

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 : 13

POST : 474-BELGRADE

008-TRANSPORT SYS, EQUIP, COMP, SERV.  
YUGOSLAVIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ACTIVE SUPPORT FOR CANADIAR'S ACTIVITIES TO SELL CL-215S TO FDSP.

ACTIVE SUPPORT OF DE HAVILLAND'S EFFORTS TO WIN THE CONTRACT FOR  
JAT'S SECOND TIER AIRCRAFT WITH THE DASH 8-300.

ANTICIPATED RESULTS:

SALES OF 2 AIRCRAFT IN 1987  
SALES OF 2 AIRCRAFT IN 1989

SELECTION OF THE DASH 8-300 AIRCRAFT AND SALE  
OF 4 DASH 8-300 OVER NEXT 3 YEARS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ACTIVE SUPPORT FOR CANADAIK'S ACTIVITIES TO SELL  
CL-215 TO FDSP, (FEDERAL DIRECTORATE FOR SUPPLY  
AND PROCUREMENT).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

HELD SEV. MEETINGS WITH FDSP TO DISCUSS FOLLOW-  
UP TO THE VISIT TO YUGO. IN MARCH OF THE SENIOR  
MNGMT OF BOMBARDIER/CANADAIK TO PROMOTE FUTURE  
SALES OF CL-215. A RETURN FDSP MISSION TO CDA  
IS NOW PLANNED FOR SEPTEMBER.