

REPT4D  
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
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: ANTICIPATED RESULTS:

ALL SUB-SECTORS

Follow-up with SSSI on their bids for several hotel projects	\$20 million contracts over 3-4 years
Meetings with INTUR, CUBANACAN and UNECA to pursue cash sales of restaurant and hotel equipment	\$2 million sales expected
Investigate various financing alternatives to help Cdn contractors compete for hotel & other tourism projects	Possible sales of \$5-10 million in 3 years

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

<p>QUARTER: 1 Pursued opportunities for Cdn Cos. for PanAm Games. Emery Intl signed a letter of intention for the sale of a second cellulose moulding plant in Cuba.</p>	<p>A Cdn C. proposed that Cuba lease audio eqpt for opening/closing ceremonies PanAm Games. SSSI signed order for supply curtain wall. It also opened an office in Havana. Cuban buyers went to Cda to buy 7000 head-cattle</p>
<p>QUARTER: 2 Participated in Trend Foodservice Mission to Cuba Sept.15, following-up discussions initiated during Abatur/Intur Buyers Mission to Canada. Assisted Morrison-Hanash Mission to Cuba aimed for Cuban recreational marine services market.</p>	<p>Contract for \$US 280,000 will be signed during company's next visit to design/furnish equipment for Neptuno Hotel kitchen. Morrison-Hanash is expecting contract of \$ Cdn 150K in short term and up to 500K in long term.</p>
<p>QUARTER: 3 1. Assisted Trend Foodservice visits to Cuba. 2. Followed up in Regor discussions with INTUR for construction of \$45 million hotel project. 3. Sponsored Intelcan/Aviation Mission to Cda. by officials from Cuban Institute of Aviation.</p>	<p>1. Sales of kitchen eqpt/design to Neptuno Hotel worth \$300K plus possible sales of \$0.5 mn. 2. Project at preliminary stage. INTUR asked Regor to prepare feasibility study. 3. Intelcan won \$2 mn. Airport Terminal Contract.</p>
<p>QUARTER: 4 -----</p>	