

REPT4D
90/06/26

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

25

POST :474-BELGRADE

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:EQUIPMENT AND MACHINERY

IBRD LOAN FOR THE BOSNIA & HERCEGOVINA FORESTRY PROJECT
INCREASED AWARENESS OF A RANGE OF CDN FORESTRY CAPABILITY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO SEEK OPPORTUNITIES FOR EXPORTS OF
PULP AND WOOD PRODUCTS AS WELL FOR MAJOR
CAPITAL PROJECTS IN THIS SECTOR.

CONVINCED H.A. SIMONS TO PURSUE CONSTRUCTION OF
APPROX.\$300 MILLION PULP MILL IN SILISTRA BULG.
WITH AMB, INTRODUCED SIMONS TO PULP/PAPER CORP.
RETURNED WITH SENATE SPEAKER IN JUNE. SIMONS
WILL PRESENT FULL PROPOSAL TO CLIENT EARLY AUG.

QUARTER: 2 Continued active support to Canadian bidders on
\$300 million bleached kraft pulp mill project
at Silistra, Bulgaria.

Met with Bulgarian client to determine time-
frame for decision-making; by end of year.
Delivered detailed proposal of H.A. Simons to
client.
Encouraged client to visit Cdn companies(pending

QUARTER: 3 Continued active support to Canadian bidders on
\$400 million bleached kraft pulp mill project
at Silistra, Bulgaria

Accompanied H.A. Simons delegation to Sofia for
technical and financial presentations.Bulgarians
seem well disposed to Simons' proposal, and a
decision is expected in next quarter.

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