

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

REPORT 4
88/10/21

POST : 474-BELGRADE

008-TRANSPORT SYS, EQUIP, COMP, SERV.
YUGOSLAVIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

CONTINUOUS ACTIVE SUPPORT FOR CANADAIR'S ACTIVITIES TO SELL CL-215 TO FDSP.
ACTIVE SUPPORT OF DE HAVILLAND'S EFFORTS TO WIN THE SALES OF 5 DASH 8-300 TO JAT AND 2 DASH 8-300 TO ADRIA AIRWAYS.

ANTICIPATED RESULTS:

SALES OF 4 AND POSSIBLY 5 AIRCRAFT IN THE NEXT YEAR.
JAT AND ADRIA SHOULD MAKE DECISIONS IN THE NEXT 2-3 YEARS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 CONTINUED ACTIVE SUPPORT OF CANADAIR'S EFFORTS TO SELL 4 CL-215 AIRCRAFT TO THE FEDERAL DIRECTORATE FOR SUPPLY AND PROCUREMENT (FDSP).
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

A SENIOR DEL FM CANADAIR VISITED YUGOSL IN MAY & ACCOMPANIED BY THE AMB & THE COMM COUNS MET WITH THE YUGOSLAV MIN OF FOREIGN TRADE, THE DIR GEN OF FDSP, THE PRES OF GENEX, & THE DEP MIN OF AGRIC OF CROATIA, TO FURTHER THE PROJECT.