

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 : 346-BAGHDAD

014-EDUCATION, MEDICAL, HEALTH PROD
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EDUCATIONAL SERVICES, EQUIPMENT

WORK WITH ARAB FEDERATION FOR FOOD INDUSTRIES TOWARDS REVIVING THE PROJECT FOR DEVELOPMENT OF A FOOD SCIENCE & TECHNOLOGY INSTITUTE FOR THE ARAB WORLD TO BE BUILT IN BAGHDAD.

CDN CONSULTANT TO PREPARE FEASIBILITY STUDY. REVIVING PROJECT WILL LIKELY RESULT IN AWARD TO CAN. MAY ALSO LEAD TO ADDITIONAL CDN INVOLVEMENT.

DEVELOP CONTACTS AT IRAQI MINISTRY OF PLANNING WHO NOW HAVE ROLE AS CLEARING HOUSE FOR EDUCATIONAL/VOCATIONAL TRAINING REQUIREMENTS FOR ALL IRAQI MINISTRIES.

INCREASE AWARENESS AMONG IRAQI ABOUT CAPABILITIES OF CDN EDUCATIONAL SERV./TRAINING CO. INDUCE IRAQIS TO SEND TENDERS FOR TRAINING REQUIREMENT TO CDN FIRMS.

LEND ASSISTANCE TO ASSOCIATION OF COMMUNITY COLLEGES OF CDA (ACCC) IN ESTABLISHMENT OF REGIONAL OFFICE IN AMMAN (MAR 87) WHICH ALSO COVER IRAQ. FACILITATE THEIR CONTACT WITH IRAQI ORGANIZATIONS AND OFFICIALS.

DEVELOP SPECIFIC PLANS FOR TRAINING PROGRAMS BY ACCC WHICH CAN BE MARKETED IN IRAQ AND INCREASE INTEREST AMONG IRAQIS FOR COOPERATION WITH CDA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MAINTAIN LINKS ESTABLISHED BETWEEN CDN ORGANIZATIONS IN FIELD SUCH AS ASSOCIATION OF CDN COMMUNITY COLLEGES (ACCC), ONTARIO INT'L CORP., GIFFELS ASSOCIATES LTD., CDN BUREAU FOR INT'L EDUCATION (CBIE) & RELEVANT IRAQI OFFICIALS.

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

QUARTER: 2 MAINTAIN LINKS ESTABLISHED IN THIS SECTOR BETWEEN CANADIAN FIRMS AND IRAQI ORGANISATIONS.

-CONVINCED GIFFELS (EDUCATIONAL SRVCS MKTG) TO PARTICIPATE IN CDN PAVILLION AT BAGHDAD INT'L FAIR. -ASSISTED SNVI IN THEIR SUBMISSIONS WHICH HELPED SECURE LARGE CONTRACT FOR SALE OF AMBULANCES.

QUARTER: 3 SUPPORT SOCIETE NATIONALE DES VEHICLES INDUSTRIELS (SNVI) DURING ITS CONCLUSION OF NEGOTIATION & IMPLEMENTATION OF CONTRACT TO SUPPLY 550 AMBULANCES TO IRAQI GOV'T.

MISSION PROVIDED STRONG JUSTIFICATION FOR SNVI'S REQUEST FOR GOV'T FINANCING & INTERVENDED WITH IRAQI GOV'T ON SEVERAL OCASIONS TO MAINTAIN GOOD RELATIONS. FACILITATED VISAS FOR TRAVEL OF IRAQI SPECIALISTS TO CDA (EXAMINE AMBULANCE PROTOTYPE)

QUARTER: 4 MAKE REPRESENTATIONS TO IRAQI GATCO & MINISTRY OF TRADE IN SUPPORT OF SNVI CONTRACT TO SUPPLY AMBULANCES.

DURING DIFFICULT PERIOD IN WHICH SNVI HAS ATTEMPTED TO OBTAIN COMMERCIAL FINANCING, EMBASSY'S INTERVENTION HAS ALLOWED SNVI TO MAINTAIN GOOD RELATIONS WITH ITS CLIENTS & TO ENSURE CONTRACT IS NOT CANCELLED.