

404 - MILAN

ITALY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

QUARTER : 2

POSITION WAS VACANT EXCEPT FOR MONTH OF SEPT. WHEN NEW OFFICER ARRIVED. MILAN WORKED ON PREPARATION OF INVESTMENT STRATEGY PAPER TO COVER 3 YEAR ACTUAL AND TWO YEAR NATIONAL ACTION PLAN.

ONLY ONE MAJOR INVESTMENT IS CLOSE TO FINALIZATION IN THE AUTOMOTIVE SECTOR (WHEELS). TWO OTHER MAJOR INVESTMENTS (INDUSTRIAL NOZZLES AND PAINTS) ACTIVELY PURSUING CDN. INVESTMENT AFTER CONSULTATIONS WITH CONSULATE.

QUARTER : 3

DEVELOP DRAFT INVESTMENT PROGRAM STRATEGY FOR NORTHERN ITALY; (02)UNDERTAKE ROUND OF CALLS ON INTERMEDIARIES & COMPANIES TO DEVELOP CONTACTS & INVESTMENT PROSPECTS; (03)B. C. MOUNTAIN RESORT SEMINAR; (04)DRIE AUTOMOTIVE VISIT; (05)DRIE MONTRAL INVESTMENT MISSION; (06)ONTARIO RESEARCH FOUNDATION & APRO VISIT; (07)ONTARIO MINISTRY OF INDUSTRY TRADE & TECHNOLOGY VISIT.

ACCOMPLISHED & BEING PRESENTED IN OTTAWA, JAN/88 HAVE COMMUNICATED WITH KEY BANKS, ASSOCIATIONS AND PRIVATE COS; (13)IDENTIFIED 3 POTENTIAL INVESTMENT PROSPECTS; (14)REPORT TO BE SUBMITTED. ONE INVESTMENT PROSPECT; (15)IDENTIFIED GOOD LEADS & CONTACTS; (16)MAY RESULT IN MISSION TO ITALY IN LAST QUARTER; (17)REPORT PROPOSING ONTARIO'S INVESTMENT PROGRAM FOR N. ITALY TO BE SUBMITTED TO PROV. AUTHORITIES END OF MARCH.

QUARTER : 4

DEVELOP INVESTMENT CONTACTS
FINALIZE INVESTMENT APPROACH FOR N. ITALY
TD IN CANADA

ESTABLISHED GOOD BASE FROM WHICH TO MOUNT INVESTMENT PROGRAM FOR 1988/89.