

REPORT 4
88/10/21

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 : 633-SANTIAGO

010-MINE, METAL, MINERAL PROD & SRV
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MINERALS AND MINERAL PRODUCTS

KEEP ADVISING CANADIAN EXPORTERS NOT ONLY OF WHAT COMPETITION IS DOING BUT ALSO OF ANY CHILEAN MINING PROJECT IN THAT SECTOR.

EQUIPMENT AND MACHINERY

LA ESCONDIDA PROJECT IS SCHEDULED TO START IN 1988. EDC TO FINANCE 50 US M.

CODELCO HAS SLOWED DOWN ON ITS INVESTMENT PROGRAM IN 1987. IT IS LIKELY THAT 88/89 WILL WITNESS ACCELERATED ACTION.

LAC MINERAL IS TO INVEST OVER US 30 M. IN GOLD MINE. THEY HAVE OPENED OFFICE IN CHILE. TO MEET EXECUTIVES TO PROMOTE CDN EQUIPMENT.

ECHO BAY MANAGEMENT IS CONTEMPLATING INVESTMENT IN MINING. TO FOLLOW VERY CLOSELY ALL DEVELOPMENTS. MAINTAIN EXCELLENT RELATIONS WITH LOCAL MANAGEMENT.

THERE ARE ONE OTHER GOLD MINE PROJECT AND ONE SULPHUR MINE PROJECT UNDER STUDY BY CDN INVESTORS.

ANTICIPATED RESULTS:

PROTECT CANADIAN EXPORT AND IF LOCAL PROJECTS DEVELOP, ENSURE CDN EQPT IS CONSIDERED.

WE ARE ENSURED OF AT LEAST US 50 M TO IMPROVE THAT FIGURE BY AT LEAST 25M.

MAXIMIZE CHANCES THAT CDN COMPANIES ARE SHORT LISTED ON PROJECTS.

ENSURE THAT CDN COMPANIES WILL BE CONSIDERED WHEN TIME TO BUY EQUIPMENT COMES.

ENSURE THAT CDN COMPANIES WILL BE CONSIDERED WHEN TIME TO BUY EQUIPMENT COMES.

ENSURE THAT CDN COMPANIES WILL BE CONSIDERED WHEN TIME TO BUY EQUIPMENT COMES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 INTRODUCE AND PROVIDE SUPPORT TO CDN MINING EQUIPT EXPORTERS IN THEIR EFFORTS TO SELL TO CANADIAN MINING COS INVESTING IN CHILE.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

COMINCO, ECCHO BAY, LAC MINERALS AND TVX CONSO-LIDATED HAVE ALL BEEN APPROACHED AND THEY HAVE AGREED TO SERIOUSLY CONSIDER CDN COS WHEN REQUESTING BIDS.