

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

POST : 476-BUCHAREST

010-MINE, METAL, MINERAL PROD & SRV
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING SUPPORT FOR CANADIAN EXPORTERS OF IRON ORE, COKING COAL,
ASBESTOS.

INCREASED EXPORT MARKET.

SOLICIT INFORMATION (NEW/UPDATED) FROM CANADIAN SUPPLIER OF IRON
ORE, COKING COAL, ASBESTOS NON-FERROUS TECHNOLOGY & REFRACTORY
MATERIALS.

TO CLEARLY FAMILIARIZE ROMANIAN DECISION-MA-
KERS WITH CANADIAN PRODUCTS/STANDARDS AND
THEIR APPROPRIATENESS FOR MEETING ROMANIAN
REQUIREMENTS.

DEVELOP PROGRAM OF CALLS ON CLIENTS (PRESENT/PROSPECTIVE)
LEADING TO SEMINAR MISSION(S)

ENHANCED CANADIAN PROFILE WITH CLIENTS AND
FUTURE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT CDN EXPORTERS IRON ORE, ASBESTOS, ETC.
ONGOING LIAISON WITH FTOS-END USERS.

IRON ORE-USX GCM TO SUPPLY 1.9 MM TONNES IN 87.
ASBESTOS SUPPORT AT SENIOR ROM LEVELS FOR LAB
CHRYSOTILE. FACILITATING ENQUIRIES-INFO WITH PR-
OSPECTIVE CDN SUPPLIERS RAW MATERIALS-KNOW-HOW.

QUARTER: 2 FOLLOW UP ALL ENQUIRIES, LEADS RE ASBESTOS,
COKING COAL, TECHNICAL ASSISTANCE, ETC.
RECOVERY OF PRECIOUS METALS (PALLADIUM) FM SPENT
CATALYST FOLLOW UP FALCONBRIDGE REVISED PROPOSAL

-OPPORTUNITIES EXIST BUT CDN FIRMS SLOW TO REACT
AND LACK PERSISTENCE.
-GOOD POSSIBILITY FOR ONGOING WORK AT SUDBURY
OPERATION.

QUARTER: 3 SUPPORT FOR CDN SUPPLY OF COKING COALS, ASBESTOS
IRON ORE.

WORKING WITH EXTOTT & CDN PRIVATE SECTOR TO
IDENTIFY PROSPECTIVE CDN SUPPLIER COKING COAL
LAB CHRYSOTILE ASBESTOS ACTIVELY SEEKING MKT
RE-ENTRY-STRONG POSSIBILITY FURTHER SALE OF IRON
ORE IN 88.

QUARTER: 4 -----