

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 1553-HAVANA

010-MINE, METAL, MINERAL PROD & SRV
CUBA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

EMR-PROPOSED NICKEL INDUSTRY MISSION TO CUBA.

GIVE SUBSCRIPTIONS OF CANADIAN MINING MAGAZINES TO CUBAN OFFICIALS.

ENCOURAGE CANADIAN SUPPLIERS TO ORGANIZE TECHNICAL SEMINARS IN CUBA.

ANTICIPATED RESULTS:

EXPANDED EXPOSURE TO CUBAN DECISION MAKERS IN MINING SECTORS.

INCREASE CUBAN AWARENESS OF CANADIAN CAPABILITIES.

EXPANDED EXPOSURE TO CUBAN DECISION MAKERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 MISSION DE EMR A CUBA.
ENCOURAGER LES FOURNISSEURS CANADIENS A ORGANISER DES SIMINAIRES.

QUARTER: 2 ENCOURAGE CDN SUPPLIERS TO DEVELOP SEMINARS AND CLOSER RELATIONS WITH LOCAL BUYERS. SEND CUBAN DELEGATION TO MINTEC 87, NORTH BAY.

QUARTER: 3 COORDINATION & ORGANIZATION OF A CUBAN DELEGATION GOING TO CDA ATTENDING TORONTO HARDWARE SHOW.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

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 CONTRAT DE \$1.5 MILLION POUR VENTE D'EQUIPMENT MINIER

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

A WHOLE GROUP OF 7 HIGH LEVEL PERSONS IS ALL PREPARED TO ATTEND THE TORONTO HARDWARE SHOW.