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STORAGE

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

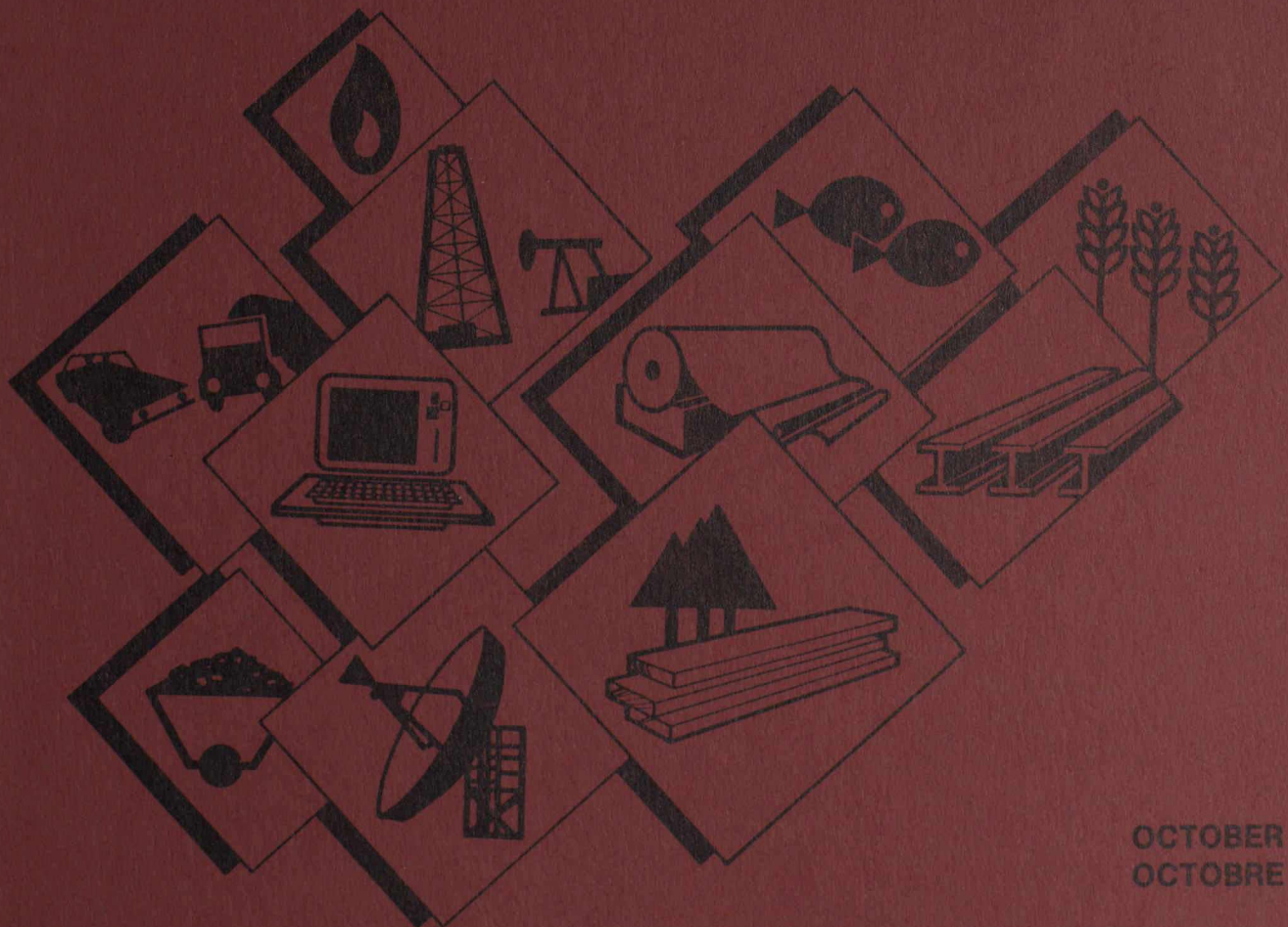
**QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**NOT CIRCULATING /  
CONSULTER SUR PLACE**

**EUROPE**

**JANUARY - MARCH 1989  
(4th QUARTER FY 1988-89)**

**JANVIER - MARS 1989  
(4<sup>e</sup> TRIMESTRE, AF 1988-89)**



**OCTOBER 1989  
OCTOBRE 1989**





TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report  
January - March 1989

Dep. of External Affairs  
Min. des Affaires extérieures  
OTTAWA

DEC 1 1989

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Following is the Activity Report for the quarter ending March 31, 1989. This report contains a synopsis of activities and results by sector and subsector reported by the missions in Europe, matched against the proposed activities identified in their 1988/89 post plan. It also contains a report of special unplanned activities that took place during the report period.

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités  
Janvier - Mars 1989

Voici le Rapport des activités du trimestre qui a pris fin le 31 mars 1989. Le rapport contient un résumé des activités et des résultats déclarés par les missions en Europe, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de missions de 1988/89. 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.





EUROPE

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :401-ANKARA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

URBAN TRANSIT

COMPLETION OF A COMPREHENSIVE PACKAGE PROPOSAL, INCLUDING INDUSTRIAL BENEFITS, FINANCING AND COUNTERTRADE COMPONENTS.

CORRECT PACKAGE WILL RESULT IN A CONTRACT AWARD.

ESTABLISHMENT OF A SPECIAL LINE OF CREDIT FOR URBAN TRANSIT/TRANSPORTATION BY EDC ABOVE THE COUNTRY NATIONAL CEILING.

WILL PLACE CANADIAN FIRMS IN MOST FAVOURED SUPPLIER POSITION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CDN CONSORTIUM (CC) IN BIDDING FOR ANKARA URBAN TRANSIT PROJ.(AUTP). -PROMOTE CDN VESSEL TRAFFIC SYSTEM (VTS) CAPABILITY. -PROMOTE CDN LOCOMOTIVE/CREW TRAINING SIMULATOR CAPABILITY.

CDN FIRM & ONE FRENCH FIRM SHORT-LISTED. 3 COMPETITORS ELIMINATED. "FINAL" BIDS 5JUL88.-CDN CO GIVEN EXCL. RIGHTS TO CONDUCT CCPF-FINANCED STUDY BY TURKISH MIN. OF TRANSP. -POST ORGANIZED VERY SUCCESS. BRIEFING TO TRKSH STATE RAILWAYS.

QUARTER: 2 -----

QUARTER: 3 Assist Canadian consortium (CC) in successful conclusion o final negotia'ns for Ankara Urban Transit Project. Assist Cdn company in organizing visit of key officials connected to Vessel Traffic System to Canada.

All terms & conditions agreed by end of quarter, except some aspects of financing. Initialling scheduled for Jan. 89. 5 Trksh officials visited Cda & took part in final work on VTS Study.Study to be presented to Trksh Min.Transp. end Jan.88.

QUARTER: 4 Assist CC in successful conclusion of final negotiations for Ankara Urban Transit Project. Assit Cdn companu in completion of vessel traffic mngt study and submission to Turkish Min. of Communications

Final agreement was initialled on 6 Feb. 89, witnessed by Minister McDermid. Final talks on financial pkg have begun. Study was completed and delivered to Turkish Min of Communications by visiting Minister McDermid.

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POST :401-ANKARA

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISIT TO CDA BY PRESIDENT & STAFF OF THE DEFENCE INDUSTRY DEVELOPMENT & SUPPORT ADMINISTRATION (DIDSA) THIS VISIT WAS UNAVOIDABLY POSTPONED THREE TIMES.

SELECTION OF ADATS TO MEET TURKISH LOW LEVEL AIR DEFENCE (LLAD) REQUIREMENTS. (2. INCREASE AWARENESS OF CDN DEFENCE INDUSTRY CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONCLUDE SUCCESSFUL MISSION TO CANADA BY VAHIT ERDIM, PRESIDENT OF DIDA.  
SUPPORT NAVAL SYSTEMS MISSION  
ASSIST CANADIAN COMPANY TO WIN LLAD COMPETITION.

VISIT SCHEDULED FOR WEEK OF 19 SEPT. 88.  
MISSION CONSISTING OF 6 COS VISITED TURKEY 30-31 MAY 88; BRIEFING TO TURKISH GEN. STAFF & NAVY.  
VISITED VAHIT ERDEM TO PROMOTE PROJ. CDN. CO.  
WELL PLACED. DECISION NOT EXPECTED BEFORE END '88

QUARTER: 2 -----

QUARTER: 3 Assist Canadian company to win LLAD competition.  
Promote Cdn suppliers of transport & coastal patrol aircraft. Assist CC in being shortlisted for helicopter co-production.

Promoted Cdn capability with Vahit Erdem-DIDA.  
Decision expected by mid-1989. One Cdn firm has proposed transport, three are expected to bid for coastal patrol aircraft project. CC has been shortlisted.

QUARTER: 4 Assist Cdn company to win LLAD competition  
Promote Cdn suppliers of coastal patrol aircraft  
Assist CC in improvement of their position in helicopter co-production project.

Vahit Erdem. President of DIDA was visited twice by commercial Counsellor. Oerlikon will exhibit at Idea 89 Defence Fair.  
President of DIDA was given promotional literature on Cdn CPA capability.





QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :401-ANKARA

007-POWER & ENERGY EQUIP. & SERV.  
TURKEY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CC IN FINALIZATION OF CONTRACT FOR LAMAS RIVER HYDRO ELECTRIC POWER PROJECT (HEPP)  
ASSIST ANOTHER CC IN PURSUIT OF 1000KM 380KV BOT POWER TRANSMISSION PROJECT.

SUBSTANTIAL AGREEMENT REACHED ON TERMS. CONTRACT EXPECTED MOMENTARILY.  
CC HAS OBTAINED A LETTER FROM THE MINISTRY OF ENERGY AGREEING TO EXCLUSIVE NEGOTIATIONS ON PROJECT.

QUARTER: 2 -----

QUARTER: 3 Assist CC in finalization of Lamas River hydro project.  
Assist CC in being shortlisted for turnkey construction of 680 km long 380 KV power transmission line.

All terms agreed but project is still stalled because CC has been unable to raise needed financing. CC has been shortlisted. CC is expected to bid for southern line.

QUARTER: 4 Assit CC in finalization of Lamas River Hydro Project.  
Assist CC in submission of bid for turkey construction of 380 KV- 680 kms long power transmission line

All terms agreed, however project still stalled due to incomplete financing package.  
CC is expected to submit bid for second longest line (about 1,300 kms)



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :401-ANKARA

011-OIL & GAS EQUIPMENT,SERVICES  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

ENCOURAGEMENT OF MORE EFFECTIVE AND FREQUENT CALLS ON POTENTIAL CLIENTS BY CANADIAN EXPORTERS OF EQUIPMENT OR SERVICES.

CONTINUED CONTACTS WITH MINISTRIES, POTENTIAL LOCAL PARTNERS TO IDENTIFY AND ACTIVELY PURSUE NEW PROJECTS.

MARKETING ASSISTANCE TO JOINT VENTURE CONSORTIUM IN THEIR NEGOTIATIONS WITH THE TURKISH PIPELINE CORPORATION (BOTAS) AND STATE PLANNING ORGANIZATION TO UNDERTAKE NATURAL GAS PROJECT IN TURKEY.

IDENTIFY ACTION AND ASSISTANCE TO CANADIAN OIL COMPANIES INTERESTED IN EXPANDING THEIR OVERSEAS OPERATION INTO THE TURKISH MARKET

INVESTIGATION OF EQUIPMENT PROCUREMENT OPPORTUNITIES IN UPCOMING LNG AND TURKEY-IRAN NATURAL GAS PROJECTS.

ACTIVE AND CONTINUED PURSUIT OF UPCOMING TENDERS LISTED IN SECTION 7-9 AND ENCOURAGE OF CANADIAN CONSULTING FIRMS TO PARTICIPATE IN THESE PROJECTS.

BETTER PROMOTION OF CANADIAN CAPABILITY IN OIL AND GAS SECTOR.

INCREASED AWARENESS OF COMPETITION AND UNDERSTANDING OF CLIENT'S REQUIREMENTS, ESSENTIAL FOR SUCCESS IN BIDDING,

SECURING CONTRACT FOR CDN. FIRM TO COMPLETE NATURAL GAS DISTRIBUTION PROJECTS FOR TURKISH CITIES OF BURSA AND ESKISEHIR.

SECURING OF NEW OIL EXPLORATION LICENCES FOR CANADIAN COMPANIES.

IDENTIFICATION OF AREAS WHERE CANADIAN EQUIPMENT CAN SUCCESSFULLY BE INCORPORATED IN THESE PROJECTS.

INVOLVEMENT OF AT LEAST ONE CDN ENGINEERING/CONSULTING FIRMS IN LNG AND IRAN/TURKEY PIPELINE PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CC TO WIN CONTRACT FOR GAS DISTRIBUTION IN CITIES OF BURSA/IZMIT/ESKISEHIR FM BOTAS (TRKSH STATE GAS CORP.) -PROMOTE CDN CAPABILITY IN PIPELINE CONSTR'N -PROMOTE TURKISH USE OF CDN HEAVY OIL TECHNOLOGY.

FINAN'L CONSTRAINTS HAVE CAUSED PROJ. TO SLIP TO NEXT FISCAL YEAR. -CDN CO. WILL BID ON ANKARA PIPELINE W/POST SUPPORT -TURKISH MIN. OF STATE RESPONSIBLE FOR OIL & GAS TO VISIT CDA. W./HEAD TURKISH STATE PETROL. CORP (TPAO)

QUARTER: 2 -----

QUARTER: 3 Assist Canadian company in bidding on three city gas distribution projects. Promote Cdn capability in liquid natural gas applications, particularly in transportation systems.

Company is to visit customers, supported by post in January 89. CC has been formed; it will be visiting Turkey in January 1989 to propose pilot projects.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :401-ANKARA

011-OIL & GAS EQUIPMENT,SERVICES  
TURKEY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Assist CC in bidding on three city gas distribution projects.  
Promote Canadian capability in underground storage of natural gas.

CC is in process of negotiating with the client, Botas.  
One CC and one other firm applied for prequalification to bid for project.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :401-ANKARA

010-MINE,METAL,MINERAL PROD & SRV  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

MARKETING SUPPORT TO COMINCO'S EFFORTS TO FORM A CONSORTIUM TO UNDERTAKE UPGRADING OF THE LEAD-ZINC PLANT OF STATE OWNED CONCERN CINKUR.

AWARD OF CONTRACT FOR PROJECT IMPLEMENTATION AND MANAGEMENT.

MONITORING AND REPORTING OF ETIBANK'S (STATE MINING AUTHORITY) ALUMINUM SMELTING COMPLEX AND MARKETING SUPPORT TO SNC'S EFFORTS TO PARTICIPATE IN TENDER FOR UPGRADING THE PLANT.

SECURING OF CONTRACT FOR PROJECT IMPLEMENTATION AND MANAGEMENT.

MINE DEVELOPMENT SERVICES

CONTACTS WHICH WERE MADE WITH THE MINISTRY OF ENERGY AND NATURAL RESOURCES AND THE STATE MINERALS RESEARCH INSTITUTE (MTA) HAVE NOT YET BORNE FRUIT. THIS ACTIVITY WILL BE CONTINUED IN THE NEXT FY.

SECURING THE PARTICIPATION OF CDN FIRMS IN THE EXPLORATION FOR AND MINING OF COAL, GOLD, SILVER,LEAD, ZINC AND COPPER IN TURKEY.

THE ESTABLISHMENT OF A DIALOGUE WITH THE STATE PLANNING ORGANIZATION (SPO) TO OBTAIN INFORMATION ON HOW THE BOT CONCEPT WOULD APPLY TO THE MINING SECTOR, BEGUN IN THE LAST FY, IS NOT YET COMPLETE.

CONSORTIUM OF CANADIAN SOURCING FOR TURKISH MINING REQUIREMENTS AND THE IDENTIFICATION OF NEW BUSINESS OPPORTUNITIES.

PROMOTION OF CANADIAN SURVEY AND MAPPING CAPABILITIES TO THE MINISTRY OF ENERGY AND NATURAL RESOURCES AND TO THE STATE MINERALS RESEARCH INSTITUTE (MTA).

SECURING OF CONTRACTS FOR CANADIAN MAPPING AND SURVEY COMPANIES.

PROMOTION OF COMINCO'S CAPABILITIES IN PRECIOUS METALS EXPLORATION AND EXTRACTION.

SECURING OF A MINERAL LICENCE FOR COMINCO TO DO GOLD AND SILVER EXPLORATION AND MINING IN TURKEY.

ALL SUB-SECTORS

IMPROVING THE LIST OF POTENTIAL AGENTS ENGAGED IN MARKETING OF METAL/MINERAL PRODUCTS.

EXPANSION IN NUMBER OF AGENTS. IMPROVEMENT IN CANADIAN ACCESS INTO TURKISH MARKET.

UPDATING THE INFORMATION AVAILABLE IN HAND ON METAL/MINERAL PRODUCTS REQUIREMENT OF TURKISH INDUSTRY.

INCREASED AVAILABILITY OF MARKET POTENTIAL INFORMATION WHICH WILL HELP CANADIAN EXPORTERS IN SUCCESSFUL MARKETING.

INTRODUCTION OF CANADIAN METAL/MINERAL PRODUCTS TO TURKISH IMPORTERS WHO CURRENTLY BUY FROM-CANADIAN SOURCES.

INCREASED SALES OF CANADIAN METAL/MINERAL PRODUCTS TO TURKEY TO \$80 M.

PROMOTION OF OPPORTUNITIES IN THE TURKISH MARKET TO CANADIAN PRODUCERS.

CONCLUSION OF AT LEAST FIVE NEW AGENCY AGREEMENTS BETWEEN CANADIAN AND TURKISH PARTNERS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :401-ANKARA

010-MINE,METAL,MINERAL PROD & SRV  
TURKEY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CANADIAN COMPANY TO OBTAIN LICENCE TO PROSPECT FOR GOLD.  
ASSIST CANADIAN COMPANY TO WIN CONTRACT FOR COAL WASHERY FACILITY AT ZONGULDAK.

CANADIAN COMPANY WAS GRANTED GOLD EXPLORATION LICENCE BY MINISTRY OF ENERGY AND NATURAL RESOURCES. COMPANY HAS OPENED A SUBSIDIARY IN ANKARA. CANADIAN COMPANY HAS BEEN SHORT-LISTED.

QUARTER: 2 -----

QUARTER: 3 Assist Canadian company in obtaining licences for metals exploration.  
Assist shortlisted Cdn company in submission of prequalification documents for copper reserve survey project.

One firm is expanding its exploration activities. Report on results of initial surveys presented to Turkish authorities.  
Prequalification document will be submitted in February 1989.

QUARTER: 4 Promote Cnd capability in copper survey project.  
Promote Cdn capability in mapping for mineral exploration.

Turkish Gvmt has delayed project due to budgetary restraints.  
Rep. of Ont. Geological Survey visited State Minerals Organization (MTA) to provide update on new Canadian technology.





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

POST :401-ANKARA

- Organization of visit of John H. McDermid, Minister of State (Privatization and Regulatory Affairs)
- Organization (in cooperation with Ankara Municipality) of initialling ceremony for Ankara Metro.
- Organization of ceremony for submission of vessel traffic management study to Turkish Min/Communications .
- Organization and conduct of solo show "Canada Fair 89" in Istanbul, 22-25 February 1989.
- Organization of visit program for President and Executive VP of CCC.
- Organization of visit program for two officers of EDC (Ankara Metro financing).
- Organization of program for agricultural mission from Province of Alberta.



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POST :402-ATHENS

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ATTEMPT TO HAVE CMC SPECIFIC FOR NEW FRIGATE RADARS.

GET CMC SPECIFIED BY HN ON PREFERRED RADAR &  
GET INCLUDED IN VARIOUS PACKAGES. VALUE \$15 M.

ATTEMPT TO HAVE DHC OR CANADAIR SPECIFIED FOR NAVAL PATROL A/C.  
VALUE \$40 M.

30% CHANCE OF WINNING CONTRACT AS CANADA HAS  
2 OF THE 6 OFFERS.

FOLLOW UP & PROMOTE WESTINGHOUSE AND/OR FATHOM FOR SONARS, DAVIS  
FOR IRSS SYSTEMS, INDAL FOR HELICOPTER SUPPORT SYSTEMS IN CONNEX-  
TION WITH THE HELLENIC NAVY FRIGATE SHIPBUILDING PROGRAM. VALUE  
\$3 M.

INCLUSION OF COS IN SHORTLIST FOR THE SUBMIS-  
SION OF RESPECTIVE BIDS.

ARRANGE FOR DEMONSTRATION OF THE DASH-8 300 ASW A/C.

PROVE TO HN THAT NEW PLANE CAN PERFORM JOB.  
VALUE \$136 M.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ATTEMPT TO HAVE CMC SPECIFIC FOR NEW FRIGATE AND  
TO HAVE DHC OR CANADAIR SPECIFIED FOR NAVAL PA-  
TROL A/C. FOLLOW UP & PROMOTE WESTINGHOUSE &/OR  
FATHOM FOR SONARS, INDAL FOR HELICOPTER SUPPORT  
SYSTEMS. ARRANGE FOR DEMO OF THE DASH-8-300 ASW

CMC SPECIFIED BUT NO FINAL DECISION TODATE. NO  
FINAL DECISION REGARDING NAVAL PATROL A/C. CANA-  
DAIR BID DROPPED. WESTINGHOUSE, FATHOM, INDAL PAR-  
TICIPATING IN NAVAL EQUIP MISSION (JUNE 88) HAVE  
FOLLOWED UP ON THEIR UNSOLICITED PROPOSALS TO

QUARTER: 2 Attempt to have CMC spec. for new frigate & to  
have DHC or Canadair spec. for Naval Patrol a/c.  
Follow up & promote Westinghouse &/or Fathom for  
sonars, Indal for helicopter supp. systems. Arr-  
ange for demo of the Dash-8-300 ASW a/c

Final decision on radars by Hellenic Navy still  
pending. Naval patrol a/c to be decided before  
end'88. Fathom, Indal to partic. on Defendory 88  
& f.u. on contacts to promote their equipment.  
Demo Dash-8-300 postponed to 1989

QUARTER: 3 Attempt to have CMC specified for new frigate &  
to have DHC or Canadair specified for Naval  
Patrol a/c. Follow up & promote Westinghouse &/  
or Fathom for sonars, Indal for helicop. support  
systems. Arrange for demo/Dash-8-300 ASW a/c.

Final decision on radars by Hellenic Navy still  
pending. Naval patrol a/c still pending. Fathom,  
Indal participated in Defendory 88. Good contacts  
made with local Naval Authorities & shipyards.  
Demo Dash-8-300 postponed for 1989.

QUARTER: 4 Attempt to have CMC specified for new frigate  
and to have DHC or Canadair specified for Naval  
Patrol a/c. Follow up and promote Westinghouse  
and/or Fathom for sonars, Indal for helicopter  
support systems.

New frigate radars now to go to FMS (US): CMC  
out CMC still candidate supplier of radars for  
destroyer update program which is still pending.  
Sonars will be purchased under FMS. Westinghouse  
out but some opportunities for Fathom.





REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :402-ATHENS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 FU on evaluation procedures to ensure that DHC is specified for the supply of Dash-8-3000 to O. Aviation. FU on gov't intentions to purchase VIP a/c to ensure that Canadair is included in shortlist for the submission of bid.

See forlmer Quarterly Report, OA decided to purchase ATR-42 a/c. Opportunities for Dash-8 limited. Decision re purchase of VIP a/c still pending present circumstances (Gov't finances, pre-election period) not suitable for such demo.

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POST :402-ATHENS

005-ADVANCED TECH. PROD. & SERV  
GREECE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ASSIST N. TELECOM, S.R. TELECOM, GLENAYRE AND OTHER CANADIAN COS BY ALERTING THEM ON UPCOMING TENDERS AND MONITORING SUBSEQUENT EVALUATION.

OBTAIN 5% OF AWARD OF CONTRACTS IN RURAL TELECOM AND PORTION OF OTHER SECTORS. VALUE \$ 5 M.

MONITOR GREEK GOVT'S INTENTIONS TO INTRODUCE DATA PROCESSING SYSTEMS INTO PUBLIC SERVICES. VALUE \$220 M.

INCLUSION OF CANADIAN COS IN SHORTLIST OF BIDDER.

GREEK GOVT IS EXAMINING THE POSSIBILITY OF INTRODUCING SATELLITE T.V. - POST IS MONITORING.

INCLUSION OF CANADIAN COS IN SHORTLIST OF BIDDERS. VALUE \$20 M.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST NORTHERN TELECOM,S.R.TELECOM,GLENAYRE AND OTHER CDN COS BY ALERTING THEM ON UPCOMING TENDERS & MONITORING SUBSEQUENT EVALUATION. MONITOR GREEK GOVT'S INTENTIONS TO INTRODUCE DATA PROCESsing SYST INTO PUBLIC SERV.MONITOR GREEK GOVT'S

POST IS TRANSMITTING ALL RELEVANT TENDERS ISSUED BY THE HELLENIC TELECOM ORG. POST HAS ARRANGED FOR VISIT OF GREEK DEPT OFF.TO VISIT INFORMATICS COS IN CDA & THE PARTICIPATION OF BELL/FIDUTECH IN 1 RELATIVE TENDER.NO DECISION ANNOUNCED TODAT

QUARTER: 2 Assist Northern Telecom, S.R. Telecom, Glenayre & other Cdn Co's by alerting them on upcming tenders & mnitoring subseq. eval. Monitor Greek govt intent. to introduce Data Proc. Systems in- to Public Services

Post is trnsmitting all relevnt tndrs by Hell. Telec.Org. Govt has awrded Hellas Pack data proc contract to Spanish Telefonica. Post is f.u. to introduce Cdn co's for periphereals. Govt to shrtly dec. on installing facility enabling...

QUARTER: 3 Assist North.Telecom,S.R. Telecom,Glenayre and other Cdn cos by alerting them on upcoming tenders/monitoring subsequent evalua'n.Monitor Greek govt's inten'ns to introduce Data Proces. Syst. into Public Services.Monitor plan/Sat.T.V.

Post transmitting relevant tenders issued by Grk.Telecom'ns Org'n. Post continuing to f.u. regarding introduc'n of Cdn peripherals for Hellas Pack.Govt est. relay stn - retransmitting satellite programs. Assisted NT in local demo.

QUARTER: 4 Assist Northern Telecom, S.R. Telecom, Glenayre and other Cdn cos by alerting them on upcoming tenders and monitoring subsequent evaluation. Monitor Greek govt's intentions to introduce Data Processing systems into Public Services.

Post transmitting tender announcements by Hellenic Telecommunications Organization on regular basis. Post monitoring development of national informatics system to introduce Cdn made peripherals and software.





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POST :402-ATHENS

011-OIL & GAS EQUIPMENT,SERVICES  
GREECE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MONITOR PROCEDURES & DEVELOPMENT & ASSIST CANADIAN COS IN PRESENTING THEIR CAPABILITY TO GREEK AUTHORITIES RESPONSIBLE FOR THE PROJECT OF INTRODUCING NATURAL GAS TO THE COUNTRY.

INCLUSION OF CANADIAN COS IN THE SHORT LIST OF REPS TO BE ISSUED. \$3 M.

INTRODUCE CNG TO CITY OF ATHENS TO COMBAT POLLUTION PROBLEM

INTRODUCE NOVA CORP. INTO GREECE.

GET CANADIAN COMPANIES TO GET REGISTERED WITH NAPC (CANADIAN CONTROLLER).

GET 10% OF BUSINESS OF O&G CONSUMABLES AND NEW EXPLORATION WORK.\$1 M.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CDN COS TO OBTAIN CONTRACT(S) WITH THE PUBLIC PETROLEUM CORP. REGARDING THE \$1 BILLION NATURAL GAS PROJ. INTRODUCE CNG TO THE CITY OF ATHENS TO COMBAT POLLUTION PROBLEM. GET CDN COS REGISTERED WITH NAPC(CDN CONTROLLED).

POST HAS ARRANGED REPEATED CONTACTS & PRESENTATIONS BY NOVA TO OWNER OF PROJ & FOR A VISIT OF OWNERS TO THE CALGARY N.PETROLEUM SHOW. POST ARRANGED VISIT OF NAPC'S PURCH MGR TO THE CALGARY N.PETROLEUM SHOW AND REP FROM D.E.P.

QUARTER: 2 Assist Cdn co's to obtain contract(s) w/Public Petroleum Corp. re the \$1 billion Natural Gas project. Introduce CNG to the City of Athens to combat pollution problem. Get Cdn co's registered with NAPC (Cdn controlled)

Post continuing to maintain contact with authorities responsible for Natural Gas project & Cdn co's interested in same as well as with NAPC to increase Cdn participation in their purchasing program

QUARTER: 3 Assist Cdn cos to obtain contract(s) w/Public Petro. Corp. regarding the \$1 bn Natural Gas Project. Introduce CNG to the City of Athens to combat pollution problem. Get Cdn cos registered with NAPC (Cdn controlled).

Post continuing to maintain contact with authorities responsible for Natl gas project-DEP,DEP-EKY,DEPA. NAPC to increase Cdn participation in project of natl gas and their purchases program.

QUARTER: 4 Assist Cdn cos to obtain contract(s) with the Public Petroleum Corp. regarding the \$1 billion Natural Gas Project. Introduce CNG to the City of Athens to combat pollution problem. Get Cdn cos registered with NAPC (Cdn controlled).

Post continuing to maintain contact with authorities responsible for natural gas project-DEP, DEP-EKY, DEPA to increase Cdn supplier participation in project of natural gas & their purchasing program.



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

POST :402-ATHENS

Defendory 88 required some additional work regarding follow up on contacts, closing of accounts, etc.  
Arrangement of visits for Col. R. Roucham, CFA Rome, to key contacts in the Greek Armed Forces General Staff.  
Negotiations with Hellenic Arms Industry and Canadian companies (Adecon, Atlas Polar) to settle disputes.  
Reports on increased activity on the mergers and acquisition area reported to Ottawa.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :474-BELGRADE

003-GRAINS AND OILSEEDS  
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CEREAL GRAINS

NEGOTIATION OF BILATERAL PLANT QUARANTINE AGREEMENT.

WOULD PERMIT SALES OF GRAINS "SUBSTANTIALLY FREE FROM "WEEDS ON BUG LIST OF BANNED IMPORT -S.

VISIT OF SENIOR LEVEL BULGARIAN PLANT QUARANTINE EXPERTS TO CANADA.

PAVE WAY FOR SUCCESSFUL NEGOTIATION OF BILATERAL AGREEMENT.

TO HAVE BULGARIAN EXPERTS CONTINUE TO ATTEND CIGI COUSE ON WHEAT/CANOLA. (THIS SHOULD BE CONFIRMED WITH THE CANADIAN GRAINS COMMISSION ASAP).

WOULD INCREASE PROFILE OF CANADIAN WHEAT AND INTRODUCE CANOLA AS ALTERNATE OILSEED.

TO INVITE WHEAT BOARD OFFICIALS TO PARTICIPATE FOR AT LEAST PART OF PLOVDIV FAIR.

INCREASED VISIBILITY IN MARKET TO INDICATE OUR SERIOUSNESS AS SPOT SUPPLIER.

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 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :474-BELGRADE

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
BULGARIA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ENCOURAGE THE FORMATION OF A CANADIAN CONSORTIUM FOR A COMPREHENSIVE APPROACH TO STELL MILL MERDERNIZATION. (OF KEY DECISION MAKERS.

A GLOBAL OFFER COVERING TOTALITY OF PROJECT. (ALTHOUGH CONTRACT AWARD INDETERMINATELY STALLED DUE TOLACK OF FINANCING AND CHANGES.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUOUS SUPPORTS TO FOUR MAJOR CANADIAN PROJECTS IN THE FIELDS OF: FOOD PROCESSING,PULP AND PAPER,RECYCLING OF RESOURCES AND FOAM EGG TRAY MANUFACTURING EQUIPMENT.

NUMEROUS CONTACTS INCLUDING PERSONAL VISITS TO BULGARIAN CLIENTS TO PROMOTE AND ADVANCE THESE PROJECTS.

QUARTER: 2 -----

QUARTER: 3 Support to 4 major Canadian projects in fields of food processing,pulp & paper, recycling technology,energy management.

Participation in Plovdiv Fair allowed personal follow-up and update on each project. - Trip to Bulgaria to deliver proposals for two projects: recycling, pulp & paper.

QUARTER: 4 Support to major Canadian projects in fields of food processing, pulp and paper, recycling technology.

Repeated visits to Bulgarian clients; recycling technology sale impending; Simons senior reps to Bulgaria for preliminary project analyses for \$300 million pulp mill; KSI signs \$30 million deal (with CCC) for meat processing plant.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :474-BELGRADE

001-AGRI & FOOD PRODUCTS & SERVICE  
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOOD HANDLING, PROCESSING EQUIP

ASSISTANCE TO RODOPA MEAT INDUSTRY DELEGATION VISITING CANADA.

NEGOTIATION OF CONTRACT BY KNUD SIMONSEN INDUSTRIES FOR MEAT PROCESSING EQUIPMENT.

CONTINUATION OF OUR CONTACTS WITH THE BULGARIAN FOOD PROCESSING INDUSTRY. ENCOURAGE CANADIAN COMPANIES TO PARTICIPATE IN PLOVDIV FAIR.

BETTER INFORMATION ON THEIR INTERESTS AND PURCHASING POTENTIAL.

PRESENTATION ON GAMMA IRRADIATION FOR FOOD STERILIZATION (WE HAD SOME INFORMATION AVAILABLE AT PLOVDIV FAIR, BUT PROPOSE PRESENTATION BE DONE TO TARGET AUDIENCE BY AECL RADIOCHEMICAL REPS).

OVERCOME MYTHS OF RADIO-ACTIVE CONTAMINATION OF FOOD STUFFS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IMPROVEMENT OF THE QUALITY OF AGRICULTURAL PRODUCTION & FOOD PROCESSING AS A PRIORITY OF BOTH BULGARIA & YUGOSLAVIA. ON-GOING RESEARCH OF AGRI-FOOD OPPORTUNITIES (THROUGH, AMONG OTHER TOOLS, TRADE MISSIONS).

2ND MISSION, IN 3 MONTHS, FROM ONT MINISTRY OF AGRICULTURE & FOOD, VISITED YUGOSL & BULGARIA. N.B. SEED POTATO MISSION AT MINISTERIAL LEVEL, VISITED YUGOSL. MANY NEW OPPORTUNITIES HAVE BEEN UNCOVERED AS A RESULT OF THESE 2 MISSIONS.

QUARTER: 2 -----

QUARTER: 3 Strong support to introduce Cdn prod. in new mkt niches in Yugoslavia esp. seed potatoes, dairy breeding stock. - Organize mission of Yugo dairy ind. reps to Cda incl. Royal Winter Fair. - Ongoing monitoring of Yugo & Bulg agricultural policies

1st sales of Cdn seed potatoes (approx \$150,000) & dairy cattle semen. - High level dairy mission from all major dairy cos in Yugo. - Detailed grains report prepared for Yugo & Bulg, plus additional reports on climatic cond. spec. crops.

QUARTER: 4 Strong support to introduce "new" Canadian products i.e. seed potatoes, dairy cattle breeding stock. Assistance to prepare Canada-Bulgaria Joint Agricultural Committee meeting.

First shipments of seed potatoes arrived to Yugo client, Centrocoop. - B. Ouellette of Potatoes Cda to Slovenia, Bosnia & Serbia to evaluate long-term sales potential. - Agdevco mission to Yugo.



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

POST :474-BELGRADE

005-ADVANCED TECH. PROD. & SERV  
BULGARIA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

??????

AS MARKETING HAS BEEN DONE BY NORTH TELECOM'S AUSTRIAN PARTNER,  
WE HAVE NOT BEEN VERY INVOLVED. OUR PRINCIPAL ROLE VIS-A-VIS THIS  
PROJECT AT THIS STAGE IS MARKET INTELLIGENCE.

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 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :474-BELGRADE

011-OIL & GAS EQUIPMENT,SERVICES  
YUGOSLAVIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONTINUOUS CONTACT WITH THE TWO YUGOSLAV CUSTOMERS FOR OIL AND GAS EQUIPMENT - INA AND NAFTAGAS, WILL BE MAINTAINED.

\$10 MILLION PER ANNUM IN SALES OF CANADIAN EQUIPMENT AND SERVICES.

INCOMING MISSION COMPOSED OF REPRESENTATIVES FROM INA AND NAFTA-GAS TO THE NATIONAL PETROLEUM SHOW IN CALGARY.

HEIGHTENED AWARENESS OF CANADIAN CAPABILITIES

ENCOURAGE THROUGH DIRECT CONTACT ACTIVE PARTICIPATION OF OIL AND GAS EQUIPMENT AND SERVICE SUPPLIERS IN THE 1988 ZAGREB AUTUMM FAIR, WITH THE ABLERTA GOVERNMENT, AS PART OF THE CANADIAN STAND.

INCREASED SALES OF OIL AND GAS EQUIPMENT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUOUS SUPPORT OF CANADIAN FIRMS IN THEIR EFFORTS TO SELL OIL & GAS EQUIPMENT & SERVICES TO THE YUGOSLAV OIL AND GAS INDUSTRY.

L/C FINALLY OPENED ON PREVIOUSLY SIGNED \$2 MIL. CONTRACT WITH NAFTA-GAS. 8 REPS FROM YUGO OIL & GAS IND(INCL.PRES OF INA)ATTENDED THE NAT'L PETROLEUM SHOW IN JUNE. NEW OPPORTUNITIES IDENTIFIED AT ENERGOGAS.

QUARTER: 2 -----

QUARTER: 3 Continued support of Canadian firms in their efforts to sell oil and gas equipment to Yugoslav petroleum industry (INA and NAFTA-GAS)

Alta.mission visited INA & NAFTAGAS. - Assistance to Canadian commercial Corp visitor;financial negotiations on purchase orders.

QUARTER: 4 Continued support of Canadian firms in their efforts to sell oil and gas equipment to Yugoslav petroleum industry.

Yugoslav client base diversified fm INA & Naftagas:visits to Makpetrol & Energogas led to invitations to bid:tenders forwarded to interested Cdn cos.;Site Oil Tools, Interdome contracts signed with Naftagas.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :474-BELGRADE

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONTINUOUS ACTIVE SUPPORT FOR CANADAIR'S ACTIVITIES TO SELL CL-215 TO FDSP.

SALES OF 4 AND POSSIBLY 5 AIRCRAFT IN THE NEXT YEAR.

ACTIVE SUPPORT OF DE HAVILLAND'S EFFORTS TO WIN THE SALES OF 5 DASH 8-300 TO JAT AND 2 DASH 8-300 TO ADRIA AIRWAYS.

JAT AND ADRIA SHOULD MAKE DECISIONS IN THE NEXT 2-3 YEARS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED ACTIVE SUPPORT OF CANADAIR'S EFFORTS TO SELL 4 CL-215 AIRCRAFT TO THE FEDERAL DIRECTORATE FOR SUPPLY AND PROCUREMENT (FDSP).

A SENIOR DEL FM CANADAIR VISITED YUGOSL IN MAY & ACCOMPANIED BY THE AMB & THE COMM COUNS MET WITH THE YUGOSLAV MIN OF FOREIGN TRADE,THE DIR GEN OF FDSP,THE PRES OF GENEX,& THE DEP MIN OF AGRIC OF CROATIA,TO FURTHER THE PROJECT.

QUARTER: 2 -----

QUARTER: 3 Continued active support of Canadair's efforts to sell 4 CL-215's to the Federal Directorate for Supply and Procurement (FDSP)

Assistance/support to Canadair on frequent visits to Yugoslavia,esp.3 meetings with PM's office,and FDSP,involving commercial section and Ambassador. Countertrade commitment of \$20 million identified and initialled.

QUARTER: 4 Continued active support of Canadair's efforts to sell 4 CL-215's to the Federal Directorate for Supply and Procurement (FDSP).

Assistance/support to Canadair on frequent visits to Yugoslavia.  
Signing of representation agreement with Genex.  
Financing continues to be a problem.

POST :474-BELGRADE

009-FOREST PRODUCTS,EQUIP,SERVICES  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOLLOW UP WITH MAJOR YUGOSLAV IMPORTERS/USERS ON REQUIREMENTS.  
CONTACT CANADIAN EXPORTERS TO ENCOURAGE AND ASSIST IN SERIOUS CO-  
NSIDERATION OF THIS MARKET.

FACILITATE DIRECT CONTACTS BETWEEN SEVERAL  
CANADIAN EXPORTERS AND YUGOSLAV IMPORTERS TO  
INCREASE CDN MARKET SHARE AND THE NUMBER OF  
CDN COMPANIES ACTIVE IN THE MARKET.

EQUIPMENT AND MACHINERY

DUE TO THE UNCERTAIN WECONOMIC SITUATION IN THE COUNTRY, AN IBRD  
LOAN FOR THE BOSNIA AND HERCEGOVIA FORESTRY PROJECT WAS CANCELLED  
AND A PLANNED FORESTRY SEMINAR DID NOT TAKE PLACE. THE IBRD PROJ-  
ECT IS BEING REVISED.

INCREASED AWARENESS OF A RANGE OF CANADAIAN  
FORESTRY CAPABILITY.

SYSTEMATIC VISITS TO YUGOSLAV PULP AND PAPER COMPANIES AS WELL AS  
MAJOR SAWMILLS TO IDENTIFY THEIR NEEDS AND PROMOTE CANADIAN CAPA-  
BILITIES.

INCREASED AWARENESS OF AND SALES OF BROADER  
RANGE OF CANADIAN FORESTRY EQUIPMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :474-BELGRADE

007-POWER & ENERGY EQUIP. & SERV.  
YUGOSLAVIA

<p>PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:</p> <p>ACTIVE PROGRAM OF VISIT TO YUGOSLAV UTILITIES TO MONITOR THEIR ENERGY DEVELOPMENT PLANS AND TO INCREASE THEIR AWARENESS OF CANADIAN EXPERTISE AND CAPABILITY.</p> <p>ONGOING SUPPORT OF AECL CANDU PROPOSAL.</p>	<p>ANTICIPATED RESULTS:</p> <p>IN THE LONG RUN, AWARD OF BOILERS, TURBINES AND INSTRUMENTATION CONTRACTS TO CANADIAN COMPANIES.</p> <p>AWARD OF NUCLEAR POWER STATION CONTRACT TO AECL.</p>
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<p>TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:</p> <p>QUARTER: 1 -----</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 -----</p> <p>QUARTER: 4 -----</p>	<p>QUARTERLY RESULTS REPORTED:</p>
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POST :474-BELGRADE

001-AGRI & FOOD PRODUCTS & SERVICE  
YUGOSLAVIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

THE VISIT OF THE DEPUTY MINISTER OF AGRICULTURE CANADA IN YUGOSLAVIA IN APRIL ' 87 HAS OPENED THE DOOR TO POSSIBLE SALES OF CATTLE BREEDING STOCK.

CONTINUE TO VISIT THE MAJOR AGRICULTURAL COMBINATS AND ACQUAINT THEM WITH CANADIAN CAPABILITY IN THIS SECTOR.

PURCHASE OF CATTLE BREEDING STOCK IN CANADA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IMPROVEMENT OF THE QUALITY OF AGRIC PROD & FOOD PROCESSING AS A PRIORITY OF BOTH BULGARIA AND YUGOSLAVIA. ON-GOING RESEARCH OF AGRI-FOOD OPPORTUNITIES(THROUGH,AMONG OTHER TOOLS,TRADE MIS-SIONS).

2ND MISSION,IN 3 MONTHS,FROM ONT MIN OF AGRIC & FOOD,VISITED YUGOSL & BULG. - N.B.SEED POTATO MISSION AT MINISTERIAL LEVEL,VISITED YUGOSL.MANY NEW OPPORTUNITIES HAVE BEEN UNCOVERED AS A RESULT OF THESE 2 MISSIONS.

QUARTER: 2 -----

QUARTER: 3 Strong support to introduce Cdn prod.in new"mkt niches"in Yugoslavia esp.seed potatoes,dairy breeding stock.-Organize mission of Yugo dairy ind.reps to Cda incl.Royal Winter Fair. -Ongoing monitoring of Yugo & Bulg agricultural policies

1st sales of Cdn seed potatoes(approx \$150,000)& dairy cattle semen. - High level dairy mission from all major dairy co.in Yugo. - Detailed grains report prepared for Yugo & Bulg,plus additional reports on climatic cond.,spec.crops.

QUARTER: 4 Strong support to introduce "new" Canadian products i.e. seed potatoes, dairy cattle breeding stock. Assistance to prepare Canada-Bulgaria Joint Agricultural Committee meeting.

First shipments of seed potatoes arrived to Yugo client, Centrocoop. -B. Oeullette of Potatoes Canada to Slovenia, Bosnia & Serbia to evaluate long-term sales potential. -Agdevco mission to Yugo. -JAC prep'ns underway:exchange of MOU's



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :474-BELGRADE

010-MINE,METAL,MINERAL PROD & SRV  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

VISIT TO THE 3 MAJOR INTERGRATED STEEL COMPANIES IN YUGOSLAVIA TO PROMOTE INCREASED SOURCING OF CANADIAN IRON ORE AND COKING COAL. THROUGH DIRECT CONTACT WITH CANADIAN COMPANIES ENCOURAGE INCOMING VISITS TO THE MARKETPLACE.

INCREASED CONTACTS WITH ASBESTOS IMPORTERS TO TRY TO RECAPTURE OUR TRADITIONAL MARKET SHARE. ENCOURAGE CANADIAN EXPORTERS TO VISIT THE MARKET.

CONTINUOUS MONITORING OF LOCAL SITUATION. GIVEN CURRENT SHORTAGE OF FOREIGN CURRENCY, THE OUTLOOK IN THE SHORT TERM FOR INCREASED SALES IS NOT OPTIMISTIC.

CONTINUED SUPPORT AND NOTIFICATION OF CANADIAN SUPLIERS CURRENT AND POTENTIAL.

ANTICIPATED RESULTS:

INCREASED PURCHASES OF CANADIAN COAL AND IRON ORE.

MORE AGRESSIVE MARKETING EFFORTS ON THE PART OF THE CANADIAN PRODUCERS AND INCREASED SALES OF CANADIAN ASBESTOS.

MAINTAIN MARKET SHARE..

MAINTAIN MARKET SHARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Support Cdn cos bidding on RTB Bor's metallurgical & sulphuric oxide proj.- Encourage RTB Bor's visit to Cda before final decision made in tech purchase.- Evaluate market for mining equipment in general.

Frequent contact with RTB Bor,incl.organization of incoming buyers mission to Cda for 1st-hand look at Cdn techn. Ambassador hosted high-level Bor del.to further promote Cdn co techn. Preliminary preparation of mining eqpt mkt.study & prom

QUARTER: 4 Support to Canadian companies bidding on RTB Bor's and Majdenpek's metallurgical & mining development projects. Evaluate market for mining equipment in general.

-Work with Dom. Eng., Howden for bid on Majdenpek flotation project. -Report on study for Yugo Fed'n of Iron/Steel Ind. distr. to Cdn cos. -Sem. org. on reverse drilling syst. for Drill Syst. Ltd. Approx. 30 attendees.

474 - BELGRADE

YUGOSLAVIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated



474 - BELGRADE

YUGOSLAVIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

QUARTER : 2

QUARTER : 3

QUARTER : 4

PREPARE REPORT ON THE SWISS MARKET FOR SPONSORED LOGS ALONG WITH COMPARATIVE STATISTICAL DATA.

PREPARE MAILING FOR THE FALL 1988 FAIR, WHICH IS BEING HELD IN 1988.

MAILING OF INFORMATION TO SWISS BUYERS ON THE COME FAIR AND ASSOCIATED INTEREST IN VISITING FAIR.

IN DEPTH KNOWLEDGE OF THE SWISS LOGS MARKET TO THE SWISS FAIR MARKET.

MAILING REPORT TO CANADIAN BUYERS WHO ARE EXPECTED TO PARTICIPATE IN THE 1988 FAIR.

IDENTIFY IS TO BE NEW BUYERS INTERESTED TO VISIT THE SWISS LOGS MARKET.

ESTABLISH A NEW BUYERS CONNECTIONS AND A TO A NEW AGENCIES.

HIGHLIGHTING POTENTIAL OF SWISS SPORTING GOODS MARKET BY MAILING REPORT TO CANADIAN EXPORTERS.

QUARTER : 1 PROVIDE NEW BUYERS TO INTERNATIONAL FOR FAIR IN MONTREAL, APRIL 88, AND FOLLOW UP ON PREVIOUS BUYER ACTIVITY.

QUARTER : 2 MARCH 1988 Fall prefair mailing with covering letter to sponsor, and Swiss companies attending show to Cde's participation in this int'l sporting goods fair.

THREE NEW BUYERS ATTENDED 1988, AND FOLLOW-UP ON SOME OF THE BUYERS WHO ATTENDED 1987 AND 1988 TO SHOW ANNUAL PURCHASES OF MORE THAN CUS \$ 2,000,000.

Prefair mailing completed.

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

POST :474-BELGRADE

Report rqstd by EXTOTT/RBR on major OECD country activities in Yugo,Bulg. and Alb.,in fields of high-level visits, Air Cda inaugurated srvc to Zagreb;required liaison with airline,MFA,Min. of Transp.,etc., for schedule approval, Joint agric. cmtee mtg (Cda-Bulg.) in Ott. required some advance prep'n by post incl. travel arrangements, exchange



REPORT 4  
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FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :409-BERNE

013-CONSUMER PRODUCTS & SERVICES  
SWITZERLAND

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

APPAREL (CLOTH,FUR,SHOES) TEXT

CALLS ON 12 MAJOR FURRIERS AND PREPARATION OF REPORT ON THE SWISS MARKET FOR FUR GOODS.

MAILING REPORT TO CANADIAN PARTICIPANTS IN IFF TO GENERATE INCREASED INTEREST IN SWISS MARKET.

PRE-FAIR MAILING CAMPAIGN AND SELECTION OF BUYERS TO 1988 AND 1989 IFF, MONTREAL.

ON-SITE SALES BY 6 BUYERS EXPECTED TO REACH \$ 1.2.

CALLS ON 20 FURRIERS IN VARIOUS SWISS CITIES TO OBTAIN THEIR COMMENTS, ASCERTAIN THEIR REQUIREMENTS, DISCUSS POSSIBLE PROBLEMS

IN DEPTH KNOWLEDGE OF THE PREVAILING SITUATION IN THE SWISS FUR MARKET.

UPDATING OF STATISTICS AND REVIEWING OF PREVIOUS FUR REPORT.

MAILING REPORT TO CANADIAN COMPANIES WHO ARE EXPECTED TO PARTICIPATE IN THE IFF FAIR.

PREPARE REPORT ON THE SWISS MARKET FOR SPORTING GOODS ALONG WITH COMPREHENSIVE STATISTICAL DATA.

IDENTIFY 15 TO 20 NEW POTENTIAL VISITORS TO ONE OF THE NEXT CSGA FAIRS.

PRE-FAIR MAILING FOR THE FALL ISPO FAIRS, MUNICH, IN 1989 AND 1990.

ESTABLISH 6 TO 8 NEW BUYING CONNECTIONS AND 4 TO 5 NEW AGENCIES.

MAILING OF INFORMATION TO SWISS BUYERS ON THE CSGA FAIR AND ASCERTAINING INTEREST IN VISITING FAIR.

HIGHLIGHTING POTENTIAL OF SWISS SPORTING GOODS MARKET BY MAILING REPORT TO CANADIAN EXPORTERS.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROVIDE NEW BUYERS TO INTERNATIONAL FUR FAIR IN MONTREAL, APRIL 88, AND FOLLOW-UP ON PREVIOUS BUYER ACTIVITY.

THREE NEW BUYERS ATTENDED IFF88. OUR FOLLOW-UP ON SOME OF THE BUYERS WHO ATTENDED IFF 87 AND IFF 86 SHOW ANNUAL PURCHASES OF MORE THAN CDN \$ 6,240,000.

QUARTER: 2 Munich ISPO Fall prefaire mailing with covering letter to approx. 350 Swiss companies alerting them to Cda's participation in this int'l sporting goods fair

Prefair mailing completed

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :409-BERNE

005-ADVANCED TECH. PROD. & SERV  
SWITZERLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

TO FOLLOW-UP ON THE GENEVA CATV PROGRAM.

TO ASSESS POTENTIAL FOR ADD ON PRODUCTS & SERVICES. TO INVITE MR. CHEVALIER/CODITEL TO VISIT CDN SUPPLIERS TO DISCUSS BUSINESS OPPORTUNITIES.

TO MONITOR THE DEVELOPMENT OF THE MARKET FOR HOME TV DISHES AND CONVERTERS FOR DBS. VIA CONTACT WITH DISTRIBUTORS WHICH REPRESENT 80% OF MARKET.

TO INCREASE BY 2 THE NUMBER OF CDN COMPANIES BEING REPRESENTED IN SWITZERLAND.

TO MONITOR THE IMPLEMENTATION OF THE NEW SWISS TELECOMMUNICATION LAW. VIA CONTACT WITH PTT.

TO IDENTIFY MARKET OPENINGS AND OPPORTUNITIES BROUGHT BY LEGAL CHANGES + DEREGULATION.

TO MONITOR DEVELOPMENTS IN THE USE OF SATELLITE CHANNELS.

TO IDENTIFY OPPORTUNITIES THAT THE PROPOSAL MADE BY SWISS PRIVATE SECTOR COULD REPRESENT FOR CANADA.

TO PROMOTE CDN PARTICIPATION AT THE INTERNATIONAL "MONTREUX TV SYMPOSIUM 89", A MAJOR INDUSTRIAL TV TRADE FAIR.

TO BRING TOGETHER INDIVIDUAL CDN EXHIBITORS AND INTERESTED PROVINCES AS ONE GROUP OF EXHIBITORS WITHIN A CDN PAVILION.

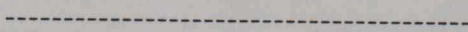
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TO COMPLETE STUDY ON SWISS COMPUTER MARKET TO IDENTIFY AREA OF GROWTH;TYPE OF PRODUCTS IN DEMAND.

TO SEND COPIES TO PEOPLE RESPONSIBLE FOR MKT DEVELOPMENT IN OTTAWA, DRIE REGIONAL OFFICES & PROVINCIAL BODIES DEALING WITH EXPORT PROMOTION.

TO DEVELOP A DATA-BASE AND COMPANY PROFILE SYSTEM ON THE 600 SWISS COMPANIES EVOLVING IN THE COMPUTER MARKET.

TO SUPPLY CDN EXPORTERS WITH MORE ACCURATE INFORMATION AND TO PREPARE MATERIAL FOR THE WIN PROGRAM.



TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP TO OUR PARTICIPATION AT TELECOM '87, OCTOBER 1987.

DIRECT SALES FROM SHOW AT CDN PAVILION AMOUNT TO \$20 MILLION, WHILE ANTICIPATED SALES TO 1991 ARE ESTIMATED TO \$597 MILLION (FOR 23 COMPANIES OUT OF 33 EXHIBITING), 66 AGENTS/DISTRIBUTORS APPOINTED.









REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :409-BERNE

001-AGRI & FOOD PRODUCTS & SERVICE  
SWITZERLAND

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :409-BERNE

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
SWITZERLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

USE STATISTICS AND APPROPRIATE DATA IN ORDER TO UNDERTAKE MARKETING STUDY AND IDENTIFY SPECIAL SECTORS WITH POTENTIAL FOR CDN EXPORTERS.

PROVIDE INFORMATION ON POTENTIAL NICHES TO APPROPRIATE CANADIAN FIRMS.

VISIT POTENTIAL NEW IMPORTERS OF SPECIAL MACHINERY IN ORDER TO IDENTIFY SPECIFIC NEEDS THAT CAN BE FILLED BY CANADIAN FIRMS.

ESTABLISH 2 - 3 BUYING CONNECTIONS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :409-BERNE

009-FOREST PRODUCTS,EQUIP,SERVICES  
SWITZERLAND

<p>PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:</p> <p>PREPARE A SOURCING SURVEY TO DETERMINE PRICE AND SOURCE OF SUPPLY OF ALL MAJOR IMPORTERS OF WOOD AND WOOD PRODUCTS.</p> <p>WORK WITH COFI TO DETERMINE AVAILABLE SOURCES OF SUPPLY IN CANADA FOR MOST POPULAR WOOD PRODUCTS IN SWITZERLAND.</p> <p>MAKE DATA ANALYSIS OF IMPORT PRACTICES OF MAJOR (4 - 8) SWISS IMPORTERS AND PROVIDE QUALITATIVE AND QUANTITATIVE DATA TO CANADIAN EXPORTERS.</p>	<p>ANTICIPATED RESULTS:</p> <p>ENCOURAGE FIVE CANADIAN FIRMS TO ENTER SWISS MARKET WITH COMPETITIVE PRICES.</p> <p>PINPOINT CANADIAN COMPANIES WITH SUPPLY CAPABILITIES.</p> <p>DETERMINE IF OTHER CANADIAN COMPANIES CAN ENTER THE MARKET.</p>
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<p>TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:</p> <p>QUARTER: 1 -----</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 -----</p> <p>QUARTER: 4 To prepare a report on Swiss Forestry Industry highlighting import possibilities.</p>	<p>QUARTERLY RESULTS REPORTED:</p> <p>Post took advantage of delay in staffing CO position to hire local Cdn to carry out detail study of Swiss prod'n, imports, exports and tariffs in wood prods, pulp &amp; paper.Current mkt niches ident./details on country competition pnt</p>
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REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

409 - BERNE

SWITZERLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

DEFENCE PROGRAMS, PRODUCTS, SERV	OTHER DEFENSE PROD & SERV.	DOCUMENT OERLIKON-BUEHRLE INVESTMENT PLANS FOR CANADA. EVALUATE POTENTIAL FOR ADDITIONAL INVESTMENT.
WORK CLOSELY WITH OERLIKON-BUEHRLE ON COMPLETION OF OFFSET PROGRAM AND OPPORTUNITIES TO DEVELOP ACCESS TO USA MARKET.		
CHEM PROD & PETROCHEM, EQP, SERV	CHEM & PETROCHEM PRODUCTS	CREATE WORKING LIST OF COMPANIES WITH INVESTMENT POTENTIAL ON LTR, 2-3 YR, 5 YR SCALE.
USE IPAC SEMINARS TO REFINE LIST OF POTENTIAL INVESTORS. DO TWO MAILINGS AS FOLLOW ON TO PINPOINT HIGH POTENTIAL CASES.		
EDUCATION, MEDICAL, HEALTH PROD	PHARMACEUTICALS, BIOTECHNOLOGY	CLARIFY INVESTMENT PLANS & ANY ROADBLOCKS TO SIGNIFICANT INCREASES.
FOLLOWING PASSAGE OF PATENT ACT IN 1987 WILL ACTIVELY RESUME DISCUSSIONS WITH CIBA-GEIGY, SANDOZ & HOFFMANN-LA ROCHE ON INVESTMENT IN CANADIAN PLANT AND RESEARCH.		
AGRI & FOOD PRODUCTS & SERVICE	FOOD HANDLING, PROCESSING EQUIP	CREATE SHORT LIST FOR FURTHER ACTION.
IDENTIFY SWISS FIRMS WITH ACTIVE PROGRAM FOR INVESTMENT ABROAD.		
OTHER SERVICES	TOURISM	COMPLETE ONE OR TWO INVESTMENT DECISIONS IN THIS SECTOR.
SELECTED MAILINGS TO POTENTIAL TOURISM INVESTORS IDENTIFIED OVER PAST YEAR.		
NON SECTORALLY ORIENTED ACTIVITIES		
UTILIZE CANADIAN-SWISS ASSOC. AS PLATFORM FOR HIGH LEVEL SPEAKERS PROGRAM FEATURING CANADIAN POLITICAL AND BUSINESS LEADERS.		HOLD 8 LUNCHEON MEETINGS WITH AT LEAST 3 POLITICAL LEADERS MAKING PRESENTATIONS.
CORPORATE LIAISON VISIT PROGRAM.		DEVELOP FURTHER OUR BASE OF DATA ON MAJOR SWISS CORPORATIONS' INVESTMENT PLANS.
MAILING PROGRAM OF MAJOR FINANCIAL ISSUES IN CANADA TO KEY BANKING CORPORATE EXECUTIVES (INFO FROM FINOTT/INVCD AOTT).		INCREASE SWISS CONSIDERATION OF CANADIAN PORTFOLIO INVESTMENTS.





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

POST :409-BERNE

Preparation of a detailed report on the Forestry sector -  
highlighting Cdn successes to date in Wood and Cellulose  
Considerable resource time was expended by 1st Secretary and  
Comm.Couns. in attempting to resolve serious housing problem



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :423-BONN

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OTHER DEFENSE PROD & SERV.

VISITS TO MAJOR TRADE AND STANDARDS ORGANIZATIONS, CONSULTANTS AND  
TRADE PUBLICATIONS

PREPARATION OF BASIC MARKET PROFILE FOCUSING  
ON ENTRY REQUIREMENTS

FOLLOW-UP ON EXISTING TRADE ENQUIRIES RE REPRESENTATION IN FRG

ESTABLISHING AND STRENGTHENING OF COMPANY  
CONTACTS. LONGER TERM: EXPORT SALES

SURVEY BY TELEPHONE AND LETTER OF MAJOR MANUFACTURERS AND INSTAL-  
LERS OF SECURITY EQUIPMENT RE INTEREST IN CANADIAN PRODUCTS

PREPARATION OF DISTRIBUTION LISTS

DIRECT MAIL OUT OF SECURITY PRODUCTS CATALOGUE AND QUESTIONNAIRE  
TO SELECTED MANUFACTURERS, INSTALLERS

ESTABLISHMENT OF PRIORITY COMPANY AND PRODUCT  
SECTORS FOR PROMOTION EFFORTS

DIRECT APPROACH TO CANADIAN SUPPLIERS IN RESPONSE TO INTEREST  
EXPRESSED BY GERMAN FIRMS CONTACTED

NEW BUYING CONNECTIONS AND EXPORT SALES

COMPILATION OF SUBSECTOR PROFILES TO AID IN PRIORITIZED FOLLOW  
UP OF MARKET OPPORTUNITIES, INDUSTRIAL COOPERATION ETC.

IMPROVED HANDLING AND FOLLOW UP ONGOING TRADE  
ENQUIRY WORK

ALL SUB-SECTORS

RESEARCH, DEVELOPMENT AND PRODUCTION STEERING COMMITTEE MEETING -  
OTTAWA, NOV. 88

GOVT ACTION ON POTENTIAL PRODUCT DEVELOPMENT

DEFENCE SCIENCE MOU FOLLOW-UP FOR R & D IN RADAR, ASW, EW AND  
OTHER RELATED TECHNOLOGIES

R & D COLLABORATION IN EMERGING TECHNOLOGIES

HITEC '88 MEETINGS WITH CANADIAN COMPANIES INTERESTED IN GERMAN  
MARKET.

IDENTIFICATION OF NEW SUPPLIERS FOR DEFENCE  
PRODUCTS

MARKET IDENTIFICATION THROUGH LIAISON VISITS WITH INDUSTRY

IDENTIFICATION OF NEW PRODUCT AREAS FOR CDN  
DEFENCE EQUIPMENT

SURVEY OF AGENTS, REPRESENTATIVES AND COMPANY TO COMPANY BUYING  
CONNECTIONS.

NEW ARRANGEMENTS FOR INTERESTED CANADIAN  
COMPANIES.

RESEARCH AND DEVELOPMENT JOINT ACTIVITIES ON GOVT TO GOVT AND  
COMPANY TO COMPANY BASIS

LONG RANGE COLLABORATION FOR FUTURE JOINT  
DEVELOPMENT

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :423-BONN

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
GERMANY WEST

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ORGANIZATION AND EXECUTION OF DEFENCE INDUSTRIAL  
TRADE MISSION TO THE FEDERAL REPUBLIC OF GERMANY

QUARTER: 1 OPERATION OF INFORMATION BOOTH AT INTERNATIONAL  
AEROSPACE SHOW IN HANNOVER.

QUARTER: 1 PREPARATION FOR CANADIAN STAND AT SECURITY '88,  
ESSEN

QUARTER: 2 Follow-up Defence Industrial Mission to FRG (22  
Cdn defence industrialists visit for 10 days)  
Preparation for info stand at Security '88 in  
Essen

QUARTER: 3 Follow-up trade promotion activities initiated  
at Int'l Airshow(ILA)Hannover Spring of 1988.  
2.Operation of Cdn Info Stand at Essen Security  
Show. 3.Participation in CL-289 Policy Committee  
Meeting - Munich.

QUARTER: 4 Advance planning underway for Cdn/FRG Research,  
Development and Production (RDP) meeting

QUARTERLY RESULTS REPORTED:

22 CANADIAN BUSINESSMEN VISITED 16 GERMAN COMPANIES,  
PRELIMINARY RESULTS LOOK VERY GOOD.

5 CANADIAN COMPANIES MADE USE OF FACILITIES OF  
INFO BOOTH TO PROMOTE PRODUCTS. ONE FIRM SALE TO  
DATE.

STAND LOCATION & SPACE CONFIRMED. CDN COS REMINDED  
RE PARTICIPATION(3 POSITIVE REPLIES).EXTOTT/  
DRIEOTT & CDN TRADE OFFERED OPPORTUNITY OF  
FEATURE ARTICLE IN LEADING FRG SECTOR TRADE  
MAGAZINE.

Made arrangements for return visits & presentations  
for Hfx-Dartmouth Indus. & Boeing of Cda

Export sales of jet engine components to MTU of  
Germany as result of ILA. 2. Received 78 enquiries  
for Cdn security prod. Follow-up under way  
for agents/distrib. 3.GMOD to receive first  
production model Oct/Nov 1989

Meeting confirmed for 04-08 June 1988



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :423-BONN

001-AGRI & FOOD PRODUCTS & SERVICE  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Visit of Cdn Canola Mission from Alberta,  
Saskatchewan and Manitoba

QUARTER: 3 Preparation for International Green Week Trade  
Fair, Berlin.

Identification of distributors has resulted in  
8 firms participating.

QUARTER: 4 Participation in Berlin Green Week  
policy liaise and trade development

Policy: improved German understanding of Cana-  
dian agricultural trade policy at senior govt  
and farm representative level. Marketing: sales  
of exhibitors went well (Berlin report)



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :423-BONN

005-ADVANCED TECH. PROD. & SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :423-BONN

013-CONSUMER PRODUCTS & SERVICES  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CULTURE INDUSTRIES

MEETINGS WITH GERMAN PUBLISHERS AND LITERARY AGENTS IN COOPERATION WITH PUBLIC AFFAIRS SECTION

INTRODUCTION OF AUTHORS AND TITLES, AND ULTIMATELY RIGHTS SALES

RESPONSE TO TRADE ENQUIRIES FROM INDIVIDUAL AUTHORS AND PUBLISHERS

ESTABLISH RELATIONSHIPS WITH LITERARY AGENTS AND USERS. ULTIMATELY SALES OF RIGHTS.

PREPARATION OF FACT SHEET ON FRG BOOK TRADE WITH FOCUS ON EDUCATIONAL SOFTWARE.

\$30,000 INCREASE IN SALES, PREDOMINANTLY FOR NEW MARKET ENTRIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATIONS FOR CANADIAN STAND AT FRANKFURT BOOK FAIR.

RECEPTION ARRANGEMENTS, CATALOGUE ENTRIES, STAND SPACE RESERVATION & ADMINISTRATION COMPLETED. PEMDS FOR COMPANY PARTICIPATION APPROVED ON ONGOING BASIS.

QUARTER: 2 Operation of stand at Frankfurt Book Fair (75 Canadian publishers represented)

Results in form of rights sold and future business (\$2 million and \$6 million potential)

QUARTER: 3 Follow-up on Canadian participation at Frankfurt Book Fair.

Sales of publishing rights pending.

QUARTER: 4 -----

423 - BONN

GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

MULTIPLE SECTORS

??????

No proposed activities indicated

NON SECTORALLY ORIENTED ACTIVITIES

CULTIVATE AWARENESS IN FRG BANKING & FINANCIAL COMMUNITY THROUGH CONTINUOUS PROGRAM OF CORPORATE LIAISON & INFORMATION DISSEMINATION & HIGH PROFILE SPEAKING EVENTS, AND DEVELOP JOINT EVENTS AIMED AT GERMAN CLIENTS.

BANKS ARE CO-DETERMINANTE OF MAJOR INVESTMENT DECISIONS IN FRG: EXPECT TO INCREASE THEIR UNDERSTANDING OF CDA & BENEFIT FROM THEIR SUPPORT WITH CLIENT FIRMS.

PUBLISH 10 ISSUES OF INVESTMENT NEWSLETTER SCAN, WITH AS-IT-BREAKS INVESTMENT NEWS ON CDA. SELECTED MAILING LIST OF APPROX. 1000 FIRMS AND INDIVIDUALS.

BRIDGE INVESTMENT-SPECIFIC INFO GAP RE CDA & STIMULATE FRG FIRMS TO FIND OUT MORE; CREATE UP-TO-DATE AUDIENCE FOR POST EVENTS.

ADVERTISING & INTERVIEWING FOR ENTREPRENEURIAL IMMIGRANTS.

ATTRACT UP TO 150 BUSINESS IMMIGRANTS TO BRING TO CDA UP TO \$150M CAPITAL.

REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

423 - BONN

GERMANY WEST

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

ECONOMY OF CANADA/INVESTMENT CLIMATE/FTA PRESENTATIONS WITH MESSRS.LABBE(INVEST CDA,DODGE(MIN OF FINANCE),T.D'AQUINO(BCNI). A)AT BDI (FEDERATION OF GERMAN IND.)WITH PRESENCE OF AMBASSADOR AND 60 REP OF INDUSTRY,FINANCE & BUSINESS.  
B)AT BHF BANK FRANKFURT WITH PRESENCE OF AMB.AND 12 CHAIMEN/DIR OF INDUSTRY AND BUSINESS.  
C)IN STUTTGART IN COOPERATION WITH CONGEN MUNICH  
D)IN MUNICH IN COOPERATION WITH CONGEN MUNICH.

QUARTER : 2

Due to change-over of investment counsellors,  
no activities were scheduled

N.A.

QUARTER : 3

Ambassador's keynote speech on investment.  
German inter-post meeting on investment.  
Design of investment documentation.  
Preparatory visits for 6-city W.D.O. seminar.  
Frequent travels to major investors.

Ambassador laid down strategy on investment promotion in F.R.G.  
Program between 3 German posts was co-ordinated.  
Groundwork was laid for novel seminar approach.  
Counsellor generated 14 major investments leads.  
Start-up of reference library.

QUARTER : 4

-6-city seminar with W.D.O.  
-Round of sales calls to Mainz area  
-Visit of Premier Bourassa  
-Round of sales calls to Saarbrucken area  
-Ontario Mission of municipal development commissioners

-Cancelled because of W.D.O.'s refusal to participate  
-Obtained four leads for major projects  
-\$1.6 billion aluminium smelter at Sept-Isles,PQ  
-Gave market introduction to 12 commissioners



REPORT 4A  
89/10/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST :423-BONN

Attended W.E.F. at Davos, met senior reps of 12 German multi-nationals  
Attended European trade commissioners conference in London

Arranged for three-day visit of Saskatchewan's Agent General Paul Rousseau  
Bought computer equipment and selected program for data base

Attended Gelsenkirchen seminar as feature speaker on F.T.A.

Commissioned study on comparison of German and Canadian taxes.

BCE Mobile's bid to operate private mobile telecommunication network in FRG

Preparations for visit of ADM Richard Stursberg, DOCOTT

Plan of Frankfurt Book Fair to relocate foreign exhibitors



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :414-BRUSSELS

005-ADVANCED TECH. PROD. & SERV  
BELGIUM

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	DE CONCERT AVEC LE BUREAU DU QUEBEC A BRUXELLES, REPERTORIER ET ETUDIER POTENTIEL DE PENETRATION DES LOGICIELS FRANCOPHONES ICI.	DANS UN PREMIER TEMPS FAIRE CONNAITRE POTENTIEL QUEBECOIS PUIS - PAN-CANADIEN EN BELGIQUE.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	<p>QUARTER: 1 SUIVI DE "QUELQUES" DOSSIERS PROMETTEURS EN EQUIPEMENTS DE HAUTE TECHNOLOGIE ET DE LOGICIELS.</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 Commencer demarche pour participation canadienne au FTI.</p> <p>QUARTER: 4 Planification et coordination d'une importante participation canadienne au Selon Flanders Technology International (Gent). Sensivilisation de la clientele belge a certains produits de Hitech canadiens(don Memotec et Sydney Dev. Corp).</p>	<p>SUIVI D'UN CONTRACT POUR FOURNITURE DE HARDWARE &amp; SOFTWARE AU LUXEMBOURG.</p> <p>ENVOI DE DOSSIERS APPELS OFRRES A FIRMES CDNES. SENSIBILISATION DU MARCHE LOCAL AUX PRODUITS CANADIENS.</p> <p>-Emplacement deside a ete obtenu</p> <p>-contacts avec constructeurs locaux en marche.</p> <p>Appels d'offres lances - Echeances respectees</p> <p>Budget respecte - Project se deroule normalement</p> <p>Memotec: franc succes + commentaires dan la Presse technique</p> <p>Sydney: reporte pour raison de conflit de dates</p>



POST :414-BRUSSELS

014-EDUCATION,MEDICAL,HEALTH PROD  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

POURUIVRE CONTACTS AU NIVEAU DES FEDERATIONS ET IMPORTATEURS ET  
DISTRIBUTEURS BELGES (DIAGNOSTIQUES)

MEILLEURE CONNAISSANCE DU MARCHÉ

RASSEMBLER DOCUMENTATION SUR FIRMES CONCURRENTES LES PLUS IMPOR-  
TANTES (DIAGNOSTIQUES)

DETERMINER PRODUITS LES PLUS VENDUS ET ETA-  
BLIR NICHES A OCCUPER.

EXPLORER ET AMORCER PARTICIPATION CANADIENNE AVEC FIRMES BELGES  
DANS DOMAINE DE LA BIOTECHNOLOGIE DES PLANTES ET PRODUITS THERA-  
PEUTIQUES POUR LE CANCER.

METTRE A PROFIT LES COMPETENCES CANADIENNES  
DANS LE DOMAINE ET COMMERCIALISATION DE R & D  
CANADIENNE.

ETABLIR LISTE A JOUR DES PRODUCTEURS CANADIENS ET DEVELOPPER CON-  
TACTS AVEC EUX. STIMULER VISITES EN BELGIQUE DE REPRESENTANTS DE  
PRODUCTEURS CANADIENS. (DIAGNOSTIQUES).

FACILITER APPROCHE DU MARCHÉ BELGE ET DEVE-  
LOPPER CONTACTS DIRECTS ENTRE COMPAGNIES EN  
VUE DE DISCUSSION SPECIFIQUE.

DEFINIR MARCHÉ DU DIAGNOSTIQUE IN VITRO POUR USAGE VETERINAIRE.  
SUIVRE TENDANCE DU MARCHÉ A OFFRIR APPAREILLAGE ET TROUSSE DIA-  
GNOSTIQUE DANS UN ENSEMBLE UNIQUE. (DIAGNOSTIQUE)

NICHE DISPONIBLE POUVANT ETRE OCCUPEE PAR EX-  
PORTATEUR CDN. PERMETTRE AUX EXPORTATEURS CDN  
D'AJUSTER LEURS STRATEGIES.

ETABLIR BASE D'UNE PARTICIPATION CANADIENNE AVEC FIRMES BELGES  
DANS PROJET EUREKA TRAITANT DE LA BIOTECHNOLOGIE DES PLANTES.

TRANSFERT MUTUEL DE TECHNOLOGIES ET COMMERCIALISATION DES RESULTATS EN AMERIQUE DU NORD  
PAR PARTIE CANADIENNE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ETABLIR CONTACTS ENTRE FIRMES CDNES & BELGES DS  
DOMAINE DIAGNOSTICS & BIOTECHNOLOGIE VEGETALE.  
PREPARER PARTICIPATION A EXPOMED 88,4EME SALON  
PROFESSIONNEL MEDICAL,PARAMEDICAL,HOSPITALIER  
(BRUXELLES 20-24/4/88).

CONTACTS ETABLIS & FACILITES PAR AMB. ENTRE  
SOLVAY & IRB,TECHLAND & MIER.INTERET PR TRANSF.  
DE TECH. IDENTIFIE PR CONTACTS A EXPOMED. SOU-  
LIGNER,EN PARTICULIER,LES NOMBREUSES DEMANDES DE  
LA PART DE PERSONNES AYANT VISITE NOTRE STAND

QUARTER: 2 -----

QUARTER: 3 Continuer a developper de nouveaux contacts dans  
le secteur produits et equipements medicaux.  
Completer le follow-up suite a notre participa-  
tion a Expomed 88 en avril 1988.

Repondre aux nouvelles demandes de firmes recher-  
chant agents/distributeurs dans domaine medical/  
biologique. Maintenir contact etroit avec impor-  
tateurs belges qui negocient actuellement avec  
fabricant cdn possibilite accord de distrib.equi

QUARTER: 4 Increase specific company knowledge in diagnos-  
tics, veterinary preparations. Attend health  
and safety seminar/exhibition.

Excellent opportunities with UCB, Europharm.  
Exhibition follow-up.





REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

414 - BRUSSELS

BELGIUM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

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ADVANCED TECH. PROD. & SERV                      ALL SUB-SECTORS  
CONTINUE TO DEVELOP CONTACT FILE INDUSTRY ASSOCIATIONS & CORPORATE  
LIAISON ACTIVITY TO FOCUS PRIORITIES.

DIRECT SPECIFIC EXTENSIVE INVESTMENT  
ASSISTANCE TO AT LEAST 5 PRIME PROSPECTS.

EDUCATION, MEDICAL, HEALTH PROD                      ALL SUB-SECTORS  
COOPERATE WITH LOCAL GOV'T PROGRAMS & REGIONAL EVENTS TO CONTACT SMALL  
INNOVATIVE BIOTECH FIRMS FOR POSSIBLE JVS.

FOLLOW ON CONTACTS INCLUDING CDA. VISITS  
FOR 3 PROSPECTS.

AGRI & FOOD PRODUCTS & SERVICE                      FOOD HANDLING, PROCESSING EQUIP  
BUILD UP CONTACT FILE CONCENTRATE IN IDENTIFIED FLEMISH PROSPECTS.

WORK CLOSELY WITH FLEMISH PROSPECTS.

NON SECTORALLY ORIENTED ACTIVITIES

HIGH LEVEL VISIT TO CDA BY SOCIETE GENERALE (SG) & POSSIBLY  
FABRIMETAL.

SG HAS DECLARED PLANS TO INVEST ABROAD  
IN HIGH TECHNOLOGY SECTORS.

IMPACT VISITS TO MAJOR CENTRES OUTSIDE BRUSSELS.

BUILD AWARENESS OF CDA. CANVAS INVESTMENT  
INTEREST. SUPPORT RESIDENT CDN BUSINESS  
INTERESTS.

ENTREPRENEURIAL INVESTMENT.

INCREASED ENTREPRENEURIAL MIGRATION.



REPORT #5 QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
89/10/06 TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

414 - BRUSSELS

BELGIUM

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

FOLLOW UP LIEGE "CONTACT CANADA".  
CORPORATE LIAISON (GLVERBEL, FABRIQUE  
NATIONALE, GEHEM, VIEILLE MONTAGNE)

A) PROVINCES (QUEBEC, ONTARIO, BC)  
- FOLLOWING NUMBER OF EXCELLENT LEADS.  
B) THREE PROSPECTS FROM FEDERAL.  
GLAVERBEL DECISION MADE FOR FLAT GLASS PLANT  
IN QUEBEC.

QUARTER : 2

- 1. Contact Canada - Ghent, Sept. 29/88.
- 2. Corporate Liaison (a) Vieille Montagne  
(b) Petrofina

- 1. Excellent response.
- 2. (a) Interest from Canada.  
(b) Question nature Invest.

QUARTER : 3

- 1. Focus on Trefil-Arbed plans for N.A. invest-  
ments. Contacted company & reported situation.
- 2. Original portfolio investment promotion  
La Laurentienne/Echo Bay Mines.
- 3. Processed food investment survey.
- 4. Mailout: Canada/Belgium investment.

Decision expected end January  
Follow-up planned

QUARTER : 4

- Visit Petresa officials to Montreal/Toronto
- Visit Brussels Kelly Investment Canada
- Visit Manitoba Minister Ernst

- Deciding on possible investment
- Priority to biotechnology
- number of contacts for processing

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

POST :414-BRUSSELS

March 14,15,16 - Visit Min. James Ernst, Manitoba.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :703-BRUSSELS, NAC

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

EXPANDED CONTACTS WITH MAJOR INTERNATIONAL PRIME CONTRACTORS  
INCREASED CONTACT WITH LOCAL CONSULTING ORGANIZATIONS.

ANTICIPATED RESULTS:

INCREASED SUB-CONTRACT OPPORTUNITIES FOR  
CANADIAN INDUSTRY.  
MORE EXPERT ASSISTANCE TO CANADIAN FIRMS  
SEEKING INVOLVEMENT IN NATO PROGRAMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 BRIEFINGS BY NORTHERN TELECOM TO SHAPE TECHNICAL  
CENTRE AND TO NATO COMMUNICATIONS AND INFORMATION  
SYSTEMS AGENCY ON ISDN.

QUARTER: 1 SYSTEM HOUSE BID TO JOIN AMS CONSORTIUM AS  
ASSOCIATE MEMBER.

QUARTER: 1 WARDAM II

QUARTER: 1 PRESENTATION BY NORSTAR TO NATO PANEL ON  
SATELLITE GPS.

QUARTER: 1 ON GOING CANADIAN INDUSTRY PRESENTATIONS TO NATO  
COMMITTEES.

QUARTER: 1 MEETING BETWEEN CHAIRMAN OF THE BOARD AND GENERAL  
MANAGER OF ACCSCO AND COUNSELLOR (DEFENCE  
PRODUCTION) ON FUTURE PARTICIPATION IN ACCS  
PROGRAM.

QUARTER: 2 Post participation at Farnborough Air Show  
allowed Delegation officers to meet with members  
of Canadian aerospace industry and discuss current  
NATO projects of interest

QUARTER: 3 -----

QUARTERLY RESULTS REPORTED:

BRIEFINGS PLANNED & COORDINATED BY DELEGATION  
DURING WHICH TEAM OF 8 NT & BNR REPS GAVE TECHNICAL  
PRESENTATION ON STATUS OF ISDN. DISCUSSION  
CENTERED ON FUTURE MULTI-BILLION DOLLAR NATO  
REQUIREMENT OF ISDN TECHNOLOGY.

CULTIVATION OF CONSIDERABLE POST EFFORT LED TO  
3 DAY MEETING BETWEEN SYSTEM HOUSE & AMS, DURING  
WHICH SYSTEM HOUSE HAD OPPORTUNITY TO REVIEW  
ACCS DOCUMENTATION & IDENTIFY POSSIBLE AREAS OF  
COLLABORATION WITH AMS.

POST CONDUCTED RIGOROUS & HIGHLY DETAILED REVIEW  
OF WARDAM PUMP ENGINE SPECIFICATIONS. REVIEW LED  
TO CONCLUSION THAT SPECIFICATIONS WERE BIASED TO  
NON CANADIAN MANUFACTURERS. POST THEN PURSUED  
MATTER IN P & P & NATO PIPELINE COMMITTEES.

POST INITIATED AND ORGANIZED PRESENTATION  
INVOLVING DYNAMIC DISPLAY OF NORSTAR GPS  
TECHNOLOGY TO FULL NATO PANEL.

POST ORGANIZED AND ASSISTED IN PRESENTATIONS BY  
MACDONALD DETWILLER, SPECTRE INDUSTRIES AND  
AMTEK LTD.

DISCUSSION REVIEWED PROGRESS IN INDUSTRIAL PLANS  
FOR ACCS PRODUCTION SHARING AND ESTABLISHED POST  
AS POINT OF CONTACT FOR COORDINATION OF CANADIAN  
PARTICIPATION IN ACCSCO CONSORTIUM.

With the exception of Ldn BNATO had the largest  
nbr of particip. at the airshow (3 officers &  
Amb. Smith). Highlight of BNATO particip. was  
visit, organized by Amb. Smith of NATO Sec. Gen.  
M. Worner to Canadian Chalet



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POST :703-BRUSSELS, NAC

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
BELGIUM

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 NAVSTAR GPS

Nortech Surveys Can Inc. of Calgary and Canadian  
Marconi Ltd. and possibly Leigh Instruments in  
association with Plessy are competitive  
suppliers in this NATO program.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :703-BRUSSELS, NAC

005-ADVANCED TECH. PROD. & SERV  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Northern Telecom - DMR International

Post met with sr. mgmt fm both firms to clarify their intentions to pursue NATO contracts. N.T. will work through newly created NT Benelux office & DMR confirmed intention to set up full-time presence in Brussels mid 1989.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support working relationship for finalizing units 1, 2 and clarify remaining intentions for units 3, 4, 5. Heavy water lease/SAI negotiations.

QUARTER: 2 -----

QUARTER: 3 Support working relationship for finalizing units 1 and 2 and clarify remaining intentions for units 3, 4, 5. Clarify POC intentions on heavy water.

QUARTER: 4 Support SAI nuclear suppliers. Hold JIC, Jan 18, 19, 1989. Clarify commercial issues in this sector.

1st JIC session began and equipment orders were discussed. Also financial agreement with discussion on contract terms to continue.

Discussions agreements finalized by Jan. Four new difficulties for CEA suppliers - CEA technical and preliminary discussions re technical cooperation with CEA for units 3, 4, 5. Also continue to press re D.20 JIC and Jan 1989

Very key issues are still outstanding/problems re payment mechanism for units 3, 4, 5. Has now not made JIC follow visits to CEA JIC Regulator. Led Country Coordination conference and set active leads re CEA program in Druet coal.

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POST :703-BRUSSELS, NAC

006-??????

BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/10/10

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AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :476-BUCHAREST

007-POWER & ENERGY EQUIP. & SERV.  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

NUCLEAR

SUPPORT NEW RELATIONSHIP FOR CERNAVODA UNITS 1,2 AND POSSIBLE LEASE/SALE CANADIAN HEAVY WATER.

TRAINING, TECHNICAL SERVICES AND HEAVY WATER SUPPLY FROM CANADA.

OCI EXPORT PROMOTION FOR CERNAVODA UNITS 3,4,5.

SALES UP TO \$120 MILLION OF NUCLEAR EQUIPMENT /COMPONENTS AND TECHNOLOGY TRANSFER.

BROWN COAL POWER BOILER UPGRADING.

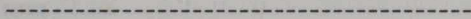
EQUIPMENT/SERVICES SALE FOR ONE UNIT WITH POSSIBILITY OF ADDITIONAL UNITS.

EXPANDED SUPPORT FOR THIRD COUNTRY COOPERATION

ROMANIAN SUPPLY FOR PROPOSED NUCLEAR PROJECTS IN TURKEY, YUGOSLAVIA AND EGYPT.

URANIUM CONCENTRATE FOR NUCLEAR FUEL FABRICATION.

SALES BY CDN. SUPPLIERS.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 ADJUST/ENHANCE WORKING RELATIONSHIP FOR FINALIZING UNITS 1,2 AND CLARIFY ROMANIAN INTENTIONS FOR UNITS 3,4,5.  
HEAVY WATER LEASE/SALE NEGOTIATIONS.

1ST JRC SESSION MAY88 AND CONCURRENT SENIOR LEVEL DISCUSSIONS WERE ENCOURAGING.  
AECL PROPOSAL SUBMITTED WITH DISCUSSION ON CONTRACT TERMS TO CONTINUE.

QUARTER: 2 -----

QUARTER: 3 Adjust working relationship for finalizing Units 1 and 2 and clarify Romanian intentions for units 3,4,5.  
Clarify Rom. intentions on Heavy Water.

Disbursements agreements ratified by Roms. Payments difficulties for Cdn suppliers - Emb intervention Preliminary discussions re technical coopn/Rom prodn for Units 3,4,5. Roms continue to press re D.20 JRC mid Jan 1989

QUARTER: 4 Support Cdn nuclear suppliers. Hold JRC Jan. 16, 17, 18. Clarify commercial issues in this sector.

Many key issues are still outstanding-problems re payment mechanism for Units 3,4,5. Roms have not made JRC follow visits to Cda.D20 Negots slow.3rd Country Coopn/Uranium concentrate not yet active issue.No Cdn interest in brown coal

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POST :476-BUCHAREST

010-MINE,METAL,MINERAL PROD & SRV  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING SUPPORT FOR CANADIAN EXPORTERS OF IRON ORE, SULPHUR, ASBESTOS.	CONTINUED ANNUAL SALES OF A FEW MILLION TONS OF IRON ORE; MAJOR INCREASE IN ASBESTOS SALES
SUPPORT PROSPECTIVE CANADIAN SUPPLIER(S) OF COKING COAL-DEVELOP MEDIUM-TERM STRATEGY PROMOTE INTERESTS.	CONCLUSION OF TRIAL SALE FOLLOWED BY MEDIUM TERM AGREEMENT FOR ONGOING SUPPLY DEPENDING UPON FACTOR OF SHIPPING COSTS, OPEN MODEST MARKET FOR CANADIAN SUPPLIER.
CONTINUING PROGRAM OF CALLS ON APPROPRIATE ROMANIAN OFFICIALS/ DECISION MAKERS.	ENHANCED CANADIAN PROFILE WITH END-USERS AND POSSIBLE FUTURE SALES.
POSSIBLE SEMINAR(S)/WORKSHOP(S) TO SUPPORT CANADIAN PROMOTIONAL EFFORTS.	FURTHER ENHANCE POSSIBILITY OF INCREASED CANADIAN SUPPLY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONGOING CONTACT WITH ROMANIAN IMPORTERS OF IRON ORE,COKING COAL,ASBESTOS,SULPHUR AND PROVIDING APPROPRIATE INFORMATION TO INTERESTED CANADIAN COMPANIES.	PRICE FACTOR CURRENTLY MAIN HINDRANCE - NEGOTIATIONS CONTINUING RE IRON ORE. ASBESTOS - MADE RECOMMENDATIONS TO SUPPLIER TO ENHANCE COMPETITIVENESS.
QUARTER: 2 -----	
QUARTER: 3 Ongoing contact with Romanian importers & end-users of iron ore,coking coal,asbestos,sulphur etc. and providing appropriate info to interested Cdn Co. Organizing technical seminar on the safe use of asbestos.	Iron ore/Coking coal - Sellers mkt. Romania unable pay price. Well organized technical workshop on asbestos attracted notable participation of Rom. specialists and officials in charge.
QUARTER: 4 Clarification of 1989 Romanian import requirements for iron ore, sulphur, asbestos, coking coal.	Iron ore - QCM offer not accepted. Sulphur - Enquiry for LT supply - Cansulex not interested initially but following up. Asbestos-Cdn quality acceptable after tech seminar-price still hurdle. Coking-coal - fgt cost too high.



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POST :476-BUCHAREST

011-OIL & GAS EQUIPMENT,SERVICES  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UPDATE SECTOR PROFILE FOR NPS AND CIRCULATE TO POTENTIAL CANADIAN SUPPLIERS AND GOVERNMENT DEPARTMENTS.

ENHANCE COMMUNICATION BETWEEN CDN SUPPLIERS & ROMANIAN END-USERS/DECISION MAKERS,POSSIBLY LEADING TO ANOTHER ALBERTA MISSION IN F/Y 88/89.

CONTINUING CONTACT WITH ROMANIAN OFFICIALS.

PROVIDE EARLY ADVICE RE POSSIBLE OPPORTUNITIES FOR CANADIAN SUPPLIERS IN ROMANIAN AND THIRD-COUNTRY MARKETS.

CONTINUING FOLLOW UP ON OUTSTANDING ENQUIRIES AND PROJECTS UNDER DISCUSSION.

IMPROVED POSSIBILITIES FOR SUPPLY OF CANADIAN EQUIPMENT AND SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT INCREASED DIALOGUE BETWEEN CANADIAN FIRMS AND ROMANIAN OFFICIALS.

AOSTRA DEL VISITED MAY88,SIGNED NEW UNDERSTANDING WITH ROMPETROL. - EMB CO COSTEA ATTEND NPS (CALGARY). - PRELIM PREPARATIONS FOR THIRD COUNTRY COOP MISSION. - GROUNDWORK FOR SECTOR STRATEGY.

QUARTER: 2 -----

QUARTER: 3 Support increased dialogue between Canadian firms and Romanian officials.

Follow up to Aostra and Schmid visits. Aostra to facilitate testing a Rom. greaseless compressor in Alta oil/gas fields

QUARTER: 4 Visit to Cda by Head of Rompetrol. Follow up with AOSTRA re Rom cooperation proposals and consignment of Rom greaseless compressor to Alta.

Serious discussion re coop'n between Roms and AOSTRA/Alta suppliers.Some understandings/agreements.Final details being worked out to send Rom compressors to Alta for testing. Sector profile update done for NPS 88.



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POST :476-BUCHAREST

001-AGRI & FOOD PRODUCTS & SERVICE  
ROMANIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING SUPPORT FOR POTENTIAL CDN EXPORTERS OF TURKEY BREEDING STOCK, SEMEN, EMBRYOS AND HIDES.

CREATE AN EXPORT MARKET

DEVELOP PROGRAM OF CALLS ON APPROPRIATE ROMANIAN OFFICIALS/DECISION MAKERS.

ENHANCED CANADIAN PROFILE WITH END-USERS AND POSSIBLE FUTURE SALES OF UP TO \$1 MILLION.

POSSIBLE SEMINAR(S)/WORKSHOP(S) TO SUPPORT CANADIAN PROMOTIONAL EFFORTS.

ENHANCE POSSIBILITY OF CANADIAN SUPPLY.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONVINCING ROMANIAN OFFICIALS TO DIVERSIFY THEIR SOURCES OF SUPPLY FOR RAW HIDES, TO INCLUDE CANADIAN SUPPLIERS TOO.

FTO ARAMEX PLACED A TRIAL ORDER.  
ONTARIO MIN OF AGRIC & FOOD MINI-MISSION MAY RESULT IN FUTURE ORDERS.

QUARTER: 2 -----

QUARTER: 3 Final effort on behalf of Hybrid Turkeys Ltd. to conclude long term contract for turkey poult.

Signing in Nov.1988 of a long term contract for delivery of turkey poult from Canada was due in large part to the efforts of our Commercial Division.

QUARTER: 4 Clarification of 1989 Romanian import requirements for raw hides, breeding swine. Update re semen/embryos.

To date in '89 Cdn raw hides sales of US\$ 3 mn (1,350 tn).Proposed ind group visit to Rom. Potential up to US\$ 5-10 mn.Swine enq. sent to Ott - have recvd some responses which we have given to Roms/still not in mkt for semen/embryos

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST : 476-BUCHAREST

009-FOREST PRODUCTS, EQUIP, SERVICES  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

ONGOING SUPPORT AS APPROPRIATE FOR CANADIAN SUPPLIERS OF PULP.

SPOT SALES TOTALLING APPROX. \$4 MILLION.

MAINTAIN CLOSE RELATIONSHIP BETWEEN FTO CHIMICA, BUCHAREST POST AND CANADIAN SUPPLIERS (CURRENT AND PROSPECTIVE).

EARLY ADVICE RE ROMANIAN IMPORT REQUIREMENTS.

DEVELOP PROGRAM OF CALLS ON APPROPRIATE ROMANIAN OFFICIALS/DECISION-MAKERS.

ENHANCED CANADIAN PROFILE WITH END-USERS.

POSSIBLE SEMINAR(S)/WORKSHOP(S) TO SUPPORT CANADIAN PROMOTIONAL EFFORTS.

ENHANCED POSSIBILITY OF CANADIAN SUPPLY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONGOING CONTACT WITH ROMANIAN OFFICIALS IN SUPPORT OF CANADIAN SUPPLIERS AND CLOSER RELATIONSHIP.

EXTENSIVE "DETECTIVE" WORK TO UNCOVER PLAN FIGURES FOR PULP FOR 3RD AND 4TH QUARTER 1988. DESPITE PRESENT DEMAND, CANADIAN ORDER BOOKS ARE FULL.

QUARTER: 2 -----

QUARTER: 3 Ongoing contact with Romanian end-users/importers and Cdn producers/exporters providing appropriate info to both.

Cord pulp enquiry. No available Canadian supply for 1988.

QUARTER: 4 Clarification of 1989 Cda supply possibilities for cord pulp.

Enquiry for cord pulp passed to Tembec and EXTOTT/DRIEOTT. No response yet from Tembec. DRIEOTT checked with Western Pulp Ltd - not in position to supply.

REPORT 4  
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POST :476-BUCHAREST

003-GRAINS AND OILSEEDS  
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WORK WITH CWB AGENTS WHO ARE INTERESTED IN ROMANIAN MARKET FOR BARLEY AND RYE.

SOME CONTINUING SPOT SALES OF UP TO \$10 MILLION OF BARLEY AND POSSIBLY RYE.

CONTINUING PROGRAM OF CALLS ON APPROPRIATE ROMANIAN OFFICIALS/DECISION-MAKERS.

ALERT CWB AND ITS AGENTS TO POTENTIAL OPPORTUNITIES.

DEVELOP AND IMPLEMENT A STRATEGY TO FAMILIARIZE ROMANIAN OFFICIALS/DECISION MAKERS WITH CANADIAN CANOLA

CREATE AN ENVIRONMENT IN ROMANIAN FOR CDN CANOLA AND POTENTIAL SALES THEREOF.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REGULAR CONTACT WITH FTO FRUCTEXPORT, AGROEXPORT TO PROMOTE CANADIAN BARLEY (ESPECIALLY FEED BARLEY). ENCOURAGE SUPPORT FROM CWB.

ROMANIAN OFFICIAL PARTICIPATED IN CIGI FEED BARLEY COURSE. HAVE CONTACTED CIGI TO ARRANGE FEED BARLEY SEMINAR IN ROMANIA.

QUARTER: 2 Regular contacts with FTO Fructexport-Agroexport to promote Canadian barley (especially feed barley). Encourage support from CWB.

Enquiry unlikely this year as Romanian production in 88 good.

QUARTER: 3 Regular contact with FTO Fructexport-Agroexport to promote and determine imports of Canadian grains (especially feed-barley) Encourage closer contact with CWB

Enquiry unlikely for this quarter as Rom.'88 crops appear reasonably good.

QUARTER: 4 Clarification of 1989 Romanian import requirements for barley, canola.

With major reshuffling of FTO's requested CWB send barley specs/prices update - Received and passed to FTO. Requested samples seeds, meal, edible oil from Canola Council.



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:

POST : 476-BUCHAREST

Cda/Rom Nuclear Joint Review Committee (JRC) met  
16, 17, 18 January.  
Ambassador absent on leave 15 Feb to 6 Mar incl - Grantham  
Charge.  
Incoming (Third Country) Mission to Cda 27 Feb to 8 Mar incl  
- joint DEA/Rom project - extensive planning and followup.  
Showing of AOSTRA videos to key Rompetrol/Min of Petroleum  
officials.  
Grantham on leave 1 to 6 Jan.

Planning for E. Europe Trade Commissioner Conference, Vienna  
13 - 14 Apr. - Grantham to attend.  
Investigated opportunities for Canadian supply under UNDP  
Nuclear Safety Project in Romania.  
WIN Exports Training for LES.

Follow up re Representation Agreement in Western Canada for  
Romanian wines.  
Romanian Energy Sector Profile updated and distributed.

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POST :473-BUDAPEST

007-POWER & ENERGY EQUIP. & SERV.  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REACT LTD (CALGARY) IS STILL TO RUN TWO PILOT PROJECTS PLANNED  
ORIG. FOR 1987-88

FULLY EXPECT PROJECTS WILL LEAD TO MAJOR  
SALES

MAJOR MARKETING INITIATIVES BY ONTARIO HYDRO

POTENTIAL SALES OF NUCLEAR SIMULATORS AND  
POSSIBLE J.V. WITH MVMT TO PROVIDE MANAGEMENT  
SYSTEMS.

CONTINUE SUPPORT TO AECL FOR SALES OF SLOWPOKE ENERGY SYSTEM.

SIGNING OF JV AGREEMENT FOR MKTG AND SALES IN  
HUNGARY AND THIRD MARKETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT CANADIAN EFFORTS TO PENETRATE HUNGARY'S  
ENERGY MARKET.

ONTARIO HYDRO ANNOUNCES PLANS TO OPEN MARKETING  
OFFICE IN BUDAPEST.  
ASSOC. D.M. PERRON (EM & R) VISITS HUNGARY IN  
SUPPORT OF AECL'S SLOWPOKE' PROJECT.

QUARTER: 2 Support AECL and Ontario Hydro in their pursuit  
of additional opportunities in the Nuclear  
Energy sector.

Ontario Hydro and AECL officials visited Hungary  
for serious discussions.

QUARTER: 3 Support AECL and Ontario Hydro in their marke-  
ting efforts for NPP.  
2. Support AECL in their marketing of Slowpoke.

Ontario Hydro and AECL executives visited Hunga-  
ry for further high level discussions.  
2. AECL officials visited Hungary, Post also fol-  
lowed up with Ministry of Industry.

QUARTER: 4 Support AECL in their marketing of Slowpoke

AECL officials visited Hungary for further dis-  
cussions.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :473-BUDAPEST

001-AGRI & FOOD PRODUCTS & SERVICE  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE SUPPORTING MCGILL UNIVERSITY'S EFFORTS TO SELL ITS DAIRY  
HERD ANALYSIS SYSTEM IN HUNGARY

ONCE A PILOT PROJECT IS COMPLETED EXPECT  
HUNGARY WILL BE EAGER TO MODIFY SYSTEM FOR  
USE HERE.

CONTINUE EFFORTS TO ATTRACT A CANADIAN FOOD PROCESSOR TO HUNGARY

CANADIAN-HUNGARIAN FOOD PROCESSING J.V.

CONTINUE EFFORTS TO ATTRACT CANADIAN FARM EQUIPMENT MANUFACTURERS  
TO HUNGARY

CO-PRODUCTION OF CANADIAN EQUIP IN HUNGARY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT MCGILL UNIVERSITY, SEMEX AND AGDEVCO  
IN THEIR MARKETING AND/OR JV EFFORTS.

VISITS/PROGRAMS WERE ARRANGED FOR SEMEX AND  
AGDEVCO FOR THIS QUARTER AND MCGILL FOR JULY.

QUARTER: 2 Support Hybrid Turkeys, Shaver Poultry, Semex,  
etc. in their marketing efforts or pursuit of  
JVs.

Initiated a visit program for Mr. I. Szabo,  
Politburo member responsible for agriculture  
to October (late September).

QUARTER: 3 Support Conviron in their IBRD bid.  
2. Support Hybrid Turkeys, Shaver Poultry and  
Semex in their sales efforts.

Conviron was successful (\$ 2,3 million)  
2. Major new contract expected for Hybrid Tur-  
keys in early 89. Final decision on Semex joint  
venture expected early 89.

QUARTER: 4 Support Hybrid Turkeys, Shaver Poultry and Semex  
in their sales efforts.

JV agreement signed between Semex and Mezohegye  
s StateFarm for production of semen in Hungary.



POST :473-BUDAPEST

011-OIL & GAS EQUIPMENT,SERVICES  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CANADIAN COMPANIES HAVE RECENTLY BECOME VERY AGGRESSIVE IN THIS SECTOR & MANY ARE ACTIVELY INVESTIGATING THE PROSPECTS OF WORKING MORE CLOSELY WITH HUNGARIAN EQUIPMENT MANUFACTURERS.

WE EXPECT TO SEE A STEADY INCREASE IN CDN SALES IN THIS SECTOR POTENTIAL \$ 5 MILLION.

WE WILL CONTINUE ENCOURAGING CDN COS TO CONSIDER THE BENEFITS OF APPROACHING THIS & THIRD COUNTRY MARKETS WITH HUNGARIAN MANUFACTURERS AS WELL AS TO INVESTIGATE THE PROSPECTS OF ESTABLISHING A SHARED CANADIAN MARKETING OFFICE HERE.

IT IS HOPED THAT THE ESTABLISHMENT OF MORE PERMANENT MKTG CONNECTIONS HERE WILL ENABLE THEM TO COMPETE MORE EFFECTIVELY AGAINST THEIR WEST EUROPEAN BASED COMPETITORS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECRUIT HUNGARIAN VISITORS FOR THE NATIONAL SHOW.

FOUR SENIOR HUNGARIAN OIL AND GAS EXPERTS VISITED NPS.

QUARTER: 1 SUPPORT CANADIAN EFFORTS TO SECURE VARIETY OF CONTRACTS.

POST PROVIDES DIRECT SUPPORT TO BAILEY CONTROLS FINE CHEMICALS WORLD BANK PROJECT BID.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
89/10/10  
QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :473-BUDAPEST  
005-ADVANCED TECH. PROD. & SERV  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

ENTICE CDN TELECOMMUNICATIONS MANUF'S TO SPEND TIME AND MONEY  
REQUIRED TO ADDRESS THIS MARKET

SMALL BUT EXPANDING SALES.

ENCOURAGE NEW CDN- HUNG. J.V. TO SELL CDN SOFTWARE IN HUNGARY

SMALL BUT EXPANDING SALES

ASSIST MAJOR CDN SUPPLIER IN POSITIONING EQUIPMENT FOR WORLD BANK  
TELECOMM PROJECT.

POTENTIAL MAJOR SALES OF \$ 10 MILLION PLUS.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Support Northern Telecom in their efforts to  
sell telephone exchanges and to establish JV.

\$90 million contract for 87,000 lines on trial  
basis signed.

QUARTER: 4 Support Northern Telelcom in their efforts to  
sell telephone exchanges (through Austria Tele-  
com) and to establish JV.

First 28,000 line exchange opened in Szombathely  
(Feb.89), concrete JV negotiations commenced.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :473-BUDAPEST

015-CONSTRUCTION INDUSTRY  
HUNGARY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WORK WITH CANADIAN FIRMS ENTERING MARKET FOR FIRST TIME.

SMALL BUT EXPANDING SALES OF CANADIAN SERVICES. (MOSTLY THROUGH J.V.'S).

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :435-COPENHAGEN

005-ADVANCED TECH. PROD. & SERV  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON RESULTS OF OCTOBER 87 NORDIC COMPUTER PRODUCTS  
MISSION.

5-6 NEW BUYING CONNECTIONS

INTRODUCING NEW CANADIAN COMPANIES, APPROX. 15 PER QUARTER

4 NEW BUYING CONNECTIONS PER QUARTER

PROGRAM TO INCREASE AWARENESS OF CDN SUPPLY CAPABILITY USING DI-  
RECT MAIL,SELECTED CO.CALLS ETC.EMPHASIS IS ON VISITING DANISH  
CO.IN WESTERN PART OF DENMARK TO DEVELOP OUR CONTACT BASE IN THIS  
MORE DISTANT PART OF THE COUNTRY.DANISH REQUESTS FOR OUR ASSISTANCE IN SOUR-  
CING TO INCREASE 15%.IN LIGHT OF DANISH TELECOMS/DATACOMMUNICATIONS SECTOR LIBERALIZA-  
TION(88-89)PROPOSE INVITING 2 PERSONS EACH FROM 2 DANISH TELEPHO-  
NE COMPANIES TO CANADA TO MEET WITH POSSIBLE CANADIAN SUPPLIERS.

5 - 10 NEW BUYING CONNECTIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO REVIEW CANADIAN TRADE PUBLICATIONS  
TO IDENTIFY NEW PRODUCTS SUITABLE FOR DANISH  
MARKET.SIX CANADIAN COMPANIES APPROACHED AND ENCOURAGED  
TO ENTER DANISH MARKET.

QUARTER: 2 -----

QUARTER: 3 Mission of Canadian advanced technology  
companies to Scandinavia.Mission visited Nov. 30 - Dec. 2. Initial  
results positive with three year projection of  
sales of \$6M for Denmark.  
Post assisted with sales of \$3.3 M in this  
sector.QUARTER: 4 Attend CEBIT Fair Hannover to acquaint Cdn  
participants with Danish market and make intro-  
ductions between Danish and Canadian exhibitors.  
Analysis of Telecom sector. Mission of Danish  
Telecom buyers to Canada.Comm. Off. attended CEBIT, had interviews w/Cdn  
firms & met Danish contacts. \$1.1M worth of  
business influenced in this sector over report-  
ing period.Report completed & distributed.Senior  
reps. fm all major Danish telephone utilities

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :435-COPENHAGEN

001-AGRI & FOOD PRODUCTS & SERVICE  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING ASSISTANCE TO INCOMING BUYER JUST RETURNED FROM CANADA  
IN BEANS AND SPECIAL CROP AREAS.

MOVE TO SOURCE GREATER VARIETY OF PRODUCTS IN  
CANADA AND MAKE "MIXED" CONTAINER SHIPMENTS.

DANISH FOOD PROCESSING TECHNOLOGY OF INTEREST TO CDN FIRMS. POST  
ASSISTING CDN COS TO IDENTIFY AND REACH LICENSING AGREEMENTS WITH  
SUITABLE DANISH FIRMS.

6-8 LICENSING AGREEMENTS

GREENLANDIC BUYER TO CANADA TO SOURCE PRODUCT/BULK BASIC COMMODI-  
TIES.

SMALL NEW SALES, BUT LONG TERM BENEFITS TO  
CANADA'S RELATIONS WITH GREENLAND.

COMPUTERIZATION OF ALL DANISH BUYERS/BY PRODUCT INTERESTED IN  
DEALING WITH CANADA.

INCREASED EFFICIENCY FOR POST TO DIRECT  
EXPORT ENQUIRIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INCOMING BUYERS MISSIONS FROM BOTH PRIVATE AND  
PUBLIC SECTOR SUPERMARKET/DEPARTMENT STORES.

BUYER GROUPS FROM KNI AND BRUGSEN VISITED  
CANADA AND MET VARIETY OF SUPPLIERS. INITIAL  
PURCHASES \$500,000.

QUARTER: 2 -----

QUARTER: 3 Attendance at SIAL.

Commercial Officer attended and promoted  
contacts between Canadian and Danish exhibitors  
and attendees, promoting exports and tech  
transfers.

QUARTER: 4 To continue to respond to the numerous requests  
for assistance in this sector.

Introduced new Canadian suppliers of maple  
syrup, canned vegetables, honey, wild rice and  
hereford cattle.

REPORT 4  
89/10/10  
QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :435-COPENHAGEN

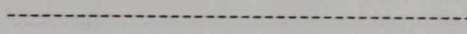
006-???????

DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

- UPDATE INVENTORY OF TRADE CONTACTS TO REFLECT NEW INTEREST/TRENDS. INCREASED POST EFFICIENCY IN DIRECTING EXPORT ENQUIRIES.
- INTRODUCE APPROX. 10 CANADIAN COMPANIES TO MARKET PER QUARTER. 2 - 3 NEW BUSINESS CONNECTIONS PER QUARTER.
- IMPROVE GENERAL AWARENESS OF CANADIAN ELECTRONICS SUPPLY CAPABILITY VIA DIRECT MAILING, TRADE SHOW ATTENDANCE, PERSONAL CALLS. 2-3 NEW BUSINESS CONNECTIONS PER QUARTER
- CALL ON ELECTRONICS VENDORS PARTICULARLY WESTERN PART OF DENMARK (JUTLAND/FUNEN) TO ESTABLISH CLOSER WORKING RELATIONSHIP WITH SAME (VIS-A-VIS POSSIBLE INTEREST IN PROCUREMENT FROM CANADA). 5 - 6 NEW BUSINESS CONNECTIONS 1988/89.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

- QUARTER: 1 SEMINAR TO DEMONSTRATE NEW REMOTE SENSING TECHNOLOGY DEVELOPED BY BARRINGER RESEARCH FOR OFF-SHORE OIL AND GAS EXPLORATION. DEMONSTRATION HELD AT REGIONAL AIRPORT ATTENDED BY DANISH GOV'T OFFICIALS, NORTH SEA OPERATORS & DANISH OIL & GAS PRODUCTION COMPANY.
- QUARTER: 2 General promotion and response to enquiries. Marine mission end August and Ontario mission end September. Both contained companies from this sector. We arranged their programs and local contacts.
- QUARTER: 3 -----
- QUARTER: 4 -----



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :435-COPENHAGEN

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
DENMARK

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

THIS SECTOR IS FOCUS OF MAJOR ONGOING PROMOTION EFFORTS. WE WILL CONTINUE PROGRAM OF REGULAR CALLS ON KEY DECISION MAKERS AND WHEN APPR. SUPPLEMENT THESE WITH CALLS AT POLITICAL LEVEL.

TO CONSOLIDATE CDN SALES AT THE NEWLY REACHED LEVELS OF \$ 14-16M ANNUALLY.

OFFSET ISSUE CONTINUES TO THREATEN FUTURE SALES EXPANSION. WE WILL WORK WITH DANISH OFFICIALS TO TRY TO MINIMIZE IMPACT.

CONTINUED SALES POSSIBILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DEMONSTRATION OF CANADIAN NAVAL TARGETS.

COMPLETED AS PLANNED. ATTENDED BY REPS OF SWEDISH AND US NAVIES IN ADDITION TO DANISH NAVY

QUARTER: 2 -----

QUARTER: 3 Mission of Canadian defence companies.

Mission visited Dec. 2-5 led by Ted Benson, TDA. Potential for secure ship communications, variable depth sonar, harbour surveillance was identified.

QUARTER: 4 Promotion of Air Show Canada.

Report on new Danish Defence Agreement focussing on procurement possibilities.

Brochures sent followed by calls to key Danish reps.

Report completed and distributed.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :435-COPENHAGEN

002-FISHERIES,SEA PRODUCTS & SERV.  
DENMARK

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

INTRODUCTION OF SUPPLIERS WITH NEW SPECIES HAS BEEN MADE AND REQUIRES CLOSE FOLLOW-UP.

\$1.0M SALES EXPECTED IN FIRST YEAR OF PROGRAM

2 TECHNOLOGY TRANSFER INTRODUCTIONS HAVE BEEN MADE AND NEGOTIATIONS WILL BE ACTIVELY AIDED.

ESTABL. OF DANISH TECHNOLOGY IN CANADA FOR TWO LESSER UTILIZED SPECIES.

EEL COLLECTING TRAINING HAS BEEN COMMENCED AND WE CONTINUE TO SUPPORT.

ONCE CDN FISHERIES BEGIN TO SORT EELS TO DANISH QUALITY STANDARDS, EXPECT SALES OF \$2. MILLION ANNUALLY.

COMPUTERIZATION OF ALL DANISH BUYERS/BY PRODUCT INTERESTED IN CANADIAN PRODUCT.

INCREASED EFFICIENCY IN POST ABILITY TO DIRECT EXPORT ENQUIRIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO RESPOND TO ONGOING NEED FOR MARKET INTELLIGENCE AND ASSISTANCE TO EXPORTERS. PROMOTE NEW SPECIES.

REPORTED ON NORTH SEA SALMON ISSUE, SEAL VIEWS, AND DANISH FISHERIES EXPORT STATUS. NEW PRODUCTS SALES INFLUENCED OF \$45,000.

QUARTER: 2 -----

QUARTER: 3 There is ongoing need for market intelligence and assistance to exporters.

Reported on small pelagics, Danish cod situation and assisted in transfer of eel raising technology.

QUARTER: 4 In depth study of Greenlandic and Danish fisheries.

Study nearly completed. Will be presented at St. John's fisheries seminar in April.



REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

435 - COPENHAGEN

DENMARK

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

AGRI & FOOD PRODUCTS & SERVICE      FOOD HANDLING, PROCESSING EQUIP  
BASED ON 87/88 IDP DIRECT MAIL RESULTS WILL INVITE TARGET FIRMS TO LUNCHEON SEMINARS AND VISIT EACH CO. OTHER RESPONDING FIRMS WILL BE REGULARLY PROVIDED WITH CANADIAN MARKET INFO ON SECTOR BASIS OR GENERALLY AS APPROPRIATE.

2-3 LUNCHEON SEMINARS AND PROGRAM OF CALLS SHOULD IDENTIFY SEVERAL SERIOUS PROSPECTS CONTACT WITH OTHER FIRMS WILL INCREASE AWARENESS OF CANADIAN OPTIONS.

CONSUMER PRODUCTS & SERVICES      FURNITURE & APPLIANCES  
BASED ON 87/88 IDP DIRECT MAIL RESULTS WILL INVITE TARGET FIRMS TO LUNCHEON SEMINARS AND VISIT EACH CO. OTHER RESPONDING FIRMS WILL BE REGULARLY PROVIDED WITH CANADIAN MARKET INFO ON SECTOR BASIS OR GENERALLY AS APPROPRIATE.

2-3 LUNCHEON SEMINARS AND PROGRAM OF CALLS SHOULD IDENTIFY SEVERAL SERIOUS PROSPECTS CONTACT WITH OTHER FIRMS WILL INCREASE AWARENESS OF CANADIAN OPTIONS.

CONSUMER PRODUCTS & SERVICES      LEISURE PROD. TOOLS HARDWARE  
BASED ON 87/88 IDP DIRECT MAIL RESULTS WILL INVITE TARGET FIRMS TO LUNCHEON SEMINARS AND VISIT EACH CO. OTHER RESPONDING FIRMS WILL BE REGULARLY PROVIDED WITH CANADIAN MARKET INFO ON SECTOR BASIS OR GENERALLY AS APPROPRIATE.

2-3 LUNCHEON SEMINARS AND PROGRAM OF CALLS SHOULD IDENTIFY SEVERAL SERIOUS PROSPECTS CONTACT WITH OTHER FIRMS WILL INCREASE AWARENESS OF CANADIAN OPTIONS.

EDUCATION, MEDICAL, HEALTH PROD      HOSP. & MEDICAL EQUIP, INSTRUM.  
BASED ON 87/88 IDP DIRECT MAIL RESULTS WILL INVITE TARGET FIRMS TO LUNCHEON SEMINARS AND VISIT EACH CO. OTHER RESPONDING FIRMS WILL BE REGULARLY PROVIDED WITH CANADIAN MARKET INFO ON SECTOR BASIS OR GENERALLY AS APPROPRIATE.

2-3 LUNCHEON SEMINARS AND PROGRAM OF CALLS SHOULD IDENTIFY SEVERAL SERIOUS PROSPECTS CONTACT WITH OTHER FIRMS WILL INCREASE AWARENESS OF CANADIAN OPTIONS.

INDUSTRIAL MACHIN, PLANTS, SERV.      MANUFACT & MATERIAL PLANT, EQP.  
BASED ON 87/88 IDP DIRECT MAIL RESULTS WILL INVITE TARGET FIRMS TO LUNCHEON SEMINARS AND VISIT EACH CO. OTHER RESPONDING FIRMS WILL BE REGULARLY PROVIDED WITH CANADIAN MARKET INFO ON SECTOR BASIS OR GENERALLY AS APPROPRIATE.

2-3 LUNCHEON SEMINARS AND PROGRAM OF CALLS SHOULD IDENTIFY SEVERAL SERIOUS PROSPECTS CONTACT WITH OTHER FIRMS WILL INCREASE AWARENESS OF CANADIAN OPTIONS.

NON SECTORALLY ORIENTED ACTIVITIES

OUR FY 87/88 PROGRAM OF ENCOURAGING GREATER INSTITUTIONAL INVESTMENT IN CDA WAS HIGHLY SUCCESSFUL, INCREASING INVESTMENT FROM \$5M IN 85 TO \$15M IN FIRST 1/2 87. OUR FY 88/89 PROGRAM IS TO MAINTAIN THIS INTEREST BY CONTINUED CONTACT WITH KEY MONEY MANAGERS.

WE WILL MAKE APPROX. 10 CALLS ON LEADING INVESTORS.

WILL INCREASE COORDINATION WITH PROVINCIAL REPS OFFERING SUPPORT OF OUR IDP DATA BASE FOR MAIL CONTACT THEY MAY WISH TO DO AS WELL AS ASSISTING DURING THEIR VISIT TO TERRITORY. WILL ENSURE ALL LEADS ARE FOLLOWED UP BY VIS. EITHER BY OUR OFFICE OR BY PROV'L REPS IF APPROP.

CLOSER COORDINATION WILL ALLOW MORE CO. CALLS. MORE DIRECT PROVINCIAL CONTACT WITH FIRMS WILL EASE OUR RESOURCES SHORT-AGE.

WILL CONTINUE PROGRAM OF INTERESTING DANISH BUSINESS NEWS MEDIA IN CARRYING STORIES ON CANADA.

FY 87/88 SAW 4 SUCH SPECIAL REPORTS PUBLISHED. HOPE TO MAINTAIN AND BUILD ON THIS LEVEL OF INTEREST.



REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

435 - COPENHAGEN

DENMARK

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

INITIAL PLANNING FOR INVESTMENT PROMOTION EVENT IN JUTLAND. - MAIL OUT OF PROSPECTUS CANADA TO POTENTIAL INVESTORS.

3 PROVINCES WILL BE PARTICIPATING. BASIC FORMAT OF EVENT DEFINED. - PARTIAL MAILING COMPLETED. INFO NOT SENT TO JUTLAND CONTACTS AS WILL BE HELD FOR DIRECT MAIL PROMOTING UPCOMING EVENT (SEPT.27 - BUSINESS CONTACT CANADA DAY).

QUARTER : 2

Main event was Business Contact Canada September 27 in Aarhus. Designed to raise Canadian profile among Jutland area business and promote investment and tech transfer. Participating provinces were B.C., Ontario, Quebec and New Brunswick.

66 Danish firms attended with 27 specifically registering their interest in establishing in Canada. Provincial representatives indicated significant new leads had been identified.

QUARTER : 3

Follow up to end September Business Contact Canada day.

Participating provinces were provided with details on each company registering interest. Main follow up activity will be provincial responsibility with our office closely monitoring.

QUARTER : 4

In depth follow up with potential investors via company calls, luncheon seminars.  
Restructuring of our investment data bank program to adapt it to new network possibilities

3 cases close to completion will represent investments of nearly \$50 M.  
Data base now functioning well on our new equipment.

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

POST :435-COPENHAGEN

Regional conference London February 1 - 3.

Report on Danish preparation for 1992.

Report on Danish labour negotiations.

Report on Danish sporting goods market.

Installation of WIN network and conversion of our existing  
office programs took approx. .5 PY during quarter.

Visit of NRC and BREEC reps re Eurocode 5/Follow up  
reporting by post.

REPORT 4  
89/10/10

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POST :436-DUBLIN

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

ATTEND FARNBOROUGH AIR SHOW (SEPT 1988)

SALES OF \$1.0 MILLION CDN

LIAISE WITH IRISH DEPARTMENT OF TRANSPORT CONCERNING TENDER  
DECISION FOR AIR TRAFFIC CONTROL RADAR SIMULATOR.

TENDER AWARD TO AERONAUTICAL TRAINING SYSTEMS  
(DECISION AWAITED) VALUED AT \$2 MILLION CDN.

FOLLOW UP ON AVAILABILITY OF SUITABLE FINANCING PACKAGES.

KEY INGREDIENT FOR FUTURE BUYING DECISIONS.

KEEP IN CONTROL WITH KEY IRISH AIRCRAFT BUYERS.

POSSIBLE SALE OF DASH 8.

SUPPORT CAE'S EFFORTS IN SELING TO GUINNESS PEAT AVIATION  
AND AER LINGUS.

CONTRACT FOR SIMULATOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 UNDERTAKE REQUIRED FOLLOW-UP WITH THE POTENTIAL  
BUYERS OF DASH 7 & 8.

GUINNESS PEAT AVIATION CLOSE TO DECISION RE  
PURCHASE OF DASH 8.  
WHILST DUBLIN STOLPORT LONG WAY OFF PROJECT  
PLANNING SHOW PROMISE.

QUARTER: 2 -----

QUARTER: 3 Support Canadian aerospace companies in their  
marketing efforts in Ireland.

Separate presentation and flight display on Dash  
8(Triton)to Irish Air Corps. Sale of Challenger  
to Goodman International. Dublin Stolport pro-  
ject is progressing (slowly)

QUARTER: 4 Support Canadian aerospace companies in their  
marketing efforts in Ireland.

GP Jetprop order for 38-Dash 8's (300 series).  
Pratt & Whitney engines will also be used for  
GP Jetprop's other turbo prop orders - ATR 42's  
and 72's (50 aircraft) \$520 million.





REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :436-DUBLIN

006-??????

IRELAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

LIAISE WITH BUYERS OF IRISH SUBSIDIARIES OF CANADIAN COMPANIES.

INCREASED SALES OF CANADIAN PRODUCTS - \$2M.

LIAISE WITH THE IRISH FEDERATION OF ELECTRONIC AND INFORMATIC INDUSTRIES.

BETER KNOWLEDGE OF CANADIAN AND IRISH CAPABILITIES.

LIAISE WITH KEY INDUSTRIAL DEVELOPMENT AUTHORITIES.

ONE JOINT VENTURE IN CANADA OR IRELAND.

EXPLORE POSSIBILITIES OF A CANADA-IRELAND AGREEMENT OR MOU TO FACILITATE R&D EXCHANGES IN PUBLIC AND PRIVATE SECTORS.

AGREEMENT/MOU REACHED.

PROMOTE LICENSING ARRANGEMENTS BETWEEN CANADIAN AND IRISH COMPANIES.

TWO LICENSING AGREEMENTS.

ORGANIZE MISSIONS FROM IRELAND TO CANADA AND FROM CANADA TO IRELAND, RELATING TO ABOVE.

TWO AGREEMENTS COVERING JOINT MARKETING.

-----

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONGOING CONTACT WITH KEY COMPONENT AND INSTRUMENTATION IMPORTERS.

SEVERAL IMPORTERS NOW IN DIRECT CONTACT WITH CANADIAN SUPPLIERS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :436-DUBLIN

015-CONSTRUCTION INDUSTRY  
IRELAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUILDING PRODUCTS

FOLLOW-UP ON MARKET STUDY FOR NEWFOUNDLAND SLATE PRODUCTS  
UNDERTAKEN FOR DRIE ST. JOHNS.

RESULTS BEING EXAMINED BY NEWFOUNDLAND  
CONSULTANTS AND EXPECTED SALES OF  
\$100,000 CDN.

MEET WITH CONSTRUCTION AND BUILDING SUPPLY COMPANIES IN GREEN TO  
ASSESS MARKET POTENTIAL FOR INSULATION AND RELATED CONSTRUCTION  
PRODUCTS.

POSSIBLE NEW MARKET NICHES AND SALES OF  
\$100,000 CDN.

APPROACH LARGE MANUFACTURER/FABRICATOR OF GRANITE CLADDING RE  
THEIR SOURCE OF RAW MATERIALS.

REPEAT ORDERS FOR EXPECTED GRANITE OF  
\$500,000 CDN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 APPROACH CONSTRUCTION COMPANIES AND IMPORTERS  
OF BUILDING MATERIALS.

NO FIRM DEVELOPMENTS. IRISH CONSTRUCTION SECTOR  
REMAINS DEPRESSED, CONSEQUENTLY COMPANIES  
RELUCTANT TO ASSESS NEW PRODUCTS.

QUARTER: 2 Meetings/discussions with construction companies  
and with importers/wholesalers of construction  
materials.

Same useful exchanges. Caulking compound line  
undergoing product trials.

QUARTER: 3 -----

QUARTER: 4 -----



REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

436 - DUBLIN

IRELAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

AGRI & FOOD PRODUCTS & SERVICE      SEMI & PROCESSED FOOD & DRINK  
DEVELOP EXISTING CONTACTS IN AGRI-FOOD SECTOR WHO HAVE ALREADY  
EXPRESSED INITIAL INTEREST IN CDN PROJECTS.

SERIOUS INTEREST.

ADVANCED TECH. PROD. & SERV      ??????  
LIAISE WITH SUCCESSFUL LARGE & MEDIUM SIZED COMPANIES IN ROBOTICS  
ELECTRONIC COMPONENTS SOFTWARE.

EXPANSION OF AUTOMATED TOOLING SYSTEMS  
PROJECT. POSSIBLE NEW PROJECTS.

FOREST PRODUCTS,EQUIP,SERVICES      PULP AND PAPER PRODUCTS  
MEETINGS WITH KEY EXECUTIVES IN LARGEST IRISH CONGLOMERATE  
(JEFFERSON SMURFIT GROUP).

THEIR N. AMERICAN DIVISION TO CLOSELY  
MONITOR CDN PULP/PAPER SECTOR.

CONSTRUCTION INDUSTRY      ARCHITECT,CONS,CONSUL,SERV  
MEET WITH EXECUTIVES IN LEADING CONSTRUCTION COMPANIES.

WILL LOOK SERIOUSLY AT PROSPECTS IN CDA.

## NON SECTORALLY ORIENTED ACTIVITIES

ENSURE THAT BANKS & OTHER FINANCIAL INSTITUTIONS ARE AWARE OF INVEST-  
MENT OPPORTUNITIES.

BETTER FLOW OF INFORMATION THROUGH TO KEY  
CLIENTS.

PREPARE REPORT ON IRISH INVESTMENT IN CDA AND IN OTHER COUNTRIES.

INCREASED AWARENESS.

LIAISE WITH IMMIGRATION DIVISION RE IMMIGRATION ENTREPRENEURS.

ADDITIONAL ENQUIRIES IN CURRENT CLIMATE.

436 - DUBLIN

IRELAND

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

MAINTAIN CONTACT WITH KEY CONTACTS/CANDIDATES.  
ENCOURAGE RELEVANT COMPANY OFFICERS TO VISIT  
CANADA.  
CIRCULATE PROMOTIONAL AND COMMERCIAL LITERATURE.

NO PROJECTS CONFIRMED THIS QUARTER.  
GOODMAN INTERNATIONAL PLAN TO HAVE CONSULTANT IN  
CANADA WHO WILL ASSESS POTENTIAL TARGETS.  
READYMIX IRELAND PLAN TO SEND OFFICER TO CANADA  
IN SEPT 88 TO ASSESS CONSTRUCTION SECTOR.

QUARTER : 2

Regular follow-up with priority companies.  
Liaison with Provincial Government delegates  
(London) who also cover Ireland.  
Expand mailing list for promotional materials  
etc.

Representative from Readymix Ireland spent three  
weeks in Canada, examining the construction  
industry and potential t/o candidates.  
Have worked closely with representatives from  
Ontario, British Columbia and Quebec.

QUARTER : 3

-----

QUARTER : 4

Maintain contact with key candidate companies.  
B.C. Mission (Vancouver International Financial  
Centre).  
Planning/preparation for our Investment Seminar.

Jefferson Smurfit Group have announced a \$60  
million joint venture with Tembec Inc. to  
produce light paperboard.  
Possible co-operation with Dublin Financial  
Centre re potential investors in both centres.  
Response is encouraging.

REPORT 4A  
89/10/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST :436-DUBLIN

Attendance at Trade Commissioners Conference in London.

Vancouver International Financial Centre Mission to assess  
modus operandi of Dublin Financial Services Centre.

Nova Scotia Government Mission to study Irish Steel:  
operations plus Government programs for the steel sector.  
Preparation for Investment Seminar (next quarter).

Consultations with Irish officials and timber trade re new  
Irish timber standards.

Meetings with Irish Government officials re fisheries (NAFO)  
tin, MTN and animal health.

Win Exports installation and related inputs.

Consultations with Irish forestry officials and timber trade  
re Pinewood Nematode.

Report on Irish coal sector for Gulf Canada. Follow up  
visit by Gulf officials.

Meetings arranged for officials from Pelorus Navigation  
Systems, British Columbia.



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :424-DUSSELDORF

001-AGRI & FOOD PRODUCTS & SERVICE  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SEMI & PROCESSED FOOD & DRINK

NEW CHANNELS FOR THE PRE COOKED FROZEN MEALS BY VISITING LEADING FIRMS AND MAKING THEM AWARE OF CANADA'S POTENTIAL.

SALES OF # 1-2 M PER YEAR WITH ANNUAL INCREASES OF 5-10%.

IDENTIFY NEW CHANNELS OF DISTRIBUTION, OTHER THAN IMPORTERS: FOOD STORES, CENTRAL PURCHASING AGENCIES, WHOLESALERS, ETC.

INCREASED SALES

IDENTIFY NEW SUPPLIERS + NEW END USERS IN FOLLOWING SECTORS: PET FOODS, HEALTH PRODUCTS, DRIED FRUITS, PRE COOKED FROZEN MEALS.

PENETRATE GERMAN MARKET.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Feed Pea Mission in Feb. Breeding Swine Mission in March. Initiation of Tengelmann promotion.

X-Can Grain obtained \$300,000 feed pea order and we reported on EEC procedures and views of trade. Dinner with Tengelmann CEO launched interesting promotion of a Canada Week in 1990.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :424-DUSSELDORF

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MEETINGS WITH GERMAN MFRS TO EXCHANGE TECHNOLOGY IN CERTAIN AREAS

ANTICIPATED RESULTS:

TO GET MORE ADVANCED TECHNOLOGY TO CANADIAN MFRS AND TO DEVELOP NEW BUSINESS CONNECTIONS FOR CDN. EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MISSION ON THIRD COUNTRY CAPITAL PROJECT COOP., LED BY MIN OBERLE, VISITEDACHEMA TRADE SHOW IN FRANKFURT JUNE 4 - 11, 1988.

EXCELLENT SERIES OF NEW BUSINESS CONNECTIONS BETWEEN MISSION MEMBERS(I.E.J.H.LOCK,KOCH,ETC.) & GERMAN PROJ. CONTRACTORS (I.E.:LURGI,KRUPP, KLOCKNER)EXPECT 5-10 MLN. IN FOLLOW-UP AND POTENTIAL LONG-TERM BUSINESS.

QUARTER: 1 EDCOTT MARKET DEVELOPMENT VISIT.

ORGANIZED ABBREVIATED LIAISON CALL BY EDC OFFICER TO SELECTED GERMAN PROJ. CONTRACTORS & A MAJOR LENDING INSTITU'N.SEV'L NEW PROJS DISCUSSED PLUS USEFUL INFO. OBTAINED ABOUT THE CREDIT-WORTHINESS OF STATE COMPANIES IN GREECE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Continued work in environmental services, supporting Globe 90 Conference, World Energy Conference, and export of environmental services.

Organized program for Pres. of Stanley Environmental Services and expect company to develop research link in Duisburg and coop. arrangement with German engineering firm.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :424-DUSSELDORF

009-FOREST PRODUCTS,EQUIP,SERVICES  
GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

LOG HOME PACKAGE PROMOTION.

SAMPLE ORDER TEST MARKETING WITH LOCAL PARTNER.

CEDAR PRODUCT OPPORTUNITY IDENTIFICATION WITH FRG WOOD HOUSE BUILDERS.

DISPLAY OF CEDAR PRODUCTS IN MODEL HOMES AND SHOW ROOMS.

SOFTWOOD LUMBER PROMOTION AIMING AT ROOF TRUSS MANUFACTURERS.

SAMPLE ORDERS FOR CLS LUMBER

METRIC PLYWOOD PROMOTION FOR RENOVATION BUSINESS.

SAMPLE ORDERS

UPDATE OF DIY TRADE DIRECTORY

IMPROVE INQUIRY MATCHING RE MANUFACTURED WOOD PRODUCTS.

PULP AND PAPER PRODUCTS

INVESTIGATE WALL PAPER MARKET.

SAMPLE ORDERS TO MAJOR DISTRIBUTORS AND/OR RETAILERS.

SOURCING OF PAPER MFCRS WITH FREE CAPACITIES NOT BELONGING TO PULP AND PAPER ASSOCIATION.

INCREASE IN BUSINESS CONNECTIONS AND SALES

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Ongoing support of Cdn forest products exports (goods + services).

MacMillan Bloedel secured a \$2.0mln plywood order. Woodbridge Reed + Assoc. has consulting opportunities with Hamburg firm. Canfor was provided with research material for a laminated joinery project. Reported on German paper ind..



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :424-DUSSELDORF

002-FISHERIES,SEA PRODUCTS & SERV.  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

UPDATE EXISTING FISH FACT SHEETS DESCRIBING THE GERMAN MARKET FOR  
SELECTED SPECIES.

MAKE CANADIAN SUPPLIERS AWARE OF OPPORTUNI-  
TIES AND DISTRIBUTION CHANNELS.

CONTINUE TO INTRODUCE HIGH VALUE PRODUCTS FOR THE DELICATESSEN  
MARKET.

SALES INCREASE BY 5%

DEVELOP NEW CHANNELS OF DISTRIBUTION OTHER THAN IMPORTERS: WHOLE-  
SALERS, RETAILORS, ETC.

SALES INCREASE BY 5%

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

POST :424-DUSSELDORF

013-CONSUMER PRODUCTS & SERVICES  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TOOLS & HARDWARE

CONTINUE OUR EFFORTS IN MARKETING CDN MADE TOOL & HARDWARE PRODUCTS.

INCREASE OUR MARKET SHARE BY 0.5%

MEET WITH MAJOR IMPORTERS/DISTRIBUTORS TO INTEREST THEM IN CDN MADE TOOLS & HARDWARE PRODUCTS.

CREATE AWARENESS OF CDN MADE PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ORGANISED CDN PARTICIPATION AT INTERNATIONAL FUR FAIR (13 APRIL - 17 APRIL).

FUR INDUSTRY IN DIFFICULT PERIOD. WE HAVE PRELIMINARY AGREEMENT OF ONTARIO AND QUEBEC FURRIERS TO COOPERATE IN COMMON STAND IN 1989.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Industrial Mission to Boat Show - Jan 21-29/89

Introduced quality Quebec-based boat manufacturers to world's largest show. Export sales expected and several companies should repeat next year.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :424-DUSSELDORF

011-OIL & GAS EQUIPMENT,SERVICES  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST HAS REPORTED ON GERMAN OIL AND GAS INDUSTRY AND PROMOTED INDUSTRIAL COOPERATION.

FROM DRIEOTT VISIT IN MARCH 88 HOPE TO HAVE 3 OR 4 TECHNOLOGY TRANSFER OPPORTUNITIES.

PROMOTING SIGNIFICANT SUB-CONTRACTING IN CANADA FOR GERMAN CONTRACTORS IN THIS SECTOR.

EXPECT PROCOR AND CDN FOREMOST TO STRENGTHEN TIES WITH CO. VISITS IN FEB.

POST HOLDING A BUSINESS DEVELOPMENT DAY IN HANNOVER WITH OIL AND GAS AS MAJOR THEME.

INCREASED INTEREST IN CDN OIL AND GAS SECTOR BY GERMAN COS. IDENTIFICATION OF NEW JOINT VENTURE OPPORTUNITIES.

POST PROMOTING CDN CO. ATTENDANCE AT ACHEMA FAIR IN FRANKFURT IN JUNE.

FURTHER DEVELOP COOPERATION ON THIRD COUNTRY CAPITAL PROJECTS.

POST PROMOTING GERMAN CO. ATTENDANCE AT NAT'L PETROLEUM SHOW.

ADDITIONAL SOURCING IN CDA FOR PROJECTS IN GERMANY AND ON THIRD MARKETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INCOMING VISITOR TO NATIONAL PETROLEUM SHOW JUNE 2 - 4 1988 IN CALGARY.

LINDE TVT AG REP. REPORTED SUCCESSFUL RESULTS. FORMAL DEBRIEFING TO FOLLOW.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

424 - DUSSELDORF

GERMANY WEST

PLANNING:  
-----

ACTIVITIES PROPOSED IN POST PLAN  
-----

ANTICIPATED RESULTS  
-----

OIL & GAS EQUIPMENT, SERVICES                      MACHINERY AND EQUIPMENT  
MEET WITH GERMAN MANUFACTURERS, USERS & IND. ASSOCIATIONS.

A TARGET LIST OF UP TO 15 COMPANIES WITH  
TECHNOLOGY MATCHING CDN NEEDS.

AGRI & FOOD PRODUCTS & SERVICE                      FOOD HANDLING, PROCESSING EQUIP  
THROUGH CONTACTS WITH GERMAN FOOD PROCESSORS, TOUR FACILITIES & FOLLOW-  
UP WITH EQUIPMENT SUPPLIERS.

A SELECT GROUP OF COMPANY CONTACTS FOR  
A FOOD PROCESSING MISSION.

MINE, METAL, MINERAL PROD & SRV                      MINERALS AND MINERAL PRODUCTS  
CORPORATE LIAISON CALLS ON METAL/MINERAL COMPANIES. REVIEW EXISTING  
CDN INVESTMENTS & PROMOTE NEW INVESTMENTS.

IDENTIFICATION OF PRIORITY SECTORS FOR IN-  
VESTMENT IN CDA. INTRODUCTION TO POTENTIAL  
CDN PARTNERS.

FISHERIES, SEA PRODUCTS & SERV.                      MARINE HARV, PROC MACH & EQUIP  
MEET WITH MAJOR GERMAN FOOD PROCESSORS & PROCESSING EQUIPMENT  
MANUFACTURERS.

PREPARE A LIST OF GERMAN MANUFACTURERS TO  
BE LINKED WITH CDN MANUFACTURERS OR FISH  
PROCESSORS.

INDUSTRIAL MACHIN, PLANTS, SERV.                      MANUFACT & MATERIAL PLANT, EQP.  
USE THE METAV FAIR TO SURVEY GERMAN CAPABILITY IN MATERIALS HANDLING  
SUB-SECTOR. VISIT WITH REPRESENTATIVE LEADING COS. IN FIELD.

COMPREHENSIVE KNOWLEDGE OF SECTOR, GIVING  
US ABILITY TO RECOMMEND INVESTMENT TARGETS  
TO OTTAWA.

CONSTRUCTION INDUSTRY                      EQUIPMENT & MACHINERY  
MEET WITH CANDIDATE COS. (SMALL FAMILY OWNED, FINANCIALLY SOLID) IN  
CONSTRUCTION EQUIP. SUB-SECTOR. MEET WITH MAJOR GERMAN CONSTRUCTION  
COS. (IE HOCHTIEF & OTHERS).

ACHIEVE AT LEAST ONE JOINT VENTURE IN CDA  
IN CONST. EQUIP. RECOMMEND TO CDN CONST.  
COS. LOOKING FOR PARTNERS, EXPANSION  
OPPORTUNITIES.

NON SECTORALLY ORIENTED ACTIVITIES

MEET WITH PRIVATE BANKS IN TERRITORY TO PROMOTE INVESTMENT INTEREST  
IN CANADA.

INCREASED AWARENESS OF CDA AS INVESTMENT  
OPPORTUNITY; IDENTIFICATION OF ADDITIONAL  
COMPANIES INTERESTED IN CANADA.

424 - DUSSELDORF GERMANY WEST

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER RESULTS REPORTED  
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QUARTER : 1

HANNOVER INDUSTRY SHOW.  
 OIL AND GAS EQUIPMENT.  
 DEMINEX INVESTMENT.

ONE OF FEW INSTITUTIONALIZED FED/PROV INVSTMT PROMO'N ACTIVITIES. PROV'L COLLEAGUES EXPRESSED SATISFAC'N. FORMAT BECOMING A LITTLE "TIRED" AND WE MAY PHASE OUT EVEN IN 89. IN FOLLOW-UP TO DRIEOTT/GSTM VISIT & CDN PETRO. ASSOC'N SEM. IN MAR., WE HAVE TECH. TRANSFER PROSPECTS WITH, WITH, BORNEMANN & HANNEMANN COMPANY. DEMINEX CONCLUDED A \$25 - 30 MLN INVESTMENT GIVING COMPANY A CASH FLOW TO BALANCE RESEARCH AND EXPLORATION ACTIVITIES IN CANADA.

QUARTER : 2

QUARTER : 3

1. Communications Exhibit at Ulm wood and plastics-working show.
2. Food processing technology exchange at SIAL event in Paris.

1. High level of interest in prod. display and investor info. Communica'ns exh. an excellent way to support invstmt activity in bldg. prods & syst. Follow-up on four specific opportunities  
 2. Despite expressions of interest by several German companies, none participated at SIAL event. We followed-up subsequently and there are a couple of potentially interested companies.

QUARTER : 4

1. MacMillan Binch Roundtable Jan. 27/89.
2. Investment Seminar in Gelsenkirchen March 16/89.

-Krupp Steel looking at possible investment in Canada (Atlas acquisition)  
 -Mannesmann Anlagenbau in coop. discussions with Delta Project Inc.  
 -Approx. 5 investment inquiries being pursued.  
 -Con Gen followed up with visit to Wilhelm Geldbach and we expect a "publishable" testimony on investing.  
 -We have had follow-up interest from city for future coop.

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

POST :424-DUSSELDORF

Visit of B.C. Finance Minister Courelier.

Invitation to Dr. Spamer, GM of German Machine Bldg. Assoc.  
(Plastic,Rubber-machinery) to attend Plast-ex in Toronto.

Dinner with Erwin Haub CEO of Tengelmann and Amb. Delworth  
was a signal event to launch the Canada food promotion  
Trade Conf. in London (Feb.1-3) was unique opportunity to  
benefit fm work of colleagues & to learn of trade & ind'l



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :415-HAGUE, THE

005-ADVANCED TECH. PROD. & SERV  
NETHERLANDS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP INTERVIEWS WITH CANADIAN EXPORTERS AT TELECOM 87 IN GENEVA. 2 NEW AGENCIES FOR CANADIAN EQUIPMENT

ENLARGE EMBASSY DIRECTORY OF NETHS TELECOM EQUIPMENT IMPORTERS & AGENTS AND VISIT MOST PROMISING ONES. IDENTIFY NEW IMPORTERS & AGENTS INTERESTED IN CANADIAN PRODUCTS

ENLARGE EMBASSY DIRECTORY OF NETHERLANDS COMPUTER HARDWARE AND SOFTWARE IMPORTERS AND VISIT MORE PROMISING ONES. REINFORCE IMAGE OF CANADA AS SOURCE FOR INNOVATIVE AND QUALITY PRODUCTS

LOBBY PTT TO ENSURE OPTIMAL CLIMATE FOR CANADIAN TELECOM PERIPHERALS (INCL PABX) PRODUCTS FOLLOWING DEREGULATION IN JANUARY 1989 INCREASE OF CDN MARKET SHARE IN PABX & OTHER PERIPHERAL EQUIPMENT MARKET

PREPARE REPORT ON PROSPECTS FOR CANADIAN TELECOM PERIPHERAL EQUIPMENT AFTER 1989 DEREGULATION AND DISSEMINATE TO CANADIAN EXPORTERS. INTRODUCE 5 NEW FIRMS TO DUTCH MARKET

PREPARE REPORT ON NETHERLANDS MARKET FOR COMPUTER HARDWARE AND SOFTWARE AND DISSEMINATE TO CANADIAN EXPORTERS. INTRODUCE 5 NEW FIRMS TO THE DUTCH MARKET

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVESTIGATE POSSIBLE INFO BOOTH AT EUROCOM'88 TRADE FAIR. - FIND POTENTIAL AGENTS/DISTRIBUTORS FOR TELECOM EQUIPMENT AND COMPUTER HARDWARE & SOFTWARE. OBTAINED HQ AGREEMENT FOR INFO BOOTH AT EUROCOMM'88. - ONE AGENCY ESTABLISHED AND A NUMBER OF MAILINGS TO AGENTS COMPLETED.

QUARTER: 2 -----

QUARTER: 3 Organize & publicise Canadian info booth at Eurocomm 88 trade show. Canada mounted quality info booth at Eurocomm 88 enhanced by participation of Dutch subsidiaries of Nortel and Gandalf.

QUARTER: 4 Computer software: Encourage software mission to Benelux during Europe Software Fair; assist individual software enquiries; assist/support Ontario Educational Software promotion in Netherlands. Mission almost certain to go ahead. Educational Software promotion (3 Ont. coys will go ahead). Arranged program of PEMD visits for 1 mfr, commented on various PEMD tlxs. Responded to approx. 10 individ. requests fm Cda; 2 fm local importers





REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :415-HAGUE, THE

001-AGRI & FOOD PRODUCTS & SERVICE  
NETHERLANDS

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	SERVICE INCREASING FLOW OF ENQUIRIES FROM CANADIAN FIRMS AS DOLLAR DROPS LOWER	INCREASED MARKET SHARE
	FOLLOW UP ON CANADIAN PARTICIPATION IN ANUGA 87 COLOGNE, FRG	- \$ 1 MILLION ADDITIONAL SALES 88/89 - 4 AGENCIES
	ESTABLISH COMPUTER DATABANK COVERING ACTUAL AND POTENTIAL AGENTS, IMPORTERS AND DIRECT BUYERS FOR SELECTED SUBSECTORS.	PROVIDE CDN EXPORTERS WITH MORE COMPLETE INFORMATION ON IMPORTERS AND BUYERS LEADING TO INCREASED SALES.
	ANALYSE ROLE OF WHOLESALE CENTRES CATERING TO THE HOTEL/RESTAURANT TRADE IN DUTCH FOOD IMPORTS.	INCREASED OPPORTUNITIES FOR CANADIAN EXPORTERS IN HOTEL/RESTAURANT SECTOR.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----		
QUARTER: 2 -----		
QUARTER: 3 Service increasing flow of inquiries from Canadian firms.		Incremental sales of dry pulses and peat moss; valued approx \$ 2 million.
QUARTER: 4 -----		



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :415-HAGUE, THE

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
NETHERLANDS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SERVICE INCREASING FLOW OF ENQUIRIES FROM CANADIAN SUPPLIERS RE  
DUTCH MARKET.

ALLOW DUTCH OFFICIALS TO EVALUATE NEW DEFENCE  
PRODUCTS AND THUS INCREASE CANADIAN MARKET  
SHARE.

CONTINUE TO DEVELOP CLOSER CONTACTS WITH SENIOR MILITARY OFFICI-  
ALS, NOTABLY PROCUREMENT AND TECHNICAL STAFF IN ALL THREE SERVICES

IMPROVED ACCESS FOR CANADIAN BUSINESSMEN TO  
MORE SENIOR LEVELS THAN WAS PREVIOUSLY THE  
CASE.

PREPARE RESEARCH DEVELOPMENT & PRODUCTION STEERING COMMITTEE MEE-  
TING IN CANADA IN 1988 AND VISIT BY NETHERLANDS DELEGATION TO A  
NUMBER OF DEFENCE INDUSTRIES.

IMPROVED CONTACT WITH DUTCH MOD; IMPROVED FLOW  
OF INFORMATION LEADING TO GREATER OPPORTUNI-  
TIES TO BID ON DUTCH REQUIREMENTS.

DEVELOP COMPUTER DATABASE TO TRACK MARKET PROSPECTS (PROJECTS)  
AND CANADIAN INTERESTS.

CURRENT INFORMATION/ADVICE TO CANADIAN EXPOR-  
TERS WILL ENHANCE THEIR CHANCES FOR SUCCESS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TRACK LLAD PROJECT & RECOMMEND SUPPORT FROM  
OTTAWA. - ASSIST NEW COMPANIES TO ENTER DUTCH  
MARKET, IDENTIFY AGENTS ETC.

DEVELOPED ACTION PLAN TO SUPPORT CANADIAN CO  
PURSUING LLAD PROJECT. - ARRANGED RDP INFORMAL  
CONSULTATIONS WITH NETHERLANDS MOD.

QUARTER: 2 -----

QUARTER: 3 Support Oerlikon campaign to win Netherlands  
Air Force LLAD project.  
Support Canadair in remaining on shortlist for  
Army RPV project.

Ambassador met State Secretary for Defence and  
new Defence Minister to support Oerlikon bid.  
Embassy reported extensively on intelligence we  
were receiving. Embassy organized briefing at  
Army for Canadair CL-227.

QUARTER: 4 Support Oerlikon campaign to win Dutch Airforce  
LLAD project.  
Support Bendix Avelex in marketing Tow Missile  
trainer.

Embassy reported extensively on status of  
project and supported Oerlikon's marketing  
activities.  
Bendix AVElex likely to be invited by Army to  
present proposal.

415 - HAGUE, THE

NETHERLANDS

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

AGRI & FOOD PRODUCTS & SERVICE      FOOD HANDLING, PROCESSING EQUIP  
DIRECT MAIL TO PROMOTE CDA & TO IDENTIFY REAL PROSPECTS FOLLOWED BY  
DIRECT CORPORATE LIAISON PGM. INTERNALLY. DEVELOPMENT COMPUTERIZED  
CONTACTS & TRACKING SYSTEM.

INCREASED GREEN FIELDS INVESTMENTS, JOINT  
VENTURES & TRANSFER OF TECHNOLOGY.

EDUCATION, MEDICAL, HEALTH PROD      HOSP. & MEDICAL EQUIP, INSTRUM.  
DIRECT MAIL TO PROMOTE CDA & TO IDENTIFY REAL PROSPECTS FOLLOWED BY  
DIRECT CORPORATE LIAISON PGM. INTERNALLY. DEVELOPMENT COMPUTERIZED  
CONTACTS & TRACKING SYSTEM.

INCREASE GREEN FIELDS INVESTMENTS, JOINT  
VENTURES & TRANSFER OF TECHNOLOGY.

AGRI & FOOD PRODUCTS & SERVICE      SEMI & PROCESSED FOOD & DRINK  
DIRECT MAIL TO PROMOTE CDA & TO IDENTIFY REAL PROSPECTS FOLLOWED BY  
DIRECT CORPORATE LIAISON PGM. INTERNALLY. DEVELOPMENT COMPUTERIZED  
CONTACTS & TRACKING SYSTEM.

INCREASED GREEN FIELDS INVESTMENTS, JOINT  
VENTURES & TRANSFER OF TECHNOLOGY.

CHEM PROD & PETROCHEM, EQP, SERV      ALL SUB-SECTORS  
DIRECT MAIL TO PROMOTE CDA & TO IDENTIFY REAL PROSPECTS FOLLOWED BY  
DIRECT CORPORATE LIAISON PGM. INTERNALLY. DEVELOPMENT COMPUTERIZED  
CONTACTS & TRACKING SYSTEM.

INCREASED GREEN FIELDS INVESTMENTS, JOINT  
VENTURES & TRANSFER OF TECHNOLOGY.

INDUSTRIAL MACHIN, PLANTS, SERV.      ALL SUB-SECTORS  
DIRECT MAIL TO PROMOTE CDA & TO IDENTIFY REAL PROSPECTS FOLLOWED BY  
DIRECT CORPORATE LIAISON PGM. INTERNALLY. DEVELOPMENT COMPUTERIZED  
CONTACTS & TRACKING SYSTEM.

INCREASED GREEN FIELDS INVESTMENTS, JOINT  
VENTURES & TRANSFER OF TECHNOLOGY.

??????      ALL SUB-SECTORS  
DIRECT MAIL TO PROMOTE CDA & TO IDENTIFY REAL PROSPECTS FOLLOWED BY  
DIRECT CORPORATE LIAISON PGM. INTERNALLY. DEVELOPMENT COMPUTERIZED  
CONTACTS & TRACKING SYSTEM.

INCREASED GREEN FIELDS INVESTMENTS, JOINT  
VENTURES & TRANSFER OF TECHNOLOGY.

NON SECTORALLY ORIENTED ACTIVITIES

MAINTAIN CONTACT THROUGH REGULAR MAILING & PERSONAL VISITS WITH BANKS,  
MANAGEMENT CONSULTING, ACCOUNTING, LEGAL & TECHNOLOGY BROKER FIRMS  
TO PROVIDE INFO ON INVESTMENT CLIMATE IN CDA.

INFLUENCE CORPORATE & ENTREPRENEURIAL IN-  
VESTORS THROUGH THEIR FINANCIAL & OTHER  
ADVISORS TO CHOOSE CDA.

RE-ACTIVATE NETHERLANDS-CANADA CHAMBER OF COMMERCE.

INCREASE MEMBERSHIP  
PUBLISH MEMBERSHIP DIRECTORY

PRODUCTION OF BROCHURE ON INVESTMENT IN DUTCH LANGUAGE

MATERIAL FOR DISTRIBUTION.



REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

415 - HAGUE, THE

NETHERLANDS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

DIRECT MAIL & CORPORATE LIAISON PROGRAM.  
SEMINAR ON INVESTMENT & TECHNOLOGY.

DURING REPORTING PERIOD 13 NEW PROSPECTS ENTERED OUR FILES, OF WHICH 1 INVESTOR ESTABLISHED AN EXPORT/SALES OFFICE IN LONDON/ONT. ANOTHER DEAL WAS DONE ON BEHALF OF A LARGE DUTCH CONSTR. IND. WHICH ESTABLISHED SALES OFFICE IN TOR., ONT. J.V. DEAL WAS CLOSED IN ELECTRONIC SECTOR. SUCCESSFUL 1ST ANNUAL LUNCHEON MEET. OF NEW & REVITALIZED NETHERLANDS/CDA CHAMB OF COMM TOOK PLACE JUNE 21 .EVENT ATTRACTED OVER 100 ATTENDEES. KEYNOTE ADDRESS BY AMB GIGNAC & PRESENTATION OF 1987 NETHS

QUARTER : 2

Follow up leads identified through direct mail campaign.  
Continue corporate liaison.

Direct mailing activities during previous quarter provided 8 new prospects during reporting period. Two deals were done; one company opened sales office for poultry equipment in Edmonton with a view to starting an assembly-line; another company established an engineering-contracting operation in Markham, Ontario.

QUARTER : 3

- a) Continuation of direct mail, corporate liaison program.
- b) Seminar on investment & technology.
- c) revitalization program for Netherlands-Canada Chamber of Commerce.

- a) 9 new investment prospects were identified and one deal was done in petrochemical sector, worth \$300,000.
- b) Assisted introduction of new equity fund for large Dutch investment institutions. Dutch have purchased \$15 million worth of equity.
- c) Editing of trade/investment directory completed.

QUARTER : 4

- a) Continuation of direct mail and corporate liaison prog; Mailing to health sector and financial institutions.
- b) Revitalization program Neths/Canadian Chamber of Commerce. Assist in organizing luncheon meeting for members. Assist in membership drive to 200 potential members.
- c) Computerization.

- a) 14 new investment prospects were booked, incl. two large cos., one 15 mn \$ deal was done in food-processing sector.
- b) Highly successful event with 95 attendees, keynote speaker B.C. premier Vander Zalm.
- c) Word Perfect & DOS training was provided for Minister-Counsellor, Investment Counsellor and secretary involved in Investment Promotion.



REPORT 4A  
89/10/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST :415-HAGUE, THE

- Visit of Premier W. Vander Zalm and Minister of Int'l Business & Immigration J. Jansen of B.C.
- Visit of Prime Minister Mulroney and party for Environmental Conference; preparation of briefings.
- 2-day seminar for Ontario Economic Development Mission.
- Visit to Netherlands of Chairman and Vice-President of Cdn Commercial Corp to meet defence procurement officials.
- Assisted Canadian delegation to annual meeting of Inter-American Development Bank in Amsterdam.
- Assisted Bank of Nova Scotia to organize a reception for IADB meeting.
- Ongoing activity re installation of additional WIN computer equipment.
- Assisted COFI in arranging visits/appointments for Vander Zalm visit.
- Assisted COFI in manning booth at "Bouwbeurs".
- Arranged, for Prov. of Quebec, (delegation in Brussels) bldg. prods, mfrs & apptmts for miss. of Que. w/10 companies

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :431-HELSINKI

005-ADVANCED TECH. PROD. & SERV  
FINLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

CONTINUE EXPANSION OF POST'S DATABASE CONTAINING INFORMATION ON AGENTS, IMPORTERS AND END USERS OF INFORMATICS.

MORE PRECISE ASSISTANCE TO CANADIAN EXPORTERS ,MORE FIRMS REPRESENTED IN FINLAND.

CONTINUE MAILINGS OF CANADIAN INFORMATICS PUBLICATIONS TO FINNISH IMPORTERS.

INCREASED AWARENESS IN FINLAND OF CANADIAN EXPERTISE AND PRODUCTS.

COMPLETE REPORT ON FINNISH REMOTE SENSING ACTIVITIES AND EQUIPMENT/SERVICES REQUIREMENTS.

SOME SALES OF CANADIAN REMOTE SENSING EQUIPMENT AND SERVICES.

UPDATE AND EXPAND INFORMATICS REPORT ON FINLAND PREVIOUSLY SENT TO TTT AND CANADIAN FIRMS.

BETTER APPRECIATION OF FINNISH OPPORTUNITIES BY CANADIAN INDUSTRY.

??????

CONTINUE REPORTING DEVELOPMENTS IN FINNSIH TV AND CATV INDUSTRIES TO DOC AND CANADIAN SUPPLIERS.

INCREASED PARTICIPATION OF CANADIAN FIRMS IN CATV PROGRAMS.

EVALUATE RESULTS OF 1986 CANADIAN CATV MISSION TO FINLAND.

DETERMINE FURTHER OPPORTUNITIES FOR CANADIAN SUPPLIERS.



TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE EXPANSION OF POST DATABASE OF IMPORTERS AND DISTRIBUTORS.  
CONTINUE REPORTING ON TV AND CATV DEVELOPMENT  
CONTINUE MAILING OF ELECTRONICS PUBLICATIONS.

LICENSING AGREEMENT FOR SOFTWARE REALIZED  
CTV REPORT WAS DESCRIBED IN CANDEXPORTS RESULTING IN NUMEROUS ENQUIRIES.  
SUBSTANTIAL SALE OF ADD ON BOARDS REALIZED.

QUARTER: 2 With post assistance Cdn suppliers of communications systems and software packages present their product.

Four (4) companies were allowed to bid on systems valued at over \$20 million.

QUARTER: 3 Advanced Technology Mission organization and coordination. 2)Visit to the Finnish Technology Development Center Electronic Laboratory.

6 member mission spent four days in Helsinki and contacted 30 Finnish companies. 2)Establish a direct contact that would lead joint research project

QUARTER: 4 Mail out to electronic industry contacts re our participation in Eltek/Elkom 89, April 18-21  
Electrical Technology & Professional Elects Show  
Coordinated SR Telecom presentation to Post and Telecommunications officials 31 March 89.

Increase local knowledge of Canadian electronics industry.  
Helped to better position for SR Telecom's remote telecommunications systems.



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :431-HELSINKI

002-FISHERIES,SEA PRODUCTS & SERV.  
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

SIGNATURE OF BILATERAL FISH INSPECTION AGREEMENT BETWEEN FANDO  
AND FINNISH CUSTOMS LABORATORY.

SIMPLIFICATION OF FINNISH FISH INSPECTION  
PROCEDURES AND EASIER CANADIAN SALES.

LOBSTER AND FRESHWATER FISH TASTING PROMOTION FOR FOOD CRITICS  
AND RESTAURANT OWNERS.

INCREASED SALES OF SPECIALTY FISH PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SIGNATURE OF BILATERAL FISH INSPECTION AGREEMENT  
BETWEEN FANDO AND FINNISH CUSTOMS LABORATORY  
-PROMOTE SPECIALTY SEAFOOD PRODUCTS.

AGREEMENT WAS FINALIZED & WILL BE SIGNED IN FALL  
OF 1988. -CANADA HAS BECOME MAIN SOURCE OF  
SHRIMPS FOR FINLAND. IMPORT FROM CDA DURING JAN.  
MAY 88 WAS 42 TONS COMPARED WITH TOTAL OF 10  
TONS IN 1987.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :431-HELSINKI

001-AGRI & FOOD PRODUCTS & SERVICE  
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WHEN THEY TAKE PLACE, REPORT EXPECTED EASING OF IMPORT RESTRICTIONS TO THE DEPARTMENT AND SELECTED CANADIAN PRODUCERS.

SOME INCREASE IN CANADIAN SALES.

IN STORE PROMOTION OF CANADIAN FOOD PRODUCTS.

INCREASED CANADIAN SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REPORT EXPECTED EASING OF IMPORT RESTRICTIONS TO THE DEPARTMENT AND SELECTED CANADIAN PRODUCERS

REPORTING ON MARKET OPPORTUNITIES IN FINLAND FOR AGRICULTURAL PRODUCTS HAS OBVIOUSLY HELPED INCREASE SALES OF CDN VEGETABLES AND BERRIES BY OVER 200 PER CENT IN FIRST HALF OF 1988.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Minister Mayer and delegation visit to State Granary and Atko Oy.

Visit to State Granary clarified needs of this market to Canadian Wheat Board officials.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :431-HELSINKI

013-CONSUMER PRODUCTS & SERVICES  
FINLAND

<p>PLANNING:</p> <p>LEISURE PROD. TOOLS HARDWARE</p> <p>CANADIAN SPORTING GOODS IN STORE PROMOTION, ONCE CANADIAN SUPPLIERS BECOME ORGANIZED TO SUPPORT IT.</p> <p>ANNUAL RECEPTION FOR MAJOR DISTRIBUTOR OF CANADIAN SKATES AND HOCKEY EQUIPMENT.</p>	<p>ACTIVITIES PROPOSED IN POST PLAN:</p>	<p>ANTICIPATED RESULTS:</p> <p>SOME INCREASE IN SALES.</p> <p>SOME MEASURE OF REGAINING SHARE OF HOCKEY EQUIPMENT AND SKATE MARKET.</p>
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<p>TRACKING:</p> <p>QUARTER: 1 -----</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 -----</p> <p>QUARTER: 4 Report completed on boat market in Finland along with mailing of "Pleasure Boats and Marine Accessories for World Markets" brochures. Participation in ISPO 89, Munich. Incoming buyers to CSGA Show, February 89.</p>	<p>ACTIVITIES UNDERTAKEN IN QUARTER:</p>	<p>QUARTERLY RESULTS REPORTED:</p> <p>Increase awareness of Canadian pleasure boat industry.</p> <p>Introduced new Canadian exporters to Finnish sporting goods agents.</p>
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REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :431-HELSINKI

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO BUILD UP CONTACTS IN FINNISH DEFENCE FORCES.

INCREASED SALES OF CANADIAN DEFENCE PRODUCTS,  
BETTER KNOWLEDGE OF FINNISH REQUIREMENTS.

ASSIST OERLIKON AEROSPACE IN ITS CURRENT BID TO SUPPLY \$160 MIL-  
LION IN ADATS SYSTEMS TO FINNISH DEFENCE FORCES.

HOPEFULLY, CONTRACT FOR OERLIKON AEROSPACE.

LOCATE NEW POTENTIAL AGENTS FOR CANADIAN DEFENCE PRODUCTS SUPPL-  
IERS.

INCREASED PRESENCE OF CANADIAN DEFENCE PRO-  
DUCTS IN FINLAND.

ASSIST WESTINGHOUSE CANADA TO MARKET ITS NEW LOW PRICE SONAR TO  
FINNISH NAVY.

\$2 MILLION IN SONAR SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST OERLIKON AEROSPACE IN BID TO SUPPLY  
PND STERLING 200 MN AIR DEFENCE SYSTEM.  
BUILD UP CONTACTS IN FINNISH DEFENCE FORCES  
LOCATE NEW POTENTIAL AGENTS.

FIRM LOST BID  
CDN FIRMS WERE REQUESTED TO BID ON SONOBUOY AND  
SONAR TENDERS.  
MAJOR AGENTS IDENTIFIED AND ADVISED OF CDN PRDS.

QUARTER: 2 -----

QUARTER: 3 Secure bid on a thermal imaging system to the  
Finnish navy.

Bid was received in time and Canadian company is  
one out of thirteen

QUARTER: 4 -----



REPORT #5 QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
89/10/06 FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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FINLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

FOREST PRODUCTS, EQUIP, SERVICES ALL SUB-SECTORS  
CONTINUE PROGRAM OF HEAD OF POST VISITS TO TOP EXECUTIVES OF LARGE  
FINNISH COMPANIES WITH OPERATIONS OR INTEREST IN CANADA.

3 OR 4 MAJOR FINNISH INDUSTRIAL INVEST-  
MENTS IN CANADA.

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.  
UPDATE ON A CONTINUING BASIS POST'S DATABASE OF FINNISH FOREIGN  
INVESTORS AND EXPORTERS TO NORTH AMERICA.

MORE PRECISE IDENTIFICATION OF POTENTIAL  
FINNISH FOREIGN INVESTORS.

MINE, METAL, MINERAL PROD & SRV ALL SUB-SECTORS  
CONTINUE REGULAR MASS MAILING CAMPAIGN TO EXISTING AND POTENTIAL  
INVESTORS.

ASSURE FINNISH INVESTORS HAVE INFORMATION  
ON THE MOST RECENT DEVELOPMENTS IN THE  
CANADIAN INVESTMENT CLIMATE.

CHEM PROD & PETROCHEM, EQP, SERV ALL SUB-SECTORS  
CONTINUE VISITS TO FINNISH INDUSTRIES IDENTIFIED AS HAVING GOOD  
POTENTIAL TO INVEST IN CANADA.

PLANT IDEA OF INVESTING IN CANADA AMONG  
FIRMS THAT HAD NOT CONSIDERED IT BEFORE.

CONSTRUCTION INDUSTRY ALL SUB-SECTORS  
MAINTAIN INVENTORY OF INFORMATION MATERIAL ON CANADIAN INDUSTRIAL  
SECTORS, GOVERNMENT ASSISTANCE, LEGAL REQUIREMENTS AND INDUSTRIAL  
SITES.

RESPOND MORE QUICKLY TO ENQUIRIES FROM  
FINNISH FIRMS INTERESTED IN CANADA.

FISHERIES, SEA PRODUCTS & SERV. FISH & SHELLFISH & OTHER PROD  
SUPPORT, CO-ORDINATE AND ARRANGE INCREASINGLY FREQUENT VISITS BY  
REPRESENTATIVES OF FEDERAL, PROVINCIAL AND MUNICIPAL GOVERNMENT AND  
CANADIAN INDUSTRIAL GROUPS.

EXPLOIT SPECIFIC SECTORAL OPPORTUNITIES.

## NON SECTORALLY ORIENTED ACTIVITIES

CONTINUE PERSONAL CONTACTS WITH FINNISH VENTURE CAPITAL FIRMS.

SEVERAL SMALL OR MEDIUM SIZED EQUITY  
INVESTMENTS IN CANADIAN MANUFACTURING  
SECTOR.

SUPPLY INVESTMENT RELATED INFORMATION TO BANKS AND ALL CHAMBERS OF  
COMMERCE IN FINLAND ON A REGULAR BASIS.

INCREASED INSTITUTIONAL AWARENESS OF CDA  
AS AN INVESTMENT TARGET.

CO-OPERATE WITH THE FINNISH FOREIGN TRADE ASSOCIATION, TECHNICAL  
DEVELOPMENT CENTRE AND FINNISH INSTITUTE OF EXPORT IN SERIES OF  
SEMINARS ON ESTABLISHING A SUBSIDIARY IN CANADA.

REACHING EXPORT MANAGERS IN FIRMS WITH  
DEMONSTRATED INTEREST IN INVESTING IN  
CANADA.

431 - HELSINKI

FINLAND

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

CONTINUE HEAD OF POST PROGRAM OF VISITS TO TOP EXECUTIVES.  
CONTINUE MASS MAILING CAMPAIGN

SEVERAL HUNDRED MILLION DOLLARS OF INVESTMENT PROJECTS CONTINUE IN PLANNING STAGE WITH RESULT EXPECTED IN FALL 1988.

QUARTER : 2

Plan visit of Hon. Mr. Kwinter, Minister of Industry, Trade & Technology of Ontario to head of major Finnish companies.

Minister's visit helped to consolidate Canada's image as a growing economy and an ideal location for Finnish investments.

QUARTER : 3

Head of Mission visit to major investors and potential investors.  
Coordinate visit of DRIE and provincial experts in territory.

Follow-up visits, play an important role in their expansion plans into Canada.  
ITC MTL, Economic Development Corp. Bois Francs, Quebec & B.C. delegates maintained their investment development activities in territory.

QUARTER : 4

1. Dinner hosted by HOM with Minister of Intl Trade of B.C. and 8 heads of major companies/potential investors.  
2. Tampere Investment Workshop, March 10, mail out to 534 companies.  
3. Head of Mission corporate liaison.

1. Good opportunity for Min. Jansen to promote B.C. to Finnish investors.  
2. Four Provinces (Qbc, Ont, B.C., N.S.), Finnish Foreign Trade Assoc., local banks participated as resource persons at the Workshop; 45 attendees. Promotional brochure on this event in Finnish language has been prepared for future mailing.  
3. Follow up visit and personal contacts continues to play important role.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST :431-HELSINKI

ISPO Participation Munich, February 23-26, 1989.

TCS Conference London, February 1-2, 1989.

Travel Evening in Tampere (with the cooperation of CAIL, AC,  
Finnair), mailing to 145 travel agents, March 10, 1989.

WIN Network installation, March 13-15, 1989.

Minister Mayer visit January 23-27, 1989.

Minister Jansen visit February 1, 1989.

Visit of CTV film crew for special report on Finland,  
March 12-19, 1989.

Poultry Salmonella Delegation, March 16-18, 1989.

Agriculture Canada Veterinary visit, February 6-15, 1989.

Pulp and Paper Association Newsprint Questionnaire completed



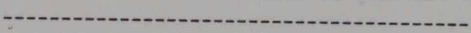
REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :406-LISBON

003-GRAINS AND OILSEEDS  
PORTUGAL

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	MEETINGS AT LEAST MONTHLY WITH GOVERNMENT OFFICIALS.	UP-TO-DATE KNOWLEDGE OF CHANGES IN THE ROLE OF GOVERNMENT IN THE SUBSECTOR.
	CALLS ON IMPORTERS.	INFORMATION ON FUTURE REQUIREMENTS AND ON COMPETITORS ACTIVITIES.
	MEETINGS AT LEAST MONTHLY WITH GOVERNMENT OFFICIALS.	UP-TO-DATE KNOWLEDGE OF GOVERNMENT POSITIONS REGARDING THE SECTORS.
	FOLLOW PROGRESS OF DRAFT LEGISLATION WHICH WILL ALLOW USE OF RAPESED OIL FOR HUMAN CONSUMPTION.	DEVELOPMENT OF MARKETING STRATEGY.



TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 MAINTAIN CONTACTS WITH EPAC. EXPAND COVERAGE OF PRIVATE SECTOR GRAIN BUYERS.	RESULTS REPORTED TO CWB. DELAYED BECAUSE OF TIME LIMITATIONS.
	QUARTER: 2 -----	
	QUARTER: 3 -Maintain contact with EPAC. -Initiate contacts with major millers.	-Reported on evolution towards liberalization of market. -(Postponed)
	QUARTER: 4 -Initiate contacts with major millers. -Follow-up on canola potential.	(Postponed). -Analysis of protein meal market was provided to Alberta Ministry of Agriculture.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :406-LISBON

002-FISHERIES,SEA PRODUCTS & SERV.  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH &amp; SHELLFISH &amp; OTHER PROD

MAINTAIN CLOSE CONTACT AT LEAST TWICE A MONTH TO KEEP ABREAST OF  
GOVERNMENT POSITIONS.

ENSURE THAT ACCESS TO THE MARKET REMAINS OPEN

MEET AT LEAST TWICE A YEAR WITH COD IMPORTERS AND DISTRIBUTORS.

OBTAIN INFORMATION ON FORECAST REQUIREMENTS,  
AND ON ACTIONS OF COMPETITORS.

INFORM EXTOTT AND INDUSTRY OF MARKET CONDITIONS AS CHANGES OCCUR.

FACILITATE FORMULATION OF MARKET STRATEGIES.

AS ACTIVITIES IN 7.7 ABOVE ARE ONGOING NO NEW ACTIVITIES ARE  
PLANNED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MARKETING CALLS ON MAJOR COD BUYERS  
ASSIT IN XXIV: 6 NEGOTIATIONS RE COD BINDING.

MARKET EVOLUTION REPORTED TO OTTAWA AND  
EXPORTERS.

PRODUCTION OF CONSULTANT REPORT. RESEARCH ON  
ITEMS OF INTEREST TO OTTAWA AND GENEVA. BOTH  
SENT TO REQUESTORS.

QUARTER: 2 -----

QUARTER: 3 -Marketing calls on major cod buyers.  
-Follow-up on results of September NAFO meeting.

Up-to-date knowledge of market conditions and  
opportunities.  
-Reported on reactions of Portuguese delegation.

QUARTER: 4 Marketing calls on major cod buyers

Results reported to interested Canadian exporters.



POST :406-LISBON

001-AGRI & FOOD PRODUCTS & SERVICE  
PORTUGAL

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

RESEARCH POULTRY MARKET.

REGAIN MARKET SHARE WHICH HAS DECLINED SINCE 1983.

ORGANIZATION/PARTICIPATION IN CONFERENCES/LECTURES ON AGRICULTURE

INCREASED AWARENESS OF CANADIAN CAPABILITIES.

MEETINGS WITH POTENTIAL SEMEN CUSTOMERS IN CENTRAL PORTUGAL.

INFORMATION ON DEVELOPMENT PLANS; INCREASED EXPORTS BY 30%.

CARRY OUT FURTHER DISCUSSIONS WITH KEY GOVERNMENT OFFICIALS PRESSING THEM TO OBTAIN NECESSARY DEROGATION.

ENSURE CONTINUED IMPORTS FROM CANADA.

TO EXPAND IMPORT CONTACTS.

INCREASED PRESSURE ON GOVERNMENT TO APPLY FOR DEROGATION.

CONTINUE SUPPORT FOR BOTH CANADIAN EXPORTERS AND LOCAL IMPORTERS.

MAINTAIN CANADA'S POSITION AS IMPORTANT SOURCE OF SEED POTATOES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENSURE SUITABLE DEVELOPMENT OF ALFALFA SALES.  
ENSURE CONTINUED ACCESS OF CANADIAN SEED POTATOES.

ORDERS PLACED ON CANADIAN EXPORTERS. PROMOTION CONTINUING. -MET TWICE WITH SENIOR OFFICIALS TO PRESS FOR EARLY PRESENTATION OF DEROGATION REQUEST. ORGANIZED VISIT OF AGCDA EXPERTS.

QUARTER: 2 Continue support for alfalfa mktg. Continue to seek early deroga'n for seed potato imports. Begin organiza'n of AgCda Oct. workshop program. Assist Canadair and its reps in closing sale of CL-215.

Pace of local sales sustained. New orders contemplated. Sr. officials await importer requests. Holiday period slowed down the process, but still on target. In spite of minister'l approval, final decision still pending.

QUARTER: 3 -Maintain pressure on local authorities re seed potato derogation.  
-Participate in AgCda workshop program.

-Authorities obtained derogation.  
-Successful implementation.

QUARTER: 4 Maintain contact with authorities and buyers re seed potato imports  
Press new DG Livestock to reopen market for Canadian dairy cattle breeding stock.

Procedure which post developed to expedite CNPPA approval of imports worked well.  
New DG Livestock will study matter and may issue new guidelines.



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :406-LISBON

005-ADVANCED TECH. PROD. & SERV  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

???????

EXPANSION OF POST CONTACTS WITH INDUSTRY REPRESENTATIVES.

ASSESSMENT OF MARKET POTENTIAL AND MARKETING STRATEGIES.

SUPPORT FOR NEW EXPORTERS (ONGOING).

OPTIMUM EXPOSURE TO RAPIDLY GROWING BUSINESS OPPORTUNITIES.

DISCUSSIONS WITH POTENTIAL USERS.

INCREASED AWARENESS OF CANADIAN CAPABILITIES AND INTERESTS.

SEMINARS IN COOPERATION WITH LOCAL REPRESENTATIVES.

FIRST SALES TO A CHANGING MARKET.

MEETINGS WITH GOVERNMENT OFFICIALS RESPONSIBLE FOR INFORMATIZATION OF PUBLIC SECTOR AS PROPOSED IN GOVERNMENT PROGRAM.

DEVELOPMENT OF STRATEGIES TO MAXIMIZE PENETRATION OF MARKET BY CANADIAN PRODUCTS.

MEETINGS WITH PROPONENTS OF NEW BROADCASTING SERVICES.

INCREASED AWARENESS OF CANADIAN CAPABILITIES AND INTERESTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 EXPAND MARKET COVERAGE.  
ASSIST GIS EXPORTERS AND THEIR REPS IN MARKET PENETRATION EFFORTS.

INITIAL MARKET SURVEY (WITH TTT) COMPLETED.  
CONTACTS UNDERWAY.  
CANADIAN PARTICIPATION AT MUNICIPALS.FIRST SALE OF GIS SYSTEM EXPECTED TO BE COMPLETED IN Q2.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----





REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :437-LONDON

009-FOREST PRODUCTS,EQUIP,SERVICES  
UNITED KINGDOM

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 4
1. Wood products promotion: plywood & secondary wood products.
  2. Assessment of timber frame promotion.
  3. Liaison with UK trade & government on pulp and paper issues.

1. 2 seminars on use of Cdn plywd in roof structures and concrete forming.
2. Cda/UK govt/ind discussions on wood products trade issues, plant health & Eurocode #5.
3. Liaison established between CPPA and UK assns, govt & publishers.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :437-LONDON

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

THROUGH DIRECT MAIL AND PERSONAL CONTACT AT HITEC, FARNBOROUGH ETC. PROMOTE AWARENESS IN CDN INDUSTRY OF SPECIALISED UK INDUSTRIAL CAPABILITIES RE DND PROCUREMENT REQUIREMENTS.

CDA/UK RDP STEERING COMMITTEE MEETING OF OCT 87 BY WORKING WITH UKMOD AND DESO ON ALL AGREED ACTION POINTS

UPDATE OF POST GUIDE ON DEFENCE PRODUCT SALES TO THE UK; REPORT ON CANADA/UK INDUSTRY-TO-INDUSTRY COLLABORATIVE VENTURES.

POST REPRESENTATION AT ANNUAL HITECH CONFERENCE IN OTTAWA (MAR 88) AND AT FARNBOROUGH 88 AIR SHOW SPONSORED BY AIR INDUSTRIES ASSOC. OF CANADA.

PARTICIPATE IN 88 RESEARCH DEVELOPMENT AND PRODUCTION (RDP) COMMITTEE MEETING (AND ATTENDANT TRADE/INDUSTRIAL MISSION) IN OTTAWA OCT 88.

ORGANISE CANADIAN COMPANY PRODUCT SEMINARS AT CANADA HOUSE FOR HAND-PICKED UK AUDIENCE (EDO CANADA, URSEL, CAL, NORTEL ETC).

CONCLUSION OF INDUSTRIAL COOPERATION LINKS BETWEEN CDN AND UK FIRMS ON SUCH PROJECTS AS NSA, CASAP, TCCCS ETC

EXPAND NUMBER OF COLLABORATIVE PROJECTS UNDER CONSIDERATION AND IN PLAY TO INCLUDE WSPS MILITARY FLIGHT SIMULATORS, MCM CAPABILITY. ECT.

ENHANCED KNOWLEDGE ON PART OF CANADIAN DEFENCE INDUSTRY OF MARKET AND COLLABORATION POTENTIAL IN THE UK.

MEETINGS WITH SOME 75 CDN EXPORTERS SEEKING TO BOOST SALES TO UK AND INDUSTRY-TO-INDUSTRY COOPERATION.

STIMULATE UK INTEREST IN GREATER INTER-GOVERNMENTAL AND INTER-INDUSTRY COOPERATION ON DEFENCE R&D PROCUREMENT.

SUPPORT CANADIAN INDUSTRY MARKETING INITIATIVES RELATED PRIMARILY TO UKMOD BIDDING/SUB-CONTRACT POSSIBILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -FARNBOROUGH AIR SHOW; PROMOTIONAL SEMINARS AT CANADA HOUSE.

-WORKED CLOSELY WITH AIAC ON ORGANIZATION OF FARNBOROUGH INTERNATIONAL AIR SHOW; SET UP CO-PROMOTION SEMINAR AT CANADA HOUSE FOR CANADIAN ASTRONAUTICS LTD.

QUARTER: 2 Support Canadian exhibitor participation at Farnborough International 88

Over 60 Cdn firms participated plus 3 minister-led delegations (BC, Ont, PQ). 150 senior execs from UK aerospace industry attended HOP-hosted reception. AIAC announced major sales and J/V's

QUARTER: 3 -continued promotion of Canadian defence products and capabilities to UIC MOD and prime UK defence contractors.

-promo briefing by Spartan to UK MOD resulted in teaming agreement with UK firm  
-briefing by Atlantis Aerospace to UK MOD  
-marketing tour by components division, has resulted in significant opportunities.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :437-LONDON

004-DEFENCE PROGRAMS,PRODUCTS,SERV  
UNITED KINGDOM

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Canada/UK NBCW Mission, 24-31 March 89.  
Components Marketing Mission by Cdn Marconi.  
On-going liaison with UK MOD and UK prime  
contractors.

Teaming agreement between AEA Electronics and  
EEL (Westlands) Ltd for UK MOD battery charger  
contract.



POST :437-LONDON

005-ADVANCED TECH. PROD. & SERV  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SERIES OF CALLS ON PROSPECTIVE PARTNERS FOR DISTRIBUTION TV AND INDUSTRIAL CO-OPERATION.

QUALITY ASSISTANCE TO CANADIAN CLIENTS AND MORE TARGETED APPROACH TO CDA/UK INDUSTRIAL TEAMING POSSIBILITIES.

WHERE POTENTIAL WARRANTS, CONTACT FIRMS METON CO CDA TOUR AND AT MARKET PLACE 87 TO DETERMINE PROGRESS MADE IN INITIAL APPROACH TO UK.

PINPOINT NEW CDN EXPORTERS TO UK BY ARRANGING FOR EXPLORATORY VISITS TO THIS MKT AND INTRODUCTION TO PROSPECTIVE IMPORTERS/AGENTS/ LICENSING PARTNERS ETC.

DRAFT SUB-SECTOR MARKET PROFILES (TELECOM, COMPUTERS)AND IDENTIFY MAJOR AREAS OF OPPORTUNITY FOR CDN COMPANIES.

WILL SPEED INITIAL RESPONSE TO ENQUIRIES AND FORM BASIS OF PROSPECTING MATERIAL.

PROVIDE CONTINUING USE OF CANADA HOUSE AS VENUE FOR CDN COMPANY SEMINAR/PRODUCT PRESENTATIONS TO UK CLIENTELE.

ESTABLISH BI-MONTHLY PROMOTIONAL SEMINARS FOR ESTABLISHED EXPORTERS AND FOR NEW COMERS TO THIS MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -EXPAND LONDON CED WINEXPORT NETWORK.

-SIGNIFICANT PROGRESS MADE IN RESOLUTION OF OUTSTANDING WINEXPORT HARDWARE PROBLEM; TRAINING SESSIONS UNDERWAY AND DATA ENTRY BEGUN.

QUARTER: 2 Identify and remedy problems with WIN Export equipment

Source of major problem identified although not yet remedied. Preparation for training of all staff underway

QUARTER: 3 -preparation of sector briefing summaries  
-participation in marketplace eastern Canada  
-visit to Electronica Trade Fair Munich  
-development of WIN  
-preparation of equipment procurement plan

-sector summaries completed  
-participation in Marketplace & some TD  
-visited Electronica & received update on electronic sector. - WIN training completed & preparation for next procurement phase.

QUARTER: 4 1. Marketplace Canada/London, 1-2 March 89.  
2. Visit to Which Computer Show, 21 Feb 89.  
3. WIN Export additional equipment procurement.

1/2. Excellent results from first time event with 41 Canadian companies & over 500 enquiries. Promotion of event also via Which Computer Show.  
3. Procurement completed & installation begun.



REPORT 4  
8/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

PCT :437-LONDON

001-AGRI & FOOD PRODUCTS & SERVICE  
UNITED KINGDOM

FINNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

## MEATS &amp; MEAT BY-PRODUCTS

LIAISON WITH BRITISH IMPORTERS, CANADIAN EXPORTERS AND CANADIAN VETINARY AUTHORITIES TO IMPROVE DOCUMENTATION PROCEDURES.

FURTHER REDUCTION IN DELAYS AT UK PORTS DUE TO FAULTY DOCUMENTS.

WORK WITH AGRIC. CDA, CDN EXPORTERS AND UK BUYERS TO DEVELOP A COMMUNICATIONS/LOBBYIST STRATEGY TO OPPOSE EEC BAN OF BEEF GROWTH HORMONES.

CANCEL IMPLEMENTATION OF THE BAN OR SEEK TO HAVE IT DELAYED.

MEET WITH OFFICIALS OF MAFF CONCERNING APPROVAL OF CANADIAN BEEF JERKY PLANTS FOR EXPORT TO UK.

INTRODUCE CANADIAN BEEF JERKY TO UK MARKET

CONTACT CANADIAN MEAT PLANTS ON EXPORT APPROVAL LIST TO ENCOURAGE THEIR CONSIDERATION OF UK OFFAL MARKET.

EXPAND CDN EXPORTS OF OFFAL TO UK BY 15 PCT, AMKT WHERE CDA IS PROVEN COMPETITIVE AND WHERE THERE IS ONGOING DEMAND.

TACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -INCREASE EXPORT OF OFFAL TO UK MARKET;REDUCE DOCUMENTARY PROBLEMS AT UK PORTS OF ENTRY; CANCEL OR DELAY GROWTH HORMONE BAN.

-EXPORTS HAVE DECLINED BUT A NEW BATCH OF CDN PLANTS ARE TO BE INSPECTED FOR EXPORT BY EEC VETS WHICH WILL LEAD TO INCREASED CDN EXPORT CAPACITY;NO DOCUMENTA'N PROBLEMS THIS QUARTER; HORMONE BAN STILL SCHDLD FOR 1/1/89 BUT POSSIBLE

QUARTER: 2 Monitor evolving situation on EC hormone ban  
Reduce import delays due to documentary problems at UK ports of entry

Liaison with UK authorities and importers to ascertain how UK is enforcing ban.

QUARTER: 3 Monitor evolving situation on EC horman ban.

-extensive reporting on UK govt and UK trade position and situation re hormane ban  
-visit of Agriculture Canada ADM to MAFF to discuss UK position on ban and on how UK would implement ban.

QUARTER: 4 Cancel or delay hormone ban

Ban implemented on 1 Jan 89. However, derogation for petfood achieved. Negotiations continue on derogation for edible cow livers and possible certification that meat is hormone-free.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :437-LONDON

002-FISHERIES,SEA PRODUCTS & SERV.  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

CONTINUE ORGANISED PROGRAMME OF REGIONAL VISITS THROUGHOUT THE UK (SCOTLAND,HULL,GRIMSBY,LIVERPOOL) TO MAJOR UK FISH BUYERS AND PROCESSORS.

OPEN UP NEW MARKET FOR CDN DOGFISH

ORGANISE EXTOTT FUNDED LOBSTER PROMOTION AT CANADA HOUSE IN CO-OPERATION WITH THE PROVINCES.

INCREASED AWARENESS OF CDA AS A COMPETITIVE SOURCE OF SUPPLY FOR LOBSTER ON PART OF UK SPECIALISED TRADE PRESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -ORGANIZE PROGRAMME OF REGIONAL VISITS TO MAJOR UK FISH BUYERS AND PROCESSORS.  
-ORGANIZE HQ-FUNDED LOBSTER PROMOTION AT CANADA HOUSE IN CO-OPERATION WITH THE PROVINCES.

-NO VISITS WERE UNDERTAKEN IN THIS QUARTER AND PROMOTIONAL ACTIVITY WAS PRIMARILY OF A RESPONSIVE NATURE.  
-FUNDING APPROVAL IS AWAITED FROM EXTERNAL AFFAIRS.

QUARTER: 2 Expand post contacts with UK fish companies buyers importers

Regular contact maintained. Biggest UK smoker of herring purchased some fish from Canada for first time for number of years

QUARTER: 3 -continued liaison wih UK fish buyers and processors.

-meetings wih UK fish companies at new trade show, Fish Trades '88  
-introduction of UK companies to Canadian fish companies at SIAL Food Show, paris.

QUARTER: 4 Assisted in organisation of Canadian pavillion at International Food Exhibition and in particular of Canadian fish companies.

New buying connections and improved contacts between Canadian fish exporters and UK buyers.



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :437-LONDON

010-MINE,METAL,MINERAL PROD & SRV  
UNITED KINGDOM

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

MEET SEMI-ANNUALLY WITH UK ASBESTOS ASSNS(USERS AND IMPORTERS) ON BEHALF OF CDN EXPORT SECTOR.

POST WILL STAY ON TOP OF THE UK LEGISLATION ENVIRONMENT AND BE ABLE TO REPORT BREADTH OF INTELLIGENCE TO CDN EXPORT INTERESTS.

QUARTERLY CONTACT WITH MAJOR AND WELL ESTABLISHED UK BUYERS OF CDAS MINERAL PRODUCTS EG. BRITISH STEEL AND REPORT MKT PRICE AND SUPPLY TRENDS TO CLIENTS IN CDA.

CDN GOV'T AND EXPORT COMMUNITIES WILL BE KEPT ABREAST OF DEVELOPMENTS AFFECTING OUR SALES PROSPECTS ON LONDON METAL MARKET.

UP-DATE EXISTING AND PREPARE ADDITIONAL MARKET PROFILES.

STRATEGIC ANALYSIS OF SECTOR AND IDENTIFICATION OF TRADE POLICY/PROMOTION NEEDS AND OPPORTUNITIES.

METALS, PRIMARY & FABRICATED

WORKING IN CONCERT WITH OTHER LIKE MINDED COUNTRIES (US & AUSTRALIA) ENCOURAGE FORMATION OF VARIOUS METAL STUDY GROUPS (AKIN TO LEAD AND ZINC STUDY GROUP).

EVENTUAL ESTABLISHMENT OF NICKEL AND COPPER STUDY GROUPS.

QUARTERLY CONTACT WITH MAJOR PLAYERS ON LONDON METALS SCENE (ALUMINUM,COPPER,NICKEL,LEAD AND ZINC,IRON AND STEEL).

GARNER INTELLIGENCE ON MARKET DEVELOPMENTS OF INTEREST AND SIGNIFICANCE TO CDN METALS EXPORT COMMUNITY.

UP-DATE EXISTING AND PREPARE ADDITIONAL MARKET PROFILES OF THE SUB-SECTOR.

STRATEGIC ANALYSIS OF SECTOR & IDENTIFICATION OF POSSIBLE TRADE POLICY/PROMOTION NEEDS AND OPPORTUNITIES.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -MEET WITH ASBESTOS USERS/IMPORTERS; UPDATE MARKET SECTOR PROFILES; MAINTAIN CONTACT WITH UK MINERAL/METALS SECTOR.

-REPORTS CIRCULATED ON INFORMATIVE MEETINGS WITH UK ORGANIZATIONS DEALING WITH ASBESTOS COAL COPPER/ZINC/LEAD MINE DEVELOPMENTS;REVIEW MADE OF 1987 UK MINERALS/METALS IMPORTS FROM CANADA.

QUARTER: 2 Contacts with asbestos associations, buyers of mineral products and non-ferrous metals

Met with main asbestos importer and UK associations re EPA proposals. Reported on British Coal and British Steel companies

QUARTER: 3 -monitor and report on minerals/metals activities and update market profiles.

-progress reported on Anglesey Mining venture in N. Wales and graphite sector profile updated -arranged presentation in High Commission on Cdn Exploration Incentive Program to mining analysts



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :437-LONDON

010-MINE,METAL,MINERAL PROD & SRV  
UNITED KINGDOM

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Monitoring and reporting on minerals/metals scene; preparation of additional market profiles

Sitreps prepared on coal and stainless steel/ chromite/ferrochrome. Accompanied Mr Cutcheon from EMR on visits re copper market. Prepared updated sector profile on graphite.

REPORT #5 QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
89/10/06 FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

437 - LONDON

UNITED KINGDOM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

DEFENCE PROGRAMS, PRODUCTS, SERV ALL SUB-SECTORS  
USING LURE OF CDN DEFENCE PROCUREMENT PLANS EXISTING BASE OF INDUSTRIAL TEAMING ARRANGEMENTS & EXTENSIVE BILATERAL MILITARY CONTACTS (EG. RDP) INTENSIFY CORP LIAISON & ASSIST IN RECIPROCAL VISIT PROGRAMS.

5-10 INDUSTRIAL TEAMING/TECH TRANSFER AGREEMENTS: ONE MAJOR INVESTMENT.

?????? ALL SUB-SECTORS  
USING INFORMATION EXCHANGE WITH DRIE & INC. DEVELOP INVESTMENT OPS SYNOPSIS (IOS) SUITABLE FOR UK BOARD DELIBERATIONS FOR 20-30 BEST PROSPECTS AMONG 200 UK ELECTRONICS FIRMS ALREADY SCREENED ACCORDING TO DIST PROSPECTING FOCUS.

IDENTIFY 20-30 PROSPECTS OF WHICH 10 DEVOTING OWN RESOURCES TO FURTHER RESEARCH 5 VISITS TO CDA, 2 INVESTMENT TECH/TRANSFER JOINT VENTURES.

EDUCATION, MEDICAL, HEALTH PROD ALL SUB-SECTORS  
PRESENT IOS TO SELECTED PROSPECTS IN MEDICAL EQPT FIELD. MOUNT COMMUNICATIONS CAMPAIGN BASED ON NEW CDN PHARMACEUTICAL PATENT REGIME. WORK WITH INC. ON STUDY OF LEADING UK PROSPECTS IN BIOTECH SECTORS.

EXPANDED COMMITMENTS FOR R&D ACTIVITY & REINVESTMENT BY UK PHARM. FIRMS; ID OF 5-10 BIOTECH PROSPECTS; 2 TECH TRANSFERS OR JV'S BY UK MED EQPT MANUFACTURER.

AGRI & FOOD PRODUCTS & SERVICE ALL SUB-SECTORS  
INTENSIFY CORP. LIAISON WITH RESPONDENTS TO DIRECT MAIL CAMPAIGN & WITH MANUFACTURERS OF PRODUCT & EQPT IDENTIFIED BY DRIE AS TARGETS FOR IMPORT REPLACEMENT. PRESENT IOS TO INDUCE LEADING PROSPECTS TO UNDERWRITE THEIR OWN MKT RESEARCH.

ID 20-30 NEW PROSPECTS OF WHICH 5-10 WILL DO OWN RESEARCH; 5 WILL VISIT CDA, 1 MAJOR INVESTMENT, 2-3 SMALLER INVESTMENTS.

NON SECTORALLY ORIENTED ACTIVITIES

CONTINUE PRO-ACTIVE LIAISON WITH CBI, INST OF DIRECTORS, CDA/UK CHAMBER OF COMMERCE & OTHER APPROPRIATE ASSOCIATIONS TO SENSITIZE AS TO OBJECTIVES & ACTIVITIES PLANNED BY POST TO STIMULATE UK INVESTMENT IN CDA.

5-6 JOINT SEMS/CONFS WITH SUPPORT PARTICIPATION OF UK ASSOCS TO REINFORCE CDA AS INVESTMENT OPP TO EXPAND N.A. MARKET PENETRATION.

FORMALIZE COMMUNICATIONS OF PLAN, PRIORITIES & PROGRAMS WITH PROVINCES THROUGH QUARTERLY SCHEDULED MTGS WITH LDN HOUSES & SEMI-ANNUAL REPORTING TO OTHERS (6).

STREAMLINE PROSPECTING & FOLLOW-UP ACTIVITIES; A FORUM FOR IMPROVED TRACING OF PROV. SECTOR PRIORITY SHIFTS ON A TIMELY BASIS.

DEVELOP AN AUTOMATED INVESTMENT PROSPECT DATABASE TO ENSURE CAPTURE OF RESEARCH & ANALYSES UNDERTAKEN DURING PAST TWO YRS. WILL PROVIDE (A) READY TRIGGERING OF CONTACT FOLLOW-UP (B) LINKAGE TO SECTOR PRIORITIES; (C) PARENT/SUB STATUS WITH CDA; (D) FACILITY TO UPDATE FIN., OFF., CONT, ETC

EFFICIENT TRACKING FOR ALL POST PERSONNEL INVOLVED IN IDP. FACILITATE CONTINUITY OF PROGRAM DURING PERIODS OF POST PERSONNEL CHANGES. CURRENT STATUS INFO FOR MIN. VISITS



437 - LONDON

UNITED KINGDOM

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

BRITISH ELECTRONICS WEEK.  
CHILLED FOOD FAIR  
COMMUNICATIONS 88  
WILSON VISIT AND IOD DINNER  
CONFERENCE BOARD/CBI INVEST IN CDA SEMINAR  
IPAC SEMINARS  
BIOTECH/BIOMED PROSPECTING  
DEFENCE PROSPECTING PAPER

FOLLOW UP ON 8 EXISTING FILES & 5 NEW PROSPECTS.  
GRND WORK FOR OCT CHILLED FOOD MISSION TO UK &  
SAIL. -3 NEW PROSPECTS AND 4 SUSPECTS.  
SELL-OUT CROWD OF UK BUSINESS LEADERS;WELL REC'D  
UPBEAT INVSTMT MESSAGE BY MIN. WILSON.  
125 ATTENDEES:TOO FEW NEW IND'L INVSTMT PROS-  
PECTS.-VERY WELL ATTENDED;REC'D:ACTIVE FOLLOW UP  
UNDERWAY.-10-15 FIRMS IDENTIFIED WHO WILL VISIT  
CDA IN NEXT 6 MTHS AT OWN EXPENSES.-COMPLETED &  
CIRCULATED TO GOVT AND INDUSTRY CONTACTS.

QUARTER : 2

Min of Finance: Financial deregulation and tax  
reform update seminar

Shifted to 1st qtr (CBI seminar). 3 new pros-  
pects identified

Investment prospecting - IPEX

Investment effort deferred: primarily a sales  
show

Investment prospecting - Farnborough

Excellent meetings held with 2 leading British  
aerospace prospects. 1 licensing agreement  
announced

QUARTER : 3

-MINT visit: FTA update  
-Min of State Privatisation  
-industrial teaming: defence  
-health care processing  
-CBI annual conference  
-communications campaign  
-EI counselling sessions

-deferred to 4th quarter due to election  
-deferred  
-60 firms attended London Chamber seminar 23 Nov  
;specific follow-up with 5 firms  
-mtgs arranged at BHEC for DRIEMTL and prov of  
Quebec;7 leads being followed up;1 investment of  
\$1.5 million imminent  
-excellent networking session  
-focus: electronics; deferred to 4th quarter  
-deferred to 4th quarter due to lack of funds

QUARTER : 4

1. Provincial roundtable.
  2. MINT visit.
  3. OPCOT 89.
  4. Ontario EDO Mission.
  5. EI promotion.
  6. Targetted prospecting: Info Technologies.
  7. Defence Seminar.
  8. Electronics ad campaign.
- 
1. Good consultation to ensure coordination of

89/90 promotional plans. 2. Rousing Chamber  
speech to 300; 8 potential Nfld investors at  
breakfast. 3. 30 firms looking at collabora-  
tive R&D; joint ventures. 4. Good briefing to  
ensure 'best practice' investor servicing.  
5. About 60 high quality interviews; some prove  
ecstatic. 6. 2-3 good leads for follow up.  
7. 70 attended; 5 'hot' leads, 10 medium term.  
8. 34 responses so far.



REPORT 4A  
89/10/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST :437-LONDON

- Visit of Premier Bourassa of Quebec
- Visit of Ontario Treasurer, Nixon
- Visit of MINT, Deputy Minister Chauver, ADM Roy, ADM Dorsett
- West European Trade Commissioner Conference
- Visit of Min William Winegard/Ozone Conference
- Visit of PM Mulroney
- Manitoba/Minnesota Ministerial visit
- Seaway Joint Visit USA/Canada
- Several program related events relating to visit of Mr O'Neil and his candidacy for IMO Sec Gen Canada/UK Marketplace 89 with over 40 Canadian high tech companies participating.

MISSION	ACTIVITIES UNDERTAKEN IN QUARTER	SUMMARY RESULTS ACHIEVED
CANADA	<p>1 PARTICIPATED IN INFORMAL MEETINGS WITH INDUSTRY AGENTS.</p> <p>2 ASSISTED CAN COB TO APPOINT REPS MAKE SALES AND ARRIVE AT JOINT AGREEMENTS.</p>	<p>1 CAN COB PARTICIPATED IN INFORMAL SALES AND AGENCY AGREEMENT MEETING.</p> <p>2 REPS APPOINTED AND ONLY ENOUGH AND SET IN TOUCHED TO PHYSICAL MEETING, ONE AGREED TO BUY AGENTS AND LEGAL NEGOTIATING.</p>
SPAIN	<p>1 Assisted Copras with plans to open office in Madrid. Arrange program for visit by UK and Air Exchange Systems. Arrange meeting for Copras with INTL regarding COMESA Project TS Data Base.</p>	<p>Copras achieved \$1.5 million sales in 1987 with agent and should improve sales when new office. Key contacts established new agent and set up prospects.</p> <p>Copras and INTL very close JP.</p>
CANADA	<p>1 Assist CAN COB in their marketing efforts.</p>	<p>As a result of their support over past 2 years, CANADA opened an office in New York to market their food/beverage software. Following past recommendations by INTL, this office appointed new agent.</p>

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

POST :412-LYON

Visite officielle de M. Claude T. Charland (Ambassadeur) a  
Lyon les 30 et 31 janvier 1989.

Preparatifs pour la visite officielle du Premier Ministre de  
l'Ontario a Lyon le mardi 4 Avril 1989.

Creation de l'Association Drome-Quebec/Presentation de  
l'Economie canadienne par le Consulat.

Visite de M. Serge Hebert (Mist/Montl) a Lyon du 13 au 25  
mars 1989 - Secteur biotechnologie.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :407-MADRID

005-ADVANCED TECH. PROD. & SERV  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REPORT DETAILS OF NEW TELECOMMUNICATION LAW CURRENTLY BEING DEBATED IN PARLIAMENT WHEN LEGISLATION IS APPROVED.

LAW SHOULD IMPROVE MARKET ACCESS FOR BROAD RANGE OF CDN PRODUCTS.

SUPPORT NORTHERN TELECOM'S JOINT VENTURE WITH THE ABENGOA GROUP IN ATTEMPTS TO MARKET PABX TO BARCELONA 92 OLYMPICS, SEVILLE 92 WORLD'S FAIR AND STATE RAILWAY.

SALE OF ONE PABX OF \$5M.

ASSIST IMAX CORP TO FOLLOW UP ON SEVERAL SOLID LEADS FOR IMAX/OMNIMAX THEATRES.

INSTALLATION OF AT LEAST ONE IMAX/OMNIMAX THEATRE IN SPAIN.

SHOULD SPAIN GO AHEAD WITH ITS OWN COMMUNICATION SATELLITE,ASSIST SPAR,TELESAT ETC TO PARTICIPATE IN PROJECT.

CDN PARTICIPATION COULD RESULT IN UP TO \$200 MILLION OF SALES.

PREPARE ARTICLE ON THE MARKET FOR COMPUTER SOFTWARE IN SPAIN FOR PUBLICATION/DISTRIBUTION IN CANADA.

INTEREST 5 NEW COMPANIES IN THE SPANISH MARKET.

DETERMINE MARKET OPPORTUNITIES IN THE STAR RURAL COMMUNICATIONS PROJECT BY CALLING ON TELEFONICA.

POSSIBLE CDN PARTICIPATION IN THIS \$300 MILLION PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PARTICIPATE IN INFORMAT 88 BARCELONA WITH INFO BOOTH.

6 CDN COS PARTICIPATED AT INFORMAT. SALES AND AGENCY AGREEMENTS PENDING.

ASSIST CDN COS TO APPOINT REPS,MAKE SALES AND ARRIVE AT JV AGREEMENTS.

MITEC APPOINTED AGENT.KEY EXCHANGE AND STM INTRODUCED TO POTENTIAL AGENTS.CMC INTRODUCED TO PTT.ROYLE AND LEBLANC NEGOTIATING.

QUARTER: 2 Assist Cognos with plans to open office in Madrid. Arrange programs for visit by MMA and Key Exchange Systems. Arrange meeting for Cognos with ENTEL regarding EUREKA Project 79 - Data Base.

Cognos achieved \$1.5 million sales in 1987 with agent and should improve sales with own office. Key Exchange appointed new agent and MMA has prospects. Cognos and ENTEL may form JV.

QUARTER: 3 Assist Cdn cos in their marketing efforts.

As a result of post support over past 2 years COGNOS opened an office in Madrid to market their Powerhouse software. -Following post recommendation Guildline Instruments appointed new agent.



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89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :407-MADRID

005-ADVANCED TECH. PROD. & SERV  
SPAIN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Assist Cdn cos in their marketing efforts.  
Prepare for official Cdn participation in  
Informat Trade Show in Barcelona in June.

Leigh Instruments - \$1.85 mn sale of 2 TACAN  
Systems w/option for 8 more. CAE - \$11.5 mn  
sale of MD 87/88 flight simulator to Iberia.  
IMAX \$3 mn sales of IMAX theatre to Bclna Port  
Authority & ONIMAX theatre to EXPO 92.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :407-MADRID

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

## ALL SUB-SECTORS

POST IS MAINTAINING CONTACTS WITH MOD PURCHASING DIRECTORATES,  
THE ASSOCIATION OF DEFENCE EQPT MFRS AND MAJOR LOCAL DEFENCE CON-  
TRACTORS.

STIMULATES SPANISH DECISION-MAKERS TO CONSI-  
DER CDN COS AS JOINT-VENTURE PARTNERS ON NEW  
MAJOR DEVELOPMENT PROGRAMS.

ASSIST CANADAIR IN ITS EFFORTS TO CONVINCE FOREST PROTECTION  
AGENCY AND SPANISH AIR FORCE TO MODERNIZE EXISTING FLEET OF  
CL 215S AND ADD TO IT.

THERE IS POTENTIAL FOR \$100 MILLION SALE.

INVITE SPANISH AIR FORCE CONTRACT NEGOTIATING TEAM TO VISIT THE  
CANADAIR/CAE F18 INTEGRATED TEST FACILITY AT COLD LAKE.

\$30 MILLION SUB-CONTRACT TO ERIA/INISEL AND  
ESTABLISHMENT OF LONG TERM INDUSTRIAL COOPE-  
RATION.

PREPARE NEW MARKET GUIDE AND CONTACT LIST FOR DISTRIBUTION AT  
HI-TEC.

ASSIST 5 CDN COMPANIES TO FIND REPRESENTATION  
IN SPAIN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVESTIGATE SPAN VIEWS RE FRAMEWORK MOU FOR IN-  
DUSTRIAL COOP IN DEFENCE PRODUCTS. - ASSIST CDN  
COS IN THEIR MARKETING EFFORTS. - ASSIST CDN  
MEMBERS OF NATO INDUSTRIAL ADVISORS GROUP DURING  
VISIT TO SPAIN.

SPANISH VIEWS ON MOU REPORTED TO OTTAWA. -MKT  
INTELLIGENCE PROVIDED TO BRISTOL AEROSPACE AND  
CANADAIR. - CDN NIAG DELEGATION WAS BRIEFED ON  
SPANISH DEFENCE INDUSTRY AND MADE PLANT VISITS.

QUARTER: 2 Arrange for IVI rep to call on Span Air Force  
& local ammo manufacturer..  
Assist Canadair to plan important public rela'ns  
exercise commemorating 50,000 hrs flying time of  
CL-215 in Spain.

Possibilities exist for direct sales and a JV.  
Ceremony will be held at Torrejon Air Base in  
Oct. attended by key decision-makers.

QUARTER: 3 Organize investment seminar with Ont Govt aimed  
at Spanish defence mfrs. -Organize CL215 comme-  
moration ceremony. -Visit CESELSA, Spain's  
leading private sector co in flight simulation  
and ATC.

Sem. was attended by 20 cos. One serious invstmt  
enquiry. -Spain has issued LOI to renew CL215  
fleet. -Personal contact established w/CESELSA  
management which is interested in cooperating  
with Cdn cos.

QUARTER: 4 On going marketing support for Canadair CL 215.  
Follow up with Instalaza re investment in Canada

Contract negotiations are being held for \$200  
million sale of 15 aircraft.  
Instalaza invited to visit Armx Trade Show in  
Ottawa in May to meet with possible JV partner.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :407-MADRID

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO COORDINATE MARKETING EFFORTS OF CANADIAN SUPPLIERS OF URBAN TRANSIT GOODS AND SERVICES WITH LOCAL PARTNERS.

SUBMISSION OF COMPETITIVE JOINT-VENTURE BIDS FOR URBAN TRANSIT REQUIREMENTS IN BARCELONA AND SEVILLE.

ORGANIZE VISIT BY EDC REP TO BARCELONA AND SEVILLE TRANSIT AUTHORITIES, STATE RAILWAY, COMMUTER AIRLINES AND IBERIA.

EDUCATE PROSPECTIVE CLIENTS AS TO FINANCING AVAILABLE FOR MAJOR PURCHASES FROM CANADA.

CALL ON MANAGEMENT OF NEW COMMUTER AIRLINES AS THEY ARE FORMED TO PROMOTE CDN AIRCRAFT AND CONSULTING SERVICES AND EXPLAIN EDC FINANCING.

GENERATION OF A NUMBER OF REQUESTS FOR PROPOSALS.

CALL ON IBERIA TO DISCUSS THEIR FLIGHT SIMULATOR REQUIREMENTS IN VIEW OF PLANNED PURCHASES OF NEW BOEING AND AIRBUS AIRCRAFT.

OPPORTUNITY FOR CAE TO BID TO IBERIA.

CALL ON RENFE TO DISCUSS IMPORT REQUIREMENTS IN CONNECTION WITH RAILWAY MODERNIZATION PROGRAM.

CDN SUPPLIERS WILL BE ADVISED OF ANY OPPORTUNITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROMOTE SALE OF CDN AIRCRAFT TO NEW REGIONAL AIRLINE. - PROMOTE CDN URBAN TRANSPORT TO BARCELONA.

MKT INTELLIGENCE PROVIDED TO DE HAVILLAND. CONTACT MAINTAINED WITH BARCELONA CITY OFFICIALS .VISIT TO CDA ARRANGED FOR CATALAN TRANSPORT OFFICIALS TO MEET WITH UTDC.

QUARTER: 2 -----

QUARTER: 3 Promote Cdn urban transport to City of Barcelona.

Personal contact established with UTDC licensee, Barcelona Transport, City and Regional Govts by new Trade Commissioner in Barcelona.

QUARTER: 4 Promote Cdn urban transport to city of Barcelona.  
Assist De Havilland to market DASH 8.

City has called for proposals. UTDC/MACOSA will bid.

De Havilland's new Director of Marketing for Europe and Africa visited and was briefed on Spanish market.



REPORT 4  
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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :407-MADRID

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

ORGANIZE VISIT OF MONDRAGON GROUP TO CANADA TO INVESTIGATE INDUSTRIAL COOPERATION AND RETURN VISITS TO SPAIN BY INTERESTED CDN COS.

ONE OR TWO INDUSTRIAL COOPERATION AGREEMENTS.

ASSIST MONENCO TO PRESENT UNSOLICITED PROPOSAL FOR WATER DESALINATION/THERMAL POWER PLANT IN CANARY ISLANDS.

SHOULD PROJECT GO AHEAD SEVERAL CDN EQPT SUPPLIERS WOULD HAVE OPPORTUNITY TO BID TO SUPPLY MACHINERY OF \$60M.

FOLLOW UP WITH CDTI TO DETERMINE WHETHER THEY AGREE TO MOU ON COOPERATION WITH NRC.

OPPORTUNITIES FOR TECHNOLOGY TRANSFER WHICH COULD LEAD TO MACHINERY SALES.

ESTABLISH DIRECT CONTACT WITH MAJOR LOCAL COS IN SECTOR TO INTRODUCE CDN EXPERTISE AND EQUIPMENT TO THEM.

STIMULATE ENOUGH INTEREST TO ARRANGE MARKET VISITS TO AND FROM CDA AIMED AT INDUSTRIAL COOP AND TRANSFER OF TECHNOLOGY.

CONDUCT A MARKET SURVEY TO IDENTIFY WASTE & WATER TREATMENT EQUIPMENT MARKET OPPORTUNITIES FOR CDN FIRMS. DISSEMINATE IT TO TRADE ASSOCIATIONS.

ATTRACT 6 NEW CDN COMPANIES TO THE SPANISH MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST AECL TO ARRANGE ONE DAY SEMINAR ON SERVICES & EQPT FOR NUCLEAR WASTE TREATMENT.  
ASSIST DRIE OFFICER ON TECHNOLOGY PROSPECTING MISSION.

AECL SEMINAR WAS SUCCESSFUL - ATTENDED BY 50 SPANISH NUCLEAR OFFICIALS.  
PROSPECTING MISSION COMPLETED.

QUARTER: 2 Introduce KSI to FUNCOR of Mondragon Group.  
Arrange program for NRC rep to investigate joint R&D projects.

KSI will submit \$3 million bid in JV with FUNCOR on abattoir project.  
5 projects identified with good potential for 4 R&D agreements before end of year.

QUARTER: 3 Liaise between NRC/CDTI on technology transfer.  
Plan environmental eqpt mission with ISTC sector specialist.  
Visit by Monenco rep.

There are 7 or 8 j.v./transfer of tech agreements under active consideration.-Spanish environmental eqpt mission to visit Cda-Globe 90 Fair in Mar 1990.-Monenco asked to bid on submarine cable to Morocco.

QUARTER: 4 Promote Globe 90 Environmental Fair to Spanish organizations.  
Promote Spanish participation in Transtech Fair in Montreal.

Several cos plan to attend this Fair in March 1990 in Vancouver.  
Arranged program of calls in Madrid & Barcelona for 4 man del from Transtech. INI has agreed to exhibit.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :407-MADRID

002-FISHERIES,SEA PRODUCTS & SERV.  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & OTHER PROD

PREPARE COMPREHENSIVE MARKET STUDY FOR FISHERIES PRODUCTS IN SPAIN AND DISSEMINATE IT TO CANADIAN INDUSTRY.

CANADIAN SUPPLIERS WILL BE ENCOURAGED TO TAKE A MORE ACTIVE INTEREST IN SPANISH MARKET.

ORGANIZE RETURN VISIT BY NEWFOUNDLAND DELEGATION TO THE BASQUE FISHING INDUSTRY.

PRODUCT SALES, MARKETING AND INDUSTRIAL COOPERATION AGREEMENTS TO \$5M.

CONTINUE TO ASSIST SPANISH FISHING COMPANIES INTERESTED IN INVESTING IN CANADIAN FISHERIES SECTOR.

IMPROVE ACCESS TO SPANISH MARKET AND THIRD COUNTRY MARKETS TRADITIONALLY SERVICED BY SPANISH COS.

IDENTIFY COMPANIES IN NOVA SCOTIA, NEW BRUNSWICK & PRINCE EDWARD ISLAND INTERESTED IN REACHING A LONG TERM CONTRACT WITH HISPANAGAR S.A. TO SUPPLY SEAWEED (CHONDRUS CRISPUS) ON REGULAR BASIS.

POTENTIAL IS APPROX. 1,000 MT PER YEAR OF \$0.5M.

APPROACH SPANISH MINISTRY OF HEALTH WITH A VIEW TO EASING THE DEPURATION REQUIREMENTS ON IMPORTED LIVE CLAMS.

PROVIDE REGULAR MARKET TO SHELLFISH EXPORTERS IN B.C.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RESPOND TO OTTAWA'S SUGGESTION FOR FISHERIES MISSION TO SPAIN LATER THIS YEAR.  
PROMOTE CDA/SPAIN JVS IN FISHERIES.

FOLLOWING CONSULTATION,MISSION NOW PLANNED FOR OCTOBER.  
PEBSA HAS ARRANGED JV IN NOVA SCOTIA.

QUARTER: 2 Organize soybean mission to Canada.  
Organize fisheries Mission to Spain.

Mission postponed due to problems in Spain.  
10 Cdn companies will visit Madrid, Barcelona, San Sebastian, Vigo and La Coruna in Oct.

QUARTER: 3 Organize Fisheries Mission to Spain.  
Attend SIAL Fair in Paris.  
Promote Royal Winter Fair in Toronto.

Mission was very successful resulting in many new sales. -Many Cdn cos interested in Spain were provided info on Spanish buyers. -Very large group of Spanish officials/cattle buyers attended.

QUARTER: 4 Provide information on Spanish fleet/fishing activity in NAFO.

Briefed Deputy Director of EPA during visit and telexed report on Spanish NAFO activity to Ottawa.



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :407-MADRID

014-EDUCATION, MEDICAL, HEALTH PROD  
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

GENERAL MARKET SURVEY WILL BE PREPARED TO IDENTIFY SPECIFIC SECTORS OFFERING BEST OPPORTUNITIES.

IMPROVE OUR CAPABILITY TO SOURCE POTENTIAL EXPORTERS IN CANADA. INFORM EXPORTERS OF LOCAL OPPORTUNITIES.

VISIT BARCELONA TO CALL MAJOR IMPORTERS IN SECTOR.

INFORM IMPORTERS OF AVAILABILITY OF CDN PRODUCTS AND DETERMINE THEIR INTEREST.

CONTACT 15 MAJOR CDN COMPANIES IN BIOTECHNOLOGY AND HITECH MEDICAL INSTRUMENTS/APPARATUS FIELDS TO DETERMINE THEIR INTEREST IN THE SPANISH MARKET.

INDUCE 3 COS TO UNDERTAKE NEW MARKETING ACTIVITY IN SPAIN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENCOURAGE CDN COS TO INVESTIGATE SPANISH MARKET.  
ORGANIZE PARTICIPATION IN HOSPITALIA'88 NOV 8-11 IN MADRID.

ENQUIRIES AND SALES HAVE DOUBLED OVER LAST YEAR. BUDGET ASSIGNED BY OTTAWA. SPACE BOOKED. FIRMS BEING CANVASSED FOR LITERATURE.

QUARTER: 2 Organize info booth at Hospitalia Fair in Nov.  
Organize visit of SAIOLAN (Mondragon Group) to Canada to meet with biotechnology firms.

Ont Govt has agreed to share costs. SAIOLAN identified 5 cos who they wish to import from or form JVs with.

QUARTER: 3 Organize information booth at Hospitalia in collaboration with Ontario Govt.

110 enquiries received at Fair. There is growing interest in Canada by cos in this sector.

QUARTER: 4 On-going promotion of Cdn products.

Visited major labs in Barcelona. APO Diagnostics appointed agent and made \$31000 sale.



REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

407 - MADRID

SPAIN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV.	MANUFACT & MATERIAL PLANT, EQP.	
FOLLOW UP THE MONDRAGON MISSION TO CANADA WITH AN INVESTMENT SEMINAR IN MONDRAGON AIMED AT THE 130 MEMBER COS, MANY OF WHOM ARE MACHINE TOOL MFRS.		AT LEAST ONE OR TWO JV ARRANGEMENTS IN CANADA.

FISHERIES, SEA PRODUCTS & SERV.	FISH & SHELLFISH & OTHER PROD	
FOLLOW UP THE BASQUE/NEWFOUNDLAND RECIPROCAL VISIT WITH AN INVESTMENT SEMINAR INVIGO TO EXPLAIN THE OPPORTUNITIES FOR SPAN INVESTMENT IN CDN FISHERIES.		\$10 MILLION OF INVESTMENT IN CANADA.

EDUCATION, MEDICAL, HEALTH PROD	PHARMACEUTICALS, BIOTECHNOLOGY	
IDENTIFY 5 OR 6 LEADING BIOTECH/MEDICAL EQPT COS AND CALL ON THEM TO EXPLAIN THE BENEFIT OF INVESTMENT IN CANADA.		ONE SOLID INVESTMENT LEAD.

NON SECTORALLY ORIENTED ACTIVITIES

SPAIN IS LIBERALIZING ITS REGULATIONS CONTROLLING SPANISH INVESTMENT ABROAD. WE WILL MEET WITH THE SPANISH ASSOCIATION OF BUSINESS ENTERPRISES TO PROVIDE INFO ON CANADA.	INFLUENCE CORPORATE AND INSTITUTIONAL INVESTORS TO CONSIDER INVESTMENT IN CANADA
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REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

407 - MADRID

SPAIN

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

WE ARE PROMOTING NETWORK 88 CONVENTION IN MTL.  
ARRANGED CALLS DURING VISIT OF DRIE/GSTM ON INVESTMENT PROSPECTING MISSION FOR RESOURCE EQUIP.  
PARTICIPATE IN CDN CHAMBER OF COMMERCE SEMINAR "DOING BUSINESS IN SPAIN" IN TORONTO, JUNE 16/88.  
ASSIST CDN CO TO ACQUIRE SPANISH TECH FOR FIRE-FIGHTING EQUIPMENT.

NIL  
NIL  
SEMINAR ATTENDED BY 50-60. CONSCIOUSNESS RAISED REGARDING POSSIBILITIES FOR 2 WAY INVESTMENT, INDUSTRIAL COOP, JVS ETC.  
NEGOTIATIONS PROCEEDING WITH SPANISH CO.

QUARTER : 2

Report growing interest of Span cos to invest in Cdn fisheries sector and request policy guidance  
-Assist Cdn development company interested in investing in Spain to meet with Madrid and Barcelona municipal authorities and regional governments.  
Arrange investment prospecting visit to Canada by President of Repsol - Spain's largest co.

Awaiting reply to two long telexes.  
Co. was able to collect useful planning info on which to base investment decision.  
Visit postponed to 1989.

QUARTER : 3

Investment Seminar in cooperation with Ontario and AFARMADE (Span Defence Mfrs Assoc).  
Briefed journalists from Toronto Star and Globe and Mail on Spanish economy.

20 companies attended seminar which resulted in 1 serious investment enquiry. 100 cos will receive follow-up info packages.  
Articles on Spain appeared in both publications.

QUARTER : 4

Investment Seminar held in Valencia with Chamber of Commerce.  
Follow up lead generated at Ontario Defence Investment seminar in December.  
Follow up with Spanish co interested in making investment in ceramic tile plant.  
Ambassador addressed American Club of Madrid on "Canada in the 90's" which had investment promotion message.

60 people attended seminar. Meetings held with 30 cos which generated 2 or 3 new leads.  
Spanish company will likely visit ARMX in May in Ottawa for meeting with possible JV partner.  
Direct contact established with Investment Canada. Background info provided on Cdn industry. Spanish co will likely meet with Cdn cos interested in JV at Chicago Ceramics Trade Show in May.

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

POST :407-MADRID

Move into new commercial office in Barcelona took many days  
of officer and secretary's time.

Participation in Fitur took 10 days of officer time.

Preparation for Fur Seminars in April took 5 days of officer  
time.

Meetings to plan establishment of the Hispano-Canadian  
Association took 5 days of officer time.

Org'n of & part'n in a conference to promote the St.Lawrence  
Seaway & Cdn ports took several days of officer time.

Preparation and planning for MINT Mission to Spain in June  
began.

Visit of 4 member delegation to promote Transtech took 5  
days of officer time.

WIN training took several days of officer time.



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :404-MILAN

009-FOREST PRODUCTS,EQUIP,SERVICES  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

CONSOLIDATE FOREST PRODUCTS STRATEGY COORDINATING ACTIVITY OF COFI(COUNCIL OF FOREST IND BC)& BPIB(QUEBEC LUMBER MFGR)AS PER STRATEGY DOC.SUBMITTED TO ALL INTERESTED PARTIES,JANUARY 1986.

2"WOOD BUILDING"CONFERENCES,JOINTLY WITH COFI/BPIB IN MAJOR CITIES TARGETED AT PROFESSIONAL AUDIENCES IN UDINE AND GENOA(ARCHITECTS,ENGINEERS,BUILDERS).

25 TRADE LIAISON CORPORATE VISITS TO ALL MAJOR LUMBER AND PLYWOOD BUYERS THROUGHOUT ITALY.

DEVELOP COORDINATED MKTG APPROACH TO AVOID CDN ENTITIES COMPETING WITH EACH OTHER (BY HOLDING MONTHLY MEETINGS WITH THEM).

IMPROVE DISSEMINATION OF TECHNICAL INFO FROM CDN INDUSTRY & BRING ABOUT GREATER AWARENESS OF CDN LUMBER SUPPLY POTENTIAL.

EXPANDED SALES FRO SOFTWOOD,HARDWOOD AND PLYWOOD. ESTABLISH 6 NEW MAJOR DISTRIBUTORS(2 FOR SOFTWOOD,3 FOR HARDWOOD,1 FOR PLYWOOD).

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 ORGANIZE MEETING ON BEHALF OF QUEBEC FOREST EQUIPMENT MISSION.  
ORGANIZE CDN ACTIVITY & DELIVER SPEECH AT TRIESTE CONFERENCE. CONTINUE TO REVITALIZE IMPORTER/DISTRIBUTOR/REP CONTACTS.

QUARTER: 2 Assist in organization of Italian Forestry Commission Mission to Cda to source/buy Cdn forest prods.; Assist in organization of Italian plywood buyers mission to Canada; On responsive basis,assist Cdn coys to find agents/sell.

QUARTER: 3 Follow up on incoming Italian buyers mission to Cda(plywood)& Italian Forestry Comm.Mission also to Cda;evaluate possible Cdn involvement in wood chips projects on Northern Adriatic Coast;on-going assistance to Cdn exporters.

QUARTER: 4 a)Support and assist in organization of visits & activities of Cdn coys on MINT mission to Milan.  
b)Visit trade fairs in territory to evaluate potential use and gather info for Cdn inquiries.

SUCCESSFUL ONE ON ONE MTGS ARRANGED AT INTERBIMALL WDWKRG MACH. EXH. C.O. DELIVERED SPEECH TO OLD AND NEW CONTACTS ON CDA'S EXPORT CAPABILITY. 9 NEW BUYING/AGENCY CONNECTIONS WORTH ABOUT CDN \$1.9 MILLION.

Both missions left as planned with full program; results will be known next quarter. Five new buying connections or export. Sales agreement concluded.

4 sales agreements and/or agency relationships were established as a result of visits to Cda; reported on an initiated sourcing procedures for projects;1 proposed jv(Larden Minerals)worth millions and several lumber/wood sales.

a)MINT mission members made good contacts with potential partners/clients.  
b)Two new Cdn exporters made trial sales and potential jv nearing conclusion.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :404-MILAN

002-FISHERIES,SEA PRODUCTS & SERV.  
ITALY

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	PREPARE REPORT ON FROZEN SALMON MARKET IN NORTHERN ITALY HIGHLIGHTING PREFERRED SPECIES AND HEALTH REGULATIONS.	CAPTURE GREATER SHARE OF GROWING FROZEN SALMON IMPORTS MARKET.
	ORGANIZE PROMOTIONAL DINNERS IN COOPERATION WITH AGENTS AND IMPORTERS TARGETTED AT SELECTED AUDIENCES (E.G. RESTAURANTERS,ASSOCIATIONS,INSTITUTIONS).	INCREASED AWARENESS & CONSUMPTION OF QUALITY CANADIAN FISH (SALMON,COD,LOBSTER,CLAMS).
	IDENTIFY ALL ITALIAN SMOKE HOUSES FOR SALMON PRODUCTS AND DISTRIBUTE LIST OF QUALIFIED CANADIAN FRESH SALMON EXPORTERS.	EXPANDED SUPPLIER NETWORK OF FRESH SALMON PRODUCERS IN CANADA.
	DIRECT QUARTERLY MAIL TO ITALIAN IMPORTERS AND DISTRIBUTORS RE CANADIAN SUPPLY AND PRICES.	INCREASED AWARENESS FOR PROGRAMMED PROCUREMENT REQUESTED BY ITALIAN BUYERS.
	ORGANIZE CANADA DAY FISH PROMOTION & RECEPTION IN COOPERATION WITH NATIONAL ITALIAN IMPORTERS UTILIZING DIRECT MAIL AIMED AT CONSUMERS,LOC.DISTRIBUTORS & SPECIALIZED TRADE MEDIA.	ATTENDANCE BY MAJOR TRADE CONTACTS & PUBLICATION OF RELATED INFORMATION IN MAJOR ITALY FISH INDUSTRY PUBLICATIONS (GRATIS).
	PREPARE PERSPECTIVE REPORT ON POSSIBLE IMPORTS OF CANNED TUNA TO ITALY.	DETERMINE IF VIABLE MARKET EXISTS FOR CANADIAN PRODUCT.

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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 IDENTIFY AND APPOINT NEW DISTRIBUTORS AND IMPORTERS FOR LIVE AND FROZEN LOBSTERS,SALMON & GRND FISH. ORG. PART'N IN THE INT'L FISHING EQPT. & FISH PRODS FAIR IN ANCONA (THE LARGEST IN THE MEDITERRANEAN).	3 MAJOR IMPORTERS/DISTRIBUTORS APPOINTED WITH SHARP INCREASE IN IMPORTS OF FISH PRODS. POOR RESPONSE FROM CDN FIRMS - MUCH INTEREST PART OF INTL PARTS - RECOMMEND RELUCTANTLY WE DO NOT APPLY TIME, EFFORT, RESOURCES IN THE FUTURE.
	QUARTER: 2 -----	
	QUARTER: 3 Participate in and support local agents Xmas smoked salmon promotional campaign and lobby Ancona Fish and Fish Equipment Fair for Canadian participation;respond to Cdn coys inquiries.	Most exhr's expect signif.sales and/or apptmt of an agent over next 12 mths or otherwise come out with good understanding of local informatics mkt BIMU,SICURREZZA & Nuove Techn.fair visits unveiled ongoing jv discussions & agency agreements.
	QUARTER: 4 Series of visits to various importers and distributors as well as to fish market.	Allowed exchanges of information on prices, market trends, etc. Also new contacts made and support provided to agents of Cdn exporters.









REPORT #5 QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
89/10/06 FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

404 - MILAN

ITALY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

AGRI & FOOD PRODUCTS & SERVICE FOOD HANDLING, PROCESSING EQUIP  
ESTABLISH CONTACT WITH POTENTIAL ITAL. INVESTORS THROUGH APPROPRIATE  
INTERMEDIARIES & VISITS TO EXHIB. & TRADE FAIRS. DEVELOP INTEREST  
THROUGH FOCUSED MAILINGS & CORP. VISITS. FOLLOWUP ON INVEST. LEADS.

IDENTIFY ITALIAN CAPABILITY & GENERATE  
AWARENESS OF CDAS INVESTMENT OPPORTUNITIES  
DEVELOP 5 LEADS.

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.  
DEVELOP A PROGRAM OF TAILORED SEMINARS & CORPORATE CONTACTS IN COOP  
WITH APPROPRIATE ASSOC. SUCH AS UCIMU A LEADING ITALIAN MACHINE TOOL  
ASSOC. TO ENCOURAGE INVESTMENT THROUGH JVS & TECHNOLOGY TRANSFERS TO  
CDA.

IDENTIFY & MATCH INTERESTED CDN & ITALIAN  
PARTIES. EXCHANGE OF VISITS AT CO. &  
ASSOC. LEVEL BETWEEN 2 COUNTRIES. DEVELOP  
2/3 INVESTMENT LEADS.

FOREST PRODUCTS, EQUIP, SERVICES ALL SUB-SECTORS  
FOLLOWUP ON LEADS DEVELOPED THROUGH TRADE DEVELOPMENT PROGRAM LIAISE  
WITH APPROP. ASSOC. ATTEND FORUMS SUCH AS TRADE SHOWS & MEET WITH  
INDIVIDUAL COMPANIES TO PROMOTE ACTIVITY IN CDAS MOST IMPORTANT  
SECTOR.

IDENTIFY ITALIAN INTEREST IN CANADIAN MAR-  
KET & PROMOTE INVESTMENT COOPERATION/TECH  
TRANSFER. DEVELOP 2/3 INVESTMENT PROSPECTS

ADVANCED TECH. PROD. & SERV ALL SUB-SECTORS  
CONTACT KEY ASSOCIATIONS SUCH AS ANIE TO DEVELOP A PROGRAM OF INVEST-  
MENT PROSPECTING. FOLLOWUP ON LEADS TO GENERATE AWARENESS OF CDAS  
NEEDS & CAPABILITIES.

IDENTIFY ITALIAN CAPABILITY PARTICULARLY  
IN ROBOTIS MACHINING CTRS & AUTOMATION &  
GENERATE INVESTMENT & TECH. TRANSFER  
PROSPECTS.

CONSUMER PRODUCTS & SERVICES ALL SUB-SECTORS  
FOLLOWUP ON LEADS WITH INFO DEVELOPED IN CONJUNCTION WITH DRIE &  
PROVINCES. PRESENT INFORMATION TO SELECT GROUP OF COS. ENCOURAGE  
EXCHANGE OF VISITS FOLLOWUP WITH CORPORATE CALLS.

IDENTIFY INVESTMENT PROSPECTS AND ENCOUR-  
AGE THEM TO SERIOUSLY LOOK TO CDA FOR  
INVESTMENT OPPORTUNITIES.

EDUCATION, MEDICAL, HEALTH PROD ALL SUB-SECTORS  
DEVELOP A PROGRAM OF SPECIAL PRESENTATIONS & CO. INTERVIEWS/VISITS IN  
COOPERATION WITH ASTRU & OTHER ASSOCIATIONS. WORK WITH DRIE PROV. &  
RESEARCH ORGANIZATIONS TO IDENTIFY CDN CAPABILITY & NEEDS TO DEVELOP A  
PROMOTIONAL PACKAGE GEARED TOWARDS ITALY.

DETERMINE IF INVESTMENT PROSPECTS EXIST.

## NON SECTORALLY ORIENTED ACTIVITIES

LIAISE WITH INDUSTRIAL & REGIONAL ASSOC. FINANCIAL & OTHER INTER-  
MEDIARIES TO IDENTIFY ITALIAN SECTOR COS. WHICH MATCH CDAS SECTORAL  
PRIORITIES. FOLLOWUP WITH SELECTIVE & INFORMATIVE MAIL OUT CAMPAIGN.

COMPILE A LIST OF POTENTIAL ITALIAN INVES-  
TORS IN CANADA. FORMULATE SECTOR TARGETTED  
PROGRAMS BEST SUITED TO ATTRACT ITALIAN  
INVESTMENT.

DEVELOP A FLEXIBLE BUT CONCISE COMMUNICATION PACKAGE TO PROMOTE  
ITALIAN INVESTMENT TO CANADA. IDENTIFY & ESTABLISH CONTACT WITH APPROP  
MEDIA FORUMS.

INCREASE AWARENESS OF CANADA AS A GOOD  
AREA FOR INVESTMENT.

DEVELOP & IMPLEMENT A CAREFULLY TAILORED CORPORATE PROSPECTING PROGRAM

GENERATE & FOLLOWUP ON INTEREST IN INVEST-  
ING IN CDA & DEVELOP COMPANY PROFILES &  
CASE HISTORIES.



REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

404 - MILAN

ITALY

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER  
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RESULTS REPORTED  
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QUARTER : 1

CONTACT INTERMEDIARIES (ASSOCIATIONS/FINANCIAL)  
CORPORATE LIAISON  
UNDERTAKE REVIEW OF IDP IN N. ITALY TO DATE

CONTACTED AND ESTABLISHED RAPPORT WITH 25 ORGANIZATIONS.  
VISITED SIX COMPANIES.  
NEARLY COMPLETED.

QUARTER : 2

Continue to develop and nurture institutional & industrial contacts (i.e. associations) with whom promotional activities can be mounted.  
Complete study on plastic sector.  
Initiate planning portion of investment seminar campaign.

Network of well-established contacts that can be counted on as resource-persons and/or to contribute to, or participate in Cdn investment activities.  
Study completed and translated in Italian.  
One seminar confirmed in Florence (Nov.88) and two more in Torino and Milan (tentatively Feb. and March respectively).

QUARTER : 3

Continue program of corp.liaison visits in post priority sectors to uncover investment opportunities. Continue to develop contacts with intermediaries in financial sector. Complete study on Italian investment potential and on plastics sector. Assist in organization of Quebec Ind.Comm. Investment prospection mission to Torino,Udine, Florence

approx.thirty(30)valuable contacts and/or good leads identified. identified two(2)banks with apparent interest in the Cdn mkt & willing to co operate with post activities. completed;in printing. yielded fairly extensive list(100 or so) of Ital.coys with commercial interests in Cda & new potential allies/partners for post among local and regional trade associations.

QUARTER : 4

MINT Visit.  
Corporate Liaison.  
Market analysis.  
Visits to intermediaries.

Turn out of 150 people at luncheon, good impulse to investment program and significant media profile.  
Three Italian prospects re-visited with consequent progress on files.  
Plastics sector study completed and several opportunities identified.  
Expanding network of supporters of inv. in Cda.



REPORT 4A  
89/10/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST :404-MILAN

Ministerial mission (MINT) accompanied by twelve CEO's of  
Cdn corporations.

Ontario Economic Development Officers Industrial Coop.  
Mission (Ind. Commissioners).

TRANSTECH MISSION - to promote tech transfer exhibition in  
Montreal.

INFOTECH 89 - TIP officers tour in Canada.

Trade Commissioners' Conference in London.

Commercial Officer participation in ISPO 89 - Sporting goods  
Exhibition.

Montreal Urban Community Investment promotion Seminar.

COMISPEL Fur Fair - Cdn Mink Breeders Association participa-  
tion as exhibitor.

RSO and COSICS Team visits.





REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :475-MOSCOW

001-AGRI & FOOD PRODUCTS & SERVICE  
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

EMBRYO TRANSFER CONTRACTS AND ESTABLISHMENT OF JOINT VENTURES FOR CANADIAN FIRMS.	\$1 MILLION
RESOLUTION OF VETERINARY OBSTACLES; SEMEN (SHEEP, BOAR, CATTLE)	\$1 MILLION
VEGETABLE STORAGE, HANDLING AND TRANSPORT EQUIPMENT AND TECHNOLOGY TRANSFERS	\$1.5 MILLION
SWINE, CATTLE AND DAIRY SEMINARS SPONSORED BY AG CANADA	LONG TERM BUSINESS
FOLLOW UP TO CHAIRMAN OF SOVIET GOSAGROPROM VISIT TO CANADA (JUNE 1987)	\$5 MILLION
ASSISTING PROVINCE OF ALBERTA AGRICULTURE IN IMPLEMENTING JOINT AGREEMENT WITH RUSSIAN REPUBLIC	\$2 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSISTED IN BULLS/HORSES SALE AND PURCHASE AGREEMENTS FOR ROWNTREE FARMS AND CCC.

CONTRACTS SIGNED AND DEALS COMPLETED.

QUARTER: 1 ONTARIO AGRICULTURE MISSION.

SUPPORTED COMPANIES ESTABLISHING FIRST CONTACTS IN USSR MARKET.

QUARTER: 2 Supported Soviet-Canadian Technical Livestock Seminar

Major presentations given to leading Soviet specialists in Kiev & Moscow by over 16 Cdn specialists in Agric.

Major Delegation. Visits such as Minister Elzinga from Alberta with Ag. companies

2. Further signing of Alberta-FSFSR protocols and agreements

QUARTER: 3 Follow up on visit of Soviet Gosagropro chairman to Canada in 1987 and implementation of commercial program under protocol of MAC.

Post orchestrated number of visits of Cdn firms including Doyon Inc. bread making seminar in Moscow. Whelan visit to Gosagropro and other related Ag Ministries, Cdn Wheat Board visits, as well as first session of MAC WG in Moscow

QUARTER: 4 Post assisting in introducing Cdn breeding technology into USSR. With decentralization of economic mechanisms in USSR, Post is taking Cdn cos into new territories.

Post assisted Cdn cos, Semex and Rowntree, in introducing tech to area such as Minsk in Belorussia and Kiev in the Ukraine.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :475-MOSCOW

011-OIL & GAS EQUIPMENT,SERVICES  
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUED SUPPORT FOR CANADIAN FOREMOST YAMAL CO-PRODUCTION/JOINT VENTURE PROSPECTS WITH MINISTRY OF OIL AND GAS CONSTRUCTION.

JOINT VENTURES AND INITIAL CONTRACTS FOR \$10 MILLION.

CONTINUED SUPPORT FOR ESTABLISHMENT OF JOINT VENTURES RELATING TO ACIDIZING; FRACTURING AND INCREASING OIL AND GAS PRODUCTION.

JOINT VENTURES WITH CONTRACTS OF \$5 MILLION

REJUVENATION OF OIL AND GAS WORKING GROUP AND ASSISTANCE TO CANADIAN COMPANIES IN SELLING THEIR TECHNOLOGY RE JOINT VENTURES IN DRILL RIGS AND WORKOVER RIGS.

JOINT VENTURES AND CONTRACTS OF APPROXIMATELY \$20 MILLION

COOPERATION WITH PROVINCE OF ALBERTA IN ARCTIC OIL AND GAS SEMINAR.

LONG TERM BUSINESS

COOPERATION IN ESTABLISHING OIL SANDS TECHNOLOGY COOPERATION AGREEMENTS BETWEEN SUCH COMPANIES AS AOSTRA AND SOVIET ORGANIZATIONS

LONG TERM BUSINESS

PROVIDING ASSISTANCE TO CANADIAN COMPANIES IN SULPHUR PRILLING PROCESSES.

CONTRACTS FOR \$10 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ALBERTA MISSION OF VARIOUS COMPANIES SUPPORTED FEDERAL/PROVINCIAL EFFORTS.

ORGANIZED MEETINGS AND ASSISTED IN ALL ASPECTS OF MISSION.

QUARTER: 1 CANADIAN FOREMOST SIGNING OF JOINT VENTURE.

CONTINUED CLOSE LIAISON FOR YAMAL ALL-TERRAIN VEHICLE SALES.

QUARTER: 1 ASSISTED LAVALIN IN AIDING HYDRO QUEBEC TO SOURCE SOVIET GOODS.

QUEBEC HYDRO TO TEST SOVIET PRODUCTS IN HYDRO ELECTRIC AREA.

QUARTER: 2 -----

QUARTER: 3 Assisted in organizing and implementation of Alberta Arctic oil and gas seminar, Nov.22

With reps from 8 cos plus Govt officials,Post supported seminar attended by over 150 reps from Soviet oil & gas industry. Regular sales for cos such as Dreco, Cdn Francmaster, Willowglen were supported.



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :475-MOSCOW

OIL-OIL & GAS EQUIPMENT,SERVICES  
UNION OF SOVIET SOC REP

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Supporting Canadian companies such as Gulf, Petrocan, Dresco, etc in procuring trade contacts.

Post has arranged innumerable meetings for a host of Cdn Oil and Gas representatives including visits by CEO Hopper of Petrocan, Canarctic, Intera reps etc.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :475-MOSCOW

002-FISHERIES,SEA PRODUCTS & SERV.  
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROCESSED FISH & SHELLFISH

NEW FISH PURCHASES COMMITMENT

\$12 MILLION

INTELLIGENCE GATHERING FOR CANADIAN FISH INDUSTRY AND SUPPORT ON  
BILATERAL FISH RELATIONS.

CONTINUING SOVIET SUPPORT ON CONSERVATION.

CANSOV JOINT VENTURE FISHING COMPANY (EVENTUAL MOSCOW OFFICE)

\$1 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Follow up on annual fish purchase commitment.

Post assisted in Soviets fulfilling purchase contracts in Canada for over \$12 million of Canadian fisheries products.

QUARTER: 4 -----

REPORT 4A  
89/10/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST : 475-MOSCOW

Fallout fm Cdn institute for intl affairs sem. had major impact on section. We supported most of the cos individual Assisted in number of trips made by variety of org'ns such as Winchester Group, Lavalin and others who are working on Section attempted to start covering other areas of USSR by travelling to Kazan, Ulgianovsk, Kiev, Minsk, Leningrad. Airshow Canada required extensive assistance to negotiate arrangements for Soviet airplanes/Abbotsford, BC. We assisted in providing briefing, advice, & comm'ns support for the est. of a number of J.V. projs such as ICR, Quaker Assisted in arrangements for major trip by Abitibi-Price, coordinated with Minlesprom. Assisted in liaison with Soviet organizations such as Chamber of Commerce to establish Cda-USSR business council. Min for Grains and Oilseeds Mayer visit to USSR.

Supported cos. such as Seabeco in organizing basic CIIA tour

Assisted in est. of JV office in Moscow for Cdn Foremost and other JVs such as MacDonalds. Supported initial est. of



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :427-MUNICH

008-TRANSPORT SYS,EQUIP,COMP,SERV.  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

TO HELP COBRA ENTERPRISES LTD.,BURNABY,B.C.,TO BREAK INTO GERMAN MARKET WITH ITS CAR/MOTORBIKE SECURITY SYSTEM.

O.E.M. SALES WITHIN 3 YEARS COULD REACH 10 MIO CDN\$.

TO ASSIST UNIC INT'L CORP.,MARKHAM,ONT.,TO DEVELOP DISTRIBUTORSHIP IN F.R.G. MARKET FOR ITS SPRAY GUN CLEANING SYSTEM.

SALES OF ABOUT 500,000 CDN \$ FOR THE FIRST 1 1/2 YEAR.

TO INTRODUCE WEDGE CLAMP UNIBODY REPAIR SYSTEM TO B.M.W.AND OTHER GERMAN CAR MANUFACTURERS AND ASSIST COMPANY IN GAINING TUV APPROVAL FOR ITS EQUIPMENT.

A)SALES CANNOT BE DEFINED AT THIS DATE.  
B)TUV APPROVAL

ORGANIZE ONE MISSION OF CANADIAN PARTS MANUFACTURERS TO MEET WITH MAJOR GERMAN CAR MANUFACTURERS.

AN INCREASE OF UP TO \$8 MILLION/YEAR IN THE BUYING VOLUME OF VW,D-B AND BMW IN CDA IN THE 24 MONTHS FOLLOWING THE MISSION.

CONSULT F.R.G. AUTO MANUFACTURERS AND MONITOR REACTION TO FTA IN ORDER TO REACT QUICKLY WITH RECOMMENDATIONS FOR "REMEDIAL"ACTION, AS NECESSARY.

TO ENSURE THAT GERMAN CAR MANUFACTURERS WILL CONTINUE TO SOURCE IN CANADA AND NOT IN U.S.

TO LOBBY VW GERMANY TO ENSURE TRANSFER OF A MAXIMUM OF VW DIE CASTING ACTIVITY TO CANADA I.E. TO CANADIAN SUPPLIERS.

CREATION OF UP TO 500 JOBS IN CANADA AND SALES OF CDN \$ 50 MIO ANNUALLY TO VW.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DISCUSSIONS HELD WITH BMW RE PURCHASE OF PLASTIC HORNS AND REAR LIGHT LENSES FROM CDN/ITALIAN J.V. COMPANY.

RESULTS POSITIVE. BMW CURRENTLY TESTING THE HORNS AND HAS AGREED TO PLACE ORDERS IF THE PARTS MEET THEIR QUALITY STANDARDS.

QUARTER: 1 COMPLETION OF A REPORT ON PROBLEMS OF DORNIER FAMILY WITH DAIMLER-BENZ AND THE FUTURE OF DORNIER GMBH

REPORT SENT OFF TO OTTAWA TO ASSIST DEA AND DRIE OFFICIALS TO UNDERSTAND THE GERMAN AEROSPACE SECTOR.

QUARTER: 2 Participation at Automechanika

14 companies were represented at the national stand. They reported Cdn \$533K on-site sales and project follow on sales at \$10 million. 7 distributors were also appointed

QUARTER: 3 Co familiarization tour.

Visited 27 companies and government offices as part of familiarization tour.

QUARTER: 4 -----

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :427-MUNICH

005-ADVANCED TECH. PROD. & SERV  
GERMANY WEST

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
??????	FOLLOW-UP CONTACT ARRANGED BY POST BETWEEN NORTHERN TELECOM AND KRONE, BERLIN ON COOPERATION ON TELEPHONE SETS.	A JOINT VENTURE TO PRODUCE NEW GENERATION TELEPHONE SETS
	FOLLOW-UP CONTACT ARRANGED BY POST BETWEEN MITEL AND KRONE, BERLIN ON COOPERATION ON TELEPHONE SETS.	A JOINT VENTURE TO PRODUCE NEW GENERATION TELEPHONE SETS
	LOBBYING OF PTT TECHNICAL HQ IN SUPPORT OF NORTHERN TELECOM'S BID ON 2ND PHASE OF "DATEX-P" NETWORK EQUIPMENT	TIMELY TYPE APPROVAL OF NT EQUIPMENT
	PREPARATION OF A REPORT ON PLANNED REORGANIZATION OF PTT'S TELECOMMUNICATIONS DIVISION.	PREPARE CDN INDUSTRY TO REACT TO NEW (MORE LIBERAL ?) APPROVAL AND PURCHASING PROCEDURES OF THE PTT.
??????	SUPPORT FOR SUCCESSFUL CONCLUSION OF SEMITECH-MICROELECTRONICS - SIEMENS LICENSE AND OEM AGREEMENT.	LICENSED PRODUCTION OF SEMITECH PRODUCTS BY SIEMENS.
	SUPPORT FOR DATAGRAM IN REACHING AGENCY AGREEMENT WITH PANDACOM, FRANKFURT FOR X.25 MULTIPLEXERS	PANDACOM/DATAGRAM REP CONTACT. SALES OF \$30 TO \$50K OF DATACOM PRODUCTS IN FT 88/89.
	LOBBYING OF BUNDESPOST AUTHORITIES FOR LIBERALIZATION OF APPROVAL OF MODEMS BY PTT.	RELAXED APPROVAL PROCESS FOR MODEMS WOULD OPEN IMPORTANT MARKET SEGMENT FOR CDN MANUFACTURERS. CDN SALES OF UP TO \$500K IN FIRST YEAR AFTER APPROVAL.
	PREPARATION OF A REPORT ON DATA COMMUNICATION MARKET (INCLUDING RELEVANT SUB-SECTORS)	PROVISION OF VALUABLE INFORMATION TO CDN INDUSTRY ON THE SIZE AND NATURE OF THIS PROMISING MARKET SECTOR IN THE FRG.
	PROMOTION OF COGNOS SOFTWARE PRODUCTS WITH BIG GERMAN COMPANIES LIKE MBB, DORNIER, BMW, DAIMLER-BENZ	INCREASED SALES OF COGNOS SOFTWARE IN GERMAN MARKET.

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



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :427-MUNICH

005-ADVANCED TECH. PROD. & SERV  
GERMANY WEST

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 Participation in Electronics.

2.Preparation of a report on charges in FRG telecommunications market expected as a result of Bundespost reorganisation.

13 Cdn cos participated. on-site sales \$77k. Anticipated sales \$15.5mn. 500 serious enquiries handled. 3 agents appointed.106 pending Cdn participation. Covered by CBC TV for prog."Venture"  
2.Report completed and distributed.

QUARTER: 4 Participation at CEBIT.

To secure space for Canadian participation at I.A.A. Frankfurt in September 89.

24 cos part'd at the Cdn nat'l stand & at least 3 others exhibited on their own or with German prtnrs. Agents pdg/apptd 103/35.On-Site sales \$5.5 mn, expected nxt 12 mths \$39.2 mn. Fair auth. have assigned approx. 90 sq. to Cdn Govt.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :427-MUNICH

005-ADVANCED TECH. PROD. & SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

FOLLOW-UP CONTACT ARRANGED BY POST BETWEEN NORTHERN TELECOM AND  
KRONE, BERLIN ON COOPERATION ON TELEPHONE SETS.

A JOINT VENTURE TO PRODUCE NEW GENERATION  
TELEPHONE SETS

FOLLOW-UP CONTACT ARRANGED BY POST BETWEEN MITEL AND KRONE, BERLIN  
ON COOPERATION ON TELEPHONE SETS.

A JOINT VENTURE TO PRODUCE NEW GENERATION  
TELEPHONE SETS

LOBBYING OF PTT TECHNICAL HQ IN SUPPORT OF NORTHERN TELECOM'S BID  
ON 2ND PHASE OF "DATEX-P" NETWORK EQUIPMENT

TIMELY TYPE APPROVAL OF NT EQUIPMENT

PREPARATION OF A REPORT ON PLANNED REORGANIZATION OF PTT'S  
TELECOMMUNICATIONS DIVISION.

PREPARE CDN INDUSTRY TO REACT TO NEW (MORE  
LIBERAL ?) APPROVAL AND PURCHASING  
PROCEDURES OF THE PTT.

??????

SUPPORT FOR SUCCESSFUL CONCLUSION OF SEMITECH-MICROELECTRONICS -  
SIEMENS LICENSE AND OEM AGREEMENT.

LICENSED PRODUCTION OF SEMITECH PRODUCTS BY  
SIEMENS.

SUPPORT FOR DATAGRAM IN REACHING AGENCY AGREEMENT WITH PANDACOM,  
FRANKFURT FOR X.25 MULTIPLEXERS

PANDACOM/DATAGRAM REP CONTACT. SALES OF  
\$30 TO \$50K OF DATACOM PRODUCTS IN FT 88/89.

LOBBYING OF BUNDESPOST AUTHORITIES FOR LIBERALIZATION OF APPROVAL  
OF MODEMS BY PTT.

RELAXED APPROVAL PROCESS FOR MODEMS WOULD  
OPEN IMPORTANT MARKET SEGMENT FOR CDN MANU-  
FACTURERS. CDN SALES OF UP TO \$500K IN FIRST  
YEAR AFTER APPROVAL.

PREPARATION OF A REPORT ON DATA COMMUNICATION MARKET (INCLUDING  
RELEVANT SUB-SECTORS)

PROVISION OF VALUABLE INFORMATION TO CDN IN-  
DUSTRY ON THE SIZE AND NATURE OF THIS PROMI-  
SING MARKET SECTOR IN THE FRG.

PROMOTION OF COGNOS SOFTWARE PRODUCTS WITH BIG GERMAN COMPANIES  
LIKE MBB, DORNIER, BMW, DAIMLER-BENZ

INCREASED SALES OF COGNOS SOFTWARE IN GERMAN  
MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :427-MUNICH

005-ADVANCED TECH. PROD. & SERV  
GERMANY WEST

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 Participation in Electronics.

2.Preparation of a report on charges in FRG telecommunications market expected as a result of Bundespost reorganisation.

13 Cdn cos participated. on-site sales \$77k. Anticipated sales \$15.5mn. 500 serious enquiries handled. 3 agents appointed.106 pending Cdn participation. Covered by CBC TV for prog."Venture"  
2.Report completed and distributed.

QUARTER: 4 Participation at CEBIT.

To secure space for Canadian participation at I.A.A. Frankfurt in September 89.

24 cos part'd at the Cdn nat'l stand & at least 3 others exhibited on their own or with German prtnrs. Agents pdg/apptd 103/35.On-Site sales \$5.5 mn, expected nxt 12 mths \$39.2 mn. Fair auth. have assigned approx. 90 sq. to Cdn Govt.



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :427-MUNICH

013-CONSUMER PRODUCTS & SERVICES  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

LEISURE PROD. TOOLS HARDWARE

TO LOBBY THE NUERNBERG TOY FAIR AUTHORITIES TO ACCEPT EITHER GANZ BROTHERS LTD., WOODBRIDGE, ONT., OR A FEDERAL INFO BOOTH AT TOY FAIR 1989.

BREAK A BARRIER WHICH IS AT LEAST 5 YEARS OLD NOW & THEREBY HELP CDN TOY IND. TO INTRODUCE ITSELF ON THE EUROPEAN/GERMAN MARKET.

ORGANIZE TOGETHER WITH CANADIAN SPORTING GOODS ASSOC. "BUYING TRIP", I.E. TAKE MAJOR STORE CHAINS BUYERS TO VISIT THE CANADIAN INDUSTRY DURING CSGA SHOW 1989.

NEW BUYING CONNECTIONS. DRAW BUYER'S ATTENTION TO EXISTING CANADIAN POTENTIAL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECRUITING, PREPARATIONS AND PLANNING FOR ISPO FALL ('88).

PREPARATION ON TRACK. WE ANTICIPATE PARTICIPATION BY 16 CANADIAN COMPANIES AT ISPO.

QUARTER: 2 Participation at ISPO (Fall '88)  
2. Completion of a report on the German toys and games market  
3. Recruiting, preparations and planning for Photokina

16 co's were represented at the national stand. They reported on-site sales of Cnd \$290K & anticipated sales of over \$18 million. The companies appointed 18 agents and distributors

QUARTER: 3 Participation in Photokina (with Dusseldorf)

Only 3 companies exhibited at Cdn stand. Three others participated on their own. Canadian presence considered too weak to warrant further participation in Photokina.

QUARTER: 4 Participation at ISPO (Spring) 89.

29 Canadian companies exhibited at the fair. 56 agencies appointed/pending. On-site sales \$6.17 million with \$31.9 million expected in next 12 months.

REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

427 - MUNICH

GERMANY WEST

PLANNING:  
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ACTIVITIES PROPOSED IN POST PLAN  
-----

ANTICIPATED RESULTS  
-----

TRANSPORT SYS,EQUIP,COMP,SERV.                      AUTOMOTIVE

OPPORTUNITIES WILL BE IDENTIFIED BY WORKING WITH THE BIG GERMAN AUTO MANUFACTURERS & THEIR MAJOR SUPPLIERS. IT SHOULD BE NOTED THAT THE AUTO MARKET IS SATURATED IN N.A.

TO SECURE A COMMITMENT FROM VW TO MOVE AT LEAST ONE CASTING FACILITY TO CANADA.

EDUCATION,MEDICAL,HEALTH PROD                      HOSP. & MEDICAL EQUIP,INSTRUM.

OPPORTUNITIES IN THIS AREA ARE BEING IDENTIFIED IN COOPERATION WITH THE BAYERISCHE VEREINSBANK. WE WILL EXTEND THIS ACTIVITY VIA OTHER BANKS.

A TRANSFER OF GERMAN TECHNOLOGY TO CANADA VIA TWO OR MORE JOINT VENTURES.

ADVANCED TECH. PROD. & SERV                      ???????

WE WILL WORK CLOSELY WITH DRIE OTTAWA & VDI IN BERLIN TO IDENTIFY TECHNOLOGIES & JV PARTNERS IN CANADA & FRG.

A GERMAN MISSION TO CANADA & PERHAPS ONE OR TWO EXECUTED TECH. TRANSFER JV OR INVESTMENT PROJECTS.

NON SECTORALLY ORIENTED ACTIVITIES

THIS YEAR WE WILL BEGIN THE SYSTEMATIC USE OF DRIE IMPORT REPLACEMENT REPORTS AS TOOLS FOR INVESTMENT PROSPECTING GIVEN INTRODUCTION OF FTA WE WILL NOW HAVE TO REDEFINE ADVANTAGES OF LOCATING IN CANADA.

IDENTIFY FIRMS CAPABLE OF MANUFACTURING THE PRODUCTS IN QUESTION AND CONVINCE AT LEAST ONE IN EACH SECTOR TO INVEST IN CANADA.



REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

427 - MUNICH

GERMANY WEST

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

A)PRESENTATION OF FTA SEMINARS IN FRANKFURT, MUNICH AND STUTTGART. B)MEDICAL INSTRUMENTS INVESTMENT PROJECT. C)CANADA DAYS AT SCHWAE-BISCH-GMUEND.

A)THE SEMINARS WERE PRESENTED AS PLANNED WITH THE SUPPORT OF THE INVESTMENT COUNSELLOR,BONN. AT EACH EVENT A PRESENTATION WAS MADE BY P. L'ABBE(INVCAN),B.DODGE(DEPT FIN)& T.D'AQUINO (BCNI).EACH SESSION WAS ATTENDED BY 50-60 SENIOR GERMAN BUSINESS PEOPLE. B)MAIL CAMPAIGN COMPLETED,20 CO REPRESENTATIVES INTERVIEWED,& 2 FAIRS INTERFAB & ANALYTICA VISITED.REPORT CURRENTLY BEING PREPARED. C)WHILE PROG AS A WHOLE SUCCESSFUL,THE INVEST PORTION WAS CANCELLED BECAUSE

QUARTER : 2

Preparation of an interim report on our activities in the medical instruments sector

The report was completed and given wide distribution. The protected annex to the report lists 30 companies with which we have been in contact to date.

Follow-up to spring auto sector investment mission

The Mission took place immediately following Automechanika. There is now a strong possibility that at least one more German auto sector supplier will set up a plant in Canada

QUARTER : 3

- a) Medical Instruments Investment Project.
- b) Mann heim Investment Seminar.
- c) Investment Seminar, Augsburg.

Participated at Medica trade fair where interviews were held with 10 potential visitors/joint venture partners. Interim report on project submitted.

Rate of response to Chamber of Commerce invitations too low. Seminar cancelled.

Planning completed for seminar sponsored by McMillan Binch to take place on January 31,1989.

QUARTER : 4

1. Investment seminar, Augsburg.
2. Completion of third phase of Medical Instruments Project.
3. First round of calls associated with micro-electronics project.

Event well attended and resulted in a number of leads, one of which has a good chance of resulting in an investment in Canada.

Sixty-two producers/developers of medical instruments in FRG have now been visited at least once. Report being prepared.

Twelve companies were visited. Four companies interested in some form of cooperation with Canada. Report being prepared.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :433-OSLO

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP ON DEVELOPMENT OF EXPORT OPPORTUNITIES FOR DEFENCE MA-  
TERIELS BEGUN AS RESULT OF RDP MEETINGS LAST YEAR.

IDENTIFICATION OF SPECIFIC EXPORT OPPORTUNI-  
TIES FOR CANADIAN MANUFACTURERS OF DEFENCE-  
RELATED PRODUCTS.

CONTINUING CALLS ON DEFENCE-RELATED IMPORT AGENTS, PRIME CONTRAC-  
TORS AND MATERIEL COMMANDS.

INCREASED AWARENESS IN NORWAY OF CANADIAN EX-  
PERTISE IN THIS SECTOR.

DEVELOP LIST OF MOST IMPORTANT SECTORS FOR NORWAY/CANADA  
BILATERAL DEFENCE PRODUCTS DEVELOPMENT AS RESULT OF NEW FIVE-  
YEAR PURCHASE PLAN TO BE RELEASED EARLY IN 1988.

IDENTIFY POTENTIAL CANADIAN EXPORTERS FOR DE-  
VELOPMENT OF SALES MISSION TO NORWAY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COMPLETED DISCUSSIONS WITH ALL 3 NORWEGIAN  
MATERIEL COMMANDS IN ATTEMPT TO DEVELOP A LIST  
OF SECTORS AND OPPORTUNITIES FOR CANADIAN  
DEFENCE SUPPLIERS.

COMPLETED DEFENCE OPPORTUNITIES REPORT IDENTI-  
FYING BOTH SECTORS OF OPPORTUNITY AS WELL AS  
POTENTIAL CANADIAN SUPPLIERS. OUTGOING MISSION  
IN NORWAY TO BE PREPARED FOR THIS FALL.

QUARTER: 2 - Continued calls on Norw.defence industry in  
attempt to increase awareness of Cdn capability;  
- Continued discussions with Norw. Ministry of  
Defence in attempt to develop trade mission.

- Three new agency contracts established and one  
possible joint venture in Canada;  
- Dates and format for Defence Mission to Norw.  
established with Ministry of Defence

QUARTER: 3 Defence Trade Mission to Norway.

Very successful Trade Mission completed with 8  
Cdn defence eqpt suppliers. Presentations to all  
3 Materiel Commands & individual industry visits  
as well. Most participants agree business will  
be done.

QUARTER: 4 Follow-up calls on Materiel Commands, Ministry  
of Defence and Norwegian firms as results of  
trade mission.  
Discussions with Ministry of Defence regarding  
next RDP.

Interest expressed by Army Materiel Command in  
possible joint activity/purchases with Canadian  
Forces and various Canadian suppliers.  
Possible RDP meeting in fall '89.





REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :433-OSLO

011-OIL & GAS EQUIPMENT,SERVICES  
NORWAY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 Company calls on importers and suppliers in Stavanger, Haugesund, Bergen.  
2) Newfoundland delegations (3) to Norway (Oslo, West Coast).

Identification of new (5) contacts for Cdn eqpt manufacturers for representation in Norway.  
2) Identification of technology inflow opportunities in the offshore oil industry sector.

QUARTER: 4 -----



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :433-OSLO

005-ADVANCED TECH. PROD. & SERV  
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

FOLLOW-UP TELECOM 1987, GENEVA.

2 - 3 AGENCY AGREEMENTS.

FOLLOW-UP WITH NORWEGIAN SPACE AGENCY TO ENSURE AWARENESS  
OF CANADIAN RADARSAT.

POSSIBLE NORWEGIAN PARTICIPATION

ATTEND NORCOM 1988 IN OSLO.

INCREASED AWARENESS OF CANADIAN CAPABILITIES.

??????

FOLLOW UP INFORMATICS MISSION, FALL 1987.

3 - 4 AGENCY AGREEMENTS

ATTEND OFFICE EQUIPMENT SHOW, FALL 1988

INCREASE AWARENESS OF CANADIAN CAPABILITIES.

ATTEND TELEMATIC, FALL 1988

INCREASE AWARENESS OF CANADIAN CAPABILITIES.

ATTEND CEBIT, HANNOVER FAIR, MARCH 1989

INTRODUCE CANADIAN EXHIBITORS TO NORWEGIAN  
ATTENDEES. OBTAIN INFORMATION ON CANADIAN  
CAPABILITIES.

??????

FOLLOW UP ON CONTACTS ESTABLISHED OVER PAST YEAR AT CATV EXHIBI-  
TION IN 1987 AND DEVELOPED AS RESULT OF INDUSTRY AWARENESS.

INCREASED AWARENESS OF CANADIAN CAPABILITIES  
AND SALE OF CANADIAN EQUIPMENT.

ATTEND CATV EXHIBITION FALL 1988.

INCREASE AWARENESS OF CANADIAN CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1)ATTEND NORCOM '88.  
2)FOLLOW-UP WITH NORWEGIAN SPACE AGENCY TO  
ENSURE AWARENESS OF CANADIAN RADARSAT.

1)ATTENDED NORCOM '88 IN JUNE.FOLLOW-UP WILL BE  
DONE IN FALL. 2)CLOSE CONTACT BETWEEN NORWEGIAN  
SPACE AGENCY AND CANADIAN SPACE AUTHORITIES HAS  
BEEN ESTABLISHED.

QUARTER: 2 Attend NORCOM '88;  
- Attend Office Equipment Show, Oslo;  
- Follow-up on RADARSAT programme.

Several new contacts established and earlier  
leads followed up on behalf of Canadian  
companies; Update on avail agents & distributor  
for Canadian goods; Meeting held in Oslo,  
Norway had decided to participate.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :433-OSLO

005-ADVANCED TECH. PROD. & SERV  
NORWAY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 Advanced Technology Mission to Norway.

2) CATV exhibition Satellite & Kabel TV 88,Nov./  
88.

QUARTER: 4 Attend Hannover Fair '89 (Cebit).

Follow-up Telecom '87.

Follow-up with Norwegian Space Centre to ensure  
awareness of Canadian RADARSAT.

Trade mission including 6 Cdn cos in Norway. As  
a result,2-3 new agencies/representatives under  
negotiations.

2)Identified potential agents for Canadian CATV  
equipment manufacturers.

Number of Nrwn cos attending Exhibition were  
introduced to Cdn exh. & their prods..Contacts  
maintained w/Nrwn firms which attended/part.  
in TELECOM 87. Close contact kept w/Nrwn Space  
Centre submitted prop. to participate RADARSAT.



433 - OSLO

NORWAY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

OIL & GAS EQUIPMENT, SERVICES MACHINERY AND EQUIPMENT  
 CONTINUE SERIES OF CORPORATE LIAISON CALLS TO ESTABLISHED NORWEGIAN  
 COS. IN THE OIL & GAS INDUSTRY TO EXPLOIT INVESTMENT POTENTIAL THROUGH  
 JOINT VENTURES, DIRECT INVESTMENT & TECHNOLOGY TRANSFER.

ESTABLISH LIST OF TOP OIL & GAS COMPANIES  
 AND CALL ON THEM ALL.

FISHERIES, SEA PRODUCTS & SERV. FISH & SHELLFISH & OTHER PROD  
 FISHERIES (AQUACULTURE) - WORK WITH THE EXPORT COUNCIL OF NORWAY AND  
 NORWEGIAN FISH FARMERS ASSOCIATION TO RAISE THE LEVEL OF AWARENESS OF  
 ACQUACULTURE DEVELOPMENT IN EASTERN CANADA.

INCREASE NORWEGIAN AWARENESS AND INTEREST  
 IN INVESTING IN ACQUACULTURE PROJECTS ON  
 CANADA'S EAST COAST.

ADVANCED TECH. PROD. & SERV. ??????  
 CONTINUE TO CALL UPON NORWEGIAN COMMUNICATIONS & INFORMATICS INDUSTRY  
 TO ENSURE NORWEGIAN COMPANIES AWARE OF INVESTMENT OPPORTUNITIES IN  
 CANADA.

INCREASED AWARENESS.

TRANSPORT SYS, EQUIP, COMP, SERV. ??????  
 CALL UPON NORWEGIAN FIRMS IN AUTOMOTIVE PARTS SECTOR & IDENTIFY  
 OPPORTUNITIES FOR JOINT VENTURES.

IDENTIFY NEW PROSPECTS & ENSURE INFORMA-  
 TION ON INVESTMENT OPPORTUNITIES IS GIVEN  
 TO POTENTIAL INVESTORS.

NON SECTORALLY ORIENTED ACTIVITIES

CONTACT ALL NORWEGIAN BANKS DURING SERIES OF CORPORATE LIAISON CALLS  
 TO ENSURE THEY AND THEIR CORPORATE CUSTOMERS ARE AWARE OF INVESTMENT  
 OPPORTUNITIES IN CANADA.

ENSURE ALL NORWEGIAN BANKS ARE UP-TO-DATE  
 ON CANADA AS A PLACE FOR INVESTMENT.

REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

433 - OSLO

NORWAY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER  
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RESULTS REPORTED  
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QUARTER : 1

- 1. VISIT TO ICELAND TO ENCOURAGE INTEREST IN CANADA; CORPORATE LIAISON VISITS.
- 2. DIRECT MAIL TO LEADING NORWEGIAN FIRMS INTERESTED IN THE CDA-USA FREE TRADE AGREEMENT AND IMPACT ON INVESTMENT.
- 3. ON-GOING CORPORATE LIAISON VISITS IN NORWAY.
- 4. INVESTMENT SEMINAR ON AQUACULTURE DIRECTED TOWARDS NORWEGIAN FIRMS ATTENDING AQUACULTURE INTERNATIONAL IN VANCOUVER.

- 1. TWO ICELANDIC FIRMS (AXIS OF ICELAND & MAREL) HAVE MADE SPECIFIC ENQUIRIES FOR JOINT VENTURE PARTNERS IN CANADA.
- 2. CONTINUED INTEREST IN AQUACULTURE DEVELOPMENT IN CANADA WITH GROWING AWARENESS OF EAST COAST OPPORTUNITIES.

QUARTER : 2

Continued corporate liaison visits in Oslo area. Attend ONS '88 and work in Canadian delegation on potential joint ventures in Canada (related to Hibernia).  
Corporate liaison visits in Stavanger region to both companies and banks. (Project 7081).  
Norwegian aquaculture delegation attending AQUACULTURE INTERNATIONAL in Canada.

Developing downturn in Norwegian economy has led to tightening up of capital available for overseas expansion of Norwegian industry. However, several oil and gas firms are actively pursuing joint ventures in Canada related to Hibernia dvlpmt. Stavanger banks also expressed some potential interest. Nrwn delega'n to AQUACULTURE INTER'L identified sev. opportunities for dvlpmt with growing interest in Canada's East Coast.

QUARTER : 3

Drie MTL visit to leading Norwegian cos with expressed interest in investing in Canada. Corporate liaison visits started with new Ambassador in Oslo region.  
Defence Mission - encourage technology transfer through investment.

Discussions held with several Norwegian firms interested in possible investment in Quebec region. Both DRIE MTL & Quebec Agent General visit provided focus for meeting & also investment luncheon at Ambassador's residence with leading cos. - Defence Mission also provided opportunity for Norwegian investment in Canada. - Hibernia announcement also meant more enquiries as to investment in NFLD & Eastern Canada generally

QUARTER : 4

Ocean Technology and Investment Seminar.  
Corporate liaison visits to Northern Norway.  
Corporate liaison visits to Reykjavik.  
Corporate liaison visits in the Oslo area.

-Greater appreciation for joint venture opportunities in ocean technologies sector between Norway and Canada.  
-Increased awareness within Norwegian banking community as to investment climate in Canada.  
-Both automobile and communications sectors suffered from downturn in Norwegian economy. Outward focus for investment has been primarily on EEC countries.



REPORT 4A  
89/10/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST : 433-OSLO

Trade Commissioners Conference, London.

Report on Norwegian Pulp and Paper Industry.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :410-PARIS

001-AGRI & FOOD PRODUCTS & SERVICE  
FRANCE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL, POULTRY BREEDING STOCK

COOPERER AVEC BREEC AFIN D'OBTENIR L'APPROBATION DU GOUVERNEMENT FRANCAIS POUR L'IMPORTATION DE VEAUX CANADIENS.

PERMIS D'IMPORTATION. EXECUTION D'UN CONTRAT DEJA SIGNE. 3 A 4 MILLION

COORDONNER AVEC AGRICOTT/EXTOTT/EXPORTATEURS/IMPORTATEURS UNE POUSSEE AFIN D'OBTENIR AGREMENT D'UN CERTIFICAT.

ACCES A UN MARCHE D'EMBRYONS BOVIN D'UNE VALEUR DE PLUS DE \$6 MILLIONS.

ETUDE PRELIMINAIRE DU MARCHE FRANCAIS POUR LES PORCINS REPRODUCTEURS CANADIENS.

INCITER LES EXPORTATEURS CANADIENS A FAIRE UNE PERCEE SUR UN MARCHE D'UNE VALEUR DE \$2.5 MILLIONS.

MISE A JOUR DE NOS LISTES DES IMPORTATEURS POTENTIELS, SUITE A L'EXPEDITION D'UN QUESTIONNAIRE DETAILLE. DIFFUSION LA PLUS LARGE POSSIBLE DES FICHES DU SECTEUR AGRO-ALIMENTAIRE AUPRES DES EXPORTATEURS.

MIEUX REPENDRE AUX DEMANDES DES EXPORTATEURS INCITER LES IMPORTATEURS A S'APPROVISIONNER EN PRODUITS DISPONIBLES DU CANADA. AUGMENTATION DU NOMBRE DES IMPORTATEURS ACTIFS.

MISE A JOUR DE NOS LISTES D'IMPORTATEURS POTENTIELS, SUITE A L'EXPEDITION D'UN QUESTIONNAIRE DETAILLE.

MIEUX REPENDRE AUX DEMANDES DES EXPORTATEURS. INCITER LES IMPORTATEURS A S'APPROVISIONNER EN PRODUITS DISPONIBLES DU CANADA. AUGMENTATION DU NB DES IMPORTATEURS ACTIFS.

EN AUTOMNE 1988 EXPEDITION D'UNE LETTRE AUX IMPORTATEURS LEUR INDIQUANT LA DISPONIBILITE DE CES PRODUITS ET LES COORDONNEES DES EXPORTATEURS CANADIENS.

INCITER LES IMPORTATEURS A S'APPROVISIONNER EN PRODUITS DISPONIBLES DU CANADA. CROISSANCE DES VENTES DE 5%.

MEATS & MEAT BY-PRODUCTS

AGREMENTER DES USINES DE TRANSFORMATION CANADIENNES PAR FRANCE.

AUGMENTER NOMBRE DE FOURNISSEURS POTENTIELS. VENTES DE .5 A 1 MILLION \$ PAR NOUVEAU FOURNISSEUR.

PRESENTER PRODUITS CANADIENS DE CHARCUTERIE AUX ACHETEURS DES GRANDS GROUPES DE DISTRIBUTION.

ACCROITRE CONSIDERABLEMENT VENTES DE 250,000 A 1 MILLION \$.

AVEC L'APPUI DU BREEC, BERNE, EXTOTT/TAN ET AGRICOTT RECHERCHE ET PREPARATION D'UN DOCUMENT VISANT LE RECLASSEMENT DE LA VIANDE MARINEE(SMOKE MEAT) DU POINT DE VUE TARIFAIRE.

SATISFAIRE A LA DEMANDE DEJA PRESENTE EN FRANCE POUR CE PRODUIT. ACTIVITES.

MISE A JOUR DE NOS LISTES D'IMPORTATEURS POTENTIELS, SUITE A L'EXPEDITION D'UN QUESTIONNAIRE DETAILLE.

MIEUX REPENDRE AUX DEMANDES DES EXPORTATEURS. INCITER LES IMPORTATEURS A S'APPROVISIONNER EN PRODUITS DISPONIBLES DU CANADA. AUGMENTATION DU NB DES IMPORTATEURS ACTIFS.



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :410-PARIS

001-AGRI & FOOD PRODUCTS & SERVICE  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROCESSED FISH & SHELLFISH

AVEC L'APPUI DE EXTOTT/TAN, ORGANISATION D'UNE QUINZAINE AVEC UN GRAND MAGASIN.

INTRODUIRE DE NOUVEAUX PRODUITS OBTENIR DES LISTINGS PERMANENTS.

MISE A JOUR DE NOS LISTES D'IMPORTATEURS POTENTIELS, SUITE A L'EXPEDITION D'UN QUESTIONNAIRE DETAILLE. DIFFUSION LA PLUS LARGE POSSIBLE DES FICHES D'INFORMATION SUR LE SECTEUR AGRO-ALIMENTAIRE FRANCAIS AUPRES DES EXPORTATEURS.

MIEUX REPENDRE AUX DEMANDES DES EXPORTATEURS. INCITER LES IMPORTATEURS A S'APPROVISIONNER EN PRODUITS DISPONIBLES DU CANADA. AUGMENTATION DU NOMBRE DES IMPORTATEURS ACTIFS.

APPUI AUX SOCIETES CANADIENNES (EX: MCCAINS, DAVINCI) DANS LEURS EFFORTS D'IMPLANTATION INDUSTRIELLE EN FRANCE.

SUCCEES D'AU MOINS UN INVESTISSEMENT EN AGRO-ALIMENTAIRE EN FRANCE QUI ENTRAINERA UNE AUGMENTATION DE NOS EXPORTATIONS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 APPROBATION DU GOUV. FRANCAIS POUR L'IMPORTATION DE VEAUX CDNS. B)AGREMENT DES USINES CDNES DE TRANSFORMATION DE VIANDE. C)PROMOTION DES PRODUITS DE LA VIANDE.

APRES DE LONGUES TRACTATIONS, AVONS OBTENU ACCORD DE PRINCIPE DES AUTORITES FRANCAISES. B)SUITE A 2 MOIS D'EFFORTS,AVONS OBTENU AGREMENT PR SAUCISSON EUROPEEN LTEE. C)CONTACTS AVEC UNE GRANDE CHAINE DE "STEAK HOUSE" (HIPPOPOTAMUS)

QUARTER: 2 Planification et organisation de la participation canadienne au SIAL. Faciliter acces aux produits alimentaires canadiens en France.

Stnad canadien, reception SIAL d'or. Liaison avec representants des provinces. Planification et organisation d'une mission canadienne sur les additifs alimentaires.

QUARTER: 3 Presentation des produits canadiens a l'occasion du Salon International de L'Alimentation (24 exposants canadiens). Oct.88 (SIAL)

Cette participation au SIAL, reconnue comme la "best ever", a permis de realiser des ventes sur place d'environ \$10 millions et des ventes anticipées de \$45 millions.

QUARTER: 4 Participation majeure au Salon des Metiers de Bouche (Lyon) et au Salon International de l'Agriculture (Paris), (Kiosque d'information).

Sensibilisation des societes francaises aux produits alimentaires canadiens; Au SIA, presence canadienne accrue par participation de 6 societes sur notre stand d'information.

POST :410-PARIS

002-FISHERIES,SEA PRODUCTS & SERV.  
FRANCE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROCESSED FISH & SHELLFISH

IDENTIFICATION DES EXPORTATEURS CANADIENS ET IMPORTATEURS  
FRANCAIS POUR UN MEILLEUR CIBLAGE DES QUESTIONS ET UN ACCES PLUS  
RAPIDE A L'INFORMATION.

INTEGRATION DANS "WIN EXPORT" OU AUTRE BASE  
DE DONNEES SELON ORIENTATION RETENUE PAR LE  
POSTE.

ETUDES(MENEES PAR LA MISSION) SUR QUELQUES PRODUITS DU SECTEUR  
ET DIFFUSION AUPRES DES EXPORTATEURS ET IMPORTATEURS INTERESSES  
PAR CES PRODUITS.

REALISATION DE 3 ETUDES (SAUMON, HOMARD,  
CRABE). APRES DIFFUSION, AUGMENTATION DE PART  
DE MARCHES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -Identification des importateurs francais.  
-Obtenir agrement de l'etablissement 640 Kemp  
Fisheries Ltd.

-Missions en France pour les oeufs de lompe et  
de saumon fume;  
-agrement obtenu de la France pour les usines de  
transformation de chair hachee de poisson.

QUARTER: 4 -----



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :410-PARIS

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

## ALL SUB-SECTORS

## SOUTIEN ACTIF A CANADAIR POUR PROJETS:

- CL -215T
- COPARTICIPATION AVEC AEROSPACIALE SUR PROJET AIRBUS A 330 - A 340

## SOUTIEN A CONAIR POUR PROJET F27.

## SUIVI DU PROJET CASAP (REPLACEMENT DES SOUS-MARINS)

- PROMOTION D'ENTENTES ENTRE SOCIETES FRANCAISES ET CANADIENNES DANS LE CADRE DU PROJET ERYX ET D'AUTRES PROJETS DANS SECTEUR DEFENSE.

ANALYSE D'AUTRES PROJETS FRANCAIS DE DEFENSE (EX: PRODUCTION CHARS LECLERC, VEHICULES BLINDES LEGERS) AUXQUELS LE CANADA POURRAIT ETRE ASSOCIE.

POUR LES DEUX BOMBARDIERS D'EAU (CONAIR F 27 ET CANADAIR CL- 215T) VENTES AU MINISTERE DE L'INTERIEUR (SECURITE CIVILE).

POUR L'AIRBUS, TRANSFERTS DE TECHNOLOGIE ET VENTES SUR PLAN INTERNATIONAL.

ASSURER LA MEILLEURE PARTICIPATION INDUSTRIELLE CANADIENNE A CE PROJET.

EXPORTATIONS CANADIENNES DANS PAYS TIERS DANS LE CADRE D'ACCORDS BILATERAUX.

POSSIBILITE DE JV AVEC TRANSFERTS DE TECHNOLOGIE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 A) ERYX  
B) CASAP

A) MOU APPROUVE PAR LA FRANCE; CREATION D'UN CONSORTIUM.  
B) MOU PROPOSE PAR LA FRANCE ACCEPTE PAR LE CANADA.

QUARTER: 1 A) A 330/340 CANADAIR/AEROSPATIALE.  
B) ACCORDS CHARTERS FR/CDA.

A) ACCORD DE PRINCIPE SIGNE ENTRE CANADAIR ET AEROSPATIALE; SUIVI ETROIT AVEC LE MEIR.  
B) DEBLOCAGE DES NEGOCIATIONS POUR OBTENIR PLUS DE SIEGES CANADIENS (25,000 SIEGES SUPPLEMENTAIRES).

QUARTER: 2 Projet ERYX.

MOU signe par DND/CDA september 1988.  
Evaluation propositions industrielles canadiennes.

QUARTER: 3 Suivi du projet ERYX

Obtention lettre d'application SOFA

QUARTER: 4 Proposition d'Array Systems au Ministre des DOM-TOM.

Array Systems choisi comme finaliste par Meteo Nationale.

POST :410-PARIS

005-ADVANCED TECH. PROD. & SERV  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

DISTRIBUTION DE L'ETUDE DU MARCHÉ ET DU GUIDE PRATIQUE:  
(A) AUX BUREAUX REGIONAUX ET AUX PROVINCES.  
(B) AUX SOCIÉTÉS QUI S'INTERESSENT AU MARCHÉ FRANÇAIS.

INTRODUCTION DE QUELQUES NOUVELLES SOCIÉTÉS  
CANADIENNES CAPABLES ET INTERESSEES A PERCER  
LE MARCHÉ FRANÇAIS.

APPUI AUX EFFORTS D'IMPLANTATION DE NORTHERN TELECOM EN FRANCE.

FACILITER ACCEPTATION DU PRODUIT CANADIEN.

RAPPORTS SUR LA DEREGLEMENTATION DU MARCHÉ FRANÇAIS AINSI  
QUE DES EFFETS DE L'ACCORD EUROPEEN DE 1992.

IDENTIFICATION DES NOUVEAUX CRENEAUX POUR LES  
SOCIÉTÉS CANADIENNES.

??????

PRENDRE CONTACT AVEC BUREAUX REGIONAUX AINSI QUE DES PROVINCES  
POUR: A) DISTRIBUER LE RESUME DE L'ETUDE DU MARCHÉ, ET  
B) IDENTIFIER DES SOCIÉTÉS CAPABLES ET INTERESSEES A EXPORTER  
EN FRANCE.

INTRODUCTION DE QUELQUES NOUVELLES SOCIÉTÉS  
CANADIENNES AU MARCHÉ FRANÇAIS.

CIBLAGE DES IMPORTATEURS CLES POUR LES LOGICIELS ET L'EQUIPEMENT  
PERIPHERIQUE.

AUGMENTATION D'INTERET AUX PRODUITS CANADIENS  
CONDUISANT A UNE AMELIORATION DE LA PART  
CANAD. AU MARCHÉ.

VIA LE BUREAU DU DELEGUE AUX ECHANGES TECHNOLOGIQUES (TDO),  
IDENTIFIER DES SOCIÉTÉS FRANÇAISES QUI S'INTERESSENTE A LA  
TECHNOLOGIE CANADIENNE.

FACILITER UNE "JOINT-VENTURE" OU UN ACCORD DE  
LICENCE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CIBLAGE DES IMPORTATEURS-CLES POUR LES LOGICIELS  
ET L'EQUIPEMENT (INFORMATIQUE ET TELECOMMUNICA-  
TIONS).

-ORGANISA'NS DE 3 SEANCES DE DEMONSTRATION  
REUSSIES (AU CENTRE CULTUREL CON) PR LES SOC.  
MDI/SYDNEY COMMUNICA'NS/ET SEMI-TECH MICRO-ELEC-  
TRONICS. -A L'OCCASION DU SICOB, RECEPTION DONNEE  
(350 PERS.) PR LES MEMBRES DE LA F.I.Q.

QUARTER: 2 -----

QUARTER: 3 Appuyer efforts de sociétés canadiennes de péné-  
tration du marché.

Avons aide Array Systems a ameliorer ses chances  
de vendre son systeme de reception d'images sa-  
tellite a la Meteo Nationale en encourageant un  
transfert de technologie ou un joint venture  
avec principal concurrent francais Cit-Alcatel



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :410-PARIS

005-ADVANCED TECH. PROD. & SERV  
FRANCE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Mission en France d'informatique.

- 50 reunions individuelles.
- 5 distributeurs potentiels identifies
- 2 distributeurs/ reps nommes
- 2 rapports sur la penetration du marche

NOUS CONTINUERONS D'IMPLANTER NOTRE SYSTEME TOP-A DE RECRUTER LES  
FINANCIERS QUI SONT AMBIE CRUES A CONTINUER DE CIBLER DANS CE SECTEUR  
NOUS POURSUIVONS LES RENCONTRES ENTAMEES CETTE ANNEE (87-88) AVEC LES  
SOCIETES PARTNERS.

NOUS CONTINUERONS D'IMPLANTER NOTRE SYSTEME TOP-A DE RECRUTER LES  
FINANCIERS QUI SONT AMBIE CRUES A CONTINUER DE CIBLER DANS CE SECTEUR  
NOUS POURSUIVONS LES RENCONTRES ENTAMEES CETTE ANNEE (87-88) AVEC LES  
SOCIETES PARTNERS.

NOUS CONTINUERONS D'IMPLANTER NOTRE SYSTEME TOP-A DE RECRUTER LES  
FINANCIERS QUI SONT AMBIE CRUES A CONTINUER DE CIBLER DANS CE SECTEUR  
NOUS POURSUIVONS LES RENCONTRES ENTAMEES CETTE ANNEE (87-88) AVEC LES  
SOCIETES PARTNERS.

NOUS CONTINUERONS D'IMPLANTER NOTRE SYSTEME TOP-A DE RECRUTER LES  
FINANCIERS QUI SONT AMBIE CRUES A CONTINUER DE CIBLER DANS CE SECTEUR  
NOUS POURSUIVONS LES RENCONTRES ENTAMEES CETTE ANNEE (87-88) AVEC LES  
SOCIETES PARTNERS.

NOUS CONTINUERONS D'IMPLANTER NOTRE SYSTEME TOP-A DE RECRUTER LES  
FINANCIERS QUI SONT AMBIE CRUES A CONTINUER DE CIBLER DANS CE SECTEUR  
NOUS POURSUIVONS LES RENCONTRES ENTAMEES CETTE ANNEE (87-88) AVEC LES  
SOCIETES PARTNERS.

CONTINUER NOS EFFORTS DE PROMOTION REGIONALE EN FRANCE ALORS QU'UNE  
ALPHAS NEBI PRENDRE ILL DE CANCELLER AGENTS.

NOUS CONTINUERONS D'IMPLANTER NOTRE SYSTEME TOP-A DE RECRUTER LES  
FINANCIERS QUI SONT AMBIE CRUES A CONTINUER DE CIBLER DANS CE SECTEUR  
NOUS POURSUIVONS LES RENCONTRES ENTAMEES CETTE ANNEE (87-88) AVEC LES  
SOCIETES PARTNERS.

CONTINUER NOS EFFORTS DE PROMOTION REGIONALE EN FRANCE ALORS QU'UNE  
ALPHAS NEBI PRENDRE ILL DE CANCELLER AGENTS.

1 A 2 INVESTISSEMENTS REALISEES DANS CE  
SECTEUR

1 A 2 INVESTISSEMENTS REALISEES DANS CE  
SECTEUR

1 A 2 INVESTISSEMENTS REALISEES DANS CE  
SECTEUR

1 A 2 INVESTISSEMENTS REALISEES DANS CE  
SECTEUR

1 A 2 INVESTISSEMENTS REALISEES DANS CE  
SECTEUR

IDENTIFIER UN NOMBRE ADDITIONNEL 1  
FINANCIERS QUI SONT AMBIE CRUES A CONTINUER DE CIBLER DANS CE SECTEUR  
NOUS POURSUIVONS LES RENCONTRES ENTAMEES CETTE ANNEE (87-88) AVEC LES  
SOCIETES PARTNERS.

CONTINUER NOS EFFORTS DE PROMOTION REGIONALE EN FRANCE ALORS QU'UNE  
ALPHAS NEBI PRENDRE ILL DE CANCELLER AGENTS.

CONTINUER NOS EFFORTS DE PROMOTION REGIONALE EN FRANCE ALORS QU'UNE  
ALPHAS NEBI PRENDRE ILL DE CANCELLER AGENTS.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :410-PARIS

017-OTHER SERVICES  
FRANCE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

PROPOSER RECHERCHER AVEC SOUTIEN REGIONAL AFIN DE LES PRODIGER  
DANS LE CADRE DE LA RECHERCHE DE LA PART DE LA FRANCE, ET  
DE SUIVRE DE PRES LES SOCIETES CIBLEES ET D'INTERVENIR A BENEVOLENCE  
EN CAS DE BESOIN.

ETABLISSEMENT D'INFORMATION DES PAYS DES MARCHES ET D'ENQUETES  
PRELIMINAIRES.

ETRE QUANTIFIE EN RELATION AVEC LES PROGRES TECHNOLOGIQUES RECENTS.  
L'UNE DES DES SOCIETES TRAITANTES QUI S'INTERESSE A LA  
TECHNOLOGIE FRANCAISE.

(INNOVATION DE NOUVEAUX MODELS SOCIETES  
D'ASSURANCE) AU MARCHE FRANCAIS.

IDENTIFICATION D'ACTES AU NIVEAU NATIONAL  
CONCERNANT LA PART  
FRANCAISE, EN PARTICULIER.

IDENTIFIER UNE "JOINT VENTURE" EN UN DOMAINE DE  
TECHNIQUE.

ACTIVITES ANTICIPATEES EN QUARTER:

QUARTERLY RESULTS ANTICIPATED:

ETABLISSEMENT D'INFORMATION DES PAYS DES MARCHES ET D'ENQUETES  
PRELIMINAIRES (INNOVATION DE NOUVEAUX MODELS SOCIETES  
D'ASSURANCE) AU MARCHE FRANCAIS.

ORGANISER UNE DE 3 REUNIONS DE CONSULTATION  
ANNUALES (AU NIVEAU NATIONAL) AFIN DE  
RECHERCHER DES IDEES ET D'INTERVENIR A BENEVOLENCE  
EN CAS DE BESOIN. (UNE DES DES SOCIETES TRAITANTES QUI  
S'INTERESSE A LA TECHNOLOGIE FRANCAISE).

QUARTER: 1 -----

QUARTER: 2 Efforts de sociétés cibles de prospection  
travaux de recherche.

Avec une offre spéciale à améliorer les chances  
de vendre sur certains marchés d'origine de  
la France à la France Nationale en encourageant les  
investissements de technologie en ce qui concerne  
avec une offre spéciale à améliorer les chances



410 - PARIS

FRANCE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

??????

??????

NOUS CONTINUERONS D'IMPLANTER NOTRE SYSTEME IDP & DE RENCONTRER LES FIRMES QUE NOUS AVONS CIBLEES & CONTINUONS DE CIBLER DANS CE SECTEUR. NOUS POURSUIVONS LES RENCONTRES ENTAMEES CETTE ANNEE (87-88) AVEC LES SOCIETES PARINVEST.

1 A 2 INVESTISSEMENTS REALISES DANS CE SECTEUR.

CHEM PROD & PETROCHEM,EQP,SERV

PLASTICS PRODUCTS,EQUIP,SERVIC

NOUS CONTINUERONS D'IMPLANTER NOTRE SYSTEME IDP & DE RENCONTRER LES FIRMES QUE NOUS AVONS CIBLEES & CONTINUONS DE CIBLER DANS CE SECTEUR. NOUS POURSUIVONS LES RENCONTRES ENTAMEES CETTE ANNEE (87-88) AVEC LES SOCIETES PARINVEST.

1 A 2 INVESTISSEMENTS REALISES DANS CE SECTEUR.

ADVANCED TECH. PROD. & SERV

??????

NOUS CONTINUERONS D'IMPLANTER NOTRE SYSTEME IDP & DE RENCONTRER LES FIRMES QUE NOUS AVONS CIBLEES & CONTINUONS DE CIBLER DANS CE SECTEUR. NOUS POURSUIVONS LES RENCONTRES ENTAMEES CETTE ANNEE (87-88) AVEC LES SOCIETES PARINVEST.

1 A 2 INVESTISSEMENTS REALISES DANS CE SECTEUR.

EDUCATION,MEDICAL,HEALTH PROD

PHARMACEUTICALS, BIOTECHNOLOGY

NOUS CONTINUERONS D'IMPLANTER NOTRE SYSTEME IDP & DE RENCONTRER LES FIRMES QUE NOUS AVONS CIBLEES & CONTINUONS DE CIBLER DANS CE SECTEUR. NOUS POURSUIVONS LES RENCONTRES ENTAMEES CETTE ANNEE (87-88) AVEC LES SOCIETES PARINVEST.

1 A 2 INVESTISSEMENTS REALISES DANS CE SECTEUR.

INDUSTRIAL MACHIN,PLANTS,SERV.

TOOLS & HARDWARE

NOUS CONTINUERONS D'IMPLANTER NOTRE SYSTEME IDP & DE RENCONTRER LES FIRMES QUE NOUS AVONS CIBLEES & CONTINUONS DE CIBLER DANS CE SECTEUR. NOUS POURSUIVONS LES RENCONTRES ENTAMEES CETTE ANNEE (87-88) AVEC LES SOCIETES PARINVEST.

1 A 2 INVESTISSEMENTS REALISES DANS CE SECTEUR.

TRANSPORT SYS,EQUIP,COMP,SERV.

AUTOMOTIVE

NOUS CONTINUERONS D'IMPLANTER NOTRE SYSTEME IDP & DE RENCONTRER LES FIRMES QUE NOUS AVONS CIBLEES & CONTINUONS DE CIBLER DANS CE SECTEUR. NOUS POURSUIVONS LES RENCONTRES ENTAMEES CETTE ANNEE (87-88) AVEC LES SOCIETES PARINVEST.

1 A 2 INVESTISSEMENTS REALISES DANS CE SECTEUR.

NON SECTORALLY ORIENTED ACTIVITIES

CONTINUER NOS EFFORTS DE PROMOTION REGIONAL EN FRANCE ALSACE,RHONE ALPES,MIDI PYRENEES,ILE DE FRANCE,AQUITAINE.

IDENTIFIER UN NOMBRE ADDITIONNEL D'INVESTISSEURS VOULANT TRANSFERER UNE TECH. NOUVELLE OU COMPLEMENTAIRE & INVESTIR FINANCIEREMENT.

METTRE SUR PIED DES EQUIPES SPECIFIQUES (TASK FORCE) POUR CHAQUE PROJET PARINVEST PRIORITE 1,COMPOSEES DE REPRESENTANTS GOV'T FED.,PROV.,MUN.,DES PARTENAIRES FRS & CDN DES FINANCIERS FRS & CDN & AUTRES REP. DES SECTEURS PRIVE DES SERVICES (AVOCATS,INGENIEURS,ETC).

FAIRE EN SORTE QUE LE PROJET D'INVESTISSEMENT SE REALISE A COURT TERME.

SENSIBILISER TOUS LES INTERVENANTS DU GOUVERNEMENT FEDERAL (EXTOTT/DRIE,OTT/DRIE,REGIONAL/INVCAN) A NOTRE APPROCHE IDP SYSTEM.

S'ASSURER QUE LES DOSSIERS D'INVESTISSEURS POTENTIELS CIRCULENT RAPIDEMENT AFIN DE RENCONTRER NOTRE OBJECTIF DE PRISE DE DECISION RAPIDE PAR INVESTISSEUR.

REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

410 - PARIS

FRANCE

TRACKING:  
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ACTIVITIES UNDERTAKEN IN QUARTER  
-----

RESULTS REPORTED  
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QUARTER : 1

ADMINISTRAT'N: MISE A JOUR SYST. DE SUIVI DE DOSSIERS D'INVSTMT, PLANIFICA'N ACTIVITES DE SUIVI & DE PROMOTION PR RESSTE A.F. 88/89, MISE A JOUR LETTRES STANDARD, QUESTIONNAIRES, ELABORATION RAPPORT TRIMESTRIEL DE SUIVI.  
-PROSPECTION: RENCONTRE AVEC NVLES SOC. (INVSTRS POTENTIELS) & SOCIETES PARINVEST. -ORGANISATION: VISITE ANDRE SULZENKO (TNO), MISSION MEIR MTL. (SECTEUR PLASTIQUES). VISITE: SALONS INTERMEDICA, ROBOTIQUE, MACHINE-OUTILS. -SUIVI DE DOSSIERS.

MISE A JOUR DES ACTIVITES DE LA SECTION.  
-RENCONTRE AVEC INVESTISSEURS POTENTIELS FRANCAIS DANS LE BUT DE LES RENSEIGNER SUR L'ACCORD DE LIBRE ECHANGE ENTRE LE CANADA ET LES E.U.  
-IDENTIFICATION NOUVEAUX INVESTISSEURS (12) QUI FONT MAINTENANT PARTIE DU PARINVEST.  
-IDENTIFICATION NOUVELLES SOCIETES (CIBLAGE) A CONTACTER A TRAVERS UN MAILING.

QUARTER : 2

Preparation visite a MEIR montreal 23-24 aout 1988 (i.e. dossiers PARINVEST a discuter).  
Planification et organisation des deplacements pour rencontrer societes PARINVEST: Bourgogne, Rhones-Alpes, Ile-de-France pour septembre, octobre, novembre.  
Administration et suivi des dossiers PARINVEST.  
Participation de programmes de visites de societes francaises au Canada.

Fait le point sur chacun des dossiers PARINVEST afin d'avoir des supplements d'information, d'aide.  
Rencontres nouvelles societes PARINVEST, fermeture et ouverture de dossiers.  
Rencontres avec interlocuteurs canadiens (Gouvernement/Municipaux) et partenaires potentiels.

QUARTER : 3

- Suivi des dossiers d'investisseurs potentiels; rencontres avec nouveaux investisseurs potentiels.  
- Rapport d'etape.  
- Deplacement en Bourgogne, Rhone-Alpes, Ile-de-France.  
- Organisation du programme de visites de societes francaises au Canada.

Maintien contact regulier avec societes francaises/partenaires potentiels canadiens et intermediaires francais et canadiens.

QUARTER : 4

-Mission en France d'un groupe (10) de commissionnaires industriels de la province de l'Ontario.  
-Organisation d'un colloque en collaboration avec le Conseil General des Hauts de Seine.  
-Visites a des clients (stes francaises/investisseurs potentiels) en Ile de France.  
-Organiser programmes de visites de societes francaises/investisseurs potentiels se rendant au Canada.

-Avons sensibilise ces personnes au potentiels qu'offre le marche francais en terme de cooperation industrielle/d'investissement. -Colloque a permis de faire connaitre notre mandat a 75 stes francaises & d'identifier 4-5 investisseurs potentiels. -Rencontres ont permis de relancer certains dossiers latents & d'identifier les interets de nouveaux investisseurs potentiels. Voyages du Cda auront permis a ces stes de se rendre compte du potentiel que leur offre le



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

POST :410-PARIS

Visite a Paris et Toulouse du PM du Quebec, M. Robert  
Bourassa - Janvier 1989.  
Salon International de l'Agriculture, Mars 1989.

Mission Porcins Reproducteurs - Fevrier 1989.

Missions en France des dirigeants des services veterinaires  
et phytosanitaires canadiens.

Organisation et participation au Salon des articles de sport  
d'hiver, Grenoble (SIG '89).

Rapport sur strategie Gouv. Francais en matiere de lutte  
contre incendies de forets.

Aide aux promoteurs du Salon Airshow Canada.

Organisation et participation (avec Lyon) Salon des Metiers  
de Bouche (Janvier 1989).

Rapport sur marche francais des produits de la peche.

Appui systematique a la promotion de "Globe 90" (Salon/  
Congres de l'Environnement a Vancouver).





REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :472-PRAGUE

011-OIL & GAS EQUIPMENT, SERVICES  
CZECHOSLOVAKIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

REFERENCE TRIP BY CSSR SPECIALISTS TO MOHAWK OIL LTD'S NORTH VANCOUVER USED OIL REFINING FACILITY.

INFLUENCE KEY DECISION MAKERS; SATISFY CSSR SIDE RE. ENVIRONMENTAL GUARANTEES.

CONTINUING LIAISON AND SUPPORT FOR ALBERTA GOVERNMENT PROMOTIONAL ACTIVITIES IN ENERGY SECTOR.

GREATER EXPOSURE OF ALBERTA COMPANIES TO CSSR MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ALBERTA MISSION MAY 19-24. - VISIT OF PRESIDENT OF IPEL-KOPP RE PIPELINE INSPECTION CONTRACT.

SALE OF EMBRYOS (SIGNED AT JAC MEETING IN JULY).

QUARTER: 2 -----

QUARTER: 3 Alberta govt. mission to Prague and Bratislava Nov.29-Dec.2. - continuation of promotion of IRGI-Mohawk Oil - PBS bid on Koramo Kolin used oil refinery projects.

proposals submitted by Willowglen for Scapa systems for Transit Gas Pipeline.

QUARTER: 4 Call on Minister of Czech Ministry of Industry to lobby for Cdn. bid on Koramo Kolin used oil refinery project incl. attempt to determine timing and funding situation for project. Continue to press for visit of CSSR tech. experts.

Ministers confirmed intention to proceed with Koramo Kolin as ecological project, thereby accessing funds from environment. protection budget. Czechoslovak side scheduled reference trip for May 1989.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :472-PRAGUE

001-AGRI & FOOD PRODUCTS & SERVICE  
CZECHOSLOVAKIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

CONCLUSION OF NEGOTIATIONS BETWEEN ALBERTA SWINE BREEDERS ASSOC.  
AND KOOSPOL F.T.O. ON COOPERATION IN SWINE BREEDING IN CSSR.

SALE OF CDN SWINE TO CSSR & SALE OF PROGENY  
ON PROFIT-SHARING BASIS IN THIRD COUNTRY  
MARKETS (\$0.5M)

PERFORMANCE RESULTS OF EMBRYO TRANSPLANTS DONE BY WESTERN  
BREEDERS INTERNATIONAL (WBI)

ESTABLISHMENT OF WBI AS PREFERRED SUPPLIER  
RESULTING IN ONGOING SALES OF \$0.30M.

CONCLUSION OF NEGOTIATIONS BETWEEN KOOSPOL F.T.O. & STATE BREED-  
ING TRUST, BRATISLAVA & A CDN COMPANY ON COOPERATION IN EMBRYO  
TRANSFER PROGRAM IN CSSR.

SALE OF CDN HOLSTEIN-FRIESIAN DONOR COWS TO  
CSSR & SALE OF EMBRYOS ON PROFIT-SHARING  
BASIS TO 3RD COUNTRY MARKETS (\$0.7M).

ESTABLISHMENT OF CANADA-CSSR WORKING GROUP ON AGRICULTURE AS PER  
TOMAN-WISE MOU.

GREATER CONTACT BETWEEN CDN & CZECHOSLOVAK  
AGRIC. SECTOR WITH RESULTING IDENTIFICATION  
OF COMMERCIAL OPPORTUNITIES.

VISIT TO CSSR OF CANADIAN MINISTER OF AGRICULTURE IN 1988.

GENERAL INCREASE IN LEVEL OF CDA-CSSR RELA-  
TIONS IN AGRICULTURAL SECTOR.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR WESTERN BREEDERS-ALBERTA GENETICS IN  
THEIR NEGOTIATION ON EMBRYO TRANSFER AGREEMENT.

SALE OF EMBRYOS (SIGNED AT JAC MEETING IN JULY).

QUARTER: 2 -----

QUARTER: 3 continuation of support for Western Breeders  
Intl. in negotiations for sale of bovie embryos

called on new Federal Minister of Agriculture &  
Food (Algayer) and made arrangements for half-  
year review of Joint Agricultural Committee -  
sale of 16 Holstein-Friesian Bulls to Slusovice

QUARTER: 4 Review of Canada-Czechoslovakia Joint Agric.  
Committee projects with Fed. Ministry of Agric.  
Report on performance of CSSR Agric. sector in  
1988

Delivery of bovine embryos as result of 3rd embr  
yo sale by Wetern Breeders.



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

POST :472-PRAGUE

Report on CSSR Market for Environmental Protection equipment  
and services

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :403-ROME

999-MULTIPLE SECTORS  
ITALY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

NEGOTIATION OF A CANADA/ITALY TRADE AND INDUSTRIAL CO-OPERATION ARRANGEMENT.

CONCLUSION AND IMPLEMENTATION OF THE ARRANGEMENT.

FOLLOWING-UP TO EUREKA MISSION TO ITALY.

CANADIAN PARTICIPATION IN EUREKA PROJECTS.

VISIT OF MINISTER OF INTERNATIONAL TRADE TO ITALY.

SIGNING OF A TRADE AND INDUSTRIAL CO-OPERATION ARRANGEMENT.

DISCUSSIONS BETWEEN THE CANADIAN MANUFACTURERS ASSOCIATION AND CONFINDUSTRIA ON MUTUAL CO-OPERATION ARRANGEMENTS.

CONCLUSION OF A FORMAL ARRANGEMENT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Bari Trade Fair participation.

Cdn info booth at Bari Fiera del Levante successful (Sept 9-19).

QUARTER: 3 -----

QUARTER: 4 -----



POST :403-ROME

005-ADVANCED TECH. PROD. & SERV  
ITALY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

FOLLOW-UP WITH MINISTRY OF SCIENTIFIC RESEARCH, ENEA AND MAJOR ITALIAN HI-TECH FIRMS ON OPPORTUNITIES IDENTIFIED DURING THE 1987 EUREKA MISSION TO ITALY.

EUREKA SUB-CONTRACTS AND TECHNOLOGY INFLOWS TO CANADA.

AS A FOLLOW-UP TO THE 1987 CO TOUR OF CANADA. TO INTRODUCE CANADIAN FIRMS TO POTENTIAL CLIENTS IN ITALY.

CONCLUSION OF AGENCY ARRANGEMENTS AND INCREASED CANADIAN EXPORTS IN THIS SECTOR BY \$5.0 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REPORT ON NEW ITALIAN EUREKA PROJECTS APPROVED AT COPENHAGEN MINISTERIAL CONGRESS.

INFO ON ITALIAN PARTICIPATION IN EUREKA NOW COMPLETE AND UP TO DATE.

QUARTER: 1 COMPILE DETAILED LIST OF ITALIAN WHO'S WHO IN REMOTE SENSING SECTOR. VISIT OF ITALIAN R AND D LABORATORY.

DETAILED POST SECTOR INTELLIGENCE PLUS HIGHTENED ITALIAN AWARENESS OF CDN CAPACITY & EXPERTISE WILL FACILITATE MARKET IDENTIFICATION AN PENE-TRATION IN GROWING HI-TECH AREA.

QUARTER: 2 -----

QUARTER: 3 Presentation/seminar Sydney Corp. Open Systems Interconnect.

Good media coverage of Canadian software capabilities.

QUARTER: 4 Presentation at Embassy to key mod, police and anti-terrorism officials of new anti-ballistic material used in body armour and vehicle plating produced by Allied Signal and Barrday of Cambridge, Ontario.

Barrday product, Spectra Body Armour, could replace Kevlar, now national standard. Presentation was first important step in turning on key procurement officials to Spectra superior specs.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :403-ROME

004-DEFENCE PROGRAMS,PRODUCTS,SERV  
ITALY

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

AEROSPACE & MARINE

RECONVENING OF CANADA/ITALY RDP COMMITTEE.

RE-ESTABLISHMENT OF DIALOGUE ON CANADA/ITALY  
DEFENCE TRADE.

IDENTIFICATION OF TRADE AND INDUSTRIAL DEVELOPMENT OPPORTUNITIES  
IN THE CONTEXT OF MAJOR ACQUISITION PROJECTS AND THE RESUMPTION  
OF RDP CO-OPERATION.

\$25 MILLION IN INCREASED TRADE AND INDUSTRIAL  
CO-OPERATION IN THIS SECTOR.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 RECONVENE CANADA-ITALY RDP COMMITTEE

RECONVENING OF RDP CTTEE SHOULD PROVIDE IMPETUS  
TO EXPANDING CANADA-ITALY DEFENSE TRADE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----





REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

403 - ROME

ITALY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

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ARRANGE VISITS TO CANADA BY PROSPECTIVE INVESTORS FOR  
DISCUSSION WITH POTENTIAL JOINT VENTURE PARTNERS  
OR BACKERS.

ONE JOINT VENTURE OR LICENSING ARRANGEMENT

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.  
ARRANGEMENT TO CANADA BY PROSPECTIVE INVESTORS FOR DISCUSSION  
WITH POTENTIAL JOINT VENTURE PARTNERS AND/OR LICENSEES.

ONE JOINT VENTURE OR LICENSING ARRANGEMENT

CONSUMER PRODUCTS & SERVICES APPAREL (CLOTH, FUR, SHOES) TEXT  
ARRANGE FOR MISSION TO CANADA OF ITALIAN APPAREL AND  
FURNITURE MANUFACTURES TO MEET WITH PROSPECTIVE LICENSEES

ONE OR TWO LICENSING ARRANGEMENTS

CHEM PROD & PETROCHEM, EQP, SERV CHEM & PETROCHEM PRODUCTS  
THROUGH STEERING COMMITTEE OF ENI/DRIE, MOU AND THROUGH DIRECT  
CONTACTS WITH ENI INFORMATION WILL BE PROVIDED TO ITALIAN COMPANY  
TO ASSIST IT IN THE EVALUATION OF ITS INVESTMENT PROJECTS IN CANADA.

ONE MAJOR DIRECT INVESTMENT PROJECT IN  
CANADA.

NON SECTORALLY ORIENTED ACTIVITIES

LIAISON VISITS WITH MAJOR ITALIAN BANKS.

TO ENCOURAGE THESE BANKS TO INFORM THEIR  
CLIENTS ABOUT SPECIFIC CANADIAN INVESTMENT  
PROSPECTS.

SPEECHES AND PRESENTATIONS TO CHAMBERS OF COMMERCE, UNIVERSITIES, ETC.

INFORM OPINION MAKERS IN THESE GROUPS OF  
THE POTENTIAL FOR INVESTMENT IN CANADA.



REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

403 - ROME

ITALY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

QUARTER : 2

QUARTER : 3

QUARTER : 4

QUARTER ACTIVITIES UNDERTAKEN AND PLANS AT MISSIONS ABROAD FOR QUARTER 1

QUARTER ACTIVITIES UNDERTAKEN AND PLANS AT MISSIONS ABROAD FOR QUARTER 2

QUARTER ACTIVITIES UNDERTAKEN AND PLANS AT MISSIONS ABROAD FOR QUARTER 3

QUARTER ACTIVITIES UNDERTAKEN AND PLANS AT MISSIONS ABROAD FOR QUARTER 4

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QUARTER RESULTS REPORTED

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

POST :403-ROME

Visit to Rome of Min. for Intl. Trade, along with 12 presi-  
dents of major Cdn cos.MTN:inventory of Itln Govt Ass. Prog.  
Win Network implementation and training.

Technology Investment Mission to Italy Feb 25-Mar 5. Coordi-  
nation with MIST and ICE;preparation of briefing book.

1. RETURN

2. RETURN

3. RETURN

4. RETURN

5. RETURN

6. RETURN

7. RETURN

8. RETURN

9. RETURN



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :432-STOCKHOLM

005-ADVANCED TECH. PROD. & SERV  
SWEDEN

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	UPDATE ACTIVITIES/DEVELOPMENTS AND PLANS AT SWEDISH SPACE (REMOTE SENSING DIVISION).	BRIEF REPORT TO BE DISTRIBUTED TO INTERESTED PARTIES IN REMOTE SENSING COMMUNITY.
	IDENTIFY CONTACT PERSONS IN ARMED FORCES WHO COULD "STEER" ENQUIRIES THROUGH DEFENCE ESTABLISHMENT - NATIONAL SECURITY CONCERNS LIMIT DIRECT ACCESS.	POTENTIAL SALES FOR ASW AND/OR TERRITORIAL PATROLS.
	TRACK DEVELOPMENTS OF SWEDISH EUREKA PROJECT ON IMAGE ANALYSIS THROUGH CORPORATE CALLS AND TRADE REPORTS.	CAPITALIZE ON ANY REQUIREMENT FOR IMAGE ANALYSIS TECHNIQUES DEVELOPED IN CANADA.
	COMPUTER JOURNALIST MISSION TO CANADA. IDENTIFY SUITABLE JOURNALISTS IN GENERAL SPECIALIZED MEDIA INTERESTED IN PUBLIC AFFAIRS/INFORMATION TOUR OF CDA.	INCREASED AWARENESS OF CANADIAN CAPABILITY.
	IDENTIFY CANADIAN SOFTWARE HOUSE INTERESTED IN OPENING UP LOCAL OFFICE USING COGNOS AS EXAMPLE.	LONG-TERM SALES WHICH ARE NOT FEASIBLE WITHOUT LOCAL PRESENCE.
???????	FINISH OVERVIEW OF CELLULAR RADIO MARKET IN SWEDEN.	LONG TERM. ASSIST CANADIAN SUPPLIERS IN PREPARING MARKETING STRATEGY.
	FOLLOW-UP TO THE GENEVA 87 TELECOMMUNICATIONS SHOWS WHERE THERE WAS AN EXTENSIVE AND HIGH-LEVEL SWEDISH PRESENCE	ASSIST 1 TO 3 CDN FIRMS SELECT AGENTS. (B) IDENTIFY PRODUCT AREAS THAT HAVE LONGER-TERM DEV. POTENTIAL.
	REPORT ON ONGOING LIBERALIZATION OF TELECOMMUNICATIONS SERVICES AND NEW MARKETS, IF ANY, THAT WILL DEVELOP AS A DIRECT CONSEQUENCE.	DEVELOPMENT OF MARKET FOR PRODUCTS PRESENTLY SOURCED IN SWEDEN (TELI AND ERICSSON)
	GENERAL MARKET SURVEY ON TELECOMMUNICATIONS	DISTRIBUTION TO EX OTT/TTT/RWT, DRIE, PROVINCIAL GOVERNMENTS AND INTERESTED COMPANIES. INCREASED CANADIAN ACTIVITY.
	SECURE AT SHORT DESCRIPTIVE LIST OF CANADIAN CONTACTS IN SPACE TELECOMMUNICATIONS (I.E. TELEGLOBE, TELESAT, CANADIAN SPACE AGENCY, SPAR, SED, ETC.).	FOR DISTRIBUTION TO CONTACTS AT TELEVERKET (PTT) AND SWEDISH SPACE. INCREASE CANADIAN INPUT IN EXPANDING SWEDISH SPACE PROGRAM.
???????	CONTINUED DEVELOPMENT OF AGENCY CONTACTS THROUGH ON-SITE VISITS TO SWEDISH DISTRIBUTORS.	10 TO 20 NEW AGENTS OVER THE YEAR.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :432-STOCKHOLM

005-ADVANCED TECH. PROD. & SERV  
SWEDEN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

POST HAS DONE EXTENSIVE COVERAGE OF STOCKHOLM AREA WHERE 70% OF COMPUTER BUSINESS IS LOCATED. SAME COVERAGE TO BE EXTENDED TO MALMO AND GOTHENBURG.

BETTER GEOGRAPHICAL COVERAGE.

PREPARE REPORT/OVERVIEW OF SWEDISH COMPUTER AND SOFTWARE MARKET.

DISTRIBUTION TO CANADIAN COMPUTER FIRMS, GOVERNMENT AGENCIES (EXT OYY/DRIE,ETC.) AND PROVINCIAL GOVERNMENTS.

ORGANIZE A VISITING JOURNALIST PROGRAM FOR COMPUTER SWEDEN, OR OTHER SUITABLE TRADE MAGAZINE.

GREATER MARKET AWARENESS IN SWEDEN OF CANADA AS A SOURCE OF COMPUTER PRODUCTS.

IDENTIFY BUYER/AGENT CONTACTS TRAVELLING TO MAJOR SHOWS IN USA (COMDEX,ETC.)AND PROVIDE ADVANCE INFORMATION ON CDN EXHIBITORS AND/OR SUGGEST SHORT STOPOVER IN CANADA AT SAME TIME.

CANADIAN COMPANIES ORGANIZE BEST DEMONSTRATIONS AND EXHIBITS AT U.S. SHOWS. BETTER LONG-TERM IMAGE IN SWEDEN.

ORGANIZE VISIT TO CANADIAN CABLE T.V. OPERATIONS AND EQUIPMENT SUPPLIERS BY SENIOR-LEVEL TELEVERKET EXECUTIVE.

CLOSER COOPERATION WITH CANADIAN FIRMS.

PREPARE SHORT REPORT ON MAJOR CABLE T.V. OPERATORS IN SWEDEN.

BETTER TARGETTING OF BUYERS CONTACTS FOR CANADIAN SUPPLIERS.

IDENTIFY CONTACT PERSON AT ESSELTE PAY-T.V. TO WORK THROUGH.

EQUIPMENT AND SERVICE SALES TO ESSELTE PAY T.V. SYSTEM (BENELUX AND SCANDINAVIA).

??????

CONTINUED PROMOTION OF CANADIAN FIRMS TO ERICSSON WHO HAVE INCREASED INDUSTRIAL OFFSET OBLIGATION IN CANADA

3 TO 5 NEW BUYING CONNECTIONS.

CONTINUED SUPPORT AND PROMOTION OF NEW GENERATION OF I.S.D.N. THROUGH PROMOTION OF VISITS AND SEMINARS AND PROVISION OF INFO TO CDN MANUFACTURERS ON DEVELOPMENT AT TELEVERKET AND ERICSSON.

HAVE CHIPS "DESIGNED IN" TO NEXT GENERATION OF ERICSSON AND TELI EXCHANGES.

INCREASED PROMOTION OF CANADIAN CIRCUIT BOARD MANUFACTURERS TO TAKE ADVANTAGE OF LOWER EXCHANGE RATE.

YEARLY SALES OF OVER \$1 MILLION.

CONTINUED PROMOTION OF ELECTRONIC COMPONENTS PRODUCTION EQUIPMENT AND SOFTWARE THROUGH CORPORATE VISITS.

INCREASE PENETRATION OF CANADIAN PRODUCTION SOFTWARE WHICH WILL OPEN DOOR TO OTHER PRODUCTS.

PROMOTE CONCEPT OF VISIT TO CDA BY MEMBERS OF SWED ROBTICS ASSOC. AND ASSIST IN LINING UP CONTRACTS AND MEETINGS.

IDENTIFY COS & PROJECTS SUITABLE FOR JV'S AND/OR TECH/TRANSFER.





QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :432-STOCKHOLM

006-???????

SWEDEN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

???????

POST HAS IDENTIFIED OPPORTUNITIES FOR NAVIGATION/LANDING SYSTEM FOR SMALL STOCKHOLM AIRPORTS.

ENSURE PREQUALIFICATIONS OF CANADIAN NAVIGATION LANDING SYSTEM SUPPLIER.

INTRODUCTION AND PROMOTION OF MACHINE-READABLE PASSPORT TECHNOLOGY.

SALE OF DEMONSTRATION SYSTEM TO SWEDISH POLICE.

IDENTIFY CANADIAN COMMUNICATIONS INSTRUMENTATION WITH POTENTIAL IN SWEDEN (E.G. LOGIC ANALYZERS).

INCREASE NUMBER OF CANADIAN COMPONENT MANUFACTURERS REPRESENTED IN SWEDEN.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW NAVIGATION (LANDING) SYSTEM PROGRAM FOR SMALL AIRPORTS

LIAISON BETWEEN AIRPORT AUTHORITY AND CANADIAN MANUFACTURER ON EXPECTED PROGRAM SCHEDULE

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :432-STOCKHOLM

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SWEDEN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE SUPPORT OF MOU ACTIVITIES FOR COOPERATION IN DEFENCE  
RESEARCH DEV. AND PRODUCTION STEERING COMMITTEE.

IMPROVED MARKET ACCESS FOR CDN MANUFACTURERS

SUPPORT MANUFACTURER OF MAINTENANCE SIMULATORS IN CONTACTS WITH  
PROCUREMENT AUTHORITIES

ACCEPTANCE OF MAINTENANCE SIMULATOR EQUIPMENT

SUPPORT MANUFACTURERS OF RADIO LINKS AND ASW EQUIPMENT IN PRESEN-  
TATIONS TO MILITARY PROCUREMENT AUTHORITIES

FOLLOW ON SALES

IDENTIFY AREAS FOR COOPERATION IN NBCW EQUIPMENT RESEARCH AND  
DEVELOPMENT

LOCATE SALES OPPORTUNITIES FOR CDN PRODUCERS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT ACTIVITIES OF MOU ON DEFENCE RDP

PARTICIPATE IN PREPARATIONS FOR, AND MEETINGS  
OF DEFENCE COOPERATION STEERING COMMITTEE

QUARTER: 2 -----

QUARTER: 3 Continue support for MOU in defence research de-  
velopment & production. 2)Identify areas for co-  
operation in NBCW equipment R & D.

Meeting of TPD officer with local procurement  
agency FMV. Exchange information on MOU midterm  
meetings. 2)Obtain space for commercial display  
by Canadian firms at major BCW symposium planned  
for June 89

QUARTER: 4 -----

POST :432-STOCKHOLM

013-CONSUMER PRODUCTS & SERVICES  
SWEDEN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

APPAREL (CLOTH,FUR,SHOES) TEXT

SELECT SWEDISH FUR BUYERS TO VISIT CANADA IN CONJUNCTION WITH MONTREAL FUR FAIR MAY 1988

ON SITE SALES OF FURS TO VALUE OF CAD 750 THOUSAND

IDENTIFY 2 OR 3 CDN PRODUCERS TO VISIT SWEDEN TO MOUNT LOCAL FUR FASHION SHOW.

POTENTIAL SALES OF CAD 1.5 MILLION

COOPERATE WITH SWEDISH FUR COUNCIL AND CANADIAN AIRLINE TO ESTABLISH FEASIBILITY OF CHARTER TRIP BY PRINCIPAL FURRIERS TO MTL AND TORONTO.

FUR SALES OF CAD 2. MILLION

CULTURE INDUSTRIES

OBTAIN LIST OF CANADIAN EXPORTERS OF T.V. AND FILM PRODUCTS AND DISTRIBUTE TO EMERGING SWEDISH PAY T.V. AND CABLE INDUSTRY.

INCREASED SALES.

IN CONJUNCTION TO GOTHENBURG BOOK FAIR, ORGANIZE IN-STORE PROMOTION OF CANADIAN BOOKS AND RECORDS N.K. AND OHLEN.

INCREASED SALES BY 10%

CONTINUED ASSISTANCE TO CANADIAN EXPORTERS OF RECORDS AND TAPES IN FACE OF STRONG SWEDISH INDUSTRY COUNTEROFFENSIVE, THROUGH COMMERCIAL INTELLIGENCE, TRACKING OF LEGAL ISSUES.

MAINTAIN PRESENT LEVEL OF SALES.

INTRODUCE RELATED PRODUCTS TO EXISTING NET OF RECORD IMPORTERS.

NEW SALES - TARGET \$500,000 TO \$1.0 MILLION.

LEISURE PROD. TOOLS HARDWARE

MEET WITH SENIOR OFFICIALS OF MAJOR SWEDISH CHAIN STORE TO INTEREST THEM IN CANADIAN "IN STORE" PROMOTION WEEK FOR OCT '88 OR '89. EITHER STOCKHOLM OR COUNTRY WIDE.

GOOD RELATIONSHIP DEVELOPED WITH MAJOR CHAIN STORE BUYERS. ANTICIPATED SALES CAD 500,000-750,000

SELECT SUITABLE BUYERS TO ATTEND CSGA SHOWS IN SEPT '88 & FEB '89.

EXCLUSIVE AGENCY AGREEMENTS. SALES OF CAD 200,000 VALUE.

INVITE SWEDISH SPORTING GOODS BUYERS TO CANADIAN STAND AT ISPO MUNICH.

STIMULATE BUYERS INTEREST IN CANADIAN SPORTING GOODS. ANTICIPATED SALES SKATES CAD 750,000.



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :432-STOCKHOLM

013-CONSUMER PRODUCTS & SERVICES  
SWEDEN

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	INVITE SWEDISH SPORTING GOODS BUYERS TO CANADIAN STAND AT ISPO IN MUNICH.	SALES OF GYMNAS TIC EQUIPMENT AND HOCKEY ARENA EQUIPMENT TO BUYERS FOLLOWING INTRODUCTIONS AT ISPO MUNICH
QUARTER: 2	Attend Stockholm Shoe Fair. Meet with importers distributors of footwear casual, hunting. Interview leather producers, associations, luggage, cases, belt producers.	Although summer footwear mainly displayed, several agents/distributors expressed interest in warm-lined booths, hunting boots etc from Cda. These firms will be sent names & addresses of Canadian manufacturers.
QUARTER: 3	Identify new agents in Helsingborg & malmo area, particularly in housewares,kitchen equipment, pharmaceutical and sporting goods sectors.	Trade promotion visit referred cities resulted in 17 calls,"6 new" in sectors specified,started cooperation with 5 importers. also introduced Cdn prod.to remaining distribs - result of enquiries from Marketplace 88.
QUARTER: 4	-----	

REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

432 - STOCKHOLM

SWEDEN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

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ADVANCED TECH. PROD. & SERV	??????	
CALLS ON SENIOR MANAGERS OF SELECTED SWEDISH FIRMS FOR DISCUSSIONS OF INVESTMENT OPPORTUNITIES IN CDA; PARTICIPATION IN TRADE SHOWS & INDUSTRIAL CONFERENCES WITH INFORMATION BOOTH.		GREATER LOCAL AWARENESS OF INVESTMENT OPPORTUNITIES & TECHNOLOGY TRANSFER POTENTIAL IN CDA.

FOREST PRODUCTS,EQUIP,SERVICES	EQUIPMENT AND MACHINERY	
CALLS ON SENIOR MANAGERS OF SELECTED SWEDISH FIRMS FOR DISCUSSIONS OF INVESTMENT OPPORTUNITIES IN CDA; PARTICIPATION IN TRADE SHOWS & INDUSTRIAL CONFERENCES WITH INFORMATION BOOTH.		GREATER LOCAL AWARENESS OF INVESTMENT OPPORTUNITIES & TECHNOLOGY TRANSFER POTENTIAL IN CDA.

CONSTRUCTION INDUSTRY	BUILDING PRODUCTS	
CALLS ON SENIOR MANAGERS OF SELECTED SWEDISH FIRMS FOR DISCUSSIONS OF INVESTMENT OPPORTUNITIES IN CDA; PARTICIPATION IN TRADE SHOWS & INDUSTRIAL CONFERENCES WITH INFORMATION BOOTH.		GREATER LOCAL AWARENESS OF INVESTMENT OPPORTUNITIES & TECHNOLOGY TRANSFER POTENTIAL IN CDA.

INDUSTRIAL MACHIN,PLANTS,SERV.	MANUFACT & MATERIAL PLANT,EQP.	
CALLS IN SENIOR MANAGERS OF SELECTED SWEISH FIRMS FOR DISCUSSIONS OF INVESTMENT OPPORTUNITIES IN CDA; PARTICIPATION IN TRADE SHOWS & INDUSTRIAL CONFERENCES WITH INFORMATION BOOTH.		GREATER LOCAL AWARENESS OF INVESTMENT OPPORTUNITIES & TECHNOLOGY TRANSFER POTENTIAL IN CDA.

MULTIPLE SECTORS	ALL SUB-SECTORS	
COOPERATION WITH SOCIAL AFFAIRS PROGRAM MANAGER IN IDENTIFICATION OF & ADVICE TO BUSINESS IMMIGRATION CANDIDATES.		STIMULATION OF INTEREST IN BUSINESS IMMIGRATION TO CANADA.

NON SECTORALLY ORIENTED ACTIVITIES		
PUBLICITY PROGRAM THROUGH OFFER TO DISTRIBUTE SELECTED CANADIAN CORPORATE ANNUAL REPORTS TO SWEDISH BUSINESS COMMUNITY.		INCREASED AWARENESS OF BUSINESS CONDITIONS AND OPPORTUNITIES IN CDA.



REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

432 - STOCKHOLM

SWEDEN

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

FOLLOW UP TO INDUSTRIAL DELEGATION  
ACCOMPANYING KING AND QUEEN DURING STATE VISIT  
TO CANADA.  
CORPORATE LIAISON PROGRAM

CALLS ON CEO'S OF ASEA BROWN BOVERI, ERICSSON, AND  
SVENSKA HANDELSBANKEN.  
VISIT OF B.C. FOREST MINISTER TO HILLESOG RE  
SILVICULTURE INVESTMENT IN CANADA  
SUPPORT B.C. STEAMSHIPS IN DISCUSSIONS WITH PRO-  
SPECTIVE SWEDISH CORPORATE INVESTMENT.

QUARTER : 2

Industrial Liaison meetings with several firms  
considering establishing subsidiary operations  
abroad, for discussion of business opportunities  
in Canada.

One firm proceeding with site visits in eastern  
Canada during Autumn, remainder conducting  
internal reviews of expansion plans.

QUARTER : 3

Corporate liaison visits.  
Organized visit by Manitoba government official  
on investment in disabled/elderly rehabilitation  
products.  
Canadian stand at Export Forum in Gothenburg.

Identification of 4 potential projects for cor-  
porated investment in Canada.  
Visit successful; report from official not yet  
received.  
Investment enquiries resulted.

QUARTER : 4

Calls on "senior" managers of selected Swedish  
firms re investment in Canada

Participation in trade shows and conference to  
increase local awareness of Canada as country  
of investment opportunities.

Visits to FFV Ordnance in Eskilstuna, FFV Suppo-  
rt Systems in Karlstad, Hagglund Vehicle in  
Ornskoldsvik.

Host tourism workshop and dinner for local tra-  
vel agents handling business and pleasure travel  
to Canada.

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

POST :432-STOCKHOLM

Naval Port visit to Gothenburg by HMCS Athabaskan, with reception and program for Swedish commercial contacts.  
Western Europe Trade Commissioners Conference in London.

Continuing work to complete installation of WIN network hardware and software.  
Airshow Canada Promotion.

B.C. Minister Jensen visit.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :422-VIENNA

005-ADVANCED TECH. PROD. & SERV  
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

IN PROCESS OF COMPLETING AUSTRIAN COMPANIES ELECTRONIC DIRECTORY FOR THE USE OF POTENTIAL CANADIAN EXPORTERS.

NEW POTENTIAL SOURCES FOR CANADIAN EXPORTERS.

CLOSE LIAISON WITH UNIDO/VIENNA AIMED AT INTRODUCING CANADIAN TELECOMMUNICATION COMPANIES IN INTERNATIONAL COOPERATIVE PROJECTS UNDER THE AUSPICES OF SEVERAL UN AGENCIES.

CREATING AND IMPROVING AWARENESS OF CANADIAN CAPABILITIES IN THIS SECTOR THUS INCREASING SALES POSSIBILITIES FOR CANADIAN COMPANIES IN THIRD MARKETS.

??????

CONTINUING OUR EFFORTS TO INCREASE CANADIAN PRESENCE IN THIS SECTOR IN AUSTRIA.

NEW BUYING CONNECTIONS AND CONSEQUENT SALES INCREASE OF 10-15%.

CLOSE LIAISON WITH FCC (FEDERAL ECONOMIC CHAMBER) AIMED AT SOFTWARE TECHNOLOGY EXCHANGE.

INCREASE AWARENESS OF CANADIAN STATE-OF-ART I-N THIS SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION FOR CANADIAN INFORMATICS TRADE MISSION TO AUSTRIA - FALL '88.

PRELIMINARY, INCLUSIVE MARKET STUDIES, WORK COMPLETED;

QUARTER: 2 -----

QUARTER: 3 Canadian software mission to Austria Feb.89

Preparation for subject mission which included preliminary screening of contacts

QUARTER: 4 Canadian Software Mission visited Vienna end of February 1989.  
World-Tech-Vienna Fair, 18-22 June, 1989.

Mission an outstanding success. 96 individual meetings held with Austrian counterparts, followed by seven company visits. Preparations for this important fair to be held in June 1989 continue.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :422-VIENNA

001-AGRI & FOOD PRODUCTS & SERVICE  
AUSTRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUING IN OUR EFFORTS IN DEVELOPING AUSTRIAN MARKET FOR  
CANADIAN FOODSTUFFS AND RELATED PRODUCTS.

SMALL INCREASE IN CANADIAN SALES OF 5%.

SERVICING CONSTANTLY INCREASING MARKET ENQUIRIES FROM CANADIAN  
COMPANIES IN THIS SECTOR.

SMALL INCREASE IN CANADIAN SALES OF 5%.

TRAVEL FUNDS PERMITTING, INCREASE NUMBER OF CALLS OUTSIDE  
CAPITAL ON AUSTRIAN IMPORTERS IN THIS SECTOR.

IMPROVED KNOWLEDGE OF CANADIAN CAPABILITIES  
AND THUS HOPEFULLY INCREASING OUR SALES VOL-  
UME BY 5%.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :422-VIENNA

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
AUSTRIA

<p>PLANNING:</p> <p>ACTIVITIES PROPOSED IN POST PLAN:</p> <p>MANUFACT &amp; MATERIAL PLANT,EQP.</p> <p>THE POST EFFORTS IN CREATING COMPREHENSIVE LIST OF AUSTRIAN MANUFACTURERS AND DISTRIBUTORS OF CNC MACHINES HAS BEEN ALMOST COMPLETED. WE EXPECT TO FINALIZE IT WITHIN NEXT FEW MONTHS.</p> <p>ASSUMING THAT POST WILL BE GIVEN REQUESTED DATA PROCESSOR WE WOULD DEVELOP A CONTACT SYSTEMS LIST ON SECTORIAL BASIS FOR CANADIAN COMPANIES.</p>	<p>ANTICIPATED RESULTS:</p> <p>THE COMPLETED LIST WILL FACILITATE J/V, TECHNOLOGY TRANSFER AND MANUFACTURE UNDER LICENSE AND RECIPROCITY IN REPRESENTATION.</p> <p>ESTABLISH COMPREHENSIVE SOURCING NETWORK FOR USE OF CANADIAN EXPORTERS.</p>
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<p>TRACKING:</p> <p>ACTIVITIES UNDERTAKEN IN QUARTER:</p> <p>QUARTER: 1 SECOND PHASE OF PREPARATION FOR CANADIAN ENVIRONMENT TCEHNOLOGY MISSION TO AUSTRIA SEPT'88.</p> <p>QUARTER: 1 VISIT OF DR. MAY OF UNIDO TO CANADA ARRANGED IN MAY'88.</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 Canadian Environment Technology Mission (Sept. 28-30)</p> <p>QUARTER: 4 -----</p>	<p>QUARTERLY RESULTS REPORTED:</p> <p>LIST OF CONTACTS FOR THE MISSION ESTABLISHED; MAJOR POTENTIAL PARTNERS IDENTIFIED.</p> <p>VISIT RESULTED IN POSSIBILITY TO ESTABLISH TRUST FUND AGREEMENT BETWEEN UNIDO AND CIDA TO FINANCE CANADIAN CONSULTANTS WORK OVERSEAS;</p> <p>Extensive follow-up with Austrian industries resulting from this mission.</p>
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422 - VIENNA

AUSTRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV.

MANUFACT & MATERIAL PLANT, EQP.

CONTINUE WITH OUR DIRECT APPROACH TO POTENTIAL INVESTORS IN SECTOR.  
ORGANIZE IN COOPERATION WITH PROVINCES TECH TRANSFER & INVESTMENT SEMINARS.

BELIEVE WE MAY BE SUCCESSFUL IN ATTRACTING AUSTRIAN INVESTMENT PARTICULARLY IN CNC METAL PLASTIC & WOODWORKING MACHINERY SECTORS.

OTHER SERVICES

TOURISM

TOGETHER WITH PROVINCES (ALTA & BC) ORGANIZE INVESTMENT AND TECH TRANSFER MISSIONS IN THE SKI RESORT AREA TO AUSTRIA.

INCREASE AUSTRIAN SKI INDUSTRY AWARENESS OF INVESTMENT POTENTIAL IN CDA.

TRANSPORT SYS, EQUIP, COMP, SERV.

AUTOMOTIVE

CONTINUE WITH OUR EFFORTS IN ARRANGING TECH TRANSFER JV AND POTENTIAL INVESTMENT IN CANADA.

RESULT WILL DEPEND ON OUTCOME OF ONGOING NEGOTIATIONS BETWEEN AUSTRIAN & CANADIAN INDUSTRY IN THIS SECTOR.

AGRI & FOOD PRODUCTS & SERVICE

FOOD HANDLING, PROCESSING EQUIP

CONSIDERING AUSTRIAN POTENTIAL FOR FOOD PROCESSING TECHNOLOGY & GREAT INTEREST IN CDA INTENSIFY THE DEVELOPMENT ON CONTACTS ON BOTH SIDES.

SEVERAL JV OR TECH TRANSFERS & INVESTMENT MAY RESULT FROM THESE ACTIVITIES.

OIL & GAS EQUIPMENT, SERVICES

SERVICES INCLUDING CONSULTING

CONTINUE WITH OUR ASSISTANCE TO THE EXISTING AUSTRIAN INVESTOR IN THIS SECTOR.

INCREASE IN INVESTMENT IN CDA.  
POTENTIAL FOR DEVELOPING FURTHER PROCESSING OF OIL IN CDA.

NON SECTORALLY ORIENTED ACTIVITIES

CONTINUE ALREADY EXCELLENT COOPERATION WITH FEDERAL ECONOMIC CHAMBER PARTICULARLY IN THE AREA OF TECH TRANSFER.

INCREASE NUMBER OF CONTACTS BETWEEN AUSTRIAN AND CDN FIRMS IN THIS AREA.

INCREASE LIAISON WITH THE AUSTRIAN BANKS & FINANCIAL INSTITUTIONS AIMED AT ESTABLISHMENT OF INVESTMENT INFO EXCHANGE & OTHER INVESTMENT ORIENTED ACTIVITIES.

BELIEVE THIS TO BE ONE OF ESSENTIAL SOURCES FOR INVESTMENT INFORMATION.



REPORT #5  
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

422 - VIENNA

AUSTRIA

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

F.T.A. SEMINAR - JUNE 24,1988,VIENNA  
FCC ENVIRONMENT CONTROL MISSION TO CANADA -  
JUNE 4-12,1988

SEMINAR AN OUTSTANDING SUCCESS. MANY ENQUIRIES RECEIVED AS A RESULT. MISSION WHICH CONSISTED OF 22 REPRESENTATIVES OF MAJOR AUSTRIAN INDUSTRIES IN THE ENVIRONMENT TECHNOLOGY AREA,VISITED CANADA. MANY MEANINGFUL OPPORTUNITIES FOR TECHNOLOGY TRANSFER,J/V AND RECIPROCAL INVESTMENT OF KNOW-HOW AND EQUITY DISCOVERED.

QUARTER : 2

First phase of large investment project in Picton, Ontario by Dipl.Ing. F. Friedreich has been completed in August 1988.

First Phase of this programme consisting of the erection of 32 condominiums plus yacht harbour and repair and maintenance shops will commence shortly. Total value of project is about \$7 million, employing at the outset 30 people.

QUARTER : 3

Investment/JV round-table-discussions in Bregenz Innsbruck and Salzburg - November 21-25

5 Canadian provinces (Alberta,B.C.,Quebec,Ont. & New Brunswick participated in this week long event,which took place in three major Western Austrian business centers. Austrian audience exceeded 140 senior businessmen and afforded the establishment of many important contacts.

QUARTER : 4

Investment, Joint-Venture Round-Table Discussions:  
a)Linz  
b)Vienna  
c)Graz

Assisted by three Canadian provinces (Ontario, Quebec, B.C.) series of successful seminars and round table discussions took place in March 1989.

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

POST :422-VIENNA

- 23/24 January 1989 - visit by Royal Trust senior executive group re opening of new banking facilities in Vienna.
- 1-3 February 1989 - attendance to Senior Trade Commissioners Conference in London.
- 25 February - 14 March 1989 - attendance to the INFOTECH 89 in Canada.



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :471-WARSAW

009-FOREST PRODUCTS,EQUIP,SERVICES  
POLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CONTACTING PULP & PAPER MILLS AND FTO'S TO: 1) GET INFORMATION ABOUT MODERNIZATION PLANS AND PARTICULAR MACHINERY SOUGHT BY MILLS; 2) PRESENT CANADIAN CAPABILITIES.

TO INTEREST CANADIAN COMPANIES IN POLISH MARKET.

USING CONTACTS TO OBTAIN DETAILED SPECIFICATIONS OF PROJECTS AND EQUIPMENT.

1) ALERT CANADIAN COMAPNIES ABOUT OPPORTUNITIES TO DELIVER MACHINERY TO POLAND; 2) OBTAIN ONE SUCCESSFUL BID FROM CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTACT PULP AND PAPER MILLS, FTO'S.AND MINISTRY REPS. OBTAIN SPECIFICATIONS ON PROJECTS.

POST UNDERTOOK SERIES OF END USERS CALLS. ALERTED CCC & INDUSTRY ABOUT IBRD PARTICLE BOARD PROJECT AND SWIECIE PULP MILL. PURCHASED SWIECIE BID DOCUMENTS ON BEHALF OF CCC & H.A. SIMONS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Contact pulp and paper mills and FTO's to obtain information about modernization plans and equipments

Projects presently at standstill due to lack of financing but Canadian interest in sector remain high

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :471-WARSAW

001-AGRI & FOOD PRODUCTS & SERVICE  
POLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

IDENTIFICATION AND CULTIVATION OF KEY DECISION MAKERS.

TO DEVELOP HYBRID SALES.

ASSIST HYBRID IN MOUNTING TECHNICAL SEMINAR.

TO OBTAIN END USER CONTACTS.

TO COMBINE HYBRID TURKEYS INTO CANADIAN INFORMATION STANDS DURING POZNAN FAIR.

TO PROMOTE THE COMPANY; TO ALERT POLISH PRIVATE SECTOR ABOUT CANADIAN CAPABILITIES.

IDENTIFY END USERS BASED ON POZNAN FAIR RESULTS.

INCREASED CANADIAN EXPORTS,THROUGH MKT EXPOSURE AND ESTABLISHMENT OF CONTACTS.

SEEDS & SPECIAL CROPS

TO CONTINUE VISITS TO ROLIMPEX AND MINISTRY OF AGRICULTURE.

TO STIMULATE ROLIMPEX' CONTACTS WITH CANADIAN COMPANIES.

FOOD HANDLING,PROCESSING EQUIP

VISIT TO FOOD PROCESSING PLANTS, PERSONAL CONTACTS WITH MACHINERY IMPORTS DECISION MAKERS TO PROMOTE CANADIAN TECHNOLOGY.

OBTAIN SPECIFICATIONS OF PROJECTS AND PARTICULAR EQUIPMENT REQUIREMENTS.

IDENTIFY END USERS AND DECISION MAKERS IN SECTORS OF INTEREST TO CANADIAN FIRMS.

ENCOURAGING CANADIAN COMPANIES TO BID ON PROJECTS AND OBTAIN ONE SUCCESSFUL BID FROM CANADA.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST HYBRID TURKEYS DURING POZNAN FAIR.  
CALLS ON END USERS TO IDENTIFY FOOD PROCESSING PROJECTS AND TO ALERT INDUSTRY.  
CALLS ON ROLIMPEX AND MINISTRY OF AGRICULTURE.

HYBRID DID NOT PARTICIPATE BUT ARE PLANNING SEM. IN FALL WITH WHICH WE WILL ASSIST. -CALLS WERE MADE ON 3 PLANTS & ASSOC'N. KSI ALERTED. AGENCY AGREEMENT ESTABLISHED. -ARRANGED MTG WITH OMAF REP & ROLIMPEX.BUSINESS DISCUSSIONS UNDERWAY.

QUARTER: 2 -----

QUARTER: 3 Contact pupl mills and FTO's to obtain information about modernization plans.

Projects presenting at standstill due to lack of financing but Canadian interest remains high in this sector.

QUARTER: 4 Visits to food processing plants, personal contacts with machinery import decision makers.  
Assist Hybrid Turkey to expand sales

Commercial Officer undertook program of local calls and regional visits  
Post working with Bureau and Ontario Govt to proposed Grain Terminal to Canada  
Post assisted Hybrid with visits to Poland



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :471-WARSAW

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
POLAND

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	MANUFACT & MATERIAL PLANT,EQP.	
	CONTACTING OIL SEED PROCESSING PLANT AND PRESENTING CANADIAN COMPANIES AND THEIR CAPABILITIES.	IDENTIFICATION OF MAJOR PROJECTS AND END USERS
	CONTACTING DAIRY PROCESSING PLANTS FOR PROMOTION OF CANADIAN COMPANIES.	IDENTIFICATION OF MAJOR PROJECTS AND END USERS.
	OBTAIN SPECIFICATIONS OF PROJECT AND EQUIPMENT SOUGHT BY POLISH PLANTS.	INTEREST ONE CANADIAN COMPANY IN BIDDING ON POLISH REQUIREMENTS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 IDENTIFY AND VISIT INVESTORS IN OIL SEED CRUSHING, GRAIN STORAGE AND OTHER INDUSTRIAL PROJECTS.	SIX CALLS MADE. GRAIN STORAGE PROJECT POSTPONED. SIMON DAY ALERTED. UNABLE TO IDENTIFY FINANCING FOR OIL SEED CRUSHING PLANTS.
	QUARTER: 2 1)identify and visit investors in oil seed crushing, grain storage and other industrial projects.	1)three calls made. 2)Agricultural projects not of interest to Cdn firms because of lack of financing. 3)identified anode rejuvenation project.Advised Huron Technologies Inc. company.
	QUARTER: 3 Contacting oil seed plants and dairy processing plants.	1)C.O. made visits during course of tour. Oil seed plants awarded to yugoslavia. Unable to locate interested Canadian companies. 2)Opportunities for eqpt discussed with Ontario during C.O. familiarization tour.
	QUARTER: 4 Identify major projects and obtain specifications.	Post established important new contacts Post sends specifications on proposed Grain Terminal to Canada Post identified several opportunities in Polish private sector furniture industry.

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :471-WARSAW

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
EAST GERMANY

<p>PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:</p> <p>MANUFACT &amp; MATERIAL PLANT,EQP.</p> <p>MAINTAIN KEY CONTACTS IN TRANSINTER, IAI IN CONNECTION WITH BID BY GOODYEAR FOR BELTING.</p> <p>ON BASIS OF INTEREST EXPRESSED BY GDR DURING CANADA/GDR MIXED COMMISSION CALL ON TRANSINTER AND FTO'S AND END USERS.</p>	<p>ANTICIPATED RESULTS:</p> <p>SALES BY GOODYEAR.</p> <p>DETAILS OF PRODUCT REQUIREMENTS; TO ENCOURAGE AT LEAST ONE CANADIAN COMPANY TO PURSUE THE MARKET.</p>
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<p>TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:</p> <p>QUARTER: 1 ASSIST GOODYEAR WITH POSSIBLE SALE OF CONVEYOR BELTING. CALLS ON AGENCY FIRMS TO IDENTIFY AREAS OF INTEREST.</p> <p>QUARTER: 2 -----</p> <p>QUARTER: 3 1)Maintain key contacts in Transinter &amp; IAI in connection with bid by Goodyear for conveyor belting. 2)Calls on various FTO's as follow-up to last MEC.</p> <p>QUARTER: 4 -----</p>	<p>QUARTERLY RESULTS REPORTED:</p> <p>CALLS IN TRANSINTER, CHEMIE, AND MINISTRY IN SUPPORT OF GOODYEAR. \$230,000 TRIAL ORDER RECEIVED. 10 CALLS MADE. REPORT TO BUREAU, ITEM IN CANDEXPO, TELEXES TO COMPANIES AND PROVINCES.</p> <p>1)Calls made during prog.visit to Berlin during which presentation by Co in Berlin.Post followed up.Discussions continuing on future contract. 2) 25 calls made during last prog.visit enquiries forwarded to Ottawa &amp; Prov.Over 100 Cdn cos resp</p>
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REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :471-WARSAW

001-AGRI & FOOD PRODUCTS & SERVICE  
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ANIMAL,POULTRY BREEDING STOCK

TO ASSIST HYBRID TURKEYS IN IDENTIFYING KEY CONTACTS IN MINISTRY OF AGRICULTURE AND NAHRUNG.

DEVELOPMENT OF SALES BASE.

TO COMBINE HYBRID TURKEYS INTO CANADIAN INFORMATION STAND DURING LEIPZIG FAIR.

PROMOTION OF COMPANY AND INCREASE IN MARKET PENETRATION.

SEEDS & SPECIAL CROPS

DISTRIBUTION OF INFORMATION ON CANADIAN SEED AND SPECIAL CROPS TO THE GDR AUTHORITIES.

MAINTAIN GDR INTEREST IN CANADIAN CAPABILITIES.

CALLS ON GDR DECISION MAKERS

IDENTIFY SALES OPPORTUNITIES TO ALERT CANADIAN SUPPLIERS.

PRESENTATION OF CANADIAN CAPABILITIES TO THE MINISTRY OF AGRICULTURE.

INVITATION TO TENDER FOR CANADIAN COMPANIES.

FOLLOWING CANADA/GDR MIXED COMMISSION (DURING WHICH GDR INDICATED PROSPECTS FOR SUCH PROJECTS) CALL ON VARIOUS DECISION MAKERS: FTOS'S, TRANSINTER, MINISTRIES.

TO INDICATE CANADIAN INTEREST TO GDR AND TO ENCOURAGE CANADIAN COMPANIES TO SUBMIT CATALOGUES AND TO VISIT MARKET.

TO INCLUDE BIOTECHNOLOGY INTO PROGRAM OF PROPOSED FOOD PROCESSING MISSION.

IDENTIFICATION OF SPECIFIC PRODUCT INTERESTS, INITIATION OF NEGOTIATIONS.

TO CONTACT EAST GERMAN INSTITUTES RESPONSIBLE FOR BIOTECHNOLOGY PROGRAM.

TO OBTAIN INFORMATION ON SPECIFIC GDR INTERESTS FOR COOPERATION WITH CANADIAN PRODUCERS

TO PREPARE A LIST OF EAST GERMAN NEEDS AND SUBMIT IT TO CANADIAN COMPANIES AND INSTITUTES.

TO ESTABLISH DIRECT CONTACTS BETWEEN GDR END USERS AND CDN PARTNERS AND TO ENCOURAGE ONE CDN COMPANY TO EXPRESS SERIOUS INTEREST.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST HYBRID TURKEY IN GDR CONTACTS.  
FOLLOW-UP ON CWB INTERESTS.  
PROVIDE CROP INTELLIGENCE.  
CALLS ON GDR AGENCY FIRMS TO IDENTIFY PROJECTS.

POST FOLLOWED UP. HYBRID REPORT INCREASED SALES.  
CALLS MADE ON NAHRUNG. REPORT SENT TO CWB.  
4 REPORTS SENT TO CWB.  
CALLS MADE IN BERLIN. ITEM PUBLISHED IN CANDEXPO INDUSTRY AND PROVINCES ALERTED.

QUARTER: 2 -----

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :471-WARSAW

001-AGRI & FOOD PRODUCTS & SERVICE  
EAST GERMANY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 Maintain key contacts in Ministries and FTO's  
and develop new contacts.

Calls made during visit to GDR in November. De-  
tails of product interest sent to Provinces and  
to Ottawa Number of Cdn firms have responded.

QUARTER: 4 -----



REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :471-WARSAW

009-FOREST PRODUCTS,EQUIP,SERVICES  
EAST GERMANY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

TO MAINTAIN CONTACTS WITH THE GDR DECISION MAKERS IN THIS SECTOR.

TO ALERT CANADIAN COMPANIES TO OBTAIN INFORMATION ON PROJECT DEFINITION AND TIME TABLE OF MODERNIZATION PROGRAM.

TO ASSIST KLOCKNER STADLER HUNTER AND H.A. SIMONS DURING COURSE OF LEIPZIG FAIR.

TO ASSIST COMPANIES TO OBTAIN SPECIFICATIONS AND MAINTAIN GDR'S INTEREST IN CANADIAN COMPANIES AS POTENTIAL SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAINTAIN CONTACT WITH GDR DECISION MAKERS REGARDING WITTENBERGE PROJECT, SCHWEDT PULP AND PAPER PROJECT.

WITTENBERGE PROJECT ON HOLD. H.A. SIMONS ADVISED SCHWEDT PROJECT DELAYED. KSH ADVISED. NOW PURSUING CROSSEN PROJECT.

QUARTER: 2 -----

QUARTER: 3 Assist KSH and H.A. Simons with their interests.

1)Met with Kloeckner official in Berlin,discussed strategy and called on key Ministries. 2) Report sent to H.A. Simons & B.C. Government on current status of Wittenberge project.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :471-WARSAW

007-POWER & ENERGY EQUIP. & SERV.  
EAST GERMANY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

TO LIAISE WITH GDR AND MISSION ORGANIZERS TO ENSURE THAT THE GDR ENVIRONMENT MISSION TO QUEBEC AND TORONTO INCORPORATES CONTACTS FROM CANADIAN LIGNITE POLLUTION CONTROL SYSTEMS PRODUCERS.

FOLLOW-UP WITH MISSION PARTICIPANTS

PREPARATION OF DETAILED LIST OF CANADIAN COMPANIES AND PRODUCTS BASED ON BOSS AND PREVIOUS CONTACTS.

ANTICIPATED RESULTS:

TO ESTABLISH DIALOGUE WITH CANADIAN COMPANIES

TO STIMULATE GDR'S INTEREST IN CANADIAN PRODUCTS AND CONTROLLING SERVICES.

TO INTRODUCE ONCE CANADIAN FIRM INTO THE MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 TO ASSIST DRIE WITH PROPOSED MISSION ACTIVITIES.

QUARTER: 2 -----

QUARTER: 3 To liaise with GDR decision makers in this sector and supply input to proposed mission to Toronto and Montreal

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

MISSION NOT YET ORGANIZED.

- 1) Missions have not taken place.
- 2) GDR interest seems directed at Canada as export market rather than supplier.



REPORT 4A  
89/10/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88

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

POST :471-WARSAW

Visit by Inspector-General

Herring Mission to GDR

Assistance to CHERCO during negotiations with Oil and Gas  
Company





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