

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

010-MINE, METAL, MINERAL PROD & SRV
YUGOBLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MINERALS AND MINERAL PRODUCTS

FORMAL VISIT TO RMK ZENICA AT ITS MINE AND STEEL PLANT IN ZENICA,
BOSNIA-HERCEGOVINA.

SUPPORT OF CURRENT CO. EFFORTS. HEIGHTENED AWA-
RENESS OF CDN CAPABILITY AS A SUPPLIER OF RE-
SOURCES/MINING EQUIP. /RESOURCE PROCESS. EQUIPT.

VISIT TO THE 3 MAJOR INTEGRATED STEEL COMPANIES IN YUGOSLAVIA TO
PROMOTE BOTH SOURCING CDN MINERALS, AND CDN MINING, AND STEEL
PRODUCTION EQUIPMENT.

INCREASED PURCHASES OF CDN COAL & IRON ORE,
AND PURCHASE OF CDN MINING & MINERALS PROCES-
SING EQUIPMENT.

THROUGH DIRECT CONTACT WITH CANADIAN COMPANIES ENCOURAGE INCOMING
VISITS TO THE MARKET PLACE.

RE-INFORCE CURRENT EXPORT OF BOTH MINERALS &
MINING EQUIPMENT AND EXPAND RANGE OF GOODS
BEING MARKETED.

ENCOURAGE A VISIT BY THE CANADIAN MINISTER OF ENERGY ACCOMPANIED
BY A BUSINESS MISSION.

MAINTAIN AND POSSIBLY EXPAND MARKET
POSITION.

CONTINUOUS MONITORING OF LOCAL SITUATION. GIVEN CURRENT COMMODITY
PRICES & SHORTAGE OF FOREIGN CURRENCY THE OUTLOOK IN THE SHORT
TERM FOR INCREASED SALES IS NOT OPTIMISTIC.

MAINTAIN MARKET SHARE.

CONTINUED SUPPORT AND NOTIFICATION OF CANADIAN SUPPLIERS -
CURRENT AND POTENTIAL.

MAINTAIN MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----