

POST :346-BAGHDAD

008-TRANSPORT SYS,EQUIP,COMP,SERV.
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

AUTOMOTIVE

DISCUSSIONS WITH IRAQI MINISTRY OF TRADE ON UMBRELLA AGREEMENT FOR FINANCING OF NEW SALES TO IRAQ INCLUDING OIL BARTER AS A FORM OF PAYMENT.

DEVELOP NEW SALES WHICH COULD REACH ONE-HUNDRED MILLION DOLLARS.

ASSIST GMMD TO RECOVER APPROXIMATELY 8 MILLION DLRS STILL OWED TO ITS BANKERS FOR PREVIOUS SALES TO IRAQ.

BY RECOVERING OVERDUE PAYMENTS OF \$5 MILLION. HELP TO ENCOURAGE NEW FINANCING FOR GMMD SALE TO IRAQ BY PRIVATE COMMERCIAL INSTITUTIONS.

SUPPORT SNVI'S ACTIVITIES IN IRAQ & THEIR REQUEST FOR GOVERNMENT FINANCING FROM CANADA FOR THEIR CURRENT AND FUTURE SALES OF AMBULANCES.

COMPLETE CURRENT CONTRACT & EXCHANGE PROSPECTS FOR ADDITIONAL SALES OF MORE THAN 500 AMBULANCES AT A VALUE OF \$60 MILLION.

WORK WITH PRIVATE IRAQI IMPORTERS OF AUTOMOTIVE PARTS TO HELP THEM SOURCE PRODUCTS IN CANADA AS THEIR RESPONSIBILITY FOR IMPORTS INCREASES AND ACCESS TO HARD CURRENCY IMPROVES.

SECURE A PLACE FOR CANADIAN EXPORTERS IN RAPIDLY EXPANDING IRAQI PRIVATE SECTOR FOR AUTOMOTIVE PARTS, VALUE OF \$20 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Continue to support GMMD in their efforts to finalize sales of finished product and promote assembly project.

U.S. Congress sanctions may result in assembly project becoming completely Canadian. Negotiations continuing.
GATCO signed contract 5000 units November delivery.

QUARTER: 3 Assist GMMD and SNVI to promote sales through Baghdad International Fair.

GMMD participated at BIF and made sales of \$314,000 as well as potential sales in excess of \$73.0 million by mid 1989.

QUARTER: 4 Continuing assistance to GMMD and SNVI to finalize contracts.

A) GMMD signed assembly contract and supply contract olds Seirra
B) SNVI sale finalized
C) 644 Chevrolets of 5000 arrived in Baghdad