

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

REPORT 4
88/10/21

POST : 474-BELGRADE

016-INDUSTRIAL MACHIN, PLANTS, SERV.
BULGARIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ENCOURAGE THE FORMATION OF A CANADIAN CONSORTIUM FOR A COMPREHENSIVE APPROACH TO STEEL MILL MODERNIZATION. (OF KEY DECISION MAKERS.

ANTICIPATED RESULTS:

A GLOBAL OFFER COVERING TOTALITY OF PROJECT. (ALTHOUGH CONTRACT AWARD INDETERMINATELY STALLED DUE TO LACK OF FINANCING AND CHANGES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 CONTINUOUS SUPPORTS TO FOUR MAJOR CANADIAN PROJECTS IN THE FIELDS OF: FOOD PROCESSING, PULP AND PAPER, RECYCLING OF RESOURCES AND FOAM EGG TRAY MANUFACTURING EQUIPMENT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

NUMEROUS CONTACTS INCLUDING PERSONAL VISITS TO BULGARIAN CLIENTS TO PROMOTE AND ADVANCE THESE PROJECTS.