

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.