

REPORT 4
89/10/10

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 :639-LIMA

010-MINE,METAL,MINERAL PROD & SRV
PERU

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

EQUIPMENT AND MACHINERY

CIDA LINE OF CREDIT

DEVELOP A LIST OF CANADIAN MINING PRODUCTS WHICH COULD HAVE MARKET IN PERU BUT NOT CURRENTLY BEING EXPORTED HERE.

SECTORAL REPORTS SUCH AS ON: COPPER, TIN, GOLD AND SILVER

PRELIMINARY STUDIES ALMOST COMPLETED. LINE OF \$14 M SHOULD BE APPROVED.

INCREASE THE VARIETY OF MINING PRODUCTS SALES

INFORM CANADIAN GOVERNMENT AND INDUSTRY OF PERU MINING SITUATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 A)ASSISTED CDN COS INTERESTED IN PARTICIPATING IN HIERRO PERU TENDER FOR MINING TRUCKS. B)ORGANIZED ASBESTOS SEMINAR. C)ASSISTED SNC IN NEGOTIATIONS WITH CENTROMIN FOR OXYGEN PLANT PROJECT IN LA OROYA.

A)INFORMED THE CCC RE THIS TENDER
B)SEMINAR HELPED TO BETTER UNDERSTAND HARMLESS USE OF ASBESTOS.
C)STUDY WAS PRESENTED BY SNC TO CENTROMIN.

QUARTER: 2 Organization of Mining Seminar to be held in Lima from Nov. 27 - 30, 1988.
Coordinated participation of Cdn speakers in Peruvian Mining Convention (Tacna, Peru, Oct.88)

50% of organization already completed.
Provide Cdn technology transfer to Peruvian miners.

QUARTER: 3 a) Mining Seminar held in Lima Nov 30 - Dec 1
b) Participated,with Cdn speaker, in Pvn Mining Convention (Tacna).

Both events highly successful in terms of disseminating information and promoting Cdn presence in mkt. Expect contracts to be signed with Bolivian cos shortly.

QUARTER: 4 Liaison/CIDA L.O.C.
Develop promotional campaign on Cdn Mining Equipment, Services and Expertise.

Follow up mailing to mining seminar/trade show attendees to distribute new catalogue and publicize Cdn participation in Bergbau.
Ambassador invited to be patron of first M.A. grads in mining engineering.