

REPORT 4B  
87/10/28

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 346-BAGHDAD

IRAQ

QUARTER: 1

005-COMM. & INFORM. EQP. & SERV  
SUPPORT ACTIVITIES OF BELL CANADA INTERNATIONAL  
IN BAGHDAD IN REGARD TO MAJOR CONTRACT NEGOTIA-  
TIONS WITH IRAQI MINISTRY OF DEFENCE (MOD).

IN THE ABSENCE OF BCI PERSONNEL IN BAGHDAD,  
HELPED TO MAINTAIN NEGOTIATIONS WITH MOD AND  
CENTRAL BANK OF IRAQ. OUR ASSISTANCE HELPED  
KEEP PROSPECTS OF SUCCESSFULLY CONCLUDING  
NEGOTIATIONS ALIVE.

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
PROVIDE ASSISTANCE TO GENERAL MOTORS MARKET  
DEVELOPMENT OF CANADA LTD. (GMMD) AND EXPORTA-  
TION QUEBEC IN THEIR WORK TO RECOVER OVERDUE  
PAYMENTS AND SECURE NEW CONTRACTS.

POST'S INTERVENTION & ASSISTANCE IN NEGOTIATING  
WITH FOREIGN ECON. RELATIONS COMMITTEE RESULTED  
IN THE REPAYMENT OF ALMOST \$300,000 TO EXPORTA-  
TION QUEBEC & SCHEDULING OF REPAYMENT NEGOT'NS  
WITH GMMD. OUR HELP LED INDIR. TO A NEW CONTRACT.

009-FOREST PRODUCTS, EQUIP, SERVICES  
CONCLUDE NEGOTIATIONS OF SUPPLY OF 24,000 TONNES  
OF NEWSPRINT TO IRAQ AND TRY AND DISPLACE TRADI-  
TIONAL SUPPLIERS (FINNS).

THROUGH CONSTANT PERSONAL SUPERVISION OF COMUNI-  
CATIONS AND BANKING REQUIREMENTS, ENSURED THAT  
PROPER PAYMENT METHODS WERE ADOPTED FOR THIS  
DEAL WORTH OVER CDN. \$15 MILLION.

003-GRAINS AND OILSEEDS  
PROVIDE SUPPORT FOR CANADIAN WHEAT BOARD AND  
CANADIAN INT'L GRAINS INSTITUTE FOR THE SERVICES  
WHICH THEY RENDER TO IRAQ IN FULFILLMENT OF LONG  
TERM GRAIN AGREEMENT.

HELPED TO ORGANIZE SUCCESSFUL 2 WEEK SEMINAR ON  
FLOUR MILLING AND QUALITY CONTROL SPONSORED BY  
CIGI FROM 18-30 APRIL 1987

014-EDUCATION, MEDICAL, HEALTH PROD  
MAINTAIN LINKS ESTABLISHED BETWEEN CDN ORGANIZA-  
TIONS IN FIELD SUCH AS ASSOCIATION OF CDN COMMU-  
NITY COLLEGES (ACCC), ONTARIO INT'L CORP.,  
GIFFELS ASSOCIATES LTD., CDN BUREAU FOR INT'L  
EDUCAT'N (CBIE) & RELEVANT IRAQI OFFICIALS.

PRESENTED PROPOSAL FOR COOPERATION FROM CBIE TO  
MINISTRY OF HIGHER EDUCATION AND SCIENTIFIC  
RESEARCH, AND HELPED CBIE DEVELOP OTHER CONTACTS  
IN MINISTRY AND AT MINISTRY OF LABOUR.