

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
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 DEVELOPMENT,  
PULP & NEWSPRINT PROJECT AND IS IN THE PROCESS OF FOLLOWING UP.

INCREASED AWARENESS & RECOMMENDATIONS TO  
CANADIAN SUPPLIERS ON MARKET STRATEGY.

CONTINUE TO ASSIST CANADIAN BIDDERS ON UVERITO PROJECT.

OBTAIN CONTRACT FOR A CANADIAN CO. POTENTIAL  
SUPPLY OF CDN SERVICE AND EQUIPMENT WORTH  
\$300 MILLION.

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 ORINOCO PULP AND PAPER PROJECT. -ASSISTED  
ABITIBI PRICE AND CONSOLIDATED BATHURST BY  
CALLING ON MINISTERS, NEWSPAPER OWNERS AND  
OFFICIALS.

ABITIBI PRICE SELECTED AS ONE OF PARTNERS IN  
\$500 MILLION PROJECT.

QUARTER: 2 Visit of three senior executives of Venez  
forestry companies to Montreal-Quebec-Toronto  
for SILVALOG SHOW.

Local government agency has large BID credit to  
buy forestry equipment. They have already hired  
Canadian Consultant and bought fire fighting  
equipments.

QUARTER: 3 -----

QUARTER: 4 -----