

POST : 476-BUCHAREST

011-OIL & GAS EQUIPMENT, SERVICES
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MONITORING ROMANIAN PARTICIPATION IN USSR/GAS PIPELINE CONSTRUCTION PROJECT.

OBTAIN CLEAR PICTURE OF CANADIAN EXPORT POTENTIAL CAPABILITIES.

DEVELOP A SECTOR PROFILE & CIRCULATE TO POTENTIAL CANADIAN SUPPLIERS.

ESTABLISH COMMUNICATION BETWEEN CDN SUPPLIERS AND PROSPECTIVE ROM CLIENTS, POSSIBLY LEADING TO AN ALBERTA MISSION IN OCT. 1987.

TECHNICAL SEMINARS ON SOUR GAS, OILFIELD BLOWOUTS/FIREFIGHTING, THIRD COUNTRY COOPERATION & OTHER APPROPRIATE TOPICS (INCLUDING JOINT MANUFACTURING).

INCREASE ROM OIL & GAS SECTOR'S INTEREST IN CANADIAN CO'S CAPABILITIES.

ALBERTA GOVERNMENT TRADE MISSION

INTRODUCE ALBERTA COMPANIES TO PROSPECTIVE CLIENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 USSR GAS PIPELINE PROJECT. - SECTOR PROFILE-PREPARE-DISTRIBUTE. - CONVINCING ALTA GOVT TO SEND OIL-GAS MISS. TO ROM. ORGANIZE-FOLLOW-UP. - BUYERS TO INTERCAN '87 & FOLLOW-UP/TECHNICIANS TO TEKNICA.

ROM PARTICIPATION STILL UNCERTAIN. -COMPLETED EARLY-FEB. 87- MISS. APR 87 (EARLIER THAN ANTICIPATED). SO SUCCESSFUL SECOND IN OCT 87. - MET 30 FIRMS-ENQUIRIES FOR DLRS 20 MM-GOOD POTENTIAL - ROM TECHNICIANS NOW IN CALGARY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----