

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 : 407-MADRID

016-INDUSTRIAL MACHIN, PLANTS, SERV.
SPAIN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ESTABLISH DIRECT CONTACT WITH MAJOR LOCAL COS. IN SECTOR TO
INTRODUCE CDN EXPERTISE AND EQUIPMENT TO THEM.

CONDUCT A MARKET SURVEY TO IDENTIFY SPECIFIC SUBSECTORS OFFERING
MARKET OPPORTUNITIES FO CDN FIRMS. DISSEMINATE IT TO TRADE ASSOC.
AND TRADE PUBLICATIONS.

ANTICIPATED RESULTS:

STIMULATE ENOUGH INTEREST TO ARRANGE MARKET
VISITS TO AND FROM CANADA AIMED AT INDUSTRIAL
COOP AND TRANSFER OF TECHNOLOGY.

ATTRACT 5 NEW CDN COMPANIES TO THE SPANISH
MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 HAD ORGANIZED MISSION TO CANADA BY MONDRAGON
GROUP IN JUNE.

QUARTER: 2 -ORGANIZE VISIT OF NRC REP TO PROMOTE JVS AND
TECH TRANSFER.
-PROMOTE TRANSTECH INTL EXH. MTL NOV 87 TO SPAN-
ISH COS.
-ON-GOING ASSISTANCE TO VARIOUS CDN COS.

QUARTER: 3 ORGANIZE VISIT TO CDA BY MONDRAGON GROUP. ASSIST
MONENCO TO GATHER INFO FOR POWER/WATER DESALINA-
TION PROPOSAL TO CANARIES GOV'T. DISCUSS NRC/
CDTI MOU ON TECH TRANSFER WITH CDTI.

QUARTER: 4 ORGANIZE VISIT TO CDA BY MONDRAGON GROUP.
-ORGANIZE VISIT OF NSERC INTL RELATIONS MANAGER
TO MADRID.

QUARTERLY RESULTS REPORTED:

MISSION POSTPONED AT LAST MOMENT BY MONDRAGON
UNTIL FALL.

-INTROD. NRC REP TO EUREKA & CDTI OFFICIALS. MOU
WITH NRC UNDER CONSIDER'N BY CDTI. -SEVERAL SPAN
COS WILL ATTEND TRANSTECH -MAJESTIC LASER OF
ALTA & STANLEY LGL ENVIRONMEN'L SRVCS ARE BOTH
NEGOTIA'G LICENCING ARRANGEMENTS WITH SPAN COS.

MISSION WILL VISIT MTL & T.O. IN FEB 88. MONENCO
PROPOSAL SUBMITTED VIA EMBASSY IN DEC. CDTI DRAFT
MOU FORWARDED TO OTTAWA FOR CONSIDERATION.

OFFICER FROM POST ACCOMPANIED MONDRAGON TO MTL
& TORONTO IN FEB. MONDRAGON EXPECTS TO DO BUSI-
NESS WITH 8 OF 12 CDN COS VISITED. - NSERC REP
ACCOMPANIED ON CALLS TO CDTI & CSCI TO DISCUSS
EXCHANGES OF SCIENTIFIC RESEARCHERS.