

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 346-BAGHDAD

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

DISCUSSIONS WITH IRAQI MINISTRY OF TRADE ON UMBRELLA AGREEMENT FOR FINANCING OF NEW SALES TO IRAQ INCLUDING OIL BARTER AS A FORM OF PAYMENT.

ASSIST GMMD TO RECOVER APPROXIMATELY 8 MILLION DLRS STILL OWED TO ITS BANKERS FOR PREVIOUS SALES TO IRAQ.

SUPPORT SNVI'S ACTIVITIES IN IRAQ & THEIR REQUEST FOR GOVERNMENT FINANCING FROM CANADA FOR THEIR CURRENT AND FUTURE SALES OF AMBULANCES.

WORK WITH PRIVATE IRAQI IMPORTERS OF AUTOMOTIVE PARTS TO HELP THEM SOURCE PRODUCTS IN CANADA AS THEIR RESPONSIBILITY FOR IMPORTS INCREASES AND ACCESS TO HARD CURRENCY IMPROVES.

DEVELOP NEW SALES WHICH COULD REACH ONE-HUNDRED MILLION DOLLARS.

BY RECOVERING OVERDUE PAYMENTS OF \$5 MILLION. HELP TO ENCOURAGE NEW FINANCING FOR GMMD SALE TO IRAQ BY PRIVATE COMMERCIAL INSTITUTIONS.

COMPLETE CURRENT CONTRACT & EXCHANGE PROSPECTS FOR ADDITIONAL SALES OF MORE THAN 500 AMBULANCES AT A VALUE OF \$60 MILLION.

SECURE A PLACE FOR CANADIAN EXPORTERS IN RAPIDLY EXPANDING IRAQI PRIVATE SECTOR FOR AUTOMOTIVE PARTS, VALUE OF \$20 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----