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 :633-SANTIAGO

010-MINE,METAL,MINERAL PROD & SRV
CHILE

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
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.	PROTECT CANADIAN EXPORT AND IF LOCAL PROJECTS DEVELOP, ENSURE CDN EQPT IS CONSIDERED.
EQUIPMENT AND MACHINERY		
	LA ESCONDIDA PROJECT IS SCHEDULED TO START IN 1988. EDC TO FINANCE 50 US M.	WE ARE ENSURED OF AT LEAST US 50 M TO IMPROVE THAT FIGURE BY AT LEAST 25M.
	CODELCO HAS SLOWED DOWN ON ITS INVESTMENT PROGRAM IN 1987. IT IS LIKELY THAT 88/89 WILL WITNESS ACCELERATED ACTION.	MAXIMIZE CHANCES THAT CDN COMPANIES ARE SHORT LISTED ON PROJECTS.
	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.	ENSURE THAT CDN COMPANIES WILL BE CONSIDERED WHEN TIME TO BUY EQUIPMENT COMES.
	ECHO BAY MANAGEMENT IS CONTEMPLATING INVESTMENT IN MINING. TO FOLLOW VERY CLOSELY ALL DEVELOPMENTS.MAINTAIN EXCELLENT RELATIONS WITH LOCAL MANAGEMENT.	ENSURE THAT CDN COMPANIES WILL BE CONSIDERED WHEN TIME TO BUY EQUIPMENT COMES.
	THERE ARE ONE OTHER GOLD MINE PROJECT AND ONE SULPHUR MINE PROJECT UNDER STUDY BY CDN INVESTORS.	ENSURE THAT CDN COMPANIES WILL BE CONSIDERED WHEN TIME TO BUY EQUIPMENT COMES.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	INTRODUCE AND PROVIDE SUPPORT TO CDN MINING EQUIPT EXPORTERS IN THEIR EFFORTS TO SELL TO CANADIAN MINING COS INVESTING IN CHILE.	COMINCO, ECCHO BAY, LAC MINERALS AND TVX CONSOLIDATED HAVE ALL BEEN APPROACHED AND THEY HAVE AGREED TO SERIOUSLY CONSIDER CDN COS WHEN REQUESTING BIDS.
QUARTER: 2	Participation in APCOMIN Software mining seminar 5 Canadian companies on site.	Created interest in mining industry for advanced software of Canadian origin. Sales agreement to be completed for 2 Cdn companies.
QUARTER: 3	Via Seminars and missions organize meetings between local mining companies and Canadian exporters of equipment and services.	Following last technical seminar and mining mission,all 24 Canadian companies either finished sales or had the opportunity to bid on various projects for exports of equipment or services.
QUARTER: 4	-----	