

436 - DUBLIN

IRELAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

AGRI & FOOD PRODUCTS & SERVICE SEMI & PROCESSED FOOD & DRINK
ALERT SELECTED FIRMS OF MERITS OF ESTABLISHING A CDN OPERATION WHICH
COULD SUPPLY USA MARKET.

ONE FIRM IS ACTIVELY SEEKING CDN
PROJECT/PARTNER. LIKELY CANDIDATE WOULD
BE IN FROZEN FOOD BUSINESS.

FOREST PRODUCTS, EQUIP, SERVICES PULP AND PAPER PRODUCTS
ONE FIRM IS CONT'ING ITS PROGRAM OF EXPANDING ABROAD AND WHERE FEA-
SIBLE, WE PLAN TO BRING INDIV. OPPORT TO THEIR ATT. CO OWNS A PAPER
PLANT IN KINGSTON, ONTARIO.

THE FIRM IS 294 IN FORTUNES 500 USA
INDUSTRIAL CORPS. THEY ARE MONITORING
PROSPECTS IN CANADA.

CONSTRUCTION INDUSTRY ARCHITECT, CONSTRUCT SERVICES
SEVERAL LEADING IRISH COMPANIES HAVE ESTABLISHED OPERATIONS ABROAD.
EMBASSY HAVING ONGOING DISCUSSIONS WITH SENIOR EXECUTIVES IN CONSTRUC-
TION SECTOR TO DEMONSTRATE BUOYANCY OF MARKET IN CANADA.

HAVING MADE SUBSTANTIAL INVESTMENTS
IN U.S., BELIEVE THAT WITH SUCH COMPANIES
AS CEMENT ROADSTONE, SIAC, THAT CANADA IS
UNDER CONSIDERATION.

COMM. & INFORM. EQP. & SERV ROBOTICS & ARTIFICIAL INTELL.
FOLLOW UP WITH ANCILLARY ACTIVITIES DIV OF AER LINGUS AS TO ITS
INVESTMENT RESULTS IN AUTOMATION TOOLING SYSTEMS (ATS) ROBOTIC
FACILITY IN KITCHENER.

ATS PROJ CONT TO EXPAND FURTHER ACQUISI-
TIONS POSSIBLE. GOV'T OWNED AER LINGUS
LOOKING AT FGN INVST OPPORT AGRESSIVELY.

NON SECTORALLY ORIENTED ACTIVITIES

ALERT IRISH BANKS AND OTHER FINANCIAL INSTITUTIONS AS TO ATTRACTIONS
OF INVESTMENT IN CANADA. BANKS THEMSELVES ARE LOOKING AT N. AMERICA,
E. G., ALLIED IRISH BANKS MAJORITY HOLDING IN FIRST MARYLAND BANK.

BNKG EX. MAY ADV. CORP CLIENTS THAT CDA IS
"OPEN FOR BUS." DISADV-MAJ. IRISH BKS HAVE
NO OFFICES OR SUBSDRY OPER'NS IN CDA. BNK
OF NS CAN PROMOTE CDA AS AN INVST BASE.

LIAISE WITH IMMIGRATION DIVISION CONCERNING IMMIGRANT ENTREPRENEURS
AND OTHER INVESTORS.

INCREASING NUMBER OF ENQUIRIES. PUNITIVE
IRISH TAX REGIME IS RESULTING IN INDIVI-
DUALS WITH MEANS AND INITIATIVE TO
EMIGRATE.

LIAISE WITH IRISH OFFICES OF INTERNATIONAL ACCOUNTANCY FIRMS. SUCH AS
PRICE WATERHOUSE, DELOITTE HASKINGS, AND LYBRAND ETC.

INITIATE REGULAR MEETINGS AND ASSIST WHERE
POSSIBLE.