

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 :474-BELGRADE

016-INDUSTRIAL MACHIN,PLANTS,SERV.  
BULGARIA

PLANNING:                   ACTIVITIES PROPOSED IN POST PLAN:                   ANTICIPATED RESULTS:

ENCOURAGE THE FORMATION OF A CANADIAN CONSORTIUM FOR A COMPREHENSIVE APPROACH TO STELL MILL MERDERNIZATION. (OF KEY DECISION MAKERS.

A GLOBAL OFFER COVERING TOTALITY OF PROJECT. (ALTHOUGH CONTRACT AWARD INDETERMINATELY STALLED DUE TOLACK OF FINANCING AND CHANGES.

TRACKING:                   ACTIVITIES UNDERTAKEN IN QUARTER:                   QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUOUS SUPPORTS TO FOUR MAJOR CANADIAN PROJECTS IN THE FIELDS OF: FOOD PROCESSING,PULP AND PAPER,RECYCLING OF RESOURCES AND FOAM EGG TRAY MANUFACTURING EQUIPMENT.

NUMEROUS CONTACTS INCLUDING PERSONAL VISITS TO BULGARIAN CLIENTS TO PROMOTE AND ADVANCE THESE PROJECTS.

QUARTER: 2 -----

QUARTER: 3 Support to 4 major Canadian projects in fields of food processing,pulp & paper, recycling technology,energy management.

Participation in Plovdiv Fair allowed personal follow-up and update on each project. - Trip to Bulgaria to deliver proposals for two projects: recycling, pulp & paper.

QUARTER: 4 Support to major Canadian projects in fields of food processing, pulp and paper, recycling technology.

Repeated visits to Bulgarian clients; recycling technology sale impending; Simons senior reps to Bulgaria for preliminary project analyses for \$300 million pulp mill; KSI signs \$30 million deal (with CCC) for meat processing plant.