

REPORT 4
87/09/25

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 : 57

POST : 510-PEKING

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MKT RESEARCH BY POST & LIAISON WITH EMR TO DETERMINE NATURE AND
EXTENT OF DOMESTIC PRODUCTION, COMPETITION AND SALES PATTERNS.
ESTABLISH COMMUNICATIONS WITH COS INVOLVED IN MINERAL SALES.

IMPROVE AWARENESS CANADA SIDE. IMPROVE AWARE-
NESS CHINESE SIDE. DEVELOP MARKETING STRATEGY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----