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

**QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS**

**EUROPE**

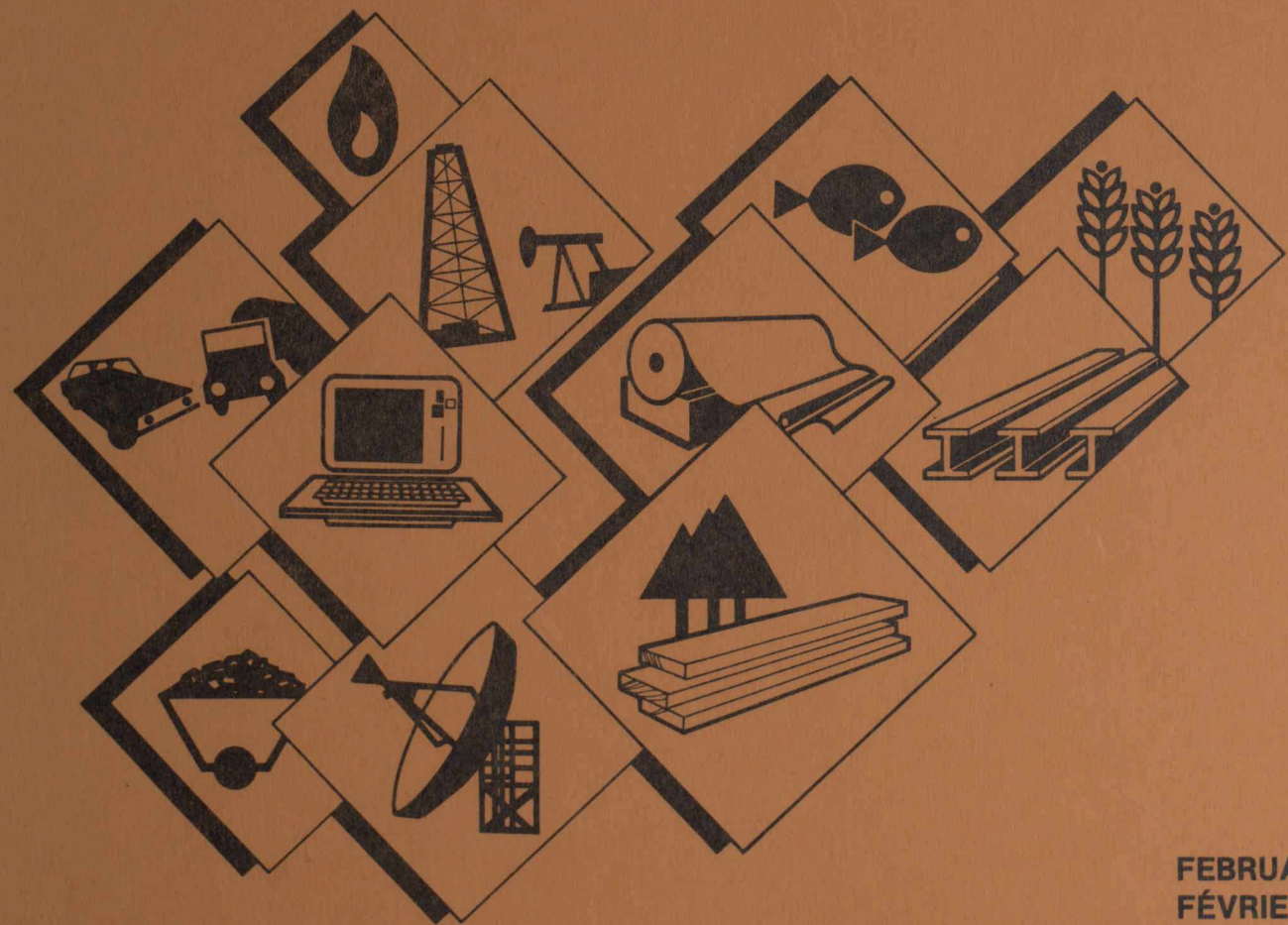
**JULY - SEPTEMBER 1988  
(2nd QUARTER FY 1988-89)  
JUILLET - SEPTEMBRE 1988  
(2<sup>e</sup> TRIMESTRE, AF 1988-89)**

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**FEBRUARY 1989  
FÉVRIER 1989**





## TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

### Quarterly Activity Report July - September 1988

Following is the Activity Report for the quarter ending September 30, 1988. This report contains a synopsis of activities and results by sector and subsector reported by 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 reporting period.

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

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

## PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

### Rapport trimestriel des activités juillet - septembre 1988

Voici le Rapport des activités du trimestre qui a pris fin le 30 septembre 1988. 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.



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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.

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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 -----

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 :401-ANKARA

007-POWER & ENERGY EQUIP. & SERV.  
TURKEY

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	PROMOTION OF THE SOUTHEAST ANATOLIAN PROJECT (GAP) WITH CDN INDUSTRY. (PROJECT INCLUDES 18 DAMS & 14 HYDRO ELECTRIC POWER PLANTS)	OBTAIN THE PARTICIPATION OF CDN FIRMS IN THE GAP PROJECT.
	ASSISTANCE TO KLOHN-LEONOFF IN THE DELIVERY AND PRESENTATION OF THEIR FEASIBILITY STUDY FOR THE TORTUM II HYDRO PROJECT.	CONCLUSION OF A SOLE-SOURCE CONTRACT FOR CDN FIRM TO DO THE DESIGN WORKS AND CONSTRUCTION OF THE FACILITY.
	PROMOTION OF THE FIVE HYDRO DAM/POWER PLANT PROJECTS ON THE CORUH RIVER IN NORTHEASTERN TURKEY.	PARTICIPATION IN BIDDING ON CONSTRUCTION OF EACH DAM & POWER PLANT BY CDN FIRMS.
	PROMOTE ADVANCE RESEARCH IN THE UPGRADING AND DE-SULPHURIZATION OF LIGNITE FOR THERMAL POWER PLANT USE.	UTILIZATION OV CDN DEVELOPED TECH. IN LIGNITE UPGRADING FOR POWER GENERATION. (2) THE OPENING OF NEW OPPORTUNITIES FOR CDN ENGINEERING COMPANIES IN POWER DEVELOPMENT.
	PREPARATION OF AN INFORMATION PROGRAM TO PROMOTE THE PARTICIPATION OF CANADIAN POWER GENERATION FIRMS IN THE BIDDING FOR THE THIRD NATURAL GAS-FIRED POWER GENERATION PLANT FOR THE MARMARA REGION.	PARTICIPATION OF AT LEAST ONE CANADIAN FIRM IN BIDDING ON CONSTRUCTION OF THE NATURAL GAS-FIRED POWER PLANT.
NUCLEAR	ACCEPTANCE OF 'BOT' FORMULA FOR FINANCING OF THE AKKUYU NUCLEAR PLANT. \$1.5B FUNDING FOR THIS 600 MW PLANT IS NEEDED.	ACCEPTANCE OF 'BOT' WILL UNDOUBTADLY RESULT IN CANDU SALE. TURKISH GOVERNMENT IS COMMITTED TO THE CANDU TECHNOLOGY.
	COMPLETION OF NEW FUNDING FORMULA PROPOSAL, BRINGING IN NEW FOREIGN PARTICIPANTS.	SALE OF 600 MW CANDU FACILITY.
ALL SUB-SECTORS	EXPANSION OF THE LIST OF POTENTIAL LOCAL AGENTS AND/OR PARTNERS EXPERIENCED IN PROMOTION OF BUSINESS FOR TRANSMISSION LINE HARDWARE AND POWER LOAD MANAGEMENT SYSTEMS.	INCREASED NUMBER OF ACTIVE LOCAL AGENTS INTERESTED IN COOPERATION WITH CDN SUPPLIERS IN TEK(TURKISH ELECTRICITY AUTHORITY) TENDERS WILL HELP IMPROVE SALES PROSPECTS.
	PROMOTION OF CDN POWER GENERATION/OPERATION TECHNOLOGY WITH THE TURKISH ELECTRIC AUTHORITY (TEK).	INCLUSION OF AT LEAST ONE CDN FIRM ON THE SHORT LIST OF CO'S BEING CONSIDERED FOR TEK'S REHAB OF POWER PLANTS & CONTROL SYSTEMS PROJECTS
	CONVINCE CANADIAN FIRM TO TEAM WITH TURKIS PARTNER COMPANIES AND BID ON TURKISH POWER LINES CONSTRUCTION/REHABILITATION PROJECT.	PARTICIPATION OF AT LEAST ONE CDN CO. IN TENDERING PROCESS FOR TURKISH POWER LINE CONSTRUCTION & REHABILITATION PROJECTS.

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89/02/06

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

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 -----

QUARTER: 4 -----

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POST :401-ANKARA

011-OIL & GAS EQUIPMENT, SERVICES  
TURKEY

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
<b>MACHINERY AND EQUIPMENT</b>		
	ENCOURAGEMENT OF MORE EFFECTIVE AND FREQUENT CALLS ON POTENTIAL CLIENTS BY CANADIAN EXPORTERS OF EQUIPMENT OR SERVICES.	BETTER PROMOTION OF CANADIAN CAPABILITY IN OIL AND GAS SECTOR.
	CONTINUED CONTACTS WITH MINISTRIES, POTENTIAL LOCAL PARTNERS TO IDENTIFY AND ACTIVELY PURSUE NEW PROJECTS.	INCREASED AWARENESS OF COMPETITION AND UNDERSTANDING OF CLIENT'S REQUIREMENTS, ESSENTIAL FOR SUCCESS IN BIDDING,
	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.	SECURING CONTRACT FOR CDN. FIRM TO COMPLETE NATURAL GAS DISTRIBUTION PROJECTS FOR TURKISH CITIES OF BURSA AND ESKISEHIR.
	IDENTIFY ACTION AND ASSISTANCE TO CANADIAN OIL COMPANIES INTERESTED IN EXPANDING THEIR OVERSEAS OPERATION INTO THE TURKISH MARKET	SECURING OF NEW OIL EXPLORATION LICENCES FOR CANADIAN COMPANIES.
	INVESTIGATION OF EQUIPMENT PROCUREMENT OPPORTUNITIES IN UPCOMING LNG AND TURKEY-IRAN NATURAL GAS PROJECTS.	IDENTIFICATION OF AREAS WHERE CANADIAN EQUIPMENT CAN SUCCESSFULLY BE INCORPORATED IN THESE PROJECTS.
	ACTIVE AND CONTINUED PURSUIT OF UPCOMING TENDERS LISTED IN SECTION 7-9 AND ENCOURAGE OF CANADIAN CONSULTING FIRMS TO PARTICIPATE 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	-----	
QUARTER: 4	-----	



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.

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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 -----

QUARTER: 4 -----

REPORT 4  
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POST :401-ANKARA

014-EDUCATION, MEDICAL, HEALTH PROD  
TURKEY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EDUCATIONAL SERVICES, EQUIPMENT

CONTACT WAS MADE WITH THE MOE AND HIGHER EDUCATION COUNCIL WITH THE AIM OF IDENTIFYING MAJOR UPCOMING PROJECTS, HAVING OPPORTUNITIES FOR COMPUTER EXPERTISE. THIS ACTIVITY IS ONGOING.

INCREASED AWARENESS OF CDN CAPABILITY IN EDUCATION SECTOR BY TURKISH AGENCIES AND ACHIEVEMENT OF INCREASED INVOLVEMENT OF CANADIAN COMPANIES IN TURKISH PROJECTS.

A COMPREHENSIVE STUDY OF EDUCATION SECTOR IN TURKEY TO IDENTIFY OPPORTUNITIES FOR CANADIAN EXPORTERS.

AN UNDERSTANDING OF TURKISH EDUCATION SECTOR AND OPPORTUNITIES IT OFFERS.

IDENTIFICATION OF CANADIAN EXPERTISE IN EDUCATIONAL COMPUTER SOFTWARE DEVELOPMENT AND TRAINING TO PROMOTE PARTICIPATION IN UPCOMING MAJOR EDUCATIONAL AND VOCATIONAL TRAINING PROJECTS.

ESTABLISHED OF A CDN CONSORTIUM AND ITS PARTICIPATION IN THE COMPUTER AIDED EDUCATION PROJECTS, FUNDED BY TURKISH GOVERNMENT.

MONITORING AND REPORTING ON IBRD'S INVOLVEMENT IN EDUCATION PROJECTS IN TURKEY.

IDENTIFICATION OF CONSULTANCY, TRAINING AND EQUIPMENT PROCUREMENT REQUIREMENTS AND SUCCESSFUL PROMOTION OF CANADIAN PARTICIPATION IN AT LEAST ON PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CC IN BIDDING FOR IBRD-FINANCED NON-FORMAL VOCATIONAL TRAINING PROJECT.  
PROMOTION OF CDN CAPABILITY IN COMPUTER-AIDED ED. -PROMOTION OF ONT. SCIENCE CENTRE'S SCIENCE CIRCUS.

POST ASSISTED CC IN IDENTIFYING LOCAL PARTNER & IN SUBMISSION OF PROPOSAL TO MIN. OF EDUCATION (MOE). AWAITING RESULTS OF BID. -CDN FIRM SUBMITTED FEASIBILITY STUDY TO MOE -ONE SCIENCE CIRCUS SOLD - ANOTHER SALE POSSIBLE.

QUARTER: 2 Assist Canadian enterprise in marketing its science education services to Ministry of Culture and Tourism.

Canadian technology selected. Awaiting opening of letter of credit for first facility; possible sale of two additional.

QUARTER: 3 -----

QUARTER: 4 -----



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 :401-ANKARA

Support for Canada Day social activities, which featured special performances by Leona Boyd.  
Heavy time demands in support of final negotiations leading to selection of Canadian bidder for AUTP.  
Support for visit of Mr. D. Hudson, President World Trade, Northern Telecom.  
Installation of WIN equipment.

Organization of visit of Turkish Minister Kazim Oksay to Canada (6-11 August 1988).  
Organization of visit of Mr. Vahit Erdem to Canada (17-23 September 1988).  
Support of joint Canadian Council of Trade (CCTT)/Quebec Government missions to Turkey (12-16 September 1988).  
Organization and support of CIDA mission to southeastern Anatolia.

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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 CONNEC-  
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 -----

QUARTER: 4 -----

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POST :402-ATHENS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AEROSPACE

FOLLOW UP ON EVALUATION PROCEDURES TO ENSURE THAT DHC IS SPECIFIED FOR THE SUPPLY OF DASH-8 300 A/C TO OLYMPIC AVIATION.

10% CHANCE OF WINNING BID FOR \$ 150 MILLION

FOLLOW UP ON GOVERNMENTS INTENTIONS TO PURCHASE VIP A/C TO ENSURE THAT CANADAIR IS INCLUDED IN SHORTLIST FOR THE SUBMISSION OF BID.

OBTAIN RFQ SUBMISSION OF OFFER \$ 4 M.

ARRANGE FOR DEMONSTRATION OF THE DASH-8 300 A/C TO GREEK OFFICIALS AFTER FARNBOROUGH.

INCREASED AWARENESS OF THE AIRCRAFT'S CAPABILITIES. VALUE \$150 M.

ARRANGE FOR NEW DEMONSTRATION OF THE CHALLENGER A/C TO GREEK OFFICIALS.

INCREASED AWARENESS OF THE AIRCRAFT'S CAPABILITIES. VALUE \$150 M.

ALL SUB-SECTORS

ASSIST LAVALIN (UTDC) & BOMBARDIER TO GET THEIR EQUIPMENT INCLUDED IN ONE OF THE PREQUALIFIED CONSORTIUMS.

TO GET AT LEAST ONE CANADIAN CO INTO A CONSORTIUM. TO GET SHARE OF \$1.6 BILLION.

GET A CANADIAN MANUFACTURER TO BID ON TENDER FOR 15 LOCOS WORTH \$30 MILLION.

20% CHANCE OF \$30 MILLION ORDER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 F.U.ON EVALUATION PROCEDURES TO ENSURE THAT DHC IS SPECIFIED FOR THE SUPPLY OF DASH-8-300 TO O. AVIATION. F.U.ON GOVT'S INTENTIONS TO PURCHASE VIP A/C TO ENSURE THAT CANADAIR IS INCLUDED IN SHORTLIST FOR THE SUBMISSION OF BID. ARRANGE FOR

NO DECISION TODATE. PROSPECTS ARE THAT TENDER WILL BE REPEATED AUG 88. INFO & BROCHURES FORWARDED TO COMPETENT GOVT.AUTHORITIES. AGENT AND POST ARE CLOSELY FOLLOWING UP. NO OPPORTUNITY FOR DEMOS OF CHALLENGER AND DASH-8-300 TO DATE.

QUARTER: 2 F.U. on eval. procedures to ensure that DHC is specif. for the supply of Dash-8-300 to Olym. Aviation. F.U. on govt's intent. to purchase VIP a/c to ensure that Canadair is incl. in shrtlist fr sub. of bid. Arr. for new demo Challenger a/c

Decision on small/medium/ a/c for O.A. still pending. New proposals submitted by DHC/Boeing September 16, 1988. No indication for purchase of VIP a/c by govt.

QUARTER: 3 -----

QUARTER: 4 -----



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POST :402-ATHENS

005-COMM. & INFORM. EQP.& 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 TODAY

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

Post is transmitting all relevant tendrs by Hell. Telecom.Org. Govt has awarded Hellas Pack data proc contract to Spanish Telefonica. Post is f.u. to introduce Cdn co's for peripherals. Govt to shortly dec. on installing facility enabling...

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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 :402-ATHENS

009-FOREST PRODUCTS,EQUIP,SERVICES  
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

ORGANIZE TIMBER FRAME HOUSING SYMPOSIUM

GET ARCHITECTS TO SPECIFY CANADIAN TIMBER  
FRAME HOUSING DESIGNS AND MATERIAL \$100,000  
PER ANNUM.

ESTABLISH PLYWOOD STOCKS IN PIRAEUS

ESTABLISH INITIAL SALES.\$100,000 PER ANNUM

INITIATE DISCUSSIONS WITH LEADING GREEK LUMBER/PLYWOOD IMPORTERS.

NEW BUYERS IDENTIFICATION START CANADIAN  
LUMBER/PLYWOOD SALES @\$100,000 PER YEAR

DISTRIBUTION OF TIMBER FRAME CONSTRUCTION MANUAL TO ENGINEERS/  
ARCHITECTS AND INSTITUTIONS. ALREADY STARTED.

GREATER AWARENESS OF CANADIAN TIMBER FRAME  
HOUSING METHODS \$ 1 MILLION SALES IN NEXT 3  
YEARS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROPOSED INCOMING LUMBER MISSION POSTPONED FOR  
EARLY 1989 ACCORDING TO RECENT CORRESPONDENCE  
WITH COFI,PART OF THE COST WILL BE COVERED BY  
COFI & PART SELF-FUNDED BY PARTICIPANTS(RETURN  
AIR FARE)& TO ORGANIZE IFC SEMINAR,ESTABLISH

ARE IN CONTINUOUS CONTACT WITH PRE OF LUMBER IM-  
PORTERS ASSOC REGARDING INCOMING MISSION.  
FOLLOWED UP FOR PLYWOOD SALES. ORGANIZED T.F.C.  
SEMINAR.

QUARTER: 2 Propose incoming Greek lumber buyers mission for  
May 1988 part self-funded (return airfares) and  
preparation for TFC seminar in Athens

Greek lumber buyers mission will now take place  
in May 1989. TFC seminar was held in May 1988.  
Visited major lumber importers in view of C.O.  
tour to B.C.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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 :402-ATHENS

011-OIL & GAS EQUIPMENT,SERVICES  
GREECE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

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

INTRODUCE CNG TO CITY OF ATHENS TO COMBAT POLLUTION PROBLEM

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

ANTICIPATED RESULTS:

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

INTRODUCE NOVA CORP. INTO GREECE.

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 -----

QUARTER: 4 -----



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 :402-ATHENS

Follow up regarding enquiries received at HITEC 88 - supply  
of information requested at same conference

Preparation for the participation of 14 Canadian companies  
in Defendory 88 (Oct. 88)

Preparation of program for Quebec Multisectoral Mission  
(Oct. 88)

Assistance to EDC representative visiting Athens - Prepar-  
ation of program, escort to meetings

Arrange presentation of CRV-7 Rocket by Bristol Aerospace  
to Defence Industries Directorate of the National Defence

Wheat/grains/coarse grains review report to Ottawa 23/09/88

C.O. tour to Ottawa, Montreal, Toronto, Vancouver (B.C.  
forest industries tour by COFI)R

REPORT 4  
89/02/06

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 POFFICIALS 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 -----		

REPORT 4  
89/02/06

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 -----

QUARTER: 4 -----



REPORT 4  
89/02/06

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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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

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

PLANNING:                    ACTIVITIES PROPOSED IN POST PLAN:                    ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

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 -----

REPORT 4  
89/02/06

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 -----	
	QUARTER: 4 -----	



REPORT 4  
89/02/06

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

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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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

009-FOREST PRODUCTS,EQUIP,SERVICES  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

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

ANTICIPATED RESULTS:

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 PROJECT 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 CAPABILITIES.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

REPORT 4  
89/02/06

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

007-POWER & ENERGY EQUIP. & SERV.  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ACTIVE PROGRAM OF VISIT TO YUGOSLAV UTILITIES TO MONITOR THEIR ENERGY DEVELOPMENT PLANS AND TO INCREASE THEIR AWARENESS OF CANADIAN EXPERTISE AND CAPABILITY.

IN THE LONG RUN, AWARD OF BOILERS, TURBINES AND INSTRUMENTATION CONTRACTS TO CANADIAN COMPANIES.

ONGOING SUPPORT OF AECL CANDU PROPOSAL.

AWARD OF NUCLEAR POWER STATION CONTRACT TO AECL.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 5 -----

QUARTER: 6 -----

QUARTER: 7 -----

QUARTER: 8 -----



REPORT 4  
89/02/06

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  
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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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

010-MINE,METAL,MINERAL PROD & SRV  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 PURCHASES OF CANADIAN COAL AND IRON ORE.

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

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

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

MAINTAIN MARKET SHARE.

CONTINUED SUPPORT AND NOTIFICATION OF CANADIAN SUPLIERS CURRENT AND POTENTIAL.

MAINTAIN MARKET SHARE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT #5  
89/02/08

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

474 - BELGRADE

YUGOSLAVIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

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NON SECTORALLY ORIENTED ACTIVITIES

No proposed activities indicated

----- 1 :ENTRAN  
----- 2 :ENTRAN  
----- 3 :ENTRAN  
----- 4 :ENTRAN

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

REPORT #5  
89/02/08  
474 - BELGRADE

YUGOSLAVIA

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

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	PROVIDE NEW BUYERS TO INTERVIEW/MEET FOR YEAR IN MONTREAL, APRIL 24, AND FOLLOWUP OF PREVIOUS BUYER ACTIVITY.	THREE NEW BUYERS ATTENDED TRADE FAIR WHICH WAS IN SOME OF THE BUYING AND ATTENDING AT THE FAIR BY OVER ANNUAL PURCHASES OF OVER 1000 TON X 6,240,000.
QUARTER: 2	REVIEW 1986-1987 quarterly meeting with covering letter to agency. 200 letters distributed starting from to date's participation in trade fairs and other goods fairs.	PROFITABLE SALES OF 100,000.
QUARTER: 3	...	...
QUARTER: 4	...	...



REPORT 4A  
89/02/09

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 :474-BELGRADE

EDC-preparations for bilateral rescheduling negotiations  
(involved numerous contacts with National Bank and Federal  
Secretariat for Trade).

Quebec Mission-high level delegation (Quebec Minister of  
International Relations) including 8 businessmen visit  
Zagreb Fair for three days.

RTB Bor/Fenco Lavalin-on-going visa issue of a peripheral  
nature to commercial negotiations which has consumed dispro-  
portionate amount of time.

REPORT 4  
89/02/06

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

013-CONSUMER PRODUCTS  
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  
89/02/06

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-COMM. & INFORM. EQP.& SERV  
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

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.

COMPUTERS, SOFTWARE & SYSTEMS

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  
89/02/06

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-COMM. & INFORM. EQP.& SERV  
SWITZERLAND

TRACKING:           ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COMPLETED REPORT ON THE SWISS COMPUTER MARKET.

IMPORT OF HARDWARE HAS DOUBLED SINCE 1984 TO REACH 2 BILLION DOLLARS IN 1987, WHILE SOFTWARE IMPORTS ARE ESTIMATED TO BE IN THE VICINITY OF \$1.9 BILLION FOR 1988.

QUARTER: 1 INFORMED CANADIAN MANUFACTURERS ON OPPORTUNITY THAT SWITZERLAND OFFERS RE DIRECT BROADCASTING TC SATELLITE RECEPTION.

VARIOUS OFFERS MADE BY CDN FIRMS TO THREE SWISS COMPANIES OFFERING DISHES AND DEMODULATORS FOR DIRECT TV SATELLITE RECEPTION. 100 UNITS SOLD.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/02/06

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

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
SWITZERLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WORK CLOSELY WITH CANADIAN MANUFACTURERS WHO INDICATED AN INTEREST IN SWISS DEFENCE MARKET.

CDN FIRMS INVITED TO TENDER ON GRD REQUIREMENTS. HOPE TO ACHIEVE 4 TENDERS.

TO MONITOR CLOSELY SWISS DEFENCE PROGRAM AND LONG TERM PLANNING AND PROJECTS. (VISIT TO ARMAMENT GROUP).

TO IDENTIFY 3 NEW ACQUISITION PROJECTS AND INFORM CDN MANUFACTURERS ON THESE OPPORTUNITIES.

TO ATTEND HITEC 89 TO MEET CDN EXPORTERS.

INFORM CDN MANUFACTURERS ON THE SWISS MARKET AND INTRODUCE 4 NEW SUPPLIERS TO GRD (SWISS ARMY PROCUREMENT GROUP).

TO MONITOR SWISS SELECTION OF NEW FIGHTER JETS (F 18 IS ONE OF THE LEADING CONTENDERS).

INFORM CDN SUBCONTRACTORS ON NEW DEVELOPMENT. SHORT LIST OF 2 IS DUE AT BEGINNING OF 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MONITOR SWISS ACQUISITION EXERCISE FOR FIGHTER AIRCRAFT.

EMBASSY HELPED ARRANGE FOR DND TO PROVIDE CF-18 TO BE USED IN TEST FLIGHTS AS PART OF FINAL COMPETITION BETWEEN F-16 AND F-18.

QUARTER: 2 Work closely with Cdn mfgs on Swiss defence requirements

Assisted Anachema to obtain bid on "litmus test paper". Although contract was decided in their favour entire project cancelled at last minute for budgetary reasons. Expect to be recalled in 89/90

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/02/06

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

<p>PLANNING:            ACTIVITIES PROPOSED IN POST PLAN:</p> <p>USE STATISTICS AND APPROPRIATE DATA IN ORDER TO UNDERTAKE MARKETING STUDY AND IDENTIFY SPECIAL SECTORS WITH POTENTIAL FOR CDN EXPORTERS.</p> <p>VISIT POTENTIAL NEW IMPORTERS OF SPECIAL MACHINERY IN ORDER TO IDENTIFY SPECIFIC NEEDS THAT CAN BE FILLED BY CANADIAN FIRMS.</p>	<p>ANTICIPATED RESULTS:</p> <p>PROVIDE INFORMATION ON POTENTIAL NICHES TO APPROPRIATE CANADIAN FIRMS.</p> <p>ESTABLISH 2 - 3 BUYING CONNECTIONS.</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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REPORT 4  
89/02/06

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

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	PREPARE A SOURCING SURVEY TO DETERMINE PRICE AND SOURCE OF SUPPLY OF ALL MAJOR IMPORTERS OF WOOD AND WOOD PRODUCTS.	ENCOURAGE FIVE CANADIAN FIRMS TO ENTER SWISS MARKET WITH COMPETITIVE PRICES.
	WORK WITH COFI TO DETERMINE AVAILABLE SOURCES OF SUPPLY IN CANADA FOR MOST POPULAR WOOD PRODUCTS IN SWITZERLAND.	PINPOINT CANADIAN COMPANIES WITH SUPPLY CAPABILITIES.
	MAKE DATA ANALYSIS OF IMPORT PRACTICES OF MAJOR (4 - 8) SWISS IMPORTERS AND PROVIDE QUALITATIVE AND QUANTITATIVE DATA TO CANADIAN EXPORTERS.	DETERMINE IF OTHER CANADIAN COMPANIES CAN ENTER THE MARKET.

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



REPORT #5  
89/02/08

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

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DEFENCE PROGRAMS, PRODUCTS, SERV      OTHER DEFENSE PROD & SERV.

WORK CLOSELY WITH OERLIKON-BUEHRLE ON COMPLETION OF OFFSET PROGRAM AND OPPORTUNITIES TO DEVELOP ACCESS TO USA MARKET.

DOCUMENT OERLIKON-BUEHRLE INVESTMENT PLANS FOR CANADA. EVALUATE POTENTIAL FOR ADDITIONAL INVESTMENT.

PETROCHEM & CHEM PROD, EQP, SERV      CHEM & PETROCHEM PRODUCTS

USE IPAC SEMINARS TO REFINE LIST OF POTENTIAL INVESTORS. DO TWO MAILINGS AS FOLLOW ON TO PINPOINT HIGH POTENTIAL CASES.

CREATE WORKING LIST OF COMPANIES WITH INVESTMENT POTENTIAL ON LYR, 2-3 YR, 5 YR SCALE.

EDUCATION, MEDICAL, HEALTH PROD      PHARMACEUTICALS, BIOTECHNOLOGY

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.

CLARIFY INVESTMENT PLANS & ANY ROADBLOCKS TO SIGNIFICANT INCREASES.

AGRI & FOOD PRODUCTS & SERVICE      FOOD HANDLING, PROCESSING EQUIP

IDENTIFY SWISS FIRMS WITH ACTIVE PROGRAM FOR INVESTMENT ABROAD.

CREATE SHORT LIST FOR FURTHER ACTION.

SERVICE INDUSTRIES

TOURISM

SELECTED MAILINGS TO POTENTIAL TOURISM INVESTORS IDENTIFIED OVER PAST YEAR.

COMPLETE ONE OR TWO INVESTMENT DECISIONS IN THIS SECTOR.

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/INVCDAOTT).

INCREASE SWISS CONSIDERATION OF CANADIAN PORTFOLIO INVESTMENTS.

REPORT #5  
89/02/08

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

409 - BERNE

SWITZERLAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

IPAC SEMINARS IN GENEVA AND ZURICH.  
VISIT OF MINISTER WILSON.

DESPITE INTENSIVE COMPETITION BOTH EVENTS HAD RESPECTABLE TURNOUT OF POTENTIAL SWISS INVESTORS (60 & 90). QUALITY OF PRESENTATIONS GENERALLY GOOD (1 NOTABLE EXCEPTION). TIMING WAS POOR AS OIL MARKET CONTINUED ON DOWNWARD TREND. DUE TO CHANGE IN VISIT TIME UNABLE TO PROVIDE MIN. WILSON AS SPEAKER TO INVESTMENT GROUP. WE WERE ABLE TO INCLUDE VISITS TO THREE KEY PRIVATE BANKS.

QUARTER : 2

Corporate Liaison  
Identify Swiss Investors

interests. As result 2 of co's investigating Cdn investment and 2nd mtg. planned with a 3rd

Have utilized last qtr IPAC lists attendees at Gold Conference and at presentations by Royal Trust, Toronto Dominion and American Barric to expand our contact list

Program begun w/visits to & by co's w/immediate

QUARTER : 3

QUARTER : 4

REPORT 4A  
89/02/09

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 :409-BERNE

RCMP Musical Ride - C.C. was acting Chargee at time with consequent demands

Visit to Canada of executives of Migros Corporation

Recruitment of 5 locally engaged staff - including Commercial Office

REPORT 4  
89/02/06

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



REPORT 4  
89/02/06

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

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

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

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.

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

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

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/02/06

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-BONM

002-FISHERIES,SEA PRODUCTS & 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 -----

REPORT 4  
89/02/06

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-COMM. & INFORM. EQP.& SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



QUARTERLY 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

013-CONSUMER PRODUCTS  
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 -----

QUARTER: 4 -----

REPORT #5 QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
89/02/08 FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

423 - BONN

GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN ANTICIPATED RESULTS  
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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.

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

ADVERTISING & INTERVIEWING FOR ENTREPRENEURIAL IMMIGRANTS.

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

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

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

REPORT #5  
89/02/08

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

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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

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QUARTER : 4

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REPORT 4A  
89/02/09

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

Introductory visits of new investment counsellor to Cdn  
posts, provinces & banks consumer lion's share of Sept.



REPORT 4  
89/02/06

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

009-FOREST PRODUCTS,EQUIP,SERVICES  
BELGIUM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

REVIEW OF POTENTIAL FOR INTRODUCING FURTHER MANUFACTURED PRODUCTS  
IN FLOORING AND SOLID WOOD PANELING.

TO DETERMINE POSSIBILITY TO CHANGE CUSTOMER  
TASTES.

CONTINUED PROMOTION VIA VIDEOS/TECHNICAL LITERATURE OF TFC CONS-  
TRUCTION AND RELATED BUILDING PRODUCTS.

INCREASE MARKET/CONSUMER AWARENESS OF TFC AND  
RELATED BUILDING PRODUCTS.

CONTINUED PROMOTION OF LESS WELL KNOWN CANADIAN SPECIES (ESP.  
HARDWOODS).

INCREASED AWARENESS AND DEMAND FOR THESE  
CANADIAN PRODUCTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 F/U ON CONTACTS ETC IN BATIBOUW TRADE FAIR.

SEVERAL PROJECTS BETWEEN KENT HOMES AND BELGIAN  
CO. INTHOS FORMALIZED. WORTH 2.5 MILLION \$.  
FIRST UNIT SHIPPED MID-JUNE. TWO MORE TO FOLLOW.

QUARTER: 2 Finalisation du dossier Courrey (materiaux de  
decoration).

Accord conclu avec la firme Coplac, chiffre  
d'affaires premiere annee: min. \$300,000.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :414-BRUSSELS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

DE CONCERT AVEC LE BUREAU DU QUEBEC A BRUXELLES, REPERTORIER ET  
ETUDIER POTENTIEL DE PENETRATION DES LOGICIELS FRANCOPHONES ICI.

ANTICIPATED RESULTS:

DANS UN PREMIER TEMPS FAIRE CONNAITRE POTEN-  
TIEL QUEBECOIS PUIS - PAN-CANADIEN EN BELGI-  
QUE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 SUIVI DE "QUELQUES" DOSSIERS PROMETTEURS EN  
EQUIPEMENTS DE HAUTE TECHNOLOGIE ET DE  
LOGICIELS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

SUIVI D'UN CONTRACT POUR FOURNITURE DE HARDWARE  
& SOFTWARE AU LUXEMBOURG.  
ENVOI DE DOSSIERS APPELS OFFRES A FIRMES CDNES.  
SENSIBILISATION DU MARCHE LOCAL AUX PRODUITS  
CANADIENS.

REPORT 4  
89/02/06

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

014-EDUCATION, MEDICAL, HEALTH PROD  
BELGIUM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PHARMACEUTICALS, BIOTECHNOLOGY

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

MEILLEURE CONNAISSANCE DU MARCHE

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

DETERMINER PRODUITS LES PLUS VENDUS ET ETA-  
BLIR NICHE 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 MARCHE BELGE ET DEVE-  
LOPPER CONTACTS DIRECTS ENTRE COMPAGNIES EN  
VUE DE DISCUSSION SPECIFIQUE.

DEFINIR MARCHE DU DIAGNOSTIQUE IN VITRO POUR USAGE VETERINAIRE.  
SUIVRE TENDANCE DU MARCHE 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 -----

QUARTER: 4 -----

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POST :414-BRUSSELS

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROFITER DE LA RECENTE SIGNATURE D'UN ACCORD CANADA-BELGIQUE(MOU)  
,POUR POUSSER CERTAINS DOSSIERS DE COOPERATION INDUSTRIELLE ET DE  
RECHERCHE CONJOINTE.

ACCAPARER UNE PARTIE DU MARCHE DE LA DEFENSE,  
DEJA FORT DEPENDANT DES IMPORTATIONS.

PRISE DE CONTACT AVEC LES PRINCIPALES ASSOCIATIONS PROFESSIONNEL-  
LES LOCALES D'IMPORTATEURS ET DE FABRICANTS (EX. FABELSAFE, AIA,  
FEBELMI).

MIEUX CERNER LE MARCHE NATIONAL AFIN DE VOIR  
OU POURRAIENT PERCER LES SOCIETES CANADIENNES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREMIERE REUNION DU COMITE BIPARTITE DU "MOU"  
-SEMINAIRE DE COOPERATION INDUSTRIELLE DANS  
SECTEUR DEFENCE.  
INFORMER CONTACTS BELGES SUR TENUE DU SALON  
"ARMX" 1989.

REUNION DE TRAVAIL SUR LE MOU TRES CONSTRUCTIVE  
ET SERA CONTINUE AU CANADA.  
SEMINAIRE A ATTIRE PLUS DE 45 PARTICIPANTS  
INTERESSES D'OU POTENTIEL DE COOPERATION.  
PARTICIPATION BELGE A ARMX - ACQUISE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



414 - BRUSSELS

BELGIUM

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP.& 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.

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

QUARTER : 4

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POST :703-BRUSSELS, NAC

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
BELGIUM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EXPANDED CONTACTS WITH MAJOR INTERNATIONAL PRIME CONTRACTORS

INCREASED SUB-CONTRACT OPPORTUNITIES FOR  
CANADIAN INDUSTRY.

INCREASED CONTACT WITH LOCAL CONSULTING ORGANIZATIONS.

MORE EXPERT ASSISTANCE TO CANADIAN FIRMS  
SEEKING INVOLVEMENT IN NATO PROGRAMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

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

CULMINATION 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.

QUARTER: 1 WARDAM II

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.

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

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

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

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

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

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.

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

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

QUARTER: 3 -----

QUARTER: 4 -----

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POST :703-BRUSSELS, NAC

005-COMM. & INFORM. EQP.& 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 -----





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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 FINALI-  
ZING UNITS 1,2 AND CLARIFY ROMANIAN INTENTIONS  
FOR UNITS 3,4,5.  
HEAVY WATER LEASE/SALE NEGOTIATIONS.

1ST JRC SESSION MAY88 AND CONCURRENT SENIOR LE-  
VEL DISCUSSIONS WERE ENCOURAGING.  
AECL PROPOSAL SUBMITTED WITH DISCUSSION ON CON-  
TRACT TERMS TO CONTINUE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----







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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 -----

QUARTER: 4 -----

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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/DECI-  
SION-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 SUP-  
PORT OF CANADIAN SUPPLIERS AND CLOSER RELATION-  
SHIP.

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 -----

QUARTER: 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 -----	
	QUARTER: 4 -----	

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

Canada-Romania JRC for the Promotion of Trade and Economic  
Cooperation, Ottawa 21-22 Sep., Grantham attended.

Canada/Romania Economic Council Meeting, Toronto, 19 Sept. -  
Grantham attended.

Ambassador absent on leave for 3 weeks (20 Aug to 10 Sept) -  
Grantham Charge.

Two visitors from EXTOTT/INE - Millar 14-19 Sept. and  
Hodgson 17-22 Sept.

Commercial officers on leave - Costea 3 weeks July/Aug,  
Bonea 3 weeks Aug/Sept.

New Secretary Ligia Marincus joined Commercial Division  
Staff Thurs 1 Sept.

International Subscriber Dialing from Canada to Romania to  
be initiated by mid-Nov.



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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 -----

QUARTER: 4 -----

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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 -----

QUARTER: 4 -----

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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 -----

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POST :473-BUDAPEST

005-COMM. & INFORM. EQP.& 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.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/02/06

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

<p>PLANNING:           ACTIVITIES PROPOSED IN POST PLAN:</p> <p>WORK WITH CANADIAN FIRMS ENTERING MARKET FOR FIRST TIME.</p>	<p>ANTICIPATED RESULTS:</p> <p>SMALL BUT EXPANDING SALES OF CANADIAN SERVICES. (MOSTLY THROUGH J.V.'S).</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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REPORT 4  
89/02/06

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 :435-COPENHAGEN

005-COMM. & INFORM. EQP.& 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 DIRECT 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 SOURCING TO INCREASE 15%.

IN LIGHT OF DANISH TELECOMS/DATACOMMUNICATIONS SECTOR LIBERALIZATION(88-89)PROPOSE INVITING 2 PERSONS EACH FROM 2 DANISH TELEPHONE 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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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 COMMODITIES.	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 -----		
QUARTER: 4 -----		

REPORT 4  
89/02/06

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 :435-COPENHAGEN

006-ELECTRONICS EQUIP. & SERV  
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 TECH-  
NOLOGY 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  
89/02/06

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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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 -----	
	QUARTER: 4 -----	

REPORT #5  
89/02/08

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      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      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  
89/02/08

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
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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

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QUARTER : 4

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REPORT 4A  
89/02/09

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 :435-COPENHAGEN

- Visit of Speaker of Senate Hon. Guy Charbonneau - July 30 - August 2.
- Mission to Greenland lead by DINA Deputy Minister - June 29- July 2.
- Marine mission - August 30 - September 1.
- Ontario mission - September 13 - 15.
- Hiring of new TDO officer. Interviews September 6 - 9.
- Hiring of new LES secretary. Interviews September 12 - 13.
- Fur labelling issue - proposed EC ban on leg hold traps - required extensive local contact and reporting.
- Liaison visit RWT - September 1 - 2.
- IBR in cattle - vet. issue that had threatened to halt Cdn exports of live cattle was resolved w/in depth post involmt.

REPORT 4  
89/02/06

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 :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.

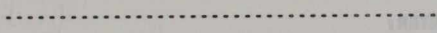
KEY INGREDIENT FOR FUTURE BUYING DECISIONS.

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 -----

QUARTER: 4 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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 :436-DUBLIN

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

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

BROADCASTING (INC CATV)

IN LIGHT OF COMMUNICATIONS MINISTERS APPROVAL OF MMDS TECHNOLOGY,  
FOLLOW UP WITH KEY OFFICIALS AND CABLE TV COMPANIES.

POTENTIAL CONTRACT OF \$2,000,000 CDN

MAINTAIN CONTACT WITH IRISH BUYERS OF SATELLITE DISHES, CATV  
CONNECTORS AND AMPLIFIERS.

SALES OF \$50,000 CDN

MONITOR ATLANTIC SATELLITES/HUGHES PROJECT.

REALISATION OF PROJECT DEPENDS ON VARIOUS  
FACTORS-DIFFICULT TO ASSESS AT THIS TIME.

APPROACH OTHER CANADIAN SUPPLIERS OF CATV AND BROADCAST EQUIPMENT

SALES OF \$50,000 CDN

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 MONITOR DEVELOPMENTS RE INTRODUCTION OF MMDS  
TECHNOLOGY.

IRISH DEPARTMENT OF COMMUNICATIONS HAVE RECEIVED  
UP TO 30 APPLICATIONS FROM CABLE TV COMPANIES TO  
OPERATE SYSTEMS. IT IS SUGGESTED THAT ONLY 15-17  
ARE VIABLE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
1/02/06

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 :436-DUBLIN

006-ELECTRONICS EQUIP. & SERV  
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 -----



REPORT 4  
89/02/06

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 :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  
89/02/08

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
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	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.
	COMM. & INFORM. EQP. & SERV      ROBOTICS & ARTIFICIAL INTELL. 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, CONSTRUCT SERVICES 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.

REPORT #5  
89/02/08

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

436 - DUBLIN

IRELAND

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

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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

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QUARTER : 4

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REPORT 4A  
89/02/09

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

Program/mission to market the Montreal International Financial Centre.  
WIN Exports preparation/training etc.

Liaison/meetings with Irish Government re fur and seal issues, OECD, Tin Council, ISO and shipping law.

Preparation for SIAL Breakfast Seminar. Background canvassing etc at Irish Food Fair.

Study of Irish poultry sector for Protein Foods.

Potash Survey.



REPORT 4  
89/02/06

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 -----

REPORT 4  
89/02/06

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:

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

QUARTERLY RESULTS REPORTED:

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 -----

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 -----

REPORT 4  
89/02/06

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 -----



REPORT 4  
89/02/06

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

013-CONSUMER PRODUCTS  
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 PRE-LIMINARY AGREEMENT OF ONTARIO AND QUEBEC. FURRIERS TO COOPERATE IN COMMON STAND IN 1989.

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 :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 -----

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.

REPORT #5  
89/02/08

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

424 - DUSSELDORF

GERMANY WEST

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

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 CONCLU-  
DED A \$25 - 30 MLN INVESTMENT GIVING COMPANY A  
CASH FLOW TO BALANCE RESEARCH AND EXPLORATION  
ACTIVITIES IN CANADA.

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 :415-HAGUE, THE

005-COMM. & INFORM. EQP.& 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

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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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

009-FOREST PRODUCTS,EQUIP,SERVICES  
NETHERLANDS

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	WOOD AND WOOD PRODUCTS	
	SERVICE GROWING NUMBER OF ENQUIRIES FROM CANADIAN WOOD AND WOOD PRODUCTS EXPORTERS.	INCREASED MARKET SHARE
	MONITOR DUTCH AUTHORITIES VIEWS ON PINWOOD NEMATODE ISSUE AND ARGUE CANADIAN POSITION AS REQUIRED	CONTINUED UNRESTRICTED ACCESS TO EUROPEAN COMMUNITY FOR CANADIAN SOFTWOOD LUMBER
	IN COOPERATION WITH FOREST PRODUCTS COUNSELLOR (BRUSSELS) COORDINATE CANADIAN PARTICIPATION IN DUTCH TFC PROMOTION PROJECT (HOUTEN, MAY 1988)	TO INCREASE ACCEPTANCE OF CDN TIMBER FRAME HOUSING TECHN LEADING TO INCREASED EXPORTS OF CLS & OTHER WOOD PROD USED IN CONSTRUCTION, INSULATION AND FINISHING.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 COORDINATE CANADIAN PARTICIPATION AT DUTCH TIMBER FRAME PROMOTION PROJECT.	ORGANIZED SUCCESSFUL CANADIAN PARTICIPATION AND CANADA DAY AT TFC DEMONSTRATION PROJECT.
	QUARTER: 2 Liaise with Dutch importers. Identify potentially interesting market niches.	Organized visit of B.P.I.B. European rep. to Dutch importers. Introduced Alberta producer to large Dutch pallet manufacturer.
	QUARTER: 3 -----	
	QUARTER: 4 -----	

REPORT 4  
89/02/06

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 IN-  
FORMATION ON IMPORTERS AND BUYERS LEADING TO  
INCREASED SALES.

ANALYSE ROLE OF WHOLESALE CENTRES CATERING TO THE HOTEL/RESTAU-  
RANT TRADE IN DUTCH FOOD IMPORTS.

INCREASED OPPORTUNITIES FOR CANADIAN EXPOR-  
TERS IN HOTEL/RESTAURANT SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/02/06

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 OFFICIALS, 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 MEETING 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 OPPORTUNITIES TO BID ON DUTCH REQUIREMENTS.
	DEVELOP COMPUTER DATABASE TO TRACK MARKET PROSPECTS (PROJECTS) AND CANADIAN INTERESTS.	CURRENT INFORMATION/ADVICE TO CANADIAN EXPORTERS 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 -----	
	QUARTER: 4 -----	



REPORT #5  
89/02/08

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

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.

PETROCHEM & CHEM PROD, 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.

ELECTRONICS EQUIP. & 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.

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  
89/02/08

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:  
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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

QUARTER : 4

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

At request of DIEMACO Inc. we organized seminar and meetings and demo with Netherlands Marines re rifle project.

Arranged meetings at Farnborough Air Show between high-level Canadian and Dutch military officials.

Visit to Netherlands of Director-General, Plant Protection Directorate, Agriculture Canada.

Organized program for Alberta Agriculture Minister Elzinga.

Organized program for Calgary Mayor Ralph Klein and Calgary Economic Development Authority Sept. 25-27.

Organized program for Greg Whyte, Director Trade Development Ministry of Economic Development & Trade, Alberta.

Organized program for M. Leblanc, Bureau de Promotion Information du Bois based in Milan, with Netherlands companies.

Organized program for AECL Board Members to Netherlands with aid of local AECL rep.

Visit of J. Jansen, BC Minister of Int'l Business and Immigration and Delegate-General of BC in London.

Organized program for President of Pesticides Management Advisory Board, AGRICOTT.



REPORT 4  
89/02/06

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-COMM. & INFORM. EQP.& SERV  
FINLAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

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.

BROADCASTING (INC CATV)

CONTINUE REPORTING DEVELOPMENTS IN FINNISH 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.

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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 -----

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 :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  
89/02/06

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 -----

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  
FINLAND

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	LEISURE PROD. TOOLS HARDWARE	
	CANADIAN SPORTING GOODS IN STORE PROMOTION, ONCE CANADIAN SUP-PLIERS BECOME ORGANIZED TO SUPPORT IT.	SOME INCREASE IN SALES.
	ANNUAL RECEPTION FOR MAJOR DISTRIBUTOR OF CANADIAN SKATES AND HOCKEY EQUIPMENT.	SOME MEASURE OF REGAINING SHARE OF HOCKEY EQUIPMENT AND SKATE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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 SUPPLIERS.	INCREASED PRESENCE OF CANADIAN DEFENCE PRODUCTS IN FINLAND.
	ASSIST WESTINGHOUSE CANADA TO MARKET ITS NEW LOW PRICE SONAR TO FINNISH NAVY.	\$2 MILLION IN SONAR SALES.
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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 -----	
	QUARTER: 4 -----	



REPORT #5  
89/02/08

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

431 - HELSINKI

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 &amp; 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 &amp; 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.

PETROCHEM &amp; CHEM PROD,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 &amp; SERV.

FISH &amp; SHELLFISH &amp; 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.

REPORT #5  
89/02/08

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

431 - HELSINKI

FINLAND

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER	RESULTS REPORTED
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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

QUARTER : 4



REPORT 4  
89/02/06

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 -----

QUARTER: 4 -----

QUARTER: 1 Continue support for alfalfa sale. Continue to seek early damage for road state imports. Begin organization of Agribus 88 workshop program. Meet at Coimbra and its region in closing days of 88-89.

First of local sales sustained over 4000 tonnes planned. 1988/89 sales target reached. Noisy period ahead due to parallel, but still on target. In spite of obstacles, export first quarter still meeting.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :406-LISBON

002-FISHERIES,SEA PRODUCTS & SERV.  
PORTUGAL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FISH & SHELLFISH & 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.

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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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :406-LISBON

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

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.

INITIAL MARKET SURVEY (WITH TTT) COMPLETED.

ASSIST GIS EXPORTERS AND THEIR REPS IN MARKET PENETRATION EFFORTS.

CONTACTS UNDERWAY.

CANADIAN PARTICIPATION AT MUNICIPALS. FIRST SALE OF GIS SYSTEM EXPECTED TO BE COMPLETED IN Q2.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A  
89/02/09

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 :406-LISBON

Accompanied Ambassador on official visit to the Azores,  
4-8 July.



REPORT 4  
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :437-LONDON

009-FOREST PRODUCTS,EQUIP,SERVICES  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

WOOD AND WOOD PRODUCTS

ANALYSIS OF UK WOOD FURNITURE AND USE OF HARDWOOD IN SOLID WOOD AND UPHOLSTERED FURNITURE.

ESTABLISH PARAMETERS FOR CANADIAN HARDWOOD DIMENSION PRODUCERS IN EFFORT TO PENETRATE UK

IN COOPERATION WITH COFI, SURVEY OF WINDOW AND DOOR JOINERY MARKET.

PROVIDE DEFINITIVE ADVICE ON MARKET OPPORTUNITIES AND POTENTIAL CLIENTS FOR CANADIAN MANUFACTURERS.

IN COOPERATION WITH TIMBER AND BRICK HOMES INFORMATION COUNCIL, MEET WITH SENIOR LEVEL OFFICIALS OF MEDIUM-SIZED ESTATE AGENCIES.

INCREASE KNOWLEDGE OF AND CONFIDENCE IN TIMBER FRAME CONSTRUCTION AND SUBSEQUENT INCREASE IN USE OF WOOD.

PULP AND PAPER PRODUCTS

CONTACT UK NEWSPAPER EDITORS & NEWSPRINT PURCHASING DIRECTORS PLUS OFFICIALS OF NEWSPAPER SOCIETY AND NEWSPAPER PUBLISHERS ASSOCIATION.

FORMATION OF STRONG ALLIANCE WITH UK AND USERS TO LOBBY UK AUTHORITIES FOR MORE FAVOURABLE ACCESS TO CDN NEWSPRINT.

MEETING WITH SENIOR LEVEL OFFICIALS OF CANADIAN LONDON BASED COMPANIES TO EXPLORE POSSIBLE APPROACHES TO UK GOVERNMENT AND EEC RE DUTY-FREE QUOTA ALLOCATION.

UK GOVERNMENT SUBMISSION TO EC COMMISSION WHICH WILL BE FAVOURABLE TO CANADIAN INTERESTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -CONTACT UK NEWSPAPER EDITORS,PURCHASING DIR. & OFFICIALS OF NEWSPAPER SOCIETY & PUBLISHERS ASSOC'NS. -ASSESS MKT OPPORTUNITIES FOR HIGHER VALUE ADDED WOOD PRODUCTS IN UK E.G. FURNITURE.

-STRENGTHENED THE ALLIANCE BETWEEN CDA & UK USERS OF NEWSPRINT TO INCREASE ACCESS OF CDN NEWSPRINT INTO UK & ADDRESS QUOTA ISSUE.-MARKET IDENTIFICATION INITIATIVES FOR A NUMBER OF SECONDARY WOOD PRODS & DISCUSSIONS FOR OPPS WITH CDN

QUARTER: 2 Review of market prospects. Timber Trade Federation Cdn shippers and exporters. Investigate opportunities for secondary wood products

Provided forecasts of lumber and plywood demand in UK and EEC in 1988 & 1989 to trade in Cda. Facilitated contact between UK agents/importers/merchants and Canadian suppliers of secondary wood products

QUARTER: 3 -----

QUARTER: 4 -----

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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) COM-  
MITTEE 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 DEFEN-  
CE INDUSTRY OF MARKET AND COLLABORATION PO-  
TENTIAL 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-GOVER-  
NMENTAL AND INTER-INDUSTRY COOPERATION ON DE-  
FENCE R&D PROCUREMENT.

SUPPORT CANADIAN INDUSTRY MARKETING INITIATI-  
VES 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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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POST :437-LONDON

005-COMM. & INFORM. EQP.& 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.

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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 -----	
	QUARTER: 4 -----	



REPORT 4  
89/02/06

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

001-AGRI & FOOD PRODUCTS & SERVICE  
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MEATS & 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.

TRACKING: 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.

One detained shipment released by post arranging for rectification of documentary inadequacy

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/02/06

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

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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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:
	<b>MINERALS AND MINERAL PRODUCTS</b>	
	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.
	<b>METALS, PRIMARY &amp; FABRICATED</b>	
	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 -----	
	QUARTER: 4 -----	

REPORT #5  
89/02/08

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

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.

ELECTRONICS EQUIP. & SERV 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



REPORT #5  
89/02/08

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

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

Investment prospecting - IPEX

Investment prospecting - Farnborough

Shifted to 1st qtr (CBI seminar). 3 new pros-  
pects identified

Investment effort deferred: primarily a sales  
show

Excellent meetings held with 2 leading British  
aerospace prospects. 1 licensing agreement  
announced

QUARTER : 3

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QUARTER : 4

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REPORT 4A  
89/02/09

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

Greenall Whitley/High Comm. Promot. of Cdn Food Products  
"The Fresh New Taste of Cda" in 220 Greenall pubs, winebars,  
Launched "Cda Nouveau" festiv. of Cdn fashion, dsgr & arts  
incl. promo. of Cdn fashionwear, furn.,graphic arts, etc.  
Organization of Electronics Investment Communications  
Campaign  
Investment Article for "Canada News"

Visit by Mayor of Calgary: defence industry prospecting

The fur labelling issue has continued to take up consider-  
able post resources

Reported regularly on Piper Alpha platform disaster in  
North Sea

Provided support to Ghana Mining Equipment Mission from Cda  
via UK

Had discuss. with HQ of World Energy Conf. re WEC 89 in Mtl.

Distributed info kits & other info rel. to Hibernia devel.

Obtained oppor. for Nfld. Min. Barrett to advise oil & gas

conf in Glasgow & supp. Port of Vancouver mkt trip to UK

REPORT 4A  
89/02/09

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 :412-LYON

Planifica'n de la mission cdne de l'ind. du plastique en  
region Rhone-Alpes.28 Sept.-7 Oct.88(Miss./transf.tech.).  
Correspondance et coordination pour le participation d'un  
stand Canada au Salon des Metiers de Bouche - Janvier 1989.

REPORT 4  
89/02/06

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-COMM. & INFORM. EQP.& 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.  
ASSIST CDN COS TO APPOINT REPS, MAKE SALES AND ARRIVE AT JV AGREEMENTS.

6 CDN COS PARTICIPATED AT INFORMAT. SALES AND AGENCY AGREEMENTS PENDING.  
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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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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 -----

QUARTER: 4 -----



REPORT 4  
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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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.

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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 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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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.

PACKING: 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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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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 -----

QUARTER: 4 -----



REPORT 4  
89/02/06

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 -----	
	QUARTER: 4 -----	



REPORT #5 QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88  
89/02/08 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 &amp; 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 &amp; SERV. FISH &amp; SHELLFISH &amp; 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



REPORT 4A  
89/02/09

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 :407-MADRID

Change of officers assigned to Barcelona plus fit-up of new office & SQ took approx. 1 wk of Commer'l Counsellor's time.

Liaison visit by new Deputy Director of RWT took 2 days.

Visit by ADM of EM&R took 2 days of officer time.

Visit by NRC rep took 3 days of officer time.

Visit by Canadian real estate developer took 5 days of officer time.

WIN system program manager spent several days setting up system and training.

REPORT 4  
89/02/06

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 MFRG)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 -----

QUARTER: 4 -----

SUCCESSFUL ONE ON ONE MTGS ARRANGED AT INTERBI-MALL WDWRKG 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.



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.

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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

IDENTIFY MEDIUM SIZE ITALIAN FIRMS FOR POSSIBLE TAKE OVER BY CANADIAN COMPANY IN THE INFORMATIC SECTOR.

ACQUISITION OF THE ITALIAN FIRM BY MAJOR CDN INFORMATIC COMPANY WISHING TO EXPAND INTO ITALIAN MARKET.

UTILIZE SPECIALIZED ITALIAN TRADE MAGAZINES TO INTRODUCE NEW CDN PRODUCTS TO A WIDE CROSS SECTION OF ITALIAN INDUSTRY. IDENTIFY 3 TO 4 KEY PUBLICATIONS FOR TARGETED ADVERTISING.

INCREASED ITALIAN AWARENESS OF CANADIAN STATE OF THE ART MANUFACTURING.

IDENTIFY KEY PROCUREMENT CONTACTS IN MAJOR ITALIAN PRIVATE SECTOR FIRMS (E.G. 5000 EMPLOYEES OR MORE) FOR DIRECT REFERENCE TO CANADIAN SUPPLIERS.

INCREASED AWARENESS AND INCREASED EXPORT SALES.

IDENTIFY KEY PROCUREMENT CONTACTS IN MAJOR ITALIAN COMPANIES (ITALTEL & TELETTRA)RE THEIR REQUIREMENTS IN PABX COMPONENTS, BUSES & FIBER OPTICS & RELAY TO CANADIAN SUPPLIERS.

DEVELOP EXPORT SALES FOR QUALIFIED CANADIAN FIRMS (PRESENTLY NEGLIGIBLE).

PREPARE REPORT ON FIBER OPTICS INTEGRATION INTO THE ITALIAN COMMUNICATION NETWORK.

ANTICIPATE MARKETING VISIT BY CANADIAN MANUFACTURERS.

PREPARE LIST OF KEY CORPORATE BUYERS IN MAJOR ITALIAN ELECTRONIC FIRMS (E.G. OLIVETTI/SGS)RE REFERENCE TO CDN SUPPLIERS WHO SHOULD PURSUE CONTACTS AND SET UP INCOMING VISITS.

INCREASED AWARENESS OF CDA'S SUPPLY CAPABILITY FOR ADVANCED ELECTRONIC COMPONENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 EXPAND NETWORK OF ITALIAN REPS/DISTRIBUTORS  
FOLLOW UP PROJECTS INITIATED IN PREVIOUS  
QUARTERS.  
VISIT FAIRS/EXHIBITIONS IN PRIORITY SECTOR.

3 NEW AGENCY/BUYING CONNECTIONS ESTABLISHED.  
OLIVETTI LIKELY WILL REPRESENT LOGO WRITER LAP  
TOP UNITS OF STM ORDERED BY ASEM, FOURMASTER  
(ITAL) TO REPRESENT DIDAK, FED. TRADE MAY REPRESENT  
ULTRALASERTECH. VISITED DIDATTICA

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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

001-AGRI & FOOD PRODUCTS & SERVICE  
ITALY

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
-----		
TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

..... 2 1978/89

..... 2 1978/89

..... 4 1978/89



REPORT #5  
89/02/08

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

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

COMM. & INFORM. EQP. & 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      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 PRACKAGE 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  
89/02/08

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

RESULTS REPORTED

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 contri-  
bute to, or participate in Cdn investment acti-  
vities.  
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

QUARTER : 4

REPORT 4A  
89/02/09

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

Joint efforts with Quebec Del. in Milan to organize program  
for Nov. investment mission.  
Continued installation and implementation of WIN System.

Thirty (30) Quebec furniture manufacturers/designers visited  
Milan furniture Fair under PEMD.  
Sixteen (16) furniture manufacturers from Furniture West  
Ass. to Milan Fair to seek technology.  
"TOEP" mission with four Ontario coys to seek opportunities  
under "EUREKA" project.  
DRIE Ott/Letendre to study Italian institutional framework  
for technology transfer.

QUARTER	ACTIVITIES	QUARTERLY RESULTS
QUARTER 1	Assisted in development of 4 new technology agreements for advanced frame and seat.	Contracts signed and ready for completion.
QUARTER 2	Supported Market-Research Technical Division.	Supported companies during initial contacts in their market.
QUARTER 3	Supported Market-Research Technical Division.	Supported companies during initial contacts in their market.
QUARTER 4	Supported Market-Research Technical Division.	Supported companies during initial contacts in their market.

REPORT 4  
89/02/06

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

003-GRAINS AND OILSEEDS

UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

- IMPLEMENTING 1986-1990 LONG-TERM GRAINS AGREEMENT. \$5 BILLION OVER 5 YEARS.
- ALBERTA WHEAT POOL/RSFSR SEED EXCHANGE TESTS. \$ 2 MILLION
- FOLLOW UP ON VISIT TO CANADA BY CHAIRMAN OF GOSAGROPROM; IN GRAIN HANDLING AND STORAGE TECHNOLOGY. \$ 5 MILLION.
- ALBERTA-RSFSR CANOLA/DURUM WHEAT PRODUCTION. \$ 2 MILLION
- TWO SEED PROTOCOL AGREEMENTS (FOR KING GRAIN AND THOMPSON SEEDS) \$ 1 MILLION.
- CANADIAN GRAIN COMMISSION SEMINAR ON BREAD ADDITIVES FOR BAKERY PRODUCTS. \$ 1 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

REPORT 4  
89/02/06

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 -----

QUARTER: 4 -----



REPORT 4  
89/02/06

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 -----

QUARTER: 4 -----



REPORT 4A  
89/02/09

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

Due to diplomatic expulsion crisis one trade officer was assigned as press liaison officer for Embassy

Post supported reports for nickel deleg. visit. Mission very time consum. due to Soviet reluct..Brkthrough occ. & Miss. succes

Rowntree Farms cattle/horse countertrade deals were time consuming yet sales were successful

Post supported Canadian participation at International Hydrogen Conference

Post continued to support efforts by Canadian Wheat Board for sales to USSR: Results - confidential

Post supported visits by various MPs and Mr. J. Bullock, Chairman of Association for Canadian Business

Post supported initial marketing efforts by many large firms such as Petrocan and Gulf Canada Resources

Post assisted in the signing of the EDC Protocol for a line of credit to USSR

Post assisted Canadian firm in large project for establishment of Canadian bread-making facilities

Post assisted in reports of developments in economic restructuring currently being undertaken in USSR



REPORT 4  
89/02/06

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 -----

QUARTER: 4 -----

QUARTER: 5 -----





REPORT 4  
89/02/06

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-COMM. & INFORM. EQP.& SERV  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

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.

COMPUTERS, SOFTWARE & SYSTEMS

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 -----

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 :427-MUNICH

013-CONSUMER PRODUCTS

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 -----

QUARTER: 4 -----

QUARTER: 1

QUARTER: 2

QUARTER: 3

QUARTER: 4

----- 1

----- 2

----- 3

----- 4



REPORT #5  
89/02/08

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  
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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.

COMM. & INFORM. EQP.& SERV      ELECTRONIC COMPONENTS  
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 O  
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 CONVINCING  
AT LEAST ONE IN EACH SECTOR TO INVEST  
IN CANADA.



REPORT #5  
89/02/08

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
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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

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QUARTER : 4

-----

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 :427-MUNICH

Arrnged prgram for visit of Amb. Delworth & Mr. Va. Beselear  
to Munich where mtgs. were hld w/Ifo Inst., Bayerische ...  
Arrnged prgram for Mr. J.Jensen, B.C. Min. of Int'l Busin. &  
Immig. Prgram incl. visits to Siemens & Claudius Dornier....  
Calls on prospective honorary consuls in the Stuttgart area  
with Ambassador Delworth

REPORT 4  
89/02/06

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 MATERIELS BEGUN AS RESULT OF RDP MEETINGS LAST YEAR.                   IDENTIFICATION OF SPECIFIC EXPORT OPPORTUNITIES FOR CANADIAN MANUFACTURERS OF DEFENCE-RELATED PRODUCTS.

CONTINUING CALLS ON DEFENCE-RELATED IMPORT AGENTS, PRIME CONTRACTORS AND MATERIEL COMMANDS.                   INCREASED AWARENESS IN NORWAY OF CANADIAN EXPERTISE 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 DEVELOPMENT 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 IDENTIFYING BOTH SECTORS OF OPPORTUNITY AS WELL AS POTENTIAL CANADIAN SUPPLIERS. OUTGOING MISSION IN NORWAY TO BE PREPARED FOR THIS FALL.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/02/06

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

COMPANY CALLS ON LARGEST IMPORTERS AND SUPPLIERS.

IDENTIFY LIST OF NEW AGENCIES FOR CANADIAN EXPORTERS. (10)

CANADA-NORWAY OFFSHORE WORKING GROUP.

INCREASED LEVEL OF AWARENESS OF NORWEGIAN PROCUREMENT OFFICES & BUYERS OF CANADIAN EQUIPMENT AND TECHNOLOGY.

FOLLOW-UP ON VISITS TO CANADA BY NORWEGIAN COMPANIES WHICH ARE SOURCING TECHNOLOGY FOR NORTHERN PROJECTS (BARENTS SEA, SVALBARD.)

CONTRACTS FOR ENGINEERING DESIGN AND EQUIPMENT SALES FOR NORTHERN PROJECTS.

MEETINGS ON SVALBARD/HARSTAD WITH REGULATORY AUTHORITIES AND/OR COMPANIES TO INTRODUCE CANADIAN TECHNOLOGY AND EXPERTISE.

SALES AND SERVICE CONTRACTS FOR CANADIAN OFFSHORE COMPANIES (ALBERTA).

SEMINAR ON CANADIAN OIL AND GAS TECHNOLOGY AND CAPABILITIES (IN CONNECTION WITH THE CANADA-NORWAY OFFSHORE WORKING GROUP VISIT TO NORWAY).

IDENTIFY EXPORT OPPORTUNITIES AND NORWEGIAN PARTNERS FOR CANADIAN MANUFACTURERS/SERVICE COMPANIES.

MEETINGS WITH POLAR-TECH 88 PARTICIPANTS TO FOCUS ON CURRENT AND FUTURE NEEDS IN COLD CLIMATE PROJECTS.

ESTABLISH CONTACTS WITH R AND D FIRMS FOR JOINT VENTURE OPPORTUNITIES IN ARCTIC DEVELOPMENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NATIONAL PETROLEUM SHOW, CALGARY. (INCOMING BUYERS PROGRAM. FUNDS AVAILABLE FOR NORWAY WAS ENOUGH FOR ONE BUYER.)  
2. POLAR-TECH '88, TRONDHEIM.

1) HAD 2 NRWGN CO. REPS VISIT NPS 88. IDENTIFIED 10-15 LEADS FOR CDN COS IN NORWAY. 2) 10 CDN PAPERS PRESENTED AT CONF. ALTHOUGH DID NOT ATTEND DUE TO LTD. FUNDS, MET & DISCUSSED W/SOME PARTICIPANTS FUTURE OPPS IN COLD CLIMATE TECH.

QUARTER: 1 VISIT TO SPITSBERGEN (SVALBARD) TO ATTEND OIL AND GAS SEMINAR (ARRANGED BY NORWEGIAN PETROLEUM SOCIETY).

RPT SUBMITTED WHICH OUTLINED DECREASED INTEREST IN OIL/GAS EXPLORA'N ON SVALBARD MAINLY DUE TO LOWER OIL PRICES. MAIN FOCUS PRESENTLY ON SCIENTIFIC RESEARCH. NOT MANY COMMERCIAL OPPS FOR OIL/GAS EQPT. EXPORTERS IN NEAR FUTURE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/02/06

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-COMM. & INFORM. EQP.& SERV  
NORWAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

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.

COMPUTERS, SOFTWARE & SYSTEMS

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.

BROADCASTING (INC CATV)

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

Several new contacts established and earlier  
leads followed up on behalf of Canadian  
companies.

QUARTER: 3 -----

QUARTER: 4 -----

REPORT #5  
89/02/08

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

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 AQUACULTURE DEVELOPMENT IN EASTERN CANADA.

INCREASE NORWEGIAN AWARENESS AND INTEREST IN INVESTING IN AQUACULTURE PROJECTS ON CANADA'S EAST COAST.

COMM. & INFORM. EQP. & SERV

COMPUTERS, SOFTWARE & SYSTEMS

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 INFORMATION 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  
89/02/08

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

RESULTS REPORTED

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 gn delega'n to AQUACULTURE INTER'L identified sev. opportunities for dvlpmt with growing interest in Canada's East Coast.

QUARTER : 3

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QUARTER : 4

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REPORT 4A  
89/02/09

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

Marine mission, August, 1988, at same time as CNOWG and  
ONS 88.



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 REpondre 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 REpondre 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 REpondre AUX DEMANDES DES EXPORTATEURS. INCITER LES IMPORTATEURS A S'APPROVISIONNER EN PRODUITS DISPONIBLES DU CANADA. AUGMENTATION DU NB DES IMPORTATEURS ACTIFS.

REPORT 4  
89/02/06

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:

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 REpondre 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.

SUCCES 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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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

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 -----

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 :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 (REMPLACEMENT 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 DELX BOMBARDIER D'EAU (CONAIR F 27 ET CANADAIR CL- 215T) VEX. LE 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 -----

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 :410-PARIS

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

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.

COMPUTERS, SOFTWARE & SYSTEMS

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'INTERESSENT 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 CDN) PR LES SOC.  
MDI/SYDNEY COMMUNICA'NS/ET SEMI-TECH MICRO-ELEC-  
TRONICS. -A L'OCCASION DU SICOB,RECEPTION DONNE  
(350 PERS.) PR LES MEMBRES DE LA F.I.Q.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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-SERVICE INDUSTRIES  
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 -----

[Faint, mostly illegible text in the main body of the report, likely containing quarterly details and results.]

REPORT #5  
89/02/08

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

410 - PARIS

FRANCE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

ELECTRONICS EQUIP. & SERV

CONSUMER ELECTRONICS

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.

PETROCHEM & CHEM PROD, 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.

COMM. & INFORM. EQP. & SERV

COMPUTERS, SOFTWARE & SYSTEMS

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  
89/02/08

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: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

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 déplacements 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 suppléments d'information, d'aide.  
Rencontres nouvelles societes PARINVEST, fermeture et ouverture de dossiers.  
Rencontres avec interlocuteurs canadiens (Gouvernement/Municipaux) et partenaires potentiels.

QUARTER : 3

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QUARTER : 4

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REPORT 4A  
89/02/09

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 :410-PARIS

- Redaction du rapport periodique sur le ble.
- Rapport sur relations economiques et commerciales France/Canada.
- Organisation d'une mission canadienne sur le colza.
- Rapport sur le commerce agro-alimentaire France/Canada.
- Preparation mission experts secteur plastiques en Rhones-Alpes.
- Preparation et participation a rencontres bilaterales (F/C) sur les problemes phyto-sanitaires.
- Planification des activites de la Section de Dev. des Invstmnts pr le reste de l'annee fiscale tenant compte du depart imprevu du Conseiller en Invstmt & de la recommandation de l'equipe de revue de Base-A de reduire de 50% les effectifs du groupe.

REPORT 4  
89/02/06

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

009-FOREST PRODUCTS,EQUIP,SERVICES  
CZECHOSLOVAKIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CONTINUED INTENSIVE LOBBYING OF CSSR OFFICIALS IN SUPPORT OF  
H.A. SIMONS (OVERSEAS) LTD'S PROPOSAL FOR RUZOMBEROK PAPER MILL  
PROJECT.

H.A.SIMONS HAS EXCELLENT CHANCE TO WIN THIS  
CONTRACT IN 1988.

CONTINUED POST EFFORTS TO CONVINCE CZECH WOODWORKING TRUST OF  
ADVANTAGES INHERENT IN KOCKHUMS CANBAR BID FOR ZDIREC SAWMILL.

KOCKUMS TO SIGN ZDIREC CONTRACT IN 1988.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUATION OF LOBBYING EFFORT FOR H.A.SIMONS  
(OVERSEAS)LTD. ON RUZOMBEROK PAPER MACHINE PRO-  
JECT AND ON KOCKUMS CANCAR INC.ON ZDIREC SAWMILL  
PROJECT.

TOOK OPPORTUNITY OF RBD VISIT FOR MEC, MEETINGS  
TO PROMOTE CANADIAN BIDDERS. CALLS INCL. MIN. OF  
FOREIGN TRADE, DEPUTY PREMIER OF CSR.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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 -----	
	QUARTER: 4 -----	





REPORT 4A  
89/02/09

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 :472-PRAGUE

BRNO Fair, September 13 - 22. Entire Commerical Section in  
Brno.

First Canada - CSSR Joint Agricultural Committee Meeting,  
Prague August 3-6.

Negotiation of Canada CSSR Double Taxation Treaty. September  
26-30.

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 :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 ARRANGE-  
MENT.

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-OPERA-  
TION 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 -----

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 :403-ROME

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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  
89/02/08

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

ELECTRONICS EQUIP. & SERV

PRODUCTS & COMPONENTS

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

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

PETROCHEM & CHEM PROD, 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  
89/02/08

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

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 :403-ROME

- Signature of Cda-Italy Economic and industrial cooperation Agreement 1 August 1988.
- Visit of Minister of International Affairs of Province of Quebec 28 September 1988.



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

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POST :432-STOCKHOLM

005-COMM. & INFORM. EQP.& 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.

TELECOMMUNICATIONS (INC SPACE)

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.

COMPUTERS, SOFTWARE & SYSTEMS

CONTINUED DEVELOPMENT OF AGENCY CONTACTS THROUGH ON-SITE VISITS TO SWEDISH DISTRIBUTORS.

10 TO 20 NEW AGENTS OVER THE YEAR.

REPORT 4  
89/02/06

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-COMM. & INFORM. EQP.& SERV  
SWEDEN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

COMPUTERS, SOFTWARE & SYSTEMS

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).

ELECTRONIC COMPONENTS

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INSTRUMENTATION

ORGANIZE CDN ROBOTICS VISIT TO SWEDEN - VISIT KEY SUPPLIERS  
AND H.Q. OF WORLD ROBOTICS ORGANIZATION.

INCREASE CDN KNOWLEDGE OF SWEDISH INDUS-  
TRY. FOCUS FUTURE MARKETING ACTIVITIES.

REPORT ON COMMERCIAL DEVELOPMENTS IN ROBOTICS AND A.I.

REPORTS TO GOV'T OFFICIALS/AND/PR INTE-  
RESTED CANADIAN FIRMS FOR MISSION PREPARATION  
AND RECRUITMENT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CANADIAN FIRMS SELECT AGENTS IN FOLLOW UP  
TO TELECOM SHOW GENEVA

ONE BUYING CONNECTION ESTABLISHED AND TWO  
CANADIAN EXPORTERS INTRODUCED TO PROSPECTIVE  
AGENTS.

QUARTER: 1 PREPARE VISITING JOURNALIST PROGRAM FOR COMPUTER  
PUBLICATION.

PRELIMINARY REVIEW OF CANDIDATES FOR VISIT TO  
CANADA.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/02/06

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-ELECTRONICS EQUIP. & SERV  
SWEDEN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

INSTRUMENTATION

POST HAS IDENTIFIED OPPORTUNITIES FOR NAVIGATION/LANDING SYSTEM FOR SHALL 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  
89/02/06

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 :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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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  
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  
89/02/06

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  
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 GYMNASTIC 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,seve-  
ral 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 -----

QUARTER: 4 -----



REPORT #5  
89/02/08

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

COMM. & INFORM. EQP.& SERV

ROBOTICS & ARTIFICIAL INTELL.

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 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.

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  
89/02/08

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 HILLESHOV RE  
SILVICULTURE INVESTMENT IN CANADA  
SUPPORT B.C. STEAMSHIPS IN DISCUSSIONS WITH PRO-  
PECTIVE 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

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QUARTER : 4

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REPORT 4A  
89/02/09

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 :432-STOCKHOLM

- Visit by Ont. Trade Min. Monte Kwinter for meetings with ind'l dvlpmt officials/financial community representatives.
- Request fm Lund University graduate students for support for coop research proj. on Swedish/Cdn biotechnology industries.
- Visit by REsearch Director of Atlantic Opportunities Canada agency for meetings with counterpart officials.
- World Energy Congress meeting, with Cdn delegation promoting attendance at 1989 congress in Montreal.



REPORT 4  
89/02/06

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 -----

CONTINUE WITH OUR ASSISTANCE TO THE EXISTING AUSTRIAN INVESTOR IN  
THIS SECTOR.

INCREASE IN INVESTMENT IN CAN.  
POTENTIAL FOR DEVELOPING FURTHER --- A  
PROPORTION OF 5% IN CAN.

NON SECTORALLY ORIENTED ACTIVITIES

CONTINUE ALREADY EXCELLENT COOPERATION WITH FEDERAL ECONOMIC BUREAU  
PARTICULARLY IN THE AREA OF TECH TRANSFER.

INCREASE NUMBER OF CONTACTS BETWEEN CAN-  
ADIAN AND AUSTRIAN FIRMS IN THIS AREA.

INCREASE CLARIFICATION WITH THE AUSTRIAN BANKS & FINANCIAL INSTITUTIONS  
AIMING AT ESTABLISHMENT OF INVESTMENT INFO EXCHANGE & OTHER UNDERSTAND-  
ING AGREEMENTS.

RELIEVE THEM IN BY THE USE OF ECONOMIC  
INFORMATION FOR INVESTMENT INFORMATION.



REPORT 4  
89/02/06

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

188

POST :422-VIENNA

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
AUSTRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT,EQP.

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.

ASSUMING THAT POST WILL BE GIVEN REQUESTED DATA PROCESSOR WE WOULD DEVELOP A CONTACT SYSTEMS LIST ON SECTORIAL BASIS FOR CANADIAN COMPANIES.

THE COMPLETED LIST WILL FACILITATE J/V, TECHNOLOGY TRANSFER AND MANUFACTURE UNDER LICENSE AND RECIPROCITY IN REPRESENTATION.

ESTABLISH COMPREHENSIVE SOURCING NETWORK FOR USE OF CANADIAN EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SECOND PHASE OF PREPARATION FOR CANADIAN ENVIRONMENT TCEHNOLOGY MISSION TO AUSTRIA SEPT'88.

LIST OF CONTACTS FOR THE MISSION ESTABLISHED; MAJOR POTENTIAL PARTNERS IDENTIFIED.

QUARTER: 1 VISIT OF DR. MAY OF UNIDO TO CANADA ARRANGED IN MAY'88.

VISIT RESULTED IN POSSIBILITY TO ESTABLISH TRUST FUND AGREEMENT BETWEEN UNIDO AND CIDA TO FINANCE CANADIAN CONSULTANTS WORK OVERSEAS;

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT #5  
89/02/08

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

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.

SERVICE INDUSTRIES      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 AUS-  
TRIAN 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.

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

QUARTER : 4

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 :422-VIENNA

Visit of Quebec Government representatives - September 1988.

Visit of Ontario Government representatives - September '88.

Visit of DND/DSS team to Steyr - September 1988.





REPORT 4  
89/02/06

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 :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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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 -----	
	QUARTER: 4 -----	

REPORT 4  
89/02/06

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MANUFACT & MATERIAL PLANT,EQP.

MAINTAIN KEY CONTACTS IN TRANSINTER, IAI IN CONNECTION WITH BID BY GOODYEAR FOR BELTING.

SALES BY GOODYEAR.

ON BASIS OF INTEREST EXPRESSED BY GDR DURING CANADA/GDR MIXED COMMISSION CALL ON TRANSINTER AND FTO'S AND END USERS.

DETAILS OF PRODUCT REQUIREMENTS; TO ENCOURAGE AT LEAST ONE CANADIAN COMPANY TO PURSUE THE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST GOODYEAR WITH POSSIBLE SALE OF CONVEYOR BELTING.  
CALLS ON AGENCY FIRMS TO IDENTIFY AREAS OF INTEREST.

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.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



REPORT 4  
89/02/06

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.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	<p>QUARTER: 1 ASSIST HYBRID TURKEY IN GDR CONTACTS. FOLLOW-UP ON CWB INTERESTS. PROVIDE CROP INTELLIGENCE. CALLS ON GDR AGENCY FIRMS TO IDENTIFY PROJECTS.</p>	<p>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.</p>
	QUARTER: 2 -----	
	QUARTER: 3 -----	
	QUARTER: 4 -----	

REPORT 4  
89/02/06

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 -----

QUARTER: 4 -----

REPORT 4  
89/02/06

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:

ANTICIPATED RESULTS:

TO LIASE 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.

TO ESTABLISH DIALOGUE WITH CANADIAN COMPANIES

FOLLOW-UP WITH MISSION PARTICIPANTS

TO STIMULATE GDR'S INTEREST IN CANADIAN PRODUCTS AND CONTROLLING SERVICES.

PREPARATION OF DETAILED LIST OF CANADIAN COMPANIES AND PRODUCTS BASED ON BOSS AND PREVIOUS CONTACTS.

TO INTRODUCE ONCE CANADIAN FIRM INTO THE MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO ASSIST DRIE WITH PROPOSED MISSION ACTIVITIES.

MISSION NOT YET ORGANIZED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

REPORT 4A  
89/02/09

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

Quebec participation in a Ministerial Mission to Leipzig  
Fair.  
Visit of INE Analyst B. Hodgson.





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Trade and Industrial Development  
Program quarterly activity report  
43247427

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