

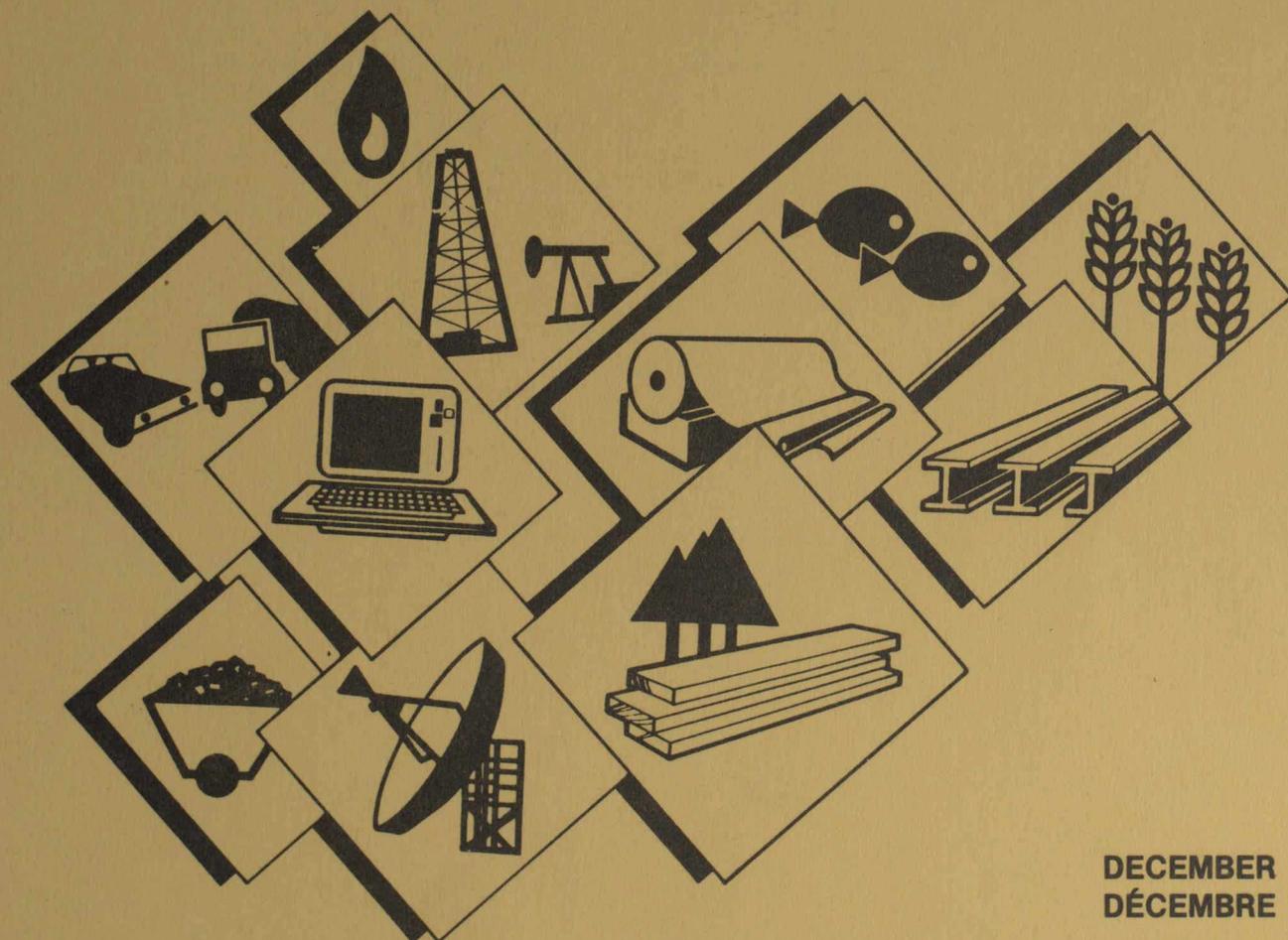
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1989 *June*
STORAGE

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

**QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**LATIN AMERICA AND CARIBBEAN
AMÉRIQUE LATINE ET ANTILLES**

**APRIL - JUNE 1989
(1st QUARTER FY 1989-90)
AVRIL - JUIN 1989
(1^{er} TRIMESTRE, AF 1989-90)**



**DECEMBER 1989
DÉCEMBRE 1989**

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report
April - June 1989

Following is the Activity Report for the quarter ending June 30, 1989. This report contains a synopsis of activities and results by sector and subsector reported by the missions in Latin America and Caribbean 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
Avril - Juin 1989

Voici le Rapport des activités du trimestre qui a pris fin le 30 juin 1989. Le rapport contient un résumé des activités et des résultats déclarés par les missions en Amérique latine et Antilles, 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.

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Min. des Affaires extérieures
OTTAWA
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LATIN AMERICA AND CARIBBEAN
AMERIQUE LANTILLE ET ANTILLES

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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 :640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

THE BOGOTA METRO PROJECT.
OPPORTUNITY FOR CANADA TO BID AGAIN.

PROMOTE CDN SUPPLIERS WITH GOVERNMENT AGENCIES.
ENSURE CDN SUPPLIERS ARE INVITED TO BID.

PREPARE SECTORAL REPORT.
BETTER MARKET PENETRATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Cdn involvement in railways and ports
reorganization.
Prepare sectoral report on sales potential.

Cdn firm received CIDA Inc support for railway
reorganization study.
Sectoral report in preparation.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/12

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

010-MINE,METAL,MINERAL PROD & SRV
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

UPDATE OF REPORT ON MINING SECTOR INCLUDING GOLD.
BETTER AWARENESS OF OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Arrange mining mission to Canada.

Post persuaded one mining co to join Alberta
Mission, sales of approx. Cdn\$6mn could result.
Preselection of participants in MINTEC 89 under
way. Advised Cdn cos of opps for partic'n in
important new mining fair in Oct./Bogota.

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 :640-BOGOTA

011-OIL & GAS EQUIPMENT, SERVICES
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON EXISTING PROJECTS.
INCREASED CANADIAN PARTICIPATION.

PUT IN PLACE NEW MARKETING STRATEGY.
FOCUSING ON RESOURCES.

PREPARE EXPANDED SECTORAL OVERVIEW.
BETTER AWARENESS OF OPPORTUNITIES.

PROMOTION OF KEY CANADIAN SUPPLIERS.
MORE CDN SUPPLIERS INVITED TO BID.

PROMOTE CDN INTERESTS IN POLYETHYLENE PLANT.
WIN CONTRACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Receive Alberta Mission.
Prepare expanded sectoral overview.
Support EDC line of credit offer to Ecopetrol.

Alberta Mission composed of 8 cos visited Bogota Bucaramanga & Barrancabermeja. Sectoral Report updated, completed, printed and distributed. Ecopetrol Board of Directors approved line of credit now under study by Ministry of Finance.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/12

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

005-ADVANCED TECH. PROD. & SERV
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PROMOTE CDN SUPPLIERS IN RURAL TELECOM PROJECTS.
WIN BUSINESS ON ONE OR MORE OF TURNKEY PROJECTS.

"CONDOR" SATELLITE PROJECT.
WIN ALL OR PART OF CONTRACT.

DEVELOP NEW SECTORAL STRATEGY.
PROVIDE BULLEPRINT TO GUIDE FEDERAL SUPPORT.

DEVELOP NEW INFORMATICS PROJECTS UNDER M.O.U. ON INFORMATICS
INCREASE OUR MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support Cdn bids on rural telecom projects.
Prepare sectoral report on Telecom/Electronics sales opportunity.
Prepare extended sectoral overview of Electric power sales opportunities.

Minister of Mines and Energy and President of Ecopetrol invited to Canada.
Two bids submitted in consortium with a Japanese trading house. Bids unsuccessful because Canada did not offer competitive financing.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

001-AGRI & FOOD PRODUCTS & SERVICE
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INCREASED CONTACTS W/AGENTS OF FOOD PROCES.EQPT.AGRIC.EQPT.
INCREASED AWARENESS OF CDM EXPERTISE.

INCREASED PARTICIPATION AT REGIONAL CATTLE FAIRS.
INCREASED AWARENESS OF CDM EXPERTISE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation in Agroexpo 89.

Sectoral report near completion on Telecom/Electronics. Electric Power Report completed. Planning & dev. of Cdn Pavillion at Agroexpo '89. Agricultural sectoral report on market opportunities completed.

QUARTER: 2

QUARTER: 3

QUARTER: 4

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POST :640-BOGOTA

011-OIL & GAS EQUIPMENT,SERVICES
ECUADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LIBERTADOF GAZ PLANT.
COULD WIN IF FINANCING AVAILABLE.

COMPUTER SOFTWARE.
POTENTIAL SALE.

INCREASE CONTACTS WITH PRIVATE PETROLEUM INDUSTRY.
GREATER AWARENESS OF CDN EXPERTISE.

REPORT ON OIL/GAS SECTOR ACTIVITY FOR NEXT 3 YEARS.
PROVIDE "EARLY WARNING" INFORMATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Alberta Mission to Ecuador.
- Preparation of Sectoral report on sales oppor-
tunities.

- Five companies participated and were able to
establish good contacts. Companies estimated
that sales exceeding \$5mn could result.
- Sectoral Report well underway.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :640-BOGOTA

010-MINE,METAL,MINERAL PROD & SRV
ECUADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REPORT ON MINING SECTOR.
PROVIDE EARLY INFORMATION TO CDN EXPORTERS.

SEMINAR ON CANADIAN MINING EXPERIENCE.
CREATE AWARENESS ON CANADIAN EXPERTISE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1

- Selection of five participants for Mintec'89.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

COOPERATION AGREE BTWN CDM HOLSTEIN ASSOC & BRAZ MIN OF AGR
FACILITATE APPROVAL PROCESS OF HOLSTEIN DAIRY CATTLE

SELECTED FOR IMPORT.

DELIVERY OF SEED POTATOES FOR BRAZ NAT SEED POTATO TESTING
PENETRATION (ESPECIALLY IN CASE OF INDUSTRIAL VARIETIES)

INTO BRAZIL SEED POTATO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Ongoing assistance re health requirements for
live animal exports
- Assistance in obtaining Brazilian approval of
new Canadian meat packing plants

- Continued success in sales of live animals to
Brazil
- Increased Canadian exports of beef and pork to
Brazil

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

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

005-ADVANCED TECH. PROD. & SERV
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CIDA-FINANCED SARSAT GROUND STATION HAS BEEN INSTALLED
SALE OF ONE OR TWO ADDITIONAL GROUND STATIONS AND LOCATOR

BEACONS.

SPAR PROPOSAL TO DEVELOP LOW COST/LOW CAP EARTH TERMINAL
IMPORTANT NEW PRODUCT DEVELOPMENT FOR SPAR AND SIGNIFICANT

SALES IN BRAZIL AND THIRD MARKETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TELECOMMUNICATIONS EQUIPMENT AND SERVICES

- Assist Spar and Novatel-Northern Telecom durin
g phase of evaluation by Telebras of satellite a
nd cellular telephony bids.

- We have prepared and coordinated visits of Que
bec Min. of Int'l Affairs and V.P. Cdn Space Age
ncy - both in support of Spar's bid.Plus have as
sisted Spar Northern-Novatel on a permanent basi
s during rapidly changing bid evaluation period.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :635-BRASILIA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FORMATION OF JOINT VENTURE BTWN CDM SUPPLIER & BRAZILIAN CON
ASSIST IN PACKAGING CANADIAN BID FOR PARTICIPATION IN

BRASILIA MASS TRANSIT PROJECT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Assist Canadair CL-215 in its efforts to market its plane in Brazil
- Work closely with Conair-BC Govt. in preparation of forest fire prevention package for Minister of Interior

- We have put our efforts on hold as result of unavailability of CL-215's for export to Brazil.
- We have counselled and worked closely with Conair in preparation of its offer to be submitted in July

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :635-BRASILIA

007-POWER & ENERGY EQUIP. & SERV.

BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

RENEW MOU BTWN BRAZILIAN & CDN GOV RE: CDN PARTIC IN FUTURE
IDENTIFY EXPORT OPPORTUNITIES FOR CGE GENERATORS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Assist FES in ongoing commercial and financing negotiations
- Assist GEC Canada in commercial and financing aspects of prospective sale
- FES contract signed, financing to be concluded in July/August
- GEC has received letter of intent. Detailed commercial negotiations expected in late 1989

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
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POST :635-BRASILIA

003-GRAINS AND OILSEEDS
BRAZIL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOCUSSED & SUSTAINED LOBBYING VIS-A-VIS MFA, MIN OF FINANCE
RESUMPTION OF CANADIAN WHEAT SALES IN 1989.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :635-BRASILIA

Visit to Brazil of Quebec Minister for International Affairs

Paul Gobeil

EDC Rescheduling Negotiations

Brasilsat III-IV Competition

Cellular Telephony Competition

Special efforts to ensure consolidation of Canadian coal exports to Brazil

Preparation and participation in MTN-Rollback Consultations - Geneva

IMO Secretary-General elections and preparations for Bilateral Air Consultations

Visit of Vice-President Operations of Canadian Space Agency Dr. MacEvans

REPT4D
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :658-BRIDGETOWN

015-CONSTRUCTION INDUSTRY
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ONGOING EFFORTS W/TRADING HOUSES SPECIALIZING IN BLDG PROD
ADDITIONAL SALES & IMPROVED MARKET SHARE.

ACTIVELY PURSUE UPCOMING CONSTRUCTION PROJ FINANCED BY CDB
AT LEAST \$10.0 MILLION IN NEW BUSINESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Infrastructure projects (IFI and CDB funded)
identified

- monitoring developments on projects for St. Lucia, St. Vincent & Dominica
- launching of Cdn \$42 M hotel project on Nevis
- Phase I of Cdn sponsored Windjammer villa/condo proj. opened St. Lucia (Cdn \$50 Million)

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

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

005-ADVANCED TECH. PROD. & SERV
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

FACILITATE NEW EXP FIN. FOR CDN TELECOM & INFOR, EQUIP & SER
ADDITIONAL SALES, TECHNOLOGY TRANSFER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Negotiations between EDC and Barbados Telephone
Company for financing

Line of credit confirmed for Cdn \$15.6 million
for telecommunications equipment, shipment
underway

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :658-BRIDGETOWN

014-EDUCATION, MEDICAL, HEALTH PROD
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CDN TRADING HOUSES IN EDUCATIONAL, HEALTH & MEDICAL
GENERATE ADDITIONAL SALES IN NUMEROUS MARKETS IN TERRITORY.

PROCUREMENT FOR OECS TECH. VOC. EDUC. PROJ DELAYED,
NEW SUPPLIES, ADDITIONAL SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 OECS Technical and Vocational Education Project - Advised Cdn suppliers of equipment and furniture procurement notice

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A
89/12/12

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

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

POST :658-BRIDGETOWN

DWIGHT FULFORD, EXTOTT/LCD LIAISON VISIT APRIL

IRVING FRIEDMAN, ITC, MONTREAL, INTERNATIONAL FINANCIAL INST
STUDY, MAY 3-5, 1989

MARKET NICHE SEMINAR AGRICULTURAL PRODUCTS, GRENADA
MAY 18-19, 1989

QUEBEC MINISTRY OF INTERNATIONAL RELATIONS MISSION,
MAY 24-26, 1989

CANADIAN INSTITUTIONAL MAINTENANCE TRADE SHOW, BARBADOS
JUNE 27-28, 1989

REPORTS: 6 BUDGETS 6 ECONOMIC 1 PROJECT UPDATE

REPT4D
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :631-BUENOS AIRES

005-ADVANCED TECH. PROD. & SERV
ARGENTINA

005-ADVANCED TECH. PROD. & SERV

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

JOINT VENTURES FOR RURAL TELECOM EQUIPMENT-CDN MANUFACTURERS
INCREASE MEDIUM TERM SALES OF EQUIPMENT

TRAINING IN CDA COMM. SPECIALISTS IN SPECTRUM MGMT, SATELLITE
PROVIDE SECRETARIAT DECISION-MAKERS WITH OVERVIEW OF CDN

COMPILE LIST OF IMPORT./JOINT-VENTURE PARTNERS-TELECOM EQPT.
ASSIST CDN MANUFACTURERS TO MAKE CONTACT WITH POTENTIAL

SURVEY-I.D. PROVINCES WHERE ACTIVITY HIGH IN DEVT TELECOMS
PROVIDE NECESSARY INFO TO CDN EXPORTERS AND PREPARE FOR

CAPABILITIES

ARGENTINE PARTNERS.

POSSIBLE MISSION 1989

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 3 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :631-BUENOS AIRES

010-MINE,METAL,MINERAL PROD & SRV
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

STUDY OF KAOLIN DEPOSITS IN CHUBUT PROVINCE
OPEN OPPORTUNITIES FOR JOINT VENTURE

SURVEY OF MINERAL RESOURCES OF SAN JUAN PROVINCE
IDENTIFY POTENTIAL FOR INVESTMENT AND SUPPLY OF SERVICES/
EQUIPMENT

ASSISTANCE TO CDN COYS INTERESTED IN DEV. GOLD RESOURCES
JOINT VENTURES IN GOLD MINING

DEVELOP CONTACTS ON MINING DEV. PROPOSED BY INDIV. PROV.
I.D. REQUIREMENTS AND OPPORTUNITIES FOR CDN COYS TO PARTICI-

PATE IN DEVELOPMENT OF MINING INDUSTRY

VISIT PROPOSED MINING CONGRESS IN JUJUY IN MAY '89

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Survey of mineral resources of San Juan Province to identify potential for investment and supply of service/equipment. Develop contacts, research and report on mining dev proposed by individual prov to identify opp for cdn coys to participate

Survey conducted by quebec Mining authorities. BC mining consortium offer presented to San Juan Gov't(\$30 million exploration investment over 5 year period).Decision to be taken before end 89. Proj have been ident in prov of Santa Cruz

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

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POST :631-BUENOS AIRES

012-CHEM PROD & PETROCHEM,EQP,SERV
ARGENTINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARKET STUDY ON PLASTICS SECTOR

CDN COMPANIES ACTIVE IN SECTOR C)INCREASE NUMBER OF REPS

A) I.D. REQUIREMENTS & MARKETING CHANNELS B)INCREASE # OF

ALL SUB-SECTORS

SECT.STUDY OF PETROCHEMICAL & CHEMICAL INDUSTRY
IDENTIFY REQUIREMENTS AND MARKETING CHANNELS

I.D. PETROCHEMICAL DEV'T PROJECTS IN WHICH CDN COULD PARTIC.
INCREASE LEVEL OF CDN PRESENCE, INVESTMENTS IN THE GROWING

SECTOR

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 :631-BUENOS AIRES

009-FOREST PRODUCTS,EQUIP,SERVICES
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

MARKET SURVEY, PULP & PAPER PROD. TAKE ADV OF IMPORTS LIBER.
A) I.D. NEEDS & MARKETING CHANNELS B)INCREASE # OF CDN COYS

ACTIVE IN MARKET & # OF REPRESENTATIVES

PROMOTE IMPORTS LIBERALIZATION WITH CDN EXPORT SECTOR
INCREASE NUMBER OF CDN COYS ACTIVE IN MARKET

EQUIPMENT AND MACHINERY

CATALOGUE SHOW IN CORRIENTES OF CDN FORESTRY EQUIPMENT
INCREASE NUMBER OF REPS OF CDN COYS IN MARKET

PARTICIPATE TO FAO/IFONA SEMINAR IN CORRIENTES NOV 88
IDENTIFY NEW PROJECT AND GET CDN COY INVOLVED

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

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 :631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REP OF MAJOR HYDRO TO PART. IN SEMINAR-IFI FINAN. POWER PROJ IN TENDERS FOR MAJOR POWER PROJECTS
GREATER AWARENESS AND COMPETENCE BY CDN SUPPLIERS TO PARTI.

REPORT ON TENDERS BEING CALLED FOR MATERIAL/EQPT POWER PROJ.

VISIT "HIDRONOR" TO IMPROVE PERSONAL CONTACTS WITH SR. STAFF COMING TENDERS
BE ABLE TO BETTER ASSIST CDN SUPPLIERS COMPETING IN FORTH-

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 :631-BUENOS AIRES

011-OIL & GAS EQUIPMENT,SERVICES
ARGENTINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MAINTAIN CONTACT WITH MAJOR OIL CO.-REPORT DEV. & OPPORT.
DEV. BUSINESS CONNECTIONS BETWEEN CDA ALN LOCAL OIL CO. IN-

CREASE AWARENESS OF CDN CAPABILITY TO SUPPLY EQPT/SERVICES

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 :631-BUENOS AIRES

001-AGRI & FOOD PRODUCTS & SERVICE
URUGUAY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOLLOW-UP ON IRRIGATION AND STORAGE PROJECTS
GET CDN COYS INVOLVED IN IMPLEMENTATION PHASE

IDENTIFY AND PROMOTE INDUSTRIAL PROJECTS RELATED TO PROCESS.
INCREASE DEMAND AND CDN EXPORTS OF SEED POTATOES

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 :631-BUENOS AIRES

016-INDUSTRIAL MACHIN,PLANTS,SERV.
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

POST :631-BUENOS AIRES

011-OIL & GAS EQUIPMENT,SERVICES
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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 :631-BUENOS AIRES

007-POWER & ENERGY EQUIP. & SERV.
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 :631-BUENOS AIRES

005-ADVANCED TECH. PROD. & SERV
URUGUAY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :631-BUENOS AIRES

Minister International Affairs (Quebec) 12-14 April
(DT/BP)

Weekly monitoring and reporting on economic situation,
Argentina (DT)

Presidential elections, May 14 (DT)

Charge d'affaire A.I. June 5-28 (DT)

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89/12/12

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

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

POST :643-CARACAS

Participation at High-Tech 89 in Ottawa

Visit of Secretary of State for External Affairs in June 89.

Major report on new Venezuela commercial policy.

QUARTER	ACTIVITIES CONSUMED IN QUARTER	ACTIVITIES INCURRED IN QUARTER
QUARTER 1		
QUARTER 2		
QUARTER 3		
QUARTER 4		

REPT4D
89/12/12

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 :646-GUATEMALA

011-OIL & GAS EQUIPMENT,SERVICES
GUATEMALA

011-OIL & GAS EQUIPMENT,SERVICES
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

PETROLEUM AND PRODUCTS

CPPF FEASIB.FOR STORAGE TANKS & REFINED PRODUCTS PIPELINE. TING AND ENGINEERING WORK.
COMPLETION OF STUDY SHOULD BE STEPPING TIME FOR MORE CONSUL-

IDENTIFICATION OF OPPORTUNITIES IN THE CONSULTING/ENG.SECTOR MARKETPLACE.
FURTHER INVOLVEMENT BY COMPANIES ALREADY ACTIVE IN THIS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

QUARTER: 7 -----

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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 :646-GUATEMALA

005-ADVANCED TECH. PROD. & SERV
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONTINUED LIAISON WITH TELECOM AUTH. TO IDENT. TIMING & OPPORT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 To fully support Canadian companies pursuing
multilateral financed projects.

Joint efforts between LeBlanc & Royle, their
local representative and the Embassy resulted in
award of contract for sale of 324 telecom towers
worth approx. US \$ 800,000.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/12

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 :646-GUATEMALA

001-AGRI & FOOD PRODUCTS & SERVICE
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AGRICULTURE MACH,EQUIP,TOOLS

QUOTATION AND SALE OF 25 HEAD OF LANDRACE SWINE STOCK
PROMOTION OF FOLLOW-UP TO COMPLETE SALE.

FURTHER PROMOTION OF BOVINE AND PORCINE LIVESTOCK
INCREASED SALES OF CANADIAN STOCK

MARKETING EFFORT IN SALES OF SMALL AGRICULTURAL EQUIPMENT
INTRODUCTION OF NEW PRODUCTS TO THE GUATEMALAN MARKETPLACE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 As part of our annual work program activities to
promote sales of swine and cattle to Guatemala.

Coordinated incoming Mission for 3 Guatemalans
to the Ontario Swine Congress. Possibilities of
sales are excellent. Also awaiting Canadian par-
ticipation in the Guatemalan Jersey Cattle Show
to be held in July.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/12

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 :646-GUATEMALA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MONITOR OPPORT.FOR CONSULTING SERVICES IN ROAD SUPERV.WORK
FURTHER INVOLV.IN TRANSP.SECT.WHERE CONSULT.HAVE PRE-QUALI-

FIED IN SEVERAL PROJ.BUT NOT YET OBTAINED A CONTRACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

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 :646-GUATEMALA

013-CONSUMER PRODUCTS & SERVICES
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TO CONTINUE EMB SUPP TO TRADITIONAL EXPORTERS IN THIS SECT. CONSUMER PRODUCTS SECTOR
TO MAINTAIN VOLUME LEVELS OR SLIGHTLY INCREASE SALES IN THE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 As a result of our previous success with the
Central Bank to liaise with the Canadian Bank
Note Company Ltd. and their local rep. to parti-
cipate in new tenders to print bills.

The Canadian Bank Note Co. Ltd. was recently
awarded a contract by the Central Bank to print
Q0.50 bills. Contract is worth 1.3 million
Canadian.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :646-GUATEMALA

Collaborated extensively with the Trade Facilitation Office
in organizing an Export Seminar for Guatemalan exporters.
Completed Annual Asbestos Report.

Visit by Guy Gavvreau - CIDA's Industrial Cooperation Divi-
sion to discuss their involvement in Guatemala.
Organization and coordination for Swine Mission to Canada.

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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 :653-HAVANA

007-POWER & ENERGY EQUIP. & SERV.
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

THERMAL

CONTINUE TO FOLLOW-UP ON ELECTRICAL AND SPORT MISSION TO
NUMBER OF MAJ. CONS. PROJ. PRESENT SALES OPP. [\$8-10MILL].HO

WEVER, LACK OF FINANCING REMAINS MAJOR IMPEDIMENT.

HOST INFORMAL LUNCHESES & MEET W/CUBAN OFFICIALS PERIODICLY.
TO MAINTAIN AND IMPROVE AS MUCH AS POSSIBLE OUR RELATIONSHIP

WITH OUR POTENTIAL CLIENTS

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 :653-HAVANA

014-EDUCATION,MEDICAL,HEALTH PROD
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

SOME CDN CO HAVE APPROACHED MEDICUBA & MINSAP TO DISC.TECHN.
SALES OF APPROX. \$4-6 MILLION CDN.

CDN MED/HOSP SYPP/EQPT MISS TO CUBA AS FOLLOW UP TO CUBAN CUBA CAN NEGOCIATE CONTRACTS WITH MEDICUBA.
MEDICUBA CONDUCTS ITS BUYING PROG IN APRIL. CDN CO WHILE IN

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

POST :653-HAVANA

016-INDUSTRIAL MACHIN,PLANTS,SERV.
CUBA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TOOLS & HARDWARE

CONT.TO FOLLOW-UP ON VISIT OF CUBAN DEL.TO CDN HARD.SHOW NOMY IMPROVES,UP TO \$5 MILLION IN SALES EXPECTED.
LACK OF FINANCING CONTINUES TO PLAY A NEGATIVE ROLE. IF ECO-

HOST INFORMAL LUNCHES & MEET WITH CUBAN OFF./EMP.PERIODICAL. WITH OUR POTENTIAL CLIENTS.
TO MAINTAIN & IMPROVE AS MUCH AS POSSIBLE OUR RELATIONSHIP

PARTICIPATION OF CUBAN DELEGATION IN CDN HARDWARE SHOW/FEB89 WITH OUR POTENTIAL CLIENTS.
TO MAINTAIN & IMPROVE AS MUCH AS POSSIBLE OUR RELASHIONSHIP

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

POST :653-HAVANA

Alimport officials visited N.B. early April and successfully negotiated agreements for supply of \$2.3 million worth of seed potatoes to Cuba for 1989.
Goodyear Canada signed contract with Tractoimport(\$0.5 KCdn)
Ministry of Foreign Trade official went to N.B. to discuss countertrade.

THIRD QUARTER

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 :657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 :657-KINGSTON

013-CONSUMER PRODUCTS & SERVICES
BAHAMAS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 :657-KINGSTON

001-AGRI & FOOD PRODUCTS & SERVICE
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 :657-KINGSTON

015-CONSTRUCTION INDUSTRY
JAMAICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 :657-KINGSTON

009-FOREST PRODUCTS,EQUIP,SERVICES
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

VISIT TO JAMAICA BY COFI EXPERT OR SIMILAR ORGANISATION
RENEWED INTEREST BY JAMAICA COMMODITY TRADING CORP FOR

CANADIAN LUMBER

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 :657-KINGSTON

005-ADVANCED TECH. PROD. & SERV
JAMAICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARE MKT REP.ON JAMAIC.TELECOM NEEDS 1988-92 & CIRC.TO CD
VISIT TO JAMAICA OF COMPANIES INTERESTED IN SELLING TO

JAMAICA TELEPHONE CO.

MAKE DIRECT REPRES.TO JAMAICA TEL.CO IN SUPP.OF CDN EQUIP.
SALES IN FY 1989/90 OF \$15M.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

Quarterly progress report of activities undertaken in quarter
to be submitted to the Mission by the end of the quarter
and to the Department by the end of the fiscal year
The report should be in the form of a table with the following columns:
1. Activity
2. Objectives
3. Progress
4. Results
5. Comments

Quarter 1
Quarter 2
Quarter 3
Quarter 4

REPT4D
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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 :639-LIMA

010-MINE,METAL,MINERAL PROD & SRV
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

EVALUATION OF WORLD BANK MINING LINE OF CREDIT TO BOLIVIA
\$ 4 MILLION IN SALES

CAPITALIZE ON NEW MINING INVESTMENTS IN BOLIVIA
\$ 8 MILLION SALES

COLL W/PERUVIAN MINING SECT & CIDA W/REGARD TO CREDIT FACIL.
\$ 14 MILLION SALES

PROG OF INFO DISTRIBUTION THROUGH SPECIALIZED PUBLICATIONS
CIRCULATION 1000 KEY INDUSTRY REPS

MAILING CAMP TO DISTRIB NEW EDITION OF CDN MINING EQPT/SERV.
DISTRIBUTION TO 400 KEY MGMT,PLANNERS;BUYERS

MINI-SEM FOR SMALL IND GROUPS IN CONJ W/CDN BUSINESS TRAVEL
IMPROVED PRODUCT KNOWLEDGE BY PERUVIAN INDUSTRY

PREPARE REPORT/ANALYSIS OF BOLIVIAN MINING SECT & POSSIBIL.
INFORM CDN SUPPLIERS OF MARKET POTENTIAL

COLL WITH CDN PRIV SECT ON INVEST SEM FOR CDN FIN/MEDIA REPS
INCREASE CDN AWARENESS OF DEVELOPMENTS IN BOLIVIA MINING

SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Prepare report/analysis of Bolivian mining sector

-Draft report being finalized - Initial contact to Mintec 89 potential participants - Initial planning meeting with Golden Star Resources for investment seminar - Provide story line/editorial & photo material for article on Golden Star

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 :639-LIMA

002-FISHERIES,SEA PRODUCTS & SERV.
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MARINE HARV,PROC MACH & EQUIP

DEV LIST OF CDN FISHING EQPT MANUF WHICH COULD HAVE A MKT
EXPANDED EXPORTS OF CANADIAN FISHING EQPT

PROM CAMPAIGN TO ASSOC OF PERU'S NATL FISHERIES ASSN(GUIDES
BETTER KNOWLEDGE OF CDN CAPABILITY IN THIS SECTOR

ADEQUATE/PROMPT SOURC OF VESSELS & EQPT NEEDED BY LOC FISH.
SALES COULD REACH THE 3 TO 4 MILLION DOLLAR MARK

SOLIC INT & PROM LITERATURE FROM CDN MFRS BY WAY OF MAIL CAM
INCREASE ACTIVITY OF CDN EXPORTERS IN MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Adequate/prompt sourcing of vessels and equip-
ment

Have been actively working with a new agent that
appears willing and enthusiastic. Good prospects
for the near future

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

QUARTER: 7 -----

QUARTER: 8 -----

REPT4D
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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 :639-LIMA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SECURITY PRODUCTS

PROMOTION IN CANADA OF FOLLOWING PROJECTS:

AERO-NAVAL BASE SECURITY PROTECTION,
SALES OF CDN \$ 20' OVER 4 YEARS

BOMB DEACTIVATING EQUIPMENT FOR ARMY AND POLICE

SECURITY SYSTEMS FOR OTHER GOVERNMENT AND PRIVATE FIRMS

LOCAL CAMP.PROM.SECU.SERV.EQUIP.TO PROV.SECT.,NOTAB.MINING
ENHANCE SALES POSSIBILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promote sale of security equipment to private
sector, notably mining companies

-Tintaya mine security project was signed
-Corpac's security project still pending final
approval of new Board of Directors.

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 :639-LIMA

011-OIL & GAS EQUIPMENT,SERVICES
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IMPROV CONT W/PETROPERU & PETROMAR,NOTAB W/FIELD TECHNICIANS
INCREASE AWARENESS OF CDN CAPABILITIES;AND CDN COS ON ELLI-

GIBLE BIDDERS LIST

DEV BROADER RANGE OF REL WITH REPS/AGENTS INVOLVES IN PETRO
INCREASE AWARENESS OF CDN CAPABILITIES IN THE OIL AND GAS

SECTOR

FOLLOW-UP WITH PAST PARTICIPANTS OF NATL PETROLEUM SHOW
CONTRACT(S)RELATED TO NORTHERN PIPELINE MAINTENANCE(\$3 MIL-

LION)

UPDATE PETROLEUM SECTOR REPORT FOR PERU
INCREASE CDN AWARENESS OF DEVELOPMENTS IN PERUVIAN OIL SEC-

TOR.

PREPARE PETROLEUM SECTOR REPORT FOR BOLIVIA
INFORM CDN SUPPLIERS OF MARKET POTENTIAL

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Increase and improve contacts with Petroperu and
Petromar.
Develop relations with representatives/agents
involved in the petroleum sector

Have cont'd to meet w/people in different areas
in Petroperu & Petromar, aiming to develop a clo
se relationship with key pers in both cos.
Presently working with 3 new potential agents
Lack of fin'g makes it diff't to get more result

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :639-LIMA

- Execution of Tintaya mine security contract for Cdn \$ 7.32 million
- Counselling services provided to Peruvian businessmen interested in investing in Canada
- Shooting incident of Canada Based Staff member

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :644-MEXICO

003-GRAINS AND OILSEEDS
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

OILSEED TECH SEMINAR IN MEXICO CITY, CIUDAD OBREGON & GUADAL
INCREASED CANOLA MEAL ACCEPTANCE AMONG FEED FOMULATORS.

CONTINUED CANOLA PROMO THROUGH EXHIBITS/INFO BOOTHS @ 3 NAT
BUILD AWARENESS OF CANADIAN CAPABILITY TO SUPPLY CANOLA, OIL

INVESTIGATE POTENTIAL MARKET FOR (ONTARIO) SOFT WHEATS.
POTENTIAL SALES OF 2 TO 5 M. ANNUALLY.

DEVELOP DIRECT CONTACTS WITH MEXICAN BREWERERS RE MALTING
POTENTIAL SALES OF 2 TO 5 M. ANNUALLY.

OILSEEDS REPORT(OCTOBER). ANNU. WHEAT,SURVEY COARSE GRAINS
MKT REPORT FOR CDN INDUSTRY & MARKET INFORMATION FOR

& MEAL.

CANADIAN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

REPT4D
89/12/12

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 :644-MEXICO

001-AGRI & FOOD PRODUCTS & SERVICE
MEXICO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INTRODUCE CDN VARIETIES OF ALFALFA & FORAGE SEEDS & GRASSES
ESTABLISH SOME TEST PLOTS IN QUERETARO, DURANGO, MICHOACAN

INVESTIGATE MARKET FOR CATTLE HIDES
MARKET REPORT

OUTGOING TECH. SEMINAR & COMM. SWINE MISSION TO MEXICO
POTENTIAL SALES 2/3 MILLION \$.

OUTGOING BEEF CATTLE (ALL BREEDS) MISSION TO MEXICO
POTENTIAL SALES BEEF/DAIRY CATTLE \$50 MILLION OVER 3 YEARS.

DEVELOP PROGRAM OF TECH. ASSIST. & COOP. W/STATE AGR.MINIST.
INCREASE KNOWLEDGE OF CDN CAPABILITY.

DEVELOP DIRECT CONTACTS/RELAT. W/SELECTED MEXICAN UNIVERS.
MARKET INFORMATION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/12

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 :644-MEXICO

005-ADVANCED TECH. PROD. & SERV
MEXICO

001X20-000: 1901

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, SAT, SPACECOM

MARKET REPORT IS IN PREPARATION
MORE EFFECTIVE PROMOTION BY CDN EXPERTORS

PARTICIPATION IN COMEXPO MEXICO D F FEB 20-MARCH 3, 1988
5 REPRESENTATION AGREEMENTS.

COMMERCIAL OFFICER TOUR OF CANADA NOV 88
KNOWLEDGE OF INDUSTRY & NEEDS.

ARTICLE FOR CANADA EXPORT
NEW INTEREST IN MKT

INFO BOOTH AT COMEXPO FEB '90
NEW LEADS

INFO BOOTH AT MEXCOMM, FEB '90
NEW LEADS

MINI SHOWS/TECH SEM AT EMB & BOOTHS AT COMPACOM/EXPO-ELECT
REPRESENTATION AGREEMENTS

FOCUSSED PROMOTIONS ON MKTS OTHER THAN TELMEX (BKS PEMEX CEE
NEW SALES OPPORTUNITIES

COMPUTERS HARD/SOFTWARE & COMP

MARKET REPORT ON SECTOR AND ARTICLE IN CANADA EXPORT
GREATER MKT AWARENESS

PUSH SECTOR FOR PROVINCIAL TRADE MISSIONS

INFO BOOTHS AT COMPUCON, EXPO ELECTRONICO

REPT4D
89/12/12

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 :644-MEXICO

005-ADVANCED TECH. PROD. & SERV
MEXICO

POST :644-MEXICO

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :644-MEXICO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PURSUe IN-ROADS WITH INA (MEX. AUTOPARTS MFRS ASSRS)
HOPEFULLY 7 TO 15 J. VENTURES ON TECHNOLOGY.

UPDATE OF AUTOMOTIVE IND. REPORT

VERTICAL LISTING OF AUTOMOTIVE MFRS & NEEDS/INTERESTS.

RAIL

RAILWAY REPORT FOR DISTRIBUTION

FOLLOW UP MEXN RAILWAY PRESENTATION MONTREAL OCT 88

RENEWED CONTACT W/URBAN TRANSPORTATION OFFICIALS MEXICO,
MARKET INFORMATION.

IND.VISITS OR REP ON POSSIBLE INCOM. REGIONAL MISSION

MKT REPORT FOR URBAN TRANSPORTATION (JUNE)
REPORT FOR DISTRIBUTION.

REVIEW REPS AVAILABLE IN MEXICO & CDN FIRMS NEED FOR REPRES.
NEW REP AGREEMENTS

INVITE SELECTED FIRMS TO VISIT MKT
3 TO 10 NEW REP AGREEMENTS.

STRESS THIS AREA FOR REGIONAL PROV'L TRADE MISS.ACTIVITY

AEROSPACE

CONTINUE DIRECT ASSISTANCE TO BOEING CANADA
SALE OF 1 TO 5 DASH 8 S WITHIN 3 YEARS.

REPT4D
89/12/12

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 :644-MEXICO

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :644-MEXICO

016-INDUSTRIAL MACHIN,PLANTS,SERV.
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT,EQP.

INVESTIGATE AVAIL OF IND. MACHINERY SHOWS IN MONTERREY & MEX
IDENTIFY MARKETING VEHICLE.

STUDY MEXICAN MKT FOR PLASTICS MACHINERY
REPORT FOR DISTRIBUTION.

STUDY MEXICAN MKT FOR METAL WORKING MACHINERY
REPORT FOR DISTRIBUTION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

CONTINUE DIRECT ASSISTANCE TO MONTE CARLO
DUE TO A TO 2 PART 2 WITHIN 2 YEARS

REPT4D
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :644-MEXICO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PURSUe IN-ROADS WITH INA (MEX. AUTOPARTS MFRS ASSRS)
HOPEFULLY 7 TO 15 J. VENTURES ON TECHNOLOGY.

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INVITE SELECTED FIRMS TO VISIT MKT
3 TO 10 NEW REP AGREEMENTS.

STRESS THIS AREA FOR REGIONAL PROV'L TRADE MISS.ACTIVITY

AEROSPACE

CONTINUE DIRECT ASSISTANCE TO BOEING CANADA
SALE OF 1 TO 5 DASH 8 S WITHIN 3 YEARS.

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

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

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

QUARTERLY RESULTS REPORTED:

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

POST :644-MEXICO

Minister Commercial continue to serve as Charge d'Affaires.

Visit of EDC officials - Industrial cooperation program.

Visit of EDC officials Domokos/Ward and seminars in
Monterrey and Guadalajara

Trial audit of trade section/program by E.A. officials.

Series of visits by mexican officials of External Relations/
SECOFI/SEMIP seeking information, advise, guidance

Textile restraint Negotiations in Ottawa

Visit of Canadian Destroyer Squadron to Acapulco, Puerto
Vallarta

Dedication of Biosphere Reserve, La Paz, Baja California

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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 :656-PORT-OF-SPAIN

001-AGRI & FOOD PRODUCTS & SERVICE
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET RESEARCH REPORT
A REPORT IN APRIL, 1989

I.D. OF MARKETING STRATEGY IN PROMOTING PROCUREMENT OF CDN
A DEFINITIVE MARKETING STRATEGY AND PROGRAM

CDN FIRMS ARE INVOLVED IN 3 PROJECTS THAT REQUIRE EQPT
EXPORT OF CDN MEAT PROCESSING MACHINERY AND OTHER RELATED

EQUIPMENT

I.D. SPECIFIC PROJECTS & REQUIREMENTS
LIST OF PROJECTS AND REQUIREMENTS

IN-DEPTH ASSESSMENT OF FOOD PROCESSING INDUSTRY
MARKETING PROGRAM FOR CDN GOODS AND SERVICES

CDN FAMILIARIZATION TOUR-TANDT AGRICULTURE/AGROINDUSTRIAL
INCREASE NUMBER OF CDN FIRMS ACTIVE IN TANDT

ACTIVELY PURSUE I.D. PROJECTS BEING FUNDED BY MULTILATERAL
ACHIEVE SUCCESS ON 3 PROJECTS

TO MAINTAIN LINKAGES WITH EXISTING AGENTS/DISTRIBUTORS
TO INCREASE CDN SHARE OF FOOD PRODUCTS MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participate National Agricultural Exhibition.
Host Cdn Govt Pulses Mission. Pursue Feed Mill
Project. Promote Caroni Dairy Livestock Project.
Host Quebec Govt. Mission (foodstuffs)
Market study for processed potatoes.

Report sent on successful event.
Report on success of mission. Status report to
Canadian firms. 3 meetings held with senior
officials. Report sent on success of mission.
Forwarded completed report.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/12

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 :656-PORT-OF-SPAIN

011-OIL & GAS EQUIPMENT,SERVICES
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

MARKET RESEARCH REPORT
A REPORT IN APRIL, 1989

I.D. MARKETING STRATEGY IN PROMOTING PROCUREMENT OF CDN PROD
A DEFINITIVE MARKETING STRATEGY AND PROGRAM

IDENTIFY SPECIFIC PROJECTS/REQUIREMENTS
LIST OF PROJECTS/REQUIREMENTS

SCHEDULE INDUSTRY VISITS TO TRINTOMAR, TRINTOC & TRINTOPEC FIRMS
INCREASE AWARENESS WITH CDN INDUSTRY. INVITATIONS TO 10 CDN

GATHER MARKET INTELLIGENCE ON U.S. COMPETITION
PREPARE CDN SUPPLIERS FOR COMPETITIVE CIRCUMSTANCES

PARTICIPATE IN TWO PROMOTIONAL EVENTS
DISTRIBUTE INFO RE CDN CAPABILITY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Market research report - Marketing strategy -
BID \$100M Refinery Upgrading project - Alta Oil
and Gas Mission follow up - SECC gas project.

Report completed - Approval Cdn exhibit at Petro
Expo/Conf Oct/89 - Cdn firms shortlisted -
Positive Action Tool Ltd sales valued Cdn\$33,156
- Status report provided to Cdn firms.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

QUARTER: 7 -----

REPT4D
89/12/12

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
016-INDUSTRIAL MACHIN,PLANTS,SERV.
TRINIDAD AND TOBAGO

POST :656-PORT-OF-SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSESSMENT OF MARKET REQUIREMENTS IN MANUFACTURING SECTOR
REPORT TO BE SUBMITTED JUNE 1989

I.D. CDN CO. TO COMPRISE TRADE MISSION TO VISIT LOCAL MANUF.
SUPPORT FOUR Pemd VISITS

I.D. SPECIFIC PROJECTS WITHIN AGRO SECTOR
TO ALERT CDN FIRMS OF POTENTIAL OPPORTUNITIES

COOPERATION WITH TANDT MANU. ASS. RE MANU. EQPT FROM CDA
TO GENERATE 5 SALES LEADS

MONITOR/REPORT ON DEV'T AT CARONI'S BAGASSE PLANT REFURBISH.
PROVIDE DETAILS OF REQUIREMENTS TO CDN SUPPLIERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participate Cdn Industrial & Maintenance Show,
Bdos - Promote Cdn industrial machinery

Quotations requested by six T&T firms. Expected sales Cdn \$30,000. - Treadway Exports Ltd. sold tyres valued Cdn.\$222,180 to local dealer.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :656-PORT-OF-SPAIN

- Assist in CIDA procurement of urea and petroleum products in Trinidad and Tobago for shipment to Guyana.
- Participation in First Annual Private Sector Conference sponsored by Carib. Assn of Industry & Commerce, Guadeloupe
- Interviews re appointment of Honorary Commercial Representative for Guadeloupe.

REPT4D
89/12/12

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 :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET STUDY TO BE COMPLETED BY MARCH/89
BETTER INFO FOR EXPORTERS

CATALOGUE SHOW-AGRICULTURAL INPUTS-MARCH/89
EXHIBIT CANADIAN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 to organize an incoming Panamanian Swine
Mission to the Ontario Pork Congress

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

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 :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET STUDY TO BE COMPLETED BY MARCH, 1989

BETTER INFO FOR EXPORTERS

CATALOGUE SHOW ON AGRICULTURAL INPUTS-6/89

EXHIBIT CANADIAN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

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 :645-SAN JOSE

001-AGRI & FOOD PRODUCTS & SERVICE
PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

MARKET STUDY TO BE COMPLETED BY MARCH 1989.
BETTER INFO FOR EXPORTERS

CATALOGUE SHOW-AGRICULTURAL INPUTS-SPRING/89
EXHIBIT CANADIAN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :633-SANTIAGO

009-FOREST PRODUCTS,EQUIP,SERVICES
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

MONIT.OF DEV.OF NEW PULP & PAPER MILLS BY ARAUCO & CMPC
100 MILLION IN SALES OF SERVICES AND EQUIPMENT

EQUIPMENT AND MACHINERY

TRANSF.OF CDN FOREST TECHN.PROJ.THROUGH ESTABL.OF FOREST.CTR HEART OF CHILE'S FOREST LAND.
ACTIVE REPRESENTATION OF 15-20 CANADIAN COMPANIES IN THE

FIND JR. PARTNER FOR CAMSAL TO START PROD.OF PORTAB.SAWMILLS
SALES OF 15-25 PORTABLE SAWMILLS EACH YEAR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continue the preparation for the opening of the Forestry Center in Concepcion. - Work on preparation of EXPOCORMA - Meet with local pulp and paper executives to push for Cdn equipment for their projects

Cdn pavilion at EXPOCORMA is already booked although the show is November 22. The Forestry Center is to be opened officially at the Show. CMPC and Celpac respectively signed lines of credit with EDC totalling 160 million

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

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

010-MINE,METAL,MINERAL PROD & SRV
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

METALS, PRIMARY & FABRICATED

CONTINUE OUR SUPPORT TO CANADIAN ASBESTOS INSTITUTE
PROTECT EXPORT OF ASBESTOS TO CHILE

MONITOR IMPORT OF SULFUR FROM BOLIVIA (INCREASING)
CANADIAN EXPORTERS TO KEEP THEIR SHARE OF MARKET

INVESTIGATE MARKET FOR CDN METAL PROD.(I.E. BARS,CHAINS,TUBE
FIND DISTRIBUTORS FOR CANADIAN COMPANIES AND INITIATE FIRST

EQUIPMENT AND MACHINERY

CONTINUE TO PROMOTE CANADIAN EQUIPMENT TO ESCONDIDA
INCREASE CANADIAN EXPORTS ABOVE THE EDC 25 M.

MEET & CONV.CDN MINES INV.IN CHILE TO BUY CDN
CONVINCE LAC MINERAL AND ECHO BAY MGT

SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promote Cdn investment in gold mines.
- Establish list of gold mine projects, meet
promoters and prepare participation in MINTEC 89

There are at least 5 Cdn companies who announced
new projects. Total value of investment over the
next 3 years is over \$400 M. Hoefully some of
it will buy Cdn equipment and services.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

005-ADVANCED TECH. PROD. & SERV
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

TELECOM, DATACOM, SAT, SPACECOM

ANTICIPATED RESULTS:

MONITORING OF MAJOR CHANGES IN TELECOM STRUCTURE IN CHILE
PROVIDE INFORMATION TO CDM CO TO ALLOW THEM TO BENEFIT FROM

AN EARLY WARNING

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Even if Japanese and European firms have control of telecom market via their contact with CTC, we agreed to keep supporting hitech mission and a few special events in that sector.

Most companies participating in Hitech mission met their goal. 2. Introduction of Novatel cellular telephone via their representative CIDCOM was a succes. Quality is superior to competition

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

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 :633-SANTIAGO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

URBAN TRANSIT

FEASIBILITY STUDY ON URBAN TRANSPORT BY SNC/BOMBARDIER/SERPI
PROJECT TO BE IMPLEMENTED BY CANADIAN CONSORTIUM

FEASIBILITY STUDY BY TRANSURB OF URBAN SYSTEM OF VALPARAISO
IMPROVEMENTS OF SYSTEM TO BE MADE BY TRANSURB

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continue our lobbying with local authorities for
the use of Cdn equipment and services for urban
transport in Stago and Valparaiso

The Cdn firms involved in these projects have
presented their studies to the Santiago Metro
and Valparaiso urban transport authorities resp-
ectively. No decision yet taken but if projects
go ahead, Cdn companies likely to be involved

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

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 :637-SAO PAULO

005-ADVANCED TECH. PROD. & SERV
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MOBILE CELLULAR TELEPHONE SYSTEMS
SPECIFICATIONS READY; TENDER EARLY 89 RESULTS MID 89;

INSTALLATION 1990.

COMMUN. SATEL: PHASE II OF BRZLN COMM. SAT. PROG. "BRASILSAT"
TECHNICAL SPECIFICATIONS ALMOST READY TENDER EARLY 89,

RESULTS MID 89, DEL. 93.

CONT. SUPPORT TO CDN SOFTWARE CO. ENVISAGEING FINDING BRAZ.
4/5 FORMAL REPRESENTATION AND/OR TRANSFER OF TECHNOLOGY

AGREEMENTS.

CONTINUED PART. IN TECH SEMINARS PROMOTED BY RNT & OTHERS
INCREASE AWARENESS TO CDN. TECHNOLOGIES.

REPORTS ON SECTORS AND SUBSECTORS
FACILITATE MARKET OPPORTUNITY RECOGNITION.

CONTIN. ASSIT. TO CDN CO. TRYING TO EST. PRESENCE IN MKT VIA
AGENCY AGREEMENTS BUYING CONNECTIONS

INTENSIFY CONTACTS WITH ASSOCIATIONS/COMPANIES
IDENTIFY SPECIFIC OPPORTUNITIES (NICHE) INTRODUCING NEW

CDN. SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Continued assistance to Novatel & Northern.
- Assist Spar Aerospace in satellite bid.
- Assist Data Radio Inc. in market entry.

- Bid delivered, awaiting results.
- Bid delivered, results expected end May.
- Organizing 3 seminars to identify potential partners and sales opportunities.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

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 :637-SAO PAULO

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON FERROESTE - RAILWAY PROJECT
IDENTIFY FUTURE OPPS. FOR RAILWAY EQUIPMENT.

FOLLOW UP ON FEPASA - REHABILITATION PROJECT
SUPPORT CANAC PARTICIPATION IN THE CONSULTING/MGMT TENDERS

PREPARE REPPORT ON ACTIVITIES/PROJS. IN THE RAIL SECTOR
SUPPORT FORTHCOMING RAIL MISSION.

FOLLOW UP ON FERRONORTE
ESTABLISH ADEQUATE SOURCES OF INFO & RELATIONSHIPS TO

ASSIST CDN COS. IN FUTURE SALES.

FOLLOW UP ON DRIE AUTOMOTIVE STUDY
IDENTIFY OPPS. FOR TRANSF. OF TECHN. & JOINT VENTURES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 - Follow up on IBRD project with Fepasa.
- Follow up on rail project with Ferronorte.
- Follow up on North-South railway with Valec.
- Follow up on Ferroeste project (Curitiba).

- Canac visited Fepasa March re prep of tender.
- Pres CPCS met owner Ferronorte & identified areas for consulting work.
- 1st 120 Km to be del Apr;No new opportunities.
- Financing package still being arranged.

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 :637-SAO PAULO

011-OIL & GAS EQUIPMENT,SERVICES
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SECOND BRAZIL/CANADA SEMINAR ON OIL & GAS (CALGARY)
ENHANCED PROFILE W/PETROBRAS / AT LEAST 3 TECHNOL.

TRANSFER AGREEMENTS.

INVITE NEW COMGAS PRES. & POSSIBLY GOVERNOR OF S.PAULO TO CA
S. PAULO GAS DISTRIB. PROJ. IBRD FUNDED 150 MM, \$30MM

POTENTIAL CDN. CONTENT.

BASED ON NEW PETROBRAS INV. PLAN, REVISE OIL/GAS STRATEGY
CLEAR DISPOSITION OF PRIORITIES IN OIL/GAS SECTOR &

PLAN OF ACTION.

USE FEASIB. STUDIES, PILOT PROJS AS MEANS OF INTRO CDN TECH
SIX PROJECTS UNDER CONSIDERATION. POTENTIAL VALUE \$100

MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Follow up on enquiries received at Conexpo
and other business.

- AFS Intl completed test of fuel conversion kit ready to sign local production.
- RFQ for gas processing plant del. to Propak.
- Petrobras identified site for slant drilling trial (Sierra).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/12

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

010-MINE,METAL,MINERAL PROD & SRV
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

F. UP MINING SEMINAR (OCT 89)
NEW OPPORTUNITIES FOR CDN. COYS

REPORT ON NEW INVESTMENT PROGRAMME

REPORT ON GOLD

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Visit by editor of Minerios Magazine Feb'88.
- Organize CDN participation at Expositram
(July'89).

- Resulted in special edition on CDN mining tech
and excellent exposure in market.
- Authority obtained for info stand, identified
potential CDN participation in conjunction
with LSTF, Ontario, Alberta.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

001-AGRI & FOOD PRODUCTS & SERVICE
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP TO OFFICIAL PART. IN EXPOINTER '88 AND EXPOTIBA 88
SALES OF LIVESTOCK AND SEMEN UP TO 3 TO 4 MILLION.

MAINTAIN/EXPAND CONTACTS W/SWINE, HORSES, POULTRY, SHEEP & GOAT
FIRM UP NEW REP. AGREEMENTS AND SALES OF LIVESTOCK.

MONITOR & REPORT ON VARIOUS MKT ACCESS ISSUES AFF. CDN EXPOR
ENSURE EQUAL ACCESS TO CANADIAN SUPPLIERS.

PURSUE ELABORATION OF A COOP. AGREEM. IN AGRIC. WITH STATE
INCREASED SALES OF GENETIC MTL FOR DAIRY CATTLE AS WELL AS

SWINE, BOVINE, SHEEP AND GOATS.

ARRANGE CDN PARTI. AT CATTLE BREEDING CONV. IN PARANA, MAY89
EXPAND MARKET SHARE OF A.I. MT.. AND LIVE ANIMALS.

DEV. OF CONTACTS W/AG. SECRETARIATS OF SOUTHERN STATES
EXPECTED SALES OPPORTUNITIES FOR CANADIAN LIVESTOCK, A.I.

MATERIAL AND FOOD PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 - Organize technical seminars in coop. with
Extott and Agricott on beef breeding stock.
- Assist CDN companies in introducing CDN
varieties.

- Seminars set up for SPalo, Campo Grande and Porto Alegre.
- McDonalds (Brazil) importing first CDN seeds on commercial basis.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :637-SAO PAULO

Mission from Prov. of Quebec. AMPAQ (10 companies).

Visit of Quebec's Minister for International Affairs,
Mr. Paul Gobeil.

Mission from Quebec's Association of Industrial Relations.

Visit of Senior Vice-President of the Canadian Space Agency.

June
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Trade and Industrial Development
Program quarterly activity report
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