

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

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

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ACTIVE SUPPORT FOR CANADIAIR'S ACTIVITIES TO SELL CL-215S TO FDSP.

ACTIVE SUPPORT OF DE HAVILLAND'S EFFORTS TO WIN THE CONTRACT FOR JAT'S SECOND TIER AIRCRAFT WITH THE DASH 8-300.

ANTICIPATED RESULTS:

SALES OF 2 AIRCRAFT IN 1987
SALES OF 2 AIRCRAFT IN 1989

SELECTION OF THE DASH 8-300 AIRCRAFT AND SALE OF 4 DASH 8-300 OVER NEXT 3 YEARS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ACTIVE REPORT FOR CANADIAIR'S ACTIVITIES TO SELL CL-215 TO FDSP, (FEDERAL DIRECTORATE FOR SUPPLY AND PROCUREMENT).

QUARTER: 2 ACTIVE SUPPORT FOR CANADIAIR'S ACTIVITIES TO SELL CL-215 TO FDSP (FEDERAL DIRECTORATE FOR SUPPLY & PROCUREMENT). REACTIVATION OF DE HAVILLAND'S EFFORTS TO SELL DASH-8-300 TO JAT.

QUARTER: 3 CONT'D ACTIVE SUPPORT OF CANADIAIR'S EFFORTS TO SELL 4 ADDITIONAL CL-215S TO FDSP (FEDERAL DIRECTORATE FOR SUPPLY & PROCUREMENT).

QUARTER: 4 CONTINUED ACTIVE SUPPORT OF CANADIAIR'S EFFORTS TO SELL 4 ADDITIONAL CL-215S TO FDSP (FEDERAL DIRECTORATE FOR SUPPLY AND PROCUREMENT).

QUARTERLY RESULTS REPORTED:

HELD SEVERAL MEETINGS WITH FDSP TO DISCUSS FOLLOW-UP TO THE VISIT TO YUGOSLAVIA IN MARCH OF THE SENIOR MANAGEMENT OF BOMBARDIER/CANADIAIR TO PROMOTE FUTURE SALES OF CL-215. A RETURN FDSP MISSION TO CDA IS NOW PLANNED FOR SEPTEMBER.

SEVERAL MEETINGS HELD WITH FDSP RESPECTING A CANADIAIR BARTER PROPOSAL FOR SALE OF A NUMBER OF CL-215. A FDSP MISSION VISITED CDA IN SEPT. TO PURSUE NEGOTIATIONS. A DE HAVILLAND/BOEING MISSION VISITED YUGOSLAVIA IN LATE SEPT.

NUMEROUS MEETINGS WERE HELD WITH FDSP AIMED AT SETTING THE STAGE FOR THE START OF MEANINGFUL NEGOTIATIONS BETWEEN CANADIAIR&FDSP. SR REPS FROM CANADIAIR VISITED FDSP IN EARLY DEC TO START THE NEGOTIATIONS.

A SENIOR DELEGATION FROM CANADIAIR HELD SEVERAL NEGOTIATING SESSIONS WITH THE FEDERAL DIRECTORATE FOR SUPPLY AND PROCUREMENT (FDSP). IT IS HOPED THAT A CONTRACT WILL BE SIGNED BEFORE SUMMER.