

REPORT 4
89/10/10

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 :653-HAVANA

015-CONSTRUCTION INDUSTRY
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

40 STOREY BUILDING PROJECT FOR CUBAN GOVERNMENT (CECE).

CDN COMPANY WILL BE AWARDED DESIGN TESTING CONTRACT. CDN COMPANIES WILL BE INVITED TO BID ON CONSTRUCTION CONTRACT.

TOURIST INDUSTRY CONSTRUCTION AND RENOVATION PROJECTS.

CANADIANS TO RECEIVE REQUEST FOR QUOTATIONS ON VARIOUS SPECIFIC PROJECTS.

PROMOTE JOINT VENTURE POSSIBILITIES

INCREASED CDN INVOLVEMENT IN CONSTRUCTION PROJECTS. - CDN CO-MANAGEMENT OF TOURIST HOTELS AND FOLLOW UP SALES.

PROMOTE NEW FINANCIAL APPROACHES

INCREASED CDN INVOLVEMENT IN CONSTRUCTION PROJECTS.- EXPECTED NUMBER OF CDN COMPANIES INVOLVED IN CUBAN MARKET TO INCREASE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOWED UP WITH CUBANACAN/CUBALSE RE:TOURIST/ DIPLOMATIC CONSTRUCTION PROJECTS.

SSSI AWARDED A MAJOR CONTRACT FOR CONSTRUCTION OF NEW DIPLOMARKET IN HAVANA FOR CUBALSE. SSSI ALSO NEGOTIATING GLASS CONTRACT FOR NEW HOTEL IN SANTIAGO.

QUARTER: 2 Construction of Jose Marti Airport Bldg II was completed.
Cubans approved construction of 15-storey hotel and 2000 seat theater in Santiago de Cuba.

Successful implementa'n of this proj. by SSSI translated into 3 contracts for the construc'n of 3 seperate airport terminal bldgs in Mantanzas, Holguin & Camaguey. SSSI will supply special bldg. mat. for these projs.valued at \$51-60mnCdn

QUARTER: 3 a) Jose Marti Int'l Airport Terminal II opened mid Nov.88.
b) Cubans approved construction of 15-storey hotel and theater in Santiago de Cuba and new airport in Varadero.

SSSI has good chances ti win contracts for parts of these projects, valued at Cdn.\$6-7 million.

QUARTER: 4 - Opportunities for canadian companies for 1991 Pan American games.
- First Canadian greenhouse deal in Cuba.

- Two canadian companies negotiated for track and filed supplies (500 K) and swimming pool complex (2.0 million) & sport equipment (200K).
- Westbrook sold a greenhouse (125 K).