

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 : 424-DUSSELDORF

010-MINE, METAL, MINERAL PROD & SRV
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

UNDERTAKE A COMPREHENSIVE MARKET STUDY FOR MINERALS

MORE IN DEPTH KNOWLEDGE OF THE SECTOR WILL
ENABLE POST TO TARGET ACTIVITIES AND INCREASE
MARKET SHARE 2 TO 3%.

UNDERTAKE A COMPREHENSIVE MARKET STUDY FOR THERMAL AND
METALLURGICAL COAL.

BETTER KNOWLEDGE OF SHIFTS IN ENERGY SOURCES
AND COMPETITION WILL ENABLE CDN SUPPLIERS TO
INCREASE MARKET BY 1 TO 2%.

MEET WITH MAJOR METAL TRADING COMPANIES TO STIMULATE INTEREST IN
CANADIAN METAL PRODUCTION.

INCREASED EXPORTS THROUGH INCOMING MISSION
FROM CANADA IN ZINC, LEAD, NICKEL, MOLYBDENUM,
PLATINUM AND COBALT SECTORS.

MEET WITH MAJOR MINING COMPANIES TO INTEREST THEM IN CO-PARTICI-
PATION IN CANADIAN MINING OPERATIONS.

INCREASED DIRECT INVESTMENT BY ORGANIZING
MISSIONS TO CANADA IN FOLLOWING SECTORS:
GOLD, PLATINUM, NICKEL, COPPER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REPORT ON STEEL INDUSTRY

VISIT OF DON BELCH OF STELCO (AND CDN STEEL
PRODUCERS ASSOCIATION) AND CALL ON GERMAN STEEL
TUBE MANUF. ASSOCIATION PRODUCED TWO STEEL REPOR-
TS AND CREATED FOLLOW-UP OPPORTUNITIES FOR CDN
GOVT. MISSION IN JULY.

QUARTER: 2 PROGRAM OF MEETINGS FOR GOV'T AND IND. REPS
RE: IRON AND STEEL

INTRODUCTION OF CDN SPECIALISTS TO RELEVANT
GERMAN ASSOCIATIONS AND COMPANIES USEFUL
EXCHANGE ON COMMON POLICY PROBLEMS.

QUARTER: 2 REPORT ON GERMAN HARD COAL INDUSTRY.

IDENTIFICATION OF KEY ECONOMIC POLICY ISSUE
FACING GERMAN NATIONAL AND REGIONAL GOV'T.

QUARTER: 3 REPORTING ON ECONOMIC ISSUES PERTINENT TO COAL
MINING & METALLURGICAL INDUSTRIES.

SUBMITTED SEVERAL REPORTS SUMMARIZING ISSUES FAC-
ING THESE TWO IMPORTANT BUT TROUBLED INDUSTRIES.

QUARTER: 4 -----