

REPT4D
90/01/23

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

010-MINE,METAL,MINERAL PROD & SRV
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

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 CDM SUPPLIERS OF COKING COAL
INCREASED INTEREST OF ROMS & CDNS IN SUPPLY OF CDM COKING

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

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

COAL

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 contra-
ct 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 -----

QUARTER: 4 -----