

REPT4D  
90/04/05

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 :505-JAKARTA

010-MINE,METAL,MINERAL PROD & SRV  
INDONESIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

PREPARE REPORT ON GOLD AND COAL SECTORS  
IMPROVED AWARENESS OF MARKET BY CANADIAN FIRMS

MAILING OF PRODUCT LITERATURE TO GOLD COMPANIES  
POSSIBLE DIRECT SALES BY CANADIAN COMPANIES

PROM.THE ATTEND.OF POT.BUYERS/AGENTS TO 1989 PROSP & DEV ASS SE  
EXPOSE KEY CONTACTS TO A WIDE SELECTION OF CANADIAN EXPERTI-

GET IN TOUCH WITH THE INDON.WHO STUDIED IN CDA & THAT ARE  
ESTABLISH A NETWORK OF CONTACTS WITHIN THE MINING SECTOR

FOLLOW-UP REGULARLY WITH CDN CONS.ACTIVE IN THE SECTOR  
DETERMINE THE DIRECTIONS OF CHANGE WITHIN THE SECTOR NAMEDLY

VISIT A NUMB.OF PRIV CO WHICH HAVE ANNOUNCED THEIR INT TO GO  
OBTAIN THEIR PROCUREMENT LISTS AND PROCEDURES AND PROMOTE

REGARDING GOVERNMENT POLICIES

CANADIAN EXPERTISE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Visit a number of private companies which have  
announced their intention to go ahead with large  
capital investments.

Indonesian participation to the 1989 Coal Ass.  
of Canada Annual Conference.  
Had contacts with Inco,Beran Coal,Kaltin Prima  
Coal.

QUARTER: 2 -VISITED A NUMBER OF PRIVATE COS WHICH PLAN TO  
PROCEED WITH NEW CAPITAL INVESTMENTS

-IDENTIFIED A NUMBER OF PROJECTS WHICH ARE  
COMING OUT OF EXPLORATION STAGE & PROCEEDING  
WITH ACTUAL PRODUCTION. LOCAL CO ATTENDED  
MINTEK

QUARTER: 3 Secured new orders for \$250,000 mining equipment  
Continued to prepare for Asean Mining Congress  
Pursued new projects for mining consulting

Ingold has new project in Irian Jaya.  
Inco modernization being completed.

QUARTER: 4 -----