

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

POST :503-MANILA

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:EQUIPMENT AND MACHINERY

MAIL OUT CDN MINING EQUIP. BROCHURES TO CONTACTS IN INDUSTRY
INFORM INDUSTRY OF CDN EQUIPMENT AND EXPERTISE

FOLLOWUP WITH RECIPIENTS OF BROCHURES
NEW AGENCY AGREEMENTS & EXPORT SALES.

MINING INDUSTRY STUDY
PROVIDE INFO TO CDN COYS ON AREAS OF OPPORTUNITY IN PHIL.

MINING INDUSTRY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Continuing to mail-out info on Cdn mining capabilities as follow-up to ad in mining journal. Assist Cdn cos pursuing mining jv opportunities. Support cos re sales of mining equipment.

Helped to organize seminar series in 3 cities by Cdn mining equipt supplier. Invited 2 candidates for MINTEK. Helped Cdn mining equipt co to open Phil office. Helped 2 local firms to finalize agency agreements with Cdn cos.

QUARTER: 2 Develop contacts in new mining cos. Assist local trading cos to obtain rep agreements with Cdn suppliers. Mail mining brochure to contacts identified in mining study and ad in mining journal.

Supported JKS Boyles in product presentation. Sent 2 candidates to Mintec 89, both of whom were highly impressed with Cdn capabilities. Met with rep of Small Miners Assoc to identify opportunities. Sent out 15 project alerts.

QUARTER: 3 Mail out Cdn Mining Eqpt & Services brochure. Support cos in selling mining eqpt. Assist cos pursuing mining JV projects. Monitor devts of mines scheduled for privatization. Attend annual mining conference.

Maricalum tender postponed & reset. Sold 12 new and 6 remanufactured slushers worth CDN \$ 151 K. Assisted in arrangement of visit to Cda of local mining engineer. Called on new Director of Bu of Mines & Geosciences.

QUARTER: 4 Supported Minariel in their bid to purchase Maricalum mine. Maintained liaison with Monenco re future commercial opportunities for Semirara expansion. Organized mining equipment and mining services mission Mar 90.

Minariel still in the running for Maricalum. Equipment suppliers on mining mission uncovered substantial new business. Reception for mission attracted heads of every major mining co in the Philippines.