPRESENTATI-
QUARTER: 2	ante dans landi ante			

QUARTER: 3 -----

REPORT 4 87/09/25

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

POST : 327-RABAT

003-GRAINS AND DILSEEDS MOROCCO

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ALL SUB-SECTORS

THE SIGNING OF A PROTOCOL AGREEMENT BETWEEN A CANADIAN COMPANY AND THE MINISTRY OF COMMERCE FOR THE SUPPLY OF VEGETABLE OIL.

THE IMPLEMENTATION OF THE ACTIVITIES UNDER THE PROTOCOL.

POST WILL PREPARE WHEAT MARKET REPORTS WITH THE HOPE THAT THE CWB WILL, WITH THE RECENTLY ANNOUNCED PRICE SUPPORT PROGRAM, BE ABLE TO TAKE A SHARE OF THIS MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ASSIST AGDEVCO IN IMPLEMENTING ACTIVITIES UNDER THEIR PROTOCOL AGREEMENT BETWEEN THEM, O. C. P. & THE MINISTRY OF COMMERCE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

AGDEVCO UNABLE TO FULFIL ITS OBLIGATIONS UNDER THE PROTOCOLE. WE PREPARED A DETAILED OIL & OIL-SEEDS REPORT TO BE DISTRIBUTED TO THE INDUSTRY NEXT QUARTER. ASSISTED QUEMONT-AGRA IN STUDY FOR SEED CRUSHING PLANT.

ENSURE THAT THIS CANADIAN COMPANY IS IN A PRIVILEGED POSITION WHEN BIDDING ON UPCOMING

ANTICIPATED RESULTS:

TENDERS

INITIAL SALES OF SOME CDN \$20M IN THE FIRST YEAR WITH POSSIBILITIES OF SALES REACHING CDN \$100M IN SUBSEQUENT YEARS.

PERHAPS CWB COULD BE ABLE TO INTRODUCE THE HY320 IN THE MOROCCAN MARKET.

	AND REAL OF CORRECT OF EVENING		-
EPORT 4	QUARTERLY PROGRESS REPORT OF EXPORT PRO AT MISSIONS ABROAD FOR FISCAL	YEAR 87	E : 65
CTIQTIES	FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS ST	ATED IN MISSION'S ANNUAL PLAN	
BOST : 327-RABAT	009-FOREST PRODUCTS, EQUIP, SERVIC MOROCCO	ES	
PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:	
ALL SUB-SECT	ORS		
A PRE LUMBE	LIMINARY STUDY OF THE MOROCCAN MARKET FOR CDN SOFTWOOD R HAS BEEN PREPARED FOR THE BPIB.	PROVOKE A VISIT TO MOROCCO BY THE BPIB REPRESENTATIVE WHO COULD DRAW A MARKETING STRATEGY.	G
CONSU	TAKE JOINT MARKET STUDIES AND MARKETING INITIATIVES WITH THE JLTANT SELECTED BY CIDA TO ACT AS INTERMEDIARY BETWEEN MOROC- IMPORTERS AND CANADIAN EXPORTERS OF SEMI-FINISHED PRODUCTS.	INTRODUCE NEW EXPORTERS TO THIS MARKET US THE \$5M CIDA LINE OF CREDIT.	SING
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:	
	INDERTAKE JOINT MARKET STUDIES & MARKETING INIT- IATIVES WITH THE CONSULTANT SELECTED BY CIDA TO ACT AS PURCHASING AGENT FOR THE NEW \$ 5 M CIDA -INE OF CREDIT FOR SEMI-FINISHED PRODUCTS.	CIDA LOAN AGREEMENT WAS SIGNED ONLY IN MA CONSULTANT WAS SELECTED IN JUNE, WE HAVE I ONLY GROUND WORK: ASSESSMENT OF MARKET POT AND LISTS OF MAIN EXPORTERS. D.C.P. REQUE	DONE TENTIA

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TED:

CONSULTANT WAS SELECTED IN JUNE, WE HAVE DONE ONLY GROUND WORK: ASSESSMENT OF MARKET POTENTIAL AND LISTS OF MAIN EXPORTERS. D.C.P. REQUESTED QUOTATION FOR CDN WOOD.

REPORT 4 87/09/25

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

POST : 327-RABAT

011-OIL & GAS EQUIPMENT, SERVICES MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

POST IDENTIFIES KEY DISTRIBUTORS OF OIL AND GAS EQUIPMENT AND INTRODUCES THEM TO CANADIAN INDUSTRY.

POST CAPITALIZES ON THE SUBSTANTIAL PCIAC COOPERATION PROGRAM. WITH ONAREP BY ORGANIZING PUBLICITY AROUND SIGNATURE OF AGREEMENT AND ARRIVAL OF SEISMIC VESSEL.

POST WILL SYSTEMATICALLY PURSUE TENDER CALLS DIRECT WITH POTENTIAL SUPPLIERS AND WE WILL INTRODUCE THEM TO LOCAL AGENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PURSUE ONAREP TENDERS.

ANTICIPATED RESULTS:

INCREASE REPRESENTATION OF CDN FIRMS IN MOROCCO AND BETTER POSITION OURSELVES FOR UPCOMING TENDERS.

ENSURE THAT ONAREP CONSIDERS FAVOURABLY INCREASING ITS BUSINESS WITH CDN FIRMS.

INCREASE OUR SHARE OF THIS STILL VERY SMALL BUT POTENTIALLY IMPORTANT OIL AND GAS EQUIP-MENT AND SERVICES MARKET.

QUARTERLY RESULTS REPORTED:

WAS ASSISTED GEOTERREX AND TECKNICA ENGINEERING WITH THEIR BID. PCIAC SIGNED AGREEMENT FOR SIX WELLS AND A PETROLEUM ECONOMICS SEMINAR TOOK PLACE.

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 : 327-RABAT

EPORT 4

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

RACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 REPORT ON ONPT INVESTMENT PROGRAM AND ASSIST CDN FIRMS IN PURSUING ONPT TENDERS. QUARTERLY RESULTS REPORTED:

ANTICIPATED RESULTS:

POST PREPARED REPORTS ON ONPT INVESTMENT PROGRAM SENT DIRECT TO POTENTIAL EXPORTERS AS A RESULT, CMC-DATACOM IS TO BID FOR TELEX SWITCHING EQPT. NORTHERN TELECOM SUBMITTED OFFER FOR TELEPHONE SWITCHING EQPT & CDN GOV CONFIRMED FINANCING.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4 87/09/25

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

POST : 327-RABAT

007-POWER & ENERGY EQUIP. & SERV. MOROCCO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

POST COORDINATES WITH CDN FIRMS. THE CDN APPROACH TO THE VARIOUS LOTS OF THE MATMATA HYDRO-ELECTRIC PROJECT AND IT ASSISTS IN VARIOUS ASPECTS OF BID PREPARATION.

GATHER AND PROVIDE MARKET INTELLIGENCE TO CDN SUPPLIEP INTERESTED IN FORMING A CONSORTIUM FOR THE JORF LASFAR POWER PLANT.

IDENTIFY KEY DISTRIBUTORS OF POWER AND ELECTRICAL EQUIPMENT AND BRIEF THEM ON THE CANADIAN INDUSTRY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ASSIST CDN FIRMS IN POSITIONNING THEMSELVES FOR THE JORF LASFAR THERMAL POWER PLANT. WE HOPE THAT CON FIRMS WILL BID AND THAT THEY WILL WIN THESE CONTRACTS.

ANTICIPATED RESULTS:

ENSURE THAT FEW CDN FIRMS ARE MEMBERS OF GOOD INT'L CONSORTIUM WHICH WOULD HAVE A CHANCE OF WINNING THIS CONTRACT.

GENERATE A FEW AGENCY AGREEMENTS.

QUARTERLY RESULTS REPORTED:

NUMEROUS ACTIVITIES: COMBUSTION ENGINEERING, HYDRO QUEBEC INTL & WESTINGHOUSE ALL VISITED TERRITORY AND ARE PURSUING MAJOR PROJECTS IN THIS COUNTRY.

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 PAGE : 69 EPORT 4 7/09/25 004-DEFENCE PROGRAMS, PRODUCTS, SERV POST : 347-RIYADH SAUDI ARABIA ANTICIPATED RESULTS: ACTIVITIES PROPOSED IN POST PLAN: PLANNING: **AEROSPACE & MARINE** CONTINUE TO PROD SAUDI FAL LTD TO LOBBY GOVERNMENT FOR FUNDING OF INVITATION TO CON COMPANIES TO DEMO SAR & AIRCRAFTS REMOTE SENSING/BORDER PATROL. SUBMIT QUOTE BY MAY 87 FOLLOW-UP ON REQUEST FOR CDN MAINTENANCE COMAPNY TO BID ON C130 BID ON TENDER IN EARLY 87 OVERHAUL, BY ENSURING THAT COMPANIES ARE WELL BRIEFED TO JT V BETTER IDENTIFY OPPORTUNITIES FRO CANADA ATTEMPT TO DEVELOP DIALOGUE WITH RSAF. INVESTIGATE WHETHER DND WOULD CONSIDER PLACING RSAF OFFICER IN ONE YEAR STAFF COLLEGE COURSE AND THEN APPROACH RSAF WITH EXPRES-SED INTEREST IN POST PROMOTE CAPABILITY OF CANADIAN AIRCRAFT PLATFORM FOR MARITIME OBTAIN INVITATION TO MAKE FORMAL PROPOSAL SURVEILLANCE AND ASW OPERATIONS ARMAMENTS & VEHICLES ESTABLISHMENT OF VEHICLE MAINTENANCE CAPABI-LITY SHOULD SUPPORT MODA CONTRACT FOLLOWING PROJECTED FOR \$1.7 B IN PIRANHA PURSUE JOINT VENTURE ARRANGEMENT BETWEEN CDN COY AND SAUDI FAL BID ON TENDER EXPECTED IN LATE 86. FOLLOW-UP ENQUIRY OF SAUDI FAL FOR AIRBASE CRASH TRUCKS TO LINK UP BEST CANADIAN SUPPLIER. MORE EFFECTIVE PROMOTION OF CANADIAN SECURITY UNDERTAKE COMPREHENSIVE SURVEY OF MILITARY & CIVILIAN MARKETS FOR EQUIPMENT RANGE OF CAN SECURITY EQUIPMENT. ESTABLISH SAUDI AGENTS FOR MILITARY PARTS EXPAND SUCCESSFUL AUTO PARTS MARKETING TO EMPHASIZE PARTS FOR MILITARY TRUCK AND JEEP FLEETS. EXPORTERS. ELECTRICAL & ELECTRONIC CONTINUE STRONG SUPPORT AND NEW LEADS FOR CDN COYS TO ENSURE CONTRACTS WORTH \$20 - 100M. THEIR INITIAL MARKETING PENETRATION PAYS OFF. EXCHANGE OF TRANSPORT CDA ADVISORS/PCA FOLLOW-UP ON PCA/IAP GENERAL AMIN'S VISIT TO CDA TO IMPROVE MKTG STUDENTS, INVITATION TO BID AIRPORT CONSULTIN OF CDN COYS FOR RANGE OF AIRPORT NAV SYSTEMS AND O & M SERVICES. AND D & M SERVICES. ESTABLISHMENT OF SAUDI AGENTS AND SAUDI/PCA INITIATE PROMOTION OF MICROWAVE LANDING SYSTEMS AS PART OF 7.7 AWARENESS OF CAN TECHNOLOGY. iii.

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 : 347-RIYADH

REPORT 4 87/09/25

004-DEFENCE PROGRAMS, PRODUCTS, SERV SAUDI ARABIA

ACTIVITIES PROPOSED IN POST PLAN: FLANNING:

TELECOMMUNICATIONS (INC SPACE)

REQUEST TDE TO PROVIDE INFO ON CAN EW CAPABILITIES IN ORDER TO LAUNCH MAJOR PROMOTION AT RSAF.

ESTABLISH CAN IMAGE IN FOREFRONT OF RSAF PLANNING FOR FUTURE MAJOR PURCHASES.

ANTICIPATED RESULTS:

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

REPORT 4 87/09/25	QUARTERLY PROGRESS REFORT OF EXPORT PROMOTI AT MISSIONS ABROAD FOR FISCAL YEAR FORECAST OF KEY ACTIVITIES AND ANTICIPATES RESULTS STATED	8 87	7 ጌ
POST : 347			
PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:	
AUTOMO	TIVE		
	REINFORCE THE CON REPUTATION AS A LEADER IN THE AUTOMOTIVE IND BY INTENSIFYING THE PUBLICITY.	INCREASE THE CON SHARE OF THE MARKET.	
	ENCOURAGE CON PARTS COY TO ESTABLISH JT V PARTS DISTRIBUTION CENTRES.	INCREASED SALES	
	IDENTIFY & INTRODUCE CON FIRMS TO THE MINISTRY OF INDS & PRIVATE FIRMS AS PROSPECTIVE PARTNERS FOR AUTO PARTS ASSEMBLY.	ESTABLISHMENT OF LONG TERM CDN SALES PRESENC IN AN INCREASINGLY PROTECTIST MARKET.	E
	INITIATE MARKETING OF TRUCK PARTS FOR MILITARY VEHICLES MARKET BY IDENTIFYING CLIENT REQUIREMENTS & PRINCIPAL SAUDI MAINTENANCE SUBCONTRACTORS.	PENETRATE MAJOR MILITARY MARKETS FOR FIRST TIME.	
AEROSP	ACE		
	PROMOTION OF AVELEX/ARABASCO AGENCY AGREEMENT	0.5 MILLION SERVICES/PARTS WORK	
1	PRESENTATION OF DASH 7/DASH 8 ROUTE STUDY TO SAUDI AIRLINES	LEASE OF DASH 7 - VALUE \$1 MILLION	
-	CONVERT CURRENT LEASE OF VIP CHALLENGER 601 INTO PURCHASE AGREE- MENT.	VALUE \$ 12 MILLION	
	DEMONSTRATION OF DASH 7 TO SAUDI	SALE OF TWO UNITS. PROBABILITY OF SUCCESS 30% - VALUE \$20 MILLION	
	PRESENTATION OF DASH 8 MONITORING SURVEILLANCE PACKAGE	SALE OF TWO UNITS - VALUE \$20 MILLION. PROBABILITY OF SUCCESS 40%.	
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:	
QUARTE	R: 1 ENCOURAGE CON AUTO PARTS COMPANIES TO ESTABLISH SAUDI/CON AUTO PARTS DISTRIBUTION CENTERS THROU- GHOUT THE KINGDOM.	IDENTIFIED & INTRODUCED SIYANAH OF RIYADH AS PROSPECTIVE PARTNER TO CDN TEAM. SAUDI PARTN WILL VISIT CANADA IN JULY TO FINALIZE THE DE	IERS
QUARTE	R: 2		
QUARTE	iR: 3 '		
QUARTE	R: 4		

REPORT 4 87/09/25

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

POST : 347-RIYADH

005-COMM. & INFORM. EQP. & SERV SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TELECOMMUNICATIONS (INC SPACE)

EXPAND DIALOGUE/SURVEY WITH SAUDI TELECOM CONTRACTORS AND AGENTS WITH WHOM CANADIAN COMPANIES MIGHT WORK

ENCOURAGE TOD TO FOCUS ON EARLY 87 DEFENCE AND SECURITY PRODUCTS MISSION ON MILITARY TELECOMMUNICATIONS

SURVEY OPPORTUNITIES TO JOINT VENTURE ASSEMBLE TELECOM EQUIPMENT IN KSA FOR REGIONAL MARKETS

FOLLOW-UP DEFENCE AND SECURITY PRODUCTS MISSION DIALOGUE WITH MILITARY TELECOM DEPARTMENTS TO IMPROVE CURRENTLY RESTRICTED ACCESS

PROMOTE CANADIAN CAPABILITIES IN PUBLIC NETWORK PAQUET SWITCHING AND TELETEX TRANSMISSION AS PTT INTRODUCES TELETEX SERVICES IN 1987

COMPUTERS, SOFTWARE & SYSTEMS

SUPPORT ALIS IN ESTABLISHING EFFECTIVE MARKETING NETWORK FOR THEIR ENGLISH/ARABIC SYSTEMS

GATHER MARKET INTELLIGENCE ON ENGLISH, FRENCH AND US COMPETITION IN ORDER TO OFFER SUPPLIES AND SERVICES TO ACTUAL USERS.

CREATE AN ELECTRONIC BULLETIN WHICH WILL OFFER TECHNICAL NEWS FROM CANADA TO LOCAL USERS AND BUYERS.

PROMOTE SALE OF COMPUTER BASED SYSTEMS FOR OVERHAUL AND MAINTENANCE OF INDUSTRIAL PLANTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

BETTER INFORMATION ON PROSPECTS FOR LIMITED NEW CAPITAL PURCHASING

TRY OPEN DOORS OF MILITARY TELECOM DEPT.

ENSURE CANADIAN EQUIPMENT NOT EXCLUDED FROM MARKET BY COMPETITION

IDENTIFICATION OF PRIORITY REQUIREMENT ESPECIALLY SOLE-SOURCING PROSPECTS

INCREASE AWARENESS DE CANADIAN DATA MANUFAC-TURERS

APPOINTMENT OF AGENT AND DISTRIBUTORS.

INCREASE NUMBER OF CDN COMPUTER SYSTEMS FIRMS IN KSA.

INCREASE FAMILIARITY WITH CDN COMPUTER FIRMS.

SALE OF SYSTEM TO ONE OF MAJOR INDUSTRIAL USERS (PETROCHEMICAL) IN KINGDOM.

QUARTERLY RESULTS REPORTED:

PAGE : 73 QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM FPORT 4 AT MISSIONS ABROAD FOR FISCAL YEAR 87 7/09/25 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN 014-EDUCATION, MEDICAL, HEALTH PROD OST : 347-RIYADH SAUDI ARABIA ANTICIPATED RESULTS: ACTIVITIES PROPOSED IN POST PLAN: PLANNING: HOSP. & MEDICAL EQUIP, INSTRUM. ESTABLISH 2-3 NEW AGENCY AGREEMENTS OVER THE CONTINUE TO IDENTIFY AND INTRODUCE CANADIAN EQUIPMENT SUPPLIERS F/Y OF DISPOSABLES TO SAUDI BUYERS. INCREASE THE NUMBER OF AGENCY AGREEMENTS BY ENCOURAGE SAUDI SUPPLIERS TO ATTEND CANADIAN MEDICAL EQUIPMENT TRADE SHOWS. TWO DETERMINE HOW BEST TO FIT CANADIAN CAPABILI-TIES TO SAUDI REQUIREMENTS. EXAMINE CANADIAN SUPPLY CAPABILITIES IN THIS AREA AND PROVIDE SHORT REPORT. FDUCATIONAL SERVICES, EQUIPMENT TRAINING OF MEDICAL STAFF FROM SAUDI COMPLETE DEVELOPMENT OF CCC PROPOSAL TO MODA FOR POST-GRAD TRAIN-ARABIA IN CANADA ING OF TECHNICIANS ESTABLISHMENT OF "MOTHER INSTITUTE" BETWEEN ARRANGE VISIT BY TORONTO INSTITUTE OF MEDICAL TECHNOLOGY TEAM TO TIMT AND DHAHRAN ACADEMY. INVESTIGATE DHARHAN ACADEMY PROPOSAL. IDENTIFY MORE FULLY CANADIAN CAPABILITIES UNDERTAKE STUDY OF THIS MARKET TO DETERMINE REAL NEEDS OVER NEXT AGAINST MKT DEMANDS. 2 YEARS. ENABLE CANADIAN SUPPLIERS TO BID ON PROJECTS IDENTIFY AND INTRODUCE CANADIAN MANAGEMENT AND EQUIPMENT IN KSA. SUPPLIERS TO SAUDI CONTRACTORS AND DISTRIBUTORS. QUARTERLY RESULTS REPORTED: ACTIVITIES UNDERTAKEN IN QUARTER: FRACKING: SIGNATURE OF AGENCY AGREEMENT CARDIO-MED/BASSAM QUARTER: 1 INTRODUCE CANADIAN EQUIPMENT SUPPLIERS OF TRADING. HAVE INTERESTED MAJOR TRADING COMPANIES DISPOSABLES TO KSA. IN TERRITORY TO CANADIAN EXPERTISE FOR UPCOMING TENDERS. PROMISE THAT 2 OFF. WOULD ATTEND OND MEDEVAC COU-RSE THIS SUMMER, HAVE INTERESTED MIN. OF INT. CIVIL

DEFENSE TO CODE GROUP PACK. TRAINING IN CDA. OBTA-

INED COMM. FM GOTEVOT TO SEND OFF. ON TRAINING. ACCSST TO BEGIN DISCUSSION WITH ONT. PROV. POLICE.

QUARTER: 1 PROMOTE CANADIAN TRAINING FACILITIES TO MODA/MI-NISTRY OF INTERIOR, CIVIL DEFENSE/GOTEVOT/ARAB CENTER FOR SECURITY STUDIES AND TRAINING (ACSST)

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4 87/09/25

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

POST : 347-RIYADH

011-OIL & GAS EQUIPMENT, SERVICES SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

EQUIPMENT & MACHINERY

URGE THE ALBERTA GOVERNMENT TO INVITE SENIOR TECHNICAL MANAGERS FROM PETROMIN AND SABIC TO ATTEND THE SUMMER LONG PETROLEUM TECHNOLOGY COURSES EVERY YEAR.

CONTACT ALL PIPELINE, BULK STORAGE AND RECOVERY TECHNOLOGY COMPA-NIES TO ENSURE THEY KNOW HOW TO PREQUALIFY IN PARALLEL AS SUBCONTRACTORS TO SAUDI FOREIGN CONTRACTORS.

ENCOURAGE PRESENTATION OF TECHNICAL PAPERS FROM CANADA AT EACH DIL AND GAS CONFERENCE ORGANIZED BY UNIVERSITY OF PETROLEUM AND MINERALS.

ENCOURAGE SNC TO DETERMINE ITS INTEREST IN LICENSING ITS SINGLE CELL PROTEIN PLANT WITH A LOCAL PARTNER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

QUARTER: 4 -----

ANTICIPATED RESULTS:

TO HAVE AT LEAST 3 STUDENTS PER YEAR.

TO HAVE AT LEAST 5 NEW COMPANIES PREQUALIFIED

ARRANGE 2 PRESENTATIONS PER YEAR.

TO HAVE FEASIBILITY FINISHED BY 1987.

QUARTERLY RESULTS REPORTED:

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

DOST : 347-RIYADH

EPORT 4

7/09/25

001-AGRI & FOOD PRODUCTS & SERVICE SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

COMPLETE MARKET REPORT ON AGRICULTURE.

CONDUCT MARKET SURVEY FOR FOOD PRODUCTS IMPORTED BY SAUDI ARABIA.

ENCOURAGE CANADIAN FIRMS TO INVITE LARGE FARM OWNERS TO CANADA FOR TRADE SHOWS AND OTHER EVENTS.

RACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 AGRICULTURAL MISSION

QUARTER: 1 SAUDI AGRICULTURE 87

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

VISITED MAJOR FARMS IN KINGDOM, COMPANIES NOW HAVE DIRECT CONTACT WITH END CLIENT.

CDN COMPANIES MADE PRESENCE KNOWN IN MARKET, MAJOR POTENTIAL FORESEEN IN AREAS OF PEAT MOSS, SEMEN, SEED EQUIPMENT.

ANTICIPATED RESULTS:

RAISE INTEREST OF CANADIAN SUPPLIERS AND ENCOURAGE VISITS TO THE MARKET.

TO HAVE MORE CANADIAN PRODUCTS AVAILABLE IN SAUDI MARKET.

ACQUAINT FARM DWNERS WITH CANADIAN EXPERTISE AND CAPABILITIES.

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

page A

347 - RIYADH PLANNING:

REPORT #5 87/10/13

SAUDI ARABIA

NON SECTORALLY ORIENTED ACTIVITIES

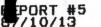
DEVELOP CONTACTS WITH SENIOR BANKING AND FINANCIAL OFFICIALS TO PROMOTE INVESTMENT OPPORTUNITIES IN CANADA.

PROMOTE INVESTMENT ASPECT OF BUSINESS IMMIGRANTS PROGRAM AMONG WEALTHY EXPATRIATE COMMUNITY.

INFLUENCE PLACEMENT OF FUNDS IN CANADA.

ANTICIPATED RESULTS

INCREASE INTEREST IN INVESTING IN CANADA AS A PRELUDE TO EMIGRATING.



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

page B

RACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

SAUDI ARABIA

RESULTS REPORTED

QUARTER : 1

FOLLOW UP SAUDI PARTICIPATION AT OPPORTUNITIES CANADA CONFERENCE.

-ARRANGED 7 DAY PROG. FOR WOOD GUNDY REPS TO PROM \$ 100M CDN INVST FUND TO SENIOR BUSINESSMEN IN RIYADH, JEDDAN & EASTERN PROVINCE. - ARRANGED PROGRAM IN CDA FOR 2 SAUDI INVESTORS WITH POTEN-TIAL COMBINED DIRECT INVESTMENT OF \$ 20 M.

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 : 342-TEL AVIV

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

PLANNING:

REPORT 4 87/09/25

> IDENTIFY OPPORTUNITIES FOR CDN. SUPPLIERS TO PROVIDE MGT CONSUL-TING SERVICES TO SUBURBAN TRANSIT AUTHORITY.

OBTAIN EQUIPMENT SPECS, DETERMINE SOURCES, ENSURE CANADIAN SUP-PLIERS ARE INCLUDED ON BIDDER LISTS. ANTICIPATED RESULTS:

POTENTIAL TURNKEY PROJECT.

DEFINED MARKET POTENTIAL AND CANADIAN POSITION. INVOLVEMENT OF EDC.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 SURBURBAN TRANSIT - SURVEILLANCE PENDING CHANGE IN IMPLEMENTING AGENCY.

ACTIVITIES PROPOSED IN POST PLAN:

QUARTERLY RESULTS REPORTED:

ASCERTAINED MERGER OF RAILWAY WITH PORTS AUTHORITY; TOP PRIORITY STATUS OF THIS PROJECT TO NEW MANAGEMENT GROUP. IDENTIFIED KEY PLAYERS. ALERTED SUPPLIERS TO NEW SITUATION.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

EPORT 4 7/09/25	QUARTERLY PROGRESS AT MISSION FORECAST OF KEY ACTIVITIES AND ANT	S ABROAD FOR FIS	CAL YEAR	87	PAGE : 77
BOST :342-TEL AVIV	012-PETROCHEM	& CHEM PROD, EQP, ISRAEL	SERV	,	
PLANNING: ACT	IVITIES PROPOSED IN POST PLAN:			ANTICIPATED RESULTS:	
EQUIPMENT & MACHIN	ERY				
NEW PROJECT CANADIAN SU	-CONTINUE TO MONITOR PROJECT DEVELOPME PPLIERS OF MARKET OPPORTUNITY.	NT AND INFORM		INTRODUCE CANADIAN SUPPLIERS TO M	ARKET.
IDENTIFY CD AND ATTEMPT TURNKEY BAS	N SUPPLIERS FOR POLYPROPYLENE PLANT EX TO OBTAIN PROJECT FOR CANADIAN SUPPLI IS.	PANSION PROJECT ERS ONLY ON		POSSIBLE BASIS FOR TURNKEY PROJEC	Τ.
IDENTIFY EQ	UIPMENT REQUIREMENTS AND DETERMINE SUF	PLY POTENTIAL.		ENABLE CO-ORDINATION WITH EDC AS LOAN OFFER.	BASIS FOR
IDENTIFY EN	GINEERING FIRMS HAVING REQUIRED CAPABI	LITY.	#K	DEVELOP SPECIFICATIONS IN CO-ORDI SUPPLIERS AND KNOW-HOW SOURCE.	NATION WITH
TRACKING: ACT	IVITIES UNDERTAKEN IN QUARTER:			QUARTERLY RESULTS REPOR	TED:
COMPROM	LANCE PENDING DECISION TO ACCEPT GOVT. ISE OFFER OF GRANT/LOAN FUNDING FOR 60 LYPROPYLENE PLANT. ASCERTAIN INTEREST ULTING ENGINEERING GROUPS IN PROJECTS.)		ASCERTAINED ACCEPTANCE OF GOVERNM INITIATION LEGAL FORMATION OF J-V AND APPLICATION OF REFINERY FOR P ENTER INTO J-V. NO/NO RESPONSE F OR MONENCO.	COMPANY ERMISSION TO

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

----77 87/09/25 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN POST : 342-TEL AVIV 007-POWER & ENERGY EQUIP. & SERV. ISRAFI PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS: PROVIDE SOURCE RECOMMENDATIONS TO ELECTRICAL UTILITY IF LONG DEFERRED 2 X 55MW THERMAL STATION PROJECT RE-ACTIVATED. OPTIONS RENEWED MARKET POTENTIAL. EXPIRED ON AN ESTIMATED US\$3M AUXILIARY EQUIPMENT WHICH WILL BE RE-TENDERED. DISCUSS WITH OIL REFINERIES PERSONNEL PURCHASE OF THIRD BOILER TO POSSIBLE SUPPLY OF THIRD BOILER FROM CANADA OBVIATE USE OF ANTIQUATED UNIT WHEN OPERATING BOILERS DOWN FOR IN ADDITION TO THOSE SUPPLIED TWO YEARS AGO. MAINTENANCE. DISCUSS STATUS OF PLANNING FOR INDUSTRIAL BOILERS WITH VARIOUS DEFINED MARKET POTENTIAL. POTENTIAL CLIENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 2 X 550MW THERMAL STATION SURVEILLANCE PENDING RECEIPT OF SHOPPING LIST COVERING AUXILIARY EQUIPMENT FOR WHICH OPTIONS EXPIRED.
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ASCERTAINED IDENTITY OF ENGINEERING GROUP PREPARING SHOPPING LIST; MADE CONTACT AND OFFERED ASSISTANCE.

PAGE: 78

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

REPORT 4

EPORT 4 7/09/25	QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION AT MISSIONS ABROAD FOR FISCAL YEAR FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED	87
BOST : 342	-TEL AVIV 005-COMM. & INFORM. EQP. & SERV ISRAEL	
FLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
1	INVESTIGATE APPLICATION OF MRP SYSTEM TO I.D. CARDS FOR LARGE EMPLOYERS.	EXPANSION OF MARKET POTENTIAL. INTRODUCE SYSTEM TO LARGE CORP.
-	IDENTIFY OTHER MARKET OPPORTUNITIES FOR ELECTRONICS EQUIPMENT.	DEVELOP NEW MARKETS FOR CANADIAN PRODUCTS.
1	IDENTIFY CATY OPERATORS AS GOVERNMENT FRANCHISES AWARDED DURING 1987.	IDENTIFICATION OF POTENTIAL BUYERS AND MARKET POTENTIAL.
	INVESTIGATE POTENTIAL FOR CONSULTING SERVICES FOR INSTALLATION TECHNIQUES AND OPERATING PROCEDURES AND ADVISE CANADIAN SUPPLIERS	EXPAND MARKET BEYOND SUPPLY OF HARDWARE.
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTE	R: 1	
QUARTE	R: 2	
QUARTE	R: 3	
QUARTE	R: 4	

REPORT #5 FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN 87/10/13 ISRAEL 342 - TEL AVIV ACTIVITIES PROPOSED IN POST PLAN PLANNING: ANTICIPATED RESULTS HOSP. & MEDICAL EQUIP, INSTRUM. EDUCATION, MEDICAL, HEALTH PROD RESEARCH POTENTIAL CANDIDATES FOR "INVESTMENT" BASED ON TECHNOLOGY DRAW UP INVENTORY OF ISRAELI FIRMS POSSES-SING APPROPRIATE TECHNOLOGY IN EDUC., MED., HEALTH PROD. IND. TRANSFER TO NRC AND PROVINCIAL REQUESTS. EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY FOLLOW UP TIP WORKSHOPS (11.86) AND "TECHNOLOGY 2000" (4.87) BY HOPE TO INTRODUCE 10 ISRAELI FIRMS TO SEEKING STRATEGIC PARTNERS FOR J-V'S. POTENTIAL CANADIAN PARTNERS. AGRI & FOOD PRODUCTS & SERVICE AGRICULTURE MACH, EQUIP, TOOLS RÉSEARCH POTENTIAL CANDIDATES FOR "INVESTMENT" BASED ON TECHNOLOGY DRAW UP INVENTORY OF ISRAELI FIRMS POSSES-SING APPROPRIATE TECHNOLOGY IN AGRI. AND TRANSFER FOR NRC AND PROVINCIAL REQUESTS. FOOD/AGRIC. MACH., EQPT., TOOLS IND. AGRI & FOOD PRODUCTS & SERVICE FOOD HANDLING, PROCESSING EQUIP RESEARCH POTENTIAL CANDIDATES FOR "INVESTMENT" BASED ON TECHNOLOGY DRAW UP INVENTORY OF ISRAELI FIRMS POSSES-SING APPROPRIATE TECHNOLOGY IN AGRI AND TRANSFER FOR NRC AND PROVINCIAL REQUESTS. FOOD/FOOD HANDLING, PROC. EQPT. IND. NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87

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

page B

342 - TEL AVIV RACKING:

EPORT #5 7/10/13

ACTIVITIES UNDERTAKEN IN QUARTER

ISRAEL

RESULTS REPORTED

QUARTER : 1

RESEARCH POTENTIAL CANDIDATES FOR "INVESTMENT" BASED ON TECHNOLOGY TRANSFER TO NRC AND PROVINCIAL REQUESTS. TEN ISRAELI-CANADIAN PAIRS PUT IN CONTACT.

QUARTER : 2

QUARTER : 3

QUARTER : 4

016-INDUSTRIAL MACHIN, PLANTS, SERV. POST : 324-TUNIS TUNISIA ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS: SERVICES INCLUDING CONSULTING ASSISTANCE AND ADVICE TO A CANADIAN COMPANY WITH RESPECT BOTH TO OBTAINING A CONTRACT. FINANCING AND REPRESENTATIONS TO TUNISIAN AUTHORITIES FOR THE BARBARA DAM PROJECT. ASSISTANCE TO A CANADIAN COMPANY IN RELATION TO THE MINISTRY OF THE INTERIOR'S TELECOMMUNICATIONS PROJECT. OBTAINING A CONTRACT. ASSISTANCE TO A CANADIAN COMPANY IN THE HOSPITALITY MANAGEMENT SECTOR. IDENTIFICATION OF AN OPPORTUNITY TO SUPPLY COMPUTER SERVICES TO C. N. I. AND STEG.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

PLANNING:

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

IDENTIFICATION OF A SPECIFIC PROJECT.

OBTAINING A CONTRACT FOR A CANADIAN COMPANY.

QUARTERLY RESULTS REPORTED:

PAGE : 80

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EPORT 4 7/09/25	QUARTERLY PROGRESS REPORT OF EXPORT PROMO AT MISSIONS ABPOAD FOR FISCAL YE FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATE	AR 87	PAGE
OST : 324-TU	JNIS 001-AGRI & FOOD PRODUCTS & SERVICE TUNISIA		
PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:	
ALL SUB-S	SECTORS		
C	INTRACT FOR SUPPLY OF 900 PUREBRED HOLSTEINS.	CATTLE TO BE SHIPPED.	
GRACKING: QUARTER:	ACTIVITIES UNDERTAKEN IN QUARTER: 1 PREPARATION & ORGANISATION DE LA PARTICIPATION CANADIENNE A LA FOIRE AGRICOLE DE SIAMAT(7-12 JUILLET)AVEC 9 EXPOSANTS CDNS, 3 SEMINAIRES TECH- NIQUES ET 1 JOURNEE DE DEGUSTATION CDNNE.	QUARTERLY RESULTS REPORTED: RESULTATS ATTENDUS EN JUILLET 87.	:
QUARTER:	2		
QUARTER:	3		
QUARTER:	4		

REPORT 4 87/09/25	FORECAST OF	AT MISSI	S REPORT OF EXPORT PROMOT ONS ABROAD FOR FISCAL YEA NTICIPATED RESULTS STATED	R 87	PAGE : 82
POST : 324-TUNIS		005-COMM. 8	INFORM. EQP.& SERV		
PLANNING:	ACTIVITIES PROPOSE	D IN POST PLAN:		ANTICIPATED RESULTS:	
TRACK ING:	ACTIVITIES UNDERTA	KEN IN QUARTER:		QUARTERLY RESULTS REPORTED):
QUARTER: 1	-				
QUARTER: 2	a dam, see san				
QUARTER: 3	a ayu ales ayu				
QUARTER: 4					

7/09/25	AT MISSIONS ABROAD	AD FOR FISCAL YEAR 87 ED RESULTS STATED IN MISSION'S ANNUAL PLAN	
DOST : 321-YAOUNDE	014-EDUCATION, MEDICAL REPUBLI	AL, HEALTH PROD	
PLANNING: ACT	IVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:	
ALL SUB-SECTORS	이렇는 데는 것 같은 것을 같이 다. 말했는 것 데 집안이?		
CONTINUE DI SION OF FIN	SCUSSIONS WITH CAMEROON AUTHORITIES CONCERNING NANCING FOR PROJECTS IN THE EDUCATION SECTOR.	WE ANTICIPATE THAT A CANADIAN COMPANY WILL SIGN CONTRACTS FOR CONSTRUCTION, MATERIALS AND TRAINING FOR 6 TECHNICAL HIGH SCHOOLS.	
CONTINUE RE THE EFFORTS	EPRESENTATIONS TO THE MINISTRY OF HEALTH IN SUF 3 OF AECL TO SELL AND X-RAY MACHINE.	JPPORT OF SERIOUS CONSIDERATION WILL BE GIVEN TO THE CANADIAN TENDER.	
PAY CLOSE A PLANNED BY	ATTENTION TO THE DEVELOPMENT OF EDUCATIONAL PRO CAMEROON IN COOPERATION WITH THE WORLD BANK.	ROJECTS IDENTIFYING TRADE OPPORTUNITIES FOR CANADIA COMPANIES.	N
RACKING: ACT	TIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:	
QUARTER: 1			
QUARTER: 2			
QUARTER: 3			
QUARTER: 4			

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM

EPORT 4

REPORT 4 87/09/25

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

POST : 321-YAOUNDE

015-CONSTRUCTION INDUSTRY REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

CONTACT THE MINISTRY OF MUNICIPAL AFFAIRS AND HOUSING TI SUPPORT CANADIAN INTERESTS, INCLUDING THE CONSTRUCTION OF 1000 SOCIAL HOUSING UNITS.

ENCOURAGE CANADIAN COMPANIES, PARTICULARLY THOSE THAT ARE ALREADY PRESENT IN CAMEROON, TO SUBMIT TENDERS IN RESPONSE TO INTERNATIO-NAL INVITATIONS TO TENDER FINANCED BY MULTILATERAL AGENCIES OR THE DOMESTIC BUDGET.

PROVIDE DOCUMENTATION AND ORGANIZE MEETINGS BETWEEN CANADIAN COMPANIES IN THE SECTOR AND THE RESPONSIBLE OFFICIALS IN CAMEROON IN BOTH THE PUBLIC AND PRIVATE SECTORS.

PROMOTE AWARENESS OF THE OPPORTUNITIES THAT THE 6TH PLAN MAY PRESENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ENCOURAGER LES SOCIETES CANADIENNES, SURTOUT CEL-LES DEJA PRESENTES AU CAMEROUN, A SOUMISSIONNER SUR LES APPELS D'OFFRES INTERNATIONAUX FINANCES PAR LES AGENCES MULTILATERALES OU LE BUDGET NATIONAL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

BETTER UNDERSTANDING OF THE TECHNOLOGY AND MATERIALS USED IN CANADA.

IDENTIFICATION OF PRIORITY PROJECTS THAT MIGHT BE OF INTEREST TO CANADA.

ANTICIPATED RESULTS:

ORGANIZING A VISIT TO CANADA BY

SUBMISSION OF CANADIAN TENDERS.

CAMEROON MANAGERS.

QUARTERLY RESULTS REPORTED:

UN CONSORTIUM CANADIEN A SOUMISSIONNE SUR UN APPEL D'OFFRE INTERNATIONAL POUR L'ADDUCTION D'EAU DE DOUALA, FINANCEMENT A TROUVER.

EPORT 4 7/09/25	QUARTERLY PROGRESS REPORT OF EXPORT PROM AT MISSIONS ABROAD FOR FISCAL Y FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STAT	EAR 87
POST :321-Y	ADUNDE 007-POWER & ENERGY EQUIP. & SERV. REPUBLIC OF CAMEROON	
PLANNING.:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-	SECTORS	
E E	DISTRIBUTION OF DOCUMENTATION ON MANUFACTURERS OF ELECTRICAL FACILITIES TO SONEL.	AN INCREASE IN THE NUMBER OF CANADIAN COMPA- NIES INVITED TO SUBMIT TENDERS.
	DBTAIN SONEL'S ANNUAL SUPPLY PROGRAM AND DISTRIBUTE IT TO CANADIAN COMPANIES.	ENCOURAGING POTENTIAL SUPPLIERS TO APPROACH SONEL.
5	SUPPORT EFFORTS BY CANADIAN COMPANIES SEEKING SPECIFIC CONTRACTS.	OBTAINING SOME STUDY CONTRACTS RELATING TO THE ENERGY SECTOR.
A	SUPPORT THE CANADIAN CONSORTIUM WHICH RECENTLY OBTAINED AN AGREEMENT IN PRINCIPLE TO CONDUCT STUDIES FOR THE NACHTIGAL DAM PROJECT.	OBTAINING FINANCING FOR BEGINNING THE STUDY.
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER:	1 APPUYER LE CONSORTIUM CANADIEN QUI A RECEMMENT OBTENU UNE ENTENTE DE PRINCIPE DE REALISER LES ETUDES POUR LE PROJET DE BARRAGE DE NACHTIGAL.	AVONS ACCOMPAGNE & APPUYE UNE MISSIN DE HAUT CA- DRES DU CONSORTIUM CANADIEN VENU ETABLIR LES CONTACTS FORMELS AVEC LA SONEL LES ETUDES TECH- NIQUES ONT DEBUTE, AVEC FINANCEMENT DE L'ACDI.
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 : 321-YADUNDE

REPORT 4

87/09/25

009-FOREST PRODUCTS, EQUIP, SERVICES REPUBLIC OF CAMEROON

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ALL SUB-SECTORS

MAINTAIN CONTACT WITH EDC AND CIDA IN ORDER TO ARRANGE SALES OF GOODS AND SERVICES IN THE SECTOR.

INCREASE CONTACTS WITH CENADEFOR AND THE CANADIAN CONSULTANTS WHO ARE RESPONSIBLE FOR ENCOURAGING SMALL AND MEDIUM-SIZED FORESTRY BUSINESSES.

PROMOTE AWARENESS OF THE OPPORTUNITIES THE 6TH PLAN MAY CREATE.

QUARTERLY RESULTS REPORTED:

IDENTIFYING ONE OR TWO NEW PROJECTS THAT MIGHT BE OF INTEREST TO THE CANADIAN

PEDICTED SALES OF \$30 MILLION.

PREDICTED SALES OF \$30 MILLION.

PRIVATE SECTOR.

LE CENADEFOR A DEJA ACHETE, SOUS FINANCEMENT ACDI, 40 VEHICULES TOUT-TERRAIN CANADIENS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 AUGMENTER LES CONTACTS AVEC LE CENADEFOR ET LES CONSULTANTS, RESPONSABLES DE LA PROMOTION DES PME FORESTIERES.
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

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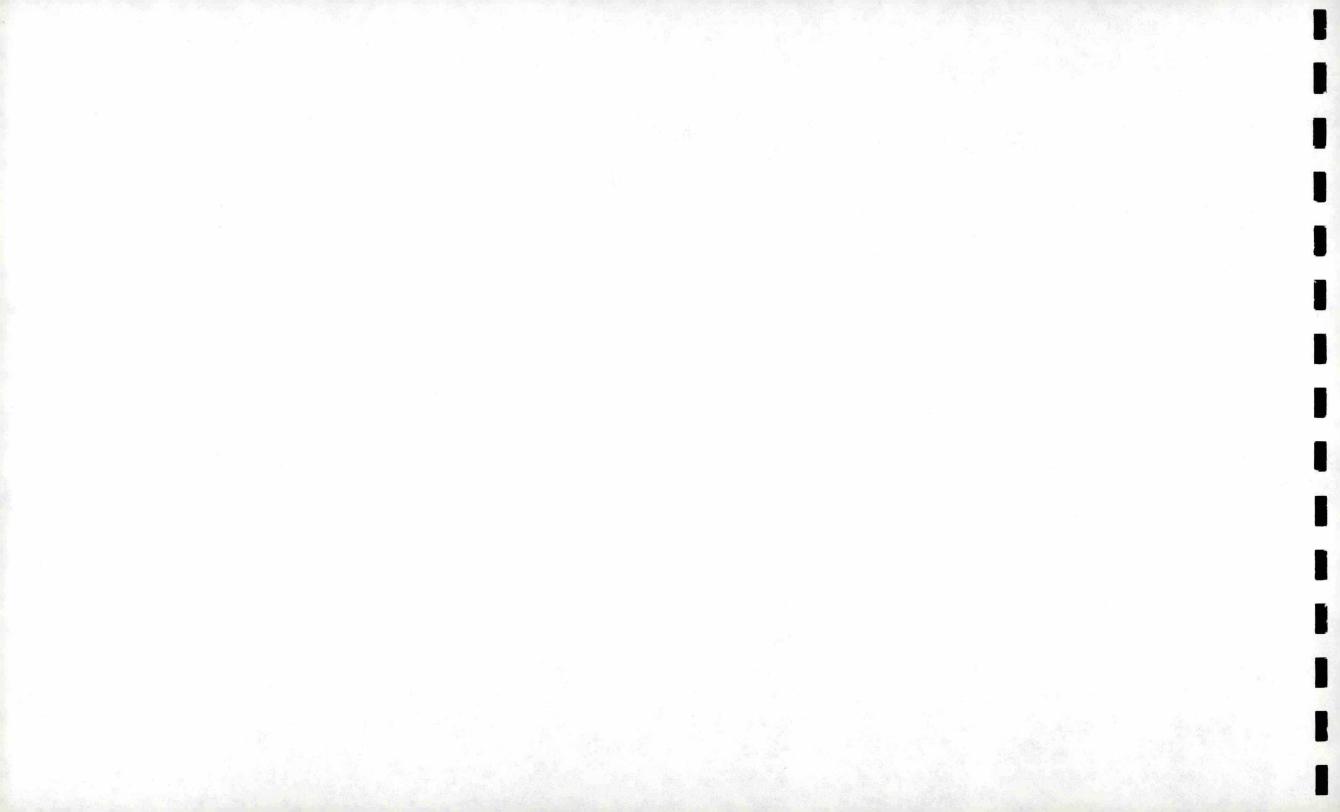
ANTICIPATED RESULTS:

EPORT 4	QUARTERLY PROGRESS REPORT OF EXPORT PROMOTI AT MISSIONS ABROAD FOR FISCAL YEAR	8 87	: 87
	FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED	IN MISSION'S ANNUAL PLAN	
10ST :321-	-YAOUNDE 008-TRANSPORT SYS, EQUIP, COMP, SERV. REPUBLIC OF CAMEROON		
PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:	
ALL SUE	3-SECTORS		
	MAINTAIN REGULAR CONTACT WITH QUASI-PUBLIC COMPANIES LIKE CAMAIR AND REGIFERCAM.	IDENTIFICATION OF OPPORTUNITIES FOR SALES REPLACEMENT PARTS.	OF
	MAKE CANADIAN COMPANIES AWARE OF THE OPPORTUNITIES THAT THE 6TH PLAN MAY CREATE.	IDENTIFICATION OF PRIORITY PROJECTS THAT MIGHT BE OF INTEREST TO CANADIAN COMPANIE	S .
	ENCOURAGE CAMAIR TO CONSIDER PURCHASING THE DASH-8 FOR DOMESTIC FLIGHTS.	SERIOUS DISCUSSIONS BETWEEN DE HAVILLAND CAMAIR.	AND
	CLOSELY MONITOR THE DEVELOPMENT OF THE PLAN FOR CONSTRUCTION OF A NEW AIRPORT AT YAOUNDE.	IDENTIFYING TRADE OPPORTUNITIES FOR CANAD COMPANIES, PARTICULARLY WITH RESPECT TO PROVISION OF EQUIPMENT.	IAN
TRACKING	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:	
QUARTER	7: 1		

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



SECTION 2

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

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



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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 301-ADDIS ABABA

ETHIOPIA

QUARTER: 1

005-COMM. & INFORM. EQP.& SERV MAINTAIN CONTACT WITH LOCAL GOV'T OFFICIALS FOR RURAL TELECOM PROJECT.

008-TRANSPORT SYS, EQUIP, COMP, SERV, MEET SR. GOV'T OFFICIALS TO EXPEDITE SIGNING OF CONTRACT FOR STUDY OF ASSAB-ADDIS PIPELINE. MONITOR DVLPMT OF DJIBOUTI-ETHIOPIA RAIL LINK. PROMOTE SALES TO ETHIOPIA AIRLINES.

- 014-EDUCATION, MEDICAL, HEALTH PROD MONITOR DEVT PLANS FOR 7TH EDUCATIONAL PROJECT.
- 007-POWER & ENERGY EQUIP. & SERV. ASSIST MORE CDN CONSULTING COS. FOR POWER GENERATOR STUDY, MINING, EXPLORATION AND IMPLEMENTATION OF TURN KEY PROJECTS.
- 001-AGRI & FOOD PRODUCTS & SERVICE PROMOTE MORE CDN INVOLVEMENT IN AGRICULTURAL. SECTOR.

INITIAL PREPARATION UNDERWAY FOR RURAL OFFICIALS

AWAITING DECISION FROM SENIOR GOV'T OFFICIALS. AWAITING SPECIFIC DETAILS AND PROJECT IDENTIFI-CATION. MORE SALES (EQPT/SERVICES) TO EAL EFFECTED.

CONTACT MAINTAINED WITH MOE. PROJECT PROPOSAL UNDERWAY.

A CDN FIRM AWAITING TO SIGN CONTRACT FOR GAS PIPELINE PROJECT. -A CDN FIRM NEGOTIATING ON OIP DRAFT CONTRACT WITH EELPA. -CDN FIRM SOLD SURVEYING EQPT TO GEOLOGY DEPT. OF MINES.

A CDN FIRM AWAITING RESULTS OF BIDS SUBMITTED TO AETSC FOR AGRI EQT/STUDY. -SAME FIRM EXTENDED ITS SERVICES TO AGRI DEVT. BANK.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 303-NAIROBI

KENYA

QUARTER: 1

004-DEFENCE PROGRAMS, PRODUCTS, SERV ASSIST CCC WITH ITS CONTRACT WITH 82AF FILM EVENT HELD FOR 82AF WITH DEHAVILLAND

005-COMM. & INFORM. EQP. & SERV SUPPORT CANADIAN MARCONI & SR TELECOM IN SALES OF TELEX & RURAL TELECOMS EQUIP. RESPECTIVELY TO K. P. & T.C. CONSULTANCY RE W. B. TELECOM III

017-SERVICE INDUSTRIES

SUPPORT FOR LEA & ASSOCS & DELCANDA IN WB HIGH-WAY VI PROJ. GRAVEL RD COMPONENT 1 & 2 RESPECTI-VELY & PAT GROUP & STANLEY ASSOCIATES IN EQUIP-MENT MAINTENANCE COMPONENT. -\$341,000 OF SPARES SOLD TO B2AF JAN TO MAR/87. PROCESS FOR PAYMENTS ACCELERATED. -INTEREST SHOWN IN PURCHASE OF TWIN OTTERS-MILITARY CONFIGURA-TION. PARACHUTES OBTAINED FM U.S. UNDER FMS. AMMU-NITION CONTRACT AWARDED TO SINGAPORE INDUSTRIES.

NUMEROUS MEETINGS HELD WITH KP&TC, CDN COYS THEIR AGENTS AND EDC. (KEY IS WHETHER OUR FINANCING IS COMPETITIVE). BCI NUMBER 3 ON PRICE. CONTRACT NOT YET AWARDED.

BRIEFING SESSIONS WITH LEA & ASSOC. STANLEY & DELCANDA & ENQUIRIES, LETTERS OF SUPPORT & VISITS TO PROJ. COORDINATOR IN DAR ES SALAAM.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

QUARTERLY RESULTS REPORTED:

POST : 304-LAGOS

NIGERIA

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE PROMOTION OF CANADIAN AGRICULTURE.

005-COMM. & INFORM. EQP. & SERV PROMOTION OF CANADIAN COMMUNICATIONS EXPERTISE.

008-TRANSPORT SYS, EQUIP, COMP, SERV. PROMOTION OF CANADIAN TRANSPORTATION SECTOR.

007-POWER & ENERGY EQUIP. & SERV. TO PROMOTE CANADA'S ENERGY EXPERTISE. ANOTHER SHPMNT OF MILK WORTH APPROX \$3.2 MN TO BE LANDED JULY. HOWE INTL. NEGOT. CONTRACT TO BE CONSULTANT FOR MIN. OF AGRICULTURE. ANOTHER VISIT BY AIDAC TO CROSS RIVERS TO PRESENT PROPOSAL. NFLD FISH MISS. VISITS WITH GOOD SALES PROSPECTS

SATELLITE SALE GIVEN BOOST BY TRIP TO CDA BY COL MARK ON N.A. SIGNALS. SPAR RANKS SECOND IN TEN-DERS FOR REHAB OF EARTH STNS. VISITY BY REP OF SR TELECOMS IMPROVES PROSPECTS FOR SALES OF RURAL TELECOMS EQUIPMENT.

CANAC HAS COMPLETED ITS CONTRACT WITH NRC. IS NOW CONSIDERING TWO MORE PROJS AS WELL AS BID-DING TO BECOME PROJ. MGR FOR THE UN RAILWAY REHABS PROJ. NO WORD YET ON WHETHER OR NOT GOVT WILL FINAN'LY SUPPORT BOMBARDIER LOCOMOTIVES.

ONT. HYDRO DEPENDING ON NEW WB POWER VII FOR FINANCING FOR ITS TRAINING PROG. WHICH IT SUB-MITTED TO NEPA. POST ARRANGED FOR LOCAL BANK TO PROPOSE FINAN'L PCKGE TO NEPA TO HELP PAY FOR WESTINGHOUSE CANADA TURBINES.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 308-HARARE

ZIMBABWE

QUARTER: 1

007-POWER & ENERGY EQUIP. & SERV. CANADIAN INVOLVEMENT IN REHABILITATION OF EXIST-ING GENERATION CAPACITY AND PLANS TO INCREASE HYDRO OR THEMAL GENERATING CAPACITY.

005-COMM. & INFORM. EQP. & SERV MODERNIZATION OF TELECOMMUNICATIONS SYSTEMS AND EXTENSION OF DISTRIBUTION SYSTEMS TO RURAL AREAS

008-TRANSPORT SYS, EQUIP, COMP, SERV.

EXTENSIVE LIAISON WITH ZIMBABWE AUTHORITIES RE SALE OF CANADAIR CHALLENGER AND DE HAVILLAND DASH 8, RE CANADIAN INVOLVEMENT IN PROPOSED HARARE INTEGRATED TRANSIT SYSTEM. TWO CANADIAN COMPANIES AMONGST 23 SHORTLISTED.

008-TRANSPORT SYS, EQUIP, COMP, SERV. BOTSWANA RAILWAYS REQUIREMENT FOR 450 RAIL WAGONS. TWO CDN COMPANIES AMONGST TOTAL OF 11 COMPANIES SUBMITTING BIDS. ADJUDICATION EXPEC-TED END JULY 87. SALE OF DASH 8 AND CHALLENGER AIRCRAFT TO BOTSWANA.

009-FOREST PRODUCTS, EQUIP, SERVICES PULP AND PAPER PROJECT. TWO CANADIAN COMPANIES ARE SHORT LISTED LAVALIN IN ASSOCIATION WITH JASKO POYRY AND KLOCKNER STADLER HURTER. SUPPORT OF CANADIAN INTEREST.

009-FOREST PRODUCTS, EQUIP, SERVICES CONTINUED LIAISON WITH MALAWIAN DEPT OF FORESTRY RE PHASE II WORLD BANK FINANCED WOOD ENERGY PROJECT. MANAGEMENT SYSTEMS TEAM FROM ONTARIO HYDRO APPOINTED IN TERMS OF WORLD BANK FINANCING TO WORK WITH ZIMBABWE ELECTRICITY SUPPLY AUTHORITY - TWO YEAR CONTRACT.

DETAILS OF TELECOM'N SYSTEMS EQUIPMENT REQUIRE-MENTS OVER FIVE YEAR PLAN PERIOD OBTAINED FROM POSTS AND TELECOMMUNICATION CORPORATION (PTC) MEETING HELD WITH TOP PTC EXECUTIVE AND EDC IN HARARE TO DISCUSS AVAILABILITY FINANCING.

ZIMBABWE AUTHORIT. HAVE SIGNED AN AGREE. OF SALE SUBJ. TO AVAILABILITY OF FINANCE TO PURCHASE A CHALLENGER AIRCRAFT. CIDA FUNDING OF \$500,000 CDN AGREED IN RESPECT OF BID BY DELCANDA INT'L OF TORONTO TO CARRY OUT ENGINEERING DESIGN.

ASSIST. TO 2 CDN COS IN OBTAINING TENDER DOCS/ SPECIFIC'S CONTINUED LIAISON WITH BOTSWANA RAIL AUTH. CONSELLOR COMM. & EDC OFF. MODIN & MACLEAN MET WITH PERM SEC. TO PRES. MASIRE IN BOTSWANA. DE-CISION RE CHALLENGER PURCHASE LATE JULY.

H.A. SYMONS OF VANCOUVER APPOINTED TO CARRY OUT BID EVALUATION OF SEVEN SHORTLISTED COMPANIES. FUNDING FOR EVALUATION BY UNDP AT CDN \$170,000.

MALAWI AUTHORITIES REQUIRE INSTITUTIONAL TRAIN-ING ACTIVITIES AS VARIOUS COMPONENTS AND ARE STUDYING EXPERTISE AVAILABLE FROM ONTARIO INTERNATIONAL CORP.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 321-YAOUNDE

REPUBLIC OF CAMEROON

QUARTER: 1

015-CONSTRUCTION INDUSTRY ENCOURAGER LES SOCIETES CANADIENNES, SURTOUT CEL-LES DEJA PRESENTES AU CAMEROUN, A SOUMISSIONNER SUR LES APPELS D'OFFRES INTERNATIONAUX FINANCES PAR LES AGENCES MULTILATERALES OU LE BUDGET NATIONAL.

007-FOREST PRODUCTS, EQUIP, SERVICES AUGMENTER LES CONTACTS AVEC LE CENADEFOR ET LES CONSULTANTS, RESPONSABLES DE LA PROMOTION DES PME FORESTIERES.

007-POWER & ENERGY EQUIP. & SERV. APPUYER LE CONSORTIUM CANADIEN QUI A RECEMMENT OBTENU UNE ENTENTE DE PRINCIPE DE REALISER LES ETUDES POUR LE PROJET DE BARRAGE DE NACHTIGAL. UN CONSORTIUM CANADIEN A SOUMISSIONNE SUR UN APPEL D'OFFRE INTERNATIONAL POUR L'ADDUCTION D'EAU DE DOUALA. FINANCEMENT A TROUVER.

LE CENADEFOR A DEJA ACHETE, SOUS FINANCEMENT ACDI, 40 VEHICULES TOUT-TERRAIN CANADIENS.

AVONS ACCOMPAGNE & APPUYE UNE MISSIN DE HAUT CA-DRES DU CONSORTIUM CANADIEN VENU ETABLIR LES CONTACTS FORMELS AVEC LA SONEL LES ETUDES TECH-NIQUES ONT DEBUTE, AVEC FINANCEMENT DE L'ACDI.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 324-TUNIS

TUNISIA

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE PREPARATION & ORGANISATION DE LA PARTICIPATION CANADIENNE A LA FOIRE AGRICOLE DE SIAMAT(7-12 JUILLET)AVEC 9 EXPOSANTS CDNS, 3 SEMINAIRES TECH-NIQUES ET 1 JOURNEE DE DEGUSTATION CONNE.

012-PETROCHEM & CHEM PROD, EQP, SERV PREPARATION DE LA VISITE DE M. HORST SCHMID POUR POUSSER LE DOSSIER PROJET EXTENSION DE LA RAFFI-NERIE DE BIZERTE PROPOSE PAR TRIAD. RESULTATS ATTENDUS EN JUILLET 87.

RESULTATS ATTENDUS POUR LE MOIS D'AOUT.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 325-ABIDJAN

IVORY COAST

QUARTER: 1

005-COMM. & INFORM. EQP. & SERV -RENCONTRES AVEC PROFESSIONNELS D'INFORMATIQUE, PARTICIPATION IVOIRIENNE AU SIM, OBTENTION DU SCHEMA DIRECTEUR 1986-90, ET PLAN QUINQUENNAL DES TELECOM, SUIVI DE L'APPEL D'OFFRE POUR GES-TION FINANCE PAR BANQUE MONDIALE.

007-POWER & ENERGY EQUIP. & SERV. MISE EN PLACE D'UN CONSEILLER EN ENERGIE AUPRES DU MINISTRE DE L'INDUSTRIE. PARTICIPATION AU PLAN NATIONAL DE L'ENERGIE DE LA DCGTX. VENTE D'EQUIPEMENT A L'EECI (FINANCE PAR BM).

008-TRANSPORT SYS, EQUIP, COMP, SERV.

PROMOTION DE VENTE DE "DASH" AUPRES D'AIR IVOIRE PLUS AIR TRANSIVOIRE. POURSUITE DU PROJET DE TRANSPORT URBAIN DE BOUAKE.

015-CONSTRUCTION INDUSTRY

PROJET D'ABATOIR D'ABIDJAN, PROJET DE CONSTR. DE LOGEMENTS A)POUR VILLE DE SAN PEDRO, B)POUR MIN. DE LA MARINE. -PARTICIPATION AU SALON IVOIRIEN DU CONFORT ET DU BATIMENT (SICOBAT) AFIN D'EN ANALYSER LA VALEUR PR LES FIRMES CANADIENNES. DOCUMENT DU MEQ SUR IMPLANTATION D'INFO. EN MILIEU SCOLAIRE; 3 IVOIRIENS AU SIM; A ETE SOUMIS AU CIEQ; IDENTIFIE 2 NOUVEAUX DISTRIBUTEURS DE LOGICIEL; 1 FIRME INTERESSEE A FAIRE ASSEMBLAGE D'ORDIN. EN J-V AVEC FIRME CDNE. PRET EN JUILLET.

EST ARRIVE LE 3 JUIN. LAVALIN A ETE SELECTIONNE ET TROIS EXPERTS ONT DEJA COMMENCE L'ANALYSE. CONTRAT DE \$750,000 A ETE SIGNE.

POSSIBILITE D'UN VOYAGE AU CANADA EN JUILLET DU PRES. D'AIR TRANSIVOIRE. VISITE AU CANADA PAR PROMOTEUR, MAIRE DE BOUAKE.

PROJET A ETE SUSPENDU.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 327-RABAT

MOROCCO

QUARTER: 1

- 009-FOREST PRODUCTS, EQUIP, SERVICES UNDERTAKE JOINT MARKET STUDIES & MARKETING INIT-IATIVES WITH THE CONSULTANT SELECTED BY CIDA TO ACT AS PURCHASING AGENT FOR THE NEW \$ 5 M CIDA LINE OF CREDIT FOR SEMI-FINISHED PRODUCTS.
- 001-AGRI & FOOD PRODUCTS & SERVICE NO PARTICULAR ACTIVITIES PLANNED FOR THIS SECTOR
- 003-GRAINS AND OILSEEDS ASSIST AGDEVCO IN IMPLEMENTING ACTIVITIES UNDER THEIR PROTOCOL AGREEMENT BETWEEN THEM, D.C.P. & THE MINISTRY OF COMMERCE.
- 005-COMM. & INFORM. EQP. & SERV REPORT ON ONPT INVESTMENT PROGRAM AND ASSIST CDN FIRMS IN PURSUING ONPT TENDERS.
- 011-DIL & GAS EQUIPMENT, SERVICES PURSUE ONAREP TENDERS.
- 007-POWER & ENERGY EQUIP. & SERV. ASSIST CDN FIRMS IN POSITIONNING THEMSELVES FOR THE JORF LASFAR THERMAL POWER PLANT.

CIDA LOAN AGREEMENT WAS SIGNED ONLY IN MAY AND CONSULTANT WAS SELECTED IN JUNE, WE HAVE DONE ONLY GROUND WORK: ASSESSMENT OF MARKET POTENTIAL AND LISTS OF MAIN EXPORTERS. O.C.P. REQUESTED QUOTATION FOR CDN WOOD.

PREPARATION WORK FOR DAIRY SEMINAR SPONSORED BY AGRIOTT. VISIT OF POTATOES CANADA REPRESENTATI-VES.

AGDEVCO UNABLE TO FULFIL ITS OBLIGATIONS UNDER THE PROTOCOLE.WE PREPARED A DETAILED OIL & OIL-SEEDS REPORT TO BE DISTRIBUTED TO THE INDUSTRY NEXT QUARTER.ASSISTED QUEMONT-AGRA IN STUDY FOR SEED CRUSHING PLANT.

POST PREPARED REPORTS ON ONPT INVESTMENT PROGRAM SENT DIRECT TO POTENTIAL EXPORTERS AS A RESULT, CMC-DATACOM IS TO BID FOR TELEX SWITCHING EQPT. NORTHERN TELECOM SUBMITTED OFFER FOR TELEPHONE SWITCHING EQPT & CDN GOY CONFIRMED FINANCING.

WAS ASSISTED GEOTERREX AND TECKNICA ENGINEERING WITH THEIR BID. PCIAC SIGNED AGREEMENT FOR SIX WELLS AND A PETROLEUM ECONOMICS SEMINAR TOOK PLACE.

NUMEROUS ACTIVITIES: COMBUSTION ENGINEERING, HYDRO QUEBEC INTL & WESTINGHOUSE ALL VISITED TERRITORY AND ARE PURSUING MAJOR PROJECTS IN THIS COUNTRY.

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 340-AMMAN

JORDAN

QUARTER: 1

011-OIL & GAS EQUIPMENT, SERVICES SUPPORT FOR THE EFFORTS OF WESTBURNE DRILLING INTERNATIONAL OF CALGARY, ALBERTA IN NEGOTIA-TIONS WITH THE NATURAL RESOURCES AUTHORITY (NRA) FOR THE LEASE OF 1 DRILLING RIG.

005-COMM. & INFORM. EQP. & SERV SUPPORT FOR THE EFFORTS OF NORTHERN TELECOM LTD. IN NEGOTIATIONS WITH THE PUBLIC SECURITY DIREC-TORATE FOR THE SUPPLY OF TELECOM PRODUCTS. SIGNATURE OF CONTRACT FOR CDN \$4.5 MILLION BETWEEN WESTBURNE AND THE NRA ON 17 MAY.

CONTRACT AGREEMENT BETWEEN NORTEL AND PSD ACHIEVED ON 13 JUNE. VALUE OF NORTEL PACKAGE FOR SWITCHING AND DATACOM PRODUCTS EST. AT CDN \$18 MILLION. FINAL SIGNATURE EXPECTED BY END-JULY.

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

TRACKING: ACTIVI

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 340-AMMAN

SYRIA

QUARTER: 1

011-DIL & GAS EQUIPMENT, SERVICES SUPPORT FOR ON-GDING EFFORTS OF PROPAK SYSTEMS OF CANADA IN NEGOTIATIONS WITH SYRIAN PETROLEUM CO. FOR THE THAYYEM GAS TREATMENT PROJECT.

SYRIAN CLIENT ACCEPTED EDC CREDIT TERMS ON 2 MAY FOR THE SUPPLY OF CDN \$35 MILLION OF GOODS AND SERVICES FOR THAYYEM PROJECT. FINAL NEGOCIATIONS WITH EDC & EXPRTR CONCL. IN DAMASCUS END-JUNE. CONTRACT & LOAN AGREE. TO BE FINAL. BY END-JULY.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

ARAB REPUBLIC OF EGYPT

POST : 341-CAIRO QUARTER: 1

> 001-AGRI & FOOD PRODUCTS & SERVICE TO SEND VISITORS FROM EGYPT AND SUDAN TO WESTERN CANADA FARM PROGRESS SHOW, REGINA

> 005-COMM. & INFORM. EQP. & SERV ENCOURAGE VISITS TO CANADA BY SENIOR EGYPTIAN OFFICIALS AS GUESTS OF PROVINCES, GOVERNMENT AND COMPANIES.

011-DIL & GAS EQUIPMENT, SERVICES TO GATHER MARKET INTELLIGENCE ON MAJOR AREAS OF EXPANSION PLANNED BY MINISTRY OF PETROLEUM IN NEW 5-YEAR-PLAN 1987-1992.

007-POWER & ENERGY EQUIP. & SERV. TO CONTINUE EFFORTS TO OBTAIN AND ANALYSE INFO ON NEW 5-YEAR-PLAN FOR EGYPT AND TO DETERMINE IBRD/ADB FUNDING INTENTIONS. VISITORS UNABLE TO GO DUE TO PRIOR COMMITMENTS.

EXTENDED INVITATION IN PERSON TO CHAIRMAN, A. R. E. NATIONAL TELECOMMUNICATIONS AUTHORITY TO ATTEND TELECOM CONFERENCE IN FALL 1987. HIGH RANKING OFFICIAL IS CONFIRMED.

GATHERED INFORMATION RELATING TO NEW 5-YEAR-PLAN PARTICULARLY RELATING TO NEW GAS CLAUSE FOR DIS-TRIBUTION TO CANADIAN COMPANIES. PUBLISHED SY-NOPSIS ON NEW GAS CLAUSE IN ECBC NEWSLETTER.

COMPLETED REPORT ON ELECTRICAL GENERATION AND TRANSMISSION SECTOR WHICH INFORMED CANADIAN CD. / GOVT. SYNOPSIS ON SECTOR PUBLISHED IN ECBC NEWSLETTER.

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 342-TEL AVIV

ISRAEL

QUARTER: 1

- 003-GRAINS AND DILSEEDS FOLLOW UP TO PREVIOUS QUARTER'S CANOLA MISSION TO TERRITORY.
- 012-PETROCHEM & CHEM PROD, EQP, SERV SURVEILLANCE PENDING DECISION TO ACCEPT GOVT. COMPROMISE OFFER OF GRANT/LOAN FUNDING FOR 60 KTPA POLYPROPYLENE PLANT. ASCERTAIN INTEREST OF CONSULTING ENGINEERING GROUPS IN PROJECTS.
- 008-TRANSPORT SYS, EQUIP, COMP, SERV. SURBURBAN TRANSIT - SURVEILLANCE PENDING CHANGE IN IMPLEMENTING AGENCY.
- 007-POWER & ENERGY EQUIP. & SERV. 2 X 550MW THERMAL STATION - SURVEILLANCE PENDING RECEIPT OF SHOPPING LIST COVERING AUXILIARY EQUIPMENT FOR WHICH OPTIONS EXPIRED.

QUOTATIONS FOR TRIAL ORDER OF 5000 TONNES OF CANOLA REQUESTED.

ASCERTAINED ACCEPTANCE OF GOVERNMENT OFFER; INITIATION LEGAL FORMATION OF J-V COMPANY AND APPLICATION OF REFINERY FOR PERMISSION TO ENTER INTO J-V. NO/NO RESPONSE FROM LAVALIN OR MONENCO.

ASCERTAINED MERGER OF RAILWAY WITH PORTS AUTHORITY; TOP PRIORITY STATUS OF THIS PROJECT TO NEW MANAGEMENT GROUP. IDENTIFIED KEY PLAYERS. ALERTED SUPPLIERS TO NEW SITUATION.

ASCERTAINED IDENTITY OF ENGINEERING GROUP PREPARING SHOPPING LIST; MADE CONTACT AND OFFERED ASSISTANCE.

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 346-BAGHDAD

IRAQ

QUARTER: 1

005-COMM. & INFORM. EQP. & SERV SUPPORT ACTIVITIES OF BELL CANADA INTERNATIONAL IN BAGHDAD IN REGARD TO MAJOR CONTRACT NEGOTIA-TIONS WITH IRAQI MINISTRY OF DEFENCE (MOD).

008-TRANSPORT SYS, EQUIP, COMP, SERV. PROVIDE ASSISTANCE TO GENERAL MOTORS MARKET DEVELOPMENT OF CANADA LTD. (GMMD) AND EXPORTA-TION QUEBEC IN THEIR WORK TO RECOVER OVERDUE PAYMENTS AND SECURE NEW CONTRACTS.

009-FOREST PRODUCTS, EQUIP, SERVICES CONCLUDE NEGOTIATIONS OF SUPPLY OF 24,000 TONNES OF NEWSPRINT TO IRAQ AND TRY AND DISPLACE TRADI-TIONAL SUPPLIERS (FINNS).

003-GRAINS AND OILSEEDS PROVIDE SUPPORT FOR CANADIAN WHEAT BOARD AND CANADIAN INT'L GRAINS INSTITUTE FOR THE SERVICES WHICH THEY RENDER TO IRAQ IN FULFILLMENT OF LONG TERM GRAIN AGREEMENT.

014-EDUCATION, MEDICAL, HEALTH PROD MAINTAIN LINKS ESTABLISHED BETWEEN CDN ORGANIZA-TIONS IN FIELD SUCH AS ASSOCIATION OF CDN COMMU-NITY COLLEGES (ACCC), ONTARIO INT'L CORP., GIFFELS ASSOCIATES LTD., CDN BUREAU FOR INT'L EDUCAT'N (CBIE) & RELEVANT IRAQI OFFICIALS. IN THE ABSENCE OF BCI PERSONNEL IN BAGHDAD, HELPED TO MAINTAIN NEGOTIATIONS WITH MOD AND CENTRAL BANK OF IRAQ. OUR ASSISTANCE HELPED KEEP PROSPECTS OF SUCCESSFULLY CONCLUDING NEGOTIATIONS ALIVE.

POST'S INTERVENTION & ASSISTANCE IN NEGOTIATING WITH FOREIGN ECON. RELATIONS COMMITTEE RESULTED IN THE REPAYMENT OF ALMOST \$300,000 TO EXPORTA-TION QUEBEC & SCHEDULING OF REPAYMENT NEGOT'NS WITH GMMD. OUR HELP LED INDIR. TO A NEW CONTRACT.

THROUGH CONSTANT PERSONAL SUPERVISION OF COMUNI-CATIONS AND BANKING REQUIREMENTS, ENSURED THAT PROPER PAYMENT METHODS WERE ADOPTED FOR THIS DEAL WORTH OVER CDN. \$15 MILLION.

HELPED TO ORGANIZE SUCCESSFUL 2 WEEK SEMINAR ON FLOUR MILLING AND QUALITY CONTROL SPONSORED BY CIGI FROM 18-30 APRIL 1987

PRESENTED PROPOSAL FOR COOPERATION FROM CBIE TO MINISTRY OF HIGHER EDUCATION AND SCIENTIFIC RESEARCH, AND HELPED CBIE DEVELOP OTHER CONTACTS IN MINISTRY AND AT MINISTRY OF LABOUR.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

POST : 347-RIYADH

SAUDI ARABIA

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE AGRICULTURAL MISSION

- 001-AGRI & FOOD PRODUCTS & SERVICE SAUDI AGRICULTURE 87
- 008-TRANSPORT SYS, EQUIP, COMP, SERV. ENCOURAGE CDN AUTO PARTS COMPANIES TO ESTABLISH SAUDI/CDN AUTO PARTS DISTRIBUTION CENTERS THROU-GHOUT THE KINGDOM.
- 014-EDUCATION, MEDICAL, HEALTH PROD INTRODUCE CANADIAN EQUIPMENT SUPPLIERS OF DISPOSABLES TO KSA.

014-EDUCATION, MEDICAL, HEALTH PROD PROMOTE CANADIAN TRAINING FACILITIES TO MODA/MI-NISTRY OF INTERIOR, CIVIL DEFENSE/GOTEVOT/ARAB CENTER FOR SECURITY STUDIES AND TRAINING (ACSST)

017-SERVICE INDUSTRIES TOURISM: PROMOTE CANADA AS A TOURIST DESTINATION QUARTERLY RESULTS REPORTED:

VISITED MAJOR FARMS IN KINGDOM, COMPANIES NOW HAVE DIRECT CONTACT WITH END CLIENT.

CDN COMPANIES MADE PRESENCE KNOWN IN MARKET, MAJOR POTENTIAL FORESEEN IN AREAS OF PEAT MOSS, SEMEN, SEED EQUIPMENT.

IDENTIFIED & INTRODUCED SIYANAH OF RIYADH AS PROSPECTIVE PARTNER TO CDN TEAM. SAUDI PARTNERS WILL VISIT CANADA IN JULY TO FINALIZE THE DEAL.

SIGNATURE OF AGENCY AGREEMENT CARDID-MED/BASSAM TRADING. HAVE INTERESTED MAJOR TRADING COMPANIES IN TERRITORY TO CANADIAN EXPERTISE FOR UPCOMING TENDERS.

PROMISE THAT 2 OFF. WOULD ATTEND OND MEDEVAC COU-RSE THIS SUMMER. HAVE INTERESTED MIN. OF INT. CIVIL DEFENSE TO CODE GROUP PACK. TRAINING IN CDA. OBTA-INED COMM.FM GOTEVOT TO SEND OFF. ON TRAINING. ACCSST TO BEGIN DISCUSSION WITH ONT. PROV. POLICE.

DISTRIBUTION OF TOURISM PROMOTION MATERIAL TO MOST IMPORTANT TRAVEL AGENCIES IN KSA AND ARRANGE FOR PACKAGE DEALS TO BE DEVELOPED BY AIRLINES & TRAVEL AGENTS FOR 1988.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 348-KUWAIT

KUWAIT

QUARTER: 1

001-AGRI & FOOD PRODUCTS & SERVICE MISSION FROM ONTARIO MINISTRY OF AGRICULTURE AND FOOD TO ABU DHABI, DUBAI, FUJAIRAH, RAS AL KHAIMA.

O11-DIL & GAS EQUIPMENT, SERVICES INTERCAN'87, EDMONTON, ALBERTA.

011-DIL & GAS EQUIPMENT, SERVICES CANADIAN ENERGY RESEARCH INSTITUTE CONFERENCE.

001-AGRI & FOOD PRODUCTS & SERVICE WESTERN CANADA FARM PROGRESS SHOW, REGINA.

014-EDUCATION, MEDICAL, HEALTH PROD MET WITH UNDERSECRETARY OF HEALTH, KUWAIT. MISS.HELD.CO.MADE USEFUL HIGH LEVEL CONTACTS. OFFICIALS IN UAE BRIEFED ON CDN CAPABILITIES.SI-GNIFICANT EXPOSURE GAINED FOR CDA.ONE FIRM MAY REALIZE UP TO \$5 MILLION SALES.GOOD PROMO FOR DUBAI FAIR PARTICIPATION.

RECRUITED HIGH LEVEL INVITEES FM ADNOC, ABU DHABI , MIN. OF PETROLEUM, OMAN & QATAR NAT'L PETROLEUM CORP. KUWAIT INVITEES HAD TO CANCEL AT LAST MO-MEN-REPORTS PREPARED ON OPPORTUNITIES IN BAHRAIN AND KUWAIT.

MET WITH & RECRUITED MR. HANI A. HUSSAIN, EXECUTIVE ASSISTANT MANAGING DIRECTOR, MARKETING, KUWAIT PE-TROLEUM CORP. TO SPEAK AT CANADIAN ENERGY RESEARCH INSTITUTE CONFERENCE.

ASSISTANT DEPUTY MINISTER, MINISTRY OF AGRICUL-TURE UAE, INVITED AND ATTENDED.

UNDERSECRETARY OF HEALTH TO VISIT CANADA IN OCTOBER TO SEE CAPABILITIES, SERVICES ETC. AND MEET GOVERNMENT OFFICIALS.

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