

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 :010-MINE,METAL,MINERAL PROD & SRV
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

SUPPORT FOR CDN CO. INVOLVED IN SELLING OF IRON ORE, SULPHUR
TO INCREASE CDN SHARE IN SUPPLYING THE ROMANIAN MARKET

SUPPORT PROSPECTIVE CDN SUPPLIERS OF COKING COAL
INCREASED INTEREST OF ROMS & CDNS IN SUPPLY OF CDN COKING

SEMINARS/WORKSHOPS TO SUPPORT CDN PROMOTIONAL EFFORTS
ENHANCED CDN PROFILE WITH POTENTIAL END-USERS & FURTHER

CALL/VISITS TO APPROPRIATE ROMANIAN OFFICIALS
TO MAINTAIN FAVOURABLE IMAGE FOR THE CANADIAN PRODUCTS.

TRIAL ORDERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing contact with Rom importers of iron ore,
sulphur, asbestos and providing appropriate
information to interested Cdn companies

Iron ore: price factor main impeding element
Sulphur: Cansulex offer not accepted
Asbestos: LAB Chrysotyle signed a 750 to contract with Rom FTO subject to import licence being issued by MFT.Roms now want to renegotiate price

QUARTER: 2 Ongoing contact with Rom importers of metals
and mineral products.

Romania no longer interested in Cdn supply.
Price and distance factors main impediments.

QUARTER: 3 Ongoing contacts with Romanian importers of
metals and mineral products.

Some interesting exchanges of views with Rom specialists and decision makers.
Asbestos : LAB succeeded, with Emb help, in selling 700 tonnes to Romania. 200 tonnes are still in Constanta harbour

QUARTER: 4 Specific contacts with relevant Rom officials
directly involved in this field of activity.
Post participation in an European workshop on asbestos organized by Cdn Institute of Asbestos,
External Affairs and EMR

Romanians are willing to restart specific imports from Canada if commercial terms are adequate.
Romanian officials mostly share the view points expressed during the asb workshop in Brussels