

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :653-HAVANA

SECTOR :015-CONSTRUCTION INDUSTRY
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

Follow-up with SSSI on their bids for several hotel projects \$20 million contracts over 3-4 years

Meetings with INTUR, CUBANACAN and UNECA to pursue cash sales of restaurant and hotel equipment \$2 million sales expected

Investigate various financing alternatives to help Cdn contractors compete for hotel & other tourism projects Possible sales of \$5-10 million in 3 years

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 Pursued opportunities for Cdn Cos. for PanAm Games.
Emery Intl signed a letter of intention for the sale of a second cellulose moulding plant in Cuba.

A Cdn C.proposed that Cuba lease audio eqpt for opening/closing ceremonies PanAm Games.
SSSI signed order for supply curtain wall. It also opened an office in Havana.
Cuban buyers went to Cda to buy 7000 head-cattle

QUARTER: 2 Participated in Trend Foodservice Mission to Cuba Sept.15, following-up discussions initiated during Abatur/Intur Buyers Mission to Canada. Assisted Morrison-Hanash Mission to Cuba aimed for Cuban recreational marine services market.

Contract for \$US 280,000 will be signed during company's next visit to design/furnish equipment for Neptuno Hotel kitchen.
Morrison-Hanash is expecting contract of \$ Cdn 150K in short term and up to 500K in long term.

QUARTER: 3 1.Assisted Trend Foodservice visits to Cuba.
2.Followed up in Regor discussions with INTUR for construction of \$45 million hotel project.
3.Sponsored Intelcan/Aviation Mission to Cda. by officials from Cuban Institute of Aviation.

1.Sales of kitchen eqpt/design to Neptuno Hotel worth \$300K plus possible sales of \$0.5 mn.
2.Project at preliminary stage.INTUR asked Regor to prepare feasibility study.
3.Intelcan won \$2 mn. Airport Terminal Contract.

QUARTER: 4 1.Supported Trend in pursuing projects here.
2.Followed up Regor's INTUR \$45 mn project.
3.Assited Cdn bids for two health sector const. projects: SUMA project (\$ 2 million) and MINSAP project (\$6 million).

1.Projects will be signed late April or May 90.
2.Followed up with INTUR on Regor's efforts.
3.Regor Intl. and SSSI have presented bids. It is very likely that contract for MINSAP will be given to Regor and Immunoassay Centre to SSSI.