

POST : 653-HAVANA

010-MINE, METAL, MINERAL PROD & SRV
CUBA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	EMR-PROPOSED NICKEL INDUSTRY MISSION TO CUBA.	EXPANDED EXPOSURE TO CUBAN DECISION MAKERS IN MINING SECTORS.
	GIVE SUBSCRIPTIONS OF CANADIAN MINING MAGAZINES TO CUBAN OFFICIALS.	INCREASE CUBAN AWARENESS OF CANADIAN CAPABILITIES.
	ENCOURAGE CANADIAN SUPPLIERS TO ORGANIZE TECHNICAL SEMINARS IN CUBA.	EXPANDED EXPOSURE TO CUBAN DECISION MAKERS.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	MISSION DE EMR A CUBA. ENCOURAGER LES FOURNISSEURS CANADIENS A ORGANISER DES SIMINAIRES.	LA MISSION DE EMR N'AURA PAS LIEU CETTE ANNEE. UNE MISSION LATINO-AMERICAINE COMPRENANT DES DELEGUES CUBAINS DOIT SERENDRE AU CANADA EN SEPT 87. DORR-OLIVER SIGNERA EN JUILLET 87 UN CONTRAT DE \$1.5 MILLION POUR VENTE D'EQUIPMENT MINIER
QUARTER: 2	ENCOURAGE CDN SUPPLIERS TO DEVELOP SEMINARS AND CLOSER RELATIONS WITH LOCAL BUYERS. SEND CUBAN DELEGATION TO MINTEC 87, NORTH BAY.	VARIOUS CDN CO. PLANNING ON HOLDING TECH. SEMINAR IN HAV. NEXT YEAR. LONGYEAR CDA ALREADY INVITED 2 CUBAN USERS TO VISIT THEIR FACILITIES. VARIOUS CONTRACT FOR MINING SECTOR WERE NEGOTIATED. CUBAN DEL. TO MINTEC 87 ESTABLISHED DIRECT CONTACTS
QUARTER: 3	COORDINATION & ORGANIZATION OF A CUBAN DELEGATION GOING TO CDA ATTENDING TORONTO HARDWARE SHOW.	A WHOLE GROUP OF 7 HIGH LEVEL PERSONS IS ALL PREPARED TO ATTEND THE TORONTO HARDWARE SHOW.
QUARTER: 4	- HELP TO MAINTAIN MAXIMUM CONTACTS BETWEEN CANADIAN ENTERPRISES AND CUBAN MARKET.	- AN IMPORTANT FLOW OF QUOTATIONS AND INFORMATION REQUESTS WAS HELD WITH THE CANADIAN INDUSTRY.