

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

012-CHEM PROD & PETROCHEM EQP,SERV
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINANCING/IDENTIFYING/LOBBYING FOR EXCLUSIVE CANADIAN PACKAGES.

CANADIAN INVOLVEMENT IN SEVERAL PETROCHEMICAL
PLANT PROJECTS.

VISIT MAJOR PETROCHEMICAL PLANTS AND GOVERNMENT ENTITIES IN
CONCENTRATED MARKETING EFFORT.

BETTER CHINESE AWARENESS OF CANADIAN TECHNOL-
OGY AND IDENTIFICATION OF FUTURE REQUIREMENTS

CONDUCT A MARKET ANALYSIS TO BETTER IDENTIFY OPPORTUNITIES.

BETTER CANADIAN AWARENESS OF PROJECT OPPORTU-
NITIES AND OPPORTUNITIES FOR SALES OF PRODU-
CTS.

MARKET REPORT OF PETROCHEMICAL INDUSTRY.

IDENTIFY CHINA'S EXISTING PETROCHEMICAL INDU-
STRY AND IDENTIFY IMPORT REQUIREMENT FOR PRO-
DUCT AND PLANT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----