

POST :474-BELGRADE

009-FOREST PRODUCTS,EQUIP,SERVICES
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

FOLLOW UP WITH MAJOR YUGOSLAV IMPORTERS/USERS ON REQUIREMENTS.
CONTACT CANADIAN EXPORTERS TO ENCOURAGE AND ASSIST IN SERIOUS CO-
NSIDERATION OF THIS MARKET.

FACILITATE DIRECT CONTACTS BETWEEN SEVERAL
CANADIAN EXPORTERS AND YUGOSLAV IMPORTERS TO
INCREASE CDN MARKET SHARE AND THE NUMBER OF
CDN COMPANIES ACTIVE IN THE MARKET.

EQUIPMENT AND MACHINERY

DUE TO THE UNCERTAIN WECONOMIC SITUATION IN THE COUNTRY, AN IBRD
LOAN FOR THE BOSNIA AND HERCEGOVIA FORESTRY PROJECT WAS CANCELLED
AND A PLANNED FORESTRY SEMINAR DID NOT TAKE PLACE. THE IBRD PROJ-
ECT IS BEING REVISED.

INCREASED AWARENESS OF A RANGE OF CANADAIAN
FORESTRY CAPABILITY.

SYSTEMATIC VISITS TO YUGOSLAV PULP AND PAPER COMPANIES AS WELL AS
MAJOR SAWMILLS TO IDENTIFY THEIR NEEDS AND PROMOTE CANADIAN CAPA-
BILITIES.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----