

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

POST : 653-HAVANA

015-CONSTRUCTION INDUSTRY
CUBA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

GIVE SUBSCRIPTIONS OF CANADIAN INDUSTRY DIRECTORIES AND
SPECIALIZED MAGAZINES.

PRIORITY SECTOR FOR HOSPITALITY FUNCTIONS.

ANTICIPATED RESULTS:

IMPROVE AWARENESS OF CANADIAN CAPABILITIES.

IMPROVE EMBASSY RELATIONSHIP WITH CUBAN
DECISION-MAKERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 DONNER DES ABONNEMENT A DIVERS ANNUAIRES ET REV-
UES CANADIENNES.
DEJEUNER D'AFFAIRES.

QUARTER: 2 ASSIST INTERIMCO AND SSSI INT'L IN THEIR PURSUE
OF NEW JOSE MARTI AIRPORT INT'L TERMINAL BLDG.
CONTINUE FOLLOW UP WITH LOCAL BUYERS E NEW HOSPI
TAL, CIMEX WAREHOUSE & NEW DIPLOMATIC BLDG. PRO-
JECTS.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ACTIVITES PLANIFIES NON REALISEES DU A LA NON-
COUVERTURE DE CUBA PAR LA SEE ET COUPURES DE BU-
DGET A L'AMBASSADE. PAR CONTRE UNE MISSION DE DR-
IOTT/ISEI ET VISITES RPETEES DE SOCIETES CDNS
DE CE SECTEUR ONT AMILIORE LES CONTACTS DEJA ET-

CONTRACT FOR JOSE MARTI AIRPORT PROJECT WAS
AWARDED TO SSSI INT'L (CDN\$5.6M); GOOD PROSPECTS
EXIST FOR CDN COMPANIES TO RECEIVE CONTRACTS FOR
OTHER OUTSTANDING PROJECTS.