

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 510-BEIJING

010-MINE, METAL, MINERAL PROD & SRV
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MKT RESEARCH BY POST & LIAISON WITH EMR TO DETERMINE NATURE AND
EXTENT OF DOMESTIC PRODUCTION, COMPETITION AND SALES PATTERNS.
ESTABLISH COMMUNICATIONS WITH COS INVOLVED IN MINERAL SALES.

IMPROVE AWARENESS CANADA SIDE. IMPROVE AWARE-
NESS CHINESE SIDE. DEVELOP MARKETING STRATEGY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 NEGOTIATION OF WORKING GROUP FOR NON-FERROUS
METALS.

AGREEMENT IN PRINCIPLE TO FORM WORKING GROUP.

QUARTER: 3 -----

QUARTER: 4 MARKET RESEARCH BY POST AND LIAISON WITH EMR TO
DETERMINE PRODUCTION, COMPETITION, ETC.

NON-FERROUS METALS MARKET STUDY UNDERTAKEN.