

REPORT 4  
89/02/06

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

POST :474-BELGRADE

009-FOREST PRODUCTS,EQUIP,SERVICES  
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

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

ANTICIPATED RESULTS:

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 PROJECT 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 CAPABILITIES.

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED: