

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 EXECUTI-
VES. 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 COM-
MERCE 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 INFOR 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 PUR-
CHASE 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
