

REPORT 4
88/10/21

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 476-BUCHAREST

009-FOREST PRODUCTS, EQUIP, SERVICES
ROMANIA

ANTICIPATED RESULTS:

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PULP AND PAPER PRODUCTS

- ONGOING SUPPORT AS APPROPRIATE FOR CANADIAN SUPPLIERS OF PULP.
- MAINTAIN CLOSE RELATIONSHIP BETWEEN FTO CHIMICA, BUCHAREST POST AND CANADIAN SUPPLIERS (CURRENT AND PROSPECTIVE).
- DEVELOP PROGRAM OF CALLS ON APPROPRIATE ROMANIAN OFFICIALS/DECISION-MAKERS.
- POSSIBLE SEMINAR(S)/WORKSHOP(S) TO SUPPORT CANADIAN PROMOTIONAL EFFORTS.

- SPOT SALES TOTALLING APPROX. \$4 MILLION.
- EARLY ADVICE RE ROMANIAN IMPORT REQUIREMENTS.
- ENHANCED CANADIAN PROFILE WITH END-USERS.
- ENHANCED POSSIBILITY OF CANADIAN SUPPLY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

- QUARTER: 1 ONGOING CONTACT WITH ROMANIAN OFFICIALS IN SUPPORT OF CANADIAN SUPPLIERS AND CLOSER RELATIONSHIP.
- QUARTER: 2 -----
- QUARTER: 3 -----
- QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

EXTENSIVE "DETECTIVE" WORK TO UNCOVER PLAN FIGURES FOR PULP FOR 3RD AND 4TH QUARTER 1988. DESPITE PRESENT DEMAND, CANADIAN ORDER BOOKS ARE FULL.