

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 :346-BAGHDAD

005-ADVANCED TECH. PROD.& SERV
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

RENDER ASSISTANCE IN RE-OPENING CONTRACT NEGOTIATIONS WITH IRAQI
MINISTRY OF DEFENCE.

SUCCESSFUL CONCLUSION OF THIS DEAL WOULD
ALLOW BCI TO RE-OPEN LOCAL OFFICE AND PROVIDE
NEEDED REVENUES OF APPROX. \$60 MILLION TO
REMAIN IN IRAQI MARKET.

SUPPORT ON-GOING ACTIVITIES OF BCI AFTER RE-ESTABLISHMENT OF
LOCAL OFFICE IN LIAISON WITH M.O.D. AND PTT.

PROMOTE ADDITIONAL IRAQI INTEREST IN CANADIAN
GOODS AND SERVICES.

ASSUMING BCI IS SUCCESSFUL IN OBTAINING SECTION 31 FINANCING, POST
WILL COMMENCE MORE ACTIVE PROMOTION OF OTHER CANADIAN COMMUNICA-
TIONS PRODUCTS IN IRAQ.

DEVELOP NEW PROJECTS/SUPPLY CONTRACTS WHICH
OF CANADIAN GOVERNMENT FINANCING IS AVAILABLE
COULD EXCEED \$200 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Assist BCI to re-open Iraq market.

QUARTER: 4 -----

BCI participation in BIF resulted in substantial
interest among small system users-potential is
good.