

REPT4D
90/01/23

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

POST :474-BELGRADE

015-CONSTRUCTION INDUSTRY
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 INITIATED CONTACTS WITH SEVERAL MAJOR YUGOSLAV
TURNKEY PROJECT FIRMS TO SEEK COLLABORATION
WITH CANADIAN SUPPLIERS AND CONSULTING ENGINEE-
RILNG FIRMS.YUGOSLAV FIRMS HAVE WON MANY
FOREIGN CONTRACTS IN EAST EUROPE/MIDDLE EAST.

INGRA HAS ALREADY GIVEN SUBCONTRACT TO MARINE
INDUSTRIES LTD.FOR BEKHME HYDRO PROJECT IN IRAQ.
HAVE HIGHLIGHTED ACCESS TO EDC LINES OF CREDIT
BY CDN FIRMS WHICH SHOULD, IN TIME, GENERATE
MORE OPPORTUNITIES FOR CDN SUPPLIERS.

QUARTER: 2 Continued contacts with major Yugoslav turnkey
project firms to seek their collaboration with
Canadian suppliers and consulting engineers.

Initiated and designed a full-page supplement in
Yugoslavia's most influential business newspaper
Privredni Pregled, which outlined EDC financing
available in third countries, equipment trade
shows in Cda,and suggested forms of cooperation.

QUARTER: 3 -----

QUARTER: 4 -----