

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 :510-BEIJING

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

IDENTIFICATION OF EXPANSION AND MODERNIZATION REQUIREMENTS IN
THE FERROUS SECTOR.

BETTER INFORMATION BASE TO BE USED FOR MORE
FOCUSESED MARKETING APPROACH.

MARKET SURVEY IN NON-FERROUS

BETTER INFORMATION BASE OF PROJECT OPPORTUN-
ITIES AND MORE FOCUSED MARKET APPROACH.

MOU OR WORKING GROUP ON NON-FERROUS SECTOR

INTERCHANGE OF INFORMATION WILL GIVE US BET-
TER INFORMATION BASIS FROM WHICH TO ESTABLISH
A MARKETING STRATEGY.

MOU OR WOTKING GROUP IN FERROUS SECTOR.

DITTO.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 SIGNING OF MEMORANDUM OF UNDERSTANDING ON
NON-FERROUS AND FERROUS METALS WORKING GROUP.

MOU SIGNED IN CHINA IN JUNE BY PRESIDENT OF
TREASURY BOARD; MISSION TO CANADA BY CHINESE
MINISTRY OF METALLURGICAL INDUSTRY.

QUARTER: 2 -----

QUARTER: 3 -Geology fair and technical seminar. - Planning
of cities project & 1st visit to Chengdu.
-Incoming Mission. Mayor of Quebec.
-3 economic reports.

-sales by 3 participants in Geology 88.
-Signing of \$1.5 million contract by Stelco for
coil box technology.
-Contract signed for market survey of Chengdu.
-Field survey on Non ferrous metals completed

QUARTER: 4 -----