

REPORT 4B
87/10/28

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 346-BAGHDAD

IRAQ

QUARTER: 1

005-COMM. & INFORM. EQP. & SERV
SUPPORT ACTIVITIES OF BELL CANADA INTERNATIONAL
IN BAGHDAD IN REGARD TO MAJOR CONTRACT NEGOTIA-
TIONS WITH IRAQI MINISTRY OF DEFENCE (MOD).

IN THE ABSENCE OF BCI PERSONNEL IN BAGHDAD,
HELPED TO MAINTAIN NEGOTIATIONS WITH MOD AND
CENTRAL BANK OF IRAQ. OUR ASSISTANCE HELPED
KEEP PROSPECTS OF SUCCESSFULLY CONCLUDING
NEGOTIATIONS ALIVE.

008-TRANSPORT SYS, EQUIP, COMP, SERV.
PROVIDE ASSISTANCE TO GENERAL MOTORS MARKET
DEVELOPMENT OF CANADA LTD. (GMMD) AND EXPORTA-
TION QUEBEC IN THEIR WORK TO RECOVER OVERDUE
PAYMENTS AND SECURE NEW CONTRACTS.

POST'S INTERVENTION & ASSISTANCE IN NEGOTIATING
WITH FOREIGN ECON. RELATIONS COMMITTEE RESULTED
IN THE REPAYMENT OF ALMOST \$300,000 TO EXPORTA-
TION QUEBEC & SCHEDULING OF REPAYMENT NEGOT'NS
WITH GMMD. OUR HELP LED INDIR. TO A NEW CONTRACT.

009-FOREST PRODUCTS, EQUIP, SERVICES
CONCLUDE NEGOTIATIONS OF SUPPLY OF 24,000 TONNES
OF NEWSPRINT TO IRAQ AND TRY AND DISPLACE TRADI-
TIONAL SUPPLIERS (FINNS).

THROUGH CONSTANT PERSONAL SUPERVISION OF COMUNI-
CATIONS AND BANKING REQUIREMENTS, ENSURED THAT
PROPER PAYMENT METHODS WERE ADOPTED FOR THIS
DEAL WORTH OVER CDN. \$15 MILLION.

003-GRAINS AND OILSEEDS
PROVIDE SUPPORT FOR CANADIAN WHEAT BOARD AND
CANADIAN INT'L GRAINS INSTITUTE FOR THE SERVICES
WHICH THEY RENDER TO IRAQ IN FULFILLMENT OF LONG
TERM GRAIN AGREEMENT.

HELPED TO ORGANIZE SUCCESSFUL 2 WEEK SEMINAR ON
FLOUR MILLING AND QUALITY CONTROL SPONSORED BY
CIGI FROM 18-30 APRIL 1987

014-EDUCATION, MEDICAL, HEALTH PROD
MAINTAIN LINKS ESTABLISHED BETWEEN CDN ORGANIZA-
TIONS IN FIELD SUCH AS ASSOCIATION OF CDN COMMU-
NITY COLLEGES (ACCC), ONTARIO INT'L CORP.,
GIFFELS ASSOCIATES LTD., CDN BUREAU FOR INT'L
EDUCAT'N (CBIE) & RELEVANT IRAQI OFFICIALS.

PRESENTED PROPOSAL FOR COOPERATION FROM CBIE TO
MINISTRY OF HIGHER EDUCATION AND SCIENTIFIC
RESEARCH, AND HELPED CBIE DEVELOP OTHER CONTACTS
IN MINISTRY AND AT MINISTRY OF LABOUR.