

REPORT 4
89/02/06

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

POST :643-CARACAS

009-FOREST PRODUCTS,EQUIP,SERVICES
VENEZUELA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST HAS BEEN REPORTING ON NEWSPRINT & PULP MARKET DEVELOPMENT,
PULP & NEWSPRINT PROJECT AND IS IN THE PROCESS OF FOLLOWING UP.

INCREASED AWARENESS & RECOMMENDATIONS TO
CANADIAN SUPPLIERS ON MARKET STRATEGY.

CONTINUE TO ASSIST CANADIAN BIDDERS ON UVERITO PROJECT.

OBTAIN CONTRACT FOR A CANADIAN CO. POTENTIAL
SUPPLY OF CDN SERVICE AND EQUIPMENT WORTH
\$300 MILLION.

TO CONDUCT A NEWSPRINT & PULP MARKET SURVEY.

MAINTAIN KNOWLEDGE OF MARKET AND REPORT CHAN-
GES AND SITUATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ORINOCO PULP AND PAPER PROJECT. -ASSISTED
ABITIBI PRICE AND CONSOLIDATED BATHURST BY
CALLING ON MINISTERS, NEWSPAPER OWNERS AND
OFFICIALS.

ABITIBI PRICE SELECTED AS ONE OF PARTNERS IN
\$500 MILLION PROJECT.

QUARTER: 2 Visit of three senior executives of Venez
forestry companies to Montreal-Quebec-Toronto
for SILVALOG SHOW.

Local government agency has large BID credit to
buy forestry equipment. They have already hired
Canadian Consultant and bought fire fighting
equipments.

QUARTER: 3 -----

QUARTER: 4 -----