

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

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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

SALES OF 4 AND POSSIBLY 5 AIRCRAFT IN THE NEXT YEAR.

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.

JAT AND ADRIA SHOULD MAKE DECISIONS IN THE NEXT 2-3 YEARS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

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

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.

QUARTER: 2 -----

QUARTER: 3 Continued active support of Canadair's efforts to sell 4 CL-215's to the Federal Directorate for Supply and Procurement (FDSP)

Assistance/support to Canadair on frequent visits to Yugoslavia,esp.3 meetings with PM's office,and FDSP,involving commercial section and Ambassador. Countertrade commitment of \$20 million identified and initialled.

QUARTER: 4 Continued active support of Canadair's efforts to sell 4 CL-215's to the Federal Directorate for Supply and Procurement (FDSP).

Assistance/support to Canadair on frequent visits to Yugoslavia.
Signing of representation agreement with Genex.
Financing continues to be a problem.