

REPORT 4
88/02/02

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

page 31

POST : 653-HAVANA

010-MINE, METAL, MINERAL PROD & SRV
CUBA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	EMR-PROPOSED NICKEL INDUSTRY MISSION TO CUBA.	EXPANDED EXPOSURE TO CUBAN DECISION MAKERS IN MINING SECTORS.
	GIVE SUBSCRIPTIONS OF CANADIAN MINING MAGAZINES TO CUBAN OFFICIALS.	INCREASE CUBAN AWARENESS OF CANADIAN CAPABILITIES.
	ENCOURAGE CANADIAN SUPPLIERS TO ORGANIZE TECHNICAL SEMINARS IN CUBA.	EXPANDED EXPOSURE TO CUBAN DECISION MAKERS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	MISSION DE EMR A CUBA. ENCOURAGER LES FOURNISSEURS CANADIENS A ORGANIS- ER DES SIMINAIRES.	LA MISSION DE EMR N'AURA PAS LIEU CETTE ANNEE. UNE MISSION LATINO-AMERICAINE COMPRENANT DES DELEGUES CUBAINS DOIT SERENDRE AU CANADA EN SEPT 87. DORR-OLIVER SIGNERA EN JUILLET 87 UN CONTRA- CT DE \$1.5 MILLION POUR VENTE D'EQUIPMENT MINIER
QUARTER: 2	ENCOURAGE CDN SUPPLIERS TO DEVELOP SEMINARS AND CLOSER RELATIONS WITH LOCAL BUYERS. SEND CUBAN DELEGATION TO MINTEC 87, NORTH BAY.	VARIOUS CDN CO. PLANNING ON HOLDING TECH. SEMINAR IN HAV. NEXT YEAR. LONGYEAR CDA ALREADY INVITED 2 CUBAN USERS TO VISIT THEIR FACILITIES. VARIOUS CONTRACT FOR MINING SECTOR WERE NEGOTIATED. CUBAN DEL. TO MINTEC 87 ESTABLISHED DIRECT CONTACTS
QUARTER: 3	-----	
QUARTER: 4	-----	