

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

010-MINE,METAL,MINERAL PROD & SRV
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUED TO PRESS OFFICIALS OF RTB\BOR TO SEE WHEN DECISION ON SMELTER PROJECT WILL BE MADE. ASSISTED HOWDEN LTD. AND ALLIS-BOLIDEN ON THEIR RESPECTIVE BIDS FOR MAJDANPEK FLOTATION PROJECT.

CORPORATE RESTRUCTURING AND LABORIOUS DECISION MAKING ARE MAJOR PROBLEMS AT BOR.NO RESULT IS LIKELY UNTIL THIRD QUARTER. HOWDEN AND ALLIS-BOLIDEN BOTH MADE TECHNICAL PRESENTATIONS AT MAJDANPEK; BOTH VERY WELL RECEIVED.

QUARTER: 2 Continued to press officials of RTB Bor to make a decision on acquisition of smelter technology. (Short list down to two competitors-Cda or USSR) Assisted Canadian bidders (two) during bid and negotiations for Majdanpek flotation project.

Majdanpek project awarded to Howden Cda. Contract value over \$5.2 million. RTB Bor project tender to be issued end Nov. Decision expected March 1990.Post continues to actively support Canadian bidders.

QUARTER: 3 Continued to press RTB Bor officials on timing of tender for sulphuric acid plant and smelter technology. Assisted Howden Canada in contract negotiations for Majdenpek flotation project.

Final negotiations now underway between EDC & Jugobanka for \$5.2 million flotation project. RTB Bor project tender to be issued end Feb.'90. Decsion expected April 1990. Post continues to actively support Canadian bidder.

QUARTER: 4 -----