

RPTB2

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

90/91 EXPORT PROMOTION PRIORITIES

Mission: BELGRADE

Country: YUGOSLAVIA

The Mission selected the following sectors as priority areas for export promotion activities for the coming fiscal year for the stated reason:

1. OIL & GAS EQUIPMENT, SERVICES

Canadian firms have already been successful in World Bank financed expansion projects in this sector. Over past few years, a series of missions, fairs in Canada, seminars, private company visits, and Embassy visits to customers have greatly increased knowledge of Canadian capabilities in oil/gas sector. Substantial opportunities for sales.

2. MINE, METAL, MINERAL PROD & SRV

Yugoslavia continues to be a significant importer of raw minerals such as coking coal, iron ore, sulphur and asbestos. Our priority within this sector is, however, equipment and turn key plants/plant modernizations such as copper smelter, metallurgy revamping, mining equipment, etc. Canadian companies made significant sales in 1989.

3. TRANSPORT SYS, EQUIP, COMP, SERV.

World Bank financed railroad projects offer significant opportunities for computerized control systems, freight handling, etc. Belgrade subway project has been revived. Railroad authority has requirements for locomotive spare parts for Canadian locomotives. On-going attempts to push Yugo govt. to purchase 4 CL-215 waterbombing aircraft.

4. AGRI & FOOD PRODUCTS & SERVICE

Opportunities exist for sales of oilseeds, poultry and meat products and other grocery items to meet new consumer demand. Breeding cattle and other genetic material required to upgrade local production show good potential as a result of visits to the Royal Winter Fair and other Canadian facilities by Yugoslav officials.

5. CONSTRUCTION INDUSTRY

Yugoslavia is achieving significant success in third country turnkey projects. With access to EDC financing and well-known expertise, Canadian companies could be ideal subcontractors for many of these projects in collaboration with major Yugoslav firms ie. Rade Koncar, Ingra and Jugoturbina

The most important current Canadian export sectors to this market are (based on actual export sales):

1. MINE, METAL, MINERAL PROD & SRV
2. OIL & GAS EQUIPMENT, SERVICES
3. POWER & ENERGY EQUIP. & SERV.

4. FOREST PRODUCTS, EQUIP, SERVICES
5. TRANSPORT SYS, EQUIP, COMP, SERV.
6. INDUSTRIAL MACHIN, PLANTS, SERV.