

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-BU CHAREST

009-FOREST PRODUCTS, EQUIP, SERVICES
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

OF GOING SUPPORT AS APPROPRIATE FOR CANADIAN SUPPLIERS OF WOOD PULP.

SPOT SALES.

DEVELOP A CLOSER RELATIONSHIP BETWEEN CANADIAN SUPPLIER, THE CANADIAN PULP & PAPER ASSOCIATION AND THE BUCHAREST POST.

ENHANCED CANADIAN COORDINATION.

WORKING TOGETHER TO DEVELOP PROGRAM OF CALLS ON KEY ROMANIAN OFFICIALS AND INVESTIGATE THE UTILITY OF SEMINAR MISSION(S).

ENHANCED CANADIAN PROFILE WITH CLIENTS AND FUTURE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW UP RE ENQUIRIES DEVELOPED IN FEB/MAR IN PULP/PAPER SECTOR. - DEVELOP CLOSER RELATIONSHIP BETWEEN CDN SUPPLIERS AND ROM IMPORTER.

PRESENTLY SELLERS MARKET. VERY LIMITED INTEREST FM CDN SUPPLIERS. - ROMM IMPORTER VERY INTERESTED IN POSSIBLE CDN SUPPLY PULP AND PAPER PRODUCTS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----