

407 - MADRID  
PLANNING:

SPAIN  
ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.  
WORKING WITH DRIE WE ARE ARRANGING A VISIT TO CDA. BY MONDRAGON COOPE-  
RATIVE GROUP, MANY OF WHOSE 130 MEMBER COS ARE MACHINE TOOL MFRS. IN  
ORDER TO EXPLORE JV POSSIBILITIES WITH CDN. COS.

AT LEAST ONE OR TWO JV ARRANGEMENTS.

FISHERIES, SEA PRODUCTS & SERV. ALL SUB-SECTORS  
WE WILL LIAISE WITH TAD, TTI, INV. CDA. AND FANDO TO DETERMINE ACCEPTABLE  
GROUND RULES FOR SPANISH INVESTMENT IN CDN. FISHERIES.

ASSUMING WE CAN QUALIFY EXACTLY WHAT KIND  
OF INVESTMENT WOULD BE WELCOME WE WILL  
ADVISE SPAN COS. SO THEY CAN FOLLOW UP.

NON SECTORALLY ORIENTED ACTIVITIES

SPAIN IS LIBERALIZING ITS REGULATIONS CONTROLLING SPANISH INVESTMENT  
ABROAD. WE WILL MEET WITH THE SPANISH BANKING ASSOCIATION TO PROVIDE  
INFO ON CDA.

INFLUENCE CORPORATE AND INSTITUTIONAL  
INVESTORS THROUGH THEIR BANKS TO CONSIDER  
INVESTMENT IN CANADA.