

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 AWARENESS OF CDN CAPABILITY AS A SUPPLIER OF RESOURCES/MINING EQUIP. /RESOURCE PROCESS. EQUIP.

INCREASED PURCHASES OF CDN COAL & IRON ORE, AND PURCHASE OF CDN MINING & MINERALS PROCESSING EQUIPMENT.

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

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 -----