

474 - BELGRADE

YUGOSLAVIA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

QUARTER : 2

QUARTER : 3

QUARTER : 4

PREPARE REPORT ON THE SWISS MARKET FOR SPONSORED LOGS ALONG WITH
CORRESPONDING STATISTICAL DATA.

PREPARE MAILING FOR THE FALL 1988 FAIR, WHICH IS TO BE HELD IN
1988.

MAILING OF INFORMATION TO SWISS BUYERS ON THE COME FAIR AND AS-
SOCIATING INTEREST IN VISITING FAIR.

IN DEPTH KNOWLEDGE OF THE SWISS LOGS SITUATION
IN THE SWISS LOG MARKET

HAVING REPORT TO CANADIAN COMPANY WHO ARE
EXPECTED TO PARTICIPATE IN THE 1988 FAIR

IDENTIFY IS TO BE NEW BUYERS INTERESTED TO
BUY LOGS IN THE SWISS LOG MARKET

ESTABLISH A NEW BUYERS CONNECTIONS AND
A TO A NEW AGENCIES.

HIGHLIGHTING POTENTIAL OF SWISS SPORTING
GOODS MARKET BY MAILING REPORT TO CANADIAN
EXPORTERS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

QUARTERLY RESULTS REPORTED

QUARTER : 1 PROVIDE NEW BUYERS TO INTERNATIONAL FUR FAIR IN
MONTREAL, APRIL 88, AND FOLLOW UP ON PREVIOUS
BUYER ACTIVITY.

QUARTER : 2 Finish 1988 Fall prefabs mailing with covering
letter to sponsor. Also Swiss company attending
show in Oct's participation in this int'l sporting
goods fair

THREE NEW BUYERS ATTENDED 1988, AND FOLLOW-UP
ON SOME OF THE BUYERS WHO ATTENDED 1987 AND
1986 TO SHOW ANNUAL PURCHASES OF MORE THAN
CAN \$ 2,000,000.

Prefabs mailing completed