REPORT 4 89/10/10

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 :510-BEIJING

010-MINE, METAL, MINERAL PROD & SRV PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

IDENTIFICATION OF EXXPANSION AND MODERNIZATION REQUIREMENTS IN THE FERROUS SECTOR.

MARKET SURVEY IN NON-FERROUS

MOU OR WORKING GROUP ON NON-FERROUS SECTOR

MOU OR WOTKING GROUP IN FERROUS SECTOR.

BETTER INFORMATION BASE TO BE USED FOR MORE FOCUSESED MARKETING APPROACH.

BETTER INFORMATION BASE OF PROJECT OPPORTUN-ITIES AND MORE FOCUSSED MARKET APPROACH.

INTERCHANGE OF INFORMATION WILL GIVE US BET-TER INFORMATION BASIS FROM WHICH TO ESTABLISH A MARKETING STRATEGY.

DITTO.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 SIGNING OF MEMORANDUM OF UNDERSTANDING ON

NON-FERROUS AND FERROUS METALS WORKING GROUP.

QUARTER: 2 ----

QUARTER: 3 -Geology fair and technical seminar. - Planning

of cities project & 1st visit to Chengdu.

-Incoming Mission. Mayor of Quebec.

-3 economic reports.

QUARTER: 4 Follow-up to market survey in non-ferrous metals

- Gold mission to Canada
- Support to Cdn industry re strategic metals.
- promotion of Cdn capabilities in context of

trade seminar in Chengdu.

QUARTERLY RESULTS REPORTED:

MOU SIGNED IN CHINA IN JUNE BY PRESIDENT OF TREASURY BOARD; MISSION TO CANADA BY CHINESE MINISTRY OF METALLURGICAL INDUSTRY.

-sales by 3 participants in Geology 88.

-Signing of \$1.5 million contract by Stelco for coil box technology.

-Contract signed for market survey of Chengdu.

-Field survey on Non ferrous metals completed

Opportunity identified for sourcing of vanadium (in rare supply).

In context of trade seminar.

_ New projects identified in Sichuan Prov.

_Cominco starting feasibility study re lead/zinc