

REPT4D  
90/06/26

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

70

POST :633-SANTIAGO

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:METALS, PRIMARY & FABRICATED

CONTINUE OUR SUPPORT TO CANADIAN ASBESTOS INSTITUTE  
PROTECT EXPORT OF ASBESTOS TO CHILE

MONITOR IMPORT OF SULFUR FROM BOLIVIA (INCREASING)  
CANADIAN EXPORTERS TO KEEP THEIR SHARE OF MARKET

INVESTIGATE MARKET FOR CDN METAL PROD.(I.E. BARS,CHAINS,TUBE  
FIND DISTRIBUTORS FOR CANADIAN COMPANIES AND INITIATE FIRST SALES.

SUB-SECTOR:EQUIPMENT AND MACHINERY

CONTINUE TO PROMOTE CANADIAN EQUIPMENT TO ESCONDIDA  
INCREASE CANADIAN EXPORTS ABOVE THE EDC 25 M.

MEET & CONV.CDN MINES INV.IN CHILE TO BUY CDN  
CONVINCE LAC MINERAL AND ECHO BAY MGT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promote Cdn investment in gold mines.  
- Establish list of gold mine projects, meet promoters and prepare participation in MINTEC 89

There are at least 5 Cdn companies who announced new projects. Total value of investment over the next 3 years is over \$400 M. Hopefully some of it will buy Cdn equipment and services.

QUARTER: 2 Mintec'89 - Mission of 15 Chilean exec visiting Cda for Mintec'89. Seminar & visit of different gold mines,as well as meeting w/EMR,Ottawa EDC fin Sem in Cda. CODELCO invited to discuss mkt & business practices in Chile.

Reports fm Cda agreed that Chilean del was most prof group that attended. Preliminary results show the possibility of \$500,000 sales of mining equip.,5 new connections for local representation,& opening of a new \$5 mil line of credit

QUARTER: 3 CODELCO: General Manager and Comptroller (Manuel Diaz) participated in EDC sponsored series of LATAM Seminars held in Montreal, Toronto and Vancouver.

Diaz, one of four LATAM experts, delivered a speech on mining and Chile to Canadian business people in 3 cities. Good for Chile image (and CODELCO) and excellent way to educate Canadian companies.

QUARTER: 4 -----