

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

POST : 474-BELGRADE

009-FOREST PRODUCTS, EQUIP, SERVICES
YUGOSLAVIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

FOLLOW UP WITH MAJOR YUGOSLAV IMPORTERS/USERS ON REQUIREMENTS. CONTACT CDN EXPORTERS TO ENCOURAGE & ASSIST IN SERIOUS CONSIDERATION OF THIS MARKET.

FORSTRY MISSION/SEMINAR TO COINCIDE WITH THE ANNUAL OCTOBER FORESTRY FAIR IN SARAJEVO.

SERIES OF VISITS TO THE MAJOR YUGOSLAV AUTHORITIES & COMPANIES THROUGHOUT YUGOSLAVIA, RESPONSIBLE FOR FORESTRY MANAGEMENT/EXPLOITATION TO INCREASE AWARENESS OF CANADIAN EQUIPMENT AND SERVICE CAPABILITIES.

DIRECT SYSTEMATIC CONTACT WITH THE MAJOR PULP & PAPER MILLS PARTICULARLY IN SLOVENIA TO ASCERTAIN PLANS. THIS WILL BE FOLLOWED BY SYSTEMATIC NOTIFICATION OF POTENTIAL CANADIAN SUPPLIERS.

ANTICIPATED RESULTS:

FACILITATE CONTACTS BETWEEN CDN EXPORTERS & YUGOSLAV IMPORTERS TO INCREASE CDN MKT SHARE AND NUMBER CDN CO'S ACTIVE IN THE MARKET.

INCREASED AWARENESS OF AND SALES OF A BROADER RANGE OF CANADIAN FORESTRY EQUIPMENT.

CONCRETE SALES OF CANADIAN GOODS AND SERVICES

IDENTIFICATION OF MODERNIZATION PLANS TIMING AND FINANCING REQUIREMENTS. TIMELY INTRODUCTION OF CDN COMPANIES & CAPABILITIES AT THE EARLIEST PLANNING STAGES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 FORESTRY ACCOUNTS FOR 4.7% OF YUGOSLAVIA'S GNP & 9% OF THE VOLUME OF ITS EXPORTS. THERE IS ONGOING REQUIREMENT FOR FORESTRY EQUIP & RAW MAT. THE CONDUCT OF A MAJOR MKT SURVEY WAS REQUIRED TO DETERMINE THE SCOPE & POSSIBILITIES FOR CDN EQPT

QUARTERLY RESULTS REPORTED:

A MAJOR MARKET SURVEY OF THE INDUSTRY WAS CONDUCTED AND NUMEROUS OPPORTUNITIES WERE IDENTIFIED.