

407 - MADRID

SPAIN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.
WORKING WITH DRIE WE ARE ARRANGING A VISIT TO CDA BY MONDRAGON COOPE-
RATIVE GROUP, MANY OF WHOSE 130 MEMBER COS ARE MACHINE TOOL MFRS. IN
ORDER TO EXPLORE JV POSSIBILITIES WITH CDN. COS.

AT LEAST ONE OR TWO JV ARRANGEMENTS.

FISHERIES, SEA PRODUCTS & SERV. ALL SUB-SECTORS
WE WILL LIAISE WITH TAD, TTI, INV. CDA. AND FANDU TO DETERMINE ACCEPTABLE
GROUND RULES FOR SPANISH INVESTMENT IN CDN. FISHERIES.

ASSUMING WE CAN QUALIFY EXACTLY WHAT KIND
OF INVESTMENT WOULD BE WELCOME WE WILL
ADVISE SPAN COS. SO THEY CAN FOLLOW UP.

NON SECTORALLY ORIENTED ACTIVITIES

SPAIN IS LIBERALIZING ITS REGULATIONS CONTROLLING SPANISH INVESTMENT
ABROAD. WE WILL MEET WITH THE SPANISH BANKING ASSOCIATION TO PROVIDE
INFO ON CDA.

INFLUENCE CORPORATE AND INSTITUTIONAL
INVESTORS THROUGH THEIR BANKS TO CONSIDER
INVESTMENT IN CANADA.