

REPORT 4B
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

POST : 474-BELGRADE

YUGOSLAVIA

QUARTER: 1

008-TRANSPORT SYS, EQUIP, COMP, SERV.
ACTIVE SUPPORT FOR CANADAIR'S ACTIVITIES TO SELL
CL-215 TO FDSP, (FEDERAL DIRECTORATE FOR SUPPLY
AND PROCUREMENT).

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

011-OIL & GAS EQUIPMENT, SERVICES
CONTINUOUS CONTACTS WITH THE THREE YUGOSLAV
CUSTOMERS FOR OIL AND GAS EQUIPMENT - INA,
NAFTA-GAS AND ENERGOINVEST. ORGANIZE INCOMING
MISSION FOR OIL AND GAS MISSION TO INTERCAN '87.

HELD SEVERAL MEETINGS WITH NAFTA-GAS TO ASSIST
THE CDN COS IN THEIR CONTRACT NEGOTIATIONS WITH
NAFTA-GAS. FOUR REPRESENTATIVES FROM INA AND
NAFTA-GAS HAVE ATTENDED INTERCAN '87.

007-POWER & ENERGY EQUIP. & SERV.
CONTINUED SUPPORT OF AECL'S ACTIVITIES IN THE
MARKET AS TENDER EVALUATION PROCESS CONTINUES.

SELECTION OF SHORT LIST OF BIDDERS EXPECTED BY
THE END OF DECEMBER. GESTATION PERIOD FOR A
NUCLEAR POWER PROJECT IS SEVERAL YEARS.

001-AGRI & FOOD PRODUCTS & SERVICE
RESEARCH AND PROMOTION OF AGRI-FOOD OPPORTUNI-
TIES IN YUGOSLAVIA (AN ON-GOING ACTIVITY).

VISIT OF DEP. MIN. OF AGRICULTURE AND SIGNING OF
AN AGREEMENT TO FURTHER DEVELOP COOPERATION IN
THE AGRI-FOOD SECTOR. VISIT TO CDA OF V-P OF
PKB, A MAJOR AGRO-COMBINAT. SEVERAL OPPORTUNI-
TIES UNCOVERED.