

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

016-INDUSTRIAL MACHIN, PLANTS, SERV.
BULGARIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT & MACHINERY

KEEPING CLOSE CONTACTS WITH BULGARIAN AUTHORITIES ON BULGARIAN MINISTERIAL VISIT DELAYED TO SPRING 87.

VISIT OF BULGARIAN MINISTER OF METALLURGY TO CANADA.

ENCOURAGE THE FORMATION OF A CDN CONSORTIUM FOR A FULLY COMPREHENSIVE APPROACH.

A GLOBAL OFFER COVERING TOTALITY OF PROJECT.

FULL SUPPORT OF CANADIAN COMPANY ACTIVITIES IN THIS UNFAMILIAR AND FLUID MARKET PLACE.

VISITS TO MARKETPLACE OF SEVERAL CANADIAN FIRMS IN ACTIVE PURSUIT OF PROJECT.

BULGARIAN MINISTERIAL VISIT TO CANADA IN SPRING 87.

GREATER FAMILIARIZATION WITH RANGE OF CDN CAPABILITY WITH A VIEW TO INCREASED RANGE AND SALE OF CANADIAN GOODS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 BULGARIA HAS SEVERAL REQUIREMENTS IN INDUSTRIAL MACHINERY SECTOR, INCLUDING STEEL MILLS, MINING, SMELTERS, RECYCLING, ETC. CONTINUOUS RESEARCH & IDENTIFICATION OF OPPORTUNITIES IN THESE SECTORS.

SEVERAL OPPORTUNITIES IN THE FIELD OF METAL & RUBBER RECYCLING HAVE BEEN IDENTIFIED. A NUMBER OF CDN FIRMS ARE BIDDING ON THESE REQUIREMENTS.

QUARTER: 3 -----

QUARTER: 4 -----