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1990 *March*  
STORAGE

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

QUARTERLY ACTIVITY REPORT  
RAPPORT TRIMESTRIEL DES ACTIVITÉS

NON CIRCULATING /  
CONSULTER SUR PLACE

# LATIN AMERICA AND CARIBBEAN AMÉRIQUE LATINE ET ANTILLES

Dep. of External Affairs  
Min. des Affaires extérieures  
OTTAWA

JANUARY - MARCH 1990  
(4th QUARTER FY 1989-90)

JANVIER - MARS 1990  
(4<sup>e</sup> TRIMESTRE, AF 1989-90)

JUN 20 1990

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External Affairs and  
International Trade Canada

Canada





TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

Quarterly Activity Report  
January - March 1990

Following is the Activity Report for the quarter ending March 31, 1990. This report contains a synopsis of activities and results by sector and subsector reported by the missions in Latin America and Caribbean matched against the proposed activities identified in their 1989/90 post plan. It also contains a report of special unplanned activities that took place during the report period.

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

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

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

Rapport trimestriel des activités  
Janvier - Mars 1990

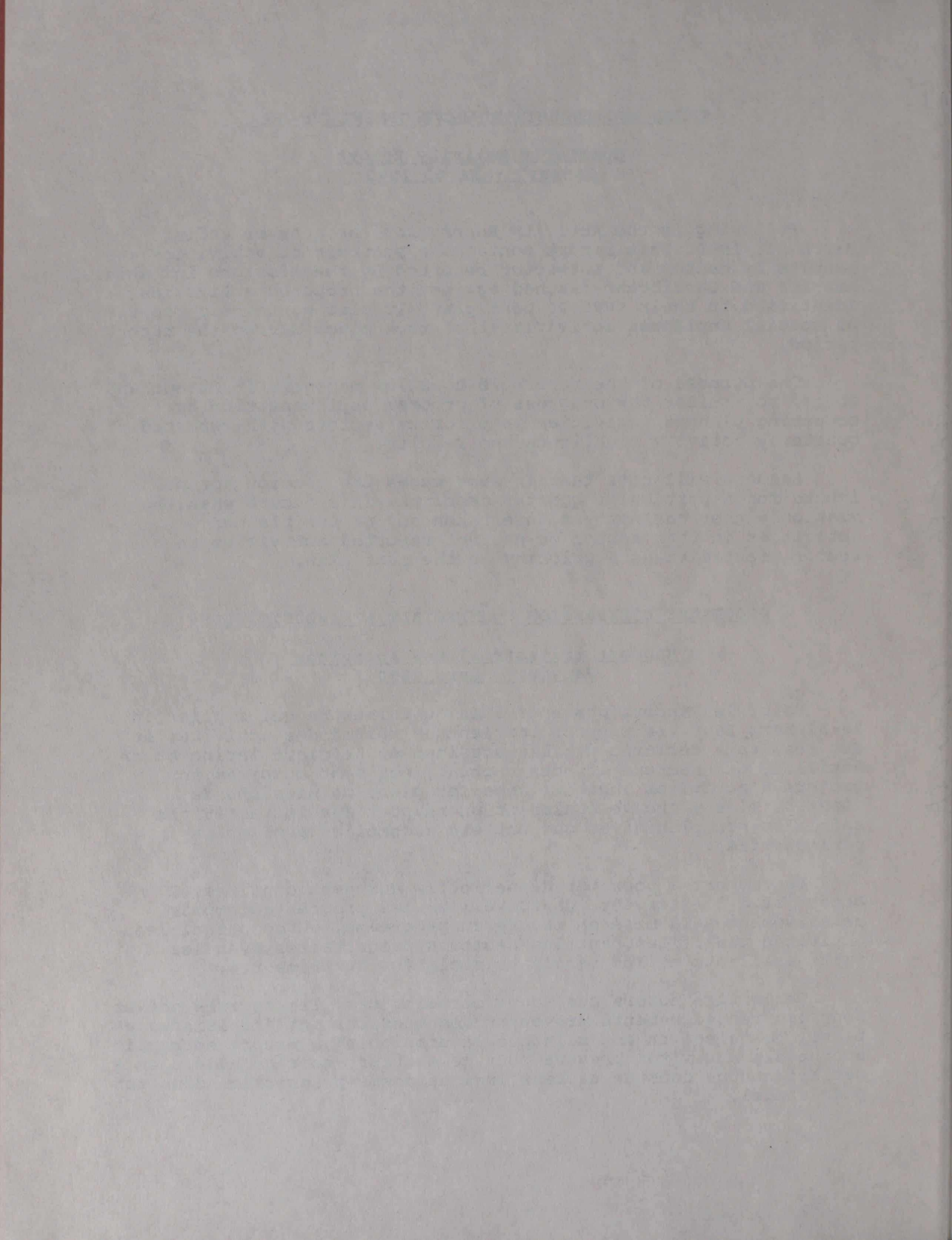
Voici le Rapport des activités du trimestre qui a pris fin le 31 mars 1990. Le rapport contient un résumé des activités et des résultats déclarés par les missions en Amérique latine et Antilles, par secteur et sous-secteur, qui sont comparés aux projets d'activités indiqués dans les plans de missions de 1989/90. Il s'y trouve également un rapport sur les activités spéciales non planifiées qui ont été accomplies pendant la période visée.

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

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

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LATIN AMERICA AND CARIBBEAN  
AMERIQUE LATINE ET ANTILLES

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :640-BOGOTA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

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

PREPARE SECTORAL REPORT.  
BETTER MARKET PENETRATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 PREPARE SECTORAL REPORT

SECTORAL REPORT IN FINAL DRAFT

QUARTER: 3 PROMOTE CDN SUPPLIERS WITH GOVT AGENCIES  
PREPARE SECTORAL REPORT

SECTORAL REPORT NEAR COMPLETION  
TWO RAILROAD EQUIPMENT MANUFACTURERS WERE  
MATCHED WITH AGENTS

QUARTER: 4 PROMOTE CDN SUPPLIERS WITH COL GOVT AGENCIES

FOLLOWED UP AND OFFERED SUPPORT TO CDN FIRM  
INTERESTED IN BIDDING ON REORGANIZATION STUDY  
AND MANAGEMENT OF REPAIR SHOPS OF NATIONAL  
RAILWAY

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POST :640-BOGOTA

SECTOR :010-MINE,METAL,MINERAL PROD & SRV  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

-----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Arrange mining mission to Canada.

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

QUARTER: 2 UPDATE MINING SECTOR REPORT  
INTERNATIONAL MINING FAIR IN BOGOTA

TWO COLOMBIANS ATTENDED MINTEC 89 IN VAL D'OR  
MINING SECTOR REPORT UPDATE UNDERWAY  
DECIDED NOT TO PARTICIPATE IN MINING FAIR DUE TO VIOLENCE IN COLOMBIA

QUARTER: 3 UPDATE MINING SECTOR REPORT

UPDATED REPORT NEARING COMPLETION

QUARTER: 4 UPDATE MINING SECTOR REPORT  
FOLLOW UP NEW OPPORTUNITIES FOR CDN COMPANIES

LA LOMA PROJECT COAL MINING PROJECT IS IN  
PLANNING STAGE AND PROCUREMENT WILL BE  
UNDERTAKEN BY DRUMMOND USA



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :640-BOGOTA

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP ON EXISTING PROJECTS.  
INCREASED CANADIAN PARTICIPATION.

PUT IN PLACE NEW MARKETING STRATEGY.  
FOCUSING ON RESOURCES.

PREPARE EXPANDED SECTORAL OVERVIEW.  
BETTER AWARENESS OF OPPORTUNITIES.

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

PROMOTE CDN INTERESTS IN POLYETHYLENE PLANT.  
WIN CONTRACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 PROMOTE EDC LINE OF CREDIT WITH ECOPELROL  
PROMOTE CANADIAN SUPPLIERS WITH COLOMBIAN STATE  
OIL COMPANY

EDC LINE OF CREDIT AWAITING FINAL APPROVAL FROM  
COLOMBIAN MINISTRY OF FINANCE  
ECOPELROL VP GAVE MARKET SEMINARS IN MONTREAL,  
TORONTO AND CALGARY

QUARTER: 3 PROMOTE SIGNING OF EDC-ECOPELROL LINE OF CREDIT  
PREPARE MARKETING STRATEGY TO TAKE ADVANTAGE OF  
LINE OF CREDIT

LINE OF CREDIT SHOULD BE SIGNED IN EARLY 1990  
INCOMING BUYERS MISSION PLANNED FOR EARLY 1990

QUARTER: 4 PROMOTE SIGNING OF EDC-ECOPELROL LINE OF CREDIT  
PROMOTION OF KEY CDN SUPPLIERS  
ALBERTA OIL AND GAS MISSION

COL FINANCE MINISTRY AND ECOPELROL STUDYING  
FINAL DRAFT OF LINE OF CREDIT; EDC NEGOTIATING  
TEAM TO VISIT IN LATE APRIL/EARLY MAY  
ALTA MISSION POSTPONED INDEFINITELY DUE TO  
SECURITY CONCERNS

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POST :640-BOGOTA

SECTOR :005-ADVANCED TECH. PROD. & SERV  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 PROMOTE CDN SUPPLIERS IN RURAL TELECOM PROJECTS  
PREPARE SECTORAL REPORT

CDN/JAPANESE BID ON RURAL TELECOM PROJECT LACKED  
CONCESSIONAL FINANCING OFFERED BY OTHER BIDS  
SECTORAL REPORT OUTLINING MARKET OPPS COMPLETED  
SR TELECOM WON US \$2 MILLION CONTRACT FOR  
COMMUNICATIONS EQUIPMENT FOR NEW OIL PIPELINE

QUARTER: 3 MONITOR OPPORTUNITIES AND INFORM CDN COS  
INFORMED COS OF OPPORTUNITIES IN CELLULAR  
TELEPHONY IN BOGOTA AND OTHER CITIES

BOGOTA TELEPHONE CO PARTICIPATED IN TEMIC FALL  
PROGRAM AND PLANS TO DO SO IN SPRING PROGRAM  
NORTHERN TELECOM MAY DECIDE TO BID ON BOGOTA  
CELLULAR TELEPHONE PROGRAM

QUARTER: 4 PROMOTE CDN SUPPLIERS

EMBASSY FOLLOWED UP ON CELLULAR TELEPHONE  
PLANS IN BOGOTA; PROJECT IS TEMPORARILY  
DELAYED



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POST :640-BOGOTA

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation in Agroexpo 89.

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

QUARTER: 2 PLANNING, DEVELOPMENT AND SETUP OF CDN PAVILION AT INTL AGROEXPO FAIR IN BOGOTA, INCLUDED 20 INDIVIDUAL COMPANY BOOTHS AND 60 DAIRY AND BEEF CATTLE

SALES OF APPROX \$900,000 RECORDED  
EXCELLENT IMAGE PRESENTED OF CDN PRODUCTS

QUARTER: 3 BUILD ON ACHIEVEMENTS OF CDN PARTICIPANTS IN AGROEXPO 89

POST PREPARED AND DISTRIBUTED MARKET REPORTS ON (A) GRAIN AND OILSEEDS; (B) PULSES; AND (C) VEGETABLE SEEDS IMPORTS IN COLOMBIA

QUARTER: 4 BUILD ON ACHIEVEMENTS OF CDN PARTICIPANTS IN AGROEXPO 89

COL POTATO GROWERS HAVE AGREED ON TRIALS OF CDN VARIETIES  
CDN SIMMENTAL MISSION ESTABLISHED PROMISING CONTACTS IN COL  
PARTICIPANTS CHOSEN FOR INCOMING PORK MISSION

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POST :640-BOGOTA

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES  
ECUADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

LIBERTADOF GAZ PLANT.  
COULD WIN IF FINANCING AVAILABLE.

COMPUTER SOFTWARE.  
POTENTIAL SALE.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 PREPARE OIL AND GAS SECTOR REPORT

OIL AND GAS SECTOR REPORT IN FINAL DRAFT  
CANADA TO PARTICIPATE WITH MISSION, INFO BOOTH  
AND PRESENTATION OF PAPERS IN ANDEAN  
PETROLEUM INDUSTRY CONFERENCE IN QUITO IN  
FEBRUARY 1990

QUARTER: 4 PREPARE OIL AND GAS REPORT

OIL AND GAS REPORT COMPLETED AND DISTRIBUTED  
22-MEMBER FEDERAL-ALBERTA JOINT OIL AND GAS  
MISSION TOOK PART IN THIRD ANDEAN PETROLEUM  
INDUSTRY CONFERENCE AND SHOW IN QUITO



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

SECTOR :010-MINE,METAL,MINERAL PROD & SRV  
ECUADOR

ATD002-000: 1204

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

REPORT ON MINING SECTOR.  
PROVIDE EARLY INFORMATION TO CDN EXPORTERS.  
SEMINAR ON CANADIAN MINING EXPERIENCE.  
CREATE AWARENESS ON CANADIAN EXPERTISE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Selection of five participants for Mintec'89.

QUARTER: 2 -----

QUARTER: 3 ENSURE ECUADOR PARTICIPATION IN MINTEC 89  
CONSULATE DEBRIEFED MINTEC INVITEES UPON THEIR RETURN TO ECUADOR  
NORANDA SIGNED A GOLD EXPLORATION JOINT VENTURE WHICH HAS A BUDGET OF US \$1.5 MN OVER 3-4 YRS

QUARTER: 4 ONGOING LIAISON WITH ECUADOR MINING SECTOR  
MINISTER OF ENERGY AND MINES INDICATED HE WOULD ACCEPT INVITATION TO VISIT CANADA IN 1990.

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AT MISSIONS ABROAD FOR FISCAL YEAR 89

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

POST :640-BOGOTA

THE CONTINUATION OF POLITICAL AND DRUG-RELATED TERRORISM  
THROUGHOUT THE QUARTER CONSTRICTED TRADE PROMOTION  
ACTIVITIES AND RESULTED IN THE POSTPONEMENT OF TRADE  
MISSIONS TO COLOMBIA.

IN CONTRAST, A 22-MEMBER JOINT FEDERAL-PROVINCE OF ALBERTA  
OIL AND GAS MISSION VISITED QUITO TO PARTICIPATE IN THE  
THIRD ANDEAN PETROLEUM INDUSTRY CONFERENCE AND SHOW. SEVERAL  
CDN COS PRESENTED TECHNICAL PAPERS. THE CDN MISSION ALSO  
MAINTAINED AN INFORMATION BOOTH AT THE SHOW, VISITED BY THE  
PRESIDENT OF THE REPUBLIC OF ECUADOR.



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

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

SELECTED FOR IMPORT.

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

INTO BRAZIL SEED POTATO MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 - Assist livestock breeder in fulfilling health  
import requirements.  
- Attend Uberaba Zebu crossbreed show with an in  
fo booth.

- Successful ongoing livestock sales.  
- Developed new market for Canadian livestock an  
d genetic material in Uberaba.

QUARTER: 3 1. On-going assistance re health requirements fo  
r live animal exports.

1. Continuing success of live animal sales to Br  
azil.

QUARTER: 4 -Ongoing assistance re health requirements for  
live animal exports.

-Continued sucess in sales of live animals to  
Brazil.

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

SECTOR :005-ADVANCED TECH. PROD. & SERV  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

BEACONS.

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

SALES IN BRAZIL AND THIRD MARKETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TELECOMMUNICATIONS EQUIPMENT AND SERVICES

- Assist Spar and Novatel-Northern Telecom during phase of evaluation by Telebras of satellite and cellular telephony bids.

- We have prepared and coordinated visits of Quebec Min. of Int'l Affairs and V.P. Cdn Space Agency - both in support of Spar's bid. Plus have assisted Spar Northern-Novatel on a permanent basis during rapidly changing bid evaluation period.

QUARTER: 2 - Assist Nortel/Novatel consortium in cellular telephony bids.

- Assist Spar bid for satellites during sensitive stage of tender evaluation.

- Nortel/Novatel consortium awarded cellular telephony contract for Brasilia.  
- Announcement of satellite award is delayed - awaiting results.

QUARTER: 3 1. Assist Spar in on-going efforts to win satellite contract.

2. Assist NORTEL/NOVATEL in contract negotiations with TELEBRAS for cellular telephony.

1. Bid decision has been deferred to March 1990 but Spar's prospects remain promising.  
2. Contract signed between TELEBRAS and NORTEL/NOVATEL.

QUARTER: 4 1. Assist Spar in ongoing efforts to win Brasilsat tender.

2. Assist NORTEL in implementing contract for cellular telephony in Brasilia.

- Concerted lobbying effort with new government has advanced Spar's prospects for contract award.  
- NORTEL contract moving through required project approval process.



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POST :635-BRASILIA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FORMATION OF JOINT VENTURE BTWN CDN SUPPLIER & BRAZILIAN CON BRASILIA MASS TRANSIT PROJECT.  
ASSIST IN PACKAGING CANADIAN BID FOR PARTICIPATION IN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 - Assist Conair and B.C. Govt in efforts to win contract for fire fighting system.  
- Assist Canadair in potential sale of CL-215 to environmental agency.

- Conair proposal under evaluation but IBAMA (environment agency) more interested in CL-215.  
- Purchase of CL-215 remains difficult due to budgetary constraints.

QUARTER: 3 1. Assist Canadair in pursuing sales opportunities for Challenger aircraft to Lider Taxi Aereo.

1. Lider will likely purchase one Challenger aircraft in first half of 1990.

QUARTER: 4 -Work with CONAIR to prepare forest fire fighting package in response to recent emergencies.

-While contract negotiations with Sarney government did not proceed due to lack of funding, prospects with Collor government are more encouraging.

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POST :635-BRASILIA

SECTOR :007-POWER & ENERGY EQUIP. & SERV.  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Assist FES in ongoing commercial and financing negotiations  
- Assist GEC Canada in commercial and financing aspects of prospective sale

QUARTER: 2 -----

QUARTER: 3 1. Assist FES in on-going commercial and financing negotiations.

QUARTER: 4 -Assist FES in ongoing financial negotiations.

- FES contract signed, financing to be concluded in July/August  
- GEC has received letter of intent. Detailed commercial negotiations expected in late 1989

1. EDC loan approved by Brazilian authorities and loan should be signed in first quarter 1990.

-Commercial contract signed, EDC financing to be concluded in April 1990.



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POST :635-BRASILIA

SECTOR :003-GRAINS AND OILSEEDS  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 - Assist Canadian Wheat Board in new negotiations for sale of wheat to Brazil.

QUARTER: 3 -----

QUARTER: 4 -----

- Wheat sales will recommence in 1989 and continue at moderate levels for the next few years.

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

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

POST :635-BRASILIA

Visit of Ontario Minister of Trade, Industry and Technology,  
Monte Kwinter.  
Canada Day in Belo Horizonte - 18-19 January.

Coordination of Tele-education mission to Canada.

Trade Commissioners Conference - Ottawa.

Brasilsat III-IV.

Preparation for Investment Promotion Trust (letters and  
mailing list prepared).

Special reports on impact of Collor Plan on Canadian trade  
and investment interests.

Finalizing and signing of Therathronics/Ministry of Health  
contract.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :658-BRIDGETOWN

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PURSUE ADDITIONAL CDB PROJECTS IN AGRICULTURE SECTOR :  
ADDITIONAL SALES, TECHNOLOGY TRANSFER.

PROMOTE ADDITIONAL JOINT VENTURES IN AGRIC. SECTOR  
ADDITIONAL SALES, TECHNOLOGY TRANSFER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Proposed abattoir for Barbados

- European funding will likely preclude Cdn. coys from this opportunity
- Cdn \$1.5 M agricultural eqpt arrived for Sea Island Cotton proj. to be funded by US \$5 M EDC line of Credit agriculture sector

QUARTER: 2 Sea Island Cotton Project (Bdos based) has drawn down 305 of US \$5 M EDC line of credit to agriculture sector

Cdn. joint venture, at end of quarter has planted 1,000 acres out of 1,500 cotton on Bdos. Agricultural equipment (Cdn \$1.5 m) now operational

QUARTER: 3 Sea Island Cotton Project j/v - CARSICOTT Barbados based

Project proceeding on technical level. Local management problems experienced but in process of being resolved, under political siege.

QUARTER: 4 Sea Island Cotton project j/v - CARSICOTT - Barbados based

CARSICOTT seriously off the track, high level negotiations in attempt to mitigate damage.  
- further discussions on rum sector

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

SECTOR :015-CONSTRUCTION INDUSTRY  
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Infrastructure projects (IFI and CDB funded)  
identified and pursued

Nevis hotel project reactivated after damage by Hurricane Hugo; Hewanorra Airport, St. Lucia desig/construct/finace package awarded, tied to UK, precludes Cdn coys; St. Vincent-2 Cdn coys shortlisted Feeder Rds Proj. 1 coy for L/W Hwy

QUARTER: 3 Proposed Solo Cdn Trade Show, Barbados  
Infrastructure projects (IFI and CDB funded)  
identified and pursued

Arrangements underway, approx 26 Cdn coys featuring construction, bldg mtl's, hardware prods  
Commercial Counsellor undertook post Hugo evaluation survey

QUARTER: 4 Solo Canadian Trade Show, Barbados  
Infrastructure projects (IFI and CDB funded)  
identified & pursued

- 32 coys 2.5x increase buyers & level of sales
- MOU signed Roseau Dam, St. Lucia C\$50M
  - C\$75-100M hotel project Barbados working with management
  - CBN survey of tourism projects underway



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POST :658-BRIDGETOWN

SECTOR :005-ADVANCED TECH. PROD. & SERV  
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Negotiations between EDC and Barbados Telephone  
Company for financing (US \$13M, digital  
switching equipment etc.)

Technical/legal matters resolved. Agreement to  
be finalized shortly. A/C purchases will be  
retroactive and rolled back into line of credit

QUARTER: 3 Negotiations between EDC and Barbados Telephone  
Co. for financing (US \$13 million digital  
switching equipment, etc)

Agreement expected to be signed by Feb

QUARTER: 4 Negotiations between EDC and Barbados Telephone  
Company for financing (US \$13 million) for  
equipment

- Agreement signed
- facilitating regional attendance at TEMIC
- MITEL office established in Barbados

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POST :658-BRIDGETOWN

SECTOR :014-EDUCATION,MEDICAL,HEALTH PROD  
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 OECS Technical and Vocational Education  
Project

- Advised Cdn suppliers of equipment and  
furniture procurement notice

QUARTER: 2 OECS Technical and Vocational Education Project

No further activity

QUARTER: 3 Educ II World Bank Project, Barbados

OECS Technical and Vocational Education project

1 Cdn coy awarded contract, supply of school  
furniture (Cdn\$150,000)  
3 Cdn coys submitted bids; Ven Rez low bidder -  
supply furniture. Short list expected Feb.  
Continue to monitor other components of project

QUARTER: 4 Educ II World Bank Project - Barbados

OECS Technical & Vocational Education project

- Advised Cdn. coys of other components of  
project  
- Retendering for supply of furniture component  
Cdn coys advised. No contract awarded to date.



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

POST :658-BRIDGETOWN

- Solo Canadian Trade Fair, Barbados, officially opened by Prime Minister Mulroney, March 20-21
- P.M. Mulroney's visit to Barbados for CCHOGM meeting March 18-23
- Departmental delegation from DMC/LGB/LCD/LCR/LCT/LSTF March 15-23
- Preparation of briefing notes for CCHOGM conference February
- CARSICOTT negotiations with Ministry of Agriculture, Barbados March 9
- MOU agreement for Roseau Dam project, St. Lucia, March 1
- C\$50M (CIDA/IBRD/CDB/OPEC fund)
- New Brunswick Agriculture Mission to Barbados, February 3
- Canadian Parliamentary Delegation Feb 25 - March 3

QUARTER	ACTIVITY	RESULTS
QUARTER 1	Survey of mineral resources of San Juan Province to identify potential for investment and supply of capital/equipment. Develop contracts research and reports on mining dev proposed by individuals, prior to identify app for cap dev to participate	Survey conducted by member mining companies, EC mining authorities after presentation of San Juan Govt's 1980 official exploration programme over 1 year period. Decision to be taken before end of 1991 have been taken by gov of San Juan
QUARTER 2	Develop contracts, research and reports on mining developments. Study of Mason Deposits in Cuban province	6 mt to gov, previous 2 formal authorities have been invited & attended MINICOP. 1st team to go next week that official can be used upon receipt of. Pre feasibility study proceeding. Local investors identified.
QUARTER 3	Study of Mason Deposits in Cuban Province	Further to positive 1st team, second study has shown substantial potential. Local investor identify study proceeding local investors identified.
QUARTER 4		

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POST :631-BUENOS AIRES

SECTOR :005-ADVANCED TECH. PROD. & SERV  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM, DATACOM, SAT, SPACECOM

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

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

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

SURVEY-I.D. PROVINCES WHERE ACTIVITY HIGH IN DEVT TELECOMS POSSIBLE MISSION 1989  
PROVIDE NECESSARY INFO TO CDM EXPORTERS AND PREPARE FOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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

SECTOR :010-MINE,METAL,MINERAL PROD & SRV  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

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

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

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

VISIT PROPOSED MINING CONGRESS IN JUJUY IN MAY '89

EQUIPMENT

PATE IN DEVELOPMENT OF MINING INDUSTRY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

QUARTER: 2 Develop contacts, research and report on mining  
developments.  
Study of Kaolin deposits in Chubut province

QUARTER: 3 Study of Kaolon Deposits in Chubut Province

QUARTER: 4 -----

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

6 del fm cos, provinces & federal authorities  
have been invited & attended MINTEC'89.  
Lab tests in Cda have shown that mineral can be  
used (paper industry). Pre feasibility study  
proceeding. Local investors identified.

Further to positive lab test, market study has  
shown commercial potential. Technical prefeasibility  
study proceeding local investors identified.



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POST :631-BUENOS AIRES

SECTOR :012-CHEM PROD & PETROCHEM,EQP,SERV  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MARKET STUDY ON PLASTICS SECTOR  
A) I.D. REQUIREMENTS & MARKETING CHANNELS B)INCREASE # OF

CDM COMPANIES ACTIVE IN SECTOR C)INCREASE NUMBER OF REPS

SUB-SECTOR:ALL SUB-SECTORS

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

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

SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

Survey conducted by Buenos Aires authorities  
at mining concession after presentation  
of I.D. which registered investment over 2  
year period. Decision to be taken before end of  
1990 have been taken in favor of Santa Cruz  
and in San provinces & federal authorities  
have been invited & extended invitation  
to visit in order to have study that mineral can be  
used (geological, geotechnical study  
preliminary local investors identified.  
Further to positive lab test, water study has  
shown commercial potential. Technical studies  
fully study proceeding local investors identified.

QUARTER 1 Survey of mineral resources of San Juan Province  
to identify potential for investment and supply  
of equipment. Develop contacts, research  
and report on mining dev proposed by individual  
gov to identify opp for CDM. Gov to participate  
QUARTER 2 Develop contacts, research and report on mining  
development.  
Study of local deposits in Chubut Province  
QUARTER 3 Study of local deposits in Chubut Province

QUARTER: 5 -----

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POST :631-BUENOS AIRES

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:PULP AND PAPER PRODUCTS

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

ACTIVE IN MARKET & # OF REPRESENTATIVES

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

SUB-SECTOR:EQUIPMENT AND MACHINERY

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :631-BUENOS AIRES

SECTOR :007-POWER & ENERGY EQUIP. & SERV.  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

IN TENDERS FOR MAJOR POWER PROJECTS

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

VISIT "HIDROWOR" TO IMPROVE PERSONAL CONTACTS WITH SR. STAFF  
BE ABLE TO BETTER ASSIST CDM SUPPLIERS COMPETING IN FORTH-

COMING TENDERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 To advise on prospects/supply requirements for  
IFI financed projects.

Visit by ITC/Montreal ref identification hydro  
QBC Int. Discussing technical assistance to sec  
of energy

QUARTER: 4 -----



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POST :631-BUENOS AIRES

SECTOR :011-OIL & GAS EQUIPMENT, SERVICES  
ARGENTINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

CREASE AWARENESS OF CDN CAPABILITY TO SUPPLY EQPT/SERVICES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Maintain contact with major oil companies  
operating in market and report on main develop-  
ments and business opportunities.

A) New contacts were developped on the occasion  
of a Cdn Oil Company visit.  
B) Info provided to numerous Cdn companies ref.  
secondary recovery business opportunities.

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POST :631-BUENOS AIRES

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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POST :631-BUENOS AIRES

SECTOR :005-ADVANCED TECH. PROD. & SERV  
URUGUAY

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Market survey/overview of services/eqpt needed  
in rural telecommunications expansion plan  
(IFI financed)

QUARTER: 4 Market survey/overview of services/eqpt needed  
in rural telecommunications expansion plan  
(IFI financed)

Cdn consultants working with Antel to prepare  
scope of expansion (CIDA Inc contribution)

Study (CIDA Financed) presented to Antel author-  
ities, March 26.



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

POST :631-BUENOS AIRES

National College Visit Jan 24-27 (DT)

Regional Trade Commissioner Meeting/Ottawa Feb 6-9 (DT)

CIDA Industrial Cooperation liaison visit Feb 12-16 (DT)

Parliamentary Delegation March 19-21 (DT)

GATT Latin American Seminar April 2-6 (DT)

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POST :643-CARACAS

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Dairy Seminars in several important dairy regions in Venezuela. Goat Mission from Venezuela to Canada. Potatoes Mission from DR to Canada.

It is critical that we continue to provide technical assistance to Venezuela farmers who had purchased Canadian cattle to ensure further future export sales. No results yet from either goat or potatoes mission.

QUARTER: 2 WHILE SALES IN THIS SECTOR HAVE REDUCED MUCH INTEREST IS STILL EVIDENT WITH SALES DEPENDENT ON EDC FINANCING. A GOAT MISSION INTO TACHIRA AREA WAS UNDERTAKEN. A DAIRY CATTLE MANAGEMENT MISSION WAS SENT FROM DOMINICAN REPUBLIC TO CDA.

THE GOAT MISSION RECONFIRMED THE DESIRE FOR 2000 DAIRY GOATS FROM CDA WITH CONTRACT CONCLUSION NOW WAITING ON A SOVEREIGN GUARANTEE FROM THE VENEZUELAN GOVT. INTEREST IN DAIRY AND BEEF CATTLE AND SEMEN WAS ALSO GENERATED.

QUARTER: 3 -----

QUARTER: 4 TWO SEED POTATO VARIETY TRIALS WERE RUN IN TWO LOCATIONS IN VENEZUELA AND FIELD DAYS HELD AT TIME OF HARVEST. POTATOES CANADA SELECTED COOPERANTS AND SUPPLIED SEED. POST ASSISTED WITH HARVEST, RESULT ANALYSIS, TECH ASSISTANCE & PROMO.

ABOUT 50 FARMERS ATTENDED. EXPECT SALES TO RETURN TO FORMER \$13 MM LEVEL WITHIN THE YEAR. THIS SHOULD BE ANNUAL EVENT WITH NEW VARIETIES TESTED FOR AT LEAST 3 YEAR PERIOD.

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POST :643-CARACAS

SECTOR :003-GRAINS AND OILSEEDS  
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 RENEWED EFFORTS REGARDING CANOLA HAVE BEEN UNDERTAKEN IN VIEW OF THE EXTREMELY HIGH PRICE OF ANIMAL FEED AND VEG OIL IN VENEZUELA. RESPONSE FROM THE CDN CERTIFIED SEED TRADE HAS BEEN MOST GRATIFYING AND VENEZUELAN COMPANIES ARE ACTIVE.

ONE CDN COMPANY HAS BEEN ESPECIALLY AGGRESSIVE AND THEIR VENEZUELAN CONTACT IS ACTIVELY LOOKING FOR COOPERANTS TO CONDUCT VARIETAL TRIALS.

QUARTER: 3 -----

QUARTER: 4 -----



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POST :643-CARACAS

SECTOR :005-ADVANCED TECH. PROD. & SERV  
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM, DATACOM, SAT, SPACECOM

FINDING ADDITIONAL QUALIFIED AGENTS TO REPRESENT CDN COS.  
INCREASED NUMBER OF CDN COMPANIES REPRESENTED LOCALLY

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

CONTACT VENEZ INFORMATICS COS TO PROMOTE POSSIBLE JOINT VENT  
OFFSET FUTURE IMPORT RESTRICTIONS IN FIELD OF INFORMATICS -

ASSURE CDN EXPANSION IN LOCAL MARKET

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Participation at Comexpo with 12 Canadian compa-  
nies with individual Canadian stand. Participa-  
tion at Hitec 89 in Ottawa meeting 65 Canadian  
firms.

Several major export orders signed and agents  
appointed. Increased knowledge and interest in  
market by Canadian exporters.

QUARTER: 2 MAJOR EVENT THIS QUARTER WAS INFORVEN WHICH  
FEATURED LITERATURE AND PRODUCTS FROM 15 CDN  
COMPANIES AS WELL AS ONE CDN COMPANY (NEWBRIDGE)  
WITH ITS OWN STAND ADJACENT TO THE INFO BOOTH.

WHILE IT IS TOO EARLY TO REPORT SALES OR REP  
APPOINTMENTS A NUMBER OF POTENTIAL REPS WERE  
FOUND AS WELL AS A LARGE NUMBER OF BUYER LEADS.

QUARTER: 3 -----

QUARTER: 4 -----

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POST :643-CARACAS

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CONT TO ASSIST & PROM CDN BIDDERS ON ORINOCO PULP PAPER PROJ  
STRONG CDN PARTICIPATION

NEWSPRINT AND PULP MARKET SURVEY TION  
MAINTAIN KNOWLEDGE OF MARKET AND REPORT CHANGES AND SITUA-

VISIT CONARE PLANTATION  
OBTAIN AND UPDATE TENERD INFO.

CONT CDN EQUIP MANUFACTURERS & ADVISE ON TRADE OPPORTUNITIES  
NEW AGENTS AND SALES.

MONITOR ORINOCO NEWSPRINT PROJECT  
ADVISE CDN COS. OF TRADE OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :643-CARACAS

SECTOR :010-MINE,METAL,MINERAL PROD & SRV  
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW UP TO 1988 MINING MISSION

INCOMING MISSION TO MINTEC-89

INCREASED AWARENESS OF CDN CAPABILITIES TRANS. AND TECH.

OPPORTUNITIES

TO CONDUCT AN ASBESTOS MARKET SURVEY  
REPORT ON MARKET SITUATION

CONT CDN MINING EQPT MFGRS & ADVISE ON MARKET OPPORTUNITIES  
NEW COMPANIES AND NEW AGENTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 A MISSION OF 8 PERSONS FROM 7 COMPANIES AND  
MINISTRIES WENT TO MINTEC WITH LES CO.

QUARTER: 3 -----

QUARTER: 4 In February 90, follow up visit to MINTEC 89,  
was made to MINERVEN gold mine and as a result o  
f this visit an incoming mission by MINERVEN was  
arranged and took place March 26-31,90.mission v  
isited eqpt. manuf. gold mines and consultants.

MISSION PRODUCED \$1.4 MILLION IN SALES WITH  
ADDITIONAL \$5 MILLION EXPECTED SOON.THREE REPS  
WERE APPOINTED AS A RESULT OF MISSION.

Results: Canadian technology in gold mining was  
able to be known to Venezuelan mining industry.  
Initial sale of USD1.2MM. for eqpt. has resulted  
from the MINTEC 89 mission. Expected future sale  
s in the order of USD10MM.should be anticipated.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :646-GUATEMALA

SECTOR :007-POWER & ENERGY EQUIP. & SERV.  
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

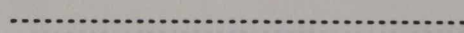
SUB-SECTOR:OTHER TYPES OF REL EQUIP.

CDN CO PREQUAL.FOR SMALL CENTRAL DEV.COMPL.& CONTRACT NEGOT.  
SIGNATURE OF FEASIBILITY & ENGINEERING CONTRACT.

EQUIP,CONSTR.,& COMMISSIONING OF SMALL HYDRO CENTRALS.  
SALE OF GENERATION & DISTRIBUTION EQUIPMENT.

IDENTIFICATION OF TENDERS FRO SERVICES AND EQUIPMENT.  
LARGE PARTICIPATION FROM CANADIAN COMPANIES.

MARKET RESEARCH STUDY ON OPPORTUNITIES IN THE ENERGY SECTOR.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 To liaise with Guatemala's Electrical Genera'n  
Auth. to identify future projs in this sector  
which can be of interest to Cdn consultants/eqpt  
suppliers. Also, to follow up on signature of  
SNC/ACRES contract for the Samala project.

1)Mtg w/INDE's planning dir. proved valuable to  
determine that most future gener'n/distri'n pro-  
jects are being financed on a bilateral basis.  
Future part'n in this sector will therefore only  
be a result of spot opportunities.

QUARTER: 3 Continued assistance to SNC/ACRES to lobby on  
their behalf to finalize negotiations for  
contract signature for Samala Hydro project.

Contract for approx. Cdn. \$7 m. was signed in  
October and has gone to IADB for ratification.

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :646-GUATEMALA

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES  
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:PETROLEUM AND PRODUCTS

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 3 To continue our efforts in promoting cattle,  
spare and equipment in this sector.

QUARTER: 4 To introduce new companies to the marketplace  
and to fully assist to promote new commercial  
opportunities.

Called on cattle association and had a progress  
report in Guatemala's national capital in November  
with a view to increasing Guatemala's involvement.

Febrina Gomez Branded International, S.A. a  
current identification trip and was the sponsor  
proposals for transfer of technology and  
livestock and equipment sales.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :646-GUATEMALA

SECTOR :005-ADVANCED TECH. PROD. & SERV  
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 To meet with Telecom Planning and Project  
Authorities to discuss future projects which may  
be of interest to Canadian companies.

Identified upcoming opportunity for concession  
for the Guatemalan mobile cellular telephone  
project. Canadian companies have been advised.

QUARTER: 3 -----

QUARTER: 4 To continue rendering full support to Canadian  
companies participating in capital projects in  
Guatemala.

Northern Telecom and local agent have coordina-  
ted participation in tender for Telecommunica-  
tions authority to supply equipment package.  
Could be worth \$20 M.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :646-GUATEMALA

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR: AGRICULTURE MACH, EQUIP, TOOLS

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 To continue our promotion activities in the swine and cattle sectors.

1)Coord. visit of inc. swine miss. fm Guatemala. As ind. reps we expect an increased part'n by other breeders to look at Cda as a supply source. 2)Org. visit by Hays Farms rep. & Cdn cattle Judge to Gtman Jersey Cattle Show.

QUARTER: 3 To continue our efforts in promoting cattle, semen and equipment in this sector.

Called on cattle association and had a presence in Guatemala's national cattle fair in November with a view to increasing Canadian involvement.

QUARTER: 4 To introduce new companies to the marketplace and to fully assist to promote new commercial opportunities.

Pembina Goose Breeders International made a market identification trip and are now preparing proposals for transfer of technology and livestock and equipment sales.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :646-GUATEMALA

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

POST :646-GUATEMALA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Promote consulting companies and equipment  
suppliers in the Transportation sector.

Coordinated visit by De Havilland rep. to  
Abbotsford Air Show. Visit should help in his  
interest to purchase a third Twin Otter, parts  
and other equipment for his Guatemalan  
operations.

QUARTER: 3 -----

QUARTER: 4 -----

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

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POST :646-GUATEMALA

SECTOR :013-CONSUMER PRODUCTS & SERVICES  
GUATEMALA

PLANNING:            ACTIVITIES PROPOSED IN POST PLAN:            ANTICIPATED RESULTS:

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

-----

TRACKING:            ACTIVITIES UNDERTAKEN IN QUARTER:            QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 To support all companies actively involved in  
selling to Guatemala to ensure we maintain and  
increase Canadian sales volumes.

We have rendered full support to Canadian  
exporters and Guatemalan importers in efforts in  
efforts to increase Canadian sale volumes to  
Guatemala.

QUARTER: 3 To support all companies actively involved in  
trading with Guatemala to ensure we maintain  
Canadian sales volumes.

In a time of few capital projects, multilateral  
activity and government investment in infrastru-  
cture it is important to support the traditional  
and ongoing trade to maintain a presence in  
Guatemala.

QUARTER: 4 -----



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

POST :646-GUATEMALA

Coordination of private sector component for visit of the  
Naciona Defense College.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :653-HAVANA

SECTOR :007-POWER & ENERGY EQUIP. & SERV.  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:THERMAL

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

WEVER,LACK OF FINANCING REMAINS MAJOR IMPEDIMENT.

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

WITH OUR POTENTIAL CLIENTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Pursued Cuba's requirements for second-hand  
distribution eqpt., e.g. transformers, cut-outs,  
wire/cables and lighting eqpt. required for  
construction projects for Pan Am Games.

Energimport buyers travelled to Canada week of  
Sept. 24 to purchase approx \$ Cdn 3 million  
worth of power and electrical equipment.

QUARTER: 3 Energimport's Deputy Director visited Canada  
to negotiate purchasing contracts.

Energimport signed contracts valued at Cdn  
\$3 million for power equipment for Pan Am Games.

QUARTER: 4 1. Promoted sales of equipment for Pan American  
Games.

1. Sales totalling Cdn \$2.22 mn during recent  
visit of Energimport's Sub-Director to Canada.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :653-HAVANA

SECTOR :014-EDUCATION,MEDICAL,HEALTH PROD  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:PHARMACEUTICALS, BIOTECHNOLOGY

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

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

CUBA CAN NEGOCIATE CONTRACTS WITH MEDICUBA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :653-HAVANA

SECTOR :016-INDUSTRIAL MACHIN,PLANTS,SERV.  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TOOLS & HARDWARE

CONT.TO FOLLOW-UP ON VISIT OF CUBAN DEL.TO CDN HARD.SHOW  
LACK OF FINANCING CONTINUES TO PLAY A NEGATIVE ROLE. IF ECO-

NOMY IMPROVES,UP TO \$5 MILLION IN SALES EXPECTED.

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

WITH OUR POTENTIAL CLIENTS.

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

WITH OUR POTENTIAL CLIENTS.

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :653-HAVANA

SECTOR :005-ADVANCED TECH. PROD. & SERV  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM, DATACOM, SAT, SPACECOM

Mitel's expanding activities require constant monitoring and follow-up

\$2 million sales expected

Monitor plans to rehabilitate telephone network in City of Havana

\$5 million sales in 3 years

Monitor plans to establish satellite communications centre

\$3-4 million sales in 3 years

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Assisted Mitel Corp to increase their market in Cuba. Maintained periodic contacts with Mitel local representative to discuss progress made in sales to Cuban market.

Mitel continues to sell selected products to various Cuban organizations particularly to the hotel industry for approx CDN \$315,000.00

QUARTER: 2 Supported Mitel's continued sales efforts to Cuba. Pursued Cuban requirements for 80,000 telephone lines to upgrade telephone system in Havana.

Mitel sold approximately \$ Cdn 11,500 Dlr.

Delegation from Min of Communications visited Cda mid Sept/89 to negotiate contracts of approx \$ Cdn 200,000 worth of telephone lines/eqpt.

QUARTER: 3 1.Maintained presence of Mitel in market by assisting them in dealings with local buyers.  
2.Monitored market requirements for telephone systems to upgrade Havana Central Exchange.

1.Mitel sold \$150,000 worth of PBX's to various Cuban clients in tourism sector and embassies.  
2.Identified 200,000 lines requirement by Min.of Communication for telephone tandem eqpt. Two Cdn companies are currently preparing bids.

QUARTER: 4 1.Maintained presence of Mitel in market by assisting them in dealings with local buyers.  
2.Followed up on negotiations by two Cdn. Cos. for telephone tandem equipment required by Ministry of Communications.

1.Mitel sold \$400K of PBX's to INTUR/MINSAP.  
2.Tandem eqpt sales did not happen due to price considerations. Identified reqt for \$200K worth of spare parts to repair Havana's telephone system.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :653-HAVANA

SECTOR :015-CONSTRUCTION INDUSTRY  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

- Follow-up with SSSI on their bids for several hotel projects \$20 million contracts over 3-4 years
- Meetings with INTUR, CUBANACAN and UNECA to pursue cash sales of restaurant and hotel equipment \$2 million sales expected
- Investigate various financing alternatives to help Cdn contractors compete for hotel & other tourism projects Possible sales of \$5-10 million in 3 years

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Pursued opportunities for Cdn Cos. for PanAm Games.  
Emery Intl signed a letter of intention for the sale of a second cellulose moulding plant in Cuba.

A Cdn C.proposed that Cuba lease audio eqpt for opening/closing ceremonies PanAm Games.  
SSSI signed order for supply curtain wall. It also opened an office in Havana.  
Cuban buyers went to Cda to buy 7000 head-cattle

QUARTER: 2 Participated in Trend Foodservice Mission to Cuba Sept.15,following-up discussions initiated during Abatur/Intur Buyers Mission to Canada. Assisted Morrison-Hanash Mission to Cuba aimed for Cuban recreational marine services market.

Contract for \$US 280,000 will be signed during company's next visit to design/furnish equipment for Neptuno Hotel kitchen.  
Morrison-Hanash is expecting contract of \$ Cdn 150K in short term and up to 500K in long term.

QUARTER: 3 1.Assisted Trend Foodservice visits to Cuba.  
2.Followed up in Regor discussions with INTUR for construction of \$45 million hotel project.  
3.Sponsored Intelcan/Aviation Mission to Cda. by officials from Cuban Institute of Aviation.

1.Sales of kitchen eqpt/design to Neptuno Hotel worth \$300K plus possible sales of \$0.5 mn.  
2.Project at preliminary stage.INTUR asked Regor to prepare feasibility study.  
3.Intelcan won \$2 mn. Airport Terminal Contract.

QUARTER: 4 1.Supported Trend in pursuing projects here.  
2.Followed up Regor's INTUR \$45 mn project.  
3.Assited Cdn bids for two health sector const. projects: SUMA project (\$ 2 million) and MINSAP project (\$6 million).

1.Projects will be signed late April or May 90.  
2.Followed up with INTUR on Regor's efforts.  
3.Regor Intl. and SSSI have presented bids. It is very likely that contract for MINSAP will be given to Regor and Immunoassay Centre to SSSI.



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

POST :653-HAVANA

- Post prepared sector profiles on Agriculture, Education and Petroleum industry.
- Post coordinated and assisted Quebec Trade Mission during visit to Cuba Jan. 20-27, 1990.
- Post coordinated and assisted New Brunswick Agriculture Mission led by Minister A. Graham, Feb. 4-7, 1990.
- Post participated with Cuban Buyers Mission to Canadian Hardware Show, Feb. 4-10, 1990.
- Post coordinated Ontario Livestock and Horticulture Seminar in Havana, Feb. 25 - March 2, 1990.
- Assisted members of EMROTT/private sector on Nickel Industry Mission to Cuba, March 10-18, 1990.

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POST :657-KINGSTON

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:WOOD AND WOOD PRODUCTS

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Prepare report/analysis of Bolivian mining sector

-Draft report being finalized - Initial meeting to Mintec 29 potential participants - Outward planning meeting with Golden Star Resources for investment studies - Provide study information at 2 photo exhibits for article in Golden Star

QUARTER: 2 - Initiate planning ongoing trade development activities

-Participate in 1989 graduation mining and trade - 4 Bolivian attendees at Mintec 29 - Outward mission (2) to Chile - Exchange/Trade mission (1) to Chile - Update/distribute Peru mining report - 3 Bolivian attendees at Mintec

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :657-KINGSTON

SECTOR :005-ADVANCED TECH. PROD. & SERV  
JAMAICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

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

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TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :639-LIMA

SECTOR :010-MINE,METAL,MINERAL PROD & SRV  
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:EQUIPMENT AND MACHINERY

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

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

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

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

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

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

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

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

SECTOR

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Prepare report/analysis of Bolivian mining sector

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

QUARTER: 2 -Mintec planning; ongoing trade development activities.

-Patron of 1989 graduation mining eng class.  
-9 Peruvian attendees at Mintec 89 - Tintaya mission (2) to Cda - Centromin/Simsa mission(13) to Cda. - Update/distribute Peru mining report  
-8 Bolivian attendees at Mintec

QUARTER: 3 -----

QUARTER: 4 -----

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :639-LIMA

SECTOR :002-FISHERIES,SEA PRODUCTS & SERV.  
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MARINE HARV,PROC MACH & EQUIP

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :639-LIMA

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:SECURITY PRODUCTS

PROMOTION IN CANADA OF FOLLOWING PROJECTS:

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

BOMB DEACTIVATING EQUIPMENT FOR ARMY AND POLICE

SECURITY SYSTEMS FOR OTHER GOVERNMENT AND PRIVATE FIRMS

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



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Continue promoting security eqpt. Follow-up  
contracts to be signed with Peruvian Government

Tintaya security contract signed. Downpayment  
received. Additional payment of 6 million dollar  
contract anticipated soon.

QUARTER: 3 -----

QUARTER: 4 -----



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

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POST :639-LIMA

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES  
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

GIBLE BIDDERS LIST

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

SECTOR

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

LION)

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

TOR.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 - Increase and improve contacts with Petroperu,  
Petromar and YPFB  
- Develop relations with representatives/agents  
involved in the petroleum Sector in Peru and  
Bolivia.

-We have developed good contacts w/high levels  
of Petroperu & Pertomar. Same to be done in Bo-  
livia in next trip.  
-We are still working on development of new  
agents in Peru and Bolivia.

QUARTER: 3 -----

QUARTER: 4 -----

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

SECTOR :003-GRAINS AND OILSEEDS  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

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

& MEAL.

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

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

CANADIAN EXPORTERS.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Oilseeds course sponsored by Canola Council.

10 Mexican technicians to Cda. First half canola sales to Mexico \$42 mn 2nd half estimate \$25 to 50 mn. 4.8 mn barley sale 1.2 million beans/canary seed.

QUARTER: 3 Canadian Wheat Board visit to Mexico, Wheat Grain Oilseeds Questionnaire completed, pulse questionnaire completed.

2 year agreement for the importation of up to \$300,000 metric tons of milling wheat was negotiated.

QUARTER: 4 -----



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POST :644-MEXICO

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

INVESTIGATE MARKET FOR CATTLE HIDES  
MARKET REPORT

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Seed potatoe mission to eastern Canada.  
Conasupo Bean buyers to Canada.

QUARTER: 3 Explorating mission for Cdn forage seeds, canola  
information booth at 2 livestock shows. Assist-  
ance on phyto sanitary issues, preparation for  
seed potatoe mission. Visit of Dairy Commission  
officials.

QUARTER: 4 -----

Estimated potential orders for seed potatoes  
\$2 mn. Estimated potential (beans) \$2-5 mn an-  
nually. Long term contract with Ont. bean grow-  
ers Fish sales \$500,000 to \$1,000,000 first yr.  
\$370,000 dairy cattle.

Contract- 40000 metric tons of powdered milk  
\$100 million USA; (TICC May 1988). Sale of 30  
swine breeding stock aprox. \$30,000 USA. Test  
of selected Cdn forage seeds arranged, continued  
sales of canola meal seed/oil.



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POST :644-MEXICO

SECTOR :005-ADVANCED TECH. PROD. & SERV  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM, DATACOM, SAT, SPACECOM

MARKET REPORT IS IN PREPARATION  
MORE EFFECTIVE PROMOTION BY CDN EXPERTORS

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

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

ARTICLE FOR CANADA EXPORT  
NEW INTEREST IN MKT

INFO BOOTH AT COMEXPO FEB'90  
NEW LEADS

INFO BOOTH AT MEXCOMM, FEB'90  
NEW LEADS

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

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

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

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

PUSH SECTOR FOR PROVINCIAL TRADE MISSIONS

INFO BOOTHS AT COMPUCON, EXPO ELECTRONICO

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

SECTOR :005-ADVANCED TECH. PROD. & SERV  
MEXICO

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Electrical sector report.

QUARTER: 3 -----

QUARTER: 4 -----

Report completed. Sale of DMS 100 switching North Telecom to SOS communi'ns \$8mn, total project \$24 mn. DGB spectrum mgmt proj. close to signing. 4 officials of TELMEX & SCT to TEMIC course. 2.6 mn microwave comm. equipment to PEMEX.

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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

UPDATE OF AUTOMOTIVE IND. REPORT

VERTICAL LISTING OF AUTOMOTIVE MFRS & NEEDS/INTERESTS.

SUB-SECTOR:RAIL

RAILWAY REPORT FOR DISTRIBUTION

FOLLOW UP MEXN RAILWAY PRESENTATION MONTREAL OCT 88

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

IND.VISITS OR REP ON POSSIBLE INCOM. REGIONAL MISSION

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

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

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

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

SUB-SECTOR:AEROSPACE

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



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

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POST :644-MEXICO

SECTOR :016-INDUSTRIAL MACHIN,PLANTS,SERV.  
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MANUFACT & MATERIAL PLANT,EQP.

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

STUDY MEXICAN MKT FOR PLASTICS MACHINERY  
REPORT FOR DISTRIBUTION.

STUDY MEXICAN MKT FOR METAL WORKING MACHINERY  
REPORT FOR DISTRIBUTION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Plastic equipment mission from Ontario.  
Mining machinery - Mintec 89.

2 agency agreements; potential sales of mchy  
5,000,000 in first year - Resins \$1 to 3 mn.  
MINTEC: 10 Mexican technicians - est. sales  
potential \$2 to 5 million.

QUARTER: 3 -----

QUARTER: 4 -----

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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

UPDATE OF AUTOMOTIVE IND. REPORT

VERTICAL LISTING OF AUTOMOTIVE MFRS & NEEDS/INTERESTS.

SUB-SECTOR:RAIL

RAILWAY REPORT FOR DISTRIBUTION

FOLLOW UP MEXN RAILWAY PRESENTATION MONTREAL OCT 88

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

IND.VISITS OR REP ON POSSIBLE INCOM. REGIONAL MISSION

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

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

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

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

SUB-SECTOR:AEROSPACE

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

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

POST :644-MEXICO

1. Win Export: cabling of office and purchase of comuters for system.
2. SPAR: Initiate negotiations for replacement satellite.
3. Northern Telecom: Visit to Mexico by new President (Cda).
4. Market Studies: Negotiate contract and establish outline for 14/15 market studies.
5. Annual newsprint survey.
6. Special study for CIDA Industrial Cooperation Investment- assist SERTEC with initial market contacts.
7. Automotive sector: survey of automotive ind. dev. opportunities and negotiation of statistical differences.
8. Council for the Americas: Mission to Mexico with PM visit
9. PM visit to Mexico March 15 to 17: Preparation of agmts. trade framework, tourism, agriculture, environment and special program - CEMAI business breakfast.
10. Harris Farinon Seminar.
11. Preparation for MINT and GATT meetings and MINT visit.
12. Security to Embassy and Post Management Committee.
13. Background for JMC meeting in Ottawa-Jan 1990.
14. Environment Canada Mission.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :656-PORT-OF-SPAIN

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

MARKET RESEARCH REPORT  
A REPORT IN APRIL, 1989

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

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

EQUIPMENT

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

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

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

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Beef Buyers Mission to Agribition 89, Alberta -  
Circulate Cdn Pulses Report - Mkt situ re smoked  
herring request fm ITC Moncton. TAF request market  
report on fish products supply situ - TandT  
Forest Products Ltd. request for consultant.

Selected 4 persons -Importers advise contents  
very informative - survey carried out and report  
telexed - info collected in mkt and report sent  
to TAF - arranged to have request advertised in  
Canada,

QUARTER: 3 Investigate with Caroni Ltd new restructuring  
plan - Update Cdn suppliers on progress of vari-  
ous agric. projs.- encouraged Caroni and Cattle  
Breeders Assoc to visit Cda re beef cattle - f.u  
with traditional importers of Cdn agric products

Report to Cdn industry status of new plan on  
various agric.projects - report to Cdn firms  
status of projs - Cattle Breeders incoming visit  
deferred to Apr/90 - extensive sales of potatoes  
cheese, pork products, etc. continue.

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POST :656-PORT-OF-SPAIN

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
TRINIDAD AND TOBAGO

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 4 Visit Caroni Ltd to discuss restructuring plans- Promotion of Cdn agric. products - Supply industry with names of Cdn cattle exporters - Visit six local companies to discuss import licensing requirements.

Prepared report on status of plans. 2 Cdn firms visited local coys. Anticipated sales Cdn\$30,000 -Negotiating with Tded Food Prods for sale of 4 bulls - Mkt info reveals that import licences not issued for staple food items.

QUARTERLY RESULTS REPORTED:

ACTIVITIES UNDERTAKEN IN QUARTER:

TRACKING:

Report sent on restructuring event.  
Report on success of mission. Status report to Canada in time. 2 meetings held with local officials. Report sent on success of mission. Forwarded completed report.  
Selected 4 business - importers - review sessions very intensive - survey carried out and report released - info collected in mtg and report sent to JAF - arranged to have report submitted in Canada.  
Report to Cdn industry status of new plan on various agric projects - report to Cdn firms status of project - local buyers meeting visit obtained to JAF - extensive sales of potatoes, cheese, beef products, etc. continue.

Quarter 1 participation national agricultural exhibition. Visit Cdn Govt Mission. Present food will project. Monitor Cdn sales livestock project. Visit Cdn Govt Mission (Cdn/Trinidad) Market study for product promotion.  
Quarter 2 Visit buyers Mission to establish 50% returns. Circulate Cdn sales report - Mtg also to be held having request for information. Market survey report to fish products supply also - Visit Forest products Ltd. request for consultant.  
Quarter 3 Investigate with Caroni re new restructuring plan - Update Cdn suppliers on progress of visit - Mtg. - encourage Caroni and Carri. Brokers Assoc to visit Cdn beef cattle - Mtg with traditional importers at Cdn agric products



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POST :656-PORT-OF-SPAIN

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES  
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MACHINERY AND EQUIPMENT

MARKET RESEARCH REPORT  
A REPORT IN APRIL, 1989

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

IDENTIFY SPECIFIC PROJECTS/REQUIREMENTS  
LIST OF PROJECTS/REQUIREMENTS

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

FIRMS

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

PARTICIPATE IN TWO PROMOTIONAL EVENTS  
DISTRIBUTE INFO RE CDN CAPABILITY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Participate SPE conference/exhibition - Refinery  
rehab. project - Alta Oil/Gas Mission follow up.  
Activities on gas project.

Conference/Exhibition postponed - Tenders being  
evaluated - Aostra agreement to be signed - Gas  
production scheduled Jan/90.

QUARTER: 3 Rescheduled SPE Conf./Exhibition Nov/89 - Refin-  
ery rehab study tender - follow-up on Alta Oil &  
Gas Mission - Monitor offshore gas development  
and natural gas liquid extraction plant  
construction.

Presentation successful. 3 sales lead 1 agency  
agreement - Contract awarded in stages, 1 Cdn  
firm considered -agency agreement signed,sold  
Cdn\$34,000;AOSTRA agreement signed - Reports to  
Cdn industry re progress of projects.

QUARTER: 4 IDB US\$200M TRINTOC refinery rehab tender- Oil &  
Gas Incoming Buyers Mission - Monitor Liquid Gas  
Extraction Plant development - Pursuing TRINTO-  
PEC Waterflood Plant tender - Pursuing Oilwell  
Digitization of Logs.

Prequal bids invited. Promoted Kilborn Energy  
role.-Two buyers invited to Oil Show, Calgary  
Jun/90 - US\$95.5M contract awarded, promoting  
Cdn participation - Promoted I.P. Constructors  
Ltd. - Promoted 2 Cdn firms in tender bids.



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POST :656-PORT-OF-SPAIN

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

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

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

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

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 Canadian machinery literature -  
Compile list of TandT manufacturers.

Quotations awaited.

List being compiled.

QUARTER: 3 Market for Cdn bottling machinery.  
Revise list of Trinidad and Tobago manufacturers

Quotations being reviewed by buyers.

Meeting with Trinidad and Tobago Manufacturers Association and report in preparation.

QUARTER: 4 Pursue market potential for Cdn industry machy -  
Update list of TandT manufacturers - Promote participation in US \$40M T&TEC Power Station rehab. - Forest Harvesting Equipment Technical Seminar.

Bottling machy brochures sent to 4 soft drink manufacturers - Revised list being prepared by Manufacturers Assn - Arranged visit by Ont.Hydro officials.Sent out docus -Successful event.Sales of Cdn.\$60,000 of portable sawmills anticipated.

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

POST :656-PORT-OF-SPAIN

Preparation for participation in Caribbean Expo '90 - Apr.27  
- May 06, 1990.

Participation in Latin America & Caribbean Trade  
Commissioners Meeting in Ottawa.  
Barbados Trade Fair, March 19 and 20, 1990.

Co-ordinate Quebec Govt. trade mission to Guadeloupe and  
Martinique.

Visit of LCD to Port of Spain.

Support Novaport activities in Trinidad and Tobago.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
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POST :645-SAN JOSE

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
COSTA RICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

Follow up is pending of arrival of Cdn respon-  
sable for El Salvador

QUARTER: 2 Organization of an agricultural inputs catalogue  
Show in El Salvador which was held on  
June 8, 1989

12 important panamanian swine producers are  
interested to purchase live animals, veterinary  
products and semen.

QUARTER: 3 To organize an incoming panamanian swine  
mission buyers to Ontario

Questionnaires were sent to the companies  
who participated in this catalogue show.  
Answers received. Report to be finalized soon.

QUARTER: 3 - To assess value of the Agricultural Inputs  
Catalogue Show held in this country  
earlier this year.

Questionnaires were sent to the companies  
who participated in this catalogue show.  
Answers received. Report to be finalized soon.

QUARTER: 3 To assess value of the agricultural Inputs  
Catalogue Show held in this country earlier  
this year.

Two important swine producers from Panama are  
interested to purchase live animals and  
equipment.

QUARTER: 4 To organize an incoming buyers swine mission  
May-June 90

Two important swine producers from Costa Rica  
are interested to purchase live animals and  
equipment

QUARTER: 4 To organize an incoming buyers swine mission  
May-June 90

Three important swine producers from Honduras  
are interested to purchase live animals and  
equipment.

QUARTER: 4 To organize an incoming buyers swine mission.  
May - June 90



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :645-SAN JOSE

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
EL SALVADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

CATALOGUE SHOW ON AGRICULTURAL INPUTS-6/89  
EXHIBIT CANADIAN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

Work on preparation for the opening of the Forestry Center in Concepcion. - Work on preparation of EXPOFORA - Meet with local pulp and paper companies to push for loan equipment for their projects.

Annual Trade Show that brings together the most important players in the Central forestry sector, held in Concepcion, Chile (700 kms south of Santiago) - Nov 22-23/88

Can pavilion at EXPOFORA is already booked though the show is November 22. The Forestry Center is to be opened officially at the end of 1989 and Deiga has received signed lines of credit with AFD totalling 100 million.

125 exhibitors representing 20 countries will be at the exhibition of 12,000 sqm located in the Chile pavilion at the Chilean Fairgrounds, Santiago. The show is expected to be the largest of its kind in Chile and will be held over the weekend of Oct - 23 and 24. Approx attendance 12 thousand.

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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :645-SAN JOSE

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
PANAMA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 - To assess value of the agricultural products Catalogue Show held in this country earlier this year.

QUARTER: 2 To assess value of the agricultural products Catalogue Show held in this country earlier this year.

QUARTER: 3 To organize an Agricultural Inputs Catalogue Show.

QUARTER: 4 To organize an Agricultural Inputs Catalogue Show.

QUARTER: 5 To organize an Agricultural Inputs Catalogue Show.

Subscriptions were sent to the companies who participated in this catalogue show. Replies received. Report to be filed next year.

Subscriptions were sent to the companies who participated in this catalogue show. Replies received. Report to be filed next year.

The Agricultural Inputs Catalogue Show is being organized. Replies to be filed next year.

The Agricultural Inputs Catalogue Show is being organized. Replies to be filed next year.

Three separate sales products from missions are generated to purchase the catalogues and exhibits.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :633-SANTIAGO

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES  
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:PULP AND PAPER PRODUCTS

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

SUB-SECTOR:EQUIPMENT AND MACHINERY

TRANSF.OF CDN FOREST TECHN.PROJ.THROUGH ESTABL.OF FOREST.CTR  
ACTIVE REPRESENTATION OF 15-20 CANADIAN COMPANIES IN THE

HEART OF CHILE'S FOREST LAND.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 EXPOCORMA'89 - Biannual Trade Show that brings  
together the most important players in the  
Chilean forestry sector. Held in Concepcion,  
Chile (700 KMS south of Santiago) - Nov 23-29/89

125 exhibitors representing 25 countries vied  
for the attention of 10,000 prof forest ind exec  
. Cda was awarded the title of "Best Pavilion".  
Largest Cdn forest ind fair ever held outside of  
Cda - 23 part. Approx sales(next 12 months)2 mil

QUARTER: 4 -----



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :633-SANTIAGO

SECTOR :010-MINE,METAL,MINERAL PROD & SRV  
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:METALS, PRIMARY & FABRICATED

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

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

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

SUB-SECTOR:EQUIPMENT AND MACHINERY

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

QUARTER: 2 Mintec'89 - Mission of 15 Chilean exec visiting Cda for Mintec'89. Seminar & visit of different gold mines,as well as meeting w/EMR,Ottawa EDC fin Sem in Cda. CODELCO invited to discuss mkt & business practices in Chile.

QUARTER: 3 CODELCO: General Manager and Comptroller (Manuel Diaz) participated in EDC sponsored series of LATAM Seminars held in Montreal, Toronto and Vancouver.

QUARTER: 4 -----

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

Reports fm Cda agreed that Chilean del was most prof group that attended. Preliminary results show the possibility of \$500,000 sales of mining equip.,5 new connections for local representation,& opening of a new \$5 mil line of credit

Diaz, one of four LATAM experts, delivered a speech on mining and Chile to Canadian business people in 3 cities. Good for Chile image (and CODELCO) and excellent way to educate Canadian companies.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :633-SANTIAGO

SECTOR :005-ADVANCED TECH. PROD. & SERV  
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM,DATAKOM,SAT,SPACECOM

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

AN EARLY WARNING

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Continued monitoring of Novatel & Motorola  
- Assist Novatec development in satellite BID  
- Assist Data Radio in market entry.

- Novatec delivered, waiting results.  
- BID delivered, results expected mid May.  
- Organizing 3 seminars to identify potential partners and sales opportunities.

QUARTER: 2 - Participation in TELECOM'89.  
- Organized USA participation in TELECOM'89.  
- Assist Motorola, Novatel on cellular phone proj.  
- Assist Data Radio in satellite BID.

- USA expo participated / four to USA expo  
- USA participated with expo at DATACOM.  
- Cellular proj. organized to Motorola.  
- Further discussion on satellite project.

QUARTER: 3 -----

QUARTER: 4 - Assist Novatec.  
- Assist Motorola.  
- Cellular proj. organization.  
- Assist Data Radio.

- Discussions between Data Radio/Motorola.  
- Several representatives signed (cellular).

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :633-SANTIAGO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:URBAN TRANSIT

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----



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QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST :637-SAO PAULO

SECTOR :005-ADVANCED TECH. PROD. & SERV  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

INSTALLATION 1990.

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

RESULTS MID 89, DEL. 93.

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

AGREEMENTS.

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

REPORTS ON SECTORS AND SUBSECTORS  
FACILITATE MARKET OPPORTUNITY RECOGNITION.

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

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

CDN. SUPPLIERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -Participation in INFORMATICA'89.  
-Organized CDN participation in TELETRENDS.  
-Assist Northern/Novatel on cellular phone proj.  
-Assist SPAR satellite bid.

-24 CDN coys participated / four in CDN stand.  
-SPAR participated with Amat of DATARADIO.  
-Cellular tel. proj.adjudicated to Nortel/Nova.  
-Monitor situation on satellite project.

QUARTER: 3 -----

QUARTER: 4 - Assist Tospar.  
- Assist Nortel/Novatel.  
- Follow up on Informatica.  
- Assist Data Radio.

- Discussions between Data Radio/Villares.  
- Several representations signed (software).

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :637-SAO PAULO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

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

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

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

ASSIST CDN COS. IN FUTURE SALES.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

- QUARTER: 2 -Follow up on IBRD project with FEPASA.  
-Follow up on rail project with FERRONORTE.  
-Follow up on Communications proj. with RFFSA.  
-Follow up on FERROESTE project.  
-Follow up on Urban Transit project.

- CANAC signed contract for \$500,000 with FEPASA.
- CPCS signed US\$1.5 mil.contract with FERRONORTE
- SASKTEL US\$85 mil.proposal ranks 1st with RFFSA
- FERROESTE taking off with US\$40 mil. from state
- UTDC COO interested buying stainless steel tech

- QUARTER: 3 .Follow up on IBRD project with Fepasa.  
.Follow up on rail project with Ferronorte.  
.Follow up on communic. projects with RFFSA.  
.Follow up on Ferroeste project.  
.Follow up on Rio Grande project.

- .Canac started perform consult work for FEPASA.
- .Sasktel lowest bidder: Awaiting WB approval
- .Sign contr constr coys init infra/struc works.
- .CPCS neg cons contr with RGS govt for RG proj.

- QUARTER: 4 - Follow up Ferronorte.  
- Follow up Ferroeste.  
- Follow up RFFSA.  
- Follow up Fepasa.

- Mission to Canada of Ferronorte.
- Visit to Canada by R. Paranhos.
- New consulting contract CPCS/Ferroeste.
- Canac signed contract with RFFSA/Fepasa.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :637-SAO PAULO

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

TRANSFER AGREEMENTS.

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

POTENTIAL CDN. CONTENT.

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

PLAN OF ACTION.

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

MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -Follow up on AFS.  
-Follow up Manaus LNG project for PROPAK.  
-Follow up Enchova Offshore Project. NORTHRIDGE.  
-Follow up on PETROBRAS import policy changes.  
-Follow up on gas transportation proj. RGS/SPALO

- Conversion kits installed and operational.
- PETROBRAS working with PROPAK on design specs.
- NORTHRIDGE est'd contact with 5 consortiums.
- More open import policy & offshore finance rmt
- Gas policy permitting major projects to come.

QUARTER: 3 .Work with Northridge of Enchova West platform.  
.Follow up on AFS gas conversion project.  
.Fw up on Canocean dry-manifold for Petrobras.

- .Northridge selected Andrade Gutierrez.
- .AFS equip is testing successful in SPALO & Rio.
- .Project on hold till March 90.

QUARTER: 4 - Follow up on Enchova.  
- Follow up on Canocean deepwater manifold.  
- Follow up on EDC line of credit.  
- Follow up on IBRD SPalo gas distr. project.

- BID prep on-going, Northridge well placed.
- Proj.eval.on-going Canocean to visit May.
- Northridge sells 2-5 million in gas compressor
- Congas of trto short listed for cons/eng. Valmet for Scada.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :637-SAO PAULO

SECTOR :010-MINE,METAL,MINERAL PROD & SRV  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

REPORT ON NEW INVESTMENT PROGRAMME

REPORT ON GOLD

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -Participation in EXPOSIBRAM 89.  
-Follow up on jt.venture between HILTAP/ENGEMAP.  
-Organization of participation in MINTEC 89.  
-Follow up on jt.venture on INTERA/ARGUS.  
-Follow up on coal mine project in RGS.

-Info Booth / Catalogue Show (only foreign ctry)  
-Negotiations between parties on-going.  
-3 Brazilian officials invited and participated  
-Contract signed by Brazil party, await CDN sign  
-Required equipment not made in Canada.

QUARTER: 3 .Follow up contacts made at Expositram.  
.Follow up on jv between Hiltap/Engemap.  
.Parapanema/Kilborn - Guyana project.  
.Follow up on jv on Intera/Argus.  
.Follow up Paling/Super Pesa export agreement.

.Negotiations between parties on-going.  
.Engemap president to visit Canada Mar 90.  
.Contr signed by Brazil party, await Cdn sign.  
.Paling's coming Ont.Miss./Final details agrmt.

QUARTER: 4 F.up with officials who participated in Mintec.  
F.up on project with CVRD/Parapanema.  
F.up on nickel project with Inco.  
F.up on gold mine project with TVX.

Sales of Canadian equipment new project for Kilborn.

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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POST :637-SAO PAULO

SECTOR :001-AGRI & FOOD PRODUCTS & SERVICE  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

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

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

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

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

SWINE, BOVINE, SHEEP AND GOATS.

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

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

MATERIAL AND FOOD PRODUCTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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

QUARTER: 2 -Participation in EXPOINTER '89.  
-Organized Charolais mission to Canada.  
-Initiate organization of EXPOTIBA '89.  
-Initiate organization of Holstein Fair.  
-Organization of CDN Pulp/Paper Assoc. visit.

-10 CDN breeders participated in fair.  
-5 Charolais breeders from Parana to Canada.  
-Coordinated with authorities of Parana state.  
-Coordinated with Brazilian Holstein Association  
-Coordinated with Brazilian Pulp & Paper Assoc.

QUARTER: 3 .Partic in Brzln Natl Holstein Show.  
.Participation in Expotiba 89.  
.Participation in Western portion of Marketp'89.  
.CO tour in Canada.

.Candel of 19 liv exp attended event.  
.Candel of 15 liv exp attended event approx  
Cdn\$ 6,2 million were transacted.  
.68 business interviews & meetings held cdn exp.  
.20 business interviews & meetings held cdn exp.

QUARTER: 4 - Follow up outcome of Brazil National Holstein  
Show - Expotiba 89.  
- Market surveys as follow up to Marketplace 89.

- Delivery of excess of 300 holstein animals.  
- Sales of simmental.  
- Sales of jerseys.  
- Sales of cod fish.  
- Sales of embryos.



QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :637-SAO PAULO

SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV  
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

- FOLLOW UP TO HITECH 88
- IDENTIFY NEW OPPORTUNITIES: POTENTIAL APPROX. \$ 20 MM
- ASSIST GROUP IN BID ON GRUMMAN CONVERSION  
POTENTIAL SALE OF KITS \$ 50MM
- PREPARE & DISTRIBUTE UPDATE ON NAVY PROGRAMS

- REVISE DEFENSE SECTOR REPORT & PREPARE STRATEGY  
IDENTIFY OPPORTUNITIES, RECOMMEND PLAN OF ACTION FOR
- RESUME CONTACTS W/NAVY & CTA PARTICULARLY, ABANDONED SINCE  
IMPROVE NETWORKING IN DEFENCE IND. AND CHANCES FOR

- FOLLOWING YEARS.
- INCREASED SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

- QUARTER: 3 .Follow up on contacts made in Informatica 89.
- .Participation in Satellite 89 conf.
- .Assist Northern/Novatel on cellular phone proj.
- .Assist Spar satellite bid.

QUARTER: 4 -----

- .03 Cdn cos final discuss for agmts with Br cos.
- .SPAR participated with support from Congen.
- .Cellular tel. proj.adjudicated to Nortel/Nova.
- .Continued monitoring on satellite project.



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

POST :637-SAO PAULO

Visit of Hon.Monte Kwinter, Min. of Trade Prov. of Ontario  
with 10 Cdn coys.  
Visit of Arthur Campeau, Special Advisor to Federal Min. of  
Environment.  
Visit of National Defense College.



*Mard.*  
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Program quarterly activity report  
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