

407 - MADRID

SPAIN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

INVESTMENT SYMPOSIUM WITH GUIPUZCOA CHAMBER OF COMMERCE WAS HELD MAY 28 IN SAN SEBASTIAN.
-BARCELONA ARRANGED WEEK PROGRAM IN JULY FOR ANALCHEM REP TO VISIT CANADA TO DISCUSS JOINT VENTURE MANUFACTURE OF NEW TEST TUBE STOPPER.

-BASQUE FISHING FLEET OWNERS ASS. HAS INDICATED THEIR INTEREST IN INVESTIGATING INVESTMENT AND JOINT VENTURE POSSIBILITIES IN CANADA.
-SPANISH MACHINE TOOL MANUFACTURERS ASS. HEAD-QUARTERED IN BILBAO IS LOOKING INTO ESTABLISHING A PLANT IN CDA TO INSTALL ELECTRIC MOTORS ON THE MACHINE TOOLS THEY EXPORT TO NORTH AMERICA.

QUARTER : 2

-ORGANIZE VISIT TO NEWFOUNDLAND BY DELEGATION REPRESENTING BASQUE GOVT & BASQUE FISHING FLEET OWNERS ASSOCIATION TO INVESTIGATE JOINT VENTURE AND INVESTMENT POSSIBILITIES.
-POST HAS BEEN ACTIVE IN PROMOTING TECHNOLOGY TRANSFER ARRANGEMENTS AS AN EVENTUAL VEHICLE FOR INVESTMENTS IN CANADA.

-VISIT ARRANGED. FIVE PERSON DELEGATION WILL VISIT ST. JOHNS OCT. 19-24.
-AT LEAST 6 TECHNOLOGY TRANSFER AGREEMENTS ARE UNDER ACTIVE NEGOTIATION. POST ASSISTED NRC REP IN 2 WEEK VISIT TO SPAIN WHICH MIGHT RESULT IN COOPERATION AGREEMENT BETWEEN NRC AND CDTI THEIR SPANISH COUNTERPART.

QUARTER : 3

BASQUE FISHERIES DELEGATION VISITED NFLD OCT 19-24 TO DISCUSS INDUSTRIAL COOPERATION;
(02)DISCUSS NRC'S DRAFT MOU ON TECHNOLOGY TRANSFER WITH CDTI.

BASQUES MADE A SPECIFIC PROPOSAL TO NFLD GOV'T INDUSTRY & AWAIT REPLY. NFLD DELEGATION TO VISIT SPAIN MARCH/APRIL 88 TO CONTINUE DISCUSSIONS;
(12)CDTI PROVIDED THEIR OWN DRAFT MOU WHICH HAS BEEN FORWARDED TO OTTAWA FOR CONSIDERATION.

QUARTER : 4

ORGANIZE MONDRAGON MISSION TO CDA IN FEB. TO INVESTIGATE INDUSTRIAL COOPERATION.
FOLLOW UP WITH ABRASIVOS S. A.
POST HAS ACTIVELY BEEN PROMOTING CDN INVESTMENT IN SPAIN AS A MECHANISM TO ENSURE LONG-TERM MARKET ACCESS.

MISSION WAS HIGHLY SUCCESSFUL. MONDRAGON IS CONSIDERING JVS WITH SEVERAL OF THE CDN COS VISITED WHICH COULD LEAD TO SIGNIFICANT INVESTMENT. (2) SPANISH TRADE COMMISSIONER IN CDA CONFIRMS ABRASIVOS HAS MADE \$1 MILLION INVESTMENT IN LAC MEGANTIC & 3 OTHER SPAN COS ARE CLOSE TO CONCLUDING INVESTMENT IN CDA. (3) SEVERAL CDN COS ARE CONSIDERING NEW INVESTMENT IN SPAIN I. E. GROUPE PLASTIQUE MODERNE, ALCAN, FORREC, E. ZEIDLER ARCHITECTS & HARWILL TECHNOLOGIES.