

REPORT 4  
88/03/16

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

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POST : 510-PEKING

010-MINE, METAL, MINERAL PROD & SRV  
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MKT RESEARCH BY POST & LIAISON WITH EMR TO DETERMINE NATURE AND  
EXTENT OF DOMESTIC PRODUCTION, COMPETITION AND SALES PATTERNS.  
ESTABLISH COMMUNICATIONS WITH COS INVOLVED IN MINERAL SALES.

IMPROVE AWARENESS CANADA SIDE. IMPROVE AWARE-  
NESS CHINESE SIDE. DEVELOP MARKETING STRATEGY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 NEGOTIATION OF WORKING GROUP FOR NON-FERROUS  
METALS.

QUARTER: 3 -----

QUARTER: 4 -----

AGREEMENT IN PRINCIPLE TO FORM WORKING GROUP.