

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
 AT MISSIONS ABROAD FOR FISCAL YEAR 89  
 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

REPT4D  
 90/01/23

POST :633-SANTIAGO

010-MINE,METAL,MINERAL PROD & SRV  
 CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

METALS, PRIMARY & FABRICATED

CONTINUE OUR SUPPORT TO CANADIAN ASBESTOS INSTITUTE  
 PROTECT EXPORT OF ASBESTOS TO CHILE

MONITOR IMPORT OF SULFUR FROM BOLIVIA (INCREASING)  
 CANADIAN EXPORTERS TO KEEP THEIR SHARE OF MARKET

INVESTIGATE MARKET FOR CDN METAL PROD.(I.E. BARS,CHAINS,TUBE SALES.  
 FIND DISTRIBUTORS FOR CANADIAN COMPANIES AND INITIATE FIRST

EQUIPMENT AND MACHINERY

CONTINUE TO PROMOTE CANADIAN EQUIPMENT TO ESCONDIDA  
 INCREASE CANADIAN EXPORTS ABOVE THE EDC 25 M.

MEET & CONV.CDN MINES INV.IN CHILE TO BUY CDN  
 CONVINCING LAC MINERAL AND ECHO BAY MGT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Promote Cdn investment in gold mines.  
 - Establish list of gold mine projects, meet  
 promoters and prepare participation in MINTEC 89

QUARTER: 2 Mintec'89 - Mission of 15 Chilean exec visiting  
 Cda for Mintec'89. Seminar & visit of different  
 gold mines,as well as meeting w/EMR,Ottawa  
 EDC fin Sem in Cda. CODELCO invited to discuss  
 mkt & business practices in Chile.

QUARTER: 3 -----

QUARTER: 4 -----

There are at least 5 Cdn companies who announced  
 new projects. Total value of investment over the  
 next 3 years is over \$400 M. Hopefully some of  
 it will buy Cdn equipment and services.

Reports fm Cda agreed that Chilean del was most  
 prof group that attended. Preliminary results  
 show the possibility of \$500,000 sales of mining  
 equip.,5 new connections for local representa-  
 tion,& opening of a new \$5 mil line of credit