

Export and Investment Promotion Planning System

MISSION: 535 PERTH

COUNTRY: 011 AUSTRALIA

In support of Canadian exports in this sector (sub-sector) the Trade Office is currently engaged in activities which include:

Activity: FOLLOW-UP ON PARTICIPATION IN GOLDFIELDS MINING EXPO 86.

Results Expected: 2 NEW AGENCIES TO BE ESTABLISHED.

For the next fiscal year, the Trade Office is planning to undertake the following new export support initiative(s) in this sector (sub-sector):

Activity: IN DEPTH SERIES OF CONTACTS AND VISITS TO MINES TO ESTABLISH CLOSER CONTACT WITH THE FOUR MAJOR IRON ORE MINES IN W.A.

Results Expected: INCREASE NUMBER OF CANADIAN SUPPLIERS TO IRON ORE MINES.

Activity: FOLLOW-UP WITH PURCHASERS AND SELLERS IDENTIFIED IN MARKET STUDY.

Results Expected: 10-15 NEW AGENCY ARRANGEMENTS AND UP TO \$ 1 MILL INCREMENTAL ANNUAL SALES.