REPORT #5 88/10/21

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88 TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

409 - BERNE

SWITZERLAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

IPAC SEMINARS IN GENEVA AND ZURICH. VISIT OF MINISTER WILSON.

DESPITE INTENSIVE COMPETITION BOTH EVENTS HAD RESPECTABLE TURNOUT OF POTENTIAL SWISS INVESTORS (60 & 90). QUALITY OF PRESENTATIONS GENERALLY GOOD (1 NOTABLE EXCEPTION). TIMING WAS POOR AS OIL MARKET CONTINUED ON DOWNWARD TREND. DUE TO CHANGE IN VISIT TIME UNABLE TO PROVIDE MIN. WILSON AS SPEAKER TO INVESTMENT GROUP. WE WERE ABLE TO INCLUDE VISITS TO THREE KEY PRIVATE BANKS.

QUARTER : 2

QUARTER : 3

Contraction of Contraction

QUARTER : 4

TONE MILL CIDY-GETEL BANGOL & HOLIMPILL CY ROCHE ON INVESTIGATION LIN LOTOMI-CIDY-GETEL CALLEN LAL IN ISSUE MILT ACLINET LINE DISCOURSE DISCOURSE

PETROCHEN & CHEN PROD, EOR , EERV CHEN & PETROCHEN PRODUCTS TO THE MAL-USE IPAC SEMINARY TO PERFORM MILLING POTENTIAL DAVE TOAL TO THE MAL-LINES AN FOLLOW ON TO PERFORM MILLI POTENT ME CASES.

BEVTE.

NEELINENAL BOTERTING THE TANK DOWNER WILL DE

UN DE OFFACT MACOUNT MAD

LOS CHAVOY ENT AVIE LAITENLINT LOS YODINI-DOCANDAL GENTINON-DAENAFE TANTALANA YODINI-

CIPATED REBULTS

DUNETERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROCESS AN TED IN MIEBION'S ANNUAL PL