

REPORT 4
88/02/02

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

page 80

POST : 633-SANTIAGO

010-MINE, METAL, MINERAL PROD & SRV
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

MONITOR VERY CLOSELY CHILEAN EFFORTS IN PHOSPHATE MINING AS ANY PROJECT IN THAT SECTOR WILL NEGATIVELY AFFECT OUR EXPORTS.

ASBESTOS REPORT.

EQUIPMENT AND MACHINERY

ONGOING ACTIVITY IS TO ESTABLISH NEW AGENCIES FOR CANADIAN MANUFACTURERS

WE FOLLOW CLOSELY ANY NEW PROJECTS DEVELOPED BY CODELCO IN ORDER TO ADVISE CANADIAN FIRMS OF POTENTIAL. DEVELOP/MAINTAIN CONTACTS WITH CODELCO EXECUTIVES.

DEVELOP/MAINTAIN CONTACTS WITH EXECUTIVES RESPONSIBLE FOR LA ESCONDIDA COPPER MINE PROJECTS

THERE ARE THREE SULPHUR MINE PROJECTS BEING DEVELOPED BY CANADIAN MINING INVESTORS. WE WILL SUPPORT THEIR EFFORTS BUT WILL ALSO ENSURE THEY ARE BONA FIDE.

MINING REPORT

PROTECTION OF CANADIAN PHOSPHATE EXPORTS

MAINTAIN SALES.

AT LEAST 2 AGENCIES ESTABLISHED PER QUARTER

OBTAIN CONTRACTS WITH CODELCO FOR CANADIAN COMPANIES

HAVE CDN COMPANIES INVOLVED IN PROJECT CONV-
INCE EDC OF OFFERING CREDIT OF 200/300 M
FOR PROJECT

SELL CANADIAN MINING EQUIPMENT.

INCREASE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 PREPARATION OF OUTGOING MISSION TO NORTH BAY, COBRE 87(MINING SYMPOSIUM AND SHOW), APCOMIN 88 A MINING COMPUTERIZATION SEMINAR AND SHOW. SUPPORT OF 3 CDN COMPANIES BIDDING ON CODELCO PROJECTS.

PREPARATIONS WELL UNDER WAY. 12 PARTICIPANTS CHOSEN FOR OUTGOING MISSION & TWO OTHER ACTIVITIES ARE AT CO'S SELECTION STAGE. BIDDING STILL IN NEGOTIATIONS.

QUARTER: 2 A)FINAL PREPARATION AND PARTICIPATION AT MINTEC;
B)PREPARATION OF COBRE '87, INCLUDING SELECTION OF CANADIAN EXHIBITORS.

A)MINTEC WAS A GREAT SUCCESS. 12 CHILEAN EXECUTIVES, INCLUDING 4 CODELCO VPS WENT TO CDA. TOO EARLY FOR DOLLAR RESULTS BUT POTENTIAL INCREASE
B)SO FAR 15 COS WILL PARTICIPATE, WE HOPE TO CONVINCE 5 MORE.

QUARTER: 3 -----

QUARTER: 4 -----