

REPORT 4
87/10/27

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 : 12

POST : 474-BELGRADE

016-INDUSTRIAL MACHIN, PLANTS, SERV.
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT & MACHINERY

KEEPING CLOSE CONTACTS WITH BULGARIAN AUTHORITIES ON BULGARIAN MINISTERIAL VISIT DELAYED TO SPRING 87.

ENCOURAGE THE FORMATION OF A CDN CONSORTIUM FOR A FULLY COMPREHENSIVE APPROACH.

FULL SUPPORT OF CANADIAN COMPANY ACTIVITIES IN THIS UNFAMILIAR AND FLUID MARKET PLACE.

BULGARIAN MINISTERIAL VISIT TO CANADA IN SPRING 87.

VISIT OF BULGARIAN MINISTER OF METALLURGY TO CANADA.

A GLOBAL OFFER COVERING TOTALITY OF PROJECT.

VISITS TO MARKETPLACE OF SEVERAL CANADIAN FIRMS IN ACTIVE PURSUIT OF PROJECT.

GREATER FAMILIARIZATION WITH RANGE OF CDN CAPABILITY WITH A VIEW TO INCREASED RANGE AND SALE OF CANADIAN GOODS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISIT TO CANADA OF BULGARIAN MIN. OF METALLURGY TO FAMILIARIZE HIMSELF WITH CDN CAPABILITIES IN THAT SECTOR. CONTINUED SUPPORT TO STELCO/ACRES WITH RESPECT TO BID FOR STEEL MILL RECONSTRUCTION PROJECT.

VISIT COULD NOT BE ORGANIZED. BULGARIAN GOVT. REFORM AND RESTRUCTURING HAS RESULTED IN MODIFICATIONS TO MANDATE OF MIN. AS WELL AS SHUFFLING OF MIN. TO OTHER FUNCTIONS. PROJECT HAS BEEN PUT ON HOLD.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----