

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

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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.