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1989 *June*
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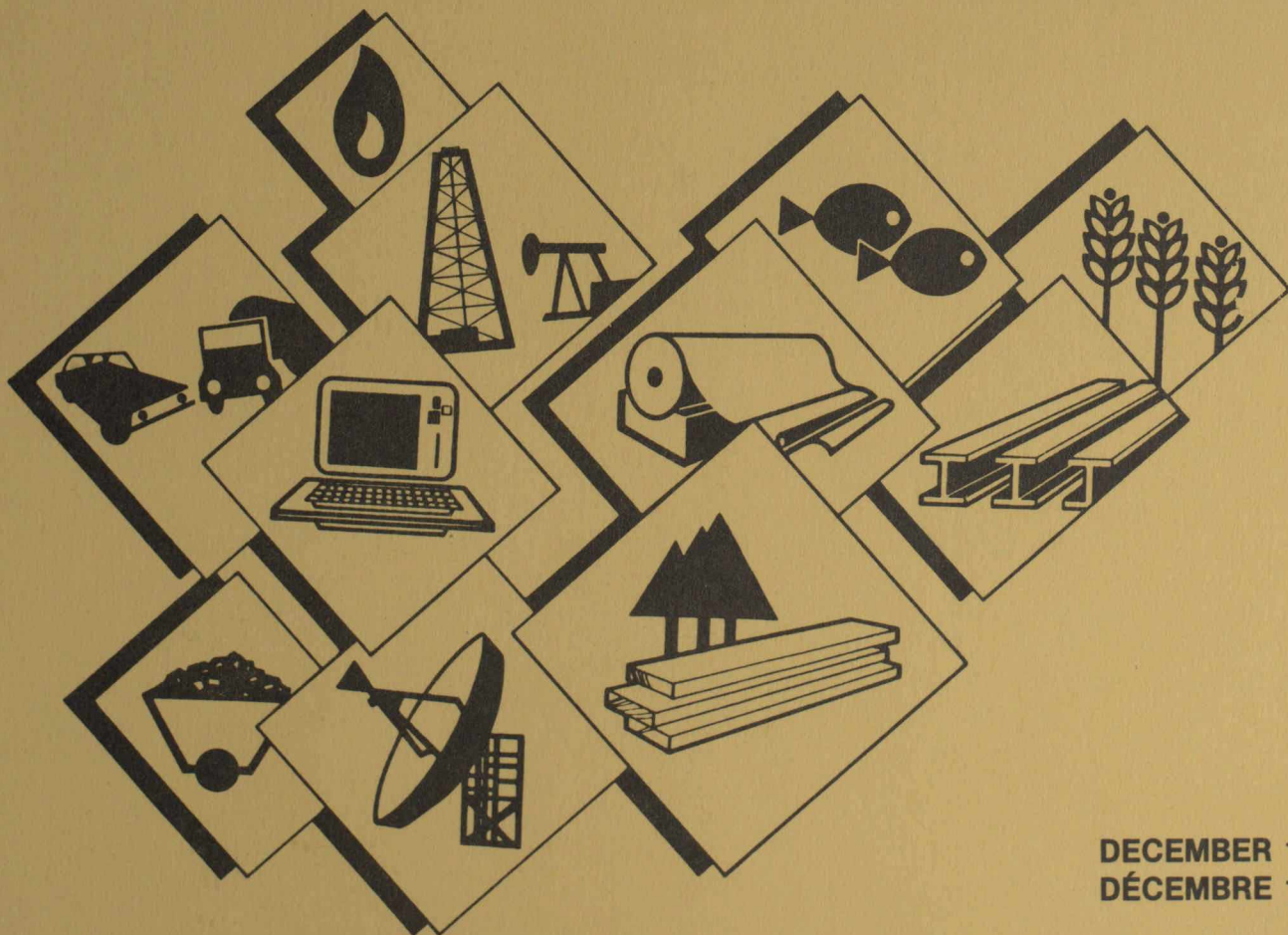
**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE**

**QUARTERLY ACTIVITY REPORT
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**ASIA AND PACIFIC
ASIE ET PACIFIQUE**

**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 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
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 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.

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ASIA AND PACIFIC

ASIE ET PACIFIQUE

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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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01/12/89

POST :504-BANGKOK

005-ADVANCED TECH. PROD. & SERV
THAILAND

POST :504-BANGKOK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSIST CANADIAN PARTICIPATION IN SATELLITE PROJECT
CONTRACTS FOR SUB SYSTEMS

SEPECTRUM 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 -----

QUARTER: 4 -----

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89/12/05

POST :504-BANGKOK

001-AGRI & FOOD PRODUCTS & SERVICE
THAILAND

POST :504-BANGKOK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

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 -----

QUARTER: 4 -----

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POST : 504-BANGKOK

011-OIL & GAS EQUIPMENT, SERVICES
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

INITIATE PCIAAC 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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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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89/12/05

POST :504-BANGKOK

007-POWER & ENERGY EQUIP. & SERV.
THAILAND

POST :504-BANGKOK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :504-BANGKOK

004-DEFENCE PROGRAMS, PRODUCTS, SERV
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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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AT MISSIONS ABROAD FOR FISCAL YEAR 89
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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 -----

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 :504-BANGKOK

Confirmation of support to Lavalin Group in their Negotia-
tion to win Bngk mass Rapid Transit proj.
Planning & recruiting Thai participation at Asia Pacific
Foundation's Business Assoc Prog, Banff, Sept 21-20
Preparations for and participation in first meeting of
Bilateral Economic Comm Agree under Economic Corp. May 17-18
Tobacco Mission April 22-25, 1989

Significant liaison with local authorities on resolution of
Int'l Tin Council settlement issue.
Automotive Parts Mission April 16-20, 1989

City of Brampton Mission May 12-15, 1989

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POST :510-BEIJING

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

ALL SUB-SECTORS

CONT MONITOR SELECT PROCESS FOR TELETEx/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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AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :510-BEIJING

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :510-BEIJING

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

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 -----

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

FOLLOW UP TO RECENTLY COMPL FIELD STUDY ON NON FERROUS MKT

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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POST :510-BEIJING

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

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

SCIENTIFIC EXCHANGE.

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 CDN PROD INCLUDING AGRI PROD&SERV.
IDENTIFY RANGE OF PROD WHICH COULD BE PROMOTED IN THE RURAL SECTOR.

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 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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
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POST : 534-CANBERRA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 Processin
g System North-East Brisbane Project.

Meetings held with both competing consortia.
Good level of interest for several Canadian com-
panies including SJSJ established.
Contract awarded to MDA.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :534-CANBERRA

005-ADVANCED TECH. PROD. & SERV
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

Canada/Australia Trade Agreement: Canned Fruits

Bilateral access issues (asparagus, pork, salmon) consulta-
tions/reports in progress

Hitec

Reporting on driftnet fishing, tin, Common Fund

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

POST : 524-DHAKA

officer attended INTERCAN for 4 days during home leave

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POST :521-ISLAMABAD

007-POWER & ENERGY EQUIP. & SERV.
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LOBBY WAPDA FOR AWARD OF TAUNSA LOW HEAD HYDEL PROJECT WORTH C\$100-150 MILLION.
BEGINNING OF CONTRACT NEGOTIATION FOR A LOW HEAD PROJECT

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

ARRANGE FOR CHAIRMAN, WAPDA TO VISIT CANADA HYDEL AND THERMAL POWER GENERATION PROJECTS.
A BETTER RAPPORT WITH CANADIAN COMPANIES INTERESTED IN

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 Power. - 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 financial package for the grid station.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :521-ISLAMABAD

004-DEFENCE PROGRAMS, PRODUCTS, SERV
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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. HOM's visit facilita-
ted in getting necessary information to structu-
re visit programme in Canada.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :521-ISLAMABAD

011-OIL & GAS EQUIPMENT, SERVICES
PAKISTAN

ISLAMABAD

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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 Executive & expressed interest to pursue those opp.
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

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POST :521-ISLAMABAD

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 multilate-
ral donors.

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :521-ISLAMABAD

Completed one Asbestos Survey for Asbestos Institute,
Montreal as requested by EXTOTT/EPR.

Completed one Survey on local pharmaceutical and biological
products market as requested by EXTOTT/TAR.

Defence sector report prepared for Incoming Defence Mission
visit 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

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POST :505-JAKARTA

005-ADVANCED TECH. PROD. & SERV
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISIT BY MINISTER FOR TOURISM, POST & TELECOM. TO CANADA TO APRIL 88 CABINET CHANGE)
ACCEPTANCE OF INVITATION ISSUED TO PREVIOUS MINISTER (PRIOR

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 -----

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 :505-JAKARTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

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

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.

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 :505-JAKARTA

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 ----

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 :505-JAKARTA

010-MINE,METAL,MINERAL PROD & SRV
INDONESIA

ATSAAL-005: 1989

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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 SE
EXPOSE KEY CONTACTS TO A WIDE SELECTION OF CANADIAN EXPERTI-

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 REGARDING GOVERNMENT POLICIES
DETERMINE THE DIRECTIONS OF CHANGE WITHIN THE SECTOR NAMELY

VISIT A NUMB.OF PRIV CO WHICH HAVE ANNOUNCED THEIR INT TO GO CANADIAN EXPERTISE
OBTAIN THEIR PROCUREMENT LISTS 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.

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

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 :505-JAKARTA

009-FOREST PRODUCTS,EQUIP,SERVICES
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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
EXPOSE KEY CONTACTS TO A LARGE SELECTION OF CANADIAN EXPER-

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

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

TISE

OF CANADIAN GOODS AND SERVICES

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.

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

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 :505-JAKARTA

007-POWER & ENERGY EQUIP. & SERV.
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :505-JAKARTA

Saskatchewan Mission

EDC Mission

Commercial Officer accompanied visit of Indonesian Dairy

Mission to Canada

Commercial Officer completed survey of Indonesian import
regulation relating to health care products

Counsellor(Commercial)gave speech to Indonesian exporters &
officials of Nation Agency for Export Dev.(NAFED) on acces-
sing Cdn market.

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89/12/05

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
001-AGRI & FOOD PRODUCTS & SERVICE
MALAYSIA

POST :511-KUALA LUMPUR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 mm during Jan-Apr

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 :511-KUALA LUMPUR

011-OIL & GAS EQUIPMENT,SERVICES
MALAYSIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 ASIPID & 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 Intercan signed 5 agency
agreements;Cdns sought by Petronas to head new
Training Institute;Maloney sold 2nd glycol unit
at \$1.6 mn.

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 :511-KUALA LUMPUR

005-ADVANCED TECH. PROD. & SERV
MALAYSIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
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/CDN 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	-----	
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 :511-KUALA LUMPUR

007-POWER & ENERGY EQUIP. & SERV.
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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
expertise; 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 -----

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 :511-KUALA LUMPUR

004-DEFENCE PROGRAMS, PRODUCTS, SERV
MALAYSIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 NVG
purchase from Bendix Avelox;Dep Army Chief to
visit Derlikon;Two new coys appoint local agents
CCC submitted proposal to settle RDF contract.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/05

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 :511-KUALA LUMPUR

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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\$180MN 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 Klmp.

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 :511-KUALA LUMPUR

Visit of Hon Jon Jansen, BC Minister of Internal Business
and Immigration
Departure of First Secretary, Commercial (Replacement not
expected before July)
Ontario Tobacco Mission

Automotive Parts Mission

Incoming Power Generation Mission

Canadian Forces Attache's Regional Conference (held in
Chancery)
Saskatchewan Trade Mission

Enterprise - Malaysia Program: CIDA Inception Mission

3rd Malaysian Oil, Gas and Petroleum Exhibition

Trade & Investment Journalism Initiative (David Clarke)

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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 :503-MANILA

007-POWER & ENERGY EQUIP. & SERV.
PHILIPPINES

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 -----

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 :503-MANILA

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 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/05

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

001-AGRI & FOOD PRODUCTS & SERVICE
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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
INTRODUCTION OF CANADIAN PROCESSED FOOD PRODUCTS IN THE

MARKET.

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
INCREASED AWARENESS OF CANADIAN PROCESSED FOOD FOR POSSIBLE

MARKET SHARE.

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 process
ed 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 publica-
tion in Canada.

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 :503-MANILA

003-GRAINS AND OILSEEDS
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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
INCREASED AWARENESS OF LOCAL MILLERS ON QUALITIES OF

CANADIAN GRAINS.

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.

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

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 :503-MANILA

010-MINE,METAL,MINERAL PROD & SRV
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 equip supplier. Invited 2 candidates for MINTEK. Helped Cdn mining equip co to open Phil office. Helped 2 local firms to finalize agency agreements with Cdn cos.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :503-MANILA

CIDA Enterprise Development mission April 17-21, 1989

Visit of Abe Okazaki, VP Canadian Chamber of Commerce May 8-10/89

Preparations for the formation of the Canadian Chamber of Commerce in the Philippines. April-June 1989

Visit of DEA Staff journalist, David Clarke, to research articles on Phil market opportunities - June 9-14,1989

Visit of Yves Cousineau, Gov't of Quebec, to ADB, June 6-16

Arrival of Rob Shaw-Wood, new ADB Liaison Officer, May 31/89

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 :532-MELBOURNE

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 Telecom Mission members. Report distributed to several Cdn cos. A computer disc copy of report available to Cdn communications industry (via PST).

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 :532-MELBOURNE

009-FOREST PRODUCTS,EQUIP,SERVICES
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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 -----

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 :532-MELBOURNE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

USED FOR RECRUITING AND COUNSELLING
NIES.

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 refer-
ence for study completed. Proposals requested
from consultants.

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

POST :502-HONG KONG

015-CONSTRUCTION INDUSTRY
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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/CDN SUPP OF BLDG MA
1990: C\$10 MILLION

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/CDN 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

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 :502-HONG KONG

005-ADVANCED TECH. PROD. & SERV
HONG KONG

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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 Internecon 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 -----

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

017-OTHER SERVICES
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

PRC & SE ASIAN

REPRINT "PRIMER" & DISTRB TO CDN BUSINESS COMMUNITY

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

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

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POST :502-HONG KONG

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

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 -----

QUARTER: 3 -----

QUARTER: 4 -----

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89/12/05

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SECURITY PRODUCTS

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

TOMERS AND/OR DISTRIBUTORS

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:

QUARTERLY RESULTS REPORTED:

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

Local opportunités 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.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :502-HONG KONG

Three hundred (300) follow-up letters, including eighty (80) following individual interviews during Investment Officers Cross Canada Tour (April 17-28) written and mailed out, May 1989.

We participated in two major exhibitions in quarter -- IBEX with 18 Cdn participants and HOFEX with 6.

11 Mission took place in quarter; 3 prov., 2 prov ministeria ls, 3 municipal (receptions hosted), & 3 bus. accos.

Food tasting took place with major retail food outlet and Canada West Trading, in prep for instore food promo in Sept/Oct CB officer took part in HiTech and Investment Officer took part in Cross Canada Tour.

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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 :522-NEW DELHI

007-POWER & ENERGY EQUIP. & SERV.
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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. PROJECTS.
INCREASE IN SALE OF POWER EQUIP & NUMBER OF CDN BILATERAL

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

DEVELOP GUIDE TO INDIAN POWER SECTOR IN # OF ACTIVE PARTICIPANTS
MORE TIMELY & INFORMED FOLLOW-UP ON OPPORTUNITIES-INCREASE

REFINEMENT OF POWER PROJECT CATALOGUE. FICATION OF PROJ.OPP.FOR CDN FIRMS - INCREASE # OF PROJECTS
IMPROVED MONITORING OF OVERALL POWER PROJ.SCENARIO & IDENTI-

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, Srina-
gar,Naphta Jackri,Bhira Pump Storage;Plans dev.
for high level power sect.miss.to Cda in Sept.89

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 :522-NEW DELHI

010-MINE,METAL,MINERAL PROD & SRV
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 -----

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 :522-NEW DELHI

005-ADVANCED TECH. PROD. & SERV
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 Identi-
fied evaluator of new agent

Efforts are continuing

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/05

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

011-OIL & GAS EQUIPMENT,SERVICES
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 -----

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 :522-NEW DELHI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 -----

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 :522-NEW DELHI

Incoming High Level Ministerial Mission to Canada

Incoming Dairy and Genetic Engineering Mission - August 89
(Preparation)

Incoming Lumber Import Mission - June 89

Continuing strong consumer demand for imported
foodstuffs products noted as reason for
successful event proposed last year at
Pacific in Vancouver. Event complements other
food products at larger export sales

Quarter 1 time testing of concepts
- organization and logistics
- installations

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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001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

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POST :527-OSAKA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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

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 -----

QUARTER: 4 -----

REPT4D
89/12/05

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 :527-OSAKA

002-FISHERIES,SEA PRODUCTS & SERV.
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 PARTICUL 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 -----

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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 :527-OSAKA

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 -----

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 :527-OSAKA

009-FOREST PRODUCTS,EQUIP,SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

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

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

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

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

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 -----

QUARTER: 4 -----

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

POST :527-OSAKA

Montreal Urban Comm. visit to Osaka for two day programme
of trade development and investment promotion

Tour Expo '89 - Congen organized booth at show for sale of
Canadian consumer products; trade promotion

World Fashion Fair - coordination with Provs (BC/ONT/QUE)
for participation in November '89 event; trade development

BC Min of Education seminar attract investment in education
in Province for Japanese students.

City of Hamilton-Wentworth in territory for one day program
of investment promotion

Canada-Japan Housing Committee in territory for one day
programme of trade development

Province of Manitoba in territory for one day programme of
investment promotion

Planning associated with investment seminar by ISTC/IITI;
investment promotion

Alberta Agriculture in territory for one day trade
promotion programme

Other: Camosen College 2X4 seminar, Clearly Canadian
(beverage) trade promotion in Kobe.

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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

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.

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

AGENTS.

IDENTIFY CANADIAN PRODUCTS HAVING GOOD PROSPECTS
ESTABLISH LIST OF FIRMS WITH POTENTIAL

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 :519-SEOUL

001-AGRI & FOOD PRODUCTS & SERVICE
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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.

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 -----

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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 :519-SEOUL

003-GRAINS AND OILSEEDS
KOREA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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.

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. INDUSTRY.
PROVIDE OPPORTUNITIES TO FAMILIARIZE WITH CANADIAN FEED

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
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POST :519-SEOUL

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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

INCREASE EXPORTS OF DEFENCE PRODUCTS
CONTINUE TO BEYOND 1988 LEVELS
SALE OF DEFENCE EQUIPMENT FOR YEAR IN PROGRESS
ASSISTANCE TO DEFENCE INDUSTRY IN ORDER TO BEG
BENEFITS FROM EXPORTS OF DEFENCE PRODUCTS
ASSISTANCE TO DEFENCE INDUSTRY IN ORDER TO BEG
INCREASE EXPORTS OF DEFENCE PRODUCTS FOR YEAR IN PROGRESS
CONTINUE TO BEYOND 1988 LEVELS
SALE OF DEFENCE EQUIPMENT FOR YEAR IN PROGRESS
ASSISTANCE TO DEFENCE INDUSTRY IN ORDER TO BEG
BENEFITS FROM EXPORTS OF DEFENCE PRODUCTS
ASSISTANCE TO DEFENCE INDUSTRY IN ORDER TO BEG
INCREASE EXPORTS OF DEFENCE PRODUCTS FOR YEAR IN PROGRESS

- 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 :519-SEOUL

010-MINE,METAL,MINERAL PROD & SRV
KOREA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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.

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 -----

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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 :519-SEOUL

017-OTHER SERVICES
KOREA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

QUARTERLY RESULTS REPORTED:

ACTIVITIES UNDERTAKEN IN QUARTER:

TRACKING:

QUARTER: 1 ----

QUARTER: 2 ----

QUARTER: 3 ----

QUARTER: 4 ----

REPT4D
89/12/05

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOM, DATACOM, 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 -----

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 :506-SHANGHAI

015-CONSTRUCTION INDUSTRY
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARCHITECT,CONS,CONSUL,SERV

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

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

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 :506-SHANGHAI

012-CHEM PROD & PETROCHEM,EQP,SERV
PEOPLE'S REP OF CHINA

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 :506-SHANGHAI

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 ----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST :512-SINGAPORE

005-ADVANCED TECH. PROD. & SERV
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

UPDATE TELECOMS MARKET STUDY
INCREASED INFORMATION ON SECTOR AND PENETRATION STRATEGY
LIAISE W/TELECOMS/ADVISE POTENTIAL SUPP. OF OPPORTUNITIES
A FURTHER INCREASE IN CDN MARKET PENETRATION
REVISION AND UPDATE OF MARKET STUDY FOR THIS SECTOR
TO INCREASE MARKET INFORMATION AND EXPORT STRATEGY

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 :512-SINGAPORE

001-AGRI & FOOD PRODUCTS & SERVICE
SINGAPORE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONTINUE TO DEVELOP CLOSER CONTACTS W/MAJOR IMPORTERS
STIMULATE IMPROVEMENT OF CANADIAN MARKET SHARE IN THE AREA.

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.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Food promotion - Meridien Hotel, Singapore
Food promotion - Singapore Jurong Country Club

Introduce Canadian seafood and beef products and
Labatt's beer.

Introduce Canadian seafood, beef products and
Labatt's beer.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/05

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

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

DEVELOP CONTACTS/LIAISE W/PROCUR./TECH STAFF IN AEROSPA.IND
IMPROVE CANADIAN MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

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
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POST :512-SINGAPORE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

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

DEVELOP CONTACTS/LIAISE W/PROCUREMENT STAFF IN AEROSPACE IND
IMPROVE CANADIAN MARKET SHARE.

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 :512-SINGAPORE

014-EDUCATION,MEDICAL,HEALTH PROD
SINGAPORE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ENCOURAGE CDN SUPPLIERS TO HOLD SEMINARS, ETC.
CREATE MORE ADVERTISING/PROMOTION FOR CDN SUPPLIERS AND
MARKET STUDY ON MEDICAL APPARATUS AND PHARMACEUTICAL
DETERMINE MARKET OPPORTUNITY FOR CDN SUPPLIERS

THEIR PRODUCTS

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 :512-SINGAPORE

011-OIL & GAS EQUIPMENT,SERVICES
SINGAPORE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REVISION AND UPDATE BY CONSULTANT OF MARKET STUDY
INCREASED AWARENESS OF MARKET AND PENETRATION STRATEGY.

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 :512-SINGAPORE

Mailing to over 1,000 local firms to update WIN data base.

Visit of Edwin Wong, Capilano College - extensive program
preparation for Singapore and Brunei
Preparation work on Saskatchewan/MBA Mission.

Opening of Canada-Asean Center and visit of SSEA.

Speech preparation for HOM on occasion of farewell to
Canadian Business Association.

Developing and implementing full speakers program for FY 89/

90 for Canadian Business Association

Preparation of program for visit of Finance & Conference
Board of Canada officials

Report on defence Industry in Singapore

PATA Conference and visit of ISTC, Deputy Minister Claude
Lemelin.

Preparation and participation in 2-day seminar by STT Canada
on computer disaster and recovery

REPT4D
89/12/05

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
001-AGRI & FOOD PRODUCTS & SERVICE
AUSTRALIA

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POST :533-SYDNEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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. CANADIAN PARTICIPATION IN PUA BREEDING PROGRAMS.
DIVERSIFY NUMBER OF BREEDS WITH SALES POTENTIAL AND INCREASE

SEMI & PROCESSED FOOD & DRINK

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

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 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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REF ID: A66308

POST :533-SYDNEY

002-FISHERIES,SEA PRODUCTS & SERV.
AUSTRALIA

POST :533-SYDNEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROCESSED FISH & SHELLFISH

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

CDN 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 -----

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 :533-SYDNEY

005-ADVANCED TECH. PROD. & SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TELECOM DEREGULATION STUDY
KNOWLEDGE OF OPPORTUNITIES FROM DEREGULATION.

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

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

ASSESSING LOCAL REPRESENTATIVES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 TELECOMMUNICATIONS DEREGULATION STUDY - SYDNY
ASSISTED MLBRN 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 -----

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 :533-SYDNEY

016-INDUSTRIAL MACHIN, PLANTS, SERV.
AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 "MATPAK" 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 -----

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 :533-SYDNEY

009-FOREST PRODUCTS,EQUIP,SERVICES
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 -----

QUARTER: 4 -----

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

POST :533-SYDNEY

Materials Handling Study-Report finalization.

Report on grain handling market

Opportunities for technology transfer in I.T.-Finalization
of report resulting from the study.

POST :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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
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

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

SEEDS & SPECIAL CROPS

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

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

MEATS & MEAT BY-PRODUCTS

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

IN CANADA AND RE-EXPORT TO JAPAN

CDN GOODS AND SERVICES

LEADING TO INCREASED SALES TO JAPAN

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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 :520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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 DVLPT 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

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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.

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 agree-
ment. 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. Comprehen-
sive report completed on tariff issue. 4. Health
agreement reached. 5. Technical discussions
held in April. 6. Four underway in June.

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 :520-TOKYO

005-ADVANCED TECH. PROD. & SERV
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 INVOLVEMENT IN JPNS MARKET & JV RELATIONSHIPS.

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

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

OPENED VARIOUS NEW MARKET OPPORTUNITIES, INCREASE EXPORTS.

CONTACT PROGRAM FOR ELECTRONIC INDUSTRY-NEW ACTIVITY IN CDA
INCREASE KNOWLEDGE LEVELS OF JPNS INDUSTRY OF NEW CDN

DEVELOPMENT

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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 :520-TOKYO

002-FISHERIES,SEA PRODUCTS & SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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.

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

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 :520-TOKYO

009-FOREST PRODUCTS,EQUIP,SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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.

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

H.B. and R-2000 missions to Canada completed;
Canadian exhibit a success at the Good Living
Show; The Canada Japan Housing Committee met.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST :520-TOKYO

013-CONSUMER PRODUCTS & SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MONTREAL FUR FAIR, MAY 89.

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

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

IN JAPAN

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

013-CONSUMER PRODUCTS & SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

ALL SUB-SECTORS

PURSUE HIGH TARIFFS ISSUE WITH MINISTRY OF FINANCE
SALES COULD MORE THAN DOUBLE IF DUTIES WERE LOWERED

INTEREST TO CDN EXPORTERS

CONTINUE TO WORK CLOSELY WITH CAN EXPORTERS (INDIAN ARTISANS)
TO SELECT ITEMS MOST LIKELY TO FIND ACCEPTANCE IN JAPAN
TO INTRODUCE LIGHT AND LIGHT AND INDIAN ART TO JAPAN
TO INTRODUCE LIGHT AND INDIAN ART TO JAPAN

ASSIST LOCAL AGENTS IN THEIR MARKETING EFFORTS
TO OPEN NEW DOORS TO CDN INDUSTRY

INCREASE PUBLICITY OF CDN PARTICIPANTS THROUGH TRADE CENTRE
TO CREATE GREATER AWARENESS OF OUR PRODUCTS

ASSIST EXPORTERS TO ORGANIZE BOOTH SHOWS
TO STIMULATE INTEREST IN CDN PRODUCTS

USE MAIL ORDER CATALOGUES TO ADVERTISE
TO INCREASE SALES

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

013-CONSUMER PRODUCTS & SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :520-TOKYO

- Visit of the Hon. Jake Epp, Minister of EMR
- B.C. Ministers Mission: Hon. B. Strachan & Hon. E. Veitch
- Visit of Mr. Paul Labbe, President of Investment Canada
- Visit of Canadian Chamber of Commerce Chairman Yves Guerard
- Canada/Japan Joint Housing Committee
- CMC Pork Promotion
- Telecommunication Mission
- Capelin Negotiation Mission
- Good Living Show
- Investment Councillors Tours across Canada for two weeks
to over 50 companies

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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 :531-WELLINGTON

005-ADVANCED TECH. PROD. & SERV
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Telecom Mission to New Zealand; Canadian
participation in Satellite Seminar; Program of
visits to New Zealand industry.

Successful eight person mission from Canada in
June; Canadian display at Satellite Seminar and
prominent Canadian role in presentations.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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POST :531-WELLINGTON

009-FOREST PRODUCTS,EQUIP,SERVICES
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

UPDATE FORESTRY EQUIPMENT AGENTS DATABASE

QUEBEC MISSION, APR 1989
ESTABLISH AGENTS ETC. FOR PARTICIPANTS.

COMMONWEALTH FORESTRY CONFERENCE, SEPT 1989 ZEALAND AND ELSEWHERE.
CONSOLIDATING CDN PRESENCE IN FORESTRY INDUSTRY IN NEW

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; consol-
idated 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 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/05

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

101

POST :531-WELLINGTON

001-AGRI & FOOD PRODUCTS & SERVICE
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPT4D
89/12/05

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 :531-WELLINGTON

013-CONSUMER PRODUCTS & SERVICES
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON NZ BUYERS TO CANADIAN HARDWARE SHOW (FEB 89)
ESTABLISH AGENCIES.

MEDIA RELATIONS: PROVIDE EDITORIAL MATERIAL TO SPECIALIZED M
IMPROVED AWARENESS OF CANADA AS SOURCE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Increase awareness of Canadian capability in
consumer goods distribution trades.

Successful participation in Buildex 89
(Hardware); in Auckland Boat Show (Sports Goods)
and in Christmas Merchandise Show (Giftware).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST :531-WELLINGTON

On-going dialogue on revision of New Zealand restrictions on importation of Salmon.
Encouragement and support for steering committee meeting to form a Canada New Zealand Business Association.
Promotional seminars and receptions to encourage participation in Globe 90 conference and exhibition.
Organization of GEAC in-office presentation on library data systems.
Continuation of focused media program with "Trading Post" advertorials in specialized industry periodicals.
Speaking engagement at P. Islands Assn. of Chamber of Commerce & Cdn. Chamber of Commerce Training Seminar, Fiji.
Co-ordinated South Island exploratory business trips with reception in Christchurch.

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