

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 : 346-BAGHDAD

OOB-TRANSPORT SYS, EQUIP, COMP, SERV.  
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

IN CONJUNCTION WITH COMPANIES INVOLVED, PURSUE OVERDUE LETTERS OF CREDIT WORTH IN EXCESS OF 3 MILLION AT RAFIDAIN BANK AND IRAQI STATE ORGANIZATION FOR IMPORTS.

REGULAR CONTACTS WITH VARIOUS IRAQI MINISTRIES REGARDING THEIR REQUIREMENT FOR VEHICLES AND SPARE PARTS.

INDURE PAYMENT OF OUTSTANDING DEBTS AND DRAW PROMPT ATTENTION TOWARDS NEW LETTERS OF CREDIT WHICH WILL COME DUE IN 1987.

ADVISE CDN CO. ABOUT OPPORTUNITIES FOR SUPPLY OF SPARE PARTS AND/OR NEW VEHICLES & HELP CONVINCE IRAQI ORGANIZATIONS TO SEND MORE TENDERS TO CDN FIRMS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PROVIDE ASSISTANCE TO GENERAL MOTORS MARKET DEVELOPMENT OF CANADA LTD (GMMD) AND EXPORTATION QUEBEC IN THEIR WORK TO RECOVER OVERDUE PAYMENTS AND SECURE NEW CONTRACTS.

QUARTER: 2 ASSIST GENERAL MOTORS MARKET DEVELOPMENT OF CDA IN PREPARING FOR MAJOR DISCUSSIONS ABOUT ADDITIONAL SALES/FINANCING AND OIL BARTER.

QUARTER: 3 ASSIST GENERAL MOTORS MARKET DEVELOPMENT OF CDA IN PRESENTING MAJOR PROPOSAL FOR SALES OF CDN VEHICLES & PARTS TO IRAQI MINISTRY OF TRADE.

QUARTER: 4 CONTINUE TO ASSIST GENERAL MOTORS MARKET DEVELOPMENT OF CANADA IN THEIR EFFORTS TO CONCLUDE CONTRACT FOR SALE OF AUTOMOTIVE PARTS & VEHICLES & AUTO ASSEMBLY PROJECT. INVITE IRAQI SPECIALISTS TO CDN INT'L AUTOMOTIVE SHOW.

POST'S INTERVENTION & ASSISTANCE IN NEGOTIATING WITH FOREIGN ECONOMIC RELATIONS COMMITTEE RESULT-ED IN THE REPAYMENT OF ALMOST \$300,000 TO EXPORTATION QUEBEC AND SCHEDULING OF REPAYMENT NEGOTIATIONS WITH GMMD. OUR HELP LED INDIRECTLY TO/

-MISSION PLAYED INTERMEDIARY ROLE IN HELPING TO SCHEDULE/RE-SCHEDULE MEETINGS WHICH HAVE FINALLY BEEN SET FOR WEEK OF 25 OCTOBER 1987.

MIS. INVOLVEMENT ALLOWED GMMD TO GAIN ACCESS TO HIGHEST LEVELS OF IRAQI MIN. OF TRADE & TO PRESENT IMPORTANT OFFER OF SUBSTANTIAL AMTS OF CREDIT TO IRAQ, AS WELL AS PROPOSAL FOR AUTOMOTIVE ASSEMBLY PROJECT.

GMMD HAS BEGUN SERIOUS HIGH LEVEL DISCUSSIONS ON THESE CONTRACTS. IRAQI OFFICIALS ARE NOW VISITING GM ASSEMBLY FACILITIES IN CDA TO EVALUATE GM ASSEMBLY OFFERS. GENERAL AUTOMOBILE TRADING CO (GATCO) UNABLE TO SEND REPS TO AIA SHOW.