

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

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 TECHNOLOGY AND IDENTIFICATION OF FUTURE REQUIREMENTS

CONDUCT A MARKET ANALYSIS TO BETTER IDENTIFY OPPORTUNITIES.

BETTER CANADIAN AWARENESS OF PROJECT OPPORTUNITIES AND OPPORTUNITIES FOR SALES OF PRODUCTS.

MARKET REPORT OF PETROCHEMICAL INDUSTRY.

IDENTIFY CHINA'S EXISTING PETROCHEMICAL INDUSTRY AND IDENTIFY IMPORT REQUIREMENT FOR PRODUCT AND PLANT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Market analysis to identify project opportunities.

In context of trade seminars in Qingdao & Chengdu identified 3 petrochemical and several chemical projects post is now pursuing.