

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 : 643-CARACAS

009-FOREST PRODUCTS, EQUIP, SERVICES
VENEZUELA

Page 24

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST HAS BEEN REPORTING ON NEWSPRINT + PULP MARKET DEVELOPMENTS,
PULP + NEWSPRINT PROJECT AND IS IN THE PROCESS OF FOLLOWING UP.

CONTINUE TO GATHER MARKET INFORMATION ON PROJECT AND COMPETITION
ON UVERITO NEWSPRINT + PULP MILL.

TO CONDUCT A NEWSPRINT + PULP MARKET SURVEY.

INCREASED AWARENESS AND RECOMMENDATIONS TO
CANADIAN SUPPLIERS ON MARKET STRATEGY.

CANADIAN PARTICIPATION AS A FOREIGN PARTNER
IN THE PROJECT.

MAINTAIN KNOWLEDGE OF MARKET AND REPORT
CHANGES AND SITUATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 CONTINUE TO GATHER MARKET INFORMATION AND
COMPETITION ON UVERITO (PULPA ORINOCO) NEWS-
PRINT AND PULPMILL.

QUARTER: 3 CONTINUE TO GATHER MARKET INFORMATION & COMPETI-
TION ON UVERITO (PULPA ORINOCO) NEWSPRINT &
PULPMILL.

QUARTER: 4 -----

THERE ARE NOW THREE COMPANIES SHORT-LISTED TWO
OF WHICH ARE CANADIAN. BOTH ABITIBI-PRICE AND
CONSOLIDATED BATHURST HAVE BEEN COUNSELED AND
BRIEFED BY EMBASSY PERSONNEL.

3 COS. ARE SHORTLISTED FOR THIS \$500M PROJECT, 2
OF WHICH ARE CDN. IN LAST QUARTER POST HAS LOB-
BIED AGGRESSIVELY IN FAVOUR OF CDN EXPERTISE
WITH VENEZUELAN POLITICIANS & BUREAUCRATS.