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1990 *March*
STORAGE

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

QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS

ASIA AND PACIFIC
ASIE ET PACIFIQUE

JANUARY - MARCH 1990
(4th QUARTER FY 1989-90)

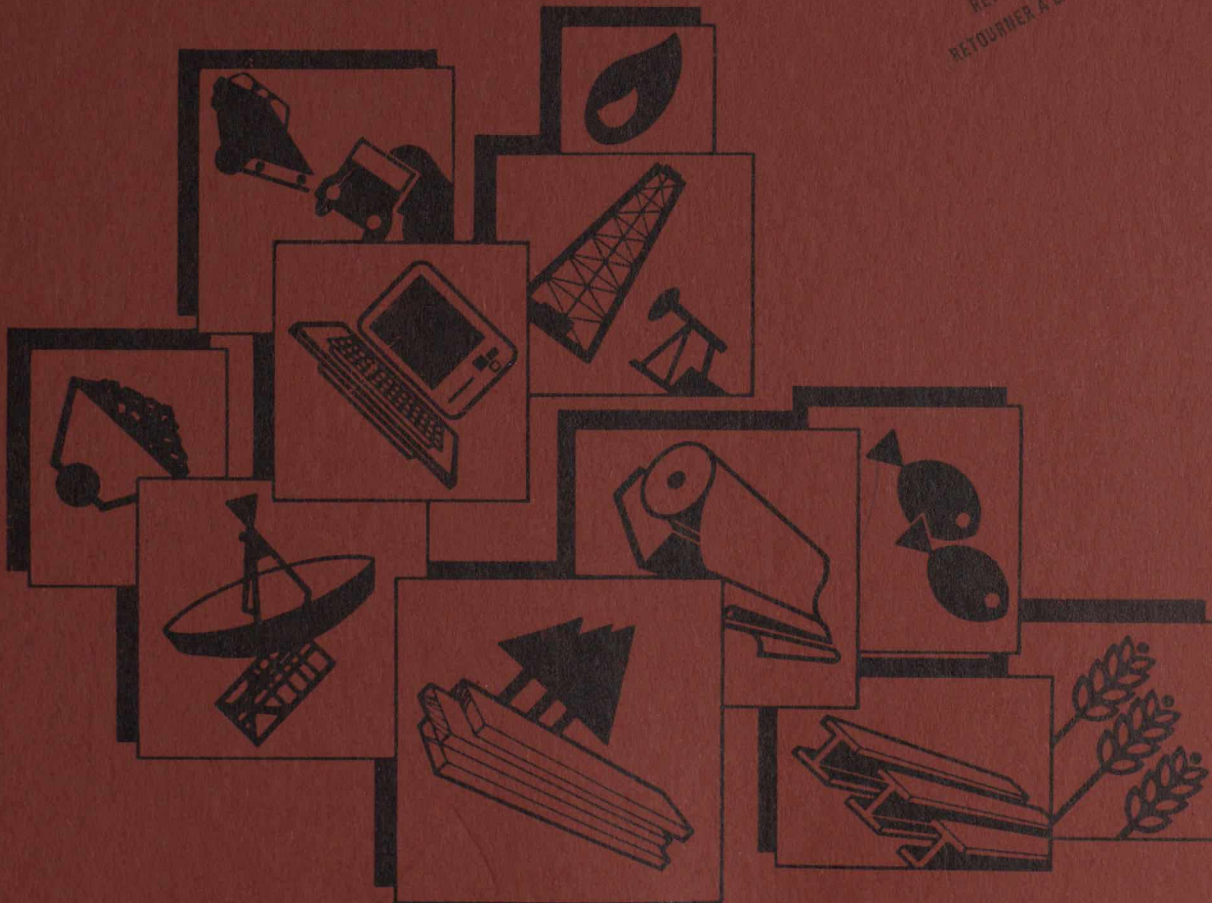
JANVIER - MARS 1990
(4^e TRIMESTRE, AF 1989-90)

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TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report
January - March 1990

Following is the Activity Report for the quarter ending March 31, 1990. This report contains a synopsis of activities and results by sector and subsector reported by the missions in Asia Pacific, matched against the proposed activities identified in their 1989/90 post plan. It also contains a report of special unplanned activities that took place during the report period.

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités
Janvier - Mars 1990

Voici le Rapport des activités du trimestre qui a pris fin le 31 mars 1990. Le rapport contient un résumé des activités et des résultats déclarés par les missions en Asie et Pacifique, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de missions de 1989/90. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

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

43-247-426

43-247-425

ASIA AND PACIFIC
ASIE ET PACIFIQUE

PLANNING:	<u>MISSION</u>	ANTICIPATED	<u>PAGE</u>
SUB-SECTORIAL	BANGKOK		1
ASSIST. CHARGES CONTRACTS FOR	BEIJING		7
REGISTRATION AND ON-THE-SPOT	CANBERRA		13
COMPUTER MARKET	DHAKA		16
IDENTIFY NEW	HONG KONG		21
UPDATE TELECOM IDENTIFY NEW	ISLAMABAD		29
	JAKARTA		33
POSSIBLE CHINA APPROVE TECHNICAL	KUALA LUMPUR		40
	MANILA		53
TRACKING:	MELBOURNE		59
CHAPTER: 1 Part 1 May 22-80	NEW DELHI		64
CHAPTER: 2	OSAKA		70
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :504-BANGKOK

SECTOR :005-ADVANCED TECH. PROD. & SERV
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

ASSIST CANADIAN PARTICIPATION IN SATELLITE PROJECT
CONTRACTS FOR SUB SYSTEMS

SEPCTRUM MANAGEMENT STUDY
BID ON TENDER ISSUED BY PTD

COMPUTER MARKET STUDY
IDENTIFY NEW OPPORTUNITIES

UPDATE TELECOM MARKET STUDY
IDENTIFY NEW OPPORTUNITIES

POSSIBLE CANADA/THAI MOU IN TELECOMMUNICATIONS
IMPROVE TECHNICAL COOPERATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation at Hi-Tech Conference, Ottawa
May 22-30

Good opportunity to meet wide cross-section of
firms now dealing with or interested in Thailand

QUARTER: 2 -----

QUARTER: 3 Participate with cdn info booth at Hospitech 89,
Oct 25-28

Very successful show; three Cdn firms joined to
form nat'l stand.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :504-BANGKOK

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CANOLA MEAL TEST TRIALS
TO SUBSTITUTE SOYABEAN IMPORTS (NEW MARKET FOR CANOLA)

CANADIAN WHEAT BOARD PROGRAM TO INTRODUCE CANADIAN WHEAT
INCREASED ACCEPTANCE BY THAI MILLERS/BAKERS;INCREASED SALES.

ONGOING CIDA INC. PROJECTS IN VARIETY OF SECTORS.
JOINT VENTURES.

INTEGRATED LIVESTOCK (DAIRY) PROJECT (CIDA INC FUNDED).
INCREASED SALES OF LIVESTOCK, SEMEN, ETC. (FOLLOW UP TO

1988 DAIRY MISSION).

INT'L DAIRY TECH. EXH.& CONF. NOV. 89 (NTS FUNDED)
INCREASED SALES OF LIVESTOCK, SEMEN, ETC. (FOLLOW UP TO

1988 DAIRY MISSION).

OUTGOING ANIMAL FEEDS/TECHNOLOGY MISSION
INCREASED SALES OF LIVESTOCK, SEMEN, ETC. (FOLLOW UP TO

1988 DAIRY MISSION).

INCOMING VISITS - LIVESTOCK SECTOR (NTS FUNDED).
INCREASED SALES OF LIVESTOCK, SEMEN, ETC. (FOLLOW UP TO

1988 DAIRY MISSION).

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 With BC Tree Fruits, work on resolution of newly imposed Thai restrictions on alar level in imported fruits. - Promote establishment of Cdn model dairy farm,to facilitate sale of Cdn breeding stock,semen and embryos.

Mission fm Thai Food & Drug Admin visited BC Oct 23-28(with post officer),to observe Cdn control over alar utilization. - Thai dairy mission (1.gov't;2.private sector)visited Cda Nov 4-20, incl.stop at Toronto Royal Winter Fair.

QUARTER: 4 -----

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AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :504-BANGKOK

SECTOR :011-OIL & GAS EQUIPMENT, SERVICES
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MACHINERY AND EQUIPMENT

INITIATE PCIAC TECHNICAL ASSISTANCE PROJECT IN BURMA.
INTRODUCE CANADIAN EXPERTISE.

INVITE PETRO VIETNAM REPS TO CANADA (NTS FUNDED)
ENHANCE REPUTATION OF CANADIAN TECHNOLOGY.

OIL AND GAS MISSION TO VIETNAM (POSSIBLE)
DEVELOP NEW MARKET.

REPORT ON PETROLEUM INDUSTRY - VIETNAM
ENHANCE AWARENESS OF OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :504-BANGKOK

SECTOR :007-POWER & ENERGY EQUIP. & SERV.
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP TO SEPT 88 ELECTRICAL MISSION TO THAILAND
STRENGTHEN CONTACTS MADE; SALES.

MAE MOH FOLLOW UP SALES - UNITS 12 AND 13.
HOPE TO CONTINUE WITH SOLE SOURCING FROM CANADA.

EGAT DISPATCHING CENTRE PROJ.,SOUTH.THAILAND (FOLLOW UP)
TO ENSURE CANADA MAKES SHORTLIST.

ASSIST CDN COS TO LOCATE RELIABLE LOCAL REPS & TO GIVE
INFORM CDN COMPANIES OF OPPORTUNITIES WHICH WILL RESULT IN

INCREASING MARKET SHARE.

HAVE FREQ CONT WITH EAGT FOR POTEN'L THERMAL/HYDRO PROJECTS
INCREASE AWARENESS OF CANADA AS A POTENTIAL SOURCE OF SUPPLY

AND SERVICES.

FOLLOW UP FUTURE PROCUREMENTS ON POWER BOILER MAE MOH UNITS
FURTHER SALES OF POWER BOILERS AND POWER PLANTS TO EGAT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :504-BANGKOK

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW-UP TO PARTICIPATION AT DEFENCE ASIA 88
ENHANCED EXPOSURE; SALES

INTRODUCTION OF KL-BASED DEFENCE ATTACHE TO THAI MILITARY
ENHANCE PROFILE FOR CANADA

DETAILED STUDY OF MILITARY MKT - HISTORICAL OVERVIEW;AGENTS;
IDENTIFICATION OF MARKET OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :504-BANGKOK

SECTOR :999-MULTIPLE SECTORS
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Preliminary, preparatory visit to Hat Yai, for
"Canada Seminar" to be held there end September.
June 5-7
On-going support to Thai-Canadian Business Club.

This will be the first time that Embassy will
arrange direct promotional event outside Bangkok
. a. Set up position of Exec Dir (NTS funded) b.
Editing of "Directory of Cdn Bus in Thailand", to
be publ'd in Oct. c.Plann for bi-month TCBC mag.

QUARTER: 2 -----

QUARTER: 3 Promotion of Capilano College's CANASEAN Program
Thai-Canadian Business Club
-involvement of private sector in bilateral tra-
de (with considerable Emb. support).

a. Promotional event held Nov.27. b.Completion
of major report on Thai agricultural sector by
Capilano student attached to Embassy. a. Release
of "Directory of Cdn Business in Thailand. b. Pu-
blication of 1st edition of Thai-Cdn Bus.magaz.

QUARTER: 4 -----

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POST :510-BEIJING

SECTOR :005-ADVANCED TECH. PROD. & SERV
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INCREASED CALLS ON PRIVATE NETWORKS OPERATORS
ADDITIONAL OPPORTUNITIES

TECHNICAL DEMONSTRATIONS OF CDN EQUIPMENT
INCREASED KNOWLEDGE OF CDN CAPABILITIES IN PERIPHERAL REGION

SUB-SECTOR:ALL SUB-SECTORS

CONT MONITOR SELECT PROCESS FOR TELETIX/VIDEO STANDARD IN CH
ADOPTION OF CDN DEVELOPED NAPLPS/NABTS

MATCH EXERCISE BETWEEN CDN CAPABILITIES & MKT
INCREASED SOFTWARE SALES

PROMOTING CDN SOFTWARE AT INDUSTRY SPECIFIC FAIRS
INCREASED SOFTWARE SALES

MATCH CDN SOFTWARE SUPP WITH COMPUTER MGF REPRESENT IN PRC
INCREASED SOFTWARE SALES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CONT MKT EFFORTS TO ZHANGYUAN & SHENGLI OILFIELDS
INVOLVMENT OF CDN COMP IN STUDIES & SUPPLY OF EQUIP &

SERVICES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ACTIVITIES UNDERTAKEN IN QUARTER:

TRACKING:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROM. PUBLICITY AT TIME OF PRESENT THREE GORGES FEAS.
INVITATION TO BID ON ENG. & PRODUCTS FOR HYDRO PROJECTS

SUB-SECTOR:TRANSMISSION

SUPPORT FOR MARKET PROMOTION BY KEY TOWER MANUFACTURER

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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POST :510-BEIJING

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:MINERALS AND MINERAL PRODUCTS

FOLLOW UP TO RECENTLY COMPL FIELD STUDY ON NON FERROUS MKT

SUB-SECTOR:EQUIPMENT AND MACHINERY

FOLLOW UP TO RECENTLY COMPLETED SURVEY ON NON-FERROUS MKT
MORE CDN INVOLVMENT IN PROJECT OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :510-BEIJING

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FEDERAL JOINT AGRICULTURE COMMITTEE PROGRAMME 1988-89 SCIENTIFIC EXCHANGE.
INCREASE AWARENESS ABOUT CDN PRODUCTS/TECHNOLOGY & PROMOTE

PROV BILATERAL PROG [ONT,ALB,SASK,& B.C.]
INCREASE MKT SHARE. ALSO CREATE NEW MKT OPPORTUNITIES.

NEGOTIATION OF PLANT QUARANTINE PROTOCOL.
PREPARE FOR COMMERCIAL TRADE IN PLANT SEEDS INCL. POTATIES.

NEGOTIATION ON FOX QUARANTINE PROTOCOL.
PREPARE FOR COMMERCIAL SHIPMENTS OF LIVE FOX.

STUDY RURAL CHINA MKT FOR CDM PROD INCLUDING AGRI PROD&SERV. RURAL SECTOR.
IDENTIFY RANGE OF PROD WHICH COULD BE PROMOTED IN THE

ASSESSMENT OF MKT FOR VEG. OIL PROCESSING [REFINING]
IDENTIFICATION OF EXPORT OPPORTUNITIES FOR REFINING PLANTS.

INVESTIGATE POTENTIAL FOR GRAIN/SEED CLEANING,MEAT PKG&SEED
IDENTIFICATION OF EXPORT OPPORTUNITIES FOR AGRI EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----
Support of 3 Agri Trade Shows (including 1 several
Agri Trade Shows) to participants in ANZAC Ship
Program.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :510-BEIJING

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP ON OPPORT. TO SELL COMMUTER AIRCRAFT TO REG. CARR
INCREASED SALES IN 1989 OF COMMUTER AIRCRAFT & WATER BOMBERS

FOLLOW UP ON PROSPECTS FOR SALES OF RAIL TRACK
SALE OF TRACK WITHIN WORLD BANK PROJECTS

INVESTIGATE AUTO JOINT VENTURE PROJECTS
MOU FOR POTENTIAL JOINT VENTURE

UNDERTAKE A SECTOR REVIEW
LISTING OF OPPORTUNITIES FOR CDN EXPORTERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :534-CANBERRA

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

REACHING AGREEMENT W/AUSTL ON CLOSER COOP BETWEEN CDN & AUST
GREATER CDN INDUSTRY ACCESS TO AUSTLN DEFENCE MARKET

DETERMINE EQUIP SALES OPP FOR CDN SUPPLIERS OF MARINE DEF EQ
SALES FOR CDN COMPANIES

OBTAIN LATEST AUSTLN ASSESSMENT OF CRV-7 ROCKETS
CONTRACT FOR BRISTOL AEROSPACE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support of Saint John Shipbuilding & several systems suppliers to participate in ANZAC Ship Program. - Monitoring of Dept of Transport and Communications Nat'l Aeronautical Info Processing System North-East Brisbane Project.

Meetings held with both competing consortia. Good level of interest for several Canadian companies including SJSI established. Contract awarded to MDA.

QUARTER: 2 Support of St.John Shipbldg. & several systems suppliers to part. in ANZAC Ship Program. Monitoring of Dept of Transp. & Communic'n Natl Aeronautical Info Processing System. Updating of Air Traffic facilities around Australia.

Australian Defence has purchased 15 LAVs through FMS. Team visiting Canada and USA with a view to buying additional vehicles.

QUARTER: 3 Support of Saint John Shipbuilding & several systems suppliers to participate in ANZAC Ship Program.

Design competition won by Germany: Blohm & Voss MEKO design. Successful AIDEX exh., reported separately, indicates excellent def.opp., although we can expect bias on frigate to suppliers already participating in MEKO series.

QUARTER: 4 -----

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POST :534-CANBERRA

SECTOR :005-ADVANCED TECH. PROD. & SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

AERONAUTICAL INFO PROCESSING SYST (NAIPS) CONT TO PROMOTE OF THEM.
2 CDN COMPANIES IN FINAL ASSESSMENT. CONTRACT AWARDED TO ONE

PROM RAYTHEON TECHN TO AUSTLN CIVIL AVIAT AUTH FOR SYD AIRP
RAYTHEON WILL WIN THE CONTRACT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89

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

POST :534-CANBERRA

Mtgs with Navy, AMECON, liaison with Cdn industry re various
defence contracts, ANZAC frigate sub-contracts.

Intro PNG visit, establish contacts network in govt, forestry,
civil aviation, mining, oil, fisheries, assmt of mkt potential.
Attendance & report - EDI Conference.

Discussions with airline, government re air agreement.

Interventions to govt re APEC Van, salmon, pork, apples, ship-
ping surveys, environment, small bus, support to exporters.
Continue discussions with Aus govt, industry re canned fruit
issue in context of MTN negotiations.

Quarterly reports on minerals & energy. Visits to 5
companies.

Attendance Outlook 90 (ag and resource forecasting).

Organized pork producer mission to Canada, Prairie Pools
mission to Australia.

Attendance Driftnet Fishing Conference, Honiara, and Grains
Council of Australia.

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POST :524-DHAKA

SECTOR :003-GRAINS AND OILSEEDS
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -distributed list of Cdn dealers to importers
-prepared mini-market survey and distributed it
in Cda

-order placed for 10,000 tonnes of canola

QUARTER: 3 wrote to Finance Minister to request lowering of
tarrifs and duties on canola and mustardseed
imports

QUARTER: 4 -----

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POST :524-DHAKA

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -send two officials to INTERCAN
-distribute oil and gas consultant reports

QUARTER: 2 -lobbied for Cdn firm on ABD contract
-made high level representations on Cdn gas tech
nology
- assisted in visit of Cdn firm

QUARTER: 3 1. 3 day mission from Alta. Dept of Econ Dev
and Trade
2. lobbied very stringly on behalf of Cdn
supplier

QUARTER: 4 -----

- Cdn firm shortlisted on \$1.5 million ADB
equipment supply

1. \$1.2 million contract awarded to Cdn firm

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POST :524-DHAKA

SECTOR :010-MINE,METAL,MINERAL PROD & SRV
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -identified opportunity in establishing coal
mine

- Bdesh reps went to Cda to meet with Cdn
investors

QUARTER: 3 commented on CPPF proposal for iron plant

QUARTER: 4 -----

TRAINING ON CON EXPERTISE IN HOTEL FIELD AT MISSION
1989: US\$ MILLION

TEAM UP S.K.DEN., SING CONTE & ENGINEERS WITH SUPP OF SLDG MA
1989: US\$ MILLION

NEW-SECTOR-ARCHITECT,CONS,CONTRAL,ENYV

PREPARATION FOR 1989-90

MARKET RESEARCH REPORT/STUDY ON S.K.CONSTRUCTION INDUSTRY

TECH SEMINAR ON USE OF CON PLANCED FOR ECOM-NODES AT 1989-90
1989: US\$ K

TEAM UP S.K.DEN., SING CONTE & INT ENGINEERS WITH SUPP OF
1989: US\$ K

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation in 1989

Successful participation in 1989 - 10 million
spents.

Market study - for Building Products
Market study - for Sldg Security Products

Market study completed and report in 1989. 10K in
Market study completed and report in 1989. 10K in

REPT4D
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :524-DHAKA

SECTOR :005-ADVANCED TECH. PROD. & SERV
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 - consultant report on telecommunications, final
version in print
- met with Airforce to assist in difficulty
with Cdn supplier

-final consultant report to be distributed next
quarter
- trade dispute not resolved

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :502-HONG KONG

SECTOR :015-CONSTRUCTION INDUSTRY
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:BUILDING PRODUCTS

PREPARATION OF HOFEX'89

PREPARATION OF IBEX'89

MARKET RESEARCH REPORT/STUDY ON H.K. CONSTRUCTION INDUSTRY

NEW BANK OF CHINA BUILDING PROJECT
C\$5 MILLION

SEMINAR ON CAN EXPERTISE IN HOTEL FIELD AT HOFEX'89
1989: C\$5 MILLION

TEAM UP H.K.DEV,BLDG CONTR & IMPORTERS W/CDM SUPP OF BLDG MA
1990: C\$10 MILLION

SUB-SECTOR:ARCHITECT,CONS,CONSUL,SERV

PREPARATION FOR IBEX'89

MARKET RESEARCH REPORT/STUDY ON H.K.CONSTRUCTION INDUSTRY

TECH SEMINAR ON USE OF CDN PLYWOOD FOR FORM-WORK AT IBEX'89
1989: C\$20 M

TEAM UP H.K.DEV.,BLDG CONTR & MAT IMPORTERS W/CDM SUPP OF
1990: C\$25 M

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation in IBEX
Market study - for Building Products
Market study - for Bldg Security Products

Successful participation in IBEX with 18 participants.
Market study completed and distr to ISTC, DEA et
Market study completed and distr to ISTC, DEA et

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

POST :502-HONG KONG

SECTOR :015-CONSTRUCTION INDUSTRY
HONG KONG

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 2 List of large capital and infrastructure projects undertaken and sent to Canada for distribution. Future activity on projects will be reported under 999 (multiple sectors) in future.

QUARTER: 3 -----

QUARTER: 4 -----

Successful participation in 1989 with 18 parties
Market study completed and data to 1990, 1991 & 1992
Market study completed and data to 1990, 1991 & 1992

Quarter 1 Participation in 1989
Market study - for building products
Market study - for other building products

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

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POST :502-HONG KONG

SECTOR :005-ADVANCED TECH. PROD. & SERV
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM, DATACOM, SAT, SPACECOM

CABLE TV NETWORK EQUIPMENT SUPPLY CONTRACT
AT LEAST 1 OR 2 SUPPLIERS WILL BE SECURED

MOBILE DATA NETWORK - FIRE SERVICES 2ND GENERATION
AT LEAST 1 OR 2 SUPPLIERS WILL BE SECURED

COMMTEL ASIA'90, DEC 4-7

OBTAIN OFFICIAL CANADIAN PARTICIPATION WITH 15 TO 20 COMPANIES IN 1990

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

HOSPITALS INFORMATION SYSTEM (4 MILLION)

URBAN COUNCIL LIBRARY AUTOMATION (3 MILLION)

RHK POLICE COMPUTER ASSISTED FINGERPRINT IDENTIFICATION SYST

HK INLAND REVENUE DEPT - AN APPLICATION DEVELOPMENT TOOL(1M)

CO-SPONSORSHIP OF SOFTWARE EXH 89,&/OR AUTOTECH 89 OR SIM EV
LOCAL PUBLICITY OF CANADIAN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Interest companies in participating in Commtel Asia in Dec 89.
Assist Cdn companies with three contracts being pursued.
Info booth at Internepcon and mission.

Thus far some 10 Cdn co's will participate in Commtel Asia in Dec. 89.
2 contracts awarded for hitech eqpt and services and one pending.

QUARTER: 2 Mission of 9 company reps in electronic components sector and participation in Internepcon Trade Fair. Technical/sales seminar was also held.

-About 10 million Canadian dollars sales has been identified and will be concluded in 2 yrs.
-5 local agency agreements will be established
-market potential for Cdn electronic components suppliers appears to be strong in HK.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :502-HONG KONG

SECTOR :005-ADVANCED TECH. PROD. & SERV
HONG KONG

POST :502-HONG KONG

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 Software - Major mission of 11 companies. Technical presentations and individual meetings. Commtel 89 - 12 co's(26 reps)displayed products at Commtel show. Major reception co-hosted by Mitel, NT and Mission. Major speech by DOC/Cda.

-Approx C\$1 million software products sold.
-As a result of participation in Commtel, Cdn companies estimate that some \$2 million will be sold over the next year.

QUARTER: 4 -----

MOBILE DATA NETWORK - FIRE SERVICES AND CERTAIN AT LEAST 7 OR 8 SUPPLIERS WILL BE REQUIRED

WEEK IN 1989

COMMIT ASIA '89, DEC 4-7

DETAILS OFFICIAL CANADIAN PARTICIPATION WITH 12 TO 20 COMP

SUB-SECTOR:SOFTWARE HARDWARE & COM

HOSPITALS INFORMATION SYSTEM (\$ MILLION)

UNIVERSITY LIBRARY AUTOMATION (\$ MILLION)

THE POLICE COMPUTER ASSISTED FINGERPRINT IDENTIFICATION SYST

HE INLAND REVENUE DEPT - AN APPLICATION DEVELOPMENT TOOL(1M)

CO-OPERATION OF SOFTWARE FOR 8086 AUTOCH 80 OR 218 EV

LOCAL PROSPECTS OF CANADIAN PRODUCTS

QUARTERLY RESULTS REPORTED:

ACTIVITIES UNDERTAKEN IN QUARTER:

TRACKING:

Thus far some 10 Cdn co's will participate in Commtel Asia in Dec. 89. 5 contracts awarded for in-tech equip and services and one pending.

QUARTER: 1 Interest continues in participating in Commtel Asia in Dec 89. Asiatel Cdn companies with three contracts being pursued. Info booth at Interpaccon and mission.

About 10 other Canadian doctors will be participating in 5 yrs. plan identified and will be concluded in 5 yrs. 2 local agency agreements will be established. Further potential for electronic equipment. Negotiations ongoing to be strong in 89.

QUARTER: 2 Mission of 9 company reps in electronic equip-ent sector and participation in Interpaccon Trade Fair. Technological seminar was also held.

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

POST :502-HONG KONG

SECTOR :017-OTHER SERVICES
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:DISTRIBUTION

IMPROVE CURRENT INVENTORY OF HK TRADERS

IMPROVE KNOWLEDGE/UNDERSTANDING OF DIFF METHODS OF OPERATING
IMPROVE "PRIMER" AND REPRINT FOR USE BY CANADIAN COMPANIES

CONDUCT SEMINARS ACROSS CANADA
INTRODUCE CANADIAN COMPANIES TO CONCEPT OF USING TRADERS FOR

REPRINT"PRIMER"& DISTRB TO CDN BUSINESS COMMUNITY

PLAN ADDITIONAL SEMINARS IN CDA W/MARKETPLACE,HI-TECH & PROC

PRC & SE ASIAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :502-HONG KONG

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE
HONG KONG

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INCOMING BUYING MISSION FOR REPRESENTATIVES OF PARK N SHOP,
C\$1,000,000

INCOMING BUYING MISSION FRO REPRESENTATIVES OF PARK N SHOP,
C\$1,000,000

SUB-SECTOR:FOOD HANDLING,PROCESSING EQUIP

PREPARATION FOR HOFEX'89.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promote food and beverage sectors through
missions and food promotions.
Major instore food promotion at over 35 food out
lets and 17 restaurants.

Two buyers from major food supermarket visited
Canada on food buying exercise - C\$50,000 bought
Food tasting took place with major retail outlet
in preparation for food promotion in Sept/Oct 89
Over C\$10 million Cdn food bought for food promo

QUARTER: 2 In store food promotion with Park N Shop in 131
supermarkets and food tastings in 40 of the
stores.

Approximately \$3 million of Cdn food products
was purchased for this promotion.

QUARTER: 3 In-store food promotion with Yaohan Dept Stores.

Approx. \$100,000 product sold.

QUARTER: 4 - Canadian Beef Promotion
- Canadian Food Fair in conjunction with the
Hong Kong International Food Fair at which
Canada had information booth.
- Preparation for food promo with Dah ChongHong

- Beef - Approx. 53 chefs and 8 food writers
attended a beef seminar and tasting. Under-
taken with Alberta.
- 19 Companies (28 reps) displayed products and
some 400 buyers visited Cdn exhibition.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :502-HONG KONG

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:SECURITY PRODUCTS

FOLLOW UP MKT IDENT EFFORTS OF NEW SUPPLIERS INTRO AT HITEC TOMERS AND/OR DISTRIBUTORS
WORK WITH AT LEAST 5 NEW SUPPLIERS IN ATTEMPT TO SECURE CUS-

MKT STUDY FOCUSING ON IDENT FULL EXTENT OF THE SECTOR,KEY
CONTRACT OUR STUDY & EVALUATE & REPORT RESULTS BY MID 1989

SECURE TDO ASSISTANCE IN INCLUDING HK IN ANY RELEVANT VISITS
AT LEAST 1 SUCH VISIT TO HELP PUBLICIZE CANADIAN TECHNOLOGY

PROTECT ASIA'90 (JAN)
OBTAIN OTTAWA APPROVAL FOR A CDN PAVILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Identify local market opportunitis and Cdn co's
with capability to supply (through HiTech 89).
Market study to identify market opps.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Local opportunitis identified and 3 Cdn supplier
s making inroads into market.
Market study not yet undertaken in order not to
overlap with building security products study
just completed.

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

POST :502-HONG KONG

- Major involvement in regional tourism fair - Intertour with 15 Canadian suppliers.
- 10 Canadian officials attended and/or participated in HK International Fur Fair.
- Two Prov Ministerial visits - R. Morrisey of PEI (with 7 persons) and D. Chynoweth of Sask (with 4).
- Two municipal missions - Westmount and Kingston and one HKCBA mission for Toronto with 12 participants.
- 3 airport missions visited Post - Lavalin; Ontario (12 business reps), and Quebec (7 business people).
- Visit of Manitoba Premier Filmon (Plus 8 others)

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :521-ISLAMABAD

SECTOR :007-POWER & ENERGY EQUIP. & SERV.
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

LOBBY WAPDA FOR AWARD OF TAUNSA LOW HEAD HYDEL PROJECT
BEGINNING OF CONTRACT NEGOTIATION FOR A LOW HEAD PROJECT

WORTH CS\$100-150 MILLION.

SUPPORT EFORTS OF CDN COY ON PRIVATE THERMAL POWER PROJECT
INCREASE IN EXPORT OF CANADIAN THERMAL POWER PLANT

EQUIPMENT.

ARRANGE FOR CHAIRMAN, WAPDA TO VISIT CANADA
A BETTER RAPPORT WITH CANADIAN COMPANIES INTERESTED IN

HYDEL AND THERMAL POWER GENERATION PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Call by HOM on Secretary, Ministry of Water and
Power. - Regular calls on Ministry of Water Pow-
er. - Two calls by HOM on Chairman, Water and
Power Development Authority.

Support grid station bid by Cdn Consortium & win
extension of 2 weeks for final consideration of
proj. The extra period of 2 weeks was requested
to allow Cdn Consortium to put together a finan-
cial package for the grid station.

QUARTER: 2 1. Arrange visit of Additional Secretary Min of
W & P and Chairman Wapda, for WEC.

1. Visit completed in Sept89. Cdn companies int-
erested in power sector projects were able to
register their interest with these two key
persons.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :521-ISLAMABAD

SECTOR :004-DEFENCE PROGRAMS, PRODUCTS, SERV
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: ALL SUB-SECTORS

INVESTIGATION & REPORTING ON PAKISTAN ARMY PROCURE PROCESS
BETTER KNOWLEDGE OF THE PROCUREMENT PROCESS AND FUTURE

NEEDS WILL LEAD TO AN INCREASE IN MARKET PENETRATION.

INCOMING DEFENCE AND SECURITY EQUIPMENT MISSION
ACQUAINT MINISTRY OF DEFENCE PRODUCTION WITH CANADIAN

EXPERTISE IN DEFENCE SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 HOM call on Secretary Defence Production

Discuss details of visit programme of Incoming
Defence Mission to Canada. HCM's visit facilita-
ted in getting necessary information to structu-
re visit programme in Canada.

QUARTER: 2 1. Arrange Defence mission Jul/Aug.

1. Mission postponed; will reschedule early
next FY.

2. Pursue FMS financing for CMC.

2. Pak authorities interested, U.S. will consider
case by case basis.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :521-ISLAMABAD

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

REGULARLY CALL ON OIL CO EXECS IN ISLAMABAD,LAHORE & KARACHI
OBTAIN TIMELY INFORMATION ON PROCUREMENT OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Expose Pakistan oil and gas companies executives
to Canadian capabilities.
Help Canadian companies to get business from
Pakistan oil and gas companies.

Arranged visit of Mr. W.A. Zuberi, Managing Dir.
,Pakistan Oilfields Ltd. to Intercan 89. Several
Cdn cos got first hand knowledge about POL's
planned purchasing activities from its Chief Exe-
cutive & expressed interest to pursue those opp.

QUARTER: 2 1. Resolve CCC/Cardwell contract.
2. Arrange Chairman OGDC visit to Alta.

1. HOM met Min Petroleum; result OGDC raises
possibility of third rig.
2. Chairman pleased with visit.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 4 Continue the regular follow-up of the projects
which are close to contract signature.

OGDC has agreed to purchase 100,000 bbl of oil
from Canada. The contract is being finalized.
The contract is being finalized.
The contract is being finalized.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :521-ISLAMABAD

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Help Canadian companies in getting business with Agriculture sector projects funded by multilateral donors.

Arranged visit of Mr. Ken Lucas, President and latter for Ms. D.Turnbull, V-President, Agrodev Canada Inc. to position them for Second Aquaculture Development Project funded by Asian Development Bank.

QUARTER: 2 1. Help Agrodev secure ADB contract.

1. Meetings arranged for Rod Bailey to collect data to submit bid for fruit and vegetable marketing project.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :505-JAKARTA

SECTOR :005-ADVANCED TECH. PROD. & SERV
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

VISIT BY MINISTER FOR TOURISM,POST & TELECOM.TO CANADA
ACCEPTANCE OF INVITATION ISSUED TO PREVIOUS MINISTER (PRIOR

TO APRIL 88 CABINET CHANGE)

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1.Support companies in pursuit of telecoms/comms projects.

1.Assisted CMC with seminar presentation to Perumtel in support of commercial negotiations.
-Assisted MITEL with seminar presentation to IPTN in support of marketing of PABX.

QUARTER: 2 -WE HAD PLANNED TO CONCLUDE CAL-LUT PROJECT SINCE COMMERCIAL CONTRACT WAS SIGNED IN JUNE
-PLANNED TO BE AT TENDER STAGE FOR LAPAN UP-GRADE BY M.D.
-PLANNED TO RESOLVE DIPIX BANKRUPTCY CLAIMS

-CAL WAS NOT ABLE TO ACCESS NECESSARY SECT 31 FUNDING
-MD APPOINTED SEVERAL COMPETING AGENTS THUS BLURRING PROJECT PROSPECTS
-INTERA REP WILL ASSUME SERVICING DIPIX EQUIPMNT

QUARTER: 3 EDC found necessary soft funding for CAL project & visited post.
Mac.D.simplified their Rep.for LAPAN upgrade, assessment of competing,offers US & France completed;C'Air obt.preliminary orders 3 Challenger.

Financing for CAL LUT project is completed except for wording detail.
T.S.I.reverted to earlier rep.to pursue the two projects at Perumtel.
CMC redrafted telex proj.specs to incl switching

QUARTER: 4 Continue the regular follow-up of the projects which are close to contract signature.

-CAL LUT PROJECT financing negotiations were completed and loan agreement signed.
-SPECTROCAN signed a US\$5 million contract under OECF Financing
-CMC & TSI have presented new tech.proposals.

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

POST :505-JAKARTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

COMPLETE BUKIT ASSAM PROJECT - RAIL & COMM. SYSTEM
\$8M IN SALES

BEGIN UPDATE WEST SUMATRA RAILWAY
CONSULTANCY CONTRACT

COMPLETE SALE - REFIT LOCOMOTIVES
\$20M

REPAIR/OVERHAUL TWIN OTTERS FOR MERPATI
\$12

PREPARE DETAILED REPORT ON LRT PROSPECTS
ANCILLARY EQUIPMENT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 A.Repair/overhaul Twin Otters for Merpati
- B.Bukit Assam project
- C.Canadair/IPTN Market study.
- D.Canadair Challenger promotion

- QUARTER: 2 -OBJECTIVE WAS TO ADVANCE MERPATI TWIN OTTER REFURBISHMENT PROJECT
- NEED TO COMPLETE CPCS, IAL & SYSCO PORTIONS OF BUKIT ASAM PROJECT

QUARTER: 3 Completed Bukit Asam project incl rails & obtain firm indication of financing for Merpati.

- QUARTER: 4 -Complete BUKIT ASAM PROJECT
- Repair/Overhaul of TWIN OTTERS for MERPATI

QUARTERLY RESULTS REPORTED:

- A. Identified potential Cdn supplier.
- B. Assisted processing \$8m rail/comms sales/serv.
- C. Preliminary indications of sufficient market potential. D. Confirmed sale one Challenger; further sales pending.

- EXECUTIVES OF MERPATI WERE CHANGED, THERE WAS SECT 31 CREDIT REQUEST REFUSED.
- CPCS HAS BEEN CONTRACTED BY IBRD TO PROVIDE OPS SUPPORT, IAL IS COMPLETING COMMUNICATIONS SECTION & SYSCO IS PENDING.

CIDA funding for Bukit Asam was extended to end 1990.
Coal hopper cars were assembled & delivered.

- All major remaining transactions for BUKIT ASAM PROJECT were completed.
- Convinced GOI of necessity of accepting export credits for the TWIN OTTER deal. Were successful in having a serious CDW supp. come to visit JKT.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :505-JAKARTA

SECTOR :014-EDUCATION, MEDICAL, HEALTH PROD
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

- QUARTER: 2 -INVITED CDN FIRMS FOR ADB 2ND HEALTH PROJECT
- SUPPORTED LAVALIN FOR MARINE SCIENCES EDUC PROJ
- SUPPORTED CANEDCOM TO CONDUCT STUDY FOR STM IV
- SUPPORTED ND LEA FOR W-B INST DEV & TRNG PROJ
- PROMOTED CDN EDUCATIONAL EQUIPMENT

- EXPECT 2 CDN FIRMS ON LONG LIST
- LAVALIN SHORT-LISTED. INVITATION LET TO BE ISSUED
- CIDA INC AGREED TO CONTRIBUTE C\$299,982 TOWARDS COST OF STUDY
- ND LEA SUBMITTED PROPOSALS TO MIN. OF PUB WORKS

QUARTER: 3 Lea/Lavalin proposal for IBRD Institution & Training was submitted-assessed third. Marine Sciences proj(jointly with Aust)pursued, CIDA Inc CPPF FUNDING obtained for CDN CANEDCOM.

All projects under negotiation/evaluation.

QUARTER: 4 Regular follow-up with executing agencies on an number of multilateral projects.

CDM consortium is well positioned for technical assistance contract for the MARINE SCIENCES PROJECT under ADB financing. Five other projects are actively being pursued by CDN COS.

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

POST :505-JAKARTA

SECTOR :010-MINE,METAL,MINERAL PROD & SRV
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

PREPARE REPORT ON GOLD AND COAL SECTORS
IMPROVED AWARENESS OF MARKET BY CANADIAN FIRMS

MAILING OF PRODUCT LITERATURE TO GOLD COMPANIES
POSSIBLE DIRECT SALES BY CANADIAN COMPANIES

PROM.THE ATTEND.OF POT.BUYERS/AGENTS TO 1989 PROSP & DEV ASS
EXPOSE KEY CONTACTS TO A WIDE SELECTION OF CANADIAN EXPERTI-

SE

GET IN TOUCH WITH THE INDON.WHO STUDIED IN CDA & THAT ARE
ESTABLISH A NETWORK OF CONTACTS WITHIN THE MINING SECTOR

FOLLOW-UP REGULARLY WITH CDN CONS.ACTIVE IN THE SECTOR
DETERMINE THE DIRECTIONS OF CHANGE WITHIN THE SECTOR NAMELY

REGARDING GOVERNMENT POLICIES

VISIT A NUMB.OF PRIV CO WHICH HAVE ANNOUNCED THEIR INT TO GO
OBTAIN THEIR PROCUREMENT LISTS AND PROCEDURES AND PROMOTE

CANADIAN EXPERTISE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Visit a number of private companies which have
announced their intention to go ahead with large
capital investments.

Indonesian participation to the 1989 Coal Ass.
of Canada Annual Conference.
Had contacts with Inco,Beran Coal,Kaltin Prima
Coal.

QUARTER: 2 -VISITED A NUMBER OF PRIVATE COS WHICH PLAN TO
PROCEED WITH NEW CAPITAL INVESTMENTS

-IDENTIFIED A NUMBER OF PROJECTS WHICH ARE
COMING OUT OF EXPLORATION STAGE & PROCEEDING
WITH ACTUAL PRODUCTION. LOCAL CO ATTENDED
MINTEK

QUARTER: 3 Secured new orders for \$250,000 mining equipment
Continued to prepare for Asean Mining Congress
Pursued new projects for mining consulting

Ingold has new project in Irian Jaya.
Inco modernization being completed.

QUARTER: 4 Distribution of product literature to gold
companies & interview of large private COS which
have planned to proceed with large capital
investments.

Attendance at 2nd ASIA-PACIFIC MINING CONFERENCE
permitted Embassy to distribute promotional
literature & to establish new contacts within
the Industry.

REPT4D
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :505-JAKARTA

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

PREPARE SUMMARY REPORT ON PULP AND PAPER EXPANSION
INCREASED AWARENESS OF MARKET BY CANADIAN FIRMS

KEEP IN CLOSER TOUCH WITH LOCAL ASSOCIATIONS (APKINDO ISA)
GET A BETTER UNDERSTANDING OF THE PRIVATE SECTOR

PROM THE ATTEND OF POT BUYERS/AGENTS TO 1989 FOREST IND EQPT TISE
EXPOSE KEY CONTACTS TO A LARGE SELECTION OF CANADIAN EXPER-

FOLLOW-UP REGUL.WITH CDN CONSUL.& INDO.BUYERS REG.APP.CPPF OF CANADIAN GOODS AND SERVICES
MORE RAPID IDENTIFICATION OF VIABLE PROJECTS AND PROMOTION

VISIT A NUMB.OF PRIV.CO.WHICH HAVE ANNOUNCED THEIR INT.TO GO CANADIAN EXPERTISE
OBTAIN THEIR PROCUREMENT LIST AND PROCEDURES AND PROMOTE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Visit a number of private companies which have
announced their intention to go ahead with large
capital investments.

Have been in touch with a number of contacts in
the forestry sector with special emphasis on
the Pulp and Paper sector.

QUARTER: 2 -LOCAL STUDY ON PULP AND PAPER SECTOR WAS
DISTRIBUTED TO CANADIAN COMPANIES

-THIS STUDY COMMISSIONED BY THE POST, WILL
PROVIDE GOOD BACKGROUND INFO FOR CANADIAN COS.

QUARTER: 3 Continued to assist Canadian consultants who are
pursuing private sector clients.
Followed down fall of Astra-Scott proj.in Irian
Jaya.
Suc'fully concluded CPPF funding for Kayu Lapis

Maintained watching brief on environmental
forces affecting forestry projects
Reported on large increase in export fees for
sawn timber.

QUARTER: 4 Visit a number of private companies which have
announced their intention to go ahead with
larger capital investments.

Have established contact with a number of
private COS having planned large investments in
the pulp & paper sector.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :505-JAKARTA

SECTOR :007-POWER & ENERGY EQUIP. & SERV.
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

ONGOING ASSISTANCE TO ATOMIC ENERGY OF CANADA
CONTINUED COLLABORATION BETWEEN AECL AND BATAN

LIAISE W/EXECUTING AGENCIES WHICH BENEFIT FM IBRD OR ADB FIN
INFORM INDUSTRY OF UPCOMING INT. CALL FOR TENDER

FOLLOW THE DOMESTIC DISCUSSIONS CONCERNING THE POSSIBLE
REPORT TO OTTAWA AND INDUSTRY ON A SECTOR WHERE CANADA HAS

STRONG EXPERTISE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Liaise with executing agencies which benefit
from IBRD or ADB financing(PLN,MIGAS)

We are organizing participation at the
Electric-Indonesia trade fair in Nov. and a
rural electrification mission.
Approached a number of potential agents.

QUARTER: 2 -LIAISON WITH IBRD, ADB, PLN, PGM IN VIEW OF
TARGETTING MULTILATERALLY FUNDED PROJECTS
(POWER AND GAS SECTORS)

-PRESIDENT OF PLN ATTENDED WEC 89. PAITON PROJ
IS PENDING. NOVACORP IS WELL-POSITIONED AND
PREPARATIONS ARE UNDERWAY FOR THE UPCOMING ELEC-
TRICAL MISSION. CDM INDUSTRY INFORMED OF INT
CALLS FOR TENDERS.

QUARTER: 3 Followed progress of Suralaya/Paiton & Gresik
projects.
Reported on B & W & C.E. bliler competition.

Maintained relations with PLN, EKUIN & relevant
lending agencies.

QUARTER: 4 -Liaise with executing agencies which benefit
from IBRD or ADB financing.
-Follow the domestic discussion concerning the
possible decision by GOI to construct a nuclear
plant.

-CDM COS have been short-listed or awarded
contracts e.g.(PAITON project,Rural Electrifica-
tion
-Report to Ottawa & industry on a sector where
Canada has strong expertise.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89

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

POST :505-JAKARTA

Quebec Trade Mission

Canola Trade Mission

Ontario Tobacco Trade Mission

Trade & Investment Seminars in Medan & Surabaya

CDN-Indonesia Business Council Trade Mission

Support with the attendance of Indonesian Delegations to
Globe 90 & GIS 90

Visit Asian Aerospace Trade Show in Singapore

Official Ceremony for Delivery of GM Locomotives for
Bukit Asam Project.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :511-KUALA LUMPUR

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW-UP W/COLD STOR BHD TO IDENT BETTER SUCCESSFUL PROD
FIRMLY ESTABLISH NEW LOCAL MARKET FOR 3 CANADIAN FOOD PRO-

DUCTS.

LIAISE W/DEPT OF VETER SERV TO LAUNCH COOP LIVESTOCK VENTURE
ESTABLISH WORK PRGM & INITIATE ACTIVITIES TO DEVELOP CROSS

BREED FOR TROPICS

CONTINUOUS PROMOTION OF CANADIAN BREEDING LIVESTOCK
INCREASE CDN MARKET SHARE BY 10%. ESTABLISH INTEREST IN CDN

SHEEP STRAINS.

PROM CDN UNIV & TECHN TRAINING PROG W/AGRICULTURAL SECTOR
IDENTIFY PRIORITY MLSIAN TRAINING NEEDS FOR RECRUITMENT

ASSIST AB GOVT IN FOOD PROM PLANNED W/YAOHAN SUPERMARKET
EXPAND CDN SALES. ESTABLISH CDN PROFILE WITH 2ND MAJOR SU-

PERMARKET CHAIN.

IN CONSULT W/IMPORTER DEV LIST OF MARKETABLE CDN FOOD PROD.
ALERT CDN COS TO NEW SALES OPPTS. INTRO BROADER RANGE OF CDN

FOOD PRODUCTS

ASSESS MKT FOR CDN FEED INGREDIENTS & DEVELOP ENTRY STRATEGY
INTRODUCE CDN BARLEY, CANOLA MEAL AND OTHER FEED INGREDIENTS

TO MLSIA

MEET W/MLSIAN COS TO PROM SOURC OF CDN AGRIC EQP/TECH & SERV
DEMONSTRATE APPLICATIONS OF CDN HIGH TECH TO AGRIC SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Introduce new Canadian food products;market Cdn
feed ingredients;support Cdn Wheat Board
marketing program

Five new companies introduced to local
distributors;three Mlsian coys participating
in Ginseng Mission to Cda;3 participants
sponsored for CIGI course;Cdn wheat sales reach
record level of \$16.2 mn during Jan-Apr

QUARTER: 2 Incoming Ginseng Mission; invite representatives
to CIGI course; preparation of Canadian Wheat
Board Report on Grains & Oilseeds.

3 participants attended Ginseng mission;
purchases anticipated after harvest;3
participants from flour mills attended CIGI
course.

QUARTER: 3 Planning for Ontario Primary Agriculture
mission; invitations to Department of Veterinary
Services to approve abattoirs in Canada for
halal slaughter; follow-up on ginseng mission.

5 companies to participate in Ontario Primary
Agriculture Mission; return trip to Canada of
ginseng buyer with confirmed sales of C\$109,000;
Sr. officials at both Dept of Vet Services and
Islamic Centre agreed to visit Cdn abattoirs.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :511-KUALA LUMPUR

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE
MALAYSIA

<p>TRACKING:</p> <p>QUARTER: 4 Ontario Ag mission; Canola mission; Manitoba swine seminars/mission; veterinary incoming mission; follow-up on product selection for food promotion; cultivation of new food brokers; prep'n for aquaculture mission; assessment of feed ind.</p>	<p>ACTIVITIES UNDERTAKEN IN QUARTER:</p>	<p>QUARTERLY RESULTS REPORTED:</p> <p>Promotn of Cdn breeding stock w/DVS & industry; good prospects for Canola meal; breeding stock buyer visits forthcoming; DVS mission to Cda; assistance to Cdn ag-equipmt/services co's; Cdn consultant awarded ADB fisheries proj contract.</p>
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :511-KUALA LUMPUR

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MACHINERY AND EQUIPMENT

INFORM CDN PIPELINE CONSTRUCTION COS OF PGUP II DEVELOPMENTS
CDN COS AWARDED PGUP II CONTRACTS AS PRIME SUPPLIER OR SUB-

CONTRACTOR

IDENT CDN FIRMS TO BID ON DULANG OILFIELD & MELAKA REFINERY
MORE CDN COS VISIT MARKET, APPOINT LOCAL ASSOCIATES, BID

TENDERS

INTRO NEW OIL/GAS EQPT/SERV SUPPL:DEV SHORTL.OF QUAL AGENTS
OIL & GAS COS INCL ON UPCOMING PROV TRADE MISSIONS; 3 COS

APPOINT LOCAL REPS

PROM CDN TECH & MANAG TRAINING PROG FOR THE PETROLEUM IND.
SECURE MLSIAN PARTICIPANTS ON ASIPIID & BSAM; HRD SEMINARS

TO PETRONAS

ASSIST CDN FIRMS TO POSITION THEMSELVES FOR PGUP III PROJECT
CONGAS GAS DISTRIBUTION STUDY COMPLETED; CDN COS ALERTED TO

SALES PROSPECTS

IDENTIFY POTENTIAL CDN COOP. IN PETROLEUM RESEARCH INST.
CESO VOLUNTEER ASSIGNED TO INSTITUTE; INSTITUTIONAL COOPERA-

TION PURSUED

SUPP CDN CO TO MKT TRANSP SERV TO OFFSHORE OIL/GAS INDUSTRY
ESTABLISH COMPANY AS VIABLE ALTERNATIVE TO EXISTING UK SUP-

PLIER OF SERVICES

INFORM CDN OIL/GAS OPERATORS OF EXPLO/PRODUCTION OPPORTUNIT.
CDN OPERATORS AWARDED ADDITIONAL PRODUCTION SHARING

CONTRACTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Introduce new oil and gas eqpt and source
suppliers to Mlsian market;Promote Cdn involve-
ment in new Petronas Petroleum Research
Institute.

6 coys participated at Mlsian Oil & Gas Show;
Mlsian attendees at Intercon signed 5 agency
agreements;Cdns sought by Petronas to head new
Training Institute;Maloney sold 2nd glycol unit
at \$1.6 mn.

QUARTER: 2 Follow-up with Cdn participants to 3rd Mlsian
Oil & Gas Show providing them with regular info
on upcoming opportunities.Assist companies not
yet represented locally in finding suitable
agent

Increase our market share for oil and gas
equipment and services

QUARTER: 3 Organize Alberta oil and Gas Mission.
Prepare Norcen VIP visit

All Alberta mission participants(7) now locally
represented and on bidders list for upcoming
tenders. Norcen seriously considering major
investment in Malaysia.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :511-KUALA LUMPUR

SECTOR :011-OIL & GAS EQUIPMENT, SERVICES
MALAYSIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 4 -Promote technical & managerial training programs for petroleum industry
-Continue to attract more Cdn suppliers to Mlsia
-Introduced additional candidates for Petronas/PRI advisory committee

-Aspid invited to submit proposal to Permata. Petronas Human-Res VP has visited Cdn R&T fac.
-4 add.Cdn coys now represented locally & currently bidding.
-Appt of 2 Cdn expected to raise Cdn profile

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:
QUARTER: 1 Promoted Cdn satellite expertise in VIM, STM and
the knowledge base to provide technical expertise
Identify new opportunities for remote sensing
services & technology
QUARTER: 2 Assist Spectron in presenting study to ITRP
Identify participants for ITRP Total Network
Management Training
QUARTER: 3 Training for incoming releases relating
including Spectron Engineering and OGC with
project at ITRP product seminar for All Canada
to Malaysian government officials; Seminar
Seminar Conference
Spectron study complete; await project
implementation & release from participated in
Spectron mission; Seminars conducted 28
agents and end-user; 3 invites from STM for
TRAC program
TRAC signed RM Dec 89; proceeding
with contract negotiations. All seminar will
receive. Four Canadian firms represented at
Remote Sensing Conference

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :511-KUALA LUMPUR

SECTOR :005-ADVANCED TECH. PROD. & SERV
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

SURV INFORMATICS CLIENTS TO ASSESS & DEV MKT STRATEGIES
SHOPPING LIST DISTRIBUTED TO SUPPLIERS; DECISION ON DATACOM

MISSION

ENSURE LEADING COS PARTICIPATE IN UPCOMING TRADE MISSIONS
INCREASE CDN EXPOSURE TO EMERGING COMMERCIAL OPPORTUNITIES

ASSIST CDN COS IN THEIR PLANS TO ESTABL LOCAL JOINT VENTURES
STRENGTHEN LOCAL CDN PRESENCE IN TELECOMS SECTOR; INCREASE

EQUIPMENT SALES

SUPP CDN CO IN REMOTE SENSING TO ESTABLISH JOINT VENTURE
BROADEN RESIDENT CDN REMOTE SENSING CAPABILITY; PROMOTE CDN

SUPPLY CAPABILITY.

TRACK DEVELOP PLANS OF STM & RTM TO DETERM NEW SATELLITE REQ
EDUCATE CDN INDUSTRY ON MARKET PROSPECTS,INCREASE NO. OF CDN

TENDER BIDS

ASSESS INT IN FORM PARTNER.W/CDM SUPPL IN AREA OF REM.SENS.
PROVIDE COMPETING CDN COS WITH GREATER RANGE OF QUALIFIED

LOCAL AFFILIATES

ESTABLISH DATACOM REQUIREMENTS OF MALAYSIAN UTILITIES
ADVISE CDN INDUSTRY OF SALES PROSPECTS; ESTABLISH CDA AS

VIABLE ALTERNATIVE

IDENT COS UTILIZ PROCESS CONTROL INSTRUM & ASSES MKT PROSP.
MATCH MLSIAN REQT TO CDN SUPPLY CAPAB; MORE CDN SUPPLIERS

VISIT MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promoted Cdn satellite expertise to STM,RTM and
TV3,Encourage Prov to promote telecoms expertise
Identify new opportunities for Remote Sensing
Services & Technology

Director of Satellite unit to visit Cda;Intera
awarded \$1 mn aerial survey contract,Que defence
telecoms mission scheduled for Aug;Bercha won
satellite data interpretation contract;Two Cdn
companies signed agency agreements.

QUARTER: 2 Assist Spectrocan in presenting study to JTM;
Quebec Defence/Telecommunications mission;
identify participants for TEMIC Total Network
Management Training.

Spectrocan study complete; await project
implementation; 4 telecom firms participated in
Quebec mission; Dataradio seminar attracted 58
agents and end-users; 3 invitees from STM for
TEMIC program.

QUARTER: 3 Planning for incoming telecoms mission;
assisting Spectrocan Engineering and CCC with
project at JTM; product seminar for AIT Canada
to Malaysian government officials; Remote
Sensing Conference.

JTM/CCC signed MOU Dec 89; proceeding
with contract negotiations. AIT seminar well
received. Four Canadian firms represented at
Remote Sensing Conference.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :511-KUALA LUMPUR

SECTOR :005-ADVANCED TECH. PROD. & SERV
MALAYSIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 GIS '90; Tel mission (replacing Datacom mission based on assessment of STM & Mlsian Govt procurement needs); assistance to MDA on remote sensing contract; strengthen contacts with local telecom & informatic agents & clients.

3 Mlsian participants attended GIS'90; 5 telecom mission participants impressed with Cdn supply capabilities, good opportunities on upcoming projects. RTM procurement of TVRO's from Nexus; participant from STM attended TEMIC.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :511-KUALA LUMPUR

SECTOR :007-POWER & ENERGY EQUIP. & SERV.
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

PROM INFO EXCHANGE BETWEEN UTILITIES ON POLICIES,OPERAT.,MRD
ESTABLISH INSTITUTIONAL LINKAGES AND PROSPECTS FOR COMMER-

CIAL COOPERATION

ENCOUR CDN COAL SUPP TO MKT AGRES PROD TO NAT.ELEC.BOARD
OBTAIN A NICHE IN MARKET FOR CDN COAL NOW PRIMARILY SOURCED

FROM AUST, CHINA

PROM PROG TO PROV TECH TRAINING TO MLSIAN UTILITY ENGINEERS
INCR EXPOSE TO CDN TECH; ANOTHER PRACTICAL ATTACH FR NEB

UNDER ONT AMB PROGRAM

REPORT ON NEB & SEB PLANS FOR 1 HYDRO & 3 THERMAL GEN.PROJ.
TIMELY ADVICE TO CDN EXPORTERS TO BETTER POSITION THEIR BIDS

IDENT AREAS WHERE FOREIGN EXPERT REQ IN CONSULTING ENGIN'G
IDENTIFY SELECT NEW OPPORTUNITIES FOR CDN CONSULTANTS

REVIEW MALAYSIAN CAPABILITIES IN POWER EQUIP SUPPLY & SERV.
DEVELOP INVENTORY OF LOCAL AGENTS TO JOINTLY BID TENDERS

IDENT NEB SHORT-TERM CONSULT ASSIGNMENT
SECOND CDN TECHNICAL EXPORT TO NEB; ENHANCE CDA/NEB RELA-

TIONSHIP

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Enhance exposure to Cdn power generation,
transmission capability;market Cdn Scada
expetise;promote Malaysia's participation at
WEC

NEB,SEB,SESCO participated in power generation
mission to Cda.Ont Hydro,CI Power submitted
Siting study proposals for generation proj;
Alerted Cdn firms to SEB scada equipment reqts;
Identified WEC candidates for Cdn sponsorship.

QUARTER: 2 Carry out an updated overview of NEB,SESCO and
SEB upcoming projects and requirements and
follow-up with Malaysian incoming buyers
mission.

Produce comprehensive report on proposed major
projects for period 1990-1995 with focus on
areas where Canada has strong capabilities.BC
based Canadian consortium was recently formed to
actively pursue these projects.

QUARTER: 3 Pursue Pergau Project. Alert Canadian companies
on upcoming tender for 500 kv turbines and
ancillary and associated external consultancy
work required. Make corporate calls to NEB
senior management.

As result of constant lobbying and follow-up
BC consortium may be invited to bid on Pergau
Project therefore, breaking British monopoly.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :511-KUALA LUMPUR

SECTOR :007-POWER & ENERGY EQUIP. & SERV.
MALAYSIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Continue to support Cdn consulting firms in their efforts to position themselves for upcoming power projects incl Pergau, Ulu Jelai, Bakun.

Klohn Crippen has met 3 times with Head of NEB & will likely be prequalified for Pergau & Ulu Jelai. SNC & Dessau are in process of selecting jv partners to pursue upcoming projects.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :511-KUALA LUMPUR

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CONTINUE TO PROMOTE SECURITY PRODUCTS FOR USE AT CHOGM
CCC TURNKEY BID TO SUPPLY SECURITY EQUIPMENT REQUIREMENTS

W/DEF ATTACHE MAINT ACTIVE MKTG PROG W/SEN ARMED FORCES OFF.
STRENGTHEN CDN PROFILE OF SUPPLIERS OF DEF/SECURITY EQUIP-

CANVASS AGENTS ON LIK'Y MINDEF PURCH/& DEV APPROP.MKT STRAT.
PREPARE MLSIAN DEFENCE PRODUCTS SHOPPING LIST FOR CDN INDUS-

SUPP & ASSIST TO CDN CO TO MKT DEF PROD TO ARMY
CO AWARDED TENDER TO SUPPLY NIGHT VISION GOGGLES

SUPP & ASSIST TO CDN CO.,ENS AIR FORCE CHIEF VIS.THEIR PLANT
C\$5 MN SALE OF CRV7 ROCKETS TO ROYAL MLSIAN AIR FORCE

ORG TECHN PRESENT BY CDN DEFENCE PROD SUPPLIERS TO MINDEF
THREE COS INTRODUCE THEIR PRODUCTS TO SENIOR MILITARY DECI-

ASSIST COS WHICH MET INC DEF MISS TO DEV STRAT FOR MLSIAN MK
ENSURE COS HAVE EFFECTIVE AGENTS, ENCOURAGE MORE REGULAR

MENT & SERVICES

TRY.

SION MAKERS.

VISITS TO KL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promote security product sales for CHOGM.
Follow up opportunities emanating from Defence
Mission to Cda;Secure local agents for Cdn coys;
Resolve RDF contract dispute.

Police plan purchase of Scintrex EVD-1
detectors;Mindef considering additional MVG
purchase from Bendix Avelex;Dep Army Chief to
visit Oerlikon;Two new coys appoint local agents
CCC submitted proposal to settle RDF contract.

QUARTER: 2 Quebec Defence Mission. Liaison calls on
agents and MINDEF

Que companies called on various agents, Mlsian
companies and MINDEF. Potential very high for
success with one agency agreement signed and
very real potential for 2 more

QUARTER: 3 -Continue calls on defence agents
-Plan activities related to the Defence Asia
90 Show

Increased the awareness of Canadian interest
in the defence products sector. Assisted with
the successful sale of night vision goggles to
Ministry of Defence by Bendix Avelex

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :511-KUALA LUMPUR

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

ASSIST CDN CO TO SELL ADD 10 LOCO WHICH THE MLSIAN RAILWAY TO RAILWAY
ESTABLISH CDN CO AS PRIME SUPPLIER OF LOCOMOTIVES AND SPARES

SUPP CDN CO FOR UPCOMING TENDER TO SUPPLY ATC SYSTEM
ENSURE CDN CO'S CONTINUING PRESENCE IN MALAYSIA

ASSIST CDN SUPPL TO INTROD RAPID INTERV VEHICLES(RIV)& OTHER AVIATION
SUCCESSFULLY BID SUPPLY OF 7 RIV TO MALAYSIAN DEPT OF CIVIL

ALERT CDN COS TO MOT NEG W/IBRD FOR C\$180MM INTEG TRANS.LOAN DERS.
ENSURE CDN COS MARKET CAPABILITIES, VISIT MLSIA & BID TEN-

ASSIST CDN CO TO SEC 5 YR TECH ASSIST CONTR W/MIN OF TRANSP
MAINTAIN CDN'S PRESENCE IN SECTOR; ENCOURAGE "BUY CDA"

ALERT CDN COS TO PRIOR NEW AIRPORT EXPAN PROJ. AEROSPACE SECTOR
INTRODUCE 2 NEW CDN SUPPLIERS; INCREASE CDN MARKET SHARE IN

COORD PROM EFFORT WITH CDN CO TO MKT TWIN OTTER & DASH-8 COMPETITORS
MAINTAIN CDN CO AS VIABLE CONTENDER TO SAAB & OTHER

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assist GM Cda in locomotives marketing;Promote
Cdn ATC equipment and technology;Promote Mlsian
participation at Abbotsford Air Show;Heighten
profile of Cdn automotive parts capability.

GM Cda sold \$100,000 in locomotive parts;
Raytheon conducted seminar to promote radar
technology;DCA & MAS reps to attend Abbotsford
Air Show.Automotive mission visited Klmpr.

QUARTER: 2 Assist Canadian companies in their ongoing bid
efforts with Railways and DCA through closer
linkeages with these authorities.

KTM has convinced Mlsian Treasury to issue
repeat order for 10 additional GM locomotives
(rather than call for tender).A sale estimated
at Cdn Dlr\$21.3 million.Raytheon has now been
prequalified for the supply of ATC systems to DCA

QUARTER: 3 Continue to assist Raytheon in its efforts to
secure sale of RAMP system to Department of
Civil Aviation. Lobby in favour of Interlake
Aviation. Promote Bombardier's monorail
technology.

DCA may be buying a RAMP unit fm Transport Cda
for Subang Airport.Interlake Aviation has been
certified & is expected to start pilot training
in Cda for MAS.City Hall expected to reconsider
its decision to buy Vonroll Monorail System

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :511-KUALA LUMPUR

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 4 - Assist De Havilland and other aerospace equipment suppliers in their promotional efforts
- Assist Canadian companies to sell equipment/ services to Malayan Railway

- DHC bidding on supply of calibration aircraft to DCA. 2 senior DCA officials visited Canada
- CANAC prequalified for Double tracking project
- Bombardier expected to prequalify for passenger coaches tender.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continuing support to companies pursuing energy related projects, monitoring new opportunities.

WPC Post tender that never started. Bidding for at least one tender during sale of steel poles to WPC and Sardinia, and service tender for steel pole equipment. Sale of steel poles to P&L Co.

QUARTER: 2 Support and pursuing energy related projects. Before the end of new opportunities. Maintain contact with power contacts in West Power Corp and Manila Electric Co.

4-10 and program of WPC + 7 Canada, WPC-1000 at West Power Corp by WPC visit. Proceed with steel poles with WPC. Electrification again. Dept of Trade, 4 Dept of Dev & Natural Resources. Informal sale of steel service tender.

QUARTER: 3 Provide or orientating energy related projects and monitor new opportunities. Support specific pursuing projects.

WPC and WPC opportunities on 2 energy projects. Arranged program for Singapore Airlines, VP. Steel poles of West Power Corp, for his visit to WPC. Informal sale of steel steel. More profit of WPC.

QUARTER: 4 Informing companies of new opportunities in WPC. Providing support to companies pursuing tenders and other power and energy related projects.

Willingham and WPC Electronics preparing for WPC Vietnam Mini-Subs tender. Arranging for WPC service vehicle requirements. WPC Steel poles that never started. Despite WPC. WPC service vehicle expansion on air engine.

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

POST :511-KUALA LUMPUR

MTN Market Access Review

CIDA Inc Program Review

Congas Presentation to Prime Minister's Office (EPU)

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

SECTOR :007-POWER & ENERGY EQUIP. & SERV.
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:HYDRO

FOLLOW DEV. OF CALACA II COAL-FIRED THERMAL PLT 14TH POWER
CANADIAN PARTICIPATION IN BOILER. ISLAND (CALACA II), SCADA

& LOAD DISPATCH CENTRAL

FOLLOWUP LEADS GEN. BY RECENT ELECT. MISSION IN PARTICULAR,
SALE OF UPWARDS OF \$1 MILLION

MONITOR AGUS III ENG. STUDY(EDC) & PULANGUI V FEASIB. STUDY
CDN PARTICIPATION IN THESE HYDRO PROJECTS (AGUS III 1990

AND PULANGUI V 1993).

MONITOR NEW POWER PROJECTS IN GENERATION, TRANS. & DISTRIB.
INCREASE CHANCES OF CDA PARTICIPATION.

FOLLOWUP COAL WATER FUEL STUDY (CIDA INC)
CONVERSION OF DENDRO THERMAL PLANTS TO CWF.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continuing support to companies pursuing energy
related projects. Monitoring new opportunities.

CPCS Coal-Water fuel study started. Monenco study
at Semirara started. Pursuing sale of used diesel
gen-sets to NPC, and sale of steel poles to NPC
and Meralco, and Meralco tender for elect distr
equipment. Sold 4 used gen-sets to Phil co.

QUARTER: 2 Support cos pursuing energy related projects.
Inform Cdn cos of new opportunities. Maintain
liaison with senior contacts in Nat'l Power Corp
and Manila Electric Co.

Arranged program of Mr. F T Delgado, SVP-Eng'g
of Natl Power Corp for his Cda visit. Promoted
Cdn steel poles with Nat'l Electrification
Admin, Dept of Trade, & Dept of Env & Natural
Resources. Informed cos of new Meralco tender.

QUARTER: 3 Follow up on existing energy related projects
and monitor new opportunities. Support
companies pursuing projects.

CIPS and SNC shortlisted on 2 hydro projects.
Arranged program for Napoleon Eufemio, VP, Spec'l
Projs of Natl Power Corp, for his visit to Cda.
Informed cos. of new small hydro projs of NPC.

QUARTER: 4 Informing companies of new opportunities in NPC.
Providing support to companies pursuing tenders
and other power and energy related projects.

Willowglen and CAE Electronics prequalified for
NPC Visayas Mini-Scada tender. Advised King Eqpt
re NPC service vehicle requirements. CPS Coal-
Water Fuel study ongoing, despite hitch. Monenco
Semirara mine expansion design ongoing.

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

SECTOR :005-ADVANCED TECH. PROD. & SERV
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

VISIT TO CDA OF ASSISTANT SECRETARY OF COMMUNICATIONS
BETTER UNDERSTANDING OF CANADIAN CAPABILITIES

INFORMATION BOOTH IN PHIL TELECOM 90
HIGHER PROFILE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Monitored developments on CIDA-EDC Telecoms line of credit and CIDA Tech Assistance grant and advised Cdn cos accordingly. Gathered CVs for new telecoms Commercial officer.

Supported sale of 10 radio transmitters and helped in unsuccessful bid for 2 TV transmitters. Met with reps of 6 Cdn cos to update on telecoms situation.

QUARTER: 2 Continue to monitor private and public telecoms opportunities. Expedite CIDA-EDC line of credit. Identify broadcast opportunities. Org visit prog in telecoms and broadcast sectors for DOC rep. Org datacoms seminar for Cdn company.

Met with DOTC DM Lichauco to promote Cdn capabilities and expedite LOC. Developed many new contacts and identified several new projs in telecom and broadcast. Datacoms seminar attracted over 70 bus and mil reps, and many prospective agents.

QUARTER: 3 Follow and report on gov't telecom project opportunities. Develop contacts re private sector telecoms. Promote Cdn capabilities in broadcast equipt and remote sensing.

CIDA-EDC \$43M line of credit signed. CIDA \$5M technical assistance program in place. Opened 2 Cdn telecoms projs featuring phone call to Pres Aquino. Sponsored Cdn booth at annual Phil broadcast conf. Sent 2 remote sensing officials to Cda

QUARTER: 4 Developed strategy for pursuing rural telecoms projects under Cdn line of credit. Promoted TSI network mgmt systems to PLDT. Identified candidates for June 90 Temic program. Promoted remote sensing tech and encouraged particip in GIS 90.

Projects valued at \$6mm assigned to Canada. Close to agreement on addit projects. TSI to conduct network mgmt seminar at PLDT in May 90. Two candidates invited to June Temic course. Undersec of DENR and rep of ADB to attend GIS 90.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :503-MANILA

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

MAINTAIN CLOSE CONTACT WITH SWINE & DAIRY BREEDERS TO ENCOUR
POSSIBLE INCREASE IN SALE OF ANIMAL BREEDING STOCK FROM 300 TO 500 HEAD PER YEAR.

DEVELOP RELATIONSHIP WITH PROCESSED FOOD IMPORTERS MARKET.
INTRODUCTION OF CANADIAN PROCESSED FOOD PRODUCTS IN THE

MONITOR GOVT POLICY ON FRUIT IMPORTATION
INCREASE IMPORTATION OF CANADIAN FRUITS.

ASSIST CIDA IN COMMODITY GRANT ON POTASH/UREA

CANADIAN FOOD AND BEVERAGE SHOW '89 MARKET SHARE.
INCREASED AWARENESS OF CANADIAN PROCESSED FOOD FOR POSSIBLE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up on jv opportunities fm Feb investment mission. Maintain contact with trade and alert Cdn cos to opportunities. Gather info on processed food mkt and Cdn cos active in region in prep for Oct food and beverage show.

Assisted in new buying arrangements for 7 Cdn processed food suppliers. Completed article on Phil agri-food market opportunities for publication in Canada.

QUARTER: 2 RESEARCH PHIL MARKET FOR PROCESSED FOODS AND BEVERAGES, AND CDN COMPANIES COMPETITIVE IN PACIFIC RIM, IN PREPARATION FOR PLANNED FOOD PROMOTION.

AS RESULT OF POST ENCOURAGEMENT, LOCAL IMPORTER OF CDN CANNED FISH PRODUCTS VISITED CDA AND HAS PLACED TRIAL ORDERS WITH 5 ADDITIONAL CDN COS.

QUARTER: 3 IDENTIFY AND INVITE CDN FOOD EXPORTERS TO PARTICIPATE CDN SOLO FOOD EXHIBITION. ORGANIZE FOOD SHOW AND CDN PARTICIPATION IN INTERNATIONAL BAZAAR.

IDENTIFIED AND INVITED 50 CDN COS TO PARTICIPATE IN FOOD SHOW -20 COS PARTICIPATED THROUGH AGENTS OR PROVIDED SAMPLES. IDENTIFIED AND INVITED OVER 1000 LOCAL IMPORTERS AND BUYERS- 400 ATTENDED. INCREASED AWARENESS OF CDN FOOD AND BEV PRODS.

QUARTER: 4 Follow up results of November 89 Food and beverage show. Promote Canadian food companies to local importers.

Sent a total of 380 letters to companies that attended the Food Show and answered their inquiries on possible Canadian suppliers of various food products. Referred 3 Cdn cos to local importers.

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

SECTOR :003-GRAINS AND OILSEEDS
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:CEREAL GRAINS

CLOSE CO-ORD W/PHIL ASS'N OF FLOUR MILLERS ON WHEAT TENDERS.
POSSIBLE INCREASE IN MARKET SHARE ON WHEAT FROM 5% TO 8%.

MARKET DEVELOPMENTS AND U.S. EEP

ASSIST CWB IN IDENTI. CAND. FOR COURSES IN CDN INTERN GRAINS CANADIAN GRAINS.
INCREASED AWARENESS OF LOCAL MILLERS ON QUALITIES OF

SUB-SECTOR:OILSEEDS

CONTINUE CLOSE LIAISON W/LOCAL FEEDMILLERS TO PROMOTE CANOLA
INCREASE IN MARKET SHARE FROM 4% TO 5%.

CANOLA MEAL SEMINAR TO SUBSTANTIATE FEED TRIAL RESULTS.
INFORM LOCAL FEEDMILLERS OF THE QUALITIES OF CANOLA MEAL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Monitor developments in sector, particularly relating to wheat, feed grains and oilseeds. Alerted Wheat Board to 7 PAFMIL tenders. Followed developments re establishment of 2 new Flour mills.

QUARTER: 2 CONTINUE PROMOTION OF CDN WHEAT TO CAPITALIZE ON MOMENTUM FROM RECENT GRAIN SALES. INVITE NEW FLOUR MILLERS TO VISIT CWB.

QUARTER: 3 MONITOR AND REPORT TO CWB ON NEW EEP PROGRAM BY U.S FOR 750000 MT OF WHEAT. ALERT CWB TO NEW BID OPPORTUNITIES. MONITOR AND REPORT DEVELOPMENTS ON 5 PLANNED NEW FLOUR MILLS. PROMOTE CDN WHEAT, FEED GRAINS AND OILSEEDS.

QUARTER: 4 Maintain close liaison with PAFMIL to monitor remaining balance of U.S. EEP to be able to alert CWB to opportunities for Canadian Wheat. Develop close relationship with new flour mill group to promote Canadian wheat.

Wheat Board successful in selling 490000MT of CWRS valued at Cdn \$105 mm. Organized visit to Wheat Board by 3 reps of PAFMIL and 2 from new flour mills to discuss long-term supply contract

ADDITIONAL SALES OF 35000 MT. THREE OFFICERS OF PHIL ASSOC OF FLOUR MILLERS VISITED CWB TO DISCUSS PROSPECTS FOR DIRECT PURCHASES. PRES OF PUREFOODS, OWNER OF 1 OF NEW FLOUR MILLS VISITED CWB TO DISCUSS FUTURE WHEAT REQUIREMENTS

CWB SUCCESSFUL IN BID FOR 105000 MT CWRS FOR JAN FEB 90 DELIVERY. FEATURED BOOTH ON CWB AND CDN WHEAT AT SOLO FOOD SHOW, NOVEMBER 89. COMPLETED GRAINS AND OILSEEDS REPORT REQUESTED BY AGCAN. PROVIDED DETAILS TO CWB ON NEW EEP PROGRAM.

CWB was able to sell 105,000 MT of CWRS to PAFMIL in 1989. Organized feed grain and canola seminars, and arranged Cdn Wheat Board liaison visit. Arranged mtgs between new flour millers and CWB.

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POST :503-MANILA

SECTOR :010-MINE,METAL,MINERAL PROD & SRV
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:EQUIPMENT AND MACHINERY

MAIL OUT CDN MINING EQUIP. BROCHURES TO CONTACTS IN INDUSTRY
INFORM INDUSTRY OF CDN EQUIPMENT AND EXPERTISE

FOLLOWUP WITH RECIPIENTS OF BROCHURES
NEW AGENCY AGREEMENTS & EXPORT SALES.

MINING INDUSTRY STUDY
PROVIDE INFO TO CDN COYS ON AREAS OF OPPORTUNITY IN PHIL.

MINING INDUSTRY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continuing to mail-out info on Cdn mining capabilities as follow-up to ad in mining journal. Assist Cdn cos pursuing mining jv opportunities. Support cos re sales of mining equipment.

Helped to organize seminar series in 3 cities by Cdn mining equipt supplier. Invited 2 candidates for MINTEK. Helped Cdn mining equipt co to open Phil office. Helped 2 local firms to finalize agency agreements with Cdn cos.

QUARTER: 2 Develop contacts in new mining cos. Assist local trading cos to obtain rep agreements with Cdn suppliers. Mail mining brochure to contacts identified in mining study and ad in mining journal.

Supported JKS Boyles in product presentation. Sent 2 candidates to Mintec 89, both of whom were highly impressed with Cdn capabilities. Met with rep of Small Miners Assoc to identify opportunities. Sent out 15 project alerts.

QUARTER: 3 Mail out Cdn Mining Eqpt & Services brochure. Support cos in selling mining eqpt. Assist cos pursuing mining JV projects. Monitor devts of mines scheduled for privatization. Attend annual mining conference.

Maricalum tender postponed & reset. Sold 12 new and 6 remanufactured slushers worth CDN \$ 151 K. Assisted in arrangement of visit to Cda of local mining engineer. Called on new Director of Bu of Mines & Geosciences.

QUARTER: 4 Supported Minariel in their bid to purchase Maricalum mine. Maintained liaison with Monenco re future commercial opportunities for Semirara expansion. Organized mining equipment and mining services mission Mar 90.

Minariel still in the running for Maricalum. Equipment suppliers on mining mission uncovered substantial new business. Reception for mission attracted heads of every major mining co in the Philippines.

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

POST :503-MANILA

Energy 90 Conference with participation of Bill Hopper and Peter Towe of Petro-Canada.

Participation in Philippine International Trade Fair Feb 90

Canola, Cdn Wheat Board, Alberta Cons Eng, Ont Tobacco, Que resource processing, Mining eqpt and services missions
Feed grains (CWB), computerized pattern making (Lasalle Coll)
Canola, waste recycling (Trecan), Swine(Adsgo, Man) seminars
Presentation to Secretary Orbos on Canadian experience with air deregulation by Boeing deHavilland, Feb 90.

Liaison visits by R Richardson, President EDC; and R Van Adel VP lending with M. Meighen Mgr Asia Pacific.

Demonstration flight of deHavilland Dash 8, March 90

Seminars on Cdn system of Generalized tariff preferences GPT

Liaison visit of Sue Hooper to plan Mar 91 Vancouver Board of Trade mission.

Preparation of report on Canadian performance at AsDB.

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POST :532-MELBOURNE

SECTOR :005-ADVANCED TECH. PROD. & SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPILE OVERVIEW OF DEVELOPMENTS IN PRIVATE SECTOR & TELECOM
EARMARK OPPORTUNITIES FOR CDN COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Telecom Deregulation study to determine impact
of deregulation on market potential for Canadian
suppliers.

Study completed mid June and distributed to Te-
lecom Mission members. Report distributed to se-
veral Cdn cos. A computer disc copy of report
available to Cdn communications industry (via
PST).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Monitor ongoing deregulation reviews in respect
to Telecommunications and Broadcasting.

Reported results of reviews of cellular telepho-
ned services & potential opp.for Cdn business
involvement. - Cont'd to monitor debate on in-
troduction of Pay TV & offered comment to Cdn
cos as appropriate.

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

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:EQUIPMENT AND MACHINERY

CDN DISPLAY AT APPITA'89-BRISBANE, QUEENSLAND, MAY 1989
IMPROVE OPPORTUNITIES FOR PULP/PAPER EQUIPMENT AND SERVICES.

INFO BOOTH AT ALL AUSTRALIA TIMBER CONGRESS,PERTH,W.A. 10/89
HIGHLIGHT CDN CAPABILITY IN SAWMILLING SECTOR.

ATTEND MAJOR INDUSTRY CONFERENCES, SEMINARS ETC.
BROADEN CONTACT BASE, GATHER MARKET INTELLIGENCE.

VISIT PLANTS, SAWMILLS AND FORESTRY OPERATIONS
ADVISE CDN INDUSTRY ON NEW DEVELOPMENTS.

SAWMILL &/OR FOREST HARVESTING SEMINARS IN SELECTED REGIONS
ENHANCE SALES POTENTIAL OF NEW TECHNOLOGIES.

PREPARE SECTORAL PROJECT LIST
WIDEN CONTACT/SOURCING BASE.

STUDY LOG HANDLING/CONVERSION TECHNIQUES
SEEK SALES PROSPECTS FOR CANADIAN SUPPLIERS.

INVESTIGATE LAND MANAGEMENT IN AUSTRALIAN FORESTRY SECTOR NEW AGENTS.
DATA TO ASSIST CDN FIRMS IN ASSESSING POTENTIAL & APPOINTING

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Visit of Technical Experts as follow up to
Timber Frame Mission.
Appita 89

Planning underway for this mission to visit
Australia Nov.1989, with first rate cooperation
from local State Govt authorities. - Miss.of Cdn
pulp & paper equip mfgs attended APPITA 89 held
May 15-19,1989.

QUARTER: 2 Uniform building code (timber frame) mission to
Australia November 1989.

Detailed arrangements on hand with excellent
response to seminar from local industry and
government contacts

QUARTER: 3 Uniform Building Code Mission, November 1989

Excellent response to seminar and meetings and
should lead to longterm relationships in regula-
tory sectors and increased sales of Canadian
lumber.

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

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES
AUSTRALIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 4 Visits to major forestry areas to assess opportunities for Canadian equipment suppliers. Commission studies covering forest harvesting equipment and sawmilling machinery.

Visits made to Mt.Gambier,SA & Albury/Wodonga region,strengthened contacts & incr'd knowledge of trade potential for wide selection of forestry equip. - Studies completed & being assessed for trade opportunities for Canadian suppliers.

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONTRACT STUDY OF HEAVY TRUCK AFTERMARKET PARTS	USED FOR RECRUITING AND COUNSELLING
INDICATION OF POTENTIAL FOR CANADIAN COMPANIES WHICH CAN BE	
VISIT MOTAQUIP 89 TO IDENT AUSTLN CONTACTS IN AUTOMOTIVE SEC	NIES.
LISTING OF AUSTRALIAN AGENTS TO MATCH WITH CANADIAN COMPA-	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Compile/commission market study for heavy truck parts after market.

Consulting bodies evaluated and terms of reference for study completed. Proposals requested from consultants.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89

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

POST :532-MELBOURNE

Visit by Ontario Industry/Trade Minister Kwinter 3/90

CONT TO WORK CLOSELY WITH CDM FIRMS IN DEV. OF PROJECTS
STIMULATED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS
CONT WITH MULTI-LEVEL CALL PROG ON GOV OF CDM
STIMULATED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS
VLS OF REV. OFT. IN DEPT OF POWER FOR REVIEW OF CDM CAPABIL.
INCREASE IN SALE OF POWER BUYER-BUSINESS DEVELOPMENT
INITIATE REGULAR MEET OUT OF CURRENT DATA & DEV. TO CDM POWER
MORE TIMELY & INFORMED FOLLOW-UP ON OPPORTUNITIES
DEVELOP GUIDE TO INDIAN POWER SECTOR
MORE TIMELY & INFORMED FOLLOW-UP ON OPPORTUNITIES-INCREASE
REFINEMENT OF POWER PROJECT CATALOGUE
IMPROVED MONITORING OF OVERALL POWER PRODUCTION
INCREASE IN INVESTMENT IN POWER SECTOR
QUARTER 7 (including regular call prog on govt of CDM)
development to CDM contacts; refining power proj.
firm in developing appropriate strategy; when
pursuing major capital projects.
QUARTER 5 continue to work closely with Canadian firms in
developing appropriate strategies when pursuing
major capital projects
QUARTER 4 Canadian information pool re E-codes-28
national electrical power flow.
Program and advice for Indian power mission
during E-codes-20.
QUARTER 3
both was visited by Kwinter over 10 day
period ending in CDM profile in support of dev.
power mission. - Vibe-mor found great will
to CDM identifying various opportunities and
to local good contacts.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :522-NEW DELHI

SECTOR :007-POWER & ENERGY EQUIP. & SERV.

INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CONT.TO WORK CLOSELY WITH CDN FIRMS IN DEV.APPROP.STRAT.WHEN SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS

CONT WITH MULTI-LEVEL CALL PROG ON GOI OFF IN SUPP OF CDN SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS

VIS. OF SEN.OFF. IN DEPT OF POWER FOR REVIEW OF CDN CAPABIL. INCREASE IN SALE OF POWER EQUIP & NUMBER OF CDN BILATERAL

PROJECTS.

INITIATE REGULAR MAIL OUT OF CURRENT DATA & DEV.TO CDN POWER MORE TIMELY & INFORMED FOLLOW-UP ON OPPORTUNITIES-INCREASE

IN # OF ACTIVE PARTICIPANTS IN MARKET.

DEVELOP GUIDE TO INDIAN POWER SECTOR MORE TIMELY & INFORMED FOLLOW-UP ON OPPORTUNITIES-INCREASE

IN # OF ACTIVE PARTICIPANTS

REFINEMENT OF POWER PROJECT CATALOGUE. IMPROVED MONITORING OF OVERALL POWER PROJ.SCENARIO & IDENTI-

FICATION OF PROJ.OPP.FOR CDN FIRMS - INCREASE # OF PROJECTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Initiate regular mail out of current data and development to Cdn contacts; Refine Power Proj. Catalogue. - Continue to work closely with Cdn firms in developing appropriate strategic when pursuing major capital projects.

Completed and being maintained. Dialogue continued with GOI for final approval of Chamera II;ongoing liaison on Rihand, Srinagar,Maphta Jackri,Bhira Pump Storage;Plans dev. for high level power sect.miss.to Cda in Sept.89

QUARTER: 2 Continue to work closely with Canadian firms in developing appropriate strategies when pursuing major capital projects.

Dialogue continued with GOI on final approval on Chamera II; Ongoing liaison on Rihand and other projects; Proposed High level incoming power sector mission postponed.

QUARTER: 3 -----

QUARTER: 4 Canadian information booth at Elecrama-90 international electrical power show. Program and advice for Quebec power mission during Elecrama-90.

Booth was visited by thousands over 10 day period adding to Cdn profile in support of Que. power mission. - Vibro-meter found agent while BG Checo identified serious opportunities and GP found good contacts.

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

SECTOR :010-MINE,METAL,MINERAL PROD & SRV
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:EQUIPMENT AND MACHINERY

CONT TO WORK CLOSELY WITH CDN FIRMS IN DEV.APPROP.STARTEGIES
SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECTS IN
NEXT 12 MONTHS.

CONTINUE WITH MULTI-LEVEL CALL PROG ON GOI OFFICIALS IN SUPP

3RD WORKING GROUP ON COAL MEETING
IDENTIFY NEW PROJECTS TO BE UNDERTAKEN ON BILATERAL BASIS,
CONFIRM BAROGOLAI PROJECT FOR CANADA

COMPREHENSIVE DIRECT CALL PROG ON KEY OFF IN INDIAN COAL SEC
INCREASE IN NUMBER OF COLLABORATIONS IN SECTOR OVER NEXT 12
MONTHS

EXPLORE INITIATIVES TO HEIGHTEN INTERESTS OF CDN METALLURGIC
INCREASE LEVEL OF SALES TO INDIAN MARKET IN NEXT 12 MONTHS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Explore initiatives to heighten interest of
Canadian metallurgical cake supplies to Indian
market.

Arranged mission led by Minister of State for
Coal to Canada to follow up for last Working
Group Meeting

QUARTER: 2 Comprehensive direct call program on key
officials in Indian Coal Sector

Calls are being made and will continue

QUARTER: 3 Comprehensive direct call programme on key
officials in Coal sectors

Calls are being made

QUARTER: 4 Comprehensive direct call programme on key
officials in coal sector

Calls continue to be made

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :522-NEW DELHI

SECTOR :005-ADVANCED TECH. PROD. & SERV
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP ON PROPOSED MOU BETWEEN TRC/DOC RESEARCH AGREEMENT
ESTABLISHMENT OF GOVT.-TO-GOVT. AND PVT-TO-PVT LINKAGES &

INDUSTRIAL

CONT SUPP TO SPAR IN TDMA & CANAC FOR RAILW.TELECOM PROJ.
COLLABORATIONS IN COMMUNICATIONS SECTOR. 2. EXPORT SALES OF

GOODS & SERVICES VALUED AT CDN \$17 MILLION.

SUPP SYNTRONICS JV WITH C-DOT(DOE)FOR DEV OF ADV COMPUTING
EXPORT SALES OF GOODS & TOT FEE VALUED AT CDN \$10-15 MILLION

OVER NEXT COUPLE OF YEARS

DET & ACT FOLLOW-UP ON SPACE COMM & REMOTE SENS MISS TO IND.
IMPROVE BUSINESS PROSPECTS FOR CDN COS IN THIS SECT,IN PAR-

TICULAR,SPAR,DIPIX,INTERA,MICROTEL,BRISTOL AEROSPACE,MDA ETC

INTENSIFIED EVALUATION OF NEW AGENTS IN SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Detailed and active follow up on Space Communic-
ation & Remote Sensing mission to India Identifi-
ed evaluator of new agent

Efforts are continuing

QUARTER: 2 Detailed and active follow up on Space
Communication and Remote Sensing Mission to
India; Intensified evaluation of New Agent.

Efforts continue

QUARTER: 3 Detailed & active follow-up on space communica-
tion & remote sensing mission to India.
Cdn Info Booth & Tencon-89 trade fair and confe-
rence over 4 days on telecoms, electronics, and
instrumentation

Efforts continue.

Booth visited by hundreds of specialists with
300 inquiry forms & 100 cards deposited for
follow-up deposited by computer and catalogues
display

QUARTER: 4 Canadian Information Booth at Wisitex-90 trade
fair on electronics, telecoms, and instrumenta-
tion over 10 days in January. - Program & brie-
fing for Ont MITT Advanced Manufacturing Techn.
Mission during Wisitex-90.

Info Booth was the only foreign nat'l exhibit at
the show where we collected names/inquiry forms
& met scores of buyers to which we distributed
Cdn material. - Seminar & program resulted in 2-
3 serious follow-ups by the 8 visiting Ont firms

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :522-NEW DELHI

SECTOR :011-OIL & GAS EQUIPMENT, SERVICES
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: ALL SUB-SECTORS

PROMOTIONAL PROGRAM IN SUPPORT OF EDC/CIDA LINE OF CREDIT
BETTER AWARENESS IN CANADA AND INDIA OF LOC

CARRY OUT DET REVIEW OF CDN GOVT SUPP TO THIS SEC TO DET IFR SUFFICIENT.
RATIONALISE GOVT. RESOURCES, DETERMINE IF RESULTS ARE

COMP OF COMPR MKT INFO TOOL ON INDIAN NATURAL GAS SECTOR
BETTER AWARENESS IN CANADA OF OPPORTUNITIES

IDENT A TURNKEY MAJ CAP PROJ FOR A CONSORT OF CDN NAT GAS
IN MEDIUM TERM SECURE PROJECT - USE EDC/CIDA LOC

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Incoming Mission to attend InterCan 89 at
Edmonton, June 89
Develop high profile marketing Campaign to sup-
port CIDA/EDC LOC for oil and gas equipment and
services.

Three member mission attended the event.
Working Group on Oil & Gas under consideration;
completed hand books on markets in India for
equipment and services for (a) oil (b) gas

QUARTER: 2 Organise 2 missions in Oil and Gas around
Technical Seminar presentations.

These will take place in November 1989

QUARTER: 3 Organise 2 Missions around technical Seminar
presentations

HO/EOR Seminars held in Nov 89.
Another Mission scheduled in Feb 90

QUARTER: 4 Oil/gas mission to ONGC and roundtable meeting.

Contacts made with ONGC buyer but cancellation
of second half of program embarassing/disappoint-
ing.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :522-NEW DELHI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:RAIL

DASH 8 - DEMONSTRATION IN NEW DELHI
INCREASE AWARENESS OF GOI DECISION MAKERS

BRING TOGETHER INDIAN REQ WITH CIDA'S PROF DEV TRAINING FUND
ENHANCE CANADIAN POSITION IN THIS SECTOR

WORK WITH INDIAN RLY & CDN FIRMS TO UPGRADE PATIALA RETURN.
INCREASE GOODWILL AT INDIAN RAILWAYS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Incoming Urban Transit Mission Sept.89

Postponed to December 1989

QUARTER: 3 Incoming Urban Transit Mission
December 90

Successfully organised

QUARTER: 4 Full day urban transit seminar by UTDC and
Lavalin plus program of calls, facilities, and
hospitality.

Good attendance by urban transit players. Senior
Indians key-noted and UTDC/Lavalin gathered
valuable market information/contacts.

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

POST :522-NEW DELHI

Quebec Trade Mission	Bombay/Delhi	January 90
Electrama 90	Bombay	January 90
Quebec Energy Mission	Delhi	January 90
TFOC Participation in Trade Development Authority Seminar Delhi January 90		
Ontario Advanced Manufacturing mission	Bombay/Delhi	February 90
Oil & Gas Mission	Dehra Dun/Delhi/Baroda.Bombay.Calcutta	February 90
Crop Production Technology Mission	Delhi/Bombay	February 90
Manitoba Trade Mission	Bombay/Delhi	March 90

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :527-OSAKA

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:MEATS & MEAT BY-PRODUCTS

ASSIST AND FOLLOW UP MEAT PURVEYORS MISSION TO ALBERTA
DIRECT SALES/MARKET DEVELOPMENT

CANADA FOOD FAIR PROGRAMME
NINE EVENTS IN FISCAL 89/90

SUB-SECTOR:SEMI & PROCESSED FOOD & DRINK

PROMOTE CDN FOOD PRODUCTS THROUGH CDA FOOD FAIR PROGRAMME
MARKET AWARENESS/DEVELOPMENT

CONTINUE MINI-FOOD SHOW PROM IN CONGEN MULTI-PURPOSE ROOM
DIRECT SALES/NEW AGENCY AGREEMENTS

KOBE IMPORT FAIR
DIRECT SALES/MARKET AWARENESS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Wine Tasting at Consulate
- organization and logistics
- invitations

Continuing strong consumer demand for imported food/beverage products cited as reason for this successful event (proposed last year at Food Pacific in Vancouver). Event compliments other food promotions at Congen. Export sales.

QUARTER: 2 -----

QUARTER: 3 1. Kobe Import Fair
- organization, logistics, media and other promotion, processed food and consumer items
2. Hankyu Five Canada Food Fair
- logistics

1. On site sales worth \$ 161,000
- enhanced Canadian image to consumer
2. On site sales worth \$ 44,200
- enhanced Canadian image to consumer

QUARTER: 4 1. Solo-Food Show at My-Dome Osaka.
2. Canada Food Fair at Restaurant La Cour, Umeda (beef, salmon and beer).
3. Osaka International Trade Fair - April 90

1. 31 company participants with total on site sales of \$260,000, projected total sales of \$ 3,500,000.
2. On site sales of about \$15,000.
3. Recruitment and organization for Cdn Exhibit

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :527-OSAKA

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:FISH & SHELLFISH & OTHER PROD

CANADA FOOD FAIR PROGRAMME (DEPT. STORES)
DIRECT SALES/MARKET DEVELOPMENT/CONSUMER AWARENESS

HOTEL/RESTAURANT CANADA FOOD PROMOTION
CONSUMER AWARENESS/DIRECT SALES

SOLO FOOD SHOW (TWICE PER FISCAL YEAR)
NEW AGENCY AGREEMENTS/DIRECT SALES

PREPAR OF MKT PROF FOR SPECIES OF PARTICULAR INT TO CDN SUPPL. OPPORTUNITIES
IMPROVED KNOWLEDGE OF SECTOR/IDENTIFICATION OF NEW EXPORT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

- 1. 224 Food Products From Video Distribution
- 2. 224 Food Products Show at Ingersoll Exhibition
- 3. 224 Seminar/Workshop and Agency Plan & Conduct
- 4. Pre-fab Meeting with Ingersoll Plan and Execute
- Four Canadian Company Participants

- 1. 224 Seminar/Workshop and Agency Plan & Conduct
- 2. 224 Seminar/Workshop and Agency Plan & Conduct
- 3. 224 Seminar/Workshop and Agency Plan & Conduct
- 4. 224 Seminar/Workshop and Agency Plan & Conduct

- 1. 224 Seminar/Workshop and Agency Plan & Conduct
- 2. 224 Seminar/Workshop and Agency Plan & Conduct
- 3. 224 Seminar/Workshop and Agency Plan & Conduct
- 4. 224 Seminar/Workshop and Agency Plan & Conduct

- 1. 224 Seminar/Workshop and Agency Plan & Conduct
- 2. 224 Seminar/Workshop and Agency Plan & Conduct
- 3. 224 Seminar/Workshop and Agency Plan & Conduct
- 4. 224 Seminar/Workshop and Agency Plan & Conduct

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :527-OSAKA

SECTOR :005-ADVANCED TECH. PROD. & SERV
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUPPORT MARKETING ACTIVITIES OF CANADIAN COMPANIES
DIRECT SALES/NEW AGENCY RELATIONSHIPS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Telecom Mission to Osaka
- planning, set up appointments, logistics
- briefing company participants
- follow-up

Six coys visited territory; ten appointments made with local contacts. Continuing interest in LAN's, value-added services, and specific application software. Business discussions continuing for at least two companies.

QUARTER: 2 -----

QUARTER: 3 Japan Electronics Show
- Organized Canadian Info/Hospitality Booth
- Logistics, Briefing Canadian Participants
- Staffing, On-site Supervision, Distribution
- Report

Japan Electronics Show
- Approximately 700 trade-related contacts viewed Canadian high technology video presentations, and picked up materials
- Two company participants site sales

QUARTER: 4 1. Bio Seminar - Consulate General Organization, invitations, execution.
2. Bio '90 Japan
Recruit speakers and Canadian companies to attend, organization and logistics

1. Seventeen attendees from chemical and drug related companies
2. Two speakers have been finalized for the symposium, several companies have been confirmed as attendees

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :527-OSAKA

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:WOOD AND WOOD PRODUCTS

KOBE CITY - CANADA VILLAGE PROJECT
ORGANIZE PROMOTION ASSOCIATED WITH COMPLETION OF PROJECT

PREFABRICATED HOUSE BUILDERS - WOOD COMPONENT STUDY
IDENTIFICATION AND DISSEMINATION OF SIZES REQUIRED BY PREFAB

BUILDERS

SURVEY OF BUILDING INTENTIONS BY LOCAL PUBLISH HOUSING CORP.
PHAZE I TO IDENTIFY HOUSING CORPS.WHICH COULD ADOPT 2X4 AS

CONSTRUCTION SYSTEM

CANADA MINI-HOME SHOW (INCOMING MISSION)
LOCATE AGENTS,DIRECT SALES FOR CDN EXPORTERS OF FINISHED AND

SEMI-PROCESSED WOOD PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 A. Solo Mini-Wood Living Show at Congen
B. Vanc Village/Imported Housing Project; video finished, plan seminars in fall/other events
C. Lumber Journal Mission to Canada; 4 local coys accompanied by comm officer

A. Six Cdn participants, 165 attendees, on-site sales, new buying connections established
B. Jpn 2X4 Assoc. will donate \$10,000 to project
C. Export sales and new buying connections expected. Follow-up continuing

QUARTER: 2 -----

QUARTER: 3 1. 2X4 Wood Products Promo Video: Distribution
2. Solo Wood Products Show at Congen: Execution
3. 2X4 Seminars; Osaka and Kyoto: Plan & Execute
4. Pre-Fab Housing Kit Mission: Plan and Execute Four Canadian Company Participants

1. Video: 100 used, 350 ordered/received for '90
2. Show: 185 attendees, on-site orders, agencies
3. Over 132 attendees, new contacts, enquiries
4. Congen Presentations - 68 attendees, follow up continuing for mission members, orders

QUARTER: 4 1. Kansai Building Products Mission to Canada
2. Kobe International Home Fair - 01-04 June 90
3. 2x4 Technical Video Distribution Strategy
4. 2x4 Technical Video Promotion

1. Eight local participants recruited
2. Fourteen Canadian companies recruited
3. Distribution Agreement signed with ABC Media
4. Media Promotion Planned for early May

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

POST :527-OSAKA

Ambassador Taylor visits Kansai for three day programme of visits.

Kansai Canada-Japan Business Association, establish,k and organize inauguration meeting. Several weeks worth of work
Imax/Expo '90/Ontario Promotion - organize reception for local press.

Ontario participation at EXPO '90; three staff use CONGEN for eight weeks, CONGEN helps with promotion activities.

Montreal Quebec participation at EXPO '90; assistance in related promotion activities.

Province of Alberta, assist set up of seminar at CONGEN for Summer Japan Executive Study Programme.

Prov of Alberta investment promo activities: 1 day oil & gas 3 days to organize seminar in food processing industry.

Regional Studies: two week economic study of Kyushu to determine Canadian trade office feasibility

Seven different apparel firms use multi-purpose room on 7 occasions for product demonstrations.

Province of Manitoba, Premier Filmon reception, organization of one-day programme, logisitics etc.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :519-SEOUL

SECTOR :005-ADVANCED TECH. PROD. & SERV
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUPPORT 3 CDN FIRMS IN THEIR CURRENT NEGOTIATIONS
ACHIEVE \$250,000 SALES.

OUTGOING SOFTWARE MISSION
INTRODUCE 4 CANADIAN FIRMS TO KOREAN BUYERS.

INCOMING REMOTE SENSING AND SPACE TECH MISSION
INTRODUCE KOREAN END-USERS TO CANADIAN FIRMS.

SUB-SECTOR: INSTRUMENT & PROCESS CONTROLS

MONITOR CLOSELY KRN GOVT'S CONTINUED CAMPAIGN FOR IMPORT
UPDATE LIST OF PRODUCTS OF REPLACEMENT OPPORTUNITY AND

INFORM CDN SUPPLIERS.

FOLLOW UP W/KRN COYS WHO PART'D IN THE INSTRUM'N SEM/MISS.87
ENHANCE LOCAL INTEREST IN CDN PRODUCTS.

ORGANIZE AN INCOMING MISSION TO CANADA
INTRODUCE MORE CANADIAN PRODUCTS AND INCREASE NUMBER OF
IDENTIFY CANADIAN PRODUCTS HAVING GOOD PROSPECTS
ESTABLISH LIST OF FIRMS WITH POTENTIAL

AGENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

QUARTERLY RESULTS REPORTED:

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :519-SEOUL

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ANIMAL,POULTRY BREEDING STOCK

CONTINUE TO MONITOR KOREAN GOVT.'S POLICY CHANGES FOR
RE-ESTABLISH CATTLE MARKET FOR CANADIAN EXPORTERS.

ASSIST AGRICOTT IF THEY DECIDE TO HOLD SWINE SEM. IN FALL 89
EXPAND CANADIAN MARKET SHARE FOR SWINE BREEDING STOCK.

SUB-SECTOR:MEATS & MEAT BY-PRODUCTS

MONITOR/ADVISE OTTAWA OF NEW BEEF QUOTA FOR 1989.
EXPAND CANADIAN MARKET SHARE.

ASSIST GOV'T OF ALTA IF THEY DECIDE TO HOLD BEEF DEMONSTRATION
DEMONSTRATE THE QUALITY OF CANADIAN BEEF.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :519-SEOUL

SECTOR :003-GRAINS AND OILSEEDS
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:CEREAL GRAINS

MONITOR/ADVISE ALFALFA TENDER OPPS. TO OTT./CDN DEHYDRA.ASS.
INCREASE CANADIAN MARKET SHARE FOR ALFALFA PRODUCTS.

CONTINUE TO LOBBY W/KOREAN FEED IND. TO PRESS KRN GOVT FOR
SALE OF 300,000 M/T OF BARLEY PER YEAR IF SUCCESSFUL.

ASSIST/ORG. ALFALFA SEM. IN APR.89 IF CDA DECIDE TO HOLD SEM
DEMONSTRATE VALUE OF USING CANADIAN ALFALFA.

ASSIST/ORG.A WHEAT QUALITY SEMINAR IN NOV. 1989.
INCREASE CANADIAN MARKET SHARE FOR MILLING WHEAT.

SUB-SECTOR:OILSEEDS

CONTINUE TO LOBBY MAFF TO DIVERSIFY IMPRTRS INCL.SML.CRUSHER
RE-OPENING OF CANOLA SEED MARKET.

MONITOR/ADVISE CANOLA MEAL TENDER OPPORTUNITIES TO OTTAWA.
EXPAND CANADIAN MARKET SHARE FOR RAPESEED MEALS.

ASSIST CIGI IN INVITING KOREAN PARTS TO FEED TECH. COURSE.
PROVIDE OPPORTUNITIES TO FAMILIARIZE WITH CANADIAN FEED

INDUSTRY.

PRESS THE KOREAN GOVT. FOR REDUC'N OF TARIFF/CANOLA SEED/OIL
PROVIDE OPPORTUNITIES TO EXPORT CANOLA SEEDS AND OILS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :519-SEOUL

SECTOR :010-MINE,METAL,MINERAL PROD & SRV
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MINERALS AND MINERAL PRODUCTS

INDUCE LOCAL FIRMS TO DEVELOPE MINES IN CANADA.
JOIN DEVELOPMENT OF MINERALS & SECURITY OF LOCAL IMPORT

MARKET

KOREAN INVESTMENT IN URANIUM MINE
SECURE URANIUM MARKET REQUIREMENT IN KOREA.

SUB-SECTOR:METALS, PRIMARY & FABRICATED

TO COMPILE SUPPLY DEMAND LONG-TERM PROJECTION
TO UNDERSTAND LONG-TERM METAL REQUIREMENTS

TO INDUCE KRN FIRMS TO INVEST IN CDA(ALUM.SMELTER/SILICON)
TO INTRODUCE CDN PARTNERS AND INDUCE INVESTMENT.

SET UP JOINT-VENTURE FIRMS IN KOREA E.G. INCO LTD.
PROVIDE CONSULTING SERVICE, KNOW-HOW AND RAW MATERIALS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

SECTOR :005-ADVANCED TECH. PROD. & SERV
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM,DATAKOM,SAT,SPACECOM

THOROUGH SECTORAL SURVEY TO PROVIDE MARKET DATA
DETAILED INFO TO BE PROVIDED BY COMMISSIONED REGIONAL MARKET

STUDY.

INCREAS.REPRES.TO PTA.& OTHER LOCAL END USERS ON BEH.OF CDN
INCREASE OUR MARKET SHARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 nil

QUARTER: 2 PROMOTION OF SATELLITE GROUND STATIONS

ORGANIZED TECHNICAL SEMINAR FOR SPAR AEROSPACE
EXPERTS TO BRIEF SHANGHAI POST AND TELECOM DECIS
ION MAKERS

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :506-SHANGHAI

SECTOR :015-CONSTRUCTION INDUSTRY
PEOPLE'S REP OF CHINA

POST :506-SHANGHAI

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PLANNING: ANTICIPATED RESULTS:

SUB-SECTOR:ARCHITECT,CONS,CONSUL,SERV

SUB-SECTOR:ARCHITECT,CONS,CONSUL,SERV

FOLLOW UP TO CITY TECH 88
NUMBER OF COOPERATIVE VENTURES SHOULD EMERGE

THROUGH SECTORAL SURVEY TO PROVIDE MARKET DATA
DETAILED INFO TO BE PROVIDED BY COMMISSIONED REGIONAL MARKET

SYSTEMATIC FOLLOW UP WITH END USERS
JOINT VENTURES/TECHNICAL TRANSFER AGREEMENTS

INCREASE REPLY TO STATE OTHER LOCAL EMPLOYERS IN REP. OF CHINA
INCREASE OUR MARKET SHARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

TRACKING: QUARTERLY RESULTS REPORTED:

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

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

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :506-SHANGHAI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INCREASED REPRESENTATION TO REGIONAL AIRLINES
ADDITIONAL SALES OF AIRCRAFT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ACTIVITIES UNDERTAKEN IN QUARTER:

Quarterly results reported: Activities undertaken in quarter: Increased representation to regional airlines and additional sales of aircraft. Activities undertaken in quarter: Increased representation to regional airlines and additional sales of aircraft.

Quarterly results reported: Activities undertaken in quarter: Increased representation to regional airlines and additional sales of aircraft. Activities undertaken in quarter: Increased representation to regional airlines and additional sales of aircraft.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :512-SINGAPORE

SECTOR :005-ADVANCED TECH. PROD. & SERV
SINGAPORE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

Undertake market study on telecommunications sector

Better understanding of Cdn companies in sector

Increase liaison with local telecom officials, and local telecommunications companies

Obtained more info on Telecom tender exercise & its requir.

Undertake preparation for Cdn participation at CommunicAsia '90 and Broadcast'90

Increase exposure of Cdn telecom prod.,serv & technology

Encourage Singapore Telecommunication companies and Government institutions to visit Canada

Increase exposure & mkt share fr Cdn telecom prod & serv.

Undertake market study on computer industry

Better understanding of Canadian companies in sector

Singapore Software Mission to Canada

Agency agreement,incr'd sales of Cdn computer prod to Sing.

Encourage and assist Cdn companies in product presentation

Increase exposure of Cdn products services and technology

Organised Cdn participation in Informatics'89

Agency agreements,sale of Cdn computer prod to Singapore

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Liaise with Singapore Telecoms Officials. Visited and held discussions with numerous local computer, telecommunications companies and Government officials.

Advise Canadian companies of tender opportunities identified. A Number of contacts in this local telecommunication computer industries identified.

QUARTER: 2 Work with local consultancy firm on telecommunication reports on Singapore, organized software mission to Cda and assisted Cdn companies in products seminars. Coordinated Cdn efforts at Singapore Informatics'89.

Advise and alerted Canadian companies of tender opportunities. Increase in exports of Cdn software to Singapore. STT Canada and others held successful sales seminars. 5 distributorship were signed,5 joint-venture opp uncovered.

QUARTER: 3 Liaise with Telecoms Officials and Canadian companies to identify projects. Organized Singapore Informatics '89. Update market studies on telecommunication and computer software.

Bell Canada International shortlisted for \$40m integrated billing and system project. 7 Cdn companies and Alta and BC govts participated in Informatics. Market studies completed, increasing Cdn industry awareness of sector.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :512-SINGAPORE

SECTOR :005-ADVANCED TECH. PROD. & SERV
SINGAPORE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Liaise constantly with senior officials of government institutions. Assisted Canadian companies in their software products presentation.

Raised levels of awareness of Cdn capabilities and increased market exposure for Canadian software products.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :512-SINGAPORE

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:SEEDS & SPECIAL CROPS

FOLLOW UP MKT OPPORT FROM CDN SOYBEAN BOARD MISSION & SEM.
ENHANCE IMAGE OF RELIABILITY OF CANADIAN PRODUCTS &

STIMULATE IMPROVEMENT IN CDN MARKET SHARE.

DEVELOP A CLOSE RAPPORT W/MAJOR IMPORTERS & TRADING HOUSES
IMPROVE ACCESS OF CANADIAN PRODUCTS TO LOCAL MARKET AND

ALSO GAIN ACCESS TO INDIA MARKET.

Initiate market study on local industry

To inform & educate interested Cdn cos on local ind. condit.

Pursue agency agreement

To commit local cos to support & distribute Cdn products

Undertake promotional activities

To increase general awareness & mkt share of Cdn products

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Canadian Food Promotional activities planned for
Meridien Hotel and Jurong Country Club.

New Canadian food products introduced in market.
Numerous enquiries generated on Canadian food
and beverage items.

QUARTER: 2 Undertake market study on agrifood product
sector. Prepared leads on Canadian livestock
industry.

Study completed and distributed to relevant
provincial governments and Canadian private
sector. Resulted in sales of \$0.4 million worth
of Canadian swine.

QUARTER: 3 Continued to develop closer links with key
importers of seed, horticulture products and
meat products.

Distribution rights assigned to fruit importers.
Initial sale of C\$0.3m. Major soybean importers
now sourcing mainly from Canada. Successful Cdn
beef promotion in local restaurant chain with
sales to date of 9.5 tons.

QUARTER: 4 Continue to develop rapport with local importers
and expand Canadian presence in region through
increased exports and agency agreements.

Maintained key support from local importers.
Agency agreements signed for Vancouver Fancy
Meats and Canadian product lines.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :512-SINGAPORE

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

Incoming Defence Products Mission, June 89

Funds not provided

Undertake market study on defence products & services

Assisted Cdn exporters' awareness of local mkt potentials.

Asian Aerospace/Defence Exhibition 90

Assisted in show. rep agreements,lease/sales pot.fr Cdn cos

Follow-up market opportunities for Hitec in Sept 88

Improve Canadian market share

Develop contacts, liaise with procurement staff in
aerospace/defence industries

Increase awareness of Cdn capabilities

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continue to pursue regular contacts with Mindef
Project Officers/local defence agents.

Assisted in introducing Cdn manufacturers to
local defence agents, new Canadian products in-
troduced to Mindef Project Officers and assisted
local defence agents travelling privately to
Canada.

QUARTER: 2 Made regular calls to Mindef Project Officers/
local defence agents.

Sales of aircraft to other ASEAN countries worth
C\$0.5 million. Assisted in two products presen-
tations, including 2 new representation agree-
ments and submitting a tender for upgrading
existing RSAF aircraft.

QUARTER: 3 Development of closer ties with procurement
and technical staff of Ministry of Defence.
Increase awareness of Canadian capabilities.
Identify opportunities for Canadian companies.
Update of market study.

Cdn companies tendering for wide range of
military products. Sales of aircraft simulators
worth \$10m and clothing worth \$2m. Agency
agreement established with Ministry of Defence
subsidiary. Undertaking update of market study.

QUARTER: 4 12 Canadian companies participated at Asia
Aerospace '90

Follow-up with MINDEF officials. Submitted NBC
sample to MINDEF for verification. Sales of FF2
nite-finder worth C\$1m. Potential sales of
Dash 8 worth C\$15m. Increased awareness of Cdn
capabilities in sector.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :512-SINGAPORE

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP MKT OPPORT-OUT OF WEST HITECH EXP. CONF IN 09/88
STIMULATE IMPROVEMENT IN CANADIAN MARKET SHARE.

CULTIVATE CLOSE RELATIONSHIP WITH LOCAL INDUSTRY
REPRESENTATIVE.

IDENTIFY MKT OPPS & EXPAND AWARENESS OF CDN CAPABILITIES.

IDENTIFY SUITABLE REPRESENTATIVES AND INTRODUCE THEM TO
CANADIAN COMPANIES.

CONCL. NEW REPRESENTATION AGREEMENTS & INCREASED EQUIPMENT & SERVICE SALES POTENTIAL.

UNDERTAKE MARKET STUDY OF AEROSPACE INDUSTRY.

INCREASED CANADIAN AWARENESS OF MARKET POTENTIAL.

ORGANIZED CANADIAN PARTICIPATION IN ASIAN AEROSPACE '90.

INCREASED REPRESENTATION AND SALES OF GOODS AND SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Develop key contacts and identify market
opportunities.

Ongoing liaison with Port of Singapore Authority
. Advised Canadian companies of opportunities
identified.

QUARTER: 2 Increase awareness of Canadian technical
capabilities.

Liaised with Public Works Department on Canadian
electronic road pricing technology.

QUARTER: 3 Liaison with local industry to expand awareness
of Canadian capabilities. Actively pursue
opportunities for Canadian industry.
Preparations for Asian Aerospace 90.

Canadian companies aware of opportunities with
Sentosa Development Corp. 2 Canadian companies
formed joint-venture with local company to
tender for electronic road pricing project. 12
companies to participate in show.

QUARTER: 4 Liaised with Public Works Department and Sentosa
Development Corporation on projects. Discussion
with SIA officials on aircraft requirement for
subsidiary.

Canadian consortium shortlisted for electronic
road pricing project. Canadian companies
informed of cargo handling and people mover
projects. Potential sales of Dash 8 aircraft
worth \$9 million.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :512-SINGAPORE

SECTOR :014-EDUCATION,MEDICAL,HEALTH PROD
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

Undertake market study on Health Care products Better understanding of Canadian companies in sector

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Work with local consultancy firm on healthcare products report. Report being finalized.

QUARTER: 3 Update market study in healthcare products. Study completed, resulting in increased awareness of sector and market opportunities for Canadian suppliers.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :512-SINGAPORE

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES
SINGAPORE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

Cultivate close relationship with local industry representative

Identify mkt opp & expand awareness of Cdn capabilities

Identify suitable representatives and introduce them to Canadian companies

Conclude new rep agreem & incr eqpt & serv sales potentials

Update of market study

Increase Cdn awareness of market potential

Organized Canadian participation at ASCOPE'89

Increase representation & sales of goods & services

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Increase awareness of Canadian capabilities with local industry.

Two Singapore representatives sent to Intercan' 89.

QUARTER: 2 Expand representation of Canadian companies. Preparation for ASCOPE'89.

Follow up on contacts made at Intercan'89 by Singapore contingent. Contacted ten local companies to determine interest in Canadian technology.

QUARTER: 3 Actively cultivate local industry contacts. Preparations for ASCOPE 89 in Nov 89. Update of market study.

Six Canadian companies participated in joint Canada-Alberta pavilion, resulting in significant exposure to local and regional industry. Market study completed.

QUARTER: 4 Liaison visit with Brunei Shell officials and tour of Shell refinery in Singapore.

Increased knowledge of procurement procedures and Shell operations in Brunei and Singapore.

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

POST :512-SINGAPORE

Vancouver Board of Trade Mission to Singapore.

Canada-Singapore Textile Consultations.

Alberta S.E. Asia Engineering Mission

British Columbia Mission to Asian Aerospace 90

Visit of James McNiven, Royal Commission on National
Passenger Transportation Systems.

Assisted 27th International Congress of Ophthalmology (ICO)
Secretariat with promotion at 26th ICO

Presentation to visiting National Defence College group

Visit of E. Wong, Canasean Program recruitment

Two territory tours to Brunei by Commercial Division staff

Ontario Leaf Tobacco Mission

Assisted Nielsen Marketing Research with product seminars

Quebec Defence Products Mission

Revenue Canada seminar on General Preferential Tariff

Visit of Toronto Home Builders Association mission

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :533-SYDNEY

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ANIMAL,POULTRY BREEDING STOCK

LIAISON W/AUSTLN QUARANTINE AUTH TO ACHIEVE RELAX OF REQ.
LOWER COSTS WILL LEAD TO MORE EMBRYOS BEING SHIPPED.

UPDATE AND EXPAND LISTS OF AUSTLN CENTRES & BREED SOC.
MATCH AT LEAST 3 CANADIAN SUPPLIERS TO LOCAL IMPORTERS.

ENCOURAGE AUSTRALIAN BUYER TO VISIT CAN TO SELECT ANIMALS
INCREASED SALES.

IDENTIFY LARGE INNOVATIVE STATION HOLDERS(RANCHERS)TO PROM.
DIVERSIFY NUMBER OF BREEDS WITH SALES POTENTIAL AND INCREASE

CANADIAN PARTICIPATION IN PUA BREEDING PROGRAMS.

SUB-SECTOR:SEMI & PROCESSED FOOD & DRINK

CONTINUING STUDY OF MKT FOR PROCESSED FOOD PROD, FINE FOOD
ENCOURAGE MORE CANADIAN COMPANIES TO BE ACTIVE IN MARKET;

IDENTIFY NEW IMPORTERS.

PRODUCE PROFILES ON SPECIALTY FOODS & CONF ITEMS FRO DISTRIB
INCREASE CDN MARKET SHARE BY 10%

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 PROMOTE AND ASSIST AUSTRALIAN BUYERS TO ATTEND
AGRIBITION SHOW.

16 AUSTRALIAN BREEDERS VISITED SHOW. AT LEAST
ONE SHARE PURCHASE WAS MADE AMOUNTING TO
\$48,000.

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :533-SYDNEY

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:PROCESSED FISH & SHELLFISH

CONTINUING FOLLOW UP TO NOV '87 HAKE MISSION
TO ASSESS MARKET CONDITIONS CONDUCTIVE TO GOOD PROSPECTS FOR

CDM HAKE.

FISH MARKET STUDY TO BE COMPLETED AND MAILED TO MAJOR
INCREASED EXPORTS THROUGH GREATER AWARENESS OF POTENTIAL IN

AUSTRALIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 FISH MARKET STUDY

REPORT WAS COMPLETED INDICATING MARKET
OPPORTUNITIES FOR FRESH, FROZEN AND CANNED FISH
PRODUCTS

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :533-SYDNEY

SECTOR :005-ADVANCED TECH. PROD. & SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM DEREGULATION STUDY
KNOWLEDGE OF OPPORTUNITIES FROM DEREGULATION.

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

DEVELOP GREATER KNOWLEDGE OF SPACE COMMUNICATIONS MKT
ASSIST 5 CDN COMPANIES TO ENTER THE MARKET.

AGENTS LIST SURVEY
BETTER SERVICE TO CANADIAN SUPPLIERS, IN LOCATING AND

ASSESSING LOCAL REPRESENTATIVES.

TELECOM DEREGULATION STUDY TO DET IMPACT OF DEREG ON MKT
ENCOURAGE 5 NEW COMPANIES TO ACCESS THE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TELECOMMUNICATIONS DEREGULATION STUDY - SYDNY
ASSISTED MLBRM IN THE PREPARATIONS FOR THIS
STUDY WHICH ALSO INCLUDED A SECTION ON THE EVOLV
ING PAY TV/CABLE TV MARKET. SEVERAL OTHER REPORT
WERE COLLECTED AND DISTRIBUTED TO INTERESTED

THE REPORT WAS DISTRIBUTED TO PARTICIPANTS IN
THE JUNE TELECOM MISSION AND WILL BE GIVEN TO
OTHER INTERESTED COMPANIES IN JULY. IT PROVIDED
A GOOD OVERVIEW OF THE IMPACT OF DEREGULATION
THEREBY AIDING THEIR MARKETING EFFORTS

QUARTER: 2 ASSISTED LOCAL MANUFACTUTER (CODAN) WITH
ARRANGEMENTS FOR VISITS TO CANADA TO IDENTIFY
JOINT VENTURE PARTNERS IN L BAND MOBILE
SATELLITE COMMUNICATION.

AT LEAST ONE CANADIAN COMPANY (SKYWAVE) HAS
ENTERED INTO AN AGREEMENT WITH CODAN.

QUARTER: 3 -----

QUARTER: 4 AGENTS LIST

A LIST OF CANADIAN COMPANIES DOING BUSINESS IN
AUSTRALIA HAS BEEN PREPARED

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90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :533-SYDNEY

SECTOR :016-INDUSTRIAL MACHIN,PLANTS,SERV.
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MANUFACT & MATERIAL PLANT,EQP.

STUDY ON ALL ASPECTS OF AUSTRALIAN MKT, INCLUDING IMPORTED
INFORM CDN MAT HANDLING EQUIPMENT MANUFACTURERS OF

AUSTRALIAN MARKET.

FOLLOW UP ON MATERIALS HANDLING STUDY.CONTACT 40 CDN COS
5 NEW CANADIAN COMPANIES IN AUSTRALIAN MARKET

VISIT LOCAL MANUFACTURERS TO INCREASE KNOWLEDGE OF CAPABILIT
INCREASE POSSIBILITIES OF JOINT VENTURE/MFG UNDER LICENCE

ARRANGEMENTS.

VISIT AT "MATPACK" EXHIBITION

IDENTIFICATION OF POTENTIAL DISTRIBUTORS FOR CDN EQUIPMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MATPAK EXHIBITION - SYDNY ATTENDED THIS EXHIBI-
TION IN MLBRN AS A FOLLOW UP TO PREPARATION OF A
MAJOR STUDY ON MATERIALS HANDLING. A REPORT WAS
PREPARED AND DISTRIBUTED IN JULY.

14 FIRMS WERE IDENTIFIED WITH AN INTEREST IN
DEVELOPING JOINT VENTURES WITH CDN FIRMS.

QUARTER: 2 MATERIALS HANDLING STUDY COMPLETED AND SENT TO
OTTAWA FOR DISTRIBUTION.

THE REPORT IDENTIFIES SEVERAL AREAS OF OPPOR-
TUNITIES FOR CANADIAN MANUFACTURERS OF
MATERIALS HANDLING EQUIPMENT.

QUARTER: 3 -----

QUARTER: 4 VISIT LOCAL MANUFACTURERS

SEVERAL OPPORTUNITIES HAVE BEEN IDENTIFIED FOR
INDUSTRIAL EQUIPMENT IN THE MINING,
TRANSPORTATION AND ENVIRONMENTAL CONTROL SECTORS

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :533-SYDNEY

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:WOOD AND WOOD PRODUCTS

CONTINUING FOLLOW-UP TO TIMBER FRAME STUDY GROUP OF NOV 87
EASING OF BUILDING CODE RESTRICTIONS.

PROVIDE LIAISON BETWEEN NAFI(AUSTL),COFI & CDN BLDG CODE EXP
INCREASED SALES OF SOFTWOOD LUMBER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 ORGANIZATION OF TIMBER FRAME MISSION

MEMB. PARTICIPATED IN 2 CONFERENCES & SEVERAL
SEMINARS TO PRESENT CDN EXP. WITH TIMBER FRAME
BLDING REGULAT. MESSAGE WAS SYMPATHETICALLY RECD
& HAS RESULTED IN INITIATIVES TO REVIEW & CHANGE
AUST. REGULATIONS TO BENEFIT CDN TIMBER INDUSTRY

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :533-SYDNEY

SECTOR :013-CONSUMER PRODUCTS & SERVICES
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

REPORT TO CDN INDUSTRY ON FINDINGS OF BOOKS PUBL STUDY MISS.
5 CDN PUBLISHERS SELLING INTO AUSTRALIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 BOOK PUBLISHERS MISSION

MISSION VISITED POST TERRITORY IN FEBRUARY AND
OBTAINED A GREAT DEAL OF MARKET INTELLIGENCE
ABOUT HOW TO APPROACH MARKET

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

POST :533-SYDNEY

VISIT BY MINISTER KWINTER - ONTARIO MINISTER OF INDUSTRY,
TRADE AND TECHNOLOGY
REPORT OF MULTIFUNCTION POLIS

JOURNALIST SENT TO COVER GLOBE '90

REPORT ON HOME HEALTH CARE MARKET COMPLETED

REPORT ON MARKET FOR WASTE WATER

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :520-TOKYO

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ANIMAL,POULTRY BREEDING STOCK

NEGOTIATE IMPORT/EXPORT PROTOCOL FOR BOVINE EMBRYOS
POTENTIAL ANNUAL SALES OF \$1-2 MILLION

NEGOTIATE ANIMAL HEALTH AGREEMENT FOR JPNSE EXPORTS TO CDA IN CANADA AND RE-EXPORT TO JAPAN
IMPORT JAPANESE BREEDING STOCK FOR PRODUCTION OF WAGYU BEEF

NEGOTIATE IMPORT PROTOCOL FOR SWINE SEMEN
SALES OF \$100,000 ANNUALLY

PROMOTE CANADIAN PARTICIPATION IN VIV-ASIA'89, TOKYO
INCREASED AWARENESS OF CDN CAPABILITIES, LEADING TO SALES OF

CDN GOODS AND SERVICES

SUB-SECTOR:HORTICULTURE (FRUIT,VEG,FLOR)

APPLE FUMIGATION RESEARCH PROJECT (CODLING MOTH)
ACCESS FOR CDN APPLES WHEN ACCEPTED

INCLUDE FRESH MUSHROOMS IN CANADA FOOD FAIR PROMOTIONS
EXPANDED CONSUMER AWARENESS AND SALES

CANADIAN RESEARCH ON VAN CHERRIES
WHEN ACCEPTED, ACCESS FOR THIS VARIETY

TRIAL SHIPMENTS OF FRESH RASPBERRIES & BLUEBERRIES
GENERATE NEW BUSINESS

UNDERTAKE RESEARCH ON BLUEMOLD ON TOMATOES AND PEPPERS
RESOLVE MARKET ACCESS PROBLEM

SUB-SECTOR:SEEDS & SPECIAL CROPS

PREPARE MKT PROFILES FOR SPECIALIZED COMMODITIES-BUCKWHEAT
IMPROVED MARKET INFO FOR CDN PRODUCERS AND EXPORTERS,

LEADING TO INCREASED SALES TO JAPAN

ASSIST PEAT MOSS EXPORTERS IN ACCESSING JAPANESE MARKET
ADDITIONAL SALES OF \$1-2 MILLION ANNUALLY

MONITOR IMPORT QUOTA SITUATION FOR PULSES; ADVISE CDN EXPORT
INCREASED SALES OF CDN PULSES

SUB-SECTOR:MEATS & MEAT BY-PRODUCTS

ASSIST & FOLLOW UP WITH MEAT BUYING MISSIONS TO CANADA
\$30 MILLION IN NEW BUSINESS OVER 3 YEARS

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :520-TOKYO

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MEATS & MEAT BY-PRODUCTS

WORK WITH CDN EXPORTERS AND PROVINCES RE BEEF AND PORK
INCREASE CANADA'S MARKET SHARE TO 10%

PROVIDE REGULAR MARKET AND PRICE INFO IN MONTHLY PORK REPORT
INCREASE KNOWLEDGE AND AWARENESS

IDENTIFY MARKET OPPORTUNITIES PARTICULARLY FOR BEEF
INCREASE CANADIAN MARKET SHARE

NEGOTIATE WITH MAFF, MITI INCREASED BEEF QUOTA FOR EMBASSY
INCREASE FROM 64MT TO 100MT

CONTINUE PROMOTING MEAT PRODUCTS IN CDN FOOD FAIRS
BUILD AWARENESS OF CDN QUALITY

PROMOTE BUYING MISSIONS AND FACT-FINDING TRIPS TO CANADA
DEMONSTRATE CDN CAPABILITY, SUPPLY, QUALITY

MARKET STUDY FOR PROCESSED PORK (UNDER NTS)
ASSESSMENT OF EXPORT POTENTIAL, DEVELOPMENT OF MARKETING

STRATEGY AND NEW PRODUCTS

SUB-SECTOR:SEMI & PROCESSED FOOD & DRINK

PROMOTE CANADIAN FOODS THRU CANADA FOOD FAIR PROGRAM.
NEW CONTACTS AND NEW BUSINESS.

ENCOURAGE BUYERS MISSIONS TO CANADA.
BUILD AWARENESS OF CANADA & DEVELOP NEW BUSINESS.

UTILIZE NEW FOOD TRADE ENQUIRY SERVICE.
BRING BUYER AND SELLER TOGETHER.

PROVIDE MARKET INTELLIGENCE/SURVEYS ON PRIORITY SECTORS.
ENCOURAGE NEW CANADIAN EXPORTERS.

PROMOTE DVLPMT OF CUSTOM PACK,BULK,PRIVATE LABEL BUSINESS.
NEW BUSINESS OF \$50 MILLION IN 3 YEARS.

CONCENTRATE MARKETING EFFORTS ON HIGH POTENTIAL PRODUCTS.
INCREASED SALES OF 20-30% PER ANNUM.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :520-TOKYO

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:SEMI & PROCESSED FOOD & DRINK

SEEK INCREASED EMBASSY BEEF PROMOTIONAL QUOTA.
WILL HELP EXPAND PARTICIPANTS IN CDA FOOD FAIRS.

DEVELOP NEW CONTACTS AND NEW BUSINESS RELATIONSHIPS.

SUB-SECTOR:FEED,FERTILIZER & VET PRODUCTS

DEV'T OF FUMIGATION PROTOCOL FOR CDN BALED HAY
EXPORTS OF \$20-25 MILLION ANNUALLY WITHIN 5 YEARS

DEV'T OF HEAT TREATMENT PROCESS FOR SUNCURED CHOPPED HAY
EXPORTS OF \$1-2 MILLION WITHIN 3 YEARS

ORGANIZE FEEDING TRIALS FOR ALFALFA PRODUCTS
MAINTAIN AND INCREASE MARKET SHARE

DESSEMINATE TECHNICAL INFO IN JAPANESE TO END-USERS
BUILD AWARENESS AND DEMAND

INSTITUTE MONTHLY REPORT ON HAY PRODUCTS IMPORT VOLUMES
PROVIDE TIMELY INFO TO CDN PRODUCERS AND EXPORTERS

INVESTIGATE FEASIBILITY AND COST OF ADVERTISING PRODUCTS
INCREASED AWARENESS AND CONSUMER DEMAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Conduct major CMC pork seminar/reception.
2. Expand exports of beef. 3. Monitor oil tariff issue. 4. Negotiate bovine embryo agreement. 5. Pursue phytosanitary issues, hay, apples etc. 6. Conduct market surveys.

1. Completed very successfully in May. 2. Ad Agency for beef has been selected. 3. Comprehensive report completed on tariff issue. 4. Health agreement reached. 5. Technical discussions held in April. 6. Four underway in June.

QUARTER: 2 1. Monitor oil tariff issue
2. Pursue phytosanitary issues, hay, apples
3. Conduct market surveys
4. Developed new business in processed foods

1. Comprehensive report completed on tariff issue
2. Technical discussions held in April
3. Four surveys completed to date
4. Major new business generated in bottled water, pet foods, prepared fish

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :520-TOKYO

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 3
1. Conduct major CMC pork seminar/reception.
 2. Expand exports of beef.
 3. Monitor oil tariff issue.
 4. Negotiate bovine embryo agreement.
 5. Pursue phytosanitary issues, hay, apples.
 6. Conduct market surveys.

1. Completed very successfully in May.
2. Cdn beef launched by Min. Crosbie. Export office in place.
3. Comprehensive report completed on tariff issue.
4. Health agreement reached.
5. Technical discussions held in April.
6. Six surveys completed.

- QUARTER: 4
1. Conduct major CMC pork seminar/reception.
 2. Expand exports of beef.
 3. Monitor oil tariff issue.
 4. Negotiate bovine embryo agreement

1. Completed very successfully in May.
2. Cdn beef launched by Min. Crosbie. Export office in place.
3. Exports doubled in 1989.
4. Comprehensive report completed on tariff issue.
5. Health agreement reached.
6. Pursuing quality agreement.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :520-TOKYO

SECTOR :005-ADVANCED TECH. PROD. & SERV
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM, DATACOM, SAT, SPACECOM

DEV. COOPERATIONS BETWEEN CDN TELECOM & JPNS FIRMS
FOLLOW-UP WITH JAPANESE FIRMS AFTER TELECOM SEMINARS OF SE87

MARKETING CDN ELECTRONICS COMPONENTS (SEMICONDUCTORS, IC)
TO SET UP JAPANESE AGENTS

ENCOURAGING JPN CO. TO INVEST IN CDA IN TELECOM/DATACOM SECT
TO DEVELOP JOINT VENTURES AND LICENSE

SEEKING JOINT VENTURES AND LICENSES IN MICROELECTRONICS
SOME JAPANESE INVESTMENT IN MICROELECTRONICS

MARKETING CANADIAN ELECTRONICS COMPONENTS IN JAPAN
ESTABLISHING JAPANESE AGENTS

TELECOM/DATACOM MISSION TO JAPAN APR. 89
ESTABLISHING JAPANESE AGENTS.

TELECOM SEMINAR & BUSINESS VISITS IN CANADA OCT. 89
INCREASED CDN INVOLVMENT IN JPNS MARKET & JV RELATIONSHIPS.

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

MKTG CDN SOFTWARE FOR VARIOUS FINANCIAL & INDUSTRIAL APPLIC.
ESTABLISHING JAPANESE AGENTS

ENCOURAGE JPNS CO. TO INVEST IN ELECTRONICS INDUSTRY IN CDA
FOLLOW-UP JPNS CO. (NEC, CANON, SONY, HITACHI)

MKTG CND ELECTRONICS PRODUCTS FOR COOPERATION WITH JPNS CO.
TO DEVELOP JOINT VENTURES AND LICENSE AGREEMENTS

SUB-SECTOR:OTHER ELECTRONICS

JPNS ELECTRONIC INDUSTRIES CONTACT PROGRAM ASSESS INVESTMENT
4-5 POSITIVE INVESTMENT PROSPECTS FOR LONGER TERM

MARKETING SUPPORT FOR CDN ELECTRONIC COMPONENT MANUFACTURERS
INCREASED RECEPTIVITY OF JPNS CO. AND COMPETITIVE PRICING HAS

CONTACT PROGRAM FOR ELECTRONIC INDUSTRY-NEW ACTIVITY IN CDA
INCREASE KNOWLEDGE LEVELS OF JPNS INDUSTRY OF NEW CDN

OPENED VARIOUS NEW MARKET OPPORTUNITIES, INCREASE EXPORTS.

DEVELOPMENT

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

POST :520-TOKYO

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

PROMOTE CDN SEAFOOD UNDER CANADA FOOD FAIR PROGRAM
INCREASED TRADE AND CONSUMER AWARENESS OF CDN SEAFOOD

PROVIDE IMPROVED MARKET INTELLIGENCE INFO TO CDN INDUSTRY
PERMIT INDUSTRY TO MAKE MORE INFORMED DECISIONS

SEEK BETTER MARKET ACCESS FOR IQ ITEMS
EXPANDED EXPORTS OF IQ ITEMS

UTILIZE FISH TRADE ENQUIRY SERVICE
BRING BUYER AND SELLER TOGETHER

IMPLEMENTATION OF \$1.8M CAPELIN PROMOTION CAMPAIGN
EXPAND CONSUMPTION BY 10,000MT IN 3 YEARS

INITIATE MKT DEV'T ACTIVITIES FOR ATLANTIC HERRING ROE
DOUBLE VOLUME IN 5 YEARS

CONDUCT MARKET STUDIES ON SPECIFIC PRODUCTS WITH POTENTIAL
DEVELOP NEW EXPORT BUSINESS

DEVELOP MARKETING STRATEGY FOR B.C. FARMED SALMON
NEW BUSINESS POTENTIAL OF \$10 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 1. Provide market intelligence to Cdn industry.
2. Seek better access for IQ items. 3. Launch
of capelin promo campaign. 4. Capelin mission
to Japan. 5. Promotion of Atlantic lobster.
6. Promotion of surf clam.

QUARTER: 2 1. Implement capelin promotion campaign

QUARTER: 3 1. Implement capelin promotion campaign
2. Provide market intelligence

1. Survey completed on farmed salmon, research
underway on herring roe. 2. Meetings held with
Japanese, cod & mackerel have access. 3. Launch
in April.4. Visited in Apr. 5. Campaign under
development. 6. 3 ad agencies to submit proposal

1. \$2.0 million capelin promotion program has
begin.

1. \$2.0 million capelin promotion program has
begun.
2. Timely info provided for capelin and herring
roe at time of negotiations.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89

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

POST :520-TOKYO

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.
JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 4
1. Implement capelin promotion campaign
 2. Provide market intelligence
 3. Initiate new promotion campaigns

1. \$2.0 million capelin promotion program in place.
2. Timely info provided for capelin and herring roe at time of negotiations.
3. Programs under development for lobster, surf clam and BC salmon.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :520-TOKYO

SECTOR :008-TRANSPORT SYS,EQUIP,COMP,SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:AUTOMOTIVE

PROMOTE INVESTMENTS BY JPN AUTO PARTS CO.-TECH. TRANSFER
INCREASED EXPORTS AND SUPPLY TO JPNS ASSEMBLY PLASTICS IN

N.A.

JAPAN AUTO AFTERMARKET-STUDY NOW IN PREPARATION (NTS)
PROOF OF SIGNIFICANT OPPORTUNITY FOR CDN AFTERMARKET AUTO

PRODUCTS

AFTERMARKET MISSION TO JAPAN FEB 89
INCREASED EXPORTS

AFTERMARKET MISSION TO CANADA FEB 89
INCREASED EXPORTS

INCREASE NUMBER OF CONTACT CALLS TO JPN AUTO PARTS COMPANIES
10-15 NEW INVESTMENTS/JV OVER THE NEXT 18 MONTHS

ASSIST JPNS AUTO ASSEMBLERS WITH LOCAL PROCUREMENT PLANS

SUB-SECTOR:AEROSPACE

CHALLENGER SALES EFFORTS TO COMMERCIAL CUSTOMERS
ESTIMATED SALES OF TWO AIRCRAFT PER YEAR

AIRSHOW CANADA PROMOTION IN JAPAN
SJAC GROUP TO ATTEND

FCX PROGRAM SUPPORT TO CANADAIR
CONTRACT AWARD IN 1990

SUPPORT TO BOEING DE HAVILLAND DASH-8 DEMO FLIGHTS
CIVILIAN SALES OF DASH 300 IN 1991

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :520-TOKYO

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:WOOD AND WOOD PRODUCTS

CONT. EFFORTS TO INFLUENCE REVISION OF BLDG CODES
EXPANDED USE OF DIMENSION LUMBER

CONT. RESEARCH OF MARKET FOR BUILDING MATERIALS
AWARENESS OF THE MARKET FOR CDN PRODUCTS

"CANADIAN VILLAGE" IN KOBE
SECURING AGENTS/DISTRIBUTORS FOR UP TO 15 CANADIAN COMPANIES

TOKYO INTL GOOD LIVING TRADE SHOW, APRIL 28-MAY 3, 1989
INCREASED PENETRATION OF CDN MANUFACTURED WOOD AND BUILDING

HOUSING KIT MISSION TO JAPAN OCTOBER '89.
INTRODUCE CDN MANUFACTURERS TO MARKET REQUIREMENTS AND

MATERIAL PRODUCTS IN JAPAN.

POTENTIAL EXPORT SALES OPPORTUNITIES.

SUB-SECTOR:PULP AND PAPER PRODUCTS

SURVEY-PULP & PAPER CO. OVERSEAS INVESTMENT/EXPANSION PLANS
I.D. OF INVESTMENT OPPORTUNITIES FOR CANADA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Home Builders Mission to Canada
- R-2000 Mission to Canada
- Canadian Exhibit at Good Living Show
- Canada Jaapn Housing Committee

QUARTER: 2 1. Vancouver Village in Kobe - Opening

QUARTER: 3 1.Wood products mini-show at chancery
2.Housing Kit Mission

QUARTER: 4

H.B. and R-2000 missions to Canada completed;
Canadian exhibit a success at the Good Living
Show; The Canada Japan Housing Committee met.

1. Opening attracted wide press coverage both
regional and national. Houses were put up
for sale and over 100 offers of purchase per
house were received.

1.Direct mailing brought in 175 visitors to see
8 cos with new products for this market. 2.Four
housing kit cos participated in extensive brief-
ings by Gov't officials and met with importers
in roundtable setting. Exposure to 150 Jpse cos.

-ENEX'90:R2000 display;4 weeks in 4 locations
-MAHB show,Atlanta:Interpreting,Mkt.intelligence
-Yamaguchi Cdn Village:Housing materials & serv-
ice related cultural & commercial fair.
-Saskatchewan mission: Housing components

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :520-TOKYO

SECTOR :013-CONSUMER PRODUCTS & SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MONTREAL FUR FAIR, MAY 89.

SUB-SECTOR:JEWELRY & GIFTWARE

I.D. BUYERS OF CDN JEWELLERY
TO DOUBLE SALES NEXT YEAR

FOLLOW-UP ON REQUESTS RE IMPORT OF CDN JEWELLERY
TO GET NEW DISTRIBUTORS OUTSIDE OF TOKYO

MEET WITH AGENTS AND REVIEW THEIR IMPORT/DIST. STRATEGY
TO OPEN NEW DISTRIBUTION OUTLETS

ENCOURAGE NEW ENTRANTS INTO THE MARKET
TO INCREASE OUR SALES IF POSSIBLE

MEET WITH LOCAL AGENTS RE PUBLICITY & PARTICIPATION IN FAIRS
TO INCREASE THE NUMBER OF DISTRIBUTIONS AND GET BETTER KNOWN

KEEP OTTAWA INFORMED OF MARKET EVOLUTION
ATTRACT NEW EXPORTERS

IN JAPAN

SUB-SECTOR:CULTURE INDUSTRIES

CONTINUE TO WORK CLOSELY WITH CDN GROUP RE INDIAN ARTS/CRAFT
TO SELECT ITEMS MOST LIKELY TO FIND ACCEPTANCE IN JAPAN

I.D. GALLERIES THAT MAY SPONSOR CDN ARTISTS (INUIT & INDIAN)
TO INTRODUCE INUIT AND INDIAN ART TO JAPAN

ASSIST LOCAL AGENTS IN THEIR MARKETING EFFORTS
TO OPEN NEW DOORS TO CDN INDUSTRY

INCREASE PUBLICITY OF CDN ARTS/CRAFTS THROUGH TRADE CENTRE
TO CREATE GREATER AWARENESS OF OUR PRODUCTS

ASSIST EXPORTERS TO ORGANIZE SOLO SHOWS
TO STIMULATE INTEREST IN CDN PRODUCTS

USE MAIL ORDER CATALOGUES TO ADVERTISE
TO INCREASE SALES

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :520-TOKYO

SECTOR :013-CONSUMER PRODUCTS & SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:LEISURE PROD. TOOLS HARDWARE

UPDATE RESULTS OF CO. THAT ATTENDED TRADE SHOWS LAST YEAR
TO I.D. CLEARLY THE PRODUCTS CANADA SHOULD FOCUS ON

VISIT HOME CENTRE
ESTABLISH NEW CONTACTS

TO LOCATE NEW SPORTS EQUIPMENT AGENTS
TO INCREASE SALES

ENCOURAGE AGENTS OF SPORTS EQPT TO EXHIBIT AT CDN SHOWS
TO INCREASE NUMBER OF DISTRIBUTORS

PROMOTE IDEA OF SELLING CDN DIY PRODUCTS TO JPN HOME BUILDER
TO BOOST SALES OF PRODUCTS

INCREASE THE NUMBER OF BUYERS AT MONTREAL SPORTING GOOD SHOW
TO WIDEN RANGE OF PRODUCTS SOLD IN JAPAN

SUB-SECTOR:FURNITURE & APPLIANCES

VISIT DEPT. STORES RE EXHIBITIONS OF CDN PRODUCTS
OPEN NEW SALES OUTLETS

KEEP UP WITH NEW TRENDS IN JPN/CDN FURNITURE INDUSTRIES
TO DETERMINE WHICH SECTOR OF THE MARKET THAT COULD BE OF

FURITURE ASS./MAIN MNFG RE IMPORTING SPECIFIC ITEMS
GET NEW ENTRANTS INTO THE MARKET

PUBLICITY THROUGH TRADE CENTRE CDN RE APPLIANCES
MAINTAIN OUR SHARE OF THE MARKET

MEET WITH AGENTS TO GENERATE INTEREST IN PROMO CDN PRODUCTS
FIND NEW WAYS TO MARKET PRODUCTS

ENCOURAGE CO. TO PARTICIPATE IN FURNITURE SHOW
TO GET NEW EXPORTERS IN JAPAN

SUB-SECTOR:ALL SUB-SECTORS

PURSUE HIGH TARIFFS ISSUE WITH MINISTRY OF FINANCE
SALES COULD MORE THAN DOUBLE IF DUTIES WERE LOWERED

INTEREST TO CDN EXPORTERS

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :520-TOKYO

SECTOR :013-CONSUMER PRODUCTS & SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

I.D. POTENTIAL COMPETITIVENESS OF NEW MARKET ENTRIES
TO MAINTAIN/INCREASE OUR SHARE OF THE MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1
1. Montreal Fur Fair Mission.
 2. Canoe/Kayak Mission.
 3. Regional Shows.
 4. Solo Fur Shows throughout Japan.

1. 15 participants bought for approximately \$2 million.
2. 11 Canadian companies represented.
3. Tokyo, Shimane, Koriyama, Sendai, Morioka, Toyama, Iwate.
4. 17 Shows starting in June.

- QUARTER: 2
1. Carried out survey of marine sports market
 2. Tokyo Int'l Gift Show
 3. Promotion of Embassy services aimed at Jpnse.
 4. Sole fur shows
 5. Vancouver Business Mission

1. Study completed - good potential shown
2. Three Cdn companies represented
3. Production of brochure; increased awareness
4. 18 shows in various parts of Japan
5. Companies introduced to contacts

- QUARTER: 3
1. Regional shows in Hiroshima, Fukui & Okinawa
 2. Nagareyama Totem Festival.
 3. Initiated survey of arts & crafts market.
 4. Ad campaign in "Import Magazine" and "IMPEX".
 5. New Import Business Fair
 6. World Fashion Fair - Osaka.

1. Local agents participated in addition to CTC.
2. On site sales through CTC booth, general promotion of Cda.
3. In progress.
4. Enquiries generated
5. Raised Cdn profile.
6. Contacts established.

- QUARTER: 4
1. Regional shows in Nagoya, Yamaguchi & Yokohama
 2. Participation in trade shows.
 3. Carried out studies in DIY & medical imaging.
 4. Conducted buyers' mission to Montreal CSGA Show.
 5. Participation in Hong Kong Fur Fair.

1. Participation by local agents as well as CTC; on-site sales.
2. Increased awareness of Cdn capability; new agency agreements.
3. In progress; completed 2 surveys.
4. New sales & agency agreement concluded.
5. Assisted Cdn exhibitors.

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

POST :520-TOKYO

Visit of Ontario Deputy Premier/Treasurer of Ontario/
Minister of Economics, Hon. Robert F. Nixon

Visit of Saskatchewan Minister of Trade & Investment, Hon.
Jack Klein

Visit of EMR Deputy Minister, Mr. Bruce Howe

Visit of EMR ADM, Dr. Marc Everell

Visit of Associate Deputy Minister of Dept. of Finance,
Mr. David Dodge

Visit of Mr. M. Caron, Associate Deputy Minister of Finance

FOODEX '90 (March 13 - 17, 1990)

Symposium on Pacific Energy Cooperation (SPEC) (Jan. 29-30)

Release of Morohashi MITI Mission Report

National Defense College Visit

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POST :531-WELLINGTON

SECTOR :005-ADVANCED TECH. PROD. & SERV
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM,DATACOM,SAT,SPACECOM

TELECOM'S REPORT UPDATE. (DONE ONCE ALREADY)
TO KEEP CDN'S AWARE OF OCCURANCES/OPPORTUNITIES IN NEW

ZEALAND.

ON-GOING UPDATE OF MARKET STUDIES
TO ENSURE CORRECT INFORMATION GOES TO CANADIANS.

ON-GOING VISITS TO INDUSTRY IN NEW ZEALAND
CLIENT CONTACT, FEEDBACK, SOURCE OF UPDATE ON NEW ZEALAND

INDUSTRY.

ON-GOING UPDATE OF WIN DATABASE
TO COMPILE DATABASE, CROSS-REF TO APPROPRIATE CANADIAN

COMPANIES.

REPORT ON BROADCASTING DEREGULATION IN NEW ZEALAND
INFORM CANADIANS OF EMERGING OPPORTUNITIES.

VISITS TO INDUSTRY IN CANADA
CLIENT CONTACT.

VISITS TO INDUSTRY IN ISLANDS (TERRITORY OUTSIDE NEW ZEALAND
IDENTIFY OPPORTUNITIES FOR CDN COMPANIES

ANNUAL STATISTICAL GATHERING - VIA COMPUTER & MODEM
USE OF ELECTRONIC STATISTICS TO COMPILE ANNUAL UPDATED

REPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Telecom Mission to New Zealand; Canadian participation in Satellite Seminar; Program of visits to New Zealand industry.

QUARTER: 2 Organize and lead Communications Mission to Canada; organize major event for Geovision contract conclusion with NZ Govt

QUARTER: 3 Organize and lead Communications Mission to Canada; arrange event with Geovision on occasion of signature of contract completion with NZ Govt

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Successful eight person mission from Canada in June; Canadian display at Satellite Seminar and prominent Canadian role in presentations.

NZ buyers took on new lines and established basis for future sales; Canadian image as supplier of GIS software strengthened.

Excellent contact established with Canadian communications eqpt and service suppliers in Mission; Canadian image as supplier of GIS software enhanced through publicity

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POST :531-WELLINGTON

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

UPDATE FORESTRY EQUIPMENT AGENTS DATABASE

QUEBEC MISSION, APR 1989
ESTABLISH AGENTS ETC. FOR PARTICIPANTS.

COMMONWEALTH FORESTRY CONFERENCE, SEPT 1989
CONSOLIDATING CDN PRESENCE IN FORESTRY INDUSTRY IN NEW

ZEALAND AND ELSEWHERE.

CEDAR PROMOTION IN ASSOCIATION WITH C.O.F.I., BC
EXPAND OUTLETS FOR CDN CEDAR, HEM/FIR IN NEW ZEALAND.

KIOSK ON LUMBER AT BUILDEX SHOW
EXPANDED RECOGNITION OF CANADIAN LUMBER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Report to Canadian industry on state forest sale; Canadian display at Woodex 89; consolidated contact with industry associations.

Newsletter on NZ forest industry produced and sent widely to Canada industry; successful participation in Woodex 89; concept of Canadian Forestry Award developed and implemented with Forestry Industry Engineering Association.

QUARTER: 2 Forestry Newsletter was widely circulated to Canadian manufacturers of forestry eqpt and to Canadian forestry companies; Canada had lead role at Commonwealth Forestry Conference.

Canadian industry was kept informed of NZ sale of state-owned forest resources, potentially leading to an investment boom in this sector; Canadian image as forestry leader was re-inforced with all Commonwealth states.

QUARTER: 3 -----

QUARTER: 4 Organize and promote Canadian participation in Forest Industries 90 Fair, Rotorua

High impact on NZ forestry industry achieved with 10 companies on Canadian stand

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :531-WELLINGTON

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP ON CANADIAN SOLO FOOD FAIR
ONGOING AGENCY RELATIONSHIPS.

FOLLOW UP ON MARCH 89 LD NATHAN IN-STORE PROMOTION
REPORT CONSUMER REACTION TO PARTICIPANTS.

UPDATE PROCESSED FOOD MARKET SURVEY
INFORM CANADIAN SUPPLIERS OF MARKET OPPORTUNITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up in Woolworth In-store promotion and on
Canadian Solo Food Fair.

Reports submitted on Solo Show and planning
begun for next year's Woolworth's Taste of
Canada promotion.

QUARTER: 2 Participation in Hospitality Show, Auckland to d
emonstrate Canadian supply capability in process
ed foods for the catering trade.

Effective exhibit mounted, parallel support from
local agents of Canadian suppliers was disappoi
nting.

QUARTER: 3 L.D. Nathans [Woolworths] Taste of Canada
in-store promotion.

Buyers visited Canada and ordered 20+ new lines
of foodstuff.

QUARTER: 4 Prepare for Taste of Canada promotion in Woolwor
ths supermarkets; respond to countervail claims
in pork trade.

Promotion was delayed to first two weeks of Apri
l but level of support by both Woolworths and Ca
nadian supplier is greater than any previous in-
store promotion; pork countervail investigation
called off.

March.
CA1 EA676 T712 EXF 1990 STORAGE
Trade and Industrial Development
Program quarterly activity report
43247425

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