

REPT4D  
90/01/23

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 :653-HAVANA

015-CONSTRUCTION INDUSTRY  
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

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 -----

QUARTER: 4 -----