

REPORT 4
88/10/21

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 : 637-SAO PAULO

010-MINE, METAL, MINERAL PROD & SRV
BRAZIL

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON PARTICIPATION IN MINTEC '87

IDENTIFY SPECIFIC OPPORTUNITIES UNCOVERED DURING VISIT

MONITORS DEVELOPMENTS IN BRAZILIAN INDUSTRIAL CHEMICALS IMPORTS PATTERNS AND REPORT ACCORDINGLY.

PROTECT AND/OR EXPAND CANADA'S SHARE OF BRAZILIAN MARKET

IDENTIFY UPCOMING PROJECTS, ESPECIALLY IN GOLD, LIKELY TO COME ON STREAM AND INFORM CANADIAN SERVICE/EQUIPMENT SUPPLIER.

CANADIAN BIDS ON TWO OR THREE PROJECTS.

DEVELOP FURTHER CONTACTS WITH MAJOR BRAZILIAN MINING COMPANIES, E. G. CVRD, BILLITON, PARANAPANEMA, CPRM, CBMM, CAEMI, ETC.

GIVE THEM EXPOSURE TO CANADIAN CAPABILITIES AND IDENTIFY MARKET NICHES.

ON ONGOING BASIS, MONITOR ANY MARKET ACCESS ISSUES WHICH COULD IMPACT ON OUR SALES IN BRAZIL

PROTECT OUR MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----