

REPORT 4
88/02/02

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

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POST : 474-BELGRADE

008-TRANSPORT SYS, EQUIP, COMP, SERV.
YUGOSLAVIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ACTIVE SUPPORT FOR CANADIAIR'S ACTIVITIES TO SELL CL-2158 TO FDSP.

ACTIVE SUPPORT OF DE HAVILLAND'S EFFORTS TO WIN THE CONTRACT FOR
JAT'S SECOND TIER AIRCRAFT WITH THE DASH 8-300.

ANTICIPATED RESULTS:

SALES OF 2 AIRCRAFT IN 1987
SALES OF 2 AIRCRAFT IN 1989

SELECTION OF THE DASH 8-300 AIRCRAFT AND SALE
OF 4 DASH 8-300 OVER NEXT 3 YEARS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ACTIVE REPORT FOR CANADIAIR'S ACTIVITIES TO SELL
CL-215 TO FDSP, (FEDERAL DIRECTORATE FOR SUPPLY
AND PROCUREMENT).

QUARTER: 2 ACTIVE SUPPORT FOR CANADIAIR'S ACTIVITIES TO SELL
CL-215 TO FDSP (FEDERAL DIRECTORATE FOR SUPPLY &
PROCUREMENT). REACTIVATION OF DE HAVILLAND'S
EFFORTS TO SELL DASH-8-300 TO JAT.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

HELD SEVERAL MEETINGS WITH FDSP TO DISCUSS FOLL-
OW-UP TO THE VISIT TO YUGOSLAVIA IN MARCH OF THE
SENIOR MANAGEMENT OF BOMBARDIER/CANADIAIR TO PRO-
MOTE FUTURE SALES OF CL-215. A RETURN FDSP MISS-
ION TO CDA IS NOW PLANNED FOR SEPTEMBER.

SEVERAL MEETINGS HELD WITH FDSP RESPECTING A CA-
NADIAIR BARTER PROPOSAL FOR SALE OF A NUMBER OF
CL-215. A FDSP MISSION VISITED CDA IN SEPT. TO
PURSUE NEGOTIATIONS. A DE HAVILLAND/BOEING MIS-
SION VISITED YUGOSLAVIA IN LATE SEPT.