

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 :437-LONDON

010-MINE,METAL,MINERAL PROD & SRV
UNITED KINGDOM

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

MEET SEMI-ANNUALLY WITH UK ASBESTOS ASSNS(USERS AND IMPORTERS) ON BEHALF OF CDN EXPORT SECTOR.

POST WILL STAY ON TOP OF THE UK LEGISLATION ENVIRONMENT AND BE ABLE TO REPORT BREADTH OF INTELLIGENCE TO CDN EXPORT INTERESTS.

QUARTERLY CONTACT WITH MAJOR AND WELL ESTABLISHED UK BUYERS OF CDAS MINERAL PRODUCTS EG. BRITISH STEEL AND REPORT MKT PRICE AND SUPPLY TRENDS TO CLIENTS IN CDA.

CDN GOV'T AND EXPORT COMMUNITIES WILL BE KEPT ABREAST OF DEVELOPMENTS AFFECTING OUR SALES PROSPECTS ON LONDON METAL MARKET.

UP-DATE EXISTING AND PREPARE ADDITIONAL MARKET PROFILES.

STRATEGIC ANALYSIS OF SECTOR AND IDENTIFICATION OF TRADE POLICY/PROMOTION NEEDS AND OPPORTUNITIES.

METALS, PRIMARY & FABRICATED

WORKING IN CONCERT WITH OTHER LIKE MINDED COUNTRIES (US & AUSTRALIA) ENCOURAGE FORMATION OF VARIOUS METAL STUDY GROUPS (AKIN TO LEAD AND ZINC STUDY GROUP).

EVENTUAL ESTABLISHMENT OF NICKEL AND COPPER STUDY GROUPS.

QUARTERLY CONTACT WITH MAJOR PLAYERS ON LONDON METALS SCENE (ALUMINUM,COPPER,NICKEL,LEAD AND ZINC,IRON AND STEEL).

GARNER INTELLIGENCE ON MARKET DEVELOPMENTS OF INTEREST AND SIGNIFICANCE TO CDN METALS EXPORT COMMUNITY.

UP-DATE EXISTING AND PREPARE ADDITIONAL MARKET PROFILES OF THE SUB-SECTOR.

STRATEGIC ANALYSIS OF SECTOR & IDENTIFICATION OF POSSIBLE TRADE POLICY/PROMOTION NEEDS AND OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -MEET WITH ASBESTOS USERS/IMPORTERS; UPDATE MARKET SECTOR PROFILES; MAINTAIN CONTACT WITH UK MINERAL/METALS SECTOR.

-REPORTS CIRCULATED ON INFORMATIVE MEETINGS WITH UK ORGANIZATIONS DEALING WITH ASBESTOS COAL COPPER/ZINC/LEAD MINE DEVELOPMENTS;REVIEW MADE OF 1987 UK MINERALS/METALS IMPORTS FROM CANADA.

QUARTER: 2 Contacts with asbestos associations, buyers of mineral products and non-ferrous metals

Met with main asbestos importer and UK associations re EPA proposals. Reported on British Coal and British Steel companies

QUARTER: 3 -monitor and report on minerals/metals activities and update market profiles.

-progress reported on Anglesey Mining venture in N. Wales and graphite sector profile updated -arranged presentation in High Commission on Cdn Exploration Incentive Program to mining analysts