

431 - HELSINKI

FINLAND

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

SUPPORT AND CO-ORDINATE VISITS OF SENIOR CDN GOVERNMENT REPRESENTATIVES TO FINLAND TO PROMOTE INVESTMENT IN CANADA. MAINTAIN HOM AND COMMERCIAL COUNSELLORS VISITS TO SENIOR INDUSTRIALISTS AND POTENTIAL INVESTORS

ORGANIZED HIGHLY SUCCESSFUL VISIT OF INVESTMENT CDA EXEC. V. P., INCLUDING EFFECTIVE SEMINAR/LUNCHEON INVOLVING 23 SENIOR FINNISH EXECUTIVES. ARRANGED SUCCESSFUL DRIE/MTL AND DRIE/GMEE VISITS, WHICH, AS A CONTINUING EFFORT WILL RESULT IN FURTHER FINNISH INVESTMENTS AND TECHNOLOGY TRANSFERS. SEVERAL LARGE FINNISH INVESTMENTS ARE PLANNED.

QUARTER : 2

MAINTAIN HEAD OF POST CORPORATE LIAISON VISITS. CONTINUE MASS MAILING CAMPAIGN. PARTICIPATE IN SEMINARS ON CANADA OF FINNISH ORGANIZATIONS. BUILD UP INVENTORY OF INVESTMENT MATERIAL. SUPPORT AND CO-ORDINATE VISITS OF PROVINCES, GOVERNMENT VISITORS, ETC.

HOM VISITS CONTRIBUTE SUBSTANTIALLY TO CONTINUING INTEREST TO INVEST IN CANADA. PROVIDED VOLUMINOUS INFO, GAVE PRESENTATION AND SPONSORED CDN PUB AT FINNISH TECHNOLOGY DEVELOPMENT CENTRE SEMINAR ON OPPORTUNITIES IN CANADA. CO-ORDINATED VISITS OF DRIE, MONTREAL URBAN COMMUNITY TO FINLAND AND FINNISH INVESTOR TO CANADA.

QUARTER : 3

FORESTRY PRODUCTS: MAINTAIN PROGRAM OF VISITS TO FIRMS; (02) INDUSTRIAL MACHINERY: MASS MAILING TO FINNISH FIRMS; (03) PETROCHEMICALS: PROGRAM OF VISITS TO FINNISH PRODUCERS; (04) CONSTRUCTION: BUILD UP INVENTORY OF INFORMATION; (05) MINING: COMPLETE POST DATABASE OF POTENTIAL INVESTORS. (06) REGULARLY SUPPLY BANKS & CHAMBERS OF COMMERCE WITH INVESTMENT RELATED INFO. SUPPLY & COORDINATE FED & PROV GOV'T VISITS TO FINLAND.

LARGE FINNISH FIRM WILL LIKELY ESTABLISH PAPER CORE PLANT IN CDA; (12) MAILED INFO ON CDA-USA FREE TRADE AGREEMENT. 3 MED-SIZED FIRMS LIKELY TO INVEST IN CDA; (13) NAT'L OIL CO. SOON TO ANNOUNCE \$240M PLANT IN ALTA. ANOTHER FIRM PLANS TO PURCHASE CDN PLASTICS MOLDING CO; (14) HAVE FINNISH FIRM INTERESTED IN PRODUCING CONCRETE ELEMENTS IN CDA; (15) ASSISTED FINNISH PRODUCERS OF MINING EQPT IN PLANS TO ESTABLISH ASSEMBLY PLANT IN CDA (16) FINN BANKS ARE INCREAS. CONTACTING POST FOR

QUARTER : 4

FORESTRY PRODUCTS: MAINTAIN PROGRAM OF VISITS TO FIRMS ESPECIALLY BY HEAD OF POST. 2. PETROCHEMICALS: PROGRAM OF VISITS TO FINNISH PRODUCERS. 3. FISHERIES, SEA PRODUCTS AND SERVICES: PROMOTE AQUACULTURE INVESTMENTS. 4. CONTINUE MASS MAILING CAMPAIGN. 5. COORDINATE PROVINCIAL INVESTMENT RELATED VISITS AND EVENTS IN FINLAND. 6. REGULARLY SUPPLY BANKS AND CHAMBERS OF COMMERCE WITH INVESTMENT INFO.

1. FINNISH FORESTRY PRODUCTS FIRMS HAVE ANNOUNCED A \$126 MILLION EXPANSION OF CDN OPERATION AND \$40 MILLION INVESTMENT IN BOARD MILL. FINN FOREST HARVESTING EQUIPMENT MANUFACTURER HAS DECIDED TO ESTABLISH IN CDA. 2. WITH ONT. GOVT. REPS, CALLED ON FINNISH NATIONAL CHEMICAL CO. TO PROMOTE EST. OPERATION IN CDA. 3. FACILITATED PLANNING OF EXISTING AQUACULTURE INVESTOR TO SUBSTANTIALLY EXPAND OPERATIONS IN CDA. 4. MAILED 300 PACKETS OF INFO. ON CDA/US FREE TRADE/