REPT4D
90/04/05

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :474-BELGRADE

015-CONSTRUCTION INDUSTRY
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 INITIATED CONTACTS WITH SEVERAL MAJOR YUGOSLAV TURNKEY PROJECT FIRMS TO SEEK COLLABORATION WITH CANADIAN SUPPLIERS AND CONSULTING ENGINEERILNG FIRMS.YUGOSLAV FIRMS HAVE WON MANY FOREIGN CONTRACTS IN EAST EUROPE/MIDDLE EAST.

INGRA HAS ALREADY GIVEN SUBCONTRACT TO MARINE INDUSTRIES LTD.FOR BEKHME HYDRO PROJECT IN IRAQ. HAVE HIGHLIGHTED ACCESS TO EDC LINES OF CREDIT BY CDN FIRMS WHICH SHOULD, IN TIME, GENERATE MORE OPPORTUNITIES FOR CDN SUPPLIERS.

QUARTER: 2 Continued contacts with major Yugoslav turnkey project firms to seek their collaboration with Canadian suppliers and consulting engineers.

Initiated and designed a full-page supplement in Yugoslavia's most influential business newspaper Privredni Pregled, which outlined EDC financing available in third countries, equipment trade shows in Cda,and suggested forms of cooperation.

QUARTER: 3 Continued contacts with major Yugoslav turnkey project firms to seek their collaboration with Canadian suppliers and consulting engineers. Commenced planning of third country cooperation mission scheduled for February 1990 (8 firms)

Firms contacted about mission have been enthusiastic about meeting and cooperating with Cdn. firms in third countries esp. USSR, Middle East, Africa. We are working with some mission members to identify Cdn partners for USSR projects.

QUARTER: 4 -----