

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :476-BUCHAREST

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

FOLLOW-UP ON MARKET OPPORTUNITIES GENERATED BY NPS 88
IMPROVED COMMUNICATION BETWEEN LEADING CDN SUPPLIERS & ROM

END-USERS

FOLLOW-UP DR. SCHMID'S VISIT OCT 88 TO ROMANIA
GENERATE CANADA-ROMANIA COOPERATION IN THIRD COUNTRY PROJECT

FOLLOW-UP NEWLY SIGNED AOSTRA MOU WITH ROMPETROL
OPEN UP NEW POSSIBILITIES FOR MARKETING CDN EXPERIENCE IN

ENHANCED OIL RECOVERY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow up with Rompetrol on opportunities for
jointly working in third market projects.

No substantive progress. AOSTRA has encountered
difficulties re greaseless compressors - working
on resolving.

QUARTER: 2 Followup with Rompetrol on opportunities for
jointly working in third market projects.

Arrangements in place for AOSTRA's outgoing
mission to Romania, October, 1989 to discuss
new market opportunities.

QUARTER: 3 Continued followup with oil & gas sector to
identify third market projects opportunities.

AOSTRA mission revisited Romania during TIB'89
to reinforce ties and continue dialogue with
Rompetrol and Rom Oil Sector officials includ-
ing Deputy Minister of Oil.

QUARTER: 4 Identify new opportunities opened up by release
of imports following events of Dec'89.

Post assisted in organizing visit of high
ranking official of Rom Oil & Gas Ministry to
National Petroleum Show/Calgary, June'90.