

REPT4D
90/06/26

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

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POST :346-BAGHDAD

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

IDENTIFICATION OF OLD MODEL AUTOMOTIVE PARTS EXPORTERS
INCREASED PURCHASING FROM CANADA
AUTO PARTS MISSION TO BAGHDAD, BASRAH, OCT 89
INCREASE PURCHASING FROM CANADA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -ASSIST BOEING CANADA,DE HAVILLAND DIVISION WITH
DASH 8 CONTRACT.
-ASSIST GE LOCOMOTIVES CANADA WITH RAILWAY
PROJECT.
QUARTER: 2 -ASSIST BOEING CDA,DE HAVILLAND DIV WITH DASH 8
CONTRACT.
-ASSIST GE LOCOMOTIVES CANADA WITH RAILWAY
PROJECT.
QUARTER: 3 -ASSIST BOEING CANADA,DE HAVILLAND DIVISION
-ASSIST GIFFELS WITH AUTO PARTS PLANT PROPOSAL
-ASSIST GE LOCOMOTIVES CANADA WITH RAILWAY
CONTRACT.
-ESTABLISH CONTACTS FOR GM,DIESEL DIV.
QUARTER: 4 -ASSIST BOEING CANADA,DE HAVILLAND DIVISION.
-ASSIST GIFFELS WITH AUTO PARTS PLANT PROPOSAL.
-ASSIST GE LOCOMOTIVES CANADA WITH RAILWAY
CONTRACT.
-ESTABLISH CONTACTS FOR CANAC INTERNATIONAL.

A-NEGOTIATIONS IN PROCESS,CONTINGENT ON
FINANCING.
B-GE VISITED IRAQI RAILWAYS TO CLEAR SPARE PARTS
ISSUE,OPENING WAY FOR FURTHER NEGOTIATIONS.
A-BOEING TEAM TRYING TO ARRANGE FINANCING;WILL
VISIT BAGHDAD FOR FINAL NEGOTIATIONS NEXT
QUARTER.
B-NO ACTIVITY THIS QUARTER.
-DASH 8 NEGOTIATIONS ARE CONTINUING.
-VISITORS FROM IRAQI ENG.INDUSTRIES TO CANADA.
-GE LOCOMOTIVES WON SPARE PARTS CONTRACT.
-GM,DIESEL DIV.WILL SUBMIT PROPOSAL IN EARLY
1990.
-DASH 8 NEGOTIATIONS ARE CONTINUING.
-ASSISTED WITH MEETINGS IN BAGHDAD AND DISCUSSED
FINANCING.
-ASSISTED IN CONTRACT REVISION.
-SHORT-LISTED FOR RAILWAY CONSTRUCTION PROJECT.