

REPT4D
90/01/23

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

62

POST :639-LIMA

004-DEFENCE PROGRAMS, PRODUCTS, SERV
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SECURITY PRODUCTS

PROMOTION IN CANADA OF FOLLOWING PROJECTS:

AERO-NAVAL BASE SECURITY PROTECTION,
SALES OF CDN \$ 20' OVER 4 YEARS

BOMB DEACTIVATING EQUIPMENT FOR ARMY AND POLICE

SECURITY SYSTEMS FOR OTHER GOVERNMENT AND PRIVATE FIRMS

LOCAL CAMP.PROM.SECU.SERV.EQUIP.TO PROV.SECT.,NOTAB.MINING
ENHANCE SALES POSSIBILITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promote sale of security equipment to private
sector, notably mining companies

-Tintaya mine security project was signed
-Corpac's security project still pending final
approval of new Board of Directors.

QUARTER: 2 Continue promoting security eqpt. Follow-up
contracts to be signed with Peruvian Government

Tintaya security contract signed. Downpayment
received. Additional payment of 6 million dollar
contract anticipated soon.

QUARTER: 3 -----

QUARTER: 4 -----

-Brief report being finalized - initial contact
to Minister of potential participants - initial
planning meeting with British Star Resources for
Tintaya mine - possible story line/illustrations
in 2 photo material for article by British Star

-Review of 1987 production mining and plans
-7 Seminar attendees at Winter 89 - Tintaya
mine/Star (2) to Dds - Contrata/Tintaya mine/Star
to Dds. - Update/distribute Peru mining report
-2 Seminar attendees at Winter