

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 REVUES 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 HOSPITAL, CIMEX WAREHOUSE & NEW DIPLOMATIC BLDG. PROJECTS.

QUARTER: 3 POST STILL ASSISTED MANY CDN COS (SSSI, INTELCAN, WHELAN, LAVALIN, JANIN, MONENCO) IN THEIR EFFORTS TO OBTAIN ADDITIONAL BUSINESS IN CUBA, THROUGH VARIOUS STEPS OF MANY PROJECTS.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ACTIVITES PLANIFIES NON REALISEES DU A LA NON-COVERTURE DE CUBA PAR LA SEE ET COUPURES DE BUDGET A L'AMBASSADE. PAR CONTRE UNE MISSION DE DIRECTEUR ISEI ET VISITES REPETEES 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.

SSSI IS EXECUTING NEW AIRPORT TERMINAL BUILDING, HAS ALMOST FINISHED NEGOTIATIONS FOR NEW DIPLOMATIC MARKET; STILL DISCUSS CONSTRUCTION PROJECTS OF CIMEX WAREHOUSE & SANTIAGO DE CUBA TEXTILE PLANT ROOF. CECE WENT IN MTL TO STUDY THE PLANS WITH