

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 : 407-MADRID

016-INDUSTRIAL MACHIN, PLANTS, SERV.  
SPAIN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ESTABLISH DIRECT CONTACT WITH MAJOR LOCAL COS. IN SECTOR TO  
INTRODUCE CDN EXPERTISE AND EQUIPMENT TO THEM.

CONDUCT A MARKET SURVEY TO IDENTIFY SPECIFIC SUBSECTORS OFFERING  
MARKET OPPORTUNITIES FO CDN FIRMS. DISSEMINATE IT TO TRADE ASSOC.  
AND TRADE PUBLICATIONS.

ANTICIPATED RESULTS:

STIMULATE ENOUGH INTEREST TO ARRANGE MARKET  
VISITS TO AND FROM CANADA AIMED AT INDUSTRIAL  
COOP AND TRANSFER OF TECHNOLOGY.

ATTRACT 5 NEW CDN COMPANIES TO THE SPANISH  
MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 HAD ORGANIZED MISSION TO CANADA BY MONDRAGON  
GROUP IN JUNE.

MISSION POSTPONED AT LAST MOMENT BY MONDRAGON  
UNTIL FALL.

QUARTER: 2 -ORGANIZE VISIT OF NRC REP TO PROMOTE JVS AND  
TECH TRANSFER.  
-PROMOTE TRANSTECH INTL EXH. MTL NOV 87 TO SPAN-  
ISH COS.  
-ON-GOING ASSISTANCE TO VARIOUS CDN COS.

-INTROD. NRC REP TO EUREKA & CDTI OFFICIALS. MOU  
WITH NRC UNDER CONSIDER'N BY CDTI. -SEVERAL SPAN  
COS WILL ATTEND TRANSTECH -MAJESTIC LASER OF  
ALTA & STANLEY LGL ENVIRONMEN'L SRVCS ARE BOTH  
NEGOTIA'G LICENCING ARRANGEMENTS WITH SPAN COS.

QUARTER: 3 ORGANIZE VISIT TO CDA BY MONDRAGON GROUP. ASSIST  
MONENCO TO GATHER INFO FOR POWER/WATER DESALINA-  
TION PROPOSAL TO CANARIES GOV'T. DISCUSS NRC/  
CDTI MOU ON TECH TRANSFER WITH CDTI.

MISSION WILL VISIT MTL & T.O. IN FEB 88. MONENCO  
PROPOSAL SUBMITTED VIA EMBASSY IN DEC. CDTI DRAFT  
MOU FORWARDED TO OTTAWA FOR CONSIDERATION.

QUARTER: 4 -----