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 OPPORTUNITIES 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 OPPORTUNITIES UNCOVERED.