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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**



NON
CONS.

PLACING IN
PLACE

**JANUARY - MARCH 1988
(4th QUARTER, FY 1987-88)**

**JANVIER - MARS 1988
(4^e TRIMESTRE, AF 1987-88)**



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report
January - March 1988

Following is the Quarterly Activity Report for the quarter ending March 31, 1988. This report contains a synopsis of activities and results by sector and subsector reported by posts, matched against the proposed activities identified in their 1987/88 post plan. It also contains a report of special unplanned activities that took place during the reporting period.

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités
Janvier - Mars 1988

Voici le Rapport trimestriel des activités du trimestre qui a pris fin le 31 mars 1988. Le Rapport contient un résumé des activités et des résultats déclarés par les missions, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de mission de 1987-88. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

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

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ASIA & PACIFIC
ASIE ET PACIFIQUE

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

POST : 504-BANGKOK

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST FOLLOWING UP WITH VISITORS FROM TELECOMS SECTOR WHO VISITED EXPO '86 UNDER CIDA SPONSORSHIP.

INTRODUCTION OF NEW CANADIAN FIRMS AND TECHNOLOGIES TO THAI MARKET.

ONGOING FOLLOW-UP IN AREAS OF OPPORTUNITY AS IDENTIFIED IN 1986 CONSULTANT'S REPORT ON THAI TELECOMMUNICATIONS SECTOR.

INTRODUCTION OF NEW CDN TECHNOLOGIES, PARTICULARLY TO STATE RAILWAY, ELECTRICITY GENERATING AUTHORITY, & MINISTRIES.

OFFICIALS OF COMMUNICATIONS AUTHORITY OF THAILAND TO ATTEND ITU CONFERENCE IN VANCOUVER, JULY 1988. TOUR OF CANADIAN TELECOM INDUSTRY TO FOLLOW.

INTRODUCTION OF NEW CANADIAN FIRMS TO THAI MARKET.

MONITOR PROGRESS OF 5TH AND 6TH PROJECTS OF TELEPHONE ORGANIZATION OF THAILAND. IDENTIFY OPPORTUNITIES AND ASSESS LEVEL OF COMPETITION.

COMPETITIVE BIDS SUBMITTED BY ESTABLISHED FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE RECEPTION FOR VISIT OF SINCLAI VOLK, MANAGER SPECTRUM MANAGEMENT, DOC OTTAWA.

NINE ATTENDED EVENT. INTELLIGENCE OBTAINED LED TO LNS'S PARTICIPATION IN TENDER FOR FREQUENCY MONITORING VAN.

QUARTER: 2 FULL DAY SEMINAR ON COMPUTER SOFTWARE TO THAI DATA PROCESSING COMMUNITY (AUGUST 15, 1987).

ON SITE SALES MODEST BUT POSSIBILITIES OF AGENCY REPRESENTATION AND FURTHER MARKET PENETRATION VERY PROMISING.

QUARTER: 3 -----

QUARTER: 4 ADVANCED TECHN MISSION VISITED BANGKOK JAN/FEB 1988. MISSION MEMBERS WERE EXPOSED TO AUDIENCE OF UP TO 80 POTENTIAL CLIENTS/TRADERS/GOVT INSTITUTIONS IN FULL DAY HORIZONTAL ADVANCED TECHN SEMINAR. TRANSPORT. MIN. CROSBIE HOSTED SPEC RECEPTION.

AT LEAST 1 AGENCY APPOINTMENT MADE; 1 SHORTLISTED CO IN COMPETITIVE BID SITUATION ADVANCE CORPORATE AGENDA THROUGH PRESENCE; REMOTE SENSING SECTOR IN THAILAND BOOMING & MISSION MEMBERS GAINED IMPORTANT ACCESS TO CURRENT SECT. DECISION MAKERS.

QUARTER: 4 QUEBEC MISSION TO THAILAND

HALF DAY SEMINAR ON QUEBEC SOFTWARE TECHN ATTENDED BY 40 REPS OF LOCAL COMPUTER INDUSTRY & GOVT ORGANIZATIONS RESULTED IN HIGHLY EFFECTIVE INTRODUCTION OF CAPABILITIES. ON TELECOMMUNICATIONS SIDE, 2 MISSION PARTICIP. CONCLUDED LOCAL AGENCIES

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

POST : 504-BANGKOK

007-POWER & ENERGY EQUIP. & SERV.
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARATION AND DISTRIBUTION OF A MARKET OPPORTUNITIES STUDY TO
CANADIAN COMPANIES.

TO INCREASE AWARENESS IN CDA OF THIS MARKET
WHERE TWO CANADIAN COMPANIES HAVE ALREADY
ENJOYED REMARKABLE SUCCESSES.

ASSIST CANADIAN COMPANIES TO LOCATE RELIABLE LOCAL REPRESENTA-
TIVES AND TO GIVE RECOMMENDATIONS ON HOW TO PURSUE MAJOR PROJECTS

INFORM CANADIAN COMPANIES OF OPPORTUNITIES
WHICH WILL RESULT IN INCREASING MARKET SHARE.

HAVE FREQUENT CONTACTS WITH EGAT FOR POTENTIAL THERMAL & HYDRO
PROJECTS.

INCREASE AWARENESS OF CANADA AS A POTENTIAL
SOURCE OF SUPPLY AND SERVICES.

FOLLOW UP FUTURE PROCUREMENT RE MAE MOH UNIT 10 POWER BOILER.

FURTHER SALES OF POWER BOILERS TO EGAT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITE TWO SENIOR EGAT OFFICIALS TO VISIT CDA
ON POWER TRANSMISSION AND DISTRIBUTION MISSION.

TWO ASSISTANT GENERAL MANAGERS FROM EGAT VISITED
CDA DURING 13-27 JUNE AND WERE IMPRESSED WITH
CDN CAPABILITY IN POWER SECTOR.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 504-BANGKOK

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MASS RAPID TRANSIT: MINISTER OF INTERIOR HAS BEEN INVITED TO VISIT THE CANADIAN INSTALLATIONS, AT PRIVATE AND PUBLIC EXPENSE.

THIS MINISTER WILL BE PIVOTAL DECISION MAKER ON WHO GETS CONTRACT AWARD. ANTICIPATED IN 1988.

THE CIDA FUNDED CONVERSION OF A PILOT SET OF ENGINES HAS YET TO BE TRANSFERRED FROM CANADA TO THAILAND.

SUBSEQUENT SIX MONTHS OF TESTING COULD LEAD TO TECHNOLOGY AND EQUIPMENT PURCHASES.

PREPARATION OF RECOMMENDED STRATEGIC PLAN TO MAXIMIZE CANADIAN OPPORTUNITY TO LAND MASS RAPID TRANSIT PROJECT.

POSSIBILITY OF UP TO \$1.5 BILLION IN BUSINESS

PROVISION OF QUALIFIED ENGINEERING PERSONNEL (CIDA FUNDED IF POSSIBLE) TO EXPRESS TRANSIT AUTHORITY TO BUILD-IN AS MUCH PRO-CANADIANISM AS POSSIBLE.

COULD LEAD TO SPECIFICATIONS THAT FAVOUR CANADIAN SYSTEMS.

PURSUE ALL OPPORTUNITIES TO PROMOTE SALE OF CANADIAN AIRCRAFT INCLUDING PARTS AND REPAIR SERVICES.

SALES WORTH TOTAL OF \$50 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PRESENTATION TO STATE AILWAY OF THAILAND ON CDN CAPABILITIES.

SRT RECOMMENDED SOME LOCAL COMPANIES TO POST FOR POSSIBLE CDN REPRESENTATION. POST RECEIVED FROM SRT STANDARD SPECIFICATIONS FOR RAIL COACHES, LOCOMOTIVES, ETC.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 504-BANGKOK

011-OIL & GAS EQUIPMENT, SERVICES
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PETRO CANADA INTL ASSISTANCE CORP. WORKING TO CONCLUDE TECHNICAL COOPERATION AGREEMENT WITH PETROLEUM AUTHORITY OF THAILAND.

MORE ACTIVE INVOLVEMENT OF PCIAAC & CANADIAN SUPPLIERS IN THAI MARKET.

PARTICIPATION BY AMBASSADOR IN ADVISORY BOARD TO PETROLEUM INSTITUTE OF THAILAND (PTIT).

CLOSER TIES TO PTIT AS VEHICLE FOR INTRODUCING CANADIAN TECHNOLOGY.

MEET WITH SENIOR OFFICIALS OF DOMESTIC AND FOREIGN OIL COMPANIES TO INTEREST THEM IN CANADIAN OIL AND GAS PRODUCTION & PROCESSING EQUIPMENT AND CAPABILITY.

INCREASE LEVEL OF VISITS OF THAI BUYERS TO CANADA, LEADING TO EVENTUAL INCREMENTAL SALES.

ASSIST WITH SET UP OF PETROLEUM INSTITUTE OF THAILAND IN CO-OPERATION WITH PCIAAC.

INTRODUCTION OF CANADIAN TECHNOLOGY AND TRAINING SERVICES THROUGH THE INSTITUTE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ARRANGE DINNER FOR VISIT OF TECHNICAL EXPERTS FROM PCIAAC.

20 SENIOR OFFICIALS IN OIL AND GAS INDUSTRY ATTENDED. CDN OIL/GAS TECHNOLOGY WAS WELL PROMOTED IN THIS EVENT.

QUARTER: 2 PTT-CNG SEMINAR 9-11 SEPT. 1987. IN COOPERATION WITH PCIAAC, BROUGHT CANADIAN CNG EXPERTISE TO THAI DOORSTEP.

POSSIBILITY, IMMEDIATELY, OF CONVERTING BANGKOK CITY BUSES TO CNG --AN \$80 MILLION PROJECT.

QUARTER: 3 CDN TRADE REPS VISITED EASTERN SEABOARD PROJECT (MAAB TAPUT GAS SEPARATION PLANT & PETROCHEMICAL COMPLEX & LAEM CHABANG DEEP SEAPORT) TO DETERMINE OPPOR. FOR CDN SUPPLY OF OIL & GAS EQUIPMENT, PROCESSES & SERVICES.

ALTHOUGH IMMEDIATE OPPOR. WILL BE MORE AVAILABLE TO JAP FINANCIERS, EASTERN SEABOARD PROJECT GOING TO TENDER FOR M\$ WORTH OF OIL/GAS UPSTREAM/DOWN-STREAM EQPT & EXPERTISE. EMBASSY REPORT & COMM'D MKT SURVEY FORW. TO OTT & DIST. TO POT. CDN EXP.

QUARTER: 3 ALBERTA HEAVY OIL MISSION TO BURMA.

PCIAAC & ALTA GOV'T REPS VISITED BURMA TO DETERMINE OPPORTUNITIES AVAILABLE IN THAT COUNTRY, SPECIFICALLY THE WORLD BANK FINANCE PYAGON GAS FIELDS. POST IS CURRENTLY WORKING WITH ALTA TO BETTER TARGET PRIORITIES.

QUARTER: 4 -----

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

POST : 504-BANGKOK

004-DEFENCE PROGRAMS, PRODUCTS, SERV
THAILAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

A DEFENCE MARKET STUDY WAS CARRIED OUT IN 1986. RESULTS OF STUDY HAVE YET TO BE FULLY EXPLOITED, TIME AND RESOURCES PERMITTING.

RESULTS WILL BE TO BETTER FOCUS MARKETING INFORMATION AT APPROPRIATE CANADIAN SUPPLIERS

LETTERS & PERSONAL VISITS TO SR. THAI MILITARY OFFICIALS AND CDN SUPPLIERS IN THIS SECTOR HAVE BEEN SENT/MADE.

POSSIBLE SALE OF UP TO \$20 MILLION.

STEP UP CONTACT WITH MILITARY IN ORDER TO BETTER IDENTIFY THAI PROCUREMENT REQUIREMENTS.

FOCUS EXPORT PROMOTION EFFICIENTLY ON BEST CANADIAN SUPPLIERS TO THAI MARKET.

ENCOURAGE THAI MILITARY REPRESENTATIVES IN COOPERATION WITH LOCAL AGENTS TO BECOME MORE FAMILIAR WITH CANADIAN RADIO COMMUNICATIONS

SALE OF RADIO SYSTEMS.

WORK WITH CANADIAN COMPANIES TO IDENTIFY MOST ATTRACTIVE FINANCING FOR THAI PURCHASE OF AIRCRAFT.

SALE OF AIRCRAFT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP ON INTERESTS GENERATED FROM CDN PARTICIPATION IN DEFENCE ASIA '87.

LITERATURES REQUESTED IN OVER 200 INQUIRY CARDS WERE MAILED OUT. INQUIRIES ON HENOTEX AND MOTOROLA PRODUCTS WERE SENT TO LOCAL AGENTS FOR FOLLOW-UP.

QUARTER: 2 -----

QUARTER: 3 DEFENCE MISSION TO CDA. 8 SENIOR(AIR V. MARSHALS GENERALS,ADMIRALS)VISITED HIGH TECH INSTALLATIONS ACROSS CDA FOR PERIOD OF 2 WKS. MISSION DESIGNED TO INCREASE AWARENESS OF THAI MILITARY ESTABLISH. OF CDN CAPAB. IN DEFENCE PROD. & SVS.

DEBRIEFING OF MISSION MEMBERS SHOWED ENCOURAGING RESULTS. MANY MISSION MEMBERS REQUESTED FURTHER INFORMATION ON CDN CAPABILITY IN SPECIFIC DEFENSE PRODUCTS. THESE ARE CURRENTLY BEING FOLLOWED UP.

QUARTER: 4 -----

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

POST : 504-BANGKOK

ASBESTOS SEMINAR IN HONG KONG - POST OFFICER ATTENDANCE AND SUPPORT FOR BANGKOK VISIT OF ASBESTOS TEAM. (2) SENATOR RAY PERAULT VISIT - ARRANGEMENTS IN COOPERATION WITH POLITICAL DIVISION. (3) VISIT OF DEPUTY MINISTER OF INDUSTRY TO CANADA (4) PREPARATORY WORK ON CONFERENCE BOARD BUSINESS LINKAGES SEMINAR. (5) VISIT OF MINISTER OF TRANSPORT, HONOURABLE JOHN CROSBIE, TO THAILAND - UNPLANNED & SUBSTANTIAL IMPACT ON POST RESOURCES. (6) PREPARATORY WORK ON NATIONAL DEFENCE COLLEGE VISIT. (7) PREPARATION OF REPORT ON THAI MARKET CONDITIONS AND SECTORAL PRIORITIES. (8) PREPARATION OF REPORT ON THAI DEFENCE MARKET. (9) DEVELOPMENT OF PROGRAM FOR DRIE AUTOMOTIVE PARTS SPECIALIST. (10) CONCLUSION OF REPORTS ON POWER SECTOR, CAPITAL PROJECTS AND AUTOPARTS. (11) PREPARATION OF REPORTS ON PETROLEUM INDUSTRIES IN THAILAND AND BURMA.

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

POST : 510-BEIJING

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

DETERMINE CHINESE INTENTIONS RE KEY HYDRO DEVELOPMENTS AND
PRIORIZE THEM.

ABILITY TO RE-FOCUS ON HIGH PRIORITY HYDRO
OPPORTUNITIES.

THERMAL

BIDS ON BOILER ISLANDS FOR THREE MAJOR THERMAL PLANTS (LUO HUANG,
DEZHOU, SHIDOU KOU).

CANADA SHOULD WIN AT LEAST ONE.

EXPLORE AND IDENTIFY WHICH IS THE NEXT TRANCHE OF THERMAL PLANTS,
AND SEEK A COMMITMENT FOR A NEGOTIATED CONTRACT.

POSITION CANADIAN SUPPLIERS FOR THE NEXT
ROUND OF THERMAL GENERATING CONSTRUCTION.

NUCLEAR

SUPPORT AECL'S ACTIVITIES IN PROMOTION OF SLOWPOKE REACTOR.

AGREEMENT ON BUILDING OF DEMONSTRATION UNIT
IN QIQIHAR (HEILONGJIANG).

TO ESTABLISH NUCLEAR CO-OPERATION AGREEMENT.

PAVE THE WAY FOR FUTURE TECHNOLOGY SALES.

CLARIFY MORE PRECISELY THE PRIORITIES AND TIMING OF CHINESE
EXPANSION PROJECTS.

BETTER POSITION CANADIAN FIRMS FOR BIDDING
SUCCESS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 TO DEVELOP CANADA/PRC NUCLEAR COOPERATION.

SUPPORT TO 25-PERSON AECL DELEGATION TO CHINA IN
SEPTEMBER 87.

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 510-BEIJING

005-COMM. & INFORM. EQP. & SERV
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MASS MAILING OF MANDARIN TELECOM BROCHURES TO CONTACTS FROM
EXPOCOM.

MAXIMIZE CHINESE FAMILIARITY WITH CANADIAN
TELECOM CAPABILITIES.

VISITS TO REGIONAL TELECOM CENTRES, WHERE REQUIRED IN SUPPORT OF
COMPANY INITIATIVES OR INDEPENDENTLY TO MEET RESEARCH INSTITUTE/
MUNICIPAL AND PROVINCIAL AUTHORITIES.

FIRST HAND KNOWLEDGE OF NEGOT'G ENVIRONMENT.
-INFLUENCE TELECOM AUTHORITIES TO CONSIDER
CDN EQPT. & SRVCS. GATHER PLANNING INFO. TO
MATCH WITH CDN CAPABILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
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POST : 510-BEIJING

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	URBAN TRANSIT	
	CPPF STUDY OF BEIJING SUBWAY EXTENSION.	TO POSITION CANADIAN FIRM FOR FUTURE WORK ON THIS PROJECT.
	WILL CONDUCT SERIES OF MEETINGS WITH APPROPRIATE OFFICIALS TO CLARIFY MARKET POTENTIAL.	TO BE IN BETTER POSITION TO DEVELOP PLAN OF ACTION.
	PLAN TO INVESTIGATE VESSEL TRAFFIC MANAGEMENT ASPECTS OF CHINA'S PORT EXPANSION PROGRAM.	TO PREPARE INFORMATION FOR POSSIBLE MISSION IN LATE 1987.
	PREPARE REPORT ON RAILWAY SIGNALLING OPPORTUNITIES.	TO PUBLICIZE OPPORTUNITIES TO CANADIAN FIRMS.
	DEVELOP CLOSER RELATIONS WITH KEY OFFICIALS IN MINISTRY OF RAILWAYS.	TO OBTAIN MORE TIMELY AND APPROPRIATE INFORMATION.
	FOLLOW UP TO CIVIL AVIATION MISSION PLANNED FOR FEBRUARY 1987.	BREAK INTO AIR TRAFFIC CONTROL MARKET.
	PREPARE DETAILED REPORT ON AIR TRAFFIC OPPORTUNITIES IN CHINA.	PUBLICIZE OPPORTUNITIES TO CANADIAN FIRMS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 -----	
	QUARTER: 2 TO POSITION CANADIAN FIRMS FOR KEY URBAN TRANSIT PROJECT.	SUBMISSION OF FINAL LAVALIN-BEIJING SUBWAY CORP. STUDY WHICH ENDORSES USE OF CDN TECHNOLOGY IN JULY 87. MATTER NOW UNDER REVIEW BY BEIJING MUNICIPAL GOVERNMENT.
	QUARTER: 3 CONDUCT SERIES OF MEETINGS WITH APPROPRIATE OFFICIALS TO CLARIFY MARKET POTENTIAL.	MET ON SEVERAL OCCASIONS WITH BEIJING SUBWAY CORPORATION & ASSISTED IN A MISSION TO CDA IN LATE NOVEMBER 87.
	QUARTER: 3 PLAN TO INVESTIGATE VESSEL TRAFFIC MANAGEMENT ASPECTS OF CHINA'S PORT EXPANSION PROGRAM.	MET IN DEC 87 WITH REPS OF SHANGHAI HARBOUR SUPERINTENDENCY DEPT & GATHERED INFORMATION ON THEIR REQUIREMENTS. PLANNING A MISSION TO VIEW CDN SYSTEM IN HONG KONG IN FEBRUARY 88.
	QUARTER: 4 IDENTIFY MARKETS FOR AIRCRAFT SALES-REGIONAL AIRLINES.	SALE OF DE HAVILLAND'S DASH 8 PLUS ON-GOING EFFORTS RE TWIN OTTERS AND CANADAIR'S CHALLENGER.

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

POST : 510-BEIJING

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

JOINT AGRICULTURAL COMMITTEE.

-SUPPORT AG RESEARCH IN CDA. -PROMOTE PRIORITY
AG SALES TO CHINESE. BREEDING LIVESTOCK AND
GRAIN EQUIPMENT.

ANIMAL HEALTH DISCUSSION.

REDUCE ANIMAL HEALTH TECHNICAL BARRIERS.
ONCE REMOVED, THEN SALES POTENTIAL ENHANCED.

PLANT PHYTOSANITARY DISCUSSIONS.

CREATE CONDITIONS FOR NEW PLANT EXPORTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 A) COMPLETE RE-NEGOTIATION OF FIVE ANIMAL HEALTH
QUARANTINE AGREEMENTS;
B) TO DEVELOP JOINT AGRICULTURE COMMITTEE
PROJECTS 1988-89.

A) ALL FIVE AGREEMENTS WERE SIGNED AFTER COMPLE-
TION OF PROTRACTED NEGOTIATIONS.
B) NEW PROPOSALS FOR JAC 19 NEW PROJECTS PREPARE
FOR THE MINISTER OF AGRICULTURE'S VISIT.

QUARTER: 3 -----

QUARTER: 4 UNDER J. A. C. SUPPORT OF AGRICULTURAL RESEARCH IN
GRAIN EQUIPMENT.
ANIMAL HEALTH DISCUSSIONS.

CANADIAN GRAINS COMMISSION GIVING A SERIES OF
SEMINARS IN DALIAN, LATE-MARCH, EARLY-APRIL.
VETERINARY MISSION TO CANADA.

QUARTER: 4 PLANT PHYTOSANITARY DISCUSSIONS

VISIT BY AGRICULTURE CANADA PLANT PHYTOSANITARY
MISSION.

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

POST : 510-BEIJING

009-FOREST PRODUCTS, EQUIP, SERVICES
PEOPLE'S REP OF CHINA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	<p>WOOD AND WOOD PRODUCTS</p> <p>PROVIDE SUPPORT TO COFI'S EFFORTS IN CHINA, ESPECIALLY THEIR FARMHOUSE DEMONSTRATION PROJECT IN SHANGHAI.</p> <p>PURSUDE DISCUSSION WITH CHINESE AUTHORITIES TO ESTABLISH THE WOOD PRODUCTS COMMITTEE.</p> <p>INCREASE CONTACTS WITH THE MINISTRY OF FORESTRY, THE NATIONAL TIMBER IMPORT & EXPORT CORP., THE MINISTRY OF BUILDING MATERIALS INDUSTRY, ETC. TO FIND OUT CHINA NEEDS AND REGULATIONS ON THE USE OF LUMBER.</p> <p>GATHER INFORMATION ON OUR COMPETITORS AND INFORM CANADIAN COMPANIES.</p> <p>INVESTIGATE WHICH MACHINERY & FOREST EQUIPMENT CHINA REQUIRES.</p> <p>REINFORCE CANADA'S IMAGE AS A SECURE, RELIABLE AND COMPETITIVE SOURCE OF PULP & PAPER THROUGH CONTACTS WITH THE MINISTRY OF LIGHT INDUSTRY AND IMPORT CORPORATIONS.</p>	<p>INCREASE AWARENESS OF ADVANTAGES OR USE OF LUMBER IN HOUSE CONSTRUCTION.</p> <p>IMPROVED INTORMATION FLOW & AWARENESS IN CHINA OF CANADIAN CAPABILITIES.</p> <p>INCREASE SALES OF LUMBER. BETTER DEFINITION OF MARKET POTENTIAL.</p> <p>INCREASE KNOWLEDGE OF PRODUCT SECTOR TO FOCUS CANADIAN EFFORTS WITH VIEW TO INCREASING LONGER PORTION OF MARKET.</p> <p>FOCUSSED PROMOTION OF COMPETITIVE MACHINERY.</p> <p>MAINTAIN AND INCREASE OUR SHARE OF THE MARKET</p>
	<p>EQUIPMENT AND MACHINERY</p> <p>SUPPORT CANADIAN COMPANIES PURSUING MAJOR PULP & PAPER PRODUCTS.</p> <p>PUBLICIZE CANADIAN TECHNOLOGICAL CAPABILITIES AND EQUIPMENT IN THE PULP & PAPER INDUSTRY THROUGH CLOSE CONTACTS WITH THE MINISTRY OF LIGHT INDUSTRY.</p>	<p>TO OBTAIN CONSULTING CONTRACTS, TECHNOLOGY TRANSFER CONTRACTS AND EQUIPMENT SALES.</p> <p>CANADIAN SUPPLIERS OF PAPER MACHINERY COULD BE SHORT-LISTED FOR SOME PROJECTS. INCREASED USE OF CONSULTING FIRMS.</p>

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2 -----	<p>A) GATHERING OF COMPREHENSIVE INFORMATION ON MARKET FOR CDN WOOD PRODUCTS.</p> <p>B) RENEWAL OF FORESTRY MOU.</p>	<p>A) COMPLETION AND DISSEMINATION OF DETAILED REPORT ENTITLED "THE MARKET FOR CANADIAN WOOD PRODUCTS IN CHINA".</p> <p>B) AGREEMENT IN PRINCIPLE FOR ONE YEAR EXTENSION NEGOTIATED.</p>
QUARTER: 3 -----		
QUARTER: 4 -----		

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:
	MKT RESEARCH BY POST & LIAISON WITH EMR TO DETERMINE NATURE AND EXTENT OF DOMESTIC PRODUCTION, COMPETITION AND SALES PATTERNS. ESTABLISH COMMUNICATIONS WITH COS INVOLVED IN MINERAL SALES.	IMPROVE AWARENESS CANADA SIDE. IMPROVE AWARENESS CHINESE SIDE. DEVELOP MARKETING STRATEGY

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
QUARTER: 2	NEGOTIATION OF WORKING GROUP FOR NON-FERROUS METALS.	AGREEMENT IN PRINCIPLE TO FORM WORKING GROUP.
QUARTER: 3	-----	
QUARTER: 4	MARKET RESEARCH BY POST AND LIAISON WITH EMR TO DETERMINE PRODUCTION, COMPETITION, ETC.	NON-FERROUS METALS MARKET STUDY UNDERTAKEN.

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

POST : 510-BEIJING

PCIAC/WORLD BANK SEMINAR ON "MANAGEMENT OF THE PETROLEUM
INDUSTRY"-MARCH, 1988. (2)MOPI DELEGATION VISIT TO CANADA
FEB-MAR, 1988. (3)VISIT OF MINISTER KWINTER-ONTARIO MIN OF
INDUSTRY, TRADE & TECHNOLOGY-JAN. , 1988. (4)VISIT OF MINISTER
MICKELJOHN-SASK. MIN OF SCIENCE AND TECHNOLOGY - MAR. , 1988.
(5)VISIT OF MPT VICE-MIN TO CANADA AND SIGNING OF TELECOM
MOU-MARCH, 1988. (6)SPECIAL ECONOMIC REPORT ON GUANGDONG PRO-
VINCE-ASSISTANCE TO EMBASSY/WILSON. (7) NTS-TIANJIN INITIA-
TIVE-IDENTIFICATION OF OPPORTUNITIES IN TIANJIN-MARCH, 1988.
(8)FESTIVAL CANADA IN GUANZHOU INCLUDING FOOD PROMOTION-VERY
SUCCESSFUL OPENING WITH EXTENSIVE MEDIA COVERAGE. (9) M. P.
ALVIN HAMILTON-"CLEAN AIR" VISIT - MARCH, 1988. (10)VISIT OF
DRIE/IRPI D. G. BRADET-SECTORAL VISIT-MARCH, 1988. (11) VISIT
OF CIDA INC. FOR NEGOTIATION OF TCP ADDITIONAL PROJECTS-4
PROJECTS IDENTIFIED - MARCH, 1988.

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

DEVELOP & ENCOURAGE CLOSER WORKING RELATIONSHIP BETWEEN CANADIAN AND AUSTRALIAN DEFENCE INDUSTRIES PARTICULARLY FOR MUNITIONS AND THE CANADIAN AND AUSTRALIAN SUBMARINE PROJECTS.

DETERMINE AUSTRALIAN ASSESSMENT OF CRV-7 ROCKETS, ESTABLISH POTENTIAL FOR CANADIAN EW AND C3 EQUIPMENT.

CONTINUE SUPPORT OF CPF INDUSTRY TEAM IN PARTICIPATION ON AUSTRALIAN NEW SUNFIRE COMBATANT PROGRAM.

ESTABLISH CONNECTION BETWEEN CANADIAN AND AUSTRALIAN F-18 SYSTEM AND COMPONENT MANUFACTURERS.

DETERMINE COMPUTABILITY OF CANADIAN & AUSTRALIAN DEVELOPMENTS IN TOWED AWAY SYSTEMS AND SIGNAL PROCESSING.

ESTABLISH POTENTIAL FOR CANADIAN PARTICIPATION IN UPCOMING AUSTRALIAN DEFENCE DEPT. GLOBAL POSITIONING SYSTEMS REQUIREMENTS.

CO-PRODUCTION, TECHNOLOGY EXCHANGE & POSSIBLE CO-OPERATION IN THIRD COUNTRY MARKETS.

SIGNED CONTRACT FOR CRV-7 ROCKETS AND SALES OF EW AND C3 EQUIPMENT.

CANADIAN TO SUCCESSFULLY WIN THE CONTRACT FOR SUPPORT SYSTEMS PORTION OF PROJECT.

PROSPECT OF CANADIAN SYSTEM/COMPONENT MANUFACTURERS SUPPLYING FOR AUSTRALIAN PLANES.

CANADIAN SUPPLIERS TO PARTICIPATE IN AUSTASS PROJECT.

CANADIAN COMPANIES COULD ACHIEVED MAJOR INVOLVEMENT AS AUSTRALIANS IN EARLY STAGES OF DEFINING REQ'TS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGE AGREEMENT BETWEEN CANADA AND AUSTRALIA ON COOPERATION BETWEEN OUR RESPECTIVE DEFENCE INDUSTRIES.

QUARTER: 1 CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S EFFORTS TO HAVE CDN PATROL FRIGATE SHORTLISTED AMONGST POSSIBLE DESIGNERS FOR AUSTRALIAN NEW SURFACE COMBATANT.

QUARTER: 2 ENCOURAGE AGREEMENT BETWEEN CANADA AND AUSTRALIA ON COOPERATION BETWEEN OUR RESPECTIVE DEFENCE INDUSTRIES.

QUARTER: 2 CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S EFFORTS TO HAVE CANADIAN PATROL FRIGATE SHORTLISTED AMONGST POSSIBLE DESIGNERS FOR AUSTRALIAN NEW SURFACE COMBATANT.

AUSTRALIAN TEAM DISCUSSED COOPERATION WITH DEFENCE PROGRAMS BUREAU, DRIE & NDHQ IN OTTAWA. AGREED TO PURSUE WITH EXCHANGE OF LETTERS BETWEEN MINISTERS.

VISIT OF AUSTRALIAN CHIEF OF NAVAL MATERIAL TO OTTAWA. SJSJ KEPT FULLY BRIEFED ON AUSTRALIAN NAVY'S DEVELOPING ACQUISITION STRATEGY. CPF EXPECTED TO BE ON SHORTLIST OF DESIGNERS.

DIALOGUE CONTINUED WITH AUSTRALIAN DOD OFFICIALS IN ORDER TO ARRANGE EXCHANGE OF LETTERS BETWEEN MINISTERS. DRAFTS TO BE REVIEWED DURING TDD VISIT IN NOVEMBER.

CANADIAN PATROL FRIGATE NOT ONE OF DESIGNS RETAINED ON SHORTLIST. EMPHASIS SHIFTED TO ENABLE CANADIAN SUBCONTRACTOR TO BE ABLE TO SUPPLY TO OTHER SHIP DESIGNERS STILL IN CONTENTION AND POTENTIAL PRIME CONTRACTORS.

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV
AUSTRALIA

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 2	ORGANIZATION OF DEFENCE JOURNALIST (TOM MUIR) VISIT OT CANADA UNDER PTI PROGRAM.	AFTER CONSIDERABLE DISCUSSION WITH MUIR AND EXTOTT/TDO EXCELLENT PROGRAM WORKED OUT FOR SEPTEMBER 28 - OCTOBER 9 VISIT.
QUARTER: 3	ENCOURAGE AGREEMENT BETWEEN CDA & AUSTRALIA ON COOPERATION BETWEEN OUR RESPECTIVE DEFENCE INDUSTRIES.	DIALOGUE CONTINUED WITH AUSTRALIAN DOD OFFICIALS DURING TDD VISIT IN NOVEMBER.
QUARTER: 3	CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S EFFORTS TO HAVE CDN PATROL FRIGATE SHORTLISTED AMONGST POSSIBLE DESIGNERS FOR AUSTRALIAN NEW SURFACE COMBATANT.	CDN PATROL FRIGATE NOT ONE OF DESIGNS RETAINED ON SHORTLIST. EMPHASIS SHIFTED TO ENABLE CDN SUB-CONTRACTOR TO BE ABLE TO SUPPLY TO OTHER SHIP DESIGNERS STILL IN CONTENTION & POTENTIAL PRIME CONTRACTORS.
QUARTER: 3	VISIT OF DEFENCE JOURNALIST (TOM MUIR) TO CDA UNDER PTI PROGRAM (SEPT 28-9/87).	MUIR HAD EXCELLENT SERIES OF CALLS IN CDA. HAS SUBSEQUENTLY WRITTEN ARTICLE IN DEFENCE CONTRACTOR WITH ANOTHER TO COME & IS PROPOSING NEW DEFENCE NEWSLETTER TO ADVISE CDN FIRMS OF AUSTRALIAN OPPORTUNITIES.
QUARTER: 4	ENCOURAGE AGREEMENT BETWEEN CANADA AND AUSTRALIA ON COOPERATION BETWEEN OUR RESPECTIVE DEFENCE INDUSTRIES.	DIALOGUE CONTINUED WITH AUSTRALIAN DOD OFFICIALS DURING TDD VISIT IN FEBRUARY.
QUARTER: 4	CLOSE SUPPORT OF SAINT JOHN SHIPBUILDING'S EFFORTS TO HAVE CANADIAN PATROL FRIGATE SHORTLISTED AMONGST POSSIBLE DESIGNERS FOR AUSTRALIAN NEW SURFACE COMBATANT.	CDN PATROL FRIGATE NOT ONE OF DESIGNS RETAINED ON SHORTLIST. EMPHASIS SHIFTED TO ENABLE CDN SUBCONTRACTOR TO BE ABLE TO SUPPLY TO OTHER SHIP DESIGNERS STILL IN CONTENTION AND POTENTIAL PRIME CONTRACTORS.
QUARTER: 4	MONITORING OF DEPT OF TRANSPORT & COMMUNICATIONS NATIONAL AERONAUTICAL INFORMATION PROCESSING SYSTEM NORTH EAST BRISBANE PROJECT.	MDA AND AVEO TECH OF CANADA, ONLY FIRMS SELECTED TO SUBMIT FINAL COSTED PROPOSALS.
QUARTER: 4	SUPPORT OF CANADAIR'S EFFORTS TO HAVE CHALLENGER SELECTED FOR AUSTRALIAN GOVERNMENT'S VIP FLEET REPLACEMENT.	GUIDANCE IN PREPARATION OF OFFSETS PACKAGE. VISIT CANADAIR MONTREAL TO DISCUSS APPROPRIATE METHODS OF PROMOTION. CHALLENGER CONSIDERED PRIME CONTENDER.
QUARTER: 4	DEVELOP AUSTRALIAN ARMY INTEREST IN GM DIESEL LAV, PARTICULARLY WITH POSSIBLE QUICK-PURCHASE FROM U. S. MARINE CORPS WAR INVENTORY.	POSSIBLE QUICK-PURCHASE APPEARED DEAD UNTIL GM CALLS IN CANBERRA, PARTICULARLY ON MIN FOR DEF, & POST DISCUSSION WITH KEY OFFICERS, SPARKED INTEREST. ARMY EXAMINING POSSIBILITY FOR QUICK, SINGLE-SOURCE PURCHASE OF GM LAV.

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV
AUSTRALIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 SUPPORT OF MEL DEFENCE SYSTEMS EFFORTS TO HAVE
THEIR APOLLO EW SYSTEM ON ANZAC FRIGATE.

RAN FAVOURABLY INCLINED TO APPOLO. QUESTION
WILL BE PRICE.

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

DEPT OF AVIATION (DOA) UPGRADING OF FLIGHT DATA PROCESSING SYSTEM (FDPS) AND NAT. AERONAUTICAL INFORMATION PROCESSING SYSTEMS (NAIPS) 5 CDN COMPANIES HAVE BID ON PROJ. WE WILL CONTINUE TO LIAISE WITH DOA & ASSIST THESE COMPANIES.

ONE CANADIAN COMPANY MAY BE SUCCESSFUL IN WINNING CONTRACT.

ORGANIZE VISIT TO CANADA BY DOA OFFICIALS INVOLVED IN UPGRADE OF AIR TRAFIC CONTROL SYSTEMS.

HIGH INVOLVEMENT BY CANADIAN COMPANIES IN FUTURE TENDERS FOR UPGRADING.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MONITORING OF DEPT OF AVIATION PROJECTS OF FLIGHT DATA PROCESSING SYSTEM AND NATIONAL AERONAUTICAL INFORMATION PROCESSING SYSTEM.

ONGOING MONITORING OF DOA FDPS TENDER. DOA ARE DOWN TO ONE MAIN CONTENDER BUT INTEND KEEPING 2 OTHER CO'S 'ON HOLD'. NAIPS TENDER IS TO BE RE-QUOTED AS SPECS FOR THIS PROJECT HAVE ALTERED. CDN CO'S PURSUING THIS & FUTURE DOA PROSPECTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 534-CANBERRA

BILATERAL ACCESS ISSUES (ASPARAGUS, PORK, SALMON) CONSULTATIONS
/REPORTS ON PROGRESS. (2) BILATERAL TRADE ISSUES (COAL, LAMB)
CONSULTATIONS/REPORTS. (3) BILATERAL AIR SERVICES AGREEMENT-
ONGOING CONSULTATIONS AND REPORTING. (4) COAL CONSULTATIONS/
REPORTS. (5) INSTALLATION OF NEW "WIN" SYSTEM (HARDWARE AND
INSTALLATION DELAYS).

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 524-DHAKA

007-POWER & ENERGY EQUIP. & SERV.
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REINFORCE CANADIAN REPUTATION AS SUPPLIER OF QUALITY EQUIPMENT
THROUGH PERIODIC CALLS ON BANGLADESH POWER DEVELOPMENT BOARD.

INCREASE NUMBER OF CANADIAN FIRMS PARTICIPATING
IN BIDS ON BPDB PROJECTS.

OBTAIN INFORMATION ON KOREAN COMPETITION IN BANGLADESH AND RECENT
PURCHASE PRICES BY BPDB FROM KOREA.

HELP CANADIAN SUPPLIERS TO OFFER COMPETITIVE
BIDS IN FUTURE.

INVESTIGATE REQUIREMENTS FOR PLANNED IFI PROJECTS.

INCREASE NUMBER OF CANADIAN FIRMS COMPETING
IN THIS SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 INVESTIGATE REQUIREMENTS FOR PLANNED IFI PRO-
JECTS.

REVIEWED FORTHCOMING TENDERS BY RURAL ELECTRI-
FICATION BOARD.

QUARTER: 3 RESPONSIVE ACTIVITY ONLY

TENDER ALERTS TTD DRIE ON FEW NEW PDB PROJECTS.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 524-DHAKA

009-FOREST PRODUCTS, EQUIP, SERVICES
BANGLADESH

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSOLIDATE CANADIAN REPUTATION AS A LEADER IN THIS SECTOR
THROUGH PERIODIC CALLS ON GOVERNMENT OF BANGLADESH
DECISION MAKERS.

TO OBTAIN FROM FORESTRY DEPARTMENT EARLY
ADVICE ON TERMS OF REFERENCE FOR NEW PROJECTS

PROMOTION OF CANADIAN CAPABILITY BY DISTRIBUTING CANADIAN
COMPANIES BROCHURES.

OBTAIN FORESTRY DEPARTMENT ASSURANCE THAT CDN
COMPANIES WILL BE WELCOME BIDDERS/SUPPLIERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 DISCUSS IMPENDING CONSULTANCIES.

NO ACTION AS FORESTRY DEPARTMENT PLANNING STILL
IN DISARRAY.

QUARTER: 3 09
DISCUSS IMPENDING CONSULTANCIES

POSTPONED DWIG TO STAFF ABSENCES.

QUARTER: 4 -----

POST : 524-DHAKA

016-INDUSTRIAL MACHIN, PLANTS, SERV.
BANGLADESH

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	STUDY POSSIBILITY OF MAKING CANADIAN PROPOSAL FOR BALANCING AND MODERNIZATION OF FERTILIZER PLANT WITH CANADIAN EQUIPMENT UNDER EDC FINANCING.	MODEST INITIAL SALES OF CANADIAN EQUIPMENT IN THIS SECTOR.
	INVESTIGATE POTENTIAL COMPETITORS OF PROPOSED JOINT VENTURE CEMENT MANUFACTURING PLANT TO USE CANADIAN TECHNOLOGY AND EQUIPMENT.	PROVIDE CANADIAN EQUIPMENT MANUFACTURERS WITH ADDITIONAL MARKETING OPPORTUNITIES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 -----	
	QUARTER: 2 STUDY POSSIBILITY OF MODERNIZING FERTILIZER PLANT UNDER EDC FINANCING.	CANCELLED, AS EXECUTING AGENCY SECURED AID FINANCING.
	QUARTER: 3 INVESTIGATE POTENTIAL COMPETITION TO PROPOSED JOINT VENTURE IN CEMENT.	CANCELLED, AS CANADIAN INVESTOR HAS DELAYED FURTHER INVESTIGATIONS UNTIL LATER IN YEAR.
	QUARTER: 4 -----	

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 524-DHAKA

011-OIL & GAS EQUIPMENT, SERVICES
BANGLADESH

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSOLIDATE CANADIAN REPUTATION AS A LEADER IN THIS SECTOR
THROUGH PERIODIC CALLS ON GOVERNMENT OF BANGLADESH
DECISION MAKERS.

INCREASED CANADIAN PARTICIPATION IN
PROJECT PROCUREMENT IN THIS SECTOR.

OBTAIN INFORMATION ON DUTCH, USA, U.K., JAPANESE AND FRENCH COM-
PETITION IN BANGLADESH AND RECENT PURCHASE PRICES FROM THESE
COUNTRIES BY BANGLADESH OIL AND GAS CORPORATION.

HELP CANADIAN SUPPLIERS TO OFFER COMPETITIVE
BIDS IN FUTURE TENDERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 ANALYSE RECENT WINNING BIDS ON INTERNATIONAL
TENDERS.

DEFERRED OWING TO DELAYED RECRUITMENT OF COMMER-
CIAL OFFICER.

QUARTER: 3 REVIEW RECENT MARKET PERFORMANCE OF MAJOR
COMPETITORS.

POSTPONED IN LIGHT OF LOCAL POLITICAL
DISTURBANCES.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 524-DHAKA

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS		
	AGRICULTURE MINISTRY PLANS TO BUY FOUR TWIN OTTERS, BUT LACKS FINANCING. DEHAVILLAND IS INTERESTED. WE WILL WORK CLOSELY WITH CIDA AND EDC TO EXPLORE POSSIBLE FINANCING MECHANISMS.	CIDA WILL PROBABLY COVER PART OF THE REQUIREMENT UNDER AISP.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2	EXPLORE AIRCRAFT PROCUREMENT PLANS OF GOBD.	ARRANGED FACTORY VISITS IN CANADA FOR CONFIDANT OF DECISION-MAKERS.
QUARTER: 3	EXPLORE GOBD INTEREST IN TWIN OTTER.	DROPPED, OWING TO TERMINATION OF PRODUCTION.
QUARTER: 4 -----		

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 502-HONG KONG

005-COMM. & INFORM. EQP. & SERV
HONG KONG

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	TELECOMMUNICATIONS (INC SPACE)	
	CANADIAN CONSULTING AND EQUIPMENT MARKETING AND SALES TO CABLE TV INDUSTRY.	\$1,000,000
	PROMOTION OF VIDEOTEXT TO CABLE TV INDUSTRY.	SALES TO CABLE TV AND OTHER OPERATORS \$500,000.
	ADDITIONAL PROMOTION OF X.25 DEVICES TO HONG KONG MARKET.	ESTABLISH CANADA AS BEST SOURCE OF X.25 PRODUCTS \$2,000,000.
	COMPUTERS, SOFTWARE & SYSTEMS	
	SOFTWARE AND COMPUTER SERVICES MARKETING STUDY.	GUIDANCE TO CANADIAN INDUSTRY. SET PRIORITIES \$1,000,000.
	IN-HOUSE DEMONSTRATION AND SEMINARS BY COMPANIES.	DISTRIBUTION CONTRACTS, P.R. \$ 500,000.
	INFORMATION BROCHURE TO HONG KONG INDUSTRY ON PERIPHERALS AND SOFTWARE.	SOURCING OF PRODUCT FROM CANADA \$1,000,000.
	MEDIA CAMPAIGN TO ENHANCE AWARENESS OF CANADIAN CAPABILITIES.	PUBLIC ATTENTION, INTEREST.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	SOFTWARE '87/AUTOTCH '87 COSPONSORSHIP. MEDIA CAMPAIGN ON CDN TECHNOLOGY. SOFTWARE MISSION (APR. 87) SOFTWARE MARKETING STUDY. INHOUSE DEMONSTRATIONS /SEMINARS. INFORMATION BROCHURE ON CDN SOFTWARE. PROMOTION IF VIDEOTEXT TO CATV, X.25 PROMO	ACCOMPLISHED. PUBLICITY EXPECTED FALL 87 IN PLANNING. DONE \$400,000 SALES, 3 AGENTS APPOINTED. RETURN VISITS. DONE REPORTS GOING OUT TO PROVS + DG D/DEA. EXPECTED LATER IN FY87/88. IN PLANNING. BUDGET BEING SOUGHT. UNDERWAY. LTD SUCCESS WITH X/
QUARTER: 2	-SOFTWARE 87, AUTOTECH 87, COSPONSORSHIP. -TELECOMMUNICATIONS MARKET STUDY. -WIN EXPORT SOFTWARE STUDY.	-IN FINAL PLANNING STAGES. -TO BE AWARDED IN NEXT QUARTER. -MAJOR INVOLVEMENT IN ISSUING AND EVALUATING PROPOSALS, ETC. -IN HOUSE DEMONSTRATION/COGNOS. -MAJOR SUPPORT FOR \$55MN POLICE TELECOM PROJ. -SUPP. TO CDN CO RESULTING IN C\$25M
QUARTER: 3	-IN-HOUSE PRODUCT DEMOS AD SEMINARS. -PROMOTIONS TO CABLE TV INDUSTRY. -MEDIA AD DIRECT MAIL PROMOTIONS.	-PRODUCT DEMO TO HK POLIC BY MDI: SEMINAR SERIES BY INSTRUMENTATION MISSION/DEMOS BY UTLAS. -BOTH NETWORK PROPONENTS LINED UP CDN SUPPLIERS. -1987 OFFICE MACHINES SALES SHARPLY UP. -NEW CDN SUPPLIERS PURSUING LARGE GOVT PROJ. -MARKET STUDY

REPORT 4
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POST : 502-HONG KONG

005-COMM. & INFORM. EQP. & SERV
HONG KONG

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4

QUARTERLY RESULTS REPORTED:

PLANNING FOR JUNE SOFTWARE MISSION; - OBTAINED
COMMISSION CO-SPONSORSHIP (WITH HK PRODUCTIVITY
COUNCIL) FOR SOFTWARE SHOW IN 89; - REPORT ON
TELECOM SATELLITE PROGRAM IN HK; - TELECOMMUN-
ICATIONS STUDY COMPLETED AND WILL BE DISTRIBUTED

POST : 502-HONG KONG

015-CONSTRUCTION INDUSTRY
HONG KONG

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUILDING PRODUCTS

PROMOTION OF BUILDING PRODUCTS BY A)LOCATING SUITABLE AGENTS FOR
CDN SUPPLIERS B)MAILING CAMPAIGN C)ASSISTING AGENTS TO CONTACT
PROJECT DEVELOPERS/ARCHITECTS.

1986: C\$1.5 MILLION. 1987: C\$ 1 TO 1.5 MILLION

PROMOTION OF BUILDING PRODUCTS BY A)LOCATING SUITABLE AGENTS FOR
CDN SUPPLIERS B)MAILING CAMPAIGN C)ASSISTING AGENTS TO CONTACT
PROJECT DEVELOPERS/ARCHITECTS.

1987: C\$1.5 MILLION. 1988: C\$2.0 MILLION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IBEX ' 87 PAVILLION
MONITORING MAJOR CONSTRUCTION PROJECTS.

EXHIBITORS FROM CDA. \$7-8 MID. SALES I AGENT
INTELLIGENCE TO EXPORTERS AS REQUIRED.

QUARTER: 2 -IBEX 87.
-MAJOR HK PROJECTS.

-FOLLOW UP WITH CDN PARTICIPANTS.
-ONE MAJOR PROJECT LEAD RESULTED IN MAJOR SALE
OF C\$6.5 MILLION IN BUILDING PRODUCTS.

QUARTER: 3 -LOCATE AGENTS FOR CDN SUPPLIERS.
-ASSIST AGENTS TO IDENTIFY HK PROJECTS/DEVELOPER

-ASSISTED ONTARIO HOUSING MISSION TO FIND AGENTS
AND BUYERS; FOLLOWUP.
-SALES OF WOOD FLOORING, PLYWOOD.

QUARTER: 4 LOCATE AGENTS FOR CANADIAN SUPPLIERS.

- NEW JOINT VENTURE SIGNED RE: CONSTRUCTION AND
ARCHITECTURAL SERVICES; - NEW AGENCY AGREEMENT
RE: ARCHITECTURAL SERVICES, SIGNED.

502 - HONG KONG

HONG KONG

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

ELECTRONICS EQUIP. & SERV CONSUMER ELECTRONICS
INDIVIDUAL CONTACTS BASED ON MARKET KNOWLEDGE OF AND PERSONAL
ACQUAINTANCES IN HONG KONG ELECTRONICS INDUSTRY.

5-15% OF CONTACTS WILL INVEST: IMPOSSIBLE
TO QUANTIFY IN DOLLARS OR JOBS CREATED IN
CANADA.

CONSUMER PRODUCTS APPAREL (CLOTH, FUR, SHOES) TEXT
RESPOND TO INITIATIVES BY HONG KONG BUSINESSMEN OR INDUSTRIALISTS IN
CONSUMER PRODUCTS (IE. APPAREL/TEXTILES) INDUSTRY.

15-25% OF CONTACTS WILL INVEST: IMPOSSIBLE
TO QUANTIFY IN DOLLARS OR JOBS CREATED IN
CANADA.

COMM. & INFORM. EQP. & SERV TELECOMMUNICATIONS (INC SPACE)
RESPOND TO INITIATIVES BY CANADIAN ENQUIRERS FOR CAPITAL INVESTMENT
FROM HONG KONG IN COMMUNICATIONS AND INFORMATICS SECTORS THROUGH
INDIVIDUAL CONTACTS, LUNCHEON SEMINARS, (POSSIBLY DURING HIGH LEVEL
MINISTERIAL VISIT(S)).

1-5% OF CONTACTS WILL FIND INVESTORS:
IMPOSSIBLE TO QUANTIFY IN DOLLARS OR
JOBS CREATED IN CANADA.

CONSUMER PRODUCTS LEISURE PROD. TOOLS HARDWARE
SECTORIAL DIRECT MAILPIECES, PRE-SCREENED AND TARGETTED TO CONSUMER
PRODUCTS (IE. MACHINE TOOLS (HARDWARE SUPPLIES) SECTOR.

5-25% OF CONTACTS WILL INVEST: IMPOSSIBLE
TO QUANTIFY IN DOLLARS OR JOBS CREATED
IN CANADA.

SERVICE INDUSTRIES TOURISM
INFORMATION MEETINGS FOR HONG KONG INVESTORS (CORPORATIONS) BY
VISITING CHAMBERS OF COMMERCE AND LOCAL CDN TOURISM ASSOCIATIONS.

1-10% OF (INDIRECT) CONTACTS WILL INVEST:
IMPOSSIBLE TO QUANTIFY IN DOLLARS OR JOBS
CREATED IN CANADA.

NON SECTORALLY ORIENTED ACTIVITIES

COOPERATION WITH PROVINCIAL OFFICES THROUGH REGULAR MEETINGS AND
REFERRALS OF SPECIFIC PROVINCE TARGETTED INVESTORS PROJECTS.

RESULTS WILL DEPEND ON SUPP. FM PROV'L
OFF. : 15-25% OF ENQUIRIES INITIATED IN HK
WILL RESULT IN INVSTMT; 1-5% OF ENQUIRIES
INITIATED IN CDA WILL RESULT IN INVSTMT.

ONGOING LIAISON WITH AND REFERRAL OF ENQUIRIES TO CANADIAN LEGAL
FIRMS, BANKS AND ACCOUNTANTS IN HONG KONG.

10-15% OF ENQUIRIES PURSUED WILL RESULT IN
INVESTMENT.

MEETINGS WITH PROFESSIONALS (IE. CDN LAWYERS, BANKERS, ACCOUNTANTS,
AND BROKERS RESIDENT IN HONG KONG), TO MONITOR PROGRESS OF ENQUIRIES.

MORE ACCURATE ESTIMATE OF VALUE AND
DIRECTION OF BOTH DIRECT AND PORTFOLIO
INVESTMENTS FROM HONG KONG INTO CANADA.

502 - HONG KONG

HONG KONG

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

N/A

N/A

QUARTER : 2

ONE-ON-ONE COUNSELLING OF POTENTIAL INVESTORS;
OCCASIONAL SMALL INTERRELATED GROUP MEETINGS;
HOSPITALITY; OBTAINING OF DETAILED SECTOR -
SPECIFIC INFORMATION.

ESTABL. OF SALES OFFICE FOR HK MADE GARMENTS,
MTL, PQ; (2ND SUBSIDIARY OFFICE OF GUANGDONG
PROV'L OFFICE IN EDMONTN, ALTA, STILL UNDER NEGO-
TIATION DURING QUARTER). ONE RETAIL SHOP PURCHASE
IN VNCVR, BEING FIRST STOP IN MAJOR HIGH FASHION
APPAREL BUSINESS IN B.C. & ONT.; (NEGOTIA'NS ARE
ADVANCING IN SEVERAL MAJOR PROJS). ACTUAL TOTAL
INVSTMTS IN QUARTER: C\$300,00; NUMBER OF JOBS
CREATED: 5; + UNSPECIFIED \$ & JOBS IN SECOND OF
ABOVE RESULTS. (ABOVE NEGOTIA'NS SHOULD SOON

QUARTER : 3

ONE-ON-ONE COUNSELLING OF POTENTIAL INVESTORS;
OCCASIONAL SMALL INTERRELATED GROUP MEETINGS;
HOSPITALITY; OBTAINING OF DETAILED SECTOR -
SPECIFIC INFORMATION; DIRECT MAIL CAMPAIGN TO
'NETWORK'.

1. JOINT VENTURE FOOD PROCESSING & CATERING OPERA-
TION, DRILLIA, ONT. 2. ESTABLISHMENT OF OFFICE
FOR PAD PRINTERY, PENDING LOCATIONAL DECISION ON
MANUFACTURING OPERATION, TOR. ONT. 3. ELEC/PLASTIC
DISTRIBUTION OFFICE ESTABLISHED, MSSGA, ONT.
4. ESTABLISHMENT BY GUANGDONG DEVP LTD. PROVIN-
CIAL-BACKED OPERATION OF HEAVIER SOURCING OFFICE
5. ACQUISITION BY HK INVESTORS GROUP OF 2 JEWEL-
LERY RETAIL SHOPS. 6. OPENING OF CHINA TRAVEL
SERVICE. 7. ACQUISITION OF 2 FASHION OUTLETS.

QUARTER : 4

ONE-ON-ONE COUNSELLING OF POTENTIAL INVESTORS;
OCCASIONAL SMALL INTERRELATED GROUP MEETINGS;
HOSPITALITY; OBTAINING OF DETAILED SECTOR -
SPECIFIC INFORMATION; COORDINATION OF ITINER-
ARIES FOR VISITING INVESTMENT-ORIENTED CANA-
DIAN OFFICIALS.

(1) ACQUISITION AND RESTARTING BY HONG KONG SPEC-
TACLE MANUFACTURE OF CLOSED-DOWN SPECTACLE MAKER
NICOLET, QUEBEC. (2) FINALIZATION OF JOINT VENTURE
BETWEEN HONG KONG FIRM AND RAPESEED/CANOLA OPER-
ATION, EDMONTON, ALTA (3) ESTABLISHMENT OF CHINA-
TRADE IMPORT/EXPORT OFFICE BY HK/PRC FIRM, TOR-
ONTO, ONT. (4) ESTABLISHMENT OF OFFICE, TORONTO,
ONT. IN PREPARATION FOR SHOWROOM & DISTRIBUTION
OPERATION, SPECIALIZED TRADITIONAL FURNITURE, BY
TAIWAN FIRM CLAIMING CONDUIT TO CENTRE WEALTH/

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

POST : 502-HONG KONG

HON. PAT CARNEY, MINISTER, INTERNATIONAL TRADE (JAN 5-7) (3 MEMBERS) - 2 VISITS.
(2) INCOMING FUR BUYERS MISSION (JAN) (18 MEMBERS)
(3) ENERGY EQUIPMENT MISSION (JAN 18) (5 MEMBERS)
(4) INTERTOUR EXPO 88 - TOURISM FAIR (JAN 28-31) (32 MEMBERS)
(5) EDUCATION FAIR (FEB 4-8) (11 MEMBERS)
(6) HON. MONTE KWINTER, ONTARIO MINISTER OF INDUSTRY, TRADE & TECHNOLOGY/MISSION (FEB 7-12) (8 MEMBERS)
(7) HON. GRACE MCCARTHY, B.C. ECONOMIC DEVELOPMENT (FEB 26-MAR 3) (5 MEMBERS)
(8) REGIONAL ASBESTOS SEMINAR (FEB 28-29) (24 MEMBERS)
(9) MANITOBA MINISTRY OF BUSINESS DEVELOPMENT & TOURISM/MISSION & SEMINAR (FEB 23-27) (6 MEMBERS)
(10) FUR FAIR AND MISSION (FEB 27-MAR 3) (12 MEMBERS).
(11) ONTARIO SOYBEAN BOARD PROMOTION (MAR 26 - APR 2) (11 MEMBERS) (12) VANCOUVER PORT AUTHORITY MISSION (MAR 22-25) (2 MEMBERS) (13) MAJOR TOURISM SHOW (INTERTOUR EXPO 88), PLANNED BUT NOT PRIORITY SECTOR, ATTRACTED 22 CDN SUPPLIERS AND CDA PAVILION WON BEST ALL ROUND MARKETING EFFORT AWARD. (14) ENTREPOT TRADERS: FIRST PHASE OF ENTREPOT INVENTORY SUBMITTED/

POST : 521-ISLAMABAD

007-POWER & ENERGY EQUIP. & SERV.
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUED LIAISON WITH SENIOR MANAGEMENT OF WAPDA TO RESOLVE TARBELA TURBINE DISPUTE.

AWARD OF FOUR LARGE TURBINES TO A CANADIAN SUPPLIER WORTH C\$68 MILLION OVER 3-4 YEARS.

LOBBYING WITH WAPDA AND GOVERNMENT OF PAKISTAN TO OBTAIN APPROVAL FOR A FEASIBILITY STUDY INTO A LOW HEAD HYDRO PROJECT.

AWARD OF A FEASIBILITY STUDY UNDER CIDA CPPF PROGRAM WORTH C\$0.5- 1.4 MM.

LOBBYING WITH WAPDA TO SUPPORT CANADIAN COMPANIES PURSUING THE WORLD BANK'S COASTAL COAL FIRED POWER PROJECT FEASIBILITY STUDY.

SHORTLISTING OF AT LEAST ONE CANADIAN COMPANY FOR THIS STUDY WORTH C\$ 1-3 MM.

UPDATING OF POST'S BRIEFING NOTES ON THE POWER SECTOR WITH NEW SECTIONS ON WAPDA'S DECISION MAKING PROCESS.

BETTER PREPARATION FOR BUSINESSMEN SEEKING WAPDA PROJECTS.

LOBBYING WITH WAPDA FOR AWARD OF A LOW HEAD POWER PROJECT ON A NEGOTIATED BASIS.

BEGINNING OF CONTRACT NEGOTIATION FOR A LOW HEAD PROJECT WORTH C\$100-150 MM.

MONITORING OF GOP DELIBERATIONS FOR A US\$5 BILLION KALABAGH DAM PROJECT.

FORMATION OF CANADIAN CONSORTIUM TO PURSUE POWER HOUSE TENDERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RESOLVE TARBELA DISPUTE. - OBTAIN FEASIBILITY STUDY FOR LOW HEAD POWER. WIN COASTAL COAL FIRED POWER STUDY.

TARBELA RESOLVED. CONTRACT NEGOTIATIONS WITH DOMINION BRIDGE-SULZER UNDERWAY. COASTAL COAL POWER STUDY NOT YET AWARDED.

QUARTER: 2 WIN FEASIBILITY STUDIES FOR: -KESC'S 200 MW OIL FIRED POWER STATION. -COASTAL COAL FIRED POWER STATION.

-FEASIBILITY STUDY HAS BEEN SUBMITTED BY W.P. LONDON/SNC AND IS BEING EVALUATED BY MINISTRY OF WATER AND POWER. -FEASIBILITY STUDY HAS BEEN SUBMITTED BY SHAWINIGAN INTEG AND IS BEING EVALUATED BY WAPDA.

QUARTER: 3 WIN FEASIBILITY STUDY FOR COASTAL COAL FIRED POWER PROJECT (WAPDA).

SHAWINIGAN INTEG HAS NEGOTIATED FEASIBILITY CONTRACT WITH WAPDA IN NOVEMBER. WAPDA NOW AWAITING WORLD BANK APPROVAL.

QUARTER: 4 WIN FEASIBILITY STUDY FOR COASTAL COAL FIRED POWER PROJECT (WAPDA).

SHAWINIGAN INTEG NEGOTIATIONS WERE FINALIZED IN NOV. & SENT TO WORLD BANK FOR APPROVAL LATE DEC. 87. WORLD BANK APPROVED NEGOTIATIONS. WAPDA HAS NOW INVITED SHAWINIGA FOR SIGNING OF TENDER.

REPORT 4
88/07/27

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

Page 31

POST : 521-ISLAMABAD

007-POWER & ENERGY EQUIP. & SERV.
PAKISTAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 ASSIST IN FINALIZING BID DOCUMENTS FOR TARBELA
LOAN SIGNING BEFORE END OF FISCAL YEAR 1987-88.

QUARTERLY RESULTS REPORTED:

DOCUMENTATION COMPLETED & ACCEPTED BY EDC/CIDA/
GOVERNMENT OF PAKISTAN. DISBURSEMENT OF LOAN
COMMENCED FROM END OF MARCH 1988.

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

POST : 521-ISLAMABAD

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

LOBBYING WITH PTT AND MINISTRY OF COMMUNICATIONS TO OBTAIN A
"NO OBJECTION CERTIFICATE" FOR CANADIAN-MADE PABX EQUIPMENT.

IMPLEMENTATION OF AT LEAST ONE JOINT-VENTURE
WITH A LOCAL COMPANY BEFORE THE END OF CFY
86/7.

PROMOTION OF A CANADA-PAKISTAN SCIENTIFIC COOPERATION AGREEMENT
WITH SUPARCO FOCUSED UPON REMOTE SENSING AND SATELLITE TELECOM-
MUNICATIONS.

START A DIALOGUE BETWEEN EXT AFF HQ AND
GOVERNMENT OF PAKISTAN ON A POSSIBLE
AGREEMENT.

PREPARATION OF MARKETING REPORT ON PTT'S MODERNIZATION PLAN AND
DISSEMINATION TO CANADIAN EXPORTERS.

DISSEMINATION OF ADVANCE INFORMATION ON PTT'S
REQUIREMENTS LEADING TO MINIMUM TWO CANADIAN
BIDS ON ITS TENDERS.

PROMOTION OF MAJOR CANADIAN MANUFACTURERS WITH PTT AND GOVERNMENT
OF PAKISTAN.

NEW PROPOSALS BY AT LEAST ONE CDN COMPANY FOR
A LOCAL INVESTMENT IN TELECOMMUNICATIONS
EQUIPMENT MANUFACTURING

ASSISTANCE FOR NEGOTIATIONS LEADING TO A SCIENTIFIC COOPERATION
AGREEMENT WITH SUPARCO.

CONCLUSION OF AN AGREEMENT LEADING TO TECH-
NICAL EXCHANGE ON PAKISTAN'S SATELLITE
PROGRAM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 HELP NORTHERN TELECOM (NT). OBTAIN NO OBJECTION
CERTIFICATE FOR MITEL. PROMOTE CANADA-PAKISTAN SC-
IENTIFIC COOP AGREEMENT WITH SUPARCO. PREPARE
MARKETING REPORT.

NORTHERN TELECOM CANCELLED ITS HIGH LEVEL VISIT
TWICE & HAS MAJOR PROBLEM WITH ITS EXISTING CON-
TRACTS. NO OBJECTION CERTIFICATE OBTAINED. OUR
MARKETING REPORT PREPARED & DISTRIBUTED. BCI SUD-
DENTLY DROPPED PAK-A MAJOR BLOW TO OUR EFFORT.

QUARTER: 2 -HELP NORTH. TELECOM TO RESOLVE PABX PROBLEM
WITH PTT. -DETERMINE PTT'S INTENTION ABOUT
SECOND DIGITAL SWITCHING FACTORY. -PROMOTE CDA-
PAKISTAN SCIENTIFIC COOPERATION AGREEMENT WITH
SUPARCO.

-NT VISITED PTT IN AUGUST. BOTH ORGANIZATIONS
AGREED ON HOW TO RESOLVE PABX PROBLEM. -PTT
INTENDS TO REQUEST NT TO BID ON SECOND FACTORY.
-DRAFT AGREEMENT APPROVED BY GOVERNMENT OF
PAKISTAN.

QUARTER: 3 HELP NT TO RESOLVE PABX PROBLEM WITH PTT. HELP
PROMOTE NORTH. TELECOM'S EFFORTS TO BID FOR 2ND
DIGITAL SWITCHING FACTORY. PROMOTE CDA PAKISTAN
SCIENTIFIC COOPERATION AGREEMENT WITH SUPARCO.

NT HAS BEEN UNABLE TO RESOLVE PABX INTERFACE PRO-
BLEM. POST HAS URGED NT TO RESOLVE PROBLEM. NT/
NETAS PREPARING BID FOR 2ND DIGITAL FACTORY.
DRAFT AGREEMENT APPROVED BY GOV'T OF PAKISTAN
SENT TO OTTAWA FOR APPROVAL.

QUARTER: 4 -----

POST : 521-ISLAMABAD

011-OIL & GAS EQUIPMENT, SERVICES
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WIDEN POSTS CONTACTS IN THE INDUSTRY BY IN-COUNTRY TRAVEL TO CALL
REGULARLY UPON SENIOR EXECUTIVES OF PRIVATE SECTOR OIL COMPANIES
AND PIPELINES.

WIDEN CANADIAN SALES PENETRATION BEYOND OGDC
AND INCREASE OUR MARKET SHARE.

ASSISTANCE TO CANADIAN COMPANY THAT HAS CONCLUDED NEGOTIATIONS
FOR A CONCESSION.

SUCCESSFUL INITIAL PHASE OF CANADIAN
ACTIVITY IN THIS SECTOR.

UPDATE MISSION BRIEFING NOTES ON THE OIL & GAS INDUSTRY & INCLUDE
INFORMATION ABOUT GRANTING OF OIL AND GAS CONCESSIONS.

HEIGHTENED INTEREST IN PAKISTAN FOR CANADIAN
CAPABILITIES PREPARATION BY EXPORTERS
VISITING THE MARKET.

ASSISTANCE TO SEVERAL CANADIAN EXPLORATION COMPANIES INTERESTED
IN CONCESSIONS.

SECOND CONCESSION GRANTED TO CANADIAN OIL AND
GAS EXPLORATION COMPANY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 --ASSIST CANADIAN COMPANIES SEEKING PETROLEUM
CONCESSION AREAS IN PAKISTAN.

--ARRANGED PETRO-CANADA AND HOME OIL'S VISIT FOR
JOINT NEGOTIATIONS WITH GOVERNEMENT OF PAKISTAN.
AGREEMENT EXPECTED TO BE SIGNED IN NEXT QUARTER.

QUARTER: 3 ASSIST CDN COMPANIES SEEKING PETROLEUM CONCES-
SION AREAS IN PAKISTAN.

PROMOTE PETROCAN & HOME OIL'S EFFORTS TO SIGN
AGREEMENTS WITH GOV'T OF PAKISTAN.

QUARTER: 4 ASSIST CANADIAN COMPANIES SEEKING PETROLEUM
CONCESSION AREAS IN PAKISTAN.

PETRO CANADA, HOME OIL AND SCEPTRE RESOURCES
SIGNED LEASE AGREEMENT WITH GOVERNMENT OF
PAKISTAN.

POST : 521-ISLAMABAD

003-GRAINS AND OILSEEDS
PAKISTAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OILSEEDS

NEGOTIATION OF (A) ADDITIONAL AFGHAN REFUGEE RELIEF AID AND (B) NEW BILATERAL (CDN/PAK) FOOD AID FOCUSSED UPON CANOLA OIL BY CIDA

MAINTENANCE OF \$5-6 MM SALE FOR AFGHAN RELIEF AND INTRODUCTION OF CANOLA OIL TO LOCAL MARKET. POSSIBLE COMBINED SALES OF UPTO \$20 MM IN FY 86/7.

FOLLOW UP UPON CANOLA OIL MISSION SCHEDULED FOR JANUARY 87.

IDENTIFICATION & INTRODUCTION TO PAKISTAN OF AT LEAST 2 CANOLA OIL SUPPLIERS SERIOUSLY INTERESTED IN PAKISTANI MARKET. IDENTIFICATION OF TECHNICAL BARRIERS TO INTROD. OF CANOLA OIL

ESTABLISHMENT OF CLOSE RELATIONS WITH LOCAL AGENTS FOR CANOLA OIL SUPPLIERS (PROBABLY MITSUI & MITSUBISHI)

COORDINATED MARKETING ACTIVITY BY POST, AGENTS AND EXPORTERS.

PREPARATION OF ANNUAL SURVEY OF WHEAT, COARSE GRAINS & OILSEEDS MARKET.

PROVIDE BASIC MARKET INFORMATION TO BUREAU FOR DISSEMINATION TO INDUSTRY.

PRESENTATION ON CANADIAN CAPABILITY BY INDEPENDENT OIL SEED EXPERT DURING PLANNED COMMODITY FORUM.

ENHANCE CANOLA OIL REPUTATION AS DEPENDABLE SUBSTITUTE FOR SOYABEAN OIL.

INTENSIFY VISITS UPON GHEE CORPORATION IN LAHORE AND PRIVATE OIL SEED CRUSHERS AND BROKERS.

OBTAIN ADVANCE INFORMATION ABOUT GHEE CORP SOFT VEGETABLE OIL TENDERS. ENSURE AT LEAST TWO BIDS ON GHEE CORP TENDERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEGOTIATION OF BILATERAL FOOD AID FOR CANOLA OIL BY CIDA. FOLLOW-UP ON CANOLA OIL MISSION. ESTABLISH CLOSE RELATION WITH PAK AGENTS OF CANOLA EXPORTERS.

\$13 MM CANOLA FOOD AID SHIPPED BY CIDA TO PAK. FORMATION OF CANOLA EXPORT CONSORTIUM FOR PAK IN WESTERN CDA. APPOINTMENT OF LOCAL AGENT BY CDN EXPORT CONSORTIUM. CIGI TRAINING COURSE FOR WAHEED KHAN.

QUARTER: 2 -ENSURE THAT FIRST LOT OF 26000 MT CANOLA OIL SUPPLIED BY CIDA TO PAKISTAN IS PROCESSED PROPERLY BY LOCAL COMPANIES, THUS ENHANCING ITS MARKET ACCEPTABILITY.

-CANOLA OIL TECHNICAL SEMINARS WERE HELD IN THREE CITIES. PROBLEMS ENCOUNTERED IN ITS PROCESSING WERE DISCUSSED AND SOLUTIONS RECOMMENDED -AS A RESULT, INTEREST IN CANOLA OIL INCREASED & SEVERAL IMPORT INQUIRIES WERE RECEIVED.

QUARTER: 3 ENCOURAGE CDN CANOLA CRUSHER COMPANIES TO MEET WITH LOCAL COMPANIES.

TO PROMOTE & ARRANGE A CANOLA USERS/PROCESSORS MISSION TO CANADA.

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

POST : 521-ISLAMABAD

003-GRAINS AND OILSEEDS
PAKISTAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 ARRANGE INCOMING GRANOLA OIL MISSION TO CANADA
IN MARCH 1988.

QUARTERLY RESULTS REPORTED:

TGO POSTPONED MISSION AS PER RECOMMENDATION OF
CANOLA OIL CRUSHERS.

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

POST : 521-ISLAMABAD

POST ORGANIZED DAIRY TECHNICAL SEMINARS IN FOUR CITIES IN
PAKISTAN IN JANUARY 1988 WITH HELP OF AGRICULTURE CANADA/
IPB; (02) AGRICOTT PRESENTED BOIVINE HEALTH CERTIFICATE FOR
EXPORT OF CATLE WHICH WAS APPROVED BY MINISTRY OF FOOD,
AGRICULTURE AND COOPERATIVES, GOVERNMENT OF PAKISTAN.

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

POST : 505-JAKARTA

007-POWER & ENERGY EQUIP. & SERV.
INDONESIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	HYDRO	
	MISSION IS WORKING WITH CONSULTING ENGINEERING FIRM WHO IS ENDEAVORING TO PUT TOGETHER A FINANCING PACKAGE FOR THE SENTANI PROJECT.	\$85 MILLION
	MISSION IS WORKING WITH CONSULTING ENGINEERING COMPANY ON FINANCING PACKAGE FOR 13 MINI HYDRO SITES.	\$26 MILLION.
	NUCLEAR	
	ASSISTANCE TO AECL IN MARKETING PHASE III LAB.	\$ 40 MILLION.
	ONGOING ASSISTANCE TO AECL IN THE PROMOTION OF THE CANDU NUCLEAR REACTOR #1.	\$ 1 BILLION.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-NUCLEAR POWER PROGRAM REPORT; -AECL PHASE III LAB SUPPORT; -ASSISTANCE TO ACRES & TERCULT TO PUT TOGETHER FINANCING PACKAGE FOR SENTANI INCLUDING MINI-HYDRO PROJECTS RESPECTIVELY.	-REPORT SUBMITTED; -BID SUBMITTED, NEGOTIATIONS CONTINUING; -ATTEMPTS HAVE BEEN UNSUCCESSFUL TO DATE; SUMITOMO MAY FINANCE SENTANI IN VIEW OF CDA'S APARENT INABILITY TO DO SO.
QUARTER: 2	AECL PHASE III LAB SUPPORT. SUPPORT FOR CONTINUING AECL PURSUIT OF INDONESIAN POWER REACTOR PROJECT. PURSUIT OF POWER TRANS/DISTR. EQPT PROSPECTS IDENTIFIED IN REPORT PREPARED BY DRIE/GMEE.	VISIT OF AECL PRESIDENT IN SUPPORT OF POWER REACTOR PROPOSAL.
QUARTER: 3	PARTICIPATION IN 2 TRADE FAIRS (INDO ENERGY & ELECTRIC INDONESIA)	PARTICIPATION IN INDO ENERGY (INFO BOOTH PLUS 1 CO. BOOTH) & ELECTRIC INDONESIA (INFO BOOTH PLUS 3 COMPANY BOOTHS)
QUARTER: 4	ASSIST COMPANIES IN PURSUIT OF ONGOING MARKET PROSPECTS IN POWER & ENERGY EQUIP. & SERVICES, THROUGH CONSTANT LIAISON WITH GOI POWER UTILITY AND RELEVANT PLANNING BODIES.	GOI PURSUIT CONSIDERATION OF NUCLEAR POWER STATION(AECL/MARUBENI HAS INDICATED INTEREST IN PARTICIPATION. POST INITIATED TRADING RELATIONSHIP BETWEEN WESTINGHOUSE(CDN) & MONENCO WITH VIEW TO PURSUING TURBINE-POWERED TURN-KEY PROJ.

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

POST : 505-JAKARTA

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	REMOTE SENSING SEMINAR.	IMPROVED MARKET ACCESS
	TELECOMMUNICATIONS (INC SPACE)	
	PROMOTION OF SECOND DIGITAL SWITCHING PROJECT	POTENTIAL FOR SUCCESS IN PROVIDING CONSULTING SERVICES.
	PROMOTION OF 15,000 LINE TELEX GATEWAY.	POTENTIAL FOR SUCCESS IN PROVIDING EQUIPMENT.
	IDENTIFY REQUIREMENTS COMPATIBLE WITH CDN SUPPLY CAPABILITY IN SPACE AND RURAL TELECOMMUNICATIONS SECTOR.	SALES PROSPECTS FOR EQUIPMENT, TRAINING AND CONSULTING SERVICES.
	VISIT OF SENIOR PERUMTEL OFFICIAL TO CANADA.	GREATER AWARENESS OF CANADIAN CAPABILITIES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-REMOTE SENSING SEMINAR. -VISIT OF SENIOR PERUMTEL OFFICIAL TO CANADA.	-EVENT HELD PLUS 2 DAYS OF FOLLOW-UP MEETINGS; AS A RESULT BERCHA INT;L IS PURSUING TRAINING CONTRACT WORTH \$500,000 WITH POSSIBILITY OF FOLLOW-UP CONTRACT; -MET DIRECTORS OF PERUMTEL & REACTION POSITIVE; PLANNING OF VISIT IN PROGRESS
QUARTER: 2	CONTINUE TO ASSIST COYS IN PURSUIT OF REMOTE SENSING ACTIVITIES. MORE FOCUS ON COMPUTER HARDWARE/SOFTWARE PROSPECTS. MONITORING OF TELECOMS PROSPECTS; CONTINUE TO SENSITIZE INDON OFFICIALS TO CDN CAPABILITIES.	REMOTE SENSING: SIGNING OF AERIAL MAPPING CONTRACT (AQUARIUS FLIGHT INC). POST REP ATTENDED INFORMATICS 87 IN SINGAPORE (COMPUTER SOFTWARE EXHIBITION). DIRECTOR OF ENG., PERUMTEL, VISITS CANADA TO ATTEND TEMIC INAUGURAL PROGRAM.
QUARTER: 3	CONTINUE TO ASSIST COS IN PURSUIT OF REMOTE SENSING ACTIVITIES. MONITORING OF TELECOMS PROSPECTS & ASSISTANCE TO COMPANIES IN PURSUIT OF THESE. PLANNING FOR ADVANCED TECH MISSION IN FEB 88.	REMOTE SENSING: RESOLUTION/CLARIFICATION OF SECURITY CLEARANCE DELAYS RE AERIAL MAPPING. ASSISTANCE TO CMC, TSI, ET AL IN ONGOING PURSUIT OF IDENTIFIED TELECOMS PROJECTS. FINALIZATION OF PLANNING FOR ADVANCED TECH MISSION.
QUARTER: 4	CONTINUE TO ASSIST COMPANIES IN PURSUIT OF TELECOMS PROJECTS. CONTINUE TO ASSIST COMPANIES IN PURSUIT OF REMOTE SENSING ACTIVITIES, THROUGH LIAISON WITH GOI AND MONITORING OF ADB & IBRD FUNDING PROSPECTS.	TWO, VERY SUCCESSFUL ADVANCED TECH MISSIONS (ONE DEA SPONSORED, ONE GOVT OF QUEBEC SPONSORED). TELECOMS PROJ. BEING PURSUED BY TSI & CMC VERY CLOSE TO FRUITION (OUTSIDE PLANT/IMS AND NETWORK IMPROVEMENT, RESPECTIVELY).

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

POST : 505-JAKARTA

011-OIL & GAS EQUIPMENT, SERVICES
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:
MARKET IDENTIFICATION/OPPORTUNITY REPORT.

ANTICIPATED RESULTS:
IDENTIFY MARKET OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 CONTINUE TO MONITOR AND ASSIST COYS TO PURSUE
PROSPECTS IN SECTOR WHICH HAS BEGUN TO SHOW
SIGNS OF IMPROVEMENT.

ASSISTED IN MAJOR GOVT OF ALBERTA PARTICIPATION
IN PIPETECH '87.

QUARTER: 3 CONTINUE TO MONITOR & ASSIST COMPANIES TO PURSUE
PROSPECTS IN SECTOR WHICH HAS BEGUN TO SHOW SIGN
OF IMPROVEMENT.

ASSIS. TO ICL ENGINEERING IN BID AN EXPANSION OF
PERTAMINE BANTANG LNG-PLANT(SUPPLY OF FRP PIPE
WORTH APPROX. CDN\$3.5M). PHILLIPS CABLES LTD.
WITH POST SUPPORT IS MAINTAINING & CONTINUING TO
SUPPLY CBLES TO LOCAL OI & GAS INDUSTRIES.

QUARTER: 4 CONTINUED ASSISTANCE TO COMPANIES IN GRADUALLY
IMPROVING SECTOR.

JOINT OPS AGREEMENT BETWEEN PERTAMINA & CDA
NORTHWEST ENERGY LTD., CALGARY. CDA NORTHWEST
WILL INVEST U.S. \$40M OVER 5 YR IN OPERATIONAL
AREA COVERING 4.630 SQ. KM. IN S. SUMATRA. PHILLIPS
CABLES. CMI ENG., SPARROW ELECTRIC & SITE OIL TOOL

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

POST : 505-JAKARTA

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

RAIL

EMBASSY IS PRESSING GOVERNMENT OF INDONESIA TO MAKE A DECISION ON ADDITIONAL LOCOMOTIVES AND COAL CARS.

\$38 MILLION.

VISIT PADANG AREA TO REVIEW PROGRESS ON OMBILIN COAL MINE EXPANSION AND RELATED RAILWAY EXPANSION.

POTENTIAL FOR CANADA TO FINANCE UP TO \$120 MIL PROJECT.

PREPARE REPORT ON PLANS FOR URBAN RAIL TRANSPORTATION SECTOR WITH OFFICIALS OF PJKA, DEPT OF COMMUNICATIONS, DKI JAKARTA.

POTENTIAL SALE OF URBAN RAIL TRANSPORTATION SYSTEM (\$80 MIL).

AEROSPACE

ASSISTANCE IN THE PROMOTION OF ADDITIONAL SALES FOR 76, PT&T-3B TWIN PAC ENGINES.

ONGOING SUPPLY.

PROMOTION OF CO-PRODUCTION OF WATER BOMBERS.

MAY BE LIMITED BECAUSE OF POSSIBLE TRANSALL CONVERSIONS FOR WATER-BOMBER ROLE.

PROMOTION OF CANADAIR CL601 CHALLENGER

INDETERMINATE.

IDENTIFY POTENTIAL AREAS FOR COLLABORATION.

EQUIPMENT SALES/JOINT VENTURE/LICENSING ARRANGEMENTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PRESS THE GOVERNMENT OF INDONESIA TO MAKE A DECISION ON PURCHASE OF ADDITIONAL LOCOMOTIVES AND RAIL CARS.

GOVT OF INDONESIA HAS ACCEPTED CIDA/EDC C\$44.5 MILLION FINANCING PROPOSAL AND PROVIDED RAILROAD WITH AUTHORITY TO PURCHASE 265 RAILCARS AND 15 LOCOMOTIVES.

QUARTER: 2 PRESS GOI TO MAKE DECISION ON PURCHASE OF ADDITIONAL LOCOMOTIVES AND RAIL CARS

PURCHASE OF RAIL CARS PENDING AND PROSPECTS FOR LOCOMOTIVE SALES CONTINUE TO BE PURSUED.

QUARTER: 3 CONTINUE TO PRESS GOI TO MAKE DECISION ON PURCHASE OF ADDITIONAL LOCOMOTIVES & RAILERS, & STEEL RAIL.

NEGOTIATIONS ON THESE SALES IN CLOSING STAGES, & FAVOURABLE DECISIONS ANTICIPATED.

QUARTER: 4 PRESS GOI TO MAKE DECISION ON PURCHASE OF ADDITIONAL LOCOMOTIVES AND RAILCARS, AND STEEL RAIL.

GOI DECISION TO PURCHASE ADDITIONAL LOCOMOTIVES AND RAIL CARS (SEE ATTACHED BUSINESS INFLUENCED FORMS).

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

POST : 505-JAKARTA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ELECTRICAL & ELECTRONIC

SENSITIZE INDONESIAN AUTHORITIES TO CANADIAN DEFENCE
INDUSTRY CAPABILITIES.

IMPROVE MARKET ACCESS FOR CANADIAN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE AWARENESS OF CANADIAN DEFENCE INDUSTRY.

-MET MILITARY LIAISON OFFICER: DISCUSS DEFENCE
MISSION TO CDA. REACTION POSITIVE; DATES SET LATER
WHEN TIMING IS BETTER FOR INDONESIA; -MTGS WITH
P. T. PAL RE: INDO FRIGATE PROGRAM; -ATTEND PARIS
AIR SHOW & ESCORT INDO DELS TO CDN BOOTHS.

QUARTER: 2 PROMOTE AWARENESS OF CANADIAN DEFENCE INDUSTRY.

ONGOING MEETINGS WITH INDONESIAN MILITARY WITH
RESULT THAT OPPORTUNITIES HAVE BEEN IDENTIFIED
FOR AIRCRAFT REFURBISHMENT/UPDATE AND PROVISION
OF SHIP-BORNE EQPT FOR NEW FRIGATE PROGRAM, AND
AVGP PROPOSAL MAY YET BE RESURRECTED.

QUARTER: 3 PROMOTE AWARENESS OF CDN DEFENCE INDUSTRY.

VISIT TO NAVAL 87 IN SINGAPORE (NOV) & REPORT.
ONGOING MEETINGS WITH INDON. MILITARY RE SONAR
REQUIREMENTS, DIVING EQUIPMENT REQUIREMENTS, AIR
FORCE INTEREST: NEW TACAN EQPT & DOPPLER NAVIG.
RADAR FOR HELICOPTERS.

QUARTER: 4 PROMOTE AWARENESS OF CANADIAN DEFENCE INDUSTRY.

VISIT TO ASIAN AEROSPACE '88 IN SPORE (FACILITATED
CONTACTS BETWEEN CDN & INDONESIAN AEROSPACE IND.
REPS). MENASCO (LANDING GEAR OVERHAUL) & VAC-AERO
(QUENCH OIL FURNACE) PROJECTS WITH IPTN CLOSE TO
FRUITION.

QUARTER: 4 PROMOTE AWARENESS OF CANADIAN DEFENCE INDUSTRY.

SALE OF CMC DOPPLER NAV. EQUIP. TO IPTN
FOR INDONESIAN ARMY AIR. DISCUSS/DECISION
(WHILE AT HITEC) FOR SHIP SYSTEM MSN TO
INDONESIA IN JUNE '88.

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

POST : 505-JAKARTA

VISIT TO JAKARTA BY MINT IN JANUARY '88.
CONSIDERABLE EFFORT MADE TO PROMOTE VISIT TO CANADA BY INDON
MIN. OF SCIENCE & TECH, HABIBIE, AND INDON. MIN. OF TOURISM,
POST & TELECOM (INVITATIONS HAVE NOW BEEN ISSUED).
(3) PROVIDED CONTINUED ASSISTANCE TO CANADIAN MARCONI IN
TELEX PROJECT BID. (4) PROVIDED CONTINUED ASSISTANCE TO TSI
IN TELEX PROJECT BID. (5) PROVIDED CONTINUED ASSISTANCE TO
SIDNEY STEEL IN STEEL RAIL PROPOSAL.

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

POST : 511-KUALA LUMPUR

005-COMM & INFORM. EQP. & SERV
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

REMOTE SENSING

DEVELOP CONTACT WITH KEY MEMBERS OF THE MALAYSIAN REMOTE SENSING COMMITTEE.

ESTABLISH AWARENESS OF CDN EXPERTISE & ESTABLISH CDN HIGH COMM AS AN IMPORTANT LINK BETWEEN BUYERS & CDN SUPPLIERS.

VISIT PRINCIPAL USERS OF REMOTE SENSING SYSTEMS TO DEVELOP AN AWARENESS OF MARKET NEEDS AND AREAS OF OPPORTUNITY.

ESTABLISH INVENTORY OF EXISTING REMOTE SENSING ACTIVITIES & OPPORTUNITIES FOR INCREASING DOWNSTREAM CANADIAN SALES.

DEVELOP A STRATEGY FOR MARKET DEVPMT AND EXPANSION IN REMOTE SENSING.

FIELD & ENHANCE OUR SALES PROSPECTS.

CONCERTED FOLLOW UP WITH PARTICIPANTS IN THE FEBRUARY 1987 REMOTE SENSING SEMINAR.

IDENTIFICATION OF CONCRETE SALES PROSPECTS THAT WOULD BE REFERRED TO CANADA FOR ACTION.

DEVELOP A PLAN OF ACTION TO PROMOTE THE CONCEPT OF SATELLITE EARTH STATIONS FOR REMOTE SENSING.

BETTER POSITION CDN COS ON BIDS IN UPCOMING TENDERS.

PROMOTE INFORMATION EXCHANGE & COOPERATION ACTIVITIES BETWEEN CDN CENTRE FOR REMOTE SENSING & RELATED CDN INSTITUTIONS AND COUNTERPART MALAYSIAN ORGANIZATIONS.

ESTABLISH STRONG BILATERAL RELATIONSHIP IN EMERGING FIELD & FACILITATE TECHNOLOGY TRANSFER.

TELECOMMUNICATIONS (INC SPACE)

CONCERTED FOLLOW UP WITH MALAYSIAN PARTICIPANTS AT CANADA ASEAN FORUM & EXPO INDUSTRIAL COOPERATION AND 1986 REGIONAL ITU TRAINING CONFERENCE AT VANCOUVER.

REINFORCE CDN IMAGE AS HIGH TECH LEADER, FINALIZE NEW AGENCIES FOR CDN FIRMS AND PROMOTE POTENTIAL JOINT VENTURES MANUFACTURE.

EFFECT A STRATEGY TO ENHANCE CDN INVOLVEMENT IN MALAYSIAN TELECOMMUNICATION DEVELOPMENT.

CDN COS PROVIDING CONSULTING & RELATED SERVICES TO STM. 2 NEW CDN COMPANIES INTRODUCED TO MALAYSIAN MARKET.

DETERMINE DETAILS OF REVISED FIVE YEAR PLAN DEVELOPMENT PROGRAM FOR TELECOMMUNICATIONS SECTOR.

IDENTIFY CONCRETE PROJECTS/OPPORTUNITIES FOR CANADIAN INDUSTRY OVER NEXT FIVE YEARS.

DEVELOP SENIOR LEVEL CONTACTS AT STM TO IDENTIFY NEW AREAS OF OPPORTUNITY ARISING FROM PRIVATIZATION AND ENSURE THAT RELEVANT CANADIAN CAPABILITIES ARE MADE KNOWN.

INCREASE IN CANADIAN GOODS SUPPLY BY AT LEAST 10%.

SYSTEMATIC PROGRAM OF VISITS TO MEET PRINCIPAL MALAYSIAN TELECOMMUNICATIONS EQUIPMENT MANUFACTURERS TO IDENTIFY AREAS OF POTENTIAL JOINT VENTURE INTEREST.

ESTABLISH AT LEAST ONE CANADIAN COMPANY IN A JOINT VENTURE IN MALAYSIA.

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

POST : 511-KUALA LUMPUR

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

INVESTIGATE IN DETAIL GOVERNMENT OF MALAYSIA RURAL TELEPHONE
DEVELOPMENT PLANS.

RE-ESTABLISH CDN MANUFACTURERS OF ANCILLARY
EQUIPMENT AS QUALITY SUPPLIERS OF RURAL
TELEPHONE SYSTEMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 HEIGHTEN AWARENESS OF CDN REMOTE SENSING TECH.
AND IDENTIFY AREAS OF OPPORTUNITY; ESTABLISH
SENIOR CONTACTS AT STM AND UNDERTAKE PROGRAM OF
VISITS TO PRINCIPAL EQUIPMENT BUYERS/MANUFAC-
TURERS.

MET WITH D.G. OF SURVEY & MAPPING, GEOLOGICAL
SURVEY DEPTS; ARRANGED PAMAP DEMONSTRATIONS TO
AGRIC DEPT, PROMOTED REMOTE SENSING APPLICATION
FOR CROP FORECASTING. SPAR & SR TELECOM VISITED
KL, APPOINTED AGENTS, IDENTIFIED POTENTIAL J. V.

QUARTER: 3 REP. WITH SR LEVEL GOV'T COMMUNICATIONS OFFIC-
IALS TO PROMOTE CDN CAPABILITIES; DEVELOP MKT FOR
REMOTE SENSING EQUIPMENT; DEVELOP PLAN OF ACTION
WITH MDA TO PROMOTE SATELLITE EARTH STATIONS.

MET SR OFFICIALS AT STM, RTM, SURVEY DEPT TO PRO-
MOTE SPAR, LEBLANC & ROYLE, NEXUS, AEG BAYLY & LAND
REG. INFO SERVICES; PCI IMAGE ANALYSIS SYS. SOLD
TO ITM(\$100K); AGREEMENT REACHED WITH EPU FOR
PURCHASE OF MDA GEOCODED IMAGE ANA. SYS. (\$3.0M)

QUARTER: 4 -----

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

POST : 511-KUALA LUMPUR

011-OIL & GAS EQUIPMENT, SERVICES
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

IMPLEMENT SYSTEMATIC PROGRAM OF INTERVIEWS WITH CURRENT AND POTENTIAL REPRESENTATIVES TO ASSESS THEIR ABILITY/INTEREST TO ACT ON BEHALF OF CANADIAN SUPPLIERS.

ABLE TO READILY RECOMMEND EFFECTIVE MALAYSIAN AGENTS/JOINT VENTURE PARTNERS FOR INTERESTED CANADIAN COMPANIES.

PROMOTE CANADIAN TRAINING PROGRAMS IN OIL AND GAS SECTOR IN SUPPORT OF VARIOUS FIRMS PURSUING CONTRACTS.

CDN CO AWARDED VONTRACT SECURE MALAYSIAN PARTICIPATION AT THE ALBERTA SUMMER INSTITUTE FOR PETROLEUM INDUSTRY DEVPT.

MONITOR PROGRESS OF CDN COS BIDDING ON MAJOR PROJECTS.

ENSURE CDN COS ARE BEST POSITIONED TO BE AWARDED CONTRACTS AS AND WHEN DECISION TAKEN.

IMPLEMENT PROGRAM OF CORPORATE LIAISON CALLS WITH SENIOR AND MIDDLE LEVEL MANAGEMENT OF PRINCIPAL OFFSHORE OIL EXPLORATION COMPANIES.

ENSURE CANADIAN SUPPLIERS APPRISED OF DEVELOPMENT PROGRAMS AND EMERGING SALES OPPORTUNITIES.

IDENTIFY OPPORTUNITIES FOR CANADIAN CONSULTANTS AND EQUIPMENT SUPPLIERS FOR CONSTRUCTION PHASE OF GAS PIPELINE AND GAS PLANT.

MAXIMIZE POTENTIAL INVOLVEMENT OF CANADIAN COMPANIES IN THESE MEGA PROJECTS.

HEIGHTEN CANADIAN PROFILE AS TECHNOLOGY LEADER THROUGH ORGANIZED INFORMATION DISSEMINATION, PARTICIPATION IN LOCAL TRADE SHOWS AND MALAYSIAN ATTENDANCE AT CALGARY NPS AND EDMONTON INTERCAN.

GREATER FAMILIARITY WITH CANADIAN CAPABILITIES. STIMULATE CANADIAN INTEREST IN SALES AND INVESTMENT PROSPECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 ASSIST CDN COS IN THEIR PREQUALIFICATION BIDS FOR PGUP II; STRENGTHEN CONTACTS WITH PETRONAS OFFICIALS, ESSO AND SHELL TO INCREASE AWARENESS OF CDN TECHNOLOGY, EQUIPMENT AND SERVICES.

4 PIPELINE CONTRACTORS, 4 SCADA SYSTEMS MFRS & 1 PIPELINE SUPPLIER SUBMITTED PREQUALIFICATIONS BID. IDENTIFIED LOCAL ASSOCIATES WHERE REQUIRED; SECURED PARTICIPATION OF CHAIRMAN OF PETRONAS GAS AS SPEAKER AT CERI GAS CONFERENCE IN CALGARY

QUARTER: 3 IDEN. OPPOR. FOR CDN CONSULTANTS & EQUIPMENT SUPPLIERS FOR CONSTRUCTION PHASE OF GAS PIPELINE & SUPPORT THEIR BIDS & RELATED ACTIVITIES; IMPLEMENT PROGRAM OF CORPORATE LIAISON CALLS WITH PETROLEUM INDUSTRY.

BANNISTER, IPSCO, SENTROL PREQUALIFIED TO SUPPLY PGUP II; IPSCO MADE BID PRES. TO PETRONAS & PM'S OFFICE; NOVA CHAIRMAN BLAIR TOURED PIPELINE ROUTE CONGAS SUBMITTED RESIDENTIAL GAS DISTRIBUTION PROPOSAL; POST MET CHAIRMEN OF ESSO, SHELL.

QUARTER: 4 -----

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

POST : 511-KUALA LUMPUR

001-AGRI & FOOD PRODUCTS & SERVICE
MALAYSIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WORK WITH PRINCIPAL CDN APPLE SUPPLIERS AND MALAYSIAN IMPORTERS/
BROKERS TO ADDRESS PROBLEMS MITIGATING AGAINST INCREASED SALES.

IMPROVE QUALITY AND PACKAGING OF CANADIAN
PRODUCT. INCREASE CANADIAN SHARE OF MALAYSIAN
APPLE MARKET.

TOGETHER WITH CIGI, ORGANIZE ANIMAL FEED SEMINAR FOR FEED MILLERS
ON THE USE AND FEED FORMULATION OF CANADIAN BARLEY, CANOLA MEAL
AND DEHYDRATED ALFALFA, PRESENTLY NOT IN USE LOCALLY.

INCREASE SALE OF FEED INGREDIENTS TO MALAYSIA

UNDERTAKE MARKETING PROGRAM OF CANADIAN PROCESSED FOODS AND
GROCERY PRODUCTS WITH BULK IMPORTERS, WHOLESALERS AND MAJOR
RETAIL OUTLETS.

INTRODUCE BROADER RANGE OF CANADIAN FOOD AND
GROCERY PRODUCTS TO MALAYSIA AND INCREASE
TOTAL EXPORTS TO THIS MARKET.

DIRECT FOLLOW UP WITH DEPT OF VETERINARY SRVCS & LEADING PRIVATE
FARMERS TO PROMOTE TECHNICAL COLLABORATION & SALES RELATED TO
BREEDING STOCK, ARTIFICIAL INSEMINATION, EMBRYO TRANSFER, GENETIC
RESEARCH & RELATED ACTIVITIES.

NEW SALES OF SWINE, SWINE BREEDING STOCK,
POULTRY BREEDING STOCK, FROZEN SEMEN AND
POSSIBLY LIQUID OR FROZEN EMBRYO.

FOSTER DISSEMINATION OF INFORMATION TO DEPT OF AGRIC, MLSIAN
AGRIC RESEARCH & DEVELOPMENT INSTITUTE, UNIVERSITI PERTANIAN MAL-
AYSIA, ETC ON RANGE OF CDN TECHNOLOGY ADVANCES AND AVAILABLE
UNIV. ED AND TRAINING PROGRAMS IN THE AGRIC. SECTOR.

INCREASED FLOW OF INFORMATION ON CANADIAN
EXPERTISE IN THE AGRICULTURAL FIELD. STUDENTS
DIRECTED TO CDN INSTITUTION TO MEET GROWING
TRAINING NEEDS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTION OF BREEDING SWINE.

ADSGO TRADING VISITED SEVERAL MALAYSIAN PIG
FARMS TO PROMOTE CDN BREEDING SWINE. CDN GOVT
SPONSORED INCOMING SWINE BUYERS MISSION JUNE 12-
15/87 RESULTING IN MALAYSIAN PURCHASES VALUED AT
US \$52,435.

QUARTER: 1 PROMOTION OF CANADIAN FEED INGREDIENTS.

VISIT BY DR EMANUELLE OF AGRIC/CDA STIMULATED
INTEREST IN SOURCING CDN FEED INGREDIENTS. XCAN
FAR EAST (TORONTO) FOLLOWED UP SHORTLY AFTER AND
HAVE IDENTIFIED CLIENTS WITH GOOD POTENTIAL.

QUARTER: 1 PROMOTION OF CANADIAN PROCESSED FOODS AND
GROCERY PRODUCTS.

3 MALAY. CO'S PARTICIPATED AT HONG KONG FOOD &
BEVER/87 & KEEN TO BUY RANGE OF FOOD PROD. POK
BROS NEGOCIATING PURCHASE OF PROCESSED CHEESE &
COLD STORAGE. BHD INTERESTED IN STAGING 'CDN
FOOD FAIR' IN THEIR SUPERMARKET CHAIN.

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

POST : 511-KUALA LUMPUR

001-AGRI & FOOD PRODUCTS & SERVICE
MALAYSIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 PROMOTE TECHNICAL COLLABORATION WITH VETERINARY SERVICES DEPT (MIN OF AGRIC) IN VARIOUS ASPECTS OF LIVESTOCK INDUSTRY.
- QUARTER: 2 PROMOTE CDN FOOD PRODUCTS AND PROCESSING EQPT WITH BULK IMPORTERS, WHOLESALERS & RETAIL OUTLETS ENCOURAGE TECHNICAL COLLABORATION WITH DEPT OF VETERINARY SERVICES AND DIRECT LIVESTOCK SALES TO INDUSTRY.
- QUARTER: 3 SUPPORT CIDA FUNDED TECHNOLOGY TRANSFER PROJECTS OF IMPERIAL FLAVOURS & WALSH INC.; MARKETING OF CDN PROCESSED FOODS WITH BULK IMPORTERS, MAJOR RETAIL OUTLETS.
- QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

GIDC HELD DISCUSSIONS WITH DIRECTOR GENERAL, VET SERVICE DEPT TO PROMOTE CDN EXPORTS & EXPERTISE IN VARIOUS ASPECTS OF LIVESTOCK INDUSTRY. OMAF SPONSORING VISIT OF THE D.G. TO ATTEND WORLD VET CONGRESS IN MTL & VISITS TO CDN LIVESTOCK FACILI

OMAF SOYABEAN MISSION/ASEAN LIVESTOCK MISSION/ QUE TRADE MISSION/ASEAN FOOD PACKAGING TOUR ESTABLISHED NEW BUYING CONNECTIONS AND LED TO 2 IMMEDIATE SALES. LEADING SUPERMARKET CHAIN COLD STORAGE MALAYSIA HAS PROPOSED HOLDING 2 WK

IMP. FLAV. RECONSTITUTED JV WITH MORE FINANCIALLY SOUND PARTN. WITH WALSH BANKRUPTCY, WORKING WITH PORIM TO ENSURE COMPLETION OF FEASIBILITY STUDY; SECURED ONT. GOV'T AGREEMENT TO PART. IN CDA FOOD FAIR; CONTRACTED LOCAL FIRM TO DO FOOD

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

DIRECT FOLLOW UP AND MARKETING PROGRAM WITH PARTICIPANTS IN EXPO INDUSTRIAL COOPERATION 86 PROGRAM FROM RAILWAY SECTOR.

EXPAND NUMBER OF AGENCY AGREEMENTS FOR SUPPLY OF RAILWAY EQUIPMENT AND TECHNOLOGY.

SYSTEMATIC ANALYSIS OF AUTOMOTIVE PARTS AND COMPONENTS CURRENTLY IMPORTED TO IDENTIFY PRODUCTS WHICH CAN BE COMPETITIVELY SOURCED FROM CANADA.

ENCOURAGE AT LEAST TWO NEW CANADIAN SUPPLIERS TO MARKET THEIR PRODUCTS IN MALAYSIA.

PROMOTE CANADIAN CAPABILITY TO SUPPLY COMMUNICATIONS, SIGNALLING, CONTROL AND ELECTRICAL EQUIPMENT TO RAILWAY.

POSITION CANADIAN COMPANIES AS SUPPLIERS FOR EXPECTED FUTURE TENDERS.

ORGANIZED PROGRAM OF CALLS ON MAJOR AUTO ASSEMBLERS, PARTS MANUFACTURERS AND INDUSTRY ASSOCIATIONS TO MARKET CANADIAN TECHNOLOGY AND SUPPLY CAPABILITY.

HEIGHTEN PROFILE OF CANADIAN AUTOMOTIVE INDUSTRY AND ESTABLISH POTENTIAL AREAS FOR FUTURE SALES.

IDENTIFY MALAYSIA'S PLAN TO PURCHASE ENGINE PARTS, AIRCRAFT ASSEMBLIES, ETC. AND PROMOTE CANADIAN SOURCING.

INCREASE CANADIAN SALES OF ENGINE PARTS AND ASSEMBLIES AND HEIGHTEN AWARENESS OF CANADIAN CAPABILITIES IN AEROSPACE ELECTRONICS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PROMOTE CDN PARTICIPATION IN KTM DEVELOPMENT PROGRAM; PROVIDE MARKETING SUPPORT TO DE HAVILLAND.

ASSISTED CPCS TO CONCLUDE WORLD BANK CONTAINER PROJECT CONTRACT NEGOTIATIONS WITH KTM; IDENTIFIED 2 AGENTS TO REPRESENT CDN EQUIPMENT; COORDINATED MKTING STRATEGY WITH DHC LOCAL AGENT MET SENIOR OFFICIALS IN MAS, MIN OF TRANSPORT.

QUARTER: 3 PROMOTE CDN CAPABILITY TO SUPPLY EQUIPMENT TO RAILWAY; MARKETING SUPPORT TO DE HAVILLAND FOR F27 REPLACEMENT CONTRACT.

GM CDA SUBMITTED BID TO KTM TO SUPPLY SHUNTER LOCOMOTIVES; OBTAINED ADVANCE COPIES OF KTM RAIL & LATHE TENDERS & NOTIFIED CDN INDUSTRY; DE HAVILLAND LOST F27 REPLACEMENT CONTRACT TO FOKKER BUT PRATT & WHIT. CDA TO SUPPLY ENGINES.

QUARTER: 4 -----

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

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

POST : 511-KUALA LUMPUR

- 1) RECRUITMENT OF REPRESENTATIVES FROM MALAYSIA AND BRUNEI FOR ACBC SEMINAR PROGRAM (JAN 88).
- 2) VESSEL TRAFFIC MANAGEMENT SEMINAR (JAN 88).
- 3) SENATOR CHARONNEAU VISIT IN SUPPORT OF IPSCO PGUP II BID (JAN 88).
- 4) MALAYSIA/CANADA TEXTILE NEGOTIATIONS (JAN 88).
- 5) ROYAL WINNIPEG BALLET PERFORMANCE (FEB 88).
- 6) R. HRUBY (PS) AREA TOUR OF BRUNEI (FEB 88).
- 7) ONTARIO MISSION TO MALAYSIA (MAR 88).
- 8) ALBERTA TRAINING & TECHNOLOGY TRANSFER MISSION TO MALAYSIA AND BRUNEI (MAR 88).
- 9) ONTARIO SOYBEAN MISSION (MAR 88).
- 10) DEFENCE SERVICES ASIA 88 (MAR 88).

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

POST : 503-MANILA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

POST WILL CONTINUE TO NURTURE STRONG CADRE OF CONTACTS IN PLDT, MOTC AND PRIVATE SECTOR. WILL MONITOR AND REPORT MAJOR POLICY CHANGES. POST EXPECTS SOME INDUSTRY RESTRUCTURING.

CO-ORDINATION WITH EXPECTED CIDA SUPPORT FOR TELECOM SECTOR.

COMPLETE IDENTIFICATION OF CANADIAN TELECOM SUPPLY COMPANIES WHO HAVE OPPORTUNITIES IN THIS MARKET.

PROMOTE CANADIAN CAPABILITY WITH THE GOVERNMENT-OWNED OPERATING COMPANY, BUTEL AS WELL AS TO MEET WITH SEVERAL OFFICIALS FROM SOME OF THE LARGER RURAL TELECOM COMPANIES.

POST EXPECTS TO DEVELOP & MAINTAIN HIGH PROFILE IN SECTOR RESULTING IN MORE ADVANCE INFO LEADING TO STRONGER EXPORT PERFORMANCE.

SOME SHARE OF CIDA PROGRAM DEVOTED TO TELECOM SECTOR.

INCREASE PARTICIPATION RATE OF CDN SUPPLIERS IN THE PHILIPPINE TELECOM SECTOR.

IDENTIFY SALES OPPORTUNITIES FOR BOTH SECOND HAND (CROSS-BAR, STEP-BY-STEP) TELECOM EQUIPMENT AS WELL AS TO IMPROVE CANADIAN PROFILE IN BUTEL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -ENSURE CDN PARTICIPATION IN PHILCOMSAT TENDER FOR ANTENNEA, PLDT METRO MANILA EXPANSION, PLDT CELLULAR RADIO TENDER; -SRT RADION TELECOM TECHNOLOGY DEMONSTRATION.

QUARTER: 2 SUPPORT SPAR BID FOR SAT-EARTH STN & NOVATEL BID FOR CELLULAR PHONE & NT PART'N IN PLDT X-5 EXPANSION PROG. -SUPPORT WESCOM CPPF FOR TELECOM TRAINING STUDY. -SRT RURAL RADIO TELECOM TECH. DEMO PROJ. -SUPPORT MOTOROLA OFFER OF RADIO COMM.

QUARTER: 3 SUPPORT NT BID FOR DMS-10 MISORTEL. ASSIST CIDA APPROVAL OF RURAL RADIO TELEPHONE FIELD TRIAL. MONITOR PLDT X-5 EXPANSION PROGRAM. SUPPORT CDN PARTICIPATION IN CELLULAR PHONE PROGRAM.

QUARTER: 4 ASSIST DEVELOPMENT OF PROJECTS FOR CIDA TELECOM AID COMPONENT. - SUPPORT NORTHERN TELECOM'S BID TO MISORTEL AND PLDT.

-SPAR AEROSPACE GAVE TECH. BRIEFING & WILL BID ON TENDER NT TO BID ON METRO MANILA EXPANSION; -PARTICIPATED IN PHIL-TELECOM WEEK CONFERENCE; -NOVATEL GAVE TECH. BRIEFING & WILL BID ON 500 UNITS; -MOTC IN PROGRESS OF SELECTING EXEC. AGENC

SPAR LOST OUT TO NEC. NOVATEL BID STILL UNDER CONSIDERATION, NT INVITED TO BID ON PLDT (X-5) PROG. -WESCOM VISITED POST IN SEPT. TO DISCUSS -PROJ APPROVED BY CIDA BILATERAL IN SEPT. -CIDA BILATERAL CONSIDERING BOTH UNDER TELECOM PORTION

PROVIDED EDC WITH FINANCING TERMS BEING OFFERED BY COMPETITION (KOREA). MOU SIGNED DECEMBER. INFO & INTELLIGENCE EXCHANGED ON REG. BASIS WITH LOCAL NT OFFICE. NOVATEL HAS SUBMITTED BID-AWAITING DECISION.

CPPF APPLICATIONS SUBMITTED. NORTEL AND CONSORTIUM OF 3 OTHER CDN COYS DEVELOPING PROJECT IN MINDANAO - DOTC OFFICIALLY NOTIFIED OF CDN INTEREST. - NT REC'D EDC (SEC 31) FINANCING SUPPORT FOR DMS-10 CONTRACT AWARD EXPECTED SOON. NT HAS/

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

007-POWER & ENERGY EQUIP. & SERV.
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:
THERMAL

MONITOR DEVELOPMENT OF SPECIFIC REQUIREMENTS UNDER ADB THIRD POWER LOAN TO NPC & THE EIGHTH WORLD BANK POWER LOAN FOR 2X55 M.W GEOTHERMAL PLANTS, AND REPORT TO CANADIAN EXPORTERS.

SEVERAL CDN COMPANIES EXPRESSED INTEREST IN ONE OR MORE ASPECTS OF LOANS. CDN SHARE COULD REACH \$5 - 10 MILLION.

ENCOURAGE CDN PARTNERSHIP ARRANGEMENTS WITH JAPANESE CONSORTIA FOR CALACA II COAL-FIRED THERMAL POWER PLANT AND POSSIBLY FOR BISLIG.

BOILER ISLAND PORTION COULD GO TO CANADA-\$60-100 MILLION.

DETERMINATION OF POTENTIAL FOR CANADIAN CONTRACT SUPERVISION CONSULTANCY WITH NPC FOR CALACA II PLANT.

CANADIAN COMPANY ACTIVELY PURSUING THIS POTENTIAL OPPORTUNITY - WORTH APPROXIMATELY 2-3 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -INCOMING POWER TRANSMISSION & DISTR. MISSION;
-FOLLOW-UP TO MARCH OUTGOING POWER MISSION;
-ENSURE APPROVAL OF 2 CPPF STUDIES FOR POWER PLANT REHABILITATION; -CONTINUE SUPPORT OF CDN PARTICIPATION IN CALACCA II.

-3 PHILIP. PARTICIPANTS ON MISSION; -CAE BIDDING ON SCADA SYST. FOR MERALCO; -SUCAT STUDY APPROV. ROCKWELL CPPF STILL UNDER REVIEW; -REPORTING ON NEW DEVELOPMENTS, CONTINUOUS LIAISON WITH BWC REP. VISIT WITH CHAIRMAN & PRESIDENT-NPC.

QUARTER: 2 PROMOTE CDN PARTICIPATION IN ADB FINANCED 3RD POWER LOAN TO NPC. -CONTINUE SUPPORT OF CDN PARTICIPATION IN CALACA II. -SUPPORT APPROVAL OF CPPF FOR ROCKWELL POWER PLANT REHABILITATION.

LAVALIN PROVIDING CONSULTING SERVICES ON TRANS-MISSION GRID; MONENCO WON CONSULTING CONTRACT FOR SCADA SYSTEM. -MONENCO WRITING INDIGENOUS COAL FUEL SPEC. FOR CALACA II BOILERS. -CPPF APPROVED FOR SNC STUDY OF ROCKWELL REHAB.

QUARTER: 3 ASSIST CAE IN BID FOR SCADA SYSTEM FOR MERALCO. MEET NEW PRES. (ABOITIZ) OF NPC. SUPPORT SNC PROMOTION OF ROCKWELL REHAB PROJECT. SUPPORT MONENCO CPPF APPLICATION FOR COAL MINE PLANNING STUDY FOR SEMIRARA.

INFO ON COMPETITIVE FINANCING FORWARDED TO CAE. MEETINGS ORGANIZED FOR CAE VISIT. MET NEW PRES. ON 18 DEC. ACQUIRED UPDATED COPY OF NPC 5-YR PLAN. APPLICATION APPROVED.

QUARTER: 4 REPORT ON STATUS AND SUPPORT CDN COYS PURSUING CALACA II, ROCKWELL REHAB AND ADB 3RD POWER LOAN PROJECTS. ASSIST WRIGHT ENGINEERS IN DEVELOPMENT OF BIO-GAS J.V. IN PHILIPPINES-MEET PNOCRE NEW WB FINANCED GEOTHERMAL PROJ IN SUPPORT/

MET WITH VP OF DBP WHO OWN MAJORITY OF MERALCO. MONENCO SUBMITTED BID JOINTLY WITH JEWJEC AND LAVALIN WITH WESTJEC FOR CALACA II PROJECT DESIGN AND ENGINEERING. - SUPPORTED STARTER STUDY APPLICATION. - MET SR VP TO BRIEF ON POSS. CIDA/

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

POST : 503-MANILA

003-GRAINS AND OILSEEDS
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE ESTABLISHING AND MAINTAINING CLOSE CONTACTS WITH FLOUR MILLERS, FEED MILLERS, SWINE AND POULTRY RAISERS, BREWERIES AND INTERNATIONAL COMMODITY TRADING HOUSES IN THE PHILIPPINES.

25-50,000 TONS OF WHEAT SALES ANNUALLY.

MONITOR CANOLA FEED TRIALS.

GRADUAL INTRODUCTION OF CANOLA MEAL TO REPLACE SOYAMEAL.

SEND CANDIDATES (AT LEAST 2 EACH YEAR) TO CIGI COURSES.

FAMILIARITY WITH CANADIAN WHEAT PRODUCTS AND HANDLING AND GRADING SYSTEM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -ORGANIZE PHILIPPINE PARTICIPATION IN CIGI COURSE FOR FEED MILLERS; -CONTINUE LIAISON WITH PHILIP. FLOUR MILLERS & FEED MILLERS & REPORTING TO CWB; -COMPLETE OILSEEDS REPORT.

-4 PHILIP. FEED MILLERS AT CIGI COURSE; -POST OFFICER VISITS PAFMIL (PHIL. ASSN. OF FLOUR MILLERS) MEMBERS AT LEAST ONE A WEEK. NO TENDERS ISSUED DURING QUARTER. 10 REPORTING TELEXES TO CWB; -COMPLETED IN APRIL.

QUARTER: 2 ORGANIZE PHILIPPINE PARTICIPATION IN CIGI COURSES. -CONTINUOUS LIAISON WITH PAFMIL & PAFMI MEMBERS AND GRAIN TRADERS. -ORGANIZE EMIL ONG'S (NFA-DIRECTOR) VISIT TO CANADA.

15 FEED & FLOUR MILLERS ATTENDED CIGI COURSES. WON TENDERS FOR 80,000 M. TONS OF FEED BARLEY. PARTICIPATED IN 1 WHEAT TENDER BUT LOST TO U. S. (EEP) OFFER. -ARRANGED FOR ONG TO MEET WITH CWB DURING HIS STAY IN CANADA.

QUARTER: 3 ASSIST FEEDMILLERS TO ACQUIRE ENDO-FEED ENZYME TO MIX WITH RECENT BARLEY IMPORTS FROM CDA. ENCOURAGE FOLLOW-UP TO CANOLA FEEDING TRIALS.

CWB TO SEND FREE ENZYME SAMPLES FOR BARLEY FEED TRIALS WITH 2 MILLERS. PROPOSED CANOLA MEAL TECHNICAL SEMINAR FOR 1ST QUARTER '88. CONTINUOUS LIAISON WITH SWINE PRODUCERS.

QUARTER: 4 CWB MISSION (COMMISSIONER HETLAND AND 2 OTHERS) -CWB/CIGI MISSION AND SEMINAR ON BARLEY AND ENDOFEED ENZYMES.

RENEWED CONTACT WITH FEED AND FLOUR MILLERS. NO IMMEDIATE TENDERS EXPECTED BECAUSE OF U. S. -EEP OFFERS AND TEMPORARY RESTRICTION ON FEED GRAIN IMPORTS. MET SEC. OF AGRICULTURE, DOMINGUEZ. /

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

POST : 503-MANILA

001-AGRI & FOOD PRODUCTS & SERVICE
PHILIPPINES

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

MAINTAIN CLOSE CONTACT WITH MAJOR SWINE AND POULTRY FARMERS.
ORGANIZE CANADIAN PROGRAMS DURING THEIR REGULAR BUYING TRIPS TO
NORTH AMERICA.

CONTINUING INCREASE IN CANADIAN SALES.

FEED, FERTILIZER & VET PRODUCTS

COMPLETION WHEAT AND COARSE GRAINS REPORT AND AGRICULTURE ABROAD
REPORT (ANNUALLY).

KEEP OTTAWA CLIENTS INFORMED.

MAINTAIN CLOSE CONTACT WITH FEED MILLERS TO DETERMINE TIMING OF
FEED WHEAT IMPORTS AND PROVIDE INFO. ON ANY CHANGES IN FEED
IMPORT POLICY.

AT LEAST 25,000 TONS/ANNUM OF FEED WHEAT
SALES OUT OF TOTAL MARKET OF APPROXIMATELY
100,000 TONS.

MONITOR AND ADVISE CIDA ON POTASH AID PROGRAM.

\$10 MILLION OR APPROXIMATELY 85,000 TONS OVER
12-15 MONTH PERIOD.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -CLOSE LIAISON WITH MAJOR POULTRY & SWINE PRODU-
CERS; -MONITORING OF CIDA BACKED POTASH SALES &
PROMOTION OF UREA; -CANOLA FEEDING TRIALS -
REPORTING RESULTS.

-SWINE GROWERS VISITING ONTARIO PORK CONGRESS
JUNE/87; -15000 MT POTASH CONTRACTED TO CANPOTEX
NEW POSSIBILITIES FOR UREA SALES PURSUED; -IN
PROGRESS, PROMOTIONAL SEMINAR PLANNED IN FALL.

QUARTER: 2 CANOLA FEEDING TRIALS.
-MONITOR CIDA FINANCED POTASH SALES AND PROMOTE
UREA.
-ORGANIZE AGRI-BUSINESS, FOOD PACKAGING/PROCES-
SING MISSION TO CANADA.

RESULTS REPORT SUBMITTED TO CANOLA COUNCIL IN
JULY. SAN MIGUEL ISSUED TENDER FOR TRIAL 5,000 M.
TONS CANOLA MEAL BUT VOLUME TOO SMALL TO WARRANT
BIDS (TRANSP. COST). MT POTASH CONTRACTED TO
CANPOTEX 69,000 M. TONS UREA SOLD BY DOMINION

QUARTER: 3 SUPPORT TOBACCO SALE TO LOCAL CIGARETTE MANU-
FACTURERS. SUPPORT ADSGO IN PROMOTION OF CDN
PUREBRED SWINE. COMMENT ON 2 CPPF PROPOSALS
(DAIRY CATTLE, GASOHOL PROJECT). ASSIST CIDA'S
TENDER PREPARATION FOR CDN UREA & AMONIA.

SAMPLES ACQUIRED FROM CDA. MEETINGS ARRANGED
WITH BUYERS. CDN PRICE TOO HIGH COMPARED TO
ZIMBABWE. MEETINGS ARRANGED WITH ALL MAJOR
BUYERS-58 HEAD SOLD. REPORT/COMMENTS PROVIDED
TO CIDA/SEL ON BOTH. PROV. MKT INFO&STATS CIDA.

QUARTER: 4 FAND OCANADA SEAFOOD IMPORTATION SEMINAR AND
MISSION. - PROMOTION OF CANADIAN PURE BRED SWINE
- SUPPORT TO CIDA'S COMMODITY GRANT PROGRAM
(FERTILIZERS)

9 MEMBER MISSION VISITED 15 PLANTS AND CONDUCTED
2 DAY SEMINAR. 75 SEAFOOD PROCESSORS AND EXPORT-
ERS IN ATTENDANCE. -POST IN CONTACT WITH ONTARIO,
ALBERTA, MANITOBA DEPTS. OF AGRIC. AND ALL OF
MAJOR PHILS. SWINE RAISERS. ESTIMATED SALES /

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

DATA CAN EFT/POS MISSION.

COMPILE REVIEW OF FORECASTED DEVELOPMENTS BY TELECOM AUSTRALIA
AND OTC FOR DISTRIBUTION TO CANADIAN COMPANIES.

PROVIDE THE OPPORTUNITY FOR CDN COMPANIES TO
BID ON TELECOM AUSTRALIA AND OTC PROJECTS.

COMPUTERS, SOFTWARE & SYSTEMS

FOLLOW UP TO PROPOSED EFT/POS DATA COMMUNICATIONS MISSION.

ENCOURAGE MORE JOINT VENTURE ARRANGEMENTS BETWEEN CANADIAN AND
AUSTRALIAN SOFTWARE HOUSES.

INCREASE CANADIAN CAPABILITY IN AUSTRALIAN
AND COOPERATE WITH AUSTRALIA ON THIRD COUNTRY
PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 COMMUNICATIONS EQUIPMENT MISSION TO AUSTRALIA

MISSION TOOK PLACE IN LATE NOV/DEC WITH EMPHASIS
ON BOTH COMMUNICATIONS & COMPUTERS. MISSION
YIELDED GOOD OPPORTUNITIES FOR MOST COMPANIES
INVOLVED.

QUARTER: 3 ONTARIO HIGH TECH MISSION - OCTOBER 1987

MISSION WAS VERY DISAPPOINTING FROM BOTH ORGANI-
SATIONAL & CONTENT POINT OF VIEWS. HIGH TECH LA-
BEL WAS MISNOMER FOR WHAT WAS VERY GENERAL MISS.
RESULTS WERE MIXED INDICATING MORE PLANNING RE-
QUIRED FOR CHOICE OF FUTURE MISSION PARTICIPANTS

QUARTER: 4 ONTARIO TRADE MISSION.
COGNOS LIMITED.

PARTICIPANTS MET WITH POTENTIAL REP/END USERS.
UTLAS INTL HAS INDICATED POTENTIAL BUSINESS OF
APPROX. CAD\$1.2M. HOSTED SEMINAR/RECEPTION TO IN-
TRODUCE COGNOS STAFF (AUSTRALIAN AND CDN BASED) TO
POTENTIAL END USERS.

QUARTER: 4 QUEBEC TRADE MISSION.

PARTICIPANTS MET WITH POTENTIAL REPRESENTATIVES
AND END USERS. MISSION WAS LED BY ADM COMMERCE
EXTERIEURE WHICH INCREASED MISSION'S CREDIBILITY
THROUGH MEETINGS WITH KEY BUSINESS OFFICIALS/
GROUP IE AUSTRALIAN CHAMBER OF MANUFACTURERS.

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

POST : 532-MELBOURNE

001-AGRI & FOOD PRODUCTS & SERVICE
AUSTRALIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	IMPROVE MARKET PROSPECTS FOR CANADIAN BOVINE SEMEN AND EMBRYOS BY SATURATING AUST BREEDERS WITH SOURCING AND PROGENY INFO ON CDN STOCK.	DRAMATICALLY INCREASE EXPORTS OF SEMEN AND EMBRYOS.
	AGRICULTURE MACH, EQUIP, TOOLS	
	REVIEW WITH DEALERS POSSIBILITY OF ARRANGING FINANCING THROUGH EDC, NOTE PURCHASE OF EDA.	IMPROVED CANADIAN MARKET SHARE AND ENHANCED DEALER VIABILITY.
	FOLLOW UP POSSIBLE JOINT VENTURE/LICENSING ARRANGEMENTS. DISCUSS CDN INTEREST IN J. V. WITH AUST. FIRMS AND IDENTIFY BEST MATCHING.	MAINTAIN CDN SHARE OF AG EQUIP MARKET IN LIGHT OF POSSIBLE DECREASE IN IMPORTED EQUIPMENT.
	UNDERTAKE A SOURCING INVENTORY OF CDN CAPABILITY TO SUPPLY FERTILIZER INGREDIENTS AND PROVIDE INFORMATION TO AUSTRALIAN FERTILIZER MANUFACTURERS/AGENCIES AND DISTRIBUTORS.	ENSURE MAJOR AUSTRALIAN PURCHASERS ARE AWARE OF PRODUCTS AVAILABLE FROM CANADA AND INCREASE EXPORTS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	-----	
QUARTER: 2	ORGANIZED PARTICIPATION IN AGRICULTURAL MACHINERY FIELD DAYS IN DOWERIN, WESTERN AUSTRALIA, AUGUST 26-27 1987.	DUE TO CURRENT ECONOMIC AND CLIMATIC CONDITIONS IN WESTERN AUSTRALIA DOWERIN ONLY ATTRACTED FOUR EXHIBITORS ON CANADIAN STAND. SHORT-TERM SALES PROSPECTS ARE PESSIMISTIC.
QUARTER: 2	ORGANIZED PARTICIPATION IN YORKE PENINSULA AGRICULTURAL MACHINERY FIELD DAYS IN PASKERVILLE, SOUTH AUSTRALIA, SEPTEMBER 29-OCTOBER 1ST.	RECORD ATTENDANCE. EIGHT CANADIAN FIRMS REPRESENTED ON THE STAND. SALES PROSPECTS ENCOURAGING - SEVERAL NEW DEALERS APPOINTED.
QUARTER: 3	-----	
QUARTER: 4	EXHIBITED AT WIMMERA FIELD DAYS, HORSHAM, VICTORIA, MARCH 1-3.	SOME INTERESTING ENQUIRIES BUT NOT SUFFICIENT TO RECOMMEND PARTICIPATION NEXT YEAR.

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

POST : 532-MELBOURNE

009-FOREST PRODUCTS, EQUIP, SERVICES
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

PERIODIC VISITS TO MILLS AND FORESTRY OPERATIONS; PREPARATION OF SITREPS AND STUDIES.

ATTEND MAJOR INDUSTRY CONFERENCES, EG: TASMANIAN LOGGING CONFERENCE MARCH '87.

ENCOURAGE PARTICIPATION BY CANADIAN FIRMS AT APPITA '87 IN SYDNEY, NSW.

REVIEW MAJOR PLANNED PROJECTS AND MEET MANAGERS.

DETERMINE OPPORTUNITIES FOR CONSULTANTS IN SAWMILL SECTOR, PARTICULARLY HARDWOOD SAW LOGS AND INFORM APPROPRIATE CDN CONSULTANTS.

ASSESS MARKET PROSPECTS FOR NEW HIGH TECH ACHIEVEMENTS IN LOG HANDLING/CONVERSION.

OBTAIN EARLY ADVICE ON MAJOR DEVELOPMENTS AND ALERT CANADIAN SUPPLIERS.

BROADEN CONTACT RANGE AND SECTOR INTELLIGENCE FOR BENEFIT OF CANADIAN INDUSTRY.

INCREASE SALES IN PULP AND PAPER SECTOR.

ENSURE CANADIAN SUPPLIERS AWARE OF PROJECTS/CONTACTS.

INCREASE THE NUMBER OF CDN CONSULTANTS IN AUS AND INFLUENCE PURCHASES OF CDN EQUIP.

CREATE NEW BUSINESS OPPORTUNITIES FOR CANADIAN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 ENCOURAGED REPRESENTATIVES FROM EDC - OTTAWA TO VISIT AUSTRALIA TO DETERMINE OPPORTUNITIES FOR EDC FINANCING IN BROAD RANGE OF MAJOR PROJECTS, ESPECIALLY IN PULP AND PAPER SECTION.

QUARTER: 4 STEPPED UP INVESTIGATION OF NEW CAPITAL PROJECTS IN FORESTRY INDUSTRY. PROMOTED CPPA DEMO '88, WOOD HARVESTING EXHIBITION QUEBEC CITY, SEPTEMBER '88.

EDC FINANCING COULD BE INCLUDED IN SELECTED AUSTRALIAN PULP & PAPER PROJECTS WITH ACCOMPANYING PROSPECTS FOR CDN SERVICES & EQUIPMENT. FOLLOW-UP VISIT BY EDC EXPECTED IN EARLY 1988.

CDN PULP/PAPER EQUIP SUPPLIERS & CONSULTANTS NOTIFIED OF OPPORTUNITIES TO SECURE PART OF THE OVER \$3 BILLION IN NEW PROJECTS. ANTICIPATE AT LEAST 100 AUSTRALIAN FORESTRY MANAGERS/LOGGERS/CONTRACTORS WILL VISIT DEMO '88.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST 532-MELBOURNE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

POST HAS SENT REPORT ON TRUCK PARTS TO DRIEOTT AND IS IN THE
PROCESS OF FOLLOWING UP.

INCREASE NUMBER OF TRUCK PART FIRMS ACTIVE
IN AUSTRALIA.

POST IS UNDERTAKING A PRELIMINARY MARKET STUDY ON TRAILER PARTS
FOR DISSEMINATION TO CDN MFGS.

ENSURE THAT ALL CDN TRAILER PART MFGS ARE
REPRESENTED IN AUSTRALIA.

ASSISTANCE TO NEWLY APPOINTED CL215 REPRESENTATIVE IN SERIES OF
PROMOTIONAL FUNCTIONS IN POST TERRITORY.

TO ASSIST IN INITIAL MARKET PENETRATION FOR
CL215.

PREPARATION IN CONCERT WITH LOCAL REPRESENTATIVE, FOR DEMONSTRATION
TOUR OF CANADAIR CHALLENGER.

TO ASSIST IN MARKETING THE CHALLENGER IN
AUSTRALIA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

016-INDUSTRIAL MACHIN, PLANTS, SERV.
AUSTRALIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	PREPARE FOR AND EXECUTE NTS/PTI MARKET STUDY FOR MATERIALS HANDLING NOMINATED BY OTTAWA.	BETTER KNOWLEDGE OF MARKETPLACE.

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

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

POST : 522-NEW DELHI

007-POWER & ENERGY EQUIP. & SERV.
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ANALYSIS OF AWARD OF CAPITAL PROJ. BY INDIA TO ALL COUNTRIES IS NEEDED BECAUSE OF CDN COS CONCERNS THAT CDN APPROACH & FINANCING MECHANISMS ARE INADEQUATE SUPPORT TO PRIVATE SECTOR INITIATIVES IN THE INDIAN MARKET.

ANALYSIS OF INTN'L COMPETITION WLD AID CDN GVMT. TO ASSESS ITS SUPPORT TO CDN PRIVATE SECTOR INIT. IN INDIAN MARKETPLACE.

WORK CLOSELY WITH CANADIAN FIRMS IN DEVELOPING APPROPRIATE STRATEGIES WHEN PURSUING MAJOR CAPITAL PROJECTS.

SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECT.

CONTINUE DEVELOPING CLOSE LIAISONS WITH KEY PLAYERS IN IDENTIFIED GOV'T OF INDIA PUBLIC SECTOR, ESPECIALLY DEPTS OF ECONOMIC AFFAIRS FINANCE, ENERGY, POWER, INDUSTRY, SPACE AND RAILWAYS, WITH A VIEW TO PROMOTING CDN INTERESTS IN THE POWER SECTOR.

THIS ENHANCED LIAISON SHOULD INCREASE CDN FIRMS OPPORTUNITIES TO ADVANCE THEIR PROPOSAL FOR MAJOR CAPITAL PROJ. WITHIN INDIAN SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 WORK CLOSELY WITH CDN FIRMS IN DEVELOPING APPROPRIATE STRATEGIES IN PURSUIT OF MAJOR CAPITAL PROJECTS.

RAJ MAHAL COAL STUDY COMPLETE. CONTRACT NEGOTIATIONS TO START. YAMUNANAGAR AND UNCHALAR STRATEGISING CONTINUES.

QUARTER: 2 -----

QUARTER: 3 WORK CLOSELY WITH CDN FIRMS IN DEVELOPING APPROPRIATE STRATEGIES IN PURSUIT OF MAJOR CAPITAL PROJECTS.

DISCUSSIONS FOR YAMUNANAGAR, UNCHAHAR.

QUARTER: 4 WORK CLOSELY WITH CANADIAN FIRMS IN DEVELOPING APPROPRIATE STRATEGIES IN PURSUIT OF MAJOR CAPITAL PROJECTS.

DISCUSSIONS ON YAMUNANAGAR, UNCHAHAR

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

011-OIL & GAS EQUIPMENT, SERVICES
INDIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 2 A) CIDA/EDC LINE OF CREDIT FOR OIL & GAS SECTOR.
B) GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCY AGREEMENTS.
- QUARTER: 2 A) COMPUTERISE OIL & GAS CONTACT, AGENTS, LISTS, TENDERS ISSUED, RESPONSES FROM CDA SOURCING DOCUMENTS, ENQUIRIES FROM INDIA.
B) PETRO-CDA & ONGC MOU FOR TECHNICAL COOPERATION WITH OIL AND GAS SECTOR.
- QUARTER: 3 CIDA/EDC LINE OF CREDIT. -GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCY AGREEMENTS. -COMPUTERISE OIL/GAS CONTACTS/AGENTS/LISTS/TENDERS ISSUED, RESPONSES FROM CDA, SOURCING DOCUMENTS, ENQUIRIES FROM INDIA.
- QUARTER: 4 CIDA/EDC LINE OF CREDIT FOR OIL AND GAS SECTOR
- QUARTER: 4 COMPUTERISE CONTACTS, AGENTS, LISTS, TENDERS ISSUED, RESPONSES FROM CANADA, SOURCING DOCUMENTS, ENQUIRIES FROM INDIA

QUARTERLY RESULTS REPORTED:

- A) EFFORTS CONTINUED TO PRODUCE FIRST TRANSACTION
B) SIX NEW AGENCY AGREEMENTS AND 1 JOINT VENTURE ARRANGEMENT SET-UP.
- A) EFFORTS CONTINUING.
B) DROPPED FOR LACK OF INTEREST FROM PETROCAN.
- EFFORTS CONTINUED TO PRODUCE FIRST TRANSACTION.
-THREE NEW AGENCY AGREEMENTS SET UP.
-EFFORTS CONTINUING.
- EFFORTS CONTINUED TO PRODUCE FIRST TRANSACTION
- EFFORTS CONTINUING

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

POST : 522-NEW DELHI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CIDA TELECOM SECTOR STUDY

A TELECOMMUNICATIONS SEMINAR HAS BEEN COORDINATED BY EXSTAFF/POST AS PART OF "CANADA DAY" AT THE 7TH INDIAN ENGINEERING TRADE FAIR IN NEW DELHI IN FEBRUARY 1987.

A SEMINAR PROGRAM ON CDN CAPABILITIES IN ARTIFICIAL INTELLIGENCE AND REMOTE SENSING WAS SPONSORED BY THE CANADA/INDIA BUSINESS COUNCIL (THROUGH A CIDA GRANT) IN NEW DELHI & BOMBAY IN FEB. 1987.

IT WILL IDENTIFY SPECIFIC AREAS CANADIAN COMPANIES SHOULD CONCENTRATE THEIR EFFORTS.

SEMINAR'S AUDIENCE WILL INCL. SR OFFICIALS FM INDIAN DEPTS. OF SPACE & TELECOMM. AND MIN. OF SCIENCE & TECH. THESE CONTACTS WILL BE FOSTERED TO INCREASE INTEREST IN CDN CAPABILITY.

THE POST WILL FOLLOW UP CONTACTS/ENQUIRIES EMANATING FROM THE AUDIENCE OF THESE PROGRAMS AND TRANSMIT THIS INFORMATION TO RELEVANT CDN COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CIDA TELECOM SECTOR STUDY.

CANCELLED DUE LACK OF CDN CORPORATE SUPPORT FOR THIS APPROACH. EXTERNAL AFFAIRS CASE BY CASE APPROACH WILL CONTINUE FOR PRESENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 522-NEW DELHI

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

IN ADDITION TO INCOMING TRANSPORTATION MISSION, A SERIES OF SEMI-NARS/PRESS MEETINGS ARE PLANNED FOR CDN INDUSTRY REPRESENTATIVES.

A CLOSER LIAISON IS PLANNED WITH INDIAN DEPT OF CIVIL AVIATION & WITH MINISTRY OF RAILWAYS, TO BETTER DETERMINE THEIR PLANS FOR DEVELOPMENT, STRATEGIES FOR PROCUREMENT & TO MAINTAIN THESE AWARENESS OF CANADIAN CAPABILITIES IN THESE SECTORS.

ANTICIPATED RESULTS:

THE PROFILE OF CANADIAN INDUSTRY DEVELOPMENTS WILL BE RAISED IN THE KEY INDIAN PUBLIC/PRIVATE SECTOR AREAS.

THIS LABOUR INTENSIVE LIAISON SHOULD RESULT IN CLEARER MARKET INFORMATION ON WHICH CDN COMPANIES MAY ACT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 A) AUTO PARTS SEMINAR, TORONTO.
B) AUTO PARTS MISSION.

QUARTER: 3 -ONTARIO AUTOMOTIVE PARTS MISSION.
-RAIL MISSION LED BY MIN. CROSBIE.

QUARTER: 4 HON. JOHN CROSBIE

QUARTERLY RESULTS REPORTED:

A) CHOSE 4 LOCAL BUSINESSMEN TO ATTEND SEMINAR. THEY HIGH-LIGHTED OPPORTUNITIES AVAILABLE & GENERATED INTEREST IN CDA MOUNTING AN OUTGOING AUTOMOTIVE PARTS MISSION TO INDIA LATER IN YEAR.
B) POSTPONED TO OCTOBER 1988

-SUCCESSFUL, MISSION VISITED DELHI/MADRAS/BOMBAY CDN FIRMS TO FOLLOW UP. -DRIEOTT/CGTM/BANIGAN LED THE MISSION. IT COVERED AVIATION/COASTAL TRANSPORT/PORTS SECTORS BESIDES RAIL. MISSION WAS SUCCESSFUL.

SUCCESSFUL MISSION TO INDIA/NEPAL

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

POST : 522-NEW DELHI

ONTARIO INDUSTRIAL COOP MISSION LED BY HON. MONTE KWINTER,
FEB 1988.

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

POST : 527-OSAKA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

GENERAL NOTIFICATION OF CONSULATE GENERAL OPENING (1986).

INCREASED INTEREST BY CANADIAN FIRMS, ESPECIALLY THOSE WITH JAPANESE EXPERIENCE.

IDENTIFICATION AND NOTIFICATION OF CANADIAN FIRMS WHICH SHOULD BE MADE AWARE OF SPECIFIC MARKET OPPORTUNITIES IN KANSAI AREA.

FOCUSSING OF SECTORAL CAPABILITIES AND PREPARATION OF SPECIFIC MARKETING ACTIVITIES.

MONITOR EFFECTS OF DEREGULATION OF NTT ON TELECOM INDUSTRY AND MAKE RECOMMENDATIONS FOR MARKETING STRATEGY WHERE CANADIAN SECTORAL CAPABILITY IS STRONG.

INCREASE MARKET AWARENESS IN CANADA.

DETERMINE MARKET STRATEGIES EMPLOYED BY FOREIGN COMPETITORS IN THIS SECTOR ESPECIALLY WITH REGARDS TO DISTRIBUTION SYSTEM.

PROVIDE ADVICE ON MOST EFFECTIVE METHOD OF MARKET PENETRATION.

TPACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DEPT. OF COMMUNICATIONS TELECOMMUNICATION SEMINAR ADVANCE TEAM. -PREPARED ITINERARY PROVIDING TEAM BEST EXPOSURE TO MARKET OPPORTUNITIES FOR TELECOMMUNICATIONS EQUIPMENT AND SERVICES.

DETERMINED TIMING & NATURE OF SEMINARS NEEDED FOR TERRITORY IN COORDINATION WITH PROGRAMME IN TOKYO(SEPTEMBER). IDENTIFIED POTENTIAL BUYERS FOR TELECOM EQUIPMENT (OSAKA GAS. LOCAL NIT OFFICE).

QUARTER: 1 SASKATCHEWAN HIGHTECH MISSION -PREPARATION OF PROMOTIONAL MATERIAL (IN JAPANESE) -IDENTIFICATION AND SELECTION OF TARGET COMPANIES -DISTRIBUTION, CONTACT AND FOLLOW-UP.

SEVERAL CO. TO CO. NONNECTIONS ARRANGED LEADING TO SEVERAL SALE/JOINT COLLABORATION OR PRODUCT DEVELOPMENT IN JAPAN & OTHER EXPORT MARKETS. ONE TWO MAN-MISSION ARRANGED FOR KUBOTA RE REMOTE SENSING, IDENTIFICATION SYSTEMS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 527-OSAKA

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

NOTIFICATION OF OPENING OF CONSULATE GENERAL

ENCOURAGE BUYERS MISSION TO CANADA IN FOOD SECTOR.

IDENTIFY PRODUCTS WHICH CAN BE COMPETITIVELY CUSTOM-PACKED IN CANADA.

BUYERS MISSION TO CANADA BY MAJOR FOOD STORE CHAINS & DEPARTMENT STORES.

INCREASED INTEREST OF CANADIAN FIRMS, ESPECIALLY THOSE WITH JAPANESE EXPERIENCE.

AT LEAST TWO MISSIONS ORGANIZED.

INCREASED AWARENESS OF MARKET OPPORTUNITIES LEADING TO INCREASED MARKET PENETRATION.

INCREASED SALES BY SEVERAL MILLION OVER NEXT THREE YEARS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ALBERTA BEEF PROMOTION ACTIVITIES
-SUPPORT TO BEEF DEMO IN KOBE & KYOTO
-FOODEX OSAKA.

ALBERTA BEEF PROMOTIONS ARE SUCCESSFULLY ENHANCING IMAGE OF CDN BEEF IN TERRITORY AS LOW FAT HEALTHY FOOD PRODUCT.

QUARTER: 2 TV OSAKA PROGRAM - PROMOTION OF CANADIAN FOOD PRODUCTS AND CANADIAN FUR GARMENTS DURING PROGRAM ON CANADIAN PRESENCE IN THE KANSAI.

TV PROGRAM WILL BE SHOWN TWICE DURING OCTOBER ON 2 MAJOR OSAKA STATION.

QUARTER: 2 HANKYU CANADA FOOD FAIR - ANNUAL EVENT FOR WHICH CONGEN PROVIDES SUPPORT AND CONTACTS.

THE FAIR GENERATED RETAIL SALES OF OVER \$660,000 AND HELPED SUCCESSFULLY ESTABLISH A MEAT PACKER FROM NEW BRUNSWICK IN THIS MARKET.

QUARTER: 3 KOBE IMPORT FAIR-SUPPORT ACTIVITIES COORDINATED WITH EMBASSY.

ELEVEN COMPANIES PARTICIPATED SELLING WIDE VARIETY OF PRODUCTS.

QUARTER: 4 CONGEN CANADA FOOD FAIR PROGRAMME
- KINTETSU DEPARTMENT STORE
- MIYAKO HOTEL

2 FAIRS ORGANIZED TO COINCIDE WITH CALGARY OLYMPICS AND CANADA MONTH. SALES SUCCESS AND GREATER AWARENESS OF NEW CANADIAN FOOD PRODUCTS. TEN LEADING HOTELS/DEPT STORE CHAINS HAVE BEEN APPROACHED TO HOLD CDA FOOD FAIRS & 9 HAVE AGREED/

QUARTER: 4 OSAKA INTERNATIONAL TRADE FAIR
- PLANNING, BOOTH DESIGN, COMPANY RECRUITING

FIFTEEN CANADIAN COMPANIES HAVE AGREED TO PARTICIPATE, EITHER DIRECTLY OR THROUGH THEIR JAPANESE AGENTS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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POST : 527-OSAKA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

NOTIFICATION OF OPENING OF CONSULATE GENERAL AND OPPORTUNITIES ASSOCIATED WITH NEW KANSAI INTERNATIONAL AIRPORT CONSTRUCTION.

MEET WITH JAPANESE COMPANY EXPECTED TO WIN OVERALL CONTRACTS IN KIA PROJECT.

ENCOURAGE VISITS BY CANADIAN COMPANIES TO OSAKA FOR APPOINTMENTS AT KIA AND OTHER JAPANESE COMPANIES.

FIVE OR SIX COMPANIES REGISTERED WITH KIIAC UNDER DESIGNATED BIDDING SYSTEM.

INCREASE AWARENESS OF CANADIAN CAPABILITY IN THIS SECTOR BY JAPANESE PRIVATE COMPANIES.

ESTABLISH BUSINESS RELATIONSHIPS BETWEEN JAPANESE AND CANADIAN COMPANIES LEADING TO SALES OVER NEXT THREE YEARS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 AIRPORT CONSTRUCTION & AEROSPACE ENGINEERING SHOW. -PLANNING (3 MONTHS). RECRUITMENT FROM POST & IN CANADA ON CROSS-COUNTRY TOUR. EXECUTION, REPORTING, FOLLOW-UP.

18 CDNS CO'S PARTICIPATED BY PROVIDING PICTURES AND DISPLAY MATERIAL. ONE CDN REP PARTICIPATED ON BOOTH. 107 ENQUIRIES RECEIVED, REPORT PREPARED & FOLLOW-UP COMPLETED. INDIVIDUAL COMPANIES RESPONSIBLE FOR OWN FOLLOW-UP.

QUARTER: 1 AIRPORT CONTRACT BIDDING SEMINAR. POLITICAL PRESSURE TO KIIAC (8 MONTHS) RECRUITMENT - REPORTING

IN EFFORT TO RAISE PROFILE AS COUNTRY WITH TRANSPORTATION EXPERTISE, INDEPENDENTLY PUSHED TO HAVE BIDDING SEMINAR ORGANIZED BY AIRPORT CO. OFFICIALS. SIX CDN COS. REPS ATTEND RESULTING IN SEVERALS INDEPENDENT REPORTS GENERATED & DISTRIBUTED TO COMPANIES AND APPROPRIATE GOVERNMENT CONTACTS.

QUARTER: 2 KANSAI AIRPORT REPORT - REPORT ON PROCUREMENT POLICIES OF KANSAI INTERNATIONAL AIRPORT COMPANY

CONTINUE TO RAISE PROFILE OF CDA AS COUNTRY WITH HIGH-TECH CAPABILITY IN FIELD OF AIRPORT EQUIPMENT. INTEREST GENERATED AMONG ATTENDEES FOR SEVERAL PRODUCTS WHICH RESULTED IN SERIOUS BUSINESS DISCUSSION.

QUARTER: 3 ONTARIO AIRPORT EQUIPMENT DEMONSTRATION-ORGANIZATION IN ACCORDANCE WITH OBJECTIVES OF ONTARIO GOVERNMENT, SUPPORT ATTENDANCE.

QUARTER: 3 KANSAI AIRPORT PROJECT-REPORT ON NEW PROCUREMENT RULES PREPARED FOR CDN COMPANIES.

REPORT DISTRIBUTED TO 25 COYS IN CDA RESULTING IN RE-THINKING MARKETING STRATEGIES & PROMOTION ACTIVITIES WITH LOCAL AGENTS.

QUARTER: 4 KANSAI AIRPORT RE-REGISTRATION - PREPARATION OF MATERIAL AND DISTRIBUTION.

40 COMPANIES INCLUDING 8 ALREADY REGISTERED WITH KIIAC WERE CONTACTED TO ENCOURAGE REGISTRATION. TWO COMPANIES TO DATE HAVE REAPPLIED.

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

POST : 527-OSAKA

002-FISHERIES, SEA PRODUCTS & SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

IDENTIFICATION OF AGENCY RELATIONSHIPS WHICH CURRENTLY EXIST FOR CANADIAN SUPPLIERS; NOTIFY THOSE AGENTS OF OPPORTUNITIES IN KANSAI.

DETERMINATION OF DISTRIBUTION SYSTEM IN KANSAI FOR CANADIAN FISH PRODUCTS.

SEMINAR IN CONGEN TO FISH IMPORTERS/AGENTS TO RAISE AWARENESS OF CANADIAN CAPABILITY, RELYING ON PATTERN OF EXPERIENCE OF EMBASSY IN TOKYO.

EXPANSION OF AGENCY RELATIONSHIPS IN KANSAI AREA FOR EXISTING EXPORTERS AND FOR NEW EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEW BRUNSWICK FISHERIES PRODUCTS PROMOTIONS
-SUPPORT TI NB GOVERNMENT AND PRIVATE SECTOR INITIATIVES.

BUYING CONNECTION (LOBSTER) PREVIOUSLY ESTABLISHED IS LEADING TO EXPANSION OF (ATLANTIC SALMON) SAMPLES SENT, EXAMINED & NEGOTIATIONS STARTED. IMPORTANT INVESTMENT PROJECT CONSIDERED BY JAPANESE CO. (PURCHASE OF EXISTING FISH/PROCESSING /

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 MINI FOOD SHOW AT CONGEN(11 CDN EXHIBITORS)
- RECRUITING, ORGANIZATION LOGISTICS, FOLLOW-UP AND REPORT.

78 LOCAL BUYERS ATTENDED. ONGOING BUSINESS TALKS ARE EXPECTED TO GENERATE REPORTABLE BUSINESS ACTIVITY NEXT QUARTER.

527 - OSAKA

JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.
FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND
THROUGH IND. MACHIN, PLANTS, SERV. SEMINARS AT CONGEN AND SECTOR
MISSIONS TO CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS.

INVESTMENT IN CANADA OF SEVERAL MILLION
DOLLARS.

ELECTRONICS EQUIP. & SERV CONSUMER ELECTRONICS
FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND
THROUGH CONSUMER ELECTRONICS SEMINARS AT CONGEN AND SECTOR MISSIONS
TO CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS.

INVESTMENT IN CANADA OF SEVERAL MILLION
DOLLARS.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE
FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND
THROUGH INDUSTRY SPECIFIC SEMINARS AT CONGEN AND SECTOR MISSIONS TO
CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS. MAINTAIN
CLOSE LIAISON WITH KANSAI AIRPORT AUTHORITIES FOR NEW AIRPORT PROJECT.

INVESTMENT IN CANADA OF SEVERAL MILLION
DOLLARS.

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY
FOLLOW UP CONTACTS IDENTIFIED FISCAL 86-87 ON COMPANY VISITS AND
THROUGH INDUSTRY SPECIFIC SEMINARS AT CONGEN AND SECTOR MISSIONS TO
CDA ORGANIZED BY RELEVANT JAPANESE INDUSTRY ASSOCIATIONS. MAINTAIN
CLOSE LINKS WITH PHARMACEUTICAL & BIOTECH FIRMS.

INVESTMENT IN CANADA OF SEVERAL MILLION
DOLLARS.

NON SECTORALLY ORIENTED ACTIVITIES

COOPERATE CLOSELY WITH OSAKA CHAMBER OF COMMERCE AND INDUSTRY TO
ENCOURAGE AND ASSIST ITS MEMBERSHIP TO INVEST IN CDA (IE. SEMINARS,
CJBC MEETING IN CDA, ASIA PACIFIC FORUM, MISSIONS TO CDA).

IDENTIFY 150/200 POTENTIAL INVESTORS TO BE
TARGETTED FOR FURTHER PROMOTION.

DETERMINE POTENTIAL IN CENTRES OUTSIDE OSAKA ITSELF. (PRESENTATION ON
DOING BUSINESS IN CDA TO BE HELD IN AND CO-SPONSORED BY CHAMBER OF
COMMERCE IN KOBE AND/OR KYOTO AND WAKAYAMA AND/OR OHTSU).

EXPECT TO REACH 75 TO 80 NEW BUSINESS
CONTACTS WHO HAVE SHOWN SOME INTEREST
IN CANADA.

527 - OSAKA

JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-FOLLOW UP TO OSAKA CHAMBER OF MISSION TO CDA DINNER/RECEPTION. -FOLLOW UP TO MARCH 3 INVEST SEMINAR: WORK WITH DENTSU INC. TO PREPARE FOLLOW UP QUESTIONNAIRE; DISTRIBUTION, COLLECTION, EVALUATION. -ASIA DEVELOPMENT BANK: SUPPORT ACTIVITIES TO ENSURE IMPORTANT CONNECTIONS ESTABLISHED & IDENTIFY NEW CANDIDATES FOR INVEST PROMOTION. -FOLLOW-UP CONTACT & SUPPORT FOR ONGOING INVEST PROJECTS. -AUTOPARTS TECHNOLOGY MISSION: SUPPORT FOR MISSION ACTIVITIES.

-MISSION SUCCESSFUL PROMOTING 'FRIENDLY' IMAGE OF CDA. -OCCI WILL SEND WORKING LEVEL MISSION TO CDA NEXT YEAR. -APPROX. 50 OR 40% OF RECIPIENTS RESPONDED WHICH WILL HELP IN PLANING OF FUTURE INVEST ASPIRANTS FOR TARGET ACTIVITIES. -15 NEW INVEST TARGET CO'S IDENTIFIED (BANKS/SECURITIES FIRMS) WHICH PROVIDE FINANCING & ADVISE CLIENTS SEEKING INVEST OPPORTUNITY. -5 PROJECTS HAVE NOW REACHED CRITICAL STAGE & REQUIRE CONTINUAL MONITORING & ASSISTANCE. -IMPORTANT TECHNOLOGIES

QUARTER : 2

I. ASIA PACIFIC BUSINESS CONVENTION
II. INVESTMENT PROMOTION SEMINARS: PREPARATIONS FOR FALL A. FEDERAL 1. KOBE CHAMBER OF COMMERCE (OCT/NOV) 2. KYOTO CHAMBER OF COMMERCE
B. PROVINCIAL SEMINARS 1. QUEBEC (OCT. 6)
2. MANITOBA (NOV. 13)
III. IDENTIFY INVESTMENT CANDIDATES IDENTIFIED THROUGH SURVEY QUESTIONNAIRE FOLLOWING UP MARCH 3 SEMINAR IN OSAKA.

I. MAJ. INVSTMT MESSAGE TO APACON PROG TO BE DELIVERED BY TOP LEVEL FED'L OFFICIAL TO LARGE GROUP OF PROSPECTIVE JPNSE & OTHER INVSTRS AS PART OF CDA'S PART'N. II. A. FED. BOTH KYOTO/KOBE CHAMBER OF COMMERCE HAVE AGREED TO CO-SPONSOR & PROMOTE ATTENDANCE AMONG THEIR MEMBERS. B. ASSISTANCE HAS BEEN GIVEN TO EACH OF THESE PROV. SEM. C. WORKED WITH NOMURA TO PLAN & ORG. A SEM. ITS CLIENTS ONOPORTS FOR MFTG INVSTMT IN CDA. III. 13 COS TARGETED FOR DIR. INVSTMT PROM'N IN FALL.

QUARTER : 3

KYOTO CHAMBER OF COMM. -CDA INVESTMENT SEMINAR SET UP & SUPPORT ATTENDANCE; (02)KOBE CHAMBER OF COMM-CDN INVESTMENT SEMINAR SET UP & SUPPORT ATTENDANCE; (03)QUEBEC INVESTMENT SEMINAR-SUPPORT ATTENDANCE; (04)NOMURA SECURITIES INVESTMENT SEMINAR-ASSIST IN ORGANIZATION & LOGISTICS; (05)OSAKA CHAMBER OF COMMERCE INVESTMENT MISSION TO CDA, FINAL DECISION; (06)MANITOBA INVESTMENT SEMINAR-SET UP LOGISTICS & SUPPORT ATTENDANCE.

28 ATTENDEES (SEVERAL LEADS IDENTIFIED)
45 ATTENDEES (SEVERAL LEADS IDENTIFIED)
50 ATTENDEES (SEVERAL LEADS IDENTIFIED)
80 ATTENDEES, FOLLOW-UP MISSION OF CLIENTS TENTATIVELY PLANNED FOR JULY 88; (15)WORKING LEVEL INVESTMENT MISSION SET TO VISIT CANADA IN JUNE 88; (16)40 ATTENDEES (SEVERAL LEADS IDENTIFIED).

QUARTER : 4

FREE TRADE INFORMATION SEMINAR - GORDON RITCHIE-ORGANIZE, SUPPORT AND RECRUIT ATTENDEES. (2) PATENT SEMINAR - ORGANIZE PRESENTATION, RECRUIT ATTENDEES, LOGISTICS. (3)MANITOBA HEALTH CARE INDUSTRY PROMOTION-SET UP PROGRAMME, BRIEFING OF PARTICIPANTS AND FOLLOW-UP. (4)OCCI INVESTMENT MISSION TO CANADA-DEVELOP ITINERARY, ASSIST IN ORGANIZATION AND RECRUIT PARTICIPANTS. (5) NOMURA SECURITIES, PRELIMINARY PLANNING FOR MISSION

(1) TOTAL ATTENDANCE OF 154 FROM OSAKA BUSINESS COMMUNITY. (2) TOTAL ATTENDANCE OF TWENTY AMONG OSAKA'S MOST IMPORTANT ELECTRICAL DEVICE AND PHARMECEUTICAL MANUFACTURERS. (3) SERIES OF CALLS EXPANDED KNOWLEDGE OF LOCAL INDUSTRY, GENERATED MANY NEW TRADE/INVESTMENT ENQUIRES FOR FOLLOW-UP PLUS LIKELY TO RESULT IN FURTHER PROMOTION ACTIVITY FOR PROVINCE. (4) DATES AND ITINERARY SET, MISSION LEADER CHOSEN RECRUITING UNDERWAY. (5) MISSION NOW UNDER CONSIDERATION.

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

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

POST : 527-OSAKA

BRITISH COLUMBIA MINISTER FOR ECONOMIC DEVELOPMENT GRACE MCCARTHY IN OSAKA FOR 2 DAY PROGRAMME OF TRADE AND INVESTMENT. (2) MANITOBA TOURISM PROMOTION ASSOCIATED WITH VISIT OF ROYAL WINNIPEG BALLET ONE WEEK PROGRAMME. (3) ONTARIO MINISTER FOR SKILLS DEVELOPMENT CURLING FOR ONE DAY PROGRAMME (TECHNOLOGY INFLOW). (4) ONTARIO MANUFACTURING INVESTMENT SEMINAR HELD AT CONSULATE GENERAL. (5) GOVERNMENT OF NEW BRUNSWICK IN OSAKA FOR TWO DAY TRADE/INVESTMENT PROGRAMME. (6) DRIE VISITS DURING QUARTER 3; JAN (DICKSON, IRPI), FEB (BOWER, BOUANGER, INTERNATIONAL DIV.), MAR (ARCHAMBAULT, DRIE MONT).

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

POST : 519-SEOUL

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 NONE THIS QUARTER

QUARTER: 2 - PARTICIPATION IN AFCEA 87
- DEVELOPED DATA BASE OF IMPORTERS OF ELECTRONIC
 COMPONENTS (IMPORT DIVERSIFICATION)

QUARTER: 3 TELECOM/DATACOM MISSION TO CANADA.

QUARTER: 4 DATACOM SEMINAR AND MISSION DURING CANADA WEEK.

QUARTERLY RESULTS REPORTED:

STARTED WORK FOR CDN PARTICIPATION AT AFCEA 87.
2-ASSISTED CDN MARCONI IN FINALIZING SALES OF
ANSP 503.

- DEMONSTRATION OF CDN DEFENCE ELECTRONICS COM-
MUNICATIONS CAPABILITY
- COMPREHENSIVE DATABASE OF ALL KOREAN IMPORTERS
 OF DIVERSIFICATION ITEMS DEVELOPED.

COMPLETED. INCREASED KOREAN AWARENESS OF CDN
TECHNOLOGY. EXPECT POSSIBILITY OF AN AGREEMENT
IN THE FINANCIAL TELECOMMUNICATION SECTOR.

SEMINAR ATTRACTED MORE THAN 180 PARTICIPANTS.
ON-SITES SALES ESTIMATED AT \$300-500,000. FORE-
CASTED SALES: \$1.2 MILLION FOR THE COMING YEAR.

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

POST : 519-SEOUL

004-DEFENCE PROGRAMS, PRODUCTS, SERV
KOREA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

A DEFENSE MARKET STUDY WAS MADE IN 1986. WE ARE IN THE PROCESS OF FOLLOWING UP SPECIFIC OPPOTUNITIES WITH INDIVIDUAL COMPANIES.

ENHANCED RECRUITMENT FOR UPCOMING AFCEA SHOW. INCREASED BIDDING ON MND CONTRACTS BY CDN COMPANIES.

DEVELOPING FURTHER INVENTORY OF SUITABLE AGENTS AND CONTINUE TO DEVELOP CLOSER CONTACT WITH EXISTING AGENTS.

SUPPORT AN UPCOMING MISSION OF AGENTS TO CDA DURING HI-TECH. MORE AGENT AGREEMENTS WITH CANADIAN COMPANIES.

CONTINUE TO ENCOURAGE THE ROK TO PROCURE CND DEFENSE PRODUCTS AS MEANS OF REDRESSING IN PART THE TRADE IMBALANCE.

IMPROVE CLIMATE FOR CANADIAN DEFENSE SALES.

CATALOGUE AND VIDEO TAPE PRESENTATION OF CANADIAN DEFENSE PRODUCTS IN NEW TRADE CENTER.

ENCOURAGE INTEREST AMONG MILITARY AND AGENTS IN CANADIAN DEFNESE CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISSION TO CDA BY 6 PERSON MINISTRY OF NATIONAL DEFENCE TEAM HEADED BY M. GENERAL.

EXPOSE KEY KOREAN MILITARY TO CDN CAPABILITIES. AS A RESULT KOREA DEF. WILL SEND FOLLOW UP TEAM TO CDA. DEHAVILLAND/BOEING SEMINAR DEMONSTRATION FOR ASW EQUIPMENT TO BE INSTALLED ON DASH 8 FOR ROK NAVY. TOOK PLACE IN EMB. NEW TRADE CENTER.

QUARTER: 2 AEROSPACE SECTOR STUDY STARTED.

- ALL MAJOR AEROSPACE-RELATED INDUSTRIES VISITED. INTERVIEWS OF SENIOR OFFICIALS OF INDUSTRY, GOVT AND R & D.
- DRAFT PAPER WRITTEN.

QUARTER: 3 COMPLETE AEROSPACE STUDY.

STUDY COMPLETED. PRINTED & DISTRIBUTED BY DE TO AIAC AT HIGH-TECH.

QUARTER: 4 AEROSPACE SEMINAR AND MISSION DURING CANADA WEEK

SEMINAR ATTENDED BY 125 PERSONS. CDN AEROSPACE PROFILE INCREASED. DASH-8 WAS REINSTATED IN MARITIME PATROL PROGRAM. CANADAIR OPENED CL-215 CO-PRODUCTION DISCUSSION. OTHER CDN FIRMS MADE SIGNIFICANT NEW CONTACTS.

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

POST : 519-SEOUL

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

INCREASE LOCAL AWARENESS OF CDN AUTOMOTIVE PARTS SUPPLIERS THROUGH JOINT ACTIVITIES WITH THE KOREAN AUTOMOTIVE INDUSTRIES COOPERATIVE ASSOCIATION.

CONTINUE TO EXPAND CONTACTS WITH HYUNDAI, DAEWOOD, KIA AND SSANGYONG DONG-A FOREIGN PROCUREMENT STAFF.

FOLLOW UP WITH KOREAN PARTS COMPANIES WHO PARTICIPATED IN NOV. 86 INCOMING AND OUTGOING MISSIONS.

MONITOR CLOSELY THE DEVELOPMENT & IMPLEMENTATION OF THE KOREAN IMPORT SUBSTITUTION & FOREIGN SUPPLIER DIVERSIFICATION PROGRAM FOR AUTOMOTIVE COMPONENTS.

SECTORAL INVESTMENT AND TECHNOLOGY EXCHANGE SEMINAR FOR AUTOMOTIVE PARTS.

ESTABLISH STRONGER BACKGROUND IN AND REPORT ON KOREAN INDUSTRIAL POLICY PARTICULARLY AS IT PERTAINS TO THE AUTOMOTIVE SECTOR.

RAIL

FOLLOW UP TO CDN PRESENTATION (JULY 86) ON LRC TECHNOLOGY TO DAEWOOD & KOREAN RAILWAY.

IDENTIFY SPECIFIC OPPS IN FIVE YEAR PLAN AND IN DISCUSSION WITH RAIL AUTHORITIES.

CATALOGUE PRESENTATIONS TO VARIOUS RAIL AUTHORITIES.

CATALOGUE EXHIBIT FOR POTENTIAL AGENTS IN TRADE CENTER.

SUPPORT TO INCOMING PARTS MISSION NOV. 86.
SIGNING OF FIRST TECHNICAL EXCHANGE/J.V.
AGREEMENT IN THE AUTOMOTIVE SECTOR.

DIVERSIFICATION OF PARTS & COMPONENTS SOURCED IN CDA TO INCLUDE ELECTRONICS & PLASTICS AS WELL AS TRADITIONAL GLASS AND TIRES.

IDENTIFY SHORTLIST OF KOREAN PARTS FIRMS WITH INTEREST & CAPABILITY TO INVEST OR ESTABLISH J.V. WITH CDN PARTS AND SUPPLIERS.

ENSURE CONTINUED ACCESS FOR EXISTING SUPPLIERS & PROVIDE BETTER INTELLIGENCE ON EMERGING OPPORTUNITIES FOR CDN PARTS AND SUPPLIERS.

INCREASED LOCAL AWARENESS OF CDN INVESTMENT OPPORTUNITIES AND TECHNOLOGY IN THE AUTOMOTIVE SECTOR.

IDENTIFY POLICY TRENDS & GOVERNMENT PROGRAMS WHICH CAN ASSIST CDN PARTS PRODUCERS IN ENTERING MARKET OR ESTABLISHING RELATIONSHIP WITH KOREAN PRODUCERS.

SUSTAIN KOREAN INTEREST IN CANADIAN LRC TECHNOLOGY.

WIDEN POSSIBLE INCOMING MISSION ON LRC TO INCLUDE OTHER PRODUCTS.

OBTAIN DETAILED INFORMATION ON UPCOMING REQUIREMENTS.

INCREASED AWARENESS AMONG AGENTS OF CANADIAN CAPABILITIES.

REPORT 4
88/07/27

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

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POST : 519-SEOUL

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 SEMINAR & MISSION IN AUTOMOTIVE PARTS.

QUARTER: 2 CONTRCT SIGNING DASH 8 A/C.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

MISSION WILL 5 COS. JUNE 22 TO 27. POTENTIAL FOR
TWO J. V. 'S AND POSSIBLE DIRECT SALES TO DAEWOO
MOTOR. DAEWOO/KNR MISSION TO CDA.

KAL SIGNED CONDITIONAL CONTRACT FOR 3 DASH 8'S
WITH 3 OPTIONS.

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

POST : 519-SEOUL

003-GRAINS AND OILSEEDS
KOREA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ACCESS FOR ALFALFA. FIRST TENDER ISSUED FOR PURCHASE OF ALFALFA EXCLUDED CDA. AFTER STRONG REPRESENTATIONS BY EMBASSY, FIRST TENDER WAS CANCELLED. IN SECOND TENDER, CDA RECEIVED ORDER FOR 2,000 TONS.

QUARTER: 2 -----

QUARTER: 3 -DEHY ALFALFA MISSION & WORKSHOP.
-CWB MISSION
-CANOLA MISSION.

QUARTER: 4 CWB MISSION IN JANUARY 1989.

QUARTERLY RESULTS REPORTED:

FIRST CDN EXPORTERS OF DEHYDRATED ALFALFA. FOLLOWED-UP ON WHEAT MILLING TEST CONDUCTED IN MARCH 87. FOLLOWED UP ON INTRODUCTORY VISITS TO CRUSHING MILLS AND USERS, AND FIRST CDN SALE OF RAPESEED.

-COMP. WORKSHOPS HELD IN SEOUL & TAEJON. IMPROVED UNDERSTANDING OF ALFALFA'S VALUE AS FEED INGREDIENT. -COMP. 1987 WHEAT CROP INTRODUCED. -COMP. 3 WORKSHOPS INTRODUCED CRUSHING TECHNIQUES & EXPLAINED COMPLEX NATURE OF KOREAN MKT TO CDN FIRM

ORGANIZED CWB MISSION. \$1 MILLION SALES CONTRACT SIGNED WITH CANADIAN SUPPLIERS.

519 - SEOUL

KOREA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE
CONTINUE TO WORK WITH CDN & KOREAN INDUSTRIAL ASSOC'N TO RAISE LOCAL
AWARENESS OF CDN AUTOMOTIVE PARTS INDUSTRY AND ADVANTAGES OF A CDN
LOCATION FOR NORTH AMERICAN MARKET ACCESS.

ESTABLISHMENT OF ONE OR MORE J. V. /LICEN-
CING AGREEMENTS WITH KOREAN PARTS PRODU-
CERS.

MINE, METAL, MINERAL PROD & SRV MINERALS AND MINERAL PRODUCTS
PROVIDE SUPPORT FOR ONGOING EVALUATION OF CDN INVESTMENT PROPOSALS BY
MAJOR KOREAN MINERALS IMPORTERS AND PROCESSORS.

PARTICIPATION OF KOREAN COMPANIES IN NON-
ENERGY MINERALS PROJECTS.

FOREST PRODUCTS, EQUIP, SERVICES PULP AND PAPER PRODUCTS
WORK WITH PRINCIPLE KOREAN PULP AND PAPER IMPORTERS AND PRODUCERS IN
IDENTIFYING SPECIFIC INVESTMENT OPPORTUNITIES.

PARTICIPATION OF A KOREAN CO. IN EXISTING
CDN PULP OPERATION.

ELECTRONICS EQUIP. & SERV PRODUCTS & COMPONENTS
THROUGH CORPORATE LIAISON CALLS AND TRADE PROMOTIONAL ACTIVITIES
SELECT KOREAN ELECTRONICS PRODUCERS WITH HIGH POTENTIAL FOR INVESTING
IN CANADA.

DEVELOP SHORT LIST OF ELECTRONICS PRODUC-
ERS TO BE USED AS A BASIS FOR FOCUSED
INVESTMENT PROMOTION PROGRAM IN 1987/88.

NON SECTORALLY ORIENTED ACTIVITIES

FOLLOW-UP ON LEADS ARISING FROM APRIL 1986 INVESTMENT SEMINAR.

MAINTAIN CONTACT AND SERVICE INFORMATION
REQUIREMENTS OF COMPANIES THAT PARTICI-
PATED IN 86 SEMINAR.

519 - SEOUL

KOREA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

SEMINAR IN AUTOMOTIVE INVESTMENT.

APPROVED SEMINAR ON INVESTMENT IN AUTOMOTIVE SECTOR HAD TO BE POSTPONED FOLLOWING RESERVATION EXPRESSED BY APMA AND DRIE ABOUT VALUE OF INV SEMINAR. AUTOMOTIVE WAS THE NUMBER ONE PRIORITY AND THIS DECISION BY OTT FORCES THE POST TO REASSESS ITS INNVESTMENT PROMOTION PROGRAM.

QUARTER : 2

-INCOMING TELECOM/DATACOM MISSION (NOV); -OUT-GOING INSTRUMENTATION MISSION (OCT); -AEROSPACE STUDY COMPLETED; - INSTALLATION OF WIN-EXPORTS; -DATABASE COMPLETION (IMPORT DIVERSIFICATION (NOV)); -ONTARIO MISSION (GENERAL PURPOSE) (NOV); -CDN WHEAT BOARD WHEAT SEMINAR (NOV); -CANOLA WORKSHOPS (3); -DEHY ALFALFA WORKSHOPS (2); -ALTA MIN OF AGRICULTURE MISSION; -MINK BREADERS ASSOCIATION MISSION.

QUARTER : 3

ENCOURAGE URANIUM MINE DEVELOPMENT IN CDA THROUGH JOINT VENTURE; (02)FOLLOW-UP ON LOCAL INVESTMENT IN THE PULP & PAPER INDUSTRY.

KEPCO HAS SIGNED A CONTRACT WITH SMDC. RESULT IS AN INVESTMENT OF \$2.7M EQUIVALENT TO A 2% PARTICIPATION IN THE DEVELOPMENT OF CIGAR LAKE URANIUM MINE; (12)DAELIM ENGINEERING VISITED CANADA TO INVESTIGATE POTENTIAL INVESTMENT IN PULP MILL.

QUARTER : 4

FOLLOW-UP ON LEADS ARISING FROM APRIL 1986 INVESTMENT SEMINAR. (2) SUPPORT ON-GOING ACT INVESTMENT PROPOSALS BY KOREAN MINERALS IMPORTERS AND PROCESSIONS. (3) SELECT KOREAN ELECTRONIC PRODUCERS WITH HIGH POTENTIAL FOR INVESTING IN CANADA.

CDA WEEK INVESTMENT SEMINAR USED AS FOLLOW-UP ACTIVITY SEMINAR WAS SUCCESSFULLY HELD WITH MORE THAN 200 PARTICIPANTS. PROVIDED EXCELLENT OPPORTUNITY TO DISSEMINATE INFO ON THE CDN INVESTMENT CLIMATE/POLICY, BANKING, ACCOUNTING & TAX, ENTREPRENEURIAL IMMIGRATION AS WELL AS PROV OVERVIEWS. ALSO, INV CDA BOOTH RECEIVED SIGNIFICANT TRAFFIC. MORE THAN 1000 BROCHURES DISTRIBUTED. 20 ENQUIRIES GENERATED. (2)SUPPORTED LUCKY-GOLDSTAR TO INITIATED A JOINT-VENTURE MINING INV IN CDA.

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

POST : 519-SEOUL

VISIT OF ABBOTSFORD AIRSHOW REPRESENTATIVES (AIRSHOW CANADA)
WITH ASSISTANT TO MINT. (2) VISIT OF MIN. GRACE MCCARTHY -B.C
MINISTER FOR ECONOMIC DEVELOPMENT. (3) VISIT OF CDN DEHY
ALFALFA MISSION. (4) VISIT OF 'FREE TRADE AGREEMENT' MISSION
-SEMINAR AND MISSION PROGRAM. (5) VISIT OF DRIE AUTOMOTIVE
POLICY MISSION. (6) VISIT OF DRIE/EXT AUTOMOTIVE POLICY MIS-
SION. (7) MAJOR REPORTS RE ALFALFA ACCESS ISSUE. (8) MAJOR
REPORTS RE HYUNDAI ANTI DUMPING ISSUE. (9) VISIT OF ONTARIO
MIN. OF AGRICULTURE - RIDDELL. (10) ORGANIZING 'ASBESTOS'
SEMINAR FOR ASBESTOS INSTITUTE.

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

POST : 506-SHANGHAI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSULTATIONS WITH VISITING AGRICOTT OFFICIALS ON CHINA MARKETING PROGRAM.

FULL INTERGRATION OF NEW SHANGHAI CONSULATE GENERAL IN CHINA AG MARKETING PROGRAM.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -REFINE MARKET THRUST/STRATEGY WITH EXTOTT, AGRICOTT, CIDA & PROV.; -ASSIST PRIVATE SECTOR IN PURSUIT OF JIANGXI RED SOILS (DAIRY CATTLE) PROJECT.

-HELPED TO SHAPE THRUST OF CIDA ACTIVITIES IN AG SECTOR IN TERRITORY. 2 POTENTIAL PROJECTS TAKING SHAPE; -THROUGH FOLLOW-UP IN JIANXI & CDA, CDN SUPPLIER IN POSITION TO SUBMIT LARGE CATTLE/SWINE BID.

QUARTER: 2 REFINE MARKET THRUST WITH EXTOTT, AGRICOTT, CIDA AND PROVS.

SUPPORTED/ASSISTED VISIT BY B.C. AG MINISTER TO ZHEJIANG. COMMENCED PREPARATIONS FOR VISIT OF MIN WISE.

QUARTER: 3 USE HIGH LEVEL VISITS TO SUPPORT/ADVANCE CO-OP IN DAIRY SECTOR & BROADEN LOCAL CONTACT BASE.

VISITS OF MIN & MAYOR DORE HELPED MAINTAIN ENTHUSIASM FOR DAIRY CO-OP WITH CDA (BREEDING CENTRE, EMBRYO TRANSPLANTS). PLANS UNDERWAY FOR RETURN VISITS BY VICE-MAYOR (AG) & DEPUTY DIR. OF AG COMMISSION.

QUARTER: 4 CONTINUE PROMOTION OF HIGH LEVEL BI-LATERAL EX-CHANGES AS MEANS OF DEVELOPING BASIS FOR CO-OP.

VISIT OF SHANGHAI VICE MAYOR AND AG COMMISSION GENERATED MULTIPLE COMMERCIAL LEADS.

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

POST : 506-SHANGHAI

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSESSMENT BY POST OF PORT DEVELOPMENT. POTENTIAL IN YANGTZE
DELTA AREAS.

DEVELOP INFORMATION BASE ON OPPORTUNITIES
IDENTIFY CONTACTS.

DISSEMINATION OF INFORMATION ON PORT DEVELOPMENT TO CDN FIRMS.

INITIAL INROADS INTO MARKET POTENTIAL.

MAJOR THRUST TO PROMOTE CDN AIRPORT EQUIPMENT IN ZHEJIANG PROVIN-
CE.

EQUIPMENT FOR NEW PROVINCIAL AIRLINE TO BE
SOURCED IN CDA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -REPORT ON METRO PROJECT/SUPPORT OF CDN FIRMS;
-PURSUIT OF SHEJIANG AIRLINE PROJECT; -PURSUE
PORT DEVELOPMENT PROJECT/INVESTIGATE OPTIONS FOR
PROMOTION OF CDN CAPABILITY; -PURSUIT OF HUANGPU
BRIDGE PROJECT/SUPPORT CDN CO.

-CDN CO. FULLY BRIEFED BY CONGEN, HAS RESPONDED
TO REQUEST FOR TECH INFO FM SHNGI METRO CORP.;
-SHEJIANG AIRLINE DEL VISITED CDA WITH POST ASS.
-RECEIVED/BRIEFED CIDA PORT TECH DEL.; -CDN
GROUP BEING FORMED TO BID ON HUANGPU BRIDGE.

QUARTER: 2 SHANGHAI ECONOMIC LEADERS MISSION: INCLUDED
CALLS ON CDN COMPANIES PURSUING METRO, VTMS
AND HUANGPU BRIDGE PROJECTS.

VISIT BY HIGH-LEVEL ECONOMIC DECISION MAKERS
PROVIDED EXCEPTIONAL OPPORTUNITY TO PROMOTE CDN
INTERESTS IN 3 MAJOR TRANSPORTATION PROJECTS.
SHNGI LEADERS ALSO GOT THOROUGH BRIEFING ON EDC
SUPPORT POSSIBLE.

QUARTER: 3 CONTINUE REPRESENTATION TO ZHEJIANG AIRLINES
OFFICIALS FOR SALE OF 2 COMMUTER AIRCRAFT.
SUPPORT CDN PURSUIT OF METRO PROJECT DEVELOP
NEW CONTACTS.

CONTRACT AWARDED TO CDA FOR SUPPLY OF AIRCRAFT.
CDN INTEREST IN PROJECT GIVEN HEIGHTENED PROFILE
THROUGH CONTACTS MADE DURING MAYOR DORE VISIT.

QUARTER: 4 MOUNT/SUPPORT PROMOTION OF CANADIAN EXPERTISE IN
SECTORS OF PRIME LOCAL INTEREST (URBAN TRANSIT,
AIRCRAFT).

SUPPORTED CANADIAN SUBMISSION/PRESENTATION FOR
SHANGHAI METRO PROJECT.
ORGANIZED TWO SEMINARS IN AVIATION SECTOR.

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

POST : 506-SHANGHAI

006-ELECTRONICS EQUIP. & SERV
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

INSTRUMENTATION MARKET SURVEY

COMPREHENSIVE MARKET PLAN

IMPLEMENTATION OF MARKET PLAN

MARKET Foothold

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -COMPLETE INSTRUMENTATION STUDY;
-PURSUE SHNGI VTMS PROJECT/SUPPORT CDN CO.

-STUDY COMPLETED, FIRST COPIES DISTRIBUTED, WIDER SELECTION NOW BEING PRINTED; -CDN CONSULTANTS REDESIGNING CONSORTIUM APPROACH TO ENHANCE PROJECTS. EXCHANGE OF VISITS PLANNED.

QUARTER: 2 COMMENCED PLANNING/PREPARATION FOR OUTGOING INSTRUMENTATION MISSION. SUPPORTED EFFORTS OF CDN TEAM IN PURSUIT OF VTMS PROJECT.

SECURED ASSISTANCE OF SHNGI AND WUXI INSTRUMENTATION/ELECTRONICS BUREAUX. SETTLED ON LOGISTICS COMMENCED RECRUITMENT. ARRANGED INTRO OF KEY CHINESE & CDN PLAYERS IN SHNGI. SHNGI ECON LEADERS CALLED ON SEVERAL KEY PUBLIC/PRIVATE

QUARTER: 3 IMPLEMENT INSTRUMENTATION SEMINARS. SUPPORT CDN TEAM PURSUING VTMS PROJECT.

INSTRUMENTATION SEMINARS ATTRACTED SOME 150 REG. CONTACTS. FOLLOW-UP VISITS IN SHANGHAI & WUXI. PROPOSAL FOR JOINT STUDY OF VTMS SYSTEM NOW UNDER CONSTRUCTION.

QUARTER: 4 SUPPORT CANADIAN TEAM PURSUING VTS PROJECT. PROMOTE CANADIAN CAPABILITY VIS A VIS INSTRUMENTATION PROJECT.

PREPARATIONS FOR JOINT CANADIAN/CHINESE STUDY NOW UNDERWAY. CANADIAN CONSORTIUM HAS MADE DETAILED PROJECT SUBMISSION.

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

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

POST : 506-SHANGHAI

CANADA CHINA TRADE COORDINATION CONFERENCE/SHANGHAI
VISIT TO CANADA OF VICE MAYOR YE GONG QI
SUPPORT AND FOLLOW UP FOR MAJOR LIVESTOCK SHIPMENT THROUGH
SHANGHAI. (4) SUPPORTED CANADIAN PRESENTATIONS FOR TWO MAJOR
URBAN PROJECTS (METRO, COMMUNICATIONS TOWER).

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

POST : 512-SINGAPORE

004-DEFENCE PROGRAMS, PRODUCTS, SERV
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE & MARINE

COMPLETE MARKET SURVEY FOR MILITARY AEROSPACE SECTOR.

TO IDENTIFY MARKET OPPORTUNITIES AND NOTIFY
POTENTIAL CANADIAN SUPPLIERS.

CONTINUE TO DEVELOP CLOSER CONTACTS WITH PROCUREMENT AND TECHNICAL STAFF IN THE INDUSTRY.

STIMULATE IMPROVEMENT OF CANADIAN MARKET SHARE.

FOLLOW-UP ON OPPORTUNITIES REVEALED DURING INCOMING DEFENCE MISSION.

AN INCREASE IN CANADIAN EXPORTS OF MILITARY AEROSPACE EQUIPMENT.

ARMAMENTS & VEHICLES

CONTINUE TO DEVELOP CLOSER CONTACTS WITH PROCUREMENT AND TECHNICAL STAFF IN THE DEFENCE MINISTRY.

ENSURE THAT LOCAL OFFICIALS ARE AWARE OF CANADIAN CAPABILITIES IN THIS FIELD.

CLOSELY MONITOR MARKET OPPORTUNITIES AS THEY DEVELOP.

ENSURE THAT POTENTIAL SUPPLIER HAVE SUFFICIENT NOTICE OF UPCOMING OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 TO SECURE ADVANTAGEOUS POSITION FOR CDN SUPPLIERS OF SIMULATORS FOR MILITARY TRAINING CENTRE.

C.A.E. OF MONTREAL WERE ASKED TO SUBMIT BUDGETARY PROPOSAL FOR TRAINING CENTER ACCOMODATING SIMULATORS FOR C-130, UH1, F-16, SUPER PUMA AND MARCHETTI 211.

QUARTER: 3 -----

QUARTER: 4 DEVELOP CLOSER CONTACTS WITH PROCUREMENT OFFICIALS.

ON OCCASION OF ASIAN AEROSPACE 88, GROUP OF SENIOR SINGAPORE DEFENCE PROCUREMENT OFFICIALS VISITED CANADIAN PAVILLION FOR UPDATE OF RPV AND F5 RETROFIT.

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

POST : 512-SINGAPORE

001-AGRI & FOOD PRODUCTS & SERVICE
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

HORTICULTURE (FRUIT, VEG, FLOR)

FOLLOW-UP ON OPPORTUNITIES REVEALED IN RECENTLY COMPLETED MARKET SURVEY.

NOTIFY POTENTIAL CANADIAN SUPPLIERS AND INCREASE AWARENESS IN CANADA OF MARKET POTENTIAL IN SINGAPORE.

PRESENTATIONS TO BULK IMPORTERS, DISTRIBUTORS AND MAJOR RETAIL OUTLETS HIGHLIGHTING CANADIAN PRODUCTS.

STIMULATE IMPROVEMENT OF CANADIAN MARKET SHARE IN FY 1987/88 FOR FRESH APPLES AND FROZEN VEGETABLES.

SEEDS & SPECIAL CROPS

CONTINUE TO DEVELOP CLOSER CONTACTS WITH MAJOR IMPORTERS.

IMPROVE ACCESS FOR CANADIAN PRODUCTS TO LOCAL MARKET.

ENHANCE IMAGE OF RELIABILITY OF CANADIAN PRODUCTS THROUGH FOLLOW-UPS WITH PARTIES INVOLVED IN EXISTING CONTRACTS WHERE PRODUCT QUALITY IS A PROBLEM.

AN IMPROVEMENT IN THE IMAGE OF CANADIAN PRODUCTS.

PRESENTATIONS TO BULK IMPORTERS, DISTRIBUTORS AND MAJOR RETAIL OUTLETS.

STIMULATE IMPROVEMENT IN FY 1987/88 OF CDN MARKET SHARE FOR SOYABEANS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 A) TO STIMULATE IMPROVEMENT IN SOYABEAN MARKET SHARE.
B) TO STIMULATE IMPROVEMENT IN MARINE FISH MARKET SHARE.

A) CDN SHARE OF SINGAPORE SOYABEAN MARKET HAS RISEN BY 5 - 10% IN FY TODATE.
B) CDN SHARE OF MARINE FISH MARKET HAS INCREASED BY 20% IN FY TODATE.

QUARTER: 3 -----

QUARTER: 4 PRESENTATIONS TO BULK IMPORTERS, DISTRIBUTORS AND MAJOR RETAIL OUTLETS.

ARRANGED PRODUCT PRESENTATION SEMINAR AND RECEPTION FOR ONTARIO SOYBEAN GROWERS ASSOCIATION.

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

POST : 512-SINGAPORE

011-OIL & GAS EQUIPMENT, SERVICES
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO IDENTIFY JOINT-VENTURE PARTNERS OR LICENCEES WITH THE POTENTIAL TO UTILISE CANADIAN ENGINEERING DESIGN EXPERTISE.

AN INCREASE IN MARKET PENETRATION FOR CDN DESIGNED EQUIPMENT

CONTINUE TO LIAISE WITH LOCAL REFINERY OPERATORS AND ENSURE THAT THEY ARE AWARE OF CANADIAN EXPERTISE.

AN INCREASE IN SALES OF POLLUTION AND PROCESS CONTROL EQUIPMENT.

FOLLOW-UP ON MARKET OPPORTUNITIES HIGHLIGHTED IN RECENTLY COMPLETED MARKET STUDY, AND INFORM CANADIAN COMPANIES OF AVAILABILITY OF STUDY.

AN INCREASE IN CANADIAN MARKET PENETRATION, AND AN INCREASED AWARENESS IN CANADA OF LOCAL MARKET OPPORTUNITIES.

ENCOURAGE RELEVANT CONTACTS TO VISIT MAJOR CANADIAN OIL AND GAS EXHIBITIONS.

AN INCREASE IN THE NUMBER OF CANADIAN COMPANIES REPRESENTED IN SINGAPORE.

MEET WITH LOCAL COMPANIES ACTIVELY PURSUING MAJOR PROJECTS IN ASEAN AND ENSURE THAT THEY ARE AWARE OF CANADIAN EXPERTISE.

AN INCREASE IN REGIONAL MARKET PENETRATION IN CONJUNCTION WITH SINGAPORE COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 CONTINUE TO LIAISE WITH LOCAL REFINERY OPERATORS AND ENSURE THAT THEY ARE AWARE OF CDN EXPERTISE.

AS RESULT OF RECENT DEREGULATION OF OIL/GAS INDUSTRY IN CDA, THERE IS POSSIBILITY OF EXPORTING CRUDE OIL TO SPORE REFINERS. SERIES OF CALLS ARRANGED BY POST FOR CDN PRODUCER HAVE MADE LOCAL REFINERS AWARE OF THIS POTENTIAL.

QUARTER: 3 -----

QUARTER: 4 CONTINUE TO IDENTIFY JOINT-VENTURE PARTNERS OR LICENCEES WITH POTENTIAL TO UTILIZE CANADIAN ENGINEERING DESIGN EXPERIENCE.

INTRODUCED CANADIAN PARTICIPANTS IN OFFSHORE SOUTH ASIA EXHIBITION TO IMPORTANT LOCAL CONTRACTS, AND INTRODUCED CANADIAN PARTICIPANTS TO PETROMIN ASIA REPORTER. SIGNIFICANT PRESS COVERAGE RESULTED.

POST : 512-SINGAPORE

013-CONSUMER PRODUCTS
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

COMPLETE MARKET SURVEY FOR LEISURE PRODUCTS.

IDENTIFY POTENTIAL MARKETS AND ENCOURAGE AN
INCREASE IN CANADIAN SUPPLIER VISITS.

IDENTIFY AND LIAISE WITH NEWLY ESTABLISHED POTENTIAL IMPORTERS OF
CANADIAN HEALTH AND FITNESS EQUIPMENT.

ENSURE THAT LOCAL FIRMS ARE AWARE OF CANADIAN
EXPERTISE AND INCREASE CANADIAN MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 IDENTIFY AND LIAISE WITH POTENTIAL IMPORTERS OF
HEALTH AND FITNESS EQUIPMENT.

CDN EXPORTS OF GYMNAS TIC EQUIPMENT HAVE
INCREASED BY 30 - 35% IN FY TODATE.

QUARTER: 3 -----

QUARTER: 4 -----

512 - SINGAPORE

SINGAPORE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

AGRI & FOOD PRODUCTS & SERVICE SEMI & PROCESSED FOOD & DRINK
CONTACT THE MAJOR FOOD AND BEVERAGE PROCESSORS IN SINGAPORE AND ADVISE
THEM OF THE POTENTIAL IN CANADA.

IDENTIFY NEW PROSPECTS FOR INVESTMENT AND
CREATE AN AWARENESS OF THE SCALE OF THE
ETHNIC FOOD MARKET IN CANADA.

COMM. & INFORM. EQP. & SERV ALL SUB-SECTORS
THIS DYNAMIC SECTOR IS GROWING RAPIDLY AND INDUSTRY CONTACTS WILL BE
REGULAR AND FREQUENT IN ORDER TO KEEP ON TOP OF DEVELOPMENTS AND
IDENTIFY OPPORTUNITIES AS THEY ARISE.

COS WILL BE ADVISED OF CDN INNOVATIONS AND
GROWTH POTENTIAL, AND EXECUTIVES ENCOUR-
AGED TO INCLUDE CANADA IN THEIR TRAVEL
ITINERARIES.

OIL & GAS EQUIPMENT, SERVICES MACHINERY AND EQUIPMENT
CONTINUE PROGRAM OF INDUSTRY LIAISON AND ENSURE THAT OPPORTUNITIES FOR
INVESTMENT ARE HIGHLIGHTED.

IDENTIFY SIGNIFICANT NEW PROSPECTS FOR
INVESTMENT & ENCOURAGE EXECUTIVES TO VISIT
THE MAJOR CANADIAN OIL AND GAS EXHIBITIONS

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

512 - SINGAPORE

SINGAPORE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER RESULTS REPORTED

QUARTER : 1

NIL

NIL

QUARTER : 2

CONTACT MAJOR FOOD AND BEVERAGE PROCESSORS IN
SINGAPORE AND ADVISE OF POTENTIAL IN CANADA.

GOOD PROSPECTS FOR INVESTMENT IN CANADA BY MAJOR
SINGAPORE BREWERY.

QUARTER : 3

QUARTER : 4

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

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

POST : 512-SINGAPORE

THE HIGH COMMISSION MOVED TO NEW PREMISES IN MARCH, AND THIS
CONSUMED CONSIDERABLE TIME AND RESOURCES.
2) MAJOR REPORTING TELEXES WERE SENT ON THE SUBJECTS OF GSP,
ECONOMIC SURVEY (1987) AND THE SINGAPORE FY 88/89 BUDGET.

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

POST : 533-SYDNEY

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 COMPUTER/COMMUNICATIONS MISSION, NOVEMBER 26-29

QUARTER: 4 PRODUCT LAUNCH - COGNOS LTD.

QUARTERLY RESULTS REPORTED:

NINE COMPUTER & DATA COMMUNICATIONS COMPANIES VISITED THE AUSTRALIAN MARKET. INITIAL REACTION IS VERY POSITIVE. FIRST MEASURABLE RESULTS WILL BE REPORTED BY COMPANIES IN MARCH 1988.

POST ORGANIZED LUNCH FOR A CROSS SECTION OF THE BUSINESS SECTOR TO HELP COGNOS LAUNCH THEIR PRODUCT IN THE AUSTRALIAN MARKET. LUNCH ATTENDED BY 40 END-USERS AND GOOD BUSINESS CONTACTS MADE.

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

POST : 533-SYDNEY

006-ELECTRONICS EQUIP. & SERV
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INSTRUMENTATION

STUDY OF PROCESS CONTROL EQUIPMENT REQUIREMENTS IN AUSTRALIAN
MINES.

INFORM CANADIAN SUPPLIERS OF CURRENT MARKET
SITUATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 533-SYDNEY

013-CONSUMER PRODUCTS
AUSTRALIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING PROGRAM TO IDENTIFY IMPORTERS AND THEN DEMONSTRATE
CANADA'S CAPACITY TO SUPPLY COMPETITIVE PRODUCTS.

INCREASE SOURCING ENQUIRIES FROM LOCAL
IMPORTERS.

MONITOR NEW CANADIAN PRODUCT DESIGN AND MARKETING INVESTIGATE
WILLINGNESS OF PRODUCER TO MARKET IN AUSTRALIA AND POTENTIAL FOR
PRODUCT IN AUSTRALIA.

INTRODUCE UNIQUE PRODUCTS TO AUSTRALIAN
MARKETPLACE.

PREPARE MARKET POTENTIAL STUDIES ON JEWELLERY, TOYS & GIFTWARE,
AND FURNITURE; CIRCULATE TO CDN COMPANIES.

INTEREST CDN COMPANIES IN AUSTRALIAN MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

POST : 533-SYDNEY

008-TRANSPORT SYS, EQUIP, COMP, SERV.
NEW GUINEA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

MAINTAIN CLOSE CONTACT WITH PNG CIVIL AVIATION OFFICIALS.

COLLECT INFORMATION ON CIVIL AVIATION
PLANNERS FOR CANADIAN EXPORTERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

533 - SYDNEY

AUSTRALIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP. & SERV ALL SUB-SECTORS
PLACEMENT OF ARTICLES IN DAILY NEWSPAPERS FOCUSING ON HIGH TECH
INDUSTRY.

FOCUS ON SECTORAL INVESTMENT OPPORTUNITIES
4 INVESTORS.

AGRI & FOOD PRODUCTS & SERVICE ALL SUB-SECTORS
SELECTIVE MAILINGS FOCUSING ON AGRICULTURE AND FOOD PRODUCTS AND
SERVICE SECTOR.

500 MAILINGS RESULTING IN 10 SERIOUS
ENQUIRIES.

SERVICE INDUSTRIES ALL SUB-SECTORS
INVESTMENT ENCOUNTER SESSIONS FOCUSING ON SERVICE INDUSTRIES SECTOR.

TARGETTED AUDIENCE. 4 PROBABLE INVESTORS
OF 100 POTENTIAL INVESTORS.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

533 - SYDNEY

AUSTRALIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

HAD NOT PLANNED ANY SPECIFIC PROMOTION
ACTIVITIES ON INVESTMENT. HOWEVER, POST
RESPONDED TO INVESTMENT ENQUIRIES BY
FORWARDING AVAILABLE LITERATURE ON HAND.

QUARTER : 2

NO SPECIFIC PROMOTION ACTIVITIES PLANNED ON
INVESTMENT. HOWEVER ALL ENQUIRIES RESPONDED TO
BY POST FORWARDING RELEVANT LITERATURE ON HAND.

QUARTER : 3

SEVERAL INVESTMENT ENQUIRIES RESPONDED TO BY
POST FORWARDING RELEVANT LITERATURE ON HAND.

QUARTER : 4

SEVERAL INVESTMENT ENQUIRIES RESPONDED TO BY
POST FORWARDING RELEVANT LITERATURE ON HAND.

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

POST : 520-TOKYO

010-MINE, METAL, MINERAL PROD & SRV
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

CONTINUED REPORTING ON INDUSTRY RESTRUCTURING IDENTIFICATION OF POTENTIAL EFFECTS ON CANADIAN INTERESTS.

REGULAR AND TIMELY PROVISION OF INFORMATION TO OTTAWA, PROVINCES, INDUSTRY.

MINERALS REPORTS: TRADE AND PRODUCTION INFORMATION ON COMMODITY BASIS; PER MONTH.

ELEVEN REPORTS PER YEAR; IDENTIFICATION OF MARKET SHIFTS, EXPORT OPPORTUNITIES.

COAL AND STEEL REPORTS: MONTHLY TRADE AND PRODUCTION FIGURES, ANALYSES.

ELEVEN REPORTS PER YEAR. CONTINUAL ANALYSES OF PRODUCTION TRENDS, COAL CONSUMPTION.

REPORT ON PRC ACTIVITY IN JAPANESE MARKET PLUS JAPANESE INVESTMENT/DEVELOPMENT IN PRC.

CLEARER UNDERSTANDING OF PRC ROLE AND POTENTIAL AS COMPETITOR IN JAPANESE MARKET; 2 REPORTS.

METALS, PRIMARY & FABRICATED

CONTINUED WORK ON CERAMICS AND OTHER ADVANCED INDUSTRIAL MATERIAL TO FOLLOW-UP CONTACTS, PROMOTE COOPERATION, TRADE.

INCREASED NUMBER OF LICENSING, JOINT VENTURE CONTRACTS.

CONTINUED REPORTING ON JAPANESE POSITIONS ON MULTILATERAL ISSUES PARTICULARLY INTERNATIONAL COMMODITY GROUPS.

REGULAR REPORTING TO OTTAWA TO UPDATE JAPANESE THINKING.

COMMODITY SPECIFIC REPORTS ON DOMESTIC DEVELOPMENTS (PRODUCTION, RESTRUCTURING, INVESTMENT PLANS) AFFECTING KEY METALS: LEAD, ZINC, NICKEL COPPER, MOLYBDENUM.

IDENTIFICATION OF MARKET TRENDS WITH INTL. AND CANADIAN EXPORT EFFECTS.

REPORT ON RARE EARTHS AND METALS DEVELOPMENT INCLUDING OVERSEAS INVESTMENT, COOPERATION PLANS.

CLEARER UNDERSTANDING OF DIRECTION OF JAPANESE INTERESTS AND ACTIVITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PERSUE FORMAL TIES BETWEEN CUIAC & JFCA IN ADVANCED CERAMICS AND PROMOTE CDN PARTICIPATION IN NAGOYA CERAMICS FAIR, MAY/88.

COMPLETED. GOV'T WILL HAVE INFO BOOTH.

QUARTER: 2 MONTHLY REPORTS ON COAL & STEEL INDUSTRY, REPORT ON JAPANESE MARKET FOR KEY METALS: LEAD, ZINC, NICKLE, COPPER, MOLY & IRON ORE. MONITOR PROGRESS OF COAL CONTRACTS NEGOTIATED BY THE JSI, REPORT ESPECIALLY ON QUINTETTE.

REGULAR REPORTS SUBMITTED ON SCHEDULE; THROUGH THE VISIT OF THE MINISTER OF STATE FOR MINES & FORESTRY, STRONG STATEMENT OF SUPPORT FO COAL SUPPLIERS.

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

POST : 520-TOKYO

010-MINE, METAL, MINERAL PROD & SRV
JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 3 MONTHLY REPORTS ON COAL/STEEL & MINERALS/METALS INDUSTRIES: PRODUCTION, TRADE, CONSUMPTION TRENDS. ASBESTOS MARKET PROTECTION. COAL EXPORTS: INDUSTRY LIAISON.

QUARTER: 4 MONTHLY REPORTS ON COAL AND STEEL, MINERALS AND METALS; PRODUCTION, TRADE, CONSUMPTION TRENDS. -PROMOTION OF INT'L NICKEL STUDY GROUP. ASBESTOS MARKET PROTECTION. - COAL NEGOTIATIONS; INDUSTRY LIAISON.

QUARTERLY RESULTS REPORTED:

MONTHLY REPORT IN EACH SECTOR (TOTAL 6) FORWARDED TO OTT, PROVINCES, WIDE RANGE OF PRIV. SECTOR CONTACTS. ASBESTOS INSTITUTE VISIT, MEETINGS WITH INDUSTRY & GOV'T TO DEVELOP STRATEGY. CALENDAR YR 87 EXPORTS RECOVERED TO APPROX 86 LEVELS.

- TOTAL OF SIX MARKET REPORTS PREPARED
- INSG MISSION FROM CANADA; LIAISON WITH JPNSE GOVNT AND INDUSTRY. - COAL; CLOSE LIAISON W/CDN SUPPLIERS ON NEGOTIATION & DEVELOPMENT.

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

POST : 520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TECHNICAL SEMINAR PRESENTED BY AGRICULTURE CANADA RESEARCHERS AND
CANADIAN SWINE EXPORTERS, 1987.

SALES OF BREEDING STOCK OVER 2-3 YRS VALUED
AT \$100-200,000 CDN.

PURSUE ACCESS QUESTION FOR DAIRY EMBRYOS.

DEVELOPMENT OF NEW EXPORT MARKET EST. \$100,000

HORTICULTURE (FRUIT, VEG, FLOR)

APPLE FUMIGATION RESEARCH PROJECT (CODDLING MOTH).

WHEN APPROVED BY JAPANESE GOVERNMENT, ACCESS
FOR CANADIAN APPLES.

IDENTIFICATION OF NEW POTENTIAL CUSTOMERS FOR MUSHROOMS.

DOUBLING OF EXPORTS TO \$2 MILLION WITHIN
3 YEARS.

SEEK MARKET ACCESS FOR TOMATOES AND PEPPERS. FIRST
TECHNICAL CONSULTATIONS HELD IN TOKYO JAN 1987

POTENTIAL SALES OF UP TO \$ 1 MILLION IN
5 YEAR PERIOD AFTER APPROVAL.

TRIAL SHIPMENTS OF FRESH RASPBERRIES IN AUGUST 1987.

GRADUAL DEVELOPMENT OF JAPANESE MARKET FOR
FRESH RASPBERRIES - MODEST VOLUME.

SEEDS & SPECIAL CROPS

PREPARATION OF MARKET PROFILES IN-HOUSE FOR SPECIFIC
PRODUCTS (PEAT MOSS, BUCKWHEAT, PULSES).

INCREASED KNOWLEDGE OF JAPANESE MARKET
LEADING TO MORE SALES OF CDN PEAT MOSS,
BUCKWHEAT, PULSES. POSSIBLE SALES INCREASES OF
10-20% FOR PEAT MOSS OVER NEXT 2-3 YEARS.

DEVELOP NEW CONTACTS/BUSINESS FOR PEAT MOSS.

INCREASE EXPORTS BY MINIMUM 10%.

MEATS & MEAT BY-PRODUCTS

FOLLOWING UP WITH RECENT PORK BUYING MISSIONS.

\$1-3 MILLION IN IMMEDIATE NEW BUSINESS.
PROJECT \$20 MILLION IN 3 YEARS.

WORKING WITH PROVINCIAL GOVERNMENT OFFICES TO DEVELOP BEEF
EXPORTS.

GRADUALLY INCREASE MARKET PENETRATION, PARTI-
CULARLY IN SELECTED BEEF CUTS (SHORT PLATE,
CHEEKS).

WORKING W/PROVINCIAL GOVERNMENT OFFICES TO DEVELOP TURKEY AND
PORK EXPORTS.

GRADUALLY INCREASE MARKET PENETRATION & TO
INCREASE JAPANESE AWARENESS OF TURKEY
PRODUCTS.

EMPHASIZE PORK IN ALL CONSUMER AND TRADE ACTIVITIES.

MAINTAIN HIGH PROFILE OF THIS IMPORTANT FOOD
EXPORT FROM CANADA.

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

POST : 520-TOKYO

001-AGRI & FOOD PRODUCTS & SERVICE
JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 PROCESSED FOODS PROMOTIONS AND MISSIONS

QUARTER: 1 PROMOTION OF AGRICULTURE PRODUCTS

QUARTER: 2 TECHNICAL SEMINAR ON SWINE, MARKET ACCESS FOR DAIRY EMBRYOS, APPLE FUMIGATION RESEARCH PROJECT, PREPARATION OF MARKET PROFILE FOR PEAT MOSS & BUCKWHEAT. NEGOTIATE BEEF ALLOCATION WITH MOAFF.

QUARTER: 3 PRESENTATION OF TECH SEMINAR ON SWINE. PURSUE MKT ACCESS FOR DAIRY EMBRYOS. PREP OF MKT PROFILE FOR PEAT MOSS. ENCOURAGE INTRO OF RETAIL CANOLA PACKS IDENTIFYING PRODUCTS WHICH CAN BE CUSTOM PACKED. PROMOTE ALFALFA.

QUARTER: 4 -PURSUE MARKET ACCESS FOR ALFALFA PRODUCTS. -PREPARATION OF SECTOR PROFILES. - NEGOTIATE INCREASED BEEF ALLOCATION. -SEEK NEW CDA FOOD FAIR PARTICIPANTS. -IDENTIFY PRODUCTS FOR CUSTOM PACK IN CDA. DEVELOP IN NEW BUS. IN PROCESSED FOODS.

QUARTERLY RESULTS REPORTED:

-40% INCREASE IN PROMOTIONAL BEEF ALLOCATION;
-CDA FOOD FAIR PARTICIPANTS INCREASED FR 20-40%;
-MICHIGAN MISSIONS BOUGHT \$10 MN; -SKYLARK SEEKING NEW CUSTOM PACKED ITEMS; -RETAIL PACKS OF CDA OIL TO BE INTRODUCED.

COMPLETED BROCHURE ON ALFALFA PRODUCTS; HELD SEMINARS ON ALFALFA AND SWINE; PERSUED FUMIGATION PROCEDURES FOR ALFALFA HAY WITH MAFF, REPORTED ON APPLE FUMIGATION RESEARCH.

ALL PROJECTS COMPLETED AS SCHEDULED. 300 BREEDERS ATTENDED SEMINAR; 40% INCREASE IN BEEF ALLOCATION-A MILLION DOOARS; PRESENTATIONS ON APPLES & EMBRYOS FUMIGATION TO THE JAPANESE GOVERNMENT.

300 MAJOR BREEDERS ATTENDED. EXCHANGED POSITIONS ON DAIRY EMBRYOS. COMPLETED DRAFT MKT PROFILE FOR PEAT MOSS. EXPECT TO SELL 1M LITRES IN 1ST YR. BREAD MIX TRIAL SHIPMENTS HAVE BEEN MADE. ALFALFA BOOKLET PREPARED FOR SEMINAR.

-AGREEMENT REACHED WITH MAFF FOR DEHY CHOPPED PRODUCT-COMPLETED BOTTLED WATER, PEAT MOSS DRAFT -PROMOTIONAL BEEF IQ INCREASED TO 128 MT. - INCREASED FROM 40 TO 63 FOR 1988. - PET FOOD, FPI, BREAD MIX BUSINESS UNDERWAY. - INITIATED FOOD AD/

POST : 520-TOKYO

009-FOREST PRODUCTS, EQUIP, SERVICES
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

CONTINUED EFFORTS TO INFLUENCE REVISION OF BUILDING CODE IN DIRECTION TO BENEFIT CANADIAN TRADE INTERESTS.

REVISION TO ALLOW GREATER USE OF WOOD IN CONSTRUCTION SPECIFICALLY 3 STOREY 2X4 MULTIPLE FAMILY URBAN USE.

HARDWOOD PROMOTION TO FOLLOW-UP ON CANADIAN MISSION.

STIMULATE AWARENESS AND INQUIRIES FROM JAPANESE IMPORTERS . INCREASED SALES.

ANALYSIS AND REPORTING ON EVOLUTION OF FOREST PRODUCT INDUSTRY.

IDENTIFICATION OF MARKET OPPORTUNITIES FOR VALUE-ADDED WOOD PRODUCTS.

RESEARCH AND DEVELOPMENT OF MARKET FOR BUILDING MATERIALS, E. G. KITCHEN CABINETS, DOORS, WINDOWS, STAIRCASES, ETC.

INCREASED CONTACT WITH CANADIAN SUPPLIERS.

SEMINARS OR PRESENTATION FOLLOWING UP ON INITIATIVES AND MEETINGS DURING MINISTER CARNEY'S VISIT.

RELAX BUILDING CODE TO ALLOW INCREASE IN SALES OF CANADIAN LUMBER.

PURSUE THE URGENT REQUIREMENT FOR A REDUCTION IN THE SPF TARIFF FROM 10% TO 0.

CANADIAN SPF WILL REGAIN MARKET SHARE FROM USA KILN DRIED HEMLOCK.

PULP AND PAPER PRODUCTS

CONTINUED SURVEY OF PULP AND PAPER COMPANIES' OVERSEAS INVESTMENT AND EXPANSION PLANS.

IDENTIFICATION OF INVESTMENT OPPORTUNITIES FOR CANADA.

MARKET SURVEY OF VALUE-ADDED COATED AND BUSINESS PAPERS.

IDENTIFICATION OF MARKET, INVESTMENT & TECHNOLOGICAL COOP. OPPORTUNITIES, DEVELOPMENT OF EXPORTS STRATEGY, INCREASED BUSINESS CONTACTS.

ATTEND AND REPORT ON ANNUAL MEETING OF CANADA/JAPAN PULP AND PAPER ASSOCIATION.

IDENTIFY NEW EXPORT OPPORTUNITIES FOR CDN FIRMS INCLUDING POSSIBLE INVESTMENT OPPORTUNITIES.

NEWSPRINT SURVEY.

IDENTIFY AREAS WHERE POST CAN SUPPORT SALES OF CANADIAN NEWSPRINT TO JAPAN.

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

POST : 520-TOKYO

009-FOREST PRODUCTS, EQUIP, SERVICES
JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 WOOD FORUM; WOOD WORKSHOP; TECHNICAL INTO ON
3-STORY WOOD CONSTRUCTION.
- QUARTER: 2 LOBBY RE BUILDING CODE AMENDMENTS, IDENTIFY MAR-
KET OPPORTUNITIES FOR VALUE ADDED PRODUCTS, PUR-
SUE REDUCTION IN SPF TARIFF TO NIL. CONTACT PULP
AND PAPER COMPANIES RE INVESTMENT IN CANADA.
- QUARTER: 3 PURSUIT OF FURTHER JAPANESE INVESTMENT INTEREST
IN CDN PULP & PAPER SECTOR. ELIMINATION OF SPF
TARIFF. PROMOTION OF 3-STOREY HOUSING. MARKET
SURVEY OF JAPANESE BUILDING PRODUCTS MARKET.
- QUARTER: 4 ELIMINATION OF SPF TARIFF. - PROMOTION OF R-2000
HOUSING - BUILDING PRODUCTS MARKET SURVEY- PROM-
OTION OF THREE-STOREY HOUSING.

QUARTERLY RESULTS REPORTED:

BASIS LAID FOR BUILDING CODE REVISION.

PREPARATION FOR & ATTENDANCE AT CANADA-JAPAN
HOUSING CTTEE CROSS-CANADA TOUR LOBBYING RE BUIL-
DING CODES. JAPANESE RESEARCH PROGRAM ON HOUSING
EXPANDED TO INCLUDE CANADIAN CONCERNS.

DAISHOWA & OJI PAPER COS ANNOUNCED MAJOR INVEST-
MENTS. FIRST ROUND OF GATT ARTICLE 23 CONSULTA-
TIONS. CDN RESEARCHERS COOPERATED IN 3-STOREY
BURN TEST. FLOORING SURVEY COMPLETED.

2ND ROUND OF GATT CONSULTATIONS HELD; GATT PANEL
ESTABLISHED - COORDINATION OF VISIT BY R-2000
EXPERT TO REVIEW BLUEPRINTS FOR MODEL HOMES.
- SURVEYS COMPLETED & FORWARDED TO INDUSTRY ON
DOOR & WINDOW MARKETS. - ASSIGNMENT OF 2 CDN /13

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

POST : 520-TOKYO

002-FISHERIES, SEA PRODUCTS & SERV.
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

INVESTIGATE POSSIBLE NEW USES/MARKETS FOR CAPELIN. DISTRIBUTE TO CDN INDUSTRY MAY 1985 ASI-INTECH RESEARCH'S STUDY OF THE CAPELIN MARKET IN JAPAN.

INCREASED CAPELIN EXPORTS.

SEEK GREATER PENETRATION OF FOOD SERVICE SECTOR. DISTRIBUTE TO CDN INDUSTRY COPIES OF 1986 STUDY ON JAPAN'S FOOD SERVICE SECTOR.

NEW SALES OF VALUE ADDED FISH PRODUCTS.
STIMULATE TRADE INQUIRIES.

NEW COMPUTERIZED FORMAT FOR FISHERY REPORT.

MORE TIMELY AND INFORMATIVE REPORT WILL ALLOW INDUSTRY AND GOVERNMENT TO MAKE MORE INFORMED DECISIONS.

MARKET PROFILES - ATLANTIC HERRING SMOKED SALMON, LIVE LOBSTER.

PROVIDE MARKET INFO TO CDN FIRMS INVOLVED IN THESE GROWTH SECTORS.

COD RESEARCH - PHASE II. DISTRIBUTE COPIES TO CDN INDUSTRY OF PHASE I STUDY " JAPANESE CONSUMER ATTITUDES TOWARDS FROZEN COD "

PROVIDE DIRECTION ON HOW TO MARKET COD IN JAPAN.

AQUAULTURE - IDENTIFY POTENTIAL MARKET NICHEs FOR FARMED PRODUCTS THROUGH SUCH MARKETING VEHICLES AS PRESENTATION AT FOODEX.

PROVIDE MARKET INFO TO CDN FIRMS INVOLVED IN THIS SECTOR AND RECOMMEND FORUMS IN WHICH JPENSE AWARENESS OF CDN CAP. IS INCREASED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 INVESTIGATE NEW MARKETS FOR CAPELIN, NEW FORMAT FOR FISHERIES MARKET REPORT, MARKET PROFILE ON HERRING ROE.

FISHERIES MARKET REPORT WELL RECEIVED IN NEW FORMAT, RESEARCH UNDERWAY FOR CAPELINE. MARKET SURVEY FOR ATLANTIC HERRING ROE BEING PREPARED.

QUARTER: 3 INVESTIGATE NEW USES/MARKETS FOR CAPELIN. CAPELIN INDUSTRY CONSULTATIONS. DEVELOP NEW FORMAT FOR FISHERIES MARKET REPORT. PREPARE MARKET SURVEY ON ATLANTIC HERRING ROE. COD RESEARCH - PHASE II.

RESEARCH COMPLETED. ASSESSING PROMOTIONAL PROSPECTS. INITIAL MISSION TO BE FOLLOWED-UP IN MAR. BI-MONTHLY REPORT IN NEW FORMAT WELL RECEIVED. SURVEY DISTRIBUTED TO INDUSTRY & GOV'T. INTRODUCTION OF FIRST BRANDED COD PRODUCT.

QUARTER: 4 INVESTIGATE NEW MARKETS FOR CAPELIN - PREPARE MARKET SURVEY ON ATLANTIC HERRING ROE. - DEVELOP NEW FORMAT FOR FISHERIES MARKET REPORT. - CAPELIN INDUSTRY CONSULTATIONS WITH IMPORTERS. - CDN LOBSTER PROMOTION.

MARKET RESEARCH COMPLETED, ASSESING PROMO PROSPECTS - REPORT COMPLETED - NEW REPORT WELL RECEIVED - MEETING HELD IN DEC, FOLLOW UP IN APRIL, PROSPECTS EXCELLENT. - LOBSTER FESTIVAL AT FUJIYA REST. CHAIN EXPORTS INCREASING RAPIDLY

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013-CONSUMER PRODUCTS
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

APPAREL (CLOTH, FUR, SHOES) TEXT

TO PROVIDE THE JAPANESE FUR INDUSTRY WITH INFORMATION FROM SUCH CANADIAN SOURCES AS : GROUP EKSPD, FUR FASHION AND CANADIAN FUR INDUSTRY.

TO MEET WITH THE JAPAN FUR ASSOCIATION TO EVALUATE THE RESULTS OF OUR PUBLICITY IN JAPAN.

TO MEET WITH VARIOUS AGENTS IN THE APPAREL INDUSTRY TO EVALUATE PROGRESS MADE OVER PAST YEAR.

TO INTENSIFY PUBLICITY ON CDN FUR GARMENTS AT THE CANADA TRADE CENTER AND TO STIMULATE TRADE ENQUIRIES.

TO SEEK NEW AGENTS TO EXHIBIT WIDER VARIETY OF APPAREL ITEMS AT THE CANADA TRADE CENTER.

JEWELRY & GIFTWARE

TO VISIT DEPARTMENT STORES TO EVALUATE RESULTS OF 1986 JEWELLERY PROMOTION.

TO FOLLOW UP WITH MAIL ORDER CATALOGS COMPANIES ON THEIR EXPRESSED INTENTION TO ADVERTISE CANADIAN PRODUCTS.

TO REVIEW THE CANADA TRADE CENTER PUBLICITY APPROACH SALES TOWARDS GIFTWARE ITEMS.

TO INTRODUCE NEW PRODUCTS AT THE CANADA TRADE CENTER.

TO MEET WITH AGENTS TO URGE THEM TO PARTICIPATE IN REGIONAL SHOWS

TO DISSEMINATE PERTINENT INFORMATION ON THE JPNSE MARKET TO CDN INDUSTRY THROUGH THE JAPAN DESK AND DRIE REGIONAL OFFICES.

CULTURE INDUSTRIES

TO WORK CLOSELY WITH GROUP IN CANADA IN CHARGE OF PROMOTING INDIAN ARTS AND CRAFTS IN JAPAN.

TO CREATE MORE INTEREST IN THE MONTREAL INTERNATIONAL FUR FAIR AND THUS INCREASE IMPORTS BY APPROX. \$2 MILLION NEXT YEAR.

TO INCREASE AWARENESS OF CANADIAN FURS IN JAPAN.

STIMULATE AGENTS FOR MORE AGGRESSIVE MKTING & TO PARTICIPATE TO REGIONAL FAIRS . ASSESS INCREASING JPNSE INTEREST FOR CDN FUR GARMENTS.

TO ATTRACT MORE CUSTOMERS BY BECOMING BETTER KNOWN. AIM IS TO DOUBLE CURRENT SALES.

TO DOUBLE SALES OF SUCH ITEMS AS COWICHAN SWEATERS AND TO STIMULATE TRADE ENQUIRIES.

TO ENCOURAGE STORES TO SELL CANADIAN JEWELLERY ON A PERMANENT BASIS.

TO WIDEN PUBLICITY ON CDN CAPABILITY AND SELECTION AND TO INCREASE SALES AND STIMULATE TRADE INQUIRIES.

TO BOOST SALES UP TO 2 MILLION DOLLARS NEXT YEAR & TO STIMULATE TRADE ENQUIRIES.

TO DOUBLE OUR CURRENT SALES AND TO STIMULATE TRADE ENQUIRIES.

TO ATTRACT LOCAL DISTRIBUTORS OUTSIDE THE TOKYO ENVIRONS.

TO INTEREST NEW EXPORTERS IN THE JAPANESE MARKET.

TO SELECT ITEMS MOST LIKELY TO FIND ACCEPTANCE IN JAPAN.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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013-CONSUMER PRODUCTS
JAPAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

TO DO MORE PUBLICITY THROUGH THE CANADA TRADE CENTRE.

TO MAINTAIN OUR SHARE OF THE MARKET & TO STIMULATE TRADE INQUIRIES.

TO MEET WITH AGENTS MORE OFTEN TO GENERATE MORE INTEREST IN THEIR PROMOTION OF CANADIAN PRODUCTS.

TO DISCUSS/DEVELOP/ASCERTAIN NEW WAYS TO MARKET PRODUCTS & TO STIMULATE TRADE ENQUIRIES.

TO UPDATE OUR IN-HOUSE INFORMATION ON THE MARKET.

TO OFFER MORE ACCURATE INFORMATION TO CDN EXPORTERS ON CHOICE OF PRODUCTS APPROPRIATE TO JAPAN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -CONSUMER CATALOG APPENDIX; -'DO IT YOURSELF' (DIY); -CTC/ASSOCIATION; -TOKYO INT'L TRADE FAIR; -CDN MAIL ORDER CATALOGUE PROJECT.

COMPLETED. 25 AGENTS ADDED REPORTS COMPLETED & DISTRIBUTED; MORE ACTIVE IN REGIONAL SHOW; SALES \$6.6 MILLION; RECRUITMENT STARTED.

QUARTER: 2 DEVELOP DIRECT MAIL ORDER CATALOGUE; FOLLOW-UP ON DIY STEP PROGRAM; MEET WITH JAPANESE SPORTS EQUIPMENT AGENTS; WORK WITH JAPANESE FUR GARMENT ASSOCIATION; GENERATE FURTHER TRADE ENQUIRIES.

RECRUITED 300 PARTICIPANTS FOR MAPLE LEAF CATALOGUE AND NTS PROJECT. EXCELLENT RESPONSE FROM JAPANESE FUR INDUSTRY TO SHOWS AT THE CDN TRADE CENTER.

QUARTER: 3 REPORT ON MEDICAL EQUIPMENT INDUSTRY. REPORT ON PHARMACEUTICAL MARKET & COSMETICS PROMOTION. PREPARE MAIL ORDER CATALOGUE FOR CONSUMER PRODUCTS. PROMOTE CULTURAL PRODUCTS.

REPORT SENT TO IRPI. COSMETICS SHOW, \$4M SALES. RECRUITED PARTICIPANTS FOR MAIL ORDER CATALOGUE WHICH WILL OFFER PRODUCTS IN JAPAN AT CDN PRICES. PROMOTION OF CDN FILMS, EDUCATION SOFTWARE & BOOKS.

QUARTER: 4 CSGA MISSION TO MONTREAL. - TWO MISSIONS TO TORONTO FUR AUCTIONS. - TOKYO SPORTING GOODS SHOW. - TOKYO INT'L GIFT SHOW. - REGIONAL SHOWS (10)

18 BUYERS WENT; SUBSTANTIAL ORDERS AND NEW CDN COS ENTERING JPENSE MARKET. - U.S. 2 MILLION DOLLARS. - \$210,000.00. LARGEST PARTICIPATION EVER. - TWO NEW AGENTS. - APPROX CDN \$200,000.

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JAPAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE
BANKERS OUTREACH PROG. TO GENERATE ATTENDEES AT INVSTMT SEMINAR FOR
AUTO PARTS TO BE FOLLOWED BY INCOMING & OUTGOING MISSIONS. MAINTAIN
DIALOGUE WITH JPNSE ASSEMBLERS & ENCOURAGE THEIR PART. (AS APPROPRI-
ATE) IN ENCOURAGING PARTS COS IN THEIR "FAMILY" TO CANADA.

CONTINUED JAPANESE INVESTOR INTEREST IN
GREENFIELD/JOINT VENTURE INVESTMENT.

ELECTRONICS EQUIP. & SERV PRODUCTS & COMPONENTS
USE SECTOR PROFILE & SUPPORTING DATA TO ORG. TECH. IND. BRIEFING FOR
MEMBERS OF JPNSE COMPONENTS IND., INCL. THOSE GENERATED BY BANKING OUT-
REACH PROGRAM. FOLLOW UP WITH INCOMING MISSION AND CONTINUING CORPORATE
LIAISON.

DEVELOPMENT OF LIST OF POTENTIAL J. V. OR
100% INVESTORS.

ELECTRONICS EQUIP. & SERV CONSUMER ELECTRONICS
TARGET & MAINTAIN CORP. LIAISON PROGS WITH SELECTED CONSUMER ELECT.
COS, INCLUDING THOSE CURRENTLY MFTG. IN CANADA. PROMOTE COMPANY-FUNDED
VISITS TO CANADA.

DEMONSTRATED INTEREST IN MAKING/INCREASING
MANUFACTURING INVESTMENT IN CANADA.

POWER & ENERGY EQUIP. & SERV. ELECTRICAL MACHINES & SYSTEMS
USE DRIE IND. STUDY TO SELECT JPNSE MFTRS OF ELECT. MOTORS. SUPPLEMENT
WITH COS GENERATED BY BANKING OUTREACH PROGRAM. CONDUCT BRIEFING ON CDN
ELECTRIC MOTORS MARKET/INDUSTRY. CARRY OUT CORPORATE LIAISON PROGRAMS
AND INCOMING/OUTGOING MISSIONS.

SHORT LIST OF JAPANESE INVESTORS FOR CON-
CERTED CORPORATE LIAISON ACTIVITY IN SUB-
SEQUENT YEAR.

TRANSPORT SYS, EQUIP, COMP, SERV. AEROSPACE
USE SECTOR PROFILE, SUPPORTING DATA & EXISTING POST KNOWLEDGE ORGANIZE
TECH/L BRIEFING ON CDN AEROSPACE INDUSTRY FOR JAPANESE INDUSTRY REPRE-
SENTATIVES. EVALUATE RESPONSE AND DEVELOP APPROPRIATE CORPORATE LIAI-
SON ACTIVITIES.

DEVELOP PERCEPTION WITHIN JAPANESE AERO-
SPACE INDUSTRY OF CANADA'S INDUSTRY AS AT-
TRACTION INVESTMENT ENVIRONMENT.

SERVICE INDUSTRIES TOURISM
CORPORATE LIAISON ACTIVITIES WITH ALREADY TARGETTED INVESTORS.

ALL MAJOR TARGETS TO ACQUIRE THOROUGH UN-
DERSTANDING OF INVESTMENT OPPORTUNITIES IN
CANADIAN TOURIST INDUSTRY.

NON SECTORALLY ORIENTED ACTIVITIES

BANKING OUTREACH PROGRAM: FOR EACH OF SELECTED CITY BANKS, PROGRAM (TO
BE CARRIED OUT SEQUENTIALLY) OF (A) BANKER SEMINAR (B) BANKER MISSIONS
(C) BANK CLIENT SEMINAR.

I. D. BY BANKS OF THEIR CUSTOMERS AS TAR-
GETS FOR OUR INVSTMT PROMOTION EFFORTS. AS
A BONUS, ACTIVE SUPPORT BY BANKS IN COUN-
SELLING CUSTOMERS.

TRADING COS: CONTINUE CORPORATE LIAISON PROGRAMS WITH LARGE JAPANESE
TRADING COMPANIES TO STIMULATE INTEREST IN CANADIAN INVESTMENTS. EN-
COURAGE INVESTMENT SURVEY MISSIONS.

I. D. AND REALIZATION OF OPPORTUNITIES FOR
DIRECT INVESTMENT ON MULTI-SECTORAL BASIS.

DIRECT MAIL/MEDIA ADVERTISING: CONTINUATION OF DIRECT MAIL AND MEDIA
ADVERTISING PROGRAM FOR GENERAL BUSINESS AND SELECTED SECTORAL PUBLI-
CATIONS.

INCREASED AWARENESS AMONG BUSINESS PUBLIC
OF IMAGE OF CANADA AND ITS ATTRACTIVENESS
AS INVESTMENT SITE.

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JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

N/A

N/A

QUARTER : 2

COMPLETION OF ASI INTECH STUDY. TRADING COS INVESTMENT SURVEY MISSIONS. BANK OUTREACH PROGRAM DEVELOPMENT. SEMINARS/INDUSTRY BRIEFINGS & MISSIONS ON SECTORAL BASIS IN CONNECTION WITH BANK OUTREACH PROGRAM. DIRECT MAIL/MEDIA ADVERTISING. CORPORATE LIAISON IN HIGH PRIORITY AND OTHER SECTORS.

COMPLETED AND EVALUATED. MISSION CARRIED OUT FOR C. ITOH; MISSION PLANNING INITIATED FOR NISSHO-IWAI; INVESTMENT BRIEFING FOR MARUBENI. MAINTAINED/EXTENDED RELATIONSHIPS WITH KEY OFFICIALS IN SELECTED BANKS. DEFERRED DUE TO SLOWER THAN EXPECTED PACE OF BANK OUTREACH PROGRAM. FINALIZATION OF CURRENT YR'S BUDGET & STRATEGY; INITIATION OF PRINT MEDIA ADVERTISING CAMPAIGN. FILES MAINTAINED ON 60-80 PROSPECTS ON ONGOING BASIS, WITH PERIODIC CONTACT MAINTAINED & REPORTED ON.

QUARTER : 3

TRADING COMPANIES INVESTMENT SURVEY MISSIONS BANKING OUTREACH PROGRAM: BANKER SEMINAR SEMINARS/INDUSTRY BRIEFINGS & MISSIONS ON SECTORAL BASIS IN CONNECTION WITH BANK OUTREACH PROGRAMS; (04) DIRECT MAIL/MEDIA ADVERTISING.

NISSHO-IWAI MISSION COMPLETED; COY BRIEFING TO AMBASSADOR INDICATED POSITIVE REACTION, IDENTIFICATION OF & INTENTION OF FOLLOW-UP SPECIFIC TRADE & INVEST. OPPOR. (12) INVEST PROMOTION SEMINARS COMPLETED FOR 3 OF 5 SELECTED BANKS; BANKS ASKED TO DESIGNATE "CANADA DESK OFFICERS" & INVITATION EXTENDED TO HAVE HIM COME TO CDA. BANKS' RESPONSE TO ACTIVITIES ENTIRELY POSITIVE. (13) DEFERRED DUE TO SLOWER THAN EXPECTED PACE OF BANK OUTREACH PROGRAM; (14) 3 INSERTS IN NIKKEI

QUARTER : 4

BANKING OUTREACH PROGRAM: BANKER SEMINARS, INDUSTRY BRIEFINGS AND MISSIONS. DIRECT MAIL/MEDIA ADVERTISING. CORPORATE LIAISON IN HIGH PRIORITY AND OTHER SECTORS.

INVESTMENT PROMOTION SEMINARS COMPLETED FOR 2 REMAINING SELECTED BANKS; 4 OF 5 BANKS HAVE AGREED TO DESIGNATE "CANADA DESK" OFFICER FOR SUBSEQUENT LIAISON; FIFTH BANK HAS OFFERED TO ORGANIZE INVESTMENT MISSION FOR CUSTOMERS NEXT FISCAL YEAR. - DEFERRED UNTIL COMPLETION OF BANKER SEMINARS (ABOVE); INCLUDED IN 88/89 POST PLAN. - NEWSPAPER AD CAMPAIGN EXECUTED FEATURING FTA & INTERVIEW WITH AMBASSADOR; JPNESE-LANGUAGE FREE TRADE BROCHURE DESIGNED/

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

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(1) MARKETING OF FREE TRADE AGREEMENT - A SERIES OF HIGH LEVEL SEMINARS AND MEETINGS WERE ORGANIZED AROUND THE VISITS OF G. RITCHIE (TNO), C. STEDMAN (TNO), J. BANIGAN (GSTM), R. BOWER (ACKP). (2) AUTO PARTS INVESTMENT TASK FORCE - PROJECT INITIATED, 57 COMPANIES VISITED IN PHASE I, 22 IN PHASE II, FOLLOW-UP WILL DETERMINE SUCCESS OF THIS CONCERTED EFFORT WITHIN SIX MONTHS TO ONE YEAR. (3) COORDINATED FOLLOWING FEDERAL AND PROVINCIAL GOVERNMENT TRADE, INVESTMENT AND TOURISM PROMOTION MISSIONS: - NEWFOUNDLAND MINISTER OF FISHERIES, T. RIDEOUT. - B.C. MINISTER OF ECONOMIC DEVELOPMENT, G. MCCARTHY. - ONTARIO MIN OF INDUSTRY, TRADE & TECH, M. KWINTER. - CITY OF SPRUCE GROVE. - SPF CONSULTATIONS. - DATACOM MISSION TO JAPAN. - ONTARIO MIN OF AGRICULTURE & FOOD, J. RIDDELL. - MICRO ELECTRONICS MISSION TO JAPAN. - CITY OF VANCOUVER. - VANCOUVER PORT CORPORATION. - FISHERY PRODUCTS INT'L CHAIRMAN, V. YOUNG. - AUTOMOTIVE INVESTMENT PROJECT. - FOODEX '88. - THE ASBESTOS INSTITUTE. - BC MINISTER OF AGRI & FISHERIES, J. SAVAGE. - CANADA-JAPAN INDUSTRIAL COOPERATION. - TRADE NEGOTIATION OFFICE IN OTTAWA, G. RITCHIE. - ATOMIC ENERGY OF CANADA.

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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009-FOREST PRODUCTS, EQUIP, SERVICES
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

CONTINUED REPRESENTATION OF N Z GOV'T TO GAIN THE ADMISSION OF
CDN CEDAR SHINGLES AND SHAKES.

REDUCE TRADE BARRIERS IMPROVE MARKET ACCESS.

EQUIPMENT AND MACHINERY

ORGANIZATION OF APPITA TOUR OF N Z INDUSTRY. ORGANIZATION OF
PARTICIPATION BY CDN INDUSTRY IN LIRA TRANSPORTATION SEMINAR.

INCREASED SALES OF CDN FORESTRY EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INCOMING CANADIAN PULP AND PAPER MISSION
MAY 1987.

MISSION MET WITH EXECUTIVES TASMAN KAWERAU/NZFP
KINLEITH/AUCKLAND AND BRIEFED ON FUTURE
DEVELOPMENTS EXPANSION PROGRAMS, ETC.

QUARTER: 2 CONDUCT MARKET SURVEY OF EQUIPMENT REQUESTS AND
SAWN LUMBER REQUESTS.

COMPILED REPORT ON NEW ZEALAND SAWMILLING INDUS-
TRY AND COMPLETED SURVEY ON SAWN LUMBER PRODUCTS
-REPORT STILL INCOMPLETE. INDICATED NEW CDN
AWARD FOR EXCELLENCE IN MARKETING.

QUARTER: 3 FOREST HARVESTING MISSION FROM CANADA. INTRODUC-
TION OF CDN AWARD FOR FOREST EQUIPMENT MARKETING
SAWN LUMBER SURVEY.

ORGANIZED HIGHLY SUCCESSFUL MISSION. AWARD PRE-
SENTED AT FIEA ANNUAL CONVENTION TO MR. I.
PATCHELL. MARKET SURVEY COMPLETED.

QUARTER: 4 FOREST HARVESTING EQUIPMENT SEMINAR SERIES CON-
DUCTED IN SOUTH ISLAND.

DISCUSSIONS UNDERWAY FOR PROCUREMENT OF DELIMBER
EQUIPMENT.

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005-COMM. & INFORM. EQP. & SERV
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

FOLLOW-UP OF CONTACTS MADE BY TELECOM MISSION IN NOV'86.

INCREASED TELECOMS SALES BY SUPPORTING/MAIN-
TAINING CONTACT WITH N Z BUYERS AND CDN
SUPPLIERS.

DELIVATION OF NEW OPPORTUNITIES DUE TO DEREGULATION OF N Z
TELECOMS.

INCREASED SALES BY RELAYING TO CDN INDUSTRY
NEW MARKET OPPORTUNITIES IDENTIFIED.

COMPUTERS, SOFTWARE & SYSTEMS

POST HAS BEGUN MARKET SURVEY OF LOCAL IMPORTERS

LIST OF PRODUCTS REQUIRED BY LOCAL IMPORTERS

SURVEY OF LOCAL SOFTWARE CONSULTING HOUSES

DEVELOP CONTACTS OF SOFTWARE FIRMS POTENTIAL-
LY INTERESTED IN JV WITH CANADIAN FIRMS.

THREE CATALOGUES SHOWS IN TERRITORY

INCREASE NUMBER OF CANADIAN FIRMS ACTIVE IN
NEW ZEALAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 SURVEY OF COMPUTER SOFTWARE AND HARDWARE
IMPORTERS. MAINTAIN CONTACT WITH NEW TELECOMS
(NZ) LTD AND TO FORWARD TENDERS TO CCC.

SURVEY COMPLETED. REPORT INCOMPLETE. TELECOMS
TENDERS SENT ROUTINELY TO CCC.

QUARTER: 3 COMPUTER/COMMUNICATIONS TRADE MISSION FROM CDA.
COMPLETION OF MARKET SURVEY.

ORGANIZED SUCCESSFUL MISSION STILL WAITING FOR
REPORT ON RESULTS FROM COMPANIES. MARKET SURVEY
COMPLETED.

QUARTER: 3 PARTICIPATION IN SPACE COMMUNICATIONS SEMINAR.

PARTICIPATION IN SEMINAR. DISTRIBUTED 120
PACKAGES OF CDN TECHNOLOGY TO ATTENDEES HAD
MICROTEL AS MAIN SPEAKER.

QUARTER: 4 -----

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013-CONSUMER PRODUCTS
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

JEWELRY & GIFTWARE

SURVEY OF GIFTWARE MARKET IN NEW ZEALAND

PUBLICIZE RESULTS OF MARKET SURVEY TO CANADIAN SUPPLIERS

PROVISION OF INFO ON CDN SOURCES OF SUPPLY TO N Z INDUSTRY.

INFO ON MARKET OPPORTUNITIES

INCREASED AWARENESS OF OPPORTUNITIES
IN NEW ZEALAND

ELEVATE PROFILE OF CDN SUPPLIERS.

LEISURE PROD. TOOLS HARDWARE

ADVISE NEW ZEALAND IMPORTERS OF CANADIAN CAPABILITIES

DISTRIBUTION OF SURVEY QUESTIONNAIRE TO DELIVEATE N Z REQUIREMENTS
FOR SUBSEQUENT DISTRIBUTION TO CDN SUPPLIERS.

DOUBLE CANADIAN MARKET SHARE IN 3 YEARS.

INCREASED AWARENESS OF SUPPLY/DENAND OPPOR-
TUNITIES.

FURNITURE & APPLIANCES

ADVISE LOCAL IMPORTERS OF CANADIAN CAPABILITY

DELIVATION OF N Z FURNITURE REQUIREMENTS AND COMPLETION OF
REQUIREMENTS OF SURVEY FOR DISTRIBUTION.

INCREASE CANADA'S MARKET SHARE TO USA
POSITION.

BETTER IDENTIFICATION OF MARKET OPPORTUNITIES
FOR CDN SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION OF LIST OF BUYERS TO ATEND TOR
JEWELLERY SHOW.

PARTICIPATION IN SHOW CANCELLED DUE TO
SHORTAGE OF TIME.

QUARTER: 2 CONDUCT MARKET SURVEYS AND COMPLETE REPORTS ON
TEXTILE, TOYS, FURNITURE AND HARDWARE.

ALL SURVEYS ARE COMPLETE. REPORTS ON ALL HAVE
BEEN FORWARDED TO OTTAWA AND TO TRADE ASSOCIA-
TIONS.

QUARTER: 3 DISTRIBUTE MARKET SURVEY COMPLETED LAST QUARTER.

DISTRIBUTED RESULTS OF MARKET SURVEY TO VARIOUS
GOV'T DEPARTMENTS & INDUSTRY WHICH STIMULATED
ENQUIRIES FROM CANADIAN INDUSTRY.

QUARTER: 4 LEAD MISSION OF 1 NZ BUYER TO CDN GIFT AND
TABLEWARE SHOW, TORONTO.

MISSION WAS UNDERTAKEN AND WHILST BUYERS HAVE
NOT YET FINALIZED ARRANGEMENTS, IT APPEARS ALL
HAVE BEEN SUCCESSFUL AND TRADE WILL EVENTUATE.

REPORT 4
88/07/27

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013-CONSUMER PRODUCTS
NEW ZEALAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 4 LEAD MISSION OF 3 NZ BUYERS TO CDN HARDWARE
AND HOUSEWARE SHOW, TORONTO.

QUARTERLY RESULTS REPORTED:

MISSION WAS UNDERTAKEN AND WHILST BUYERS HAVE
NOT YET FINALIZED ARRANGEMENTS, IT APPEARS ALL
HAVE BEEN SUCCESSFUL AND TRADE WILL EVENTUATE.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
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004-DEFENCE PROGRAMS, PRODUCTS, SERV
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

PROVIDING ASSISTANCE & INCENTIVE FOR NZMOD TO ESTABLISH BROAD
MOU WITH DND. TO DISTRIBUTE CDN INFO & DETAILS ON CDN MARINE EQUIP
TO PROMOTE \$2 MILLION DATA LOGGING EQPT TO RNZN. TO OBTAIN OPPOR-
TUNITY FOR COMPUTING DEVICES TO BID ON EQUIP. REQUIREMENTS.

INCREASED SALES OF CDN DEFENCE EQUIPMENT
TO N. Z.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PROVIDE FOLLOW-UP REPORTS OF HITECH TO TDD AND
TO INCREASE THE NUMBER OF AGENCIES.

REPORTS COMPLETED.

QUARTER: 3 -----

QUARTER: 4 ORGANIZED A "CANADA FIELD DAY" AT ARMY CAMP
WAIROA FOR FIRE FIGHTING EQUIPMENT.

FOREST FIRE EQUIPMENT HAS BEEN SOLD TO MOD AND
MORE EQUIPMENT WILL BE PURCHASED AS A RESULT.
MOD HAS COMPLETELY ACCEPTED CDN STANDARDS.

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NEW ZEALAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP. & SERV COMPUTERS, SOFTWARE & SYSTEMS
FREQUENT INCLUSION OF INVESTMENT AND TECHNOLOGY TRANSFER ARTICLES IN
PUBLICATIONS.

STIMULATION OF NEW ZEALAND MANUFACTURING
AND INVESTMENT COMMUNITY TOWARDS CANADA
AS INVESTMENT DESTINATION.

FOREST PRODUCTS, EQUIP. SERVICES EQUIPMENT AND MACHINERY
FREQUENT INCLUSION OF INVESTMENT AND TECHNOLOGY TRANSFER ARTICLES IN
PUBLICATIONS.

STIMULATION OF NEW ZEALAND MANUFACTURING
AND INVESTMENT COMMUNITY TOWARDS CANADA
AS INVESTMENT DESTINATION.

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

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NEW ZEALAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

IT WAS INTENDED TO WRITE AND INCLUDE AN INVESTMENT ARTICLE IN TRADING POST (DISTRIBUTION OF 3000).

-ARTICLE WAS WRITTEN AND INCLUDED REACHED A READERSHIP OF 80,000.
-MINTECH ADVISED OF DECISION TO INVEST IN CANADA IS IMMINENT.

QUARTER : 2

PUBLICATION OF ARTICLES PROMOTING INVESTMENT IN CANADA.

TWO ARTICLES WERE WRITTEN AND PUBLISHED WITH READERSHIP OF APPROX. 160,000.

QUARTER : 3

PUBLICATION OF ARTICLES PROMOTING INVEST IN CDA

1 ARTICLE WAS WRITTEN&PUBLISHED WITH READERSHIP OF APPROX. 80,000

QUARTER : 4

INCLUSION OF INVESTMENT CLIMATE ARTICLES IN "NZ FINANCIAL REVIEW".

THREE ARTICLES INSERTED AND GREATER INTEREST IN INVESTMENT IN CANADA GENERATED.



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Program quarterly activity report
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