

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

POST 343-CARACAS

O10-MINE, METAL, MINERAL PROD & SRV
VENEZUELA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

PRESENTATION TO THE VENEZUELAN ASSOCIATION OF MINING AND METAL-
LURGICAL COMPANIES ON CANADIAN CAPABILITIES IN PRODUCTS AND
SERVICES.

TO CONDUCT A MARKET SURVEY ON VENEZUELA COAL/GOLD INDUSTRY AND
ESTABLISH A MARKET STRATEGY OF CANADIAN COMPANIES.

TO CONDUCT AN ASBESTOS MARKET SURVEY.

ANTICIPATED RESULTS:

INCREASED AWARENESS OF CANADIAN CAPABILITIES
AND TRANSFER OF TECHNOLOGY AND JOINT VENTURES
OPPORTUNITIES.

INCREASED CANADIAN PARTICIPATION IN THESE
SECTORS.

REPORT TO THE CANADIAN ASBESTOS INDUSTRY ON
MARKET SITUATION.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 TO CONDUCT A MARKET SURVEY ON ASBESTOS.

QUARTER: 3 MARKET REPORTS ON BOTH GOLD & COAL MINING ACTI-
VITIES IN VENEZUELA.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

THE SURVEY HAS BEEN COMPLETED AND THIS MARKET
SITUATION REPORT ON VENEZUELA SHOULD AID THE
CANADIAN INDUSTRY IN ITS FUTURE PLANNING OF
STRATEGY FOR THIS MARKET.

BOTH REPORTS HAVE BEEN COMPLETED. THE REPORT ON
GOLD MINING WILL ENABLE BOTH THE POST & CDN COS.
TO BETTER DETERMINE MARKET OPPORTUNITIES. THE
MARKET INTELLIGENCE GLEANED FROM THE COAL REPORT
WILL AID CDN FIRMS IN THEIR MKTG STRATEGIES.