

POST : 424-DUSSELDORF

010-MINE, METAL, MINERAL PROD & SRV
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

UNDERTAKE A COMPREHENSIVE MARKET STUDY FOR MINERALS

MORE IN DEPTH KNOWLEDGE OF THE SECTOR WILL
ENABLE POST TO TARGET ACTIVITIES AND INCREASE
MARKET SHARE 2 TO 3%

UNDERTAKE A COMPREHENSIVE MARKET STUDY FOR THERMAL AND
METALLURGICAL COAL.

BETTER KNOWLEDGE OF SHIFTS IN ENERGY SOURCES
AND COMPETITION WILL ENABLE CDN SUPPLIERS TO
INCREASE MARKET BY 1 TO 2%.

MEET WITH MAJOR METAL TRADING COMPANIES TO STIMULATE INTEREST IN
CANADIAN METAL PRODUCTION.

INCREASED EXPORTS THROUGH INCOMING MISSION
FROM CANADA IN ZINC, LEAD, NICKEL, MOLYBDENUM,
PLATINUM AND COBALT SECTORS.

MEET WITH MAJOR MINING COMPANIES TO INTEREST THEM IN CO-PARTICI-
PATION IN CANADIAN MINING OPERATIONS.

INCREASED DIRECT INVESTMENT BY ORGANIZING
MISSIONS TO CANADA IN FOLLOWING SECTORS:
GOLD, PLATINUM, NICKEL, COPPER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 REPORT ON STEEL INDUSTRY

VISIT OF DON BELCH OF STELCO (AND CDN STEEL PROD.
ASSOC) & CALL ON GERMAN STEEL TUBE MANUF. ASSOC.
PRODUCED 2 STEEL REPORTS & CREATED FOLLOW-UP
OPPORTUNITIES FOR CDN GOVT. MISSION IN JULY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----