

409 - BERNE

SWITZERLAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-ASSIST SWISS CO'S & ENTREPRENEURS IN THEIR INVEST. PLANS.  
-UTILIZE CDN-SWISS ASSN AS PLATFORM FOR HIGH LEVEL SPEAKERS PROGRAM.  
-PROVIDE INFO ON MAJOR FINANCIAL ISSUES.  
-PREPARE 3 MAJOR MAILINGS TO FINACIAL COMMUNITY AND POTENTIAL INVESTORS.

-TETTOVIL LTD, WHOSE DIRECTOR HAD VISITED CDA IN FEB. TO STUDY POSSIBILITY OF SETTING UP A PLANT, HAVE TAKEN FINAL POSITIVE DECISION. - HON. MONTE KWINTER, MIN OF FINANCIAL INSTITUTIONS/ONTARIO, ADDRESSED THE CSA ON DEREGULATION IN FINANCIAL SECTOR & MET WITH FINANCE REPS. - SUCCESSFUL MAJOR MAILING ON CHANGES IN FINANCIAL REGULATION  
-MAILING TO POTENTIAL INVESTORS RE INVEST IN BREWING INDUSTRY.

QUARTER : 2

UTILIZE CSA AS PLATFORM FOR HIGH LEVEL SPEAKERS PROGRAM; (02)ASSIST SWISS COMPANIES & ENTREPRENEURS IN THEIR INVESTMENT PLANS; (03) PREPARE INITIAL RECOMMENDATIONS RE DAVOS SYMPOSIUM (04)INFORMATION DISSEMINATION.

THE HON. GERARD LEVESQUE, QUEBEC MIN. OF FINANCE ADDRESSED THE CSA IN SEPTEMBER; (12)OVER 60 ENQUIRIES; (13)D. M. OSTRY & ONT. PREMIER PETERSON HAVE AGREED TO ATTEND DAVOS 88. INVITATIONS OUTSTANDING TO MIN. WILSON & MIN. MAYER; (14)MAILED OVER 100 PIECES TO INVESTMENT CONTACTS.

QUARTER : 3

VISIT OF FIN. MIN. WILSON TO MEET WITH SWISS BANKS, ADDRESS CDN-SWISS ASSOCIATION, MEET WITH INVESTMENT COMMUNITY & HOST DINNER FOR SELECTION OF FINANCIAL & CORPORATE ELITE (2) GOV'T OF B.C. MISSION TO SEEK INVESTMENT IN RECREATION INDUSTRY, "SKI MISSION"

MIN. WILSON'S VISIT TOOK PLACE 10 NOV 87. HE MET WITH EXEC. OFFICRS OF CREDIT SUISSE, SWISS BANK CORP, UNION BANK OF SWITZERLAND & NATIONAL BANK IN PRIVATE MEETINGS. MIN. ADDRESSED CROWD OF 96 AT CSA LUNCHEON & MET WITH 25-30 PEOPLE ACTIVE IN INVESTMENT AREA AT 1-HR RECEPTION. 25 ATTENDED EVENING DINNER INCL. SR EXECES FROM OERLIKON-BEUHRLE, ALUSUISSE, MOEVENPICK & MANY OTHERS. (12)POST DID EXT. MAILING OF QUEST. TO DETERMINE INT. ARRANGED 12 MTGS IN ZURICH &

QUARTER : 4

- CANADIAN PARTICIPATION AT DAVOS SYMPOSIUM  
- ONTARIO GOVT VISIT TO ZURICH AND DAVOS

CDN GROUP LED BY FIN. MIN. WILSON MADE STRONG IMPACT AT DAVOS. WILSON HOSTED SUCCESSFUL LUNCHEON (120 GUESTS); MIN. DE COTRET WAS HONDRARY GUEST AT INV. CDA RECEPTION(100); DM OSTRY PARTICIPATED IN INFORMAL GATHERING; INV. CDA. PRES LABBE MET WITH NUMBER OF KEY INVESTORS; 30 PLUS CDN CEO'S SUPPORTED PROGRAM. PREMIER PETERSON LED GRP INCLUDING MIN. NIXON & MIN. KWINTER PLUS BUSINESS LEADERS; PETERSON SPOKE AT CSA LUNCH IN ZURICH; HOSTED GIANT(1500)RECEPTION IN DAVOS; & CHAIRED FORUM