

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

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.

INCREASED AWARENESS AND RECOMMENDATIONS TO  
CANADIAN SUPPLIERS ON MARKET STRATEGY.

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

CANADIAN PARTICIPATION AS A FOREIGN PARTNER  
IN THE PROJECT.

TO CONDUCT A NEWSPRINT + PULP MARKET SURVEY.

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.

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.

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

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.

QUARTER: 4 -----