

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-BUCHAREST

010-MINE, METAL, MINERAL PROD & SRV
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ONGOING SUPPORT FOR CANADIAN EXPORTERS OF IRON ORE, COOKING COAL,
ASBESTOS.

INCREASED EXPORT MARKET.

SOLICIT INFORMATION(NEW/UPDATED)FROM CANADIAN SUPPLIER OF IRON
ORE, COOKING COAL, ASBESTOS NON-FERROUS TECHNOLOGY & REFRACTORY
MATERIALS.

TO CLEARLY FAMILIARIZE ROMANIAN DECISION-MA-
KERS WITH CANADIAN PRODUCTS/STANDARDS AND
THEIR APPROPRIATENESS FOR MEETING ROMANIAN
REQUIREMENTS.

DEVELOP PROGRAM OF CALLS ON CLIENTS (PRESENT/PROSPECTIVE)
LEADING TO SEMINAR MISSION(S)

ENHANCED CANADIAN PROFILE WITH CLIENTS AND
FUTURE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT CDN EXPORTERS IRON ORE, ASBESTOS, ETC.
- ONGOING LIAISON WITH FTOS-END USERS.

IRON ORE-USX & QCM TO SUPPLY 1.9MM TONNES IN 87.
-ASBESTOS-SUPPORT AT SENIOR ROM LEVELS FOR LAB
CHRYSOTILE. - FACILITATING ENQUIRIES-INFO FLOW
WITH PROSPECTIVE CDN SUPPLIERS RAW MATERIALS-
KNOW-HOW.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----