REPT4D 90/06/26

## 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:

SUB-SECTOR: ALL SUB-SECTORS

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

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 ANTICIPATED RESULTS:

END-USERS

ORIGINTSTRATE TO APPRORENTE REPORTAN OFFICIALS

ON RELEASES WITH STRATES STREETS BORNING

ENHANCED OIL RECOVERY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

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

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

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

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

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QUARTERLY RESULTS REPORTED:

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

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

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

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

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