

REPORT 4
88/03/16

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

Page 14

POST : 474-BELGRADE

016-INDUSTRIAL MACHIN. PLANTS, SERV.
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT & MACHINERY

KEEPING CLOSE CONTACTS WITH BULGARIAN AUTHORITIES ON BULGARIAN
MINISTERIAL VISIT DELAYED TO SPRING 87.

ENCOURAGE THE FORMATION OF A CDN CONSORTIUM FOR A FULLY COMPRE-
HENSIVE APPROACH.

FULL SUPPORT OF CANADIAN COMPANY ACTIVITIES IN THIS UNFAMILIAR
AND FLUID MARKET PLACE.

BULGARIAN MINISTERIAL VISIT TO CANADA IN SPRING 87.

VISIT OF BULGARIAN MINISTER OF METALLURGY TO
CANADA.

A GLOBAL OFFER COVERING TOTALITY OF PROJECT.

VISITS TO MARKETPLACE OF SEVERAL CANADIAN
FIRMS IN ACTIVE PURSUIT OF PROJECT.

GREATER FAMILIARIZATION WITH RANGE OF CDN CA-
PABILITY WITH A VIEW TO INCREASED RANGE AND
SALE OF CANADIAN GOODS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 BULGARIA HAS SEVERAL REQUIREMENTS IN INDUSTRIAL
MACHINERY SECTOR, INCLUDING STEEL MILLS, MINING,
SMELTERS, RECYCLING, ETC. CONTINUOUS RESEARCH &
IDENTIFICATION OF OPPORTUNITIES IN THESE SECTORS.

SEVERAL OPPORTUNITIES IN THE FIELD OF METAL &
RUBBER RECYCLING HAVE BEEN IDENTIFIED. A NUMBER
OF CDN FIRMS ARE BIDDING ON THESE REQUIREMENTS.

QUARTER: 3 -----

QUARTER: 4 -----