

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 TRANSFERTS.
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

QUARTER : 4