

REPORT 4
88/02/02

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

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POST : 474-BELGRADE

010-MINE, METAL, MINERAL PROD & SRV
YUGOSLAVIA

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.

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

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

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

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.

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

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

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

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

MAINTAIN AND POSSIBLY EXPAND MARKET
POSITION.

MAINTAIN MARKET SHARE.

MAINTAIN MARKET SHARE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----