

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 :505-JAKARTA

SECTOR :010-MINE,METAL,MINERAL PROD & SRV
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

PREPARE REPORT ON GOLD AND COAL SECTORS
IMPROVED AWARENESS OF MARKET BY CANADIAN FIRMS

MAILING OF PRODUCT LITERATURE TO GOLD COMPANIES
POSSIBLE DIRECT SALES BY CANADIAN COMPANIES

PROM.THE ATTEND.OF POT.BUYERS/AGENTS TO 1989 PROSP & DEV ASS
EXPOSE KEY CONTACTS TO A WIDE SELECTION OF CANADIAN EXPERTI-

GET IN TOUCH WITH THE INDON.WHO STUDIED IN CDA & THAT ARE
ESTABLISH A NETWORK OF CONTACTS WITHIN THE MINING SECTOR

FOLLOW-UP REGULARLY WITH CDN CONS.ACTIVE IN THE SECTOR
DETERMINE THE DIRECTIONS OF CHANGE WITHIN THE SECTOR NAMELY

VISIT A NUMB.OF PRIV CO WHICH HAVE ANNOUNCED THEIR INT TO GO
OBTAIN THEIR PROCUREMENT LISTS AND PROCEDURES AND PROMOTE

SE

REGARDING GOVERNMENT POLICIES

CANADIAN EXPERTISE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Visit a number of private companies which have
announced their intention to go ahead with large
capital investments.

Indonesian participation to the 1989 Coal Ass.
of Canada Annual Conference.
Had contacts with Inco,Beran Coal,Kaltin Prima
Coal.

QUARTER: 2 -VISITED A NUMBER OF PRIVATE COS WHICH PLAN TO
PROCEED WITH NEW CAPITAL INVESTMENTS

-IDENTIFIED A NUMBER OF PROJECTS WHICH ARE
COMING OUT OF EXPLORATION STAGE & PROCEEDING
WITH ACTUAL PRODUCTION. LOCAL CO ATTENDED
MINTEK

QUARTER: 3 Secured new orders for \$250,000 mining equipment
Continued to prepare for Asean Mining Congress
Pursued new projects for mining consulting

Ingold has new project in Irian Jaya.
Inco modernization being completed.

QUARTER: 4 Distribution of product literature to gold
companies & interview of large private COS which
have planned to proceed with large capital
investments.

Attendance at 2nd ASIA-PACIFIC MINING CONFERENCE
permitted Embassy to distribute promotional
literature & to establish new contacts within
the Industry.