

436 - DUBLIN

IRELAND

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

ALERT MAJOR IRISH FIRMS, THE BANKING COMMUNITY
ETC. OF THE MERITS OF INVESTING AND/OR
ESTABLISHING SUBSIDIARIES IN CANADA.

AER LINGUS EXPRESSED INTEREST IN EXPANDING ITS
INVESTMENT IN CANADA WHERE THE AIRLINE HAS
MAJOR SHARES IN TOOLING SYSTEMS OF KITCHENER
A ROBOTICS MANUFACTURER.

QUARTER : 2

LIAISING WITH MAJOR COMPANIES CONCERNING POS-
SIBLE NEW PROJECTS OR EXPANSIONS.

APART FROM EXPRESSIONS OF INTEREST, THERE HAVE
BEEN NO SIGNIFICANT DEVELOPMENTS.
AUTOMATED TOOLING SYSTEMS OF KITCHENER, IN WHICH
AER LINGUS HAS A MAJORITY HOLDING - CONTINUES TO
EXPAND AND PROSPER.

QUARTER : 3

MAINTAIN REGULAR CONTACT WITH SELECT GROUP OF
IRISH COMPANIES CONCERNING THEIR INVESTMENT
PLANS & EXPANSIONS.

WHILST INTEREST IN THE CDN ECONOMY STILL EXISTS
WE DETECT A MORE SUBDUED APPROACH TO INVESTMENT
ABROAD DURING LATE 1987 I. E. CONSOLIDATION OF NEW
PROJECTS & TAKEOVERS AT HOME & ABROAD. GOODMAN
INTERNATIONAL (EUROPE'S LARGEST BEEF PROCESSOR)
IS NOW LOOKING AT CDA BUT THE TIME FRAME REMAINS
UNCERTAIN).

QUARTER : 4

DEVELOP OUR EXISTING CONTACTS AND APPROACH
POTENTIAL NEW INVESTMENT CANDIDATES.
INCREASE AWARENESS OF THE NEW FREE TRADE
AGREEMENT.

SEVERAL PUBLIC COMPANIES HAVE INTIMATED THAT
THEY WOULD INVEST IF THE RIGHT TAKE-OVER CANDI-
DATES IN CANADA EMERGED. THREE OR FOUR CO-OPERA-
TIVES ARE NOW SERIOUSLY INTERESTED IN ESTABLISH-
ING OPERATIONS ABROAD - INCLUDING NORTH AMERICA.
EUROPLEX LTD ARE GRADUALLY EXPANDING THEIR
SCARBOROUGH PLANT - ASSEMBLY MULTIPLEXING SECUR-
ITY EQUIPMENT.