

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

POST : 653-HAVANA

015-CONSTRUCTION INDUSTRY
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:
GIVE SUBSCRIPTIONS OF CANADIAN INDUSTRY DIRECTORIES AND
SPECIALIZED MAGAZINES.
PRIORITY SECTOR FOR HOSPITALITY FUNCTIONS.

ANTICIPATED RESULTS:
IMPROVE AWARENESS OF CANADIAN CAPABILITIES.
IMPROVE EMBASSY RELATIONSHIP WITH CUBAN
DECISION-MAKERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:
QUARTER: 1 DONNER DES ABONNEMENT A DIVERS ANNUAIRES ET REVUES CANADIENNES. DEJEUNER D'AFFAIRES.
QUARTER: 2 ASSIST INTERIMCO AND SSSI INT'L IN THEIR PURSUE OF NEW JOSE MARTI AIRPORT INT'L TERMINAL BLDG. CONTINUE FOLLOW UP WITH LOCAL BUYERS E NEW HOSPITAL, CIMEX WAREHOUSE & NEW DIPLOMATIC BLDG. PROJECTS.
QUARTER: 3 POST STILL ASSISTED MANY CDN COS (SSSI, INTELCO, WHELAN, LAVALIN, JANIN, MONENCO) IN THEIR EFFORTS TO OBTAIN ADDITIONAL BUSINESS IN CUBA, THROUGH VARIOUS STEPS OF MANY PROJECTS.
QUARTER: 4 - POST STILL ASSISTED DIFFERENT COMPANIES THROUGH VARIOUS STEPS IN MANY PROJECTS. - COORDINATION OF CUBAN DELEGATION TO CANADA MEETING WITH DIFFERENT COMPANIES FOR SPORT CONSTRUCTION FOR 1991 PAN AM GAMES.

QUARTERLY RESULTS REPORTED:
ACTIVITES PLANIFIES NON REALISEES DU A LA NON-COVERTURE DE CUBA PAR LA SEE ET COUPURES DE BUDGET A L'AMBASSADE. PAR CONTRE UNE MISSION DE DR-IEOTT/ISEI ET VISITES REPETES DE SOCIETES CDNS DE CE SECTEUR ONT AMILIORE LES CONTACTS DEJA ET-
CONTRACT FOR JOSE MARTI AIRPORT PROJECT WAS AWARDED TO SSSI INT'L (CDN\$5.6M); GOOD PROSPECTS EXIST FOR CDN COMPANIES TO RECEIVE CONTRACTS FOR OTHER OUTSTANDING PROJECTS.
SSSI IS EXECUTING NEW AIRPORT TERMINAL BUILDING, HAS ALMOST FINISHED NEGOTIATIONS FOR NEW DIPLO-MARKET; STILL DISCUSS CONSTRUCTION PROJECTS OF CIMEX WAREHOUSE & SANTIAGO DE CUBA TEXTILE PLANT ROOF. CECE WENT IN MTL TO STUDY THE PLANS WITH
- SSSI IS TERMINATING NEW AIRPORT TERMINAL; FINALIZED NEGOTIATIONS FOR SUPERMARKET AND TEXTILE PLANT ROOF. - MAINTAINED STRONG CONTACTS ABOUT 40 STOREY BUILDING WITH CECE. - SUPPORTED AND ASSISTED A MULTI-CO. MISSION TO CUBA FOR /