REPORT 4 89/02/06

## QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FISCAL YEAR 88 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :637-SAO PAULO

010-MINE, METAL, MINERAL PROD & SRV BRAZIL

.....

ACTIVITIES PROPOSED IN POST PLAN: PLANNING:

ALL SUB-SECTORS

FOLLOW UP ON PARTICIPATION IN MINTEC'87

MONITORS DEVELOPMENTS IN BRAZILIAN INDUSTRIAL CHEMICALS IMPORTS PROTECT AND/OR EXPAND CANADA'S SHARE OF PATTERNS AND REPORT ACCORDINGLY.

IDENTIFY UPCOMING PROJECTS, ESPECIALLY IN GOLD, LIKELY TO COME ON STREAM AND INFORM CANADIAN SERVICE/EQUIPMENT SUPPLIER.

DEVELOP FURTHER CONTACTS WITH MAJOR BRAZILIAN MINING COMPANIES, E.G. CVRD, BILLITON, PARANAPANEMA, CPRM, CBMM, CAEMI, ETC.

ON ONGOING BASIS, MONITOR ANY MARKET ACCESS ISSUES WHICH COULD IMPACT ON OUR SALES IN BRAZIL

ACTIVITIES UNDERTAKEN IN QUARTER: TRACKING:

QUARTER: 1 A)COORDINATE BETWEEN GEONAUTICA & ONTARIO GOVT. FOR MINING SYMPOSIUM. B)INVITE SPEAKER TO GOLD SYMPOSIUM - RIO (AUG.88).

QUARTER: 2 Asist in prepar. of Mining Seminar. 2. Assist in arranging Cdn particip. in Gold Symposium in Rio de Janeiro 3. Proceed to direct mailing (200) on chemical products

QUARTER: 3 -----

QUARTER: 4 -----

ANTICIPATED RESULTS:

IDENTIFY SPECIFIC OPPORTUNITIES UNCOVERED DURING VISIT

BRAZILIAN MARKET

CANADIAN BIDS ON TWO OR THREE PROJECTS.

GIVE THEM EXPOSURE TO CANADIAN CAPABILITIES AND IDENTIFY MARKET NICHES.

PROTECT OUR MARKET SHARE.

QUARTERLY RESULTS REPORTED:

A)GOING WELL. B)GLENCAIRN EXPLORATIONS INVITED.

It resulted in successful seminar held Oct. '88 2. Particip. in Gold Symposium contrib. to upgrade the Brzin knwledge of Cdn technology 3. Direct mailing generated high interest in

Canadian chemicals

96