

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

REPORT 4
88/10/21

POST : 476-BUCHAREST

011-OIL & GAS EQUIPMENT, SERVICES
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

UPDATE SECTOR PROFILE FOR NPS AND CIRCULATE TO POTENTIAL CANADIAN SUPPLIERS AND GOVERNMENT DEPARTMENTS.

ENHANCE COMMUNICATION BETWEEN CDN SUPPLIERS & ROMANIAN END-USERS/DECISION MAKERS, POSSIBLY LEADING TO ANOTHER ALBERTA MISSION IN F/Y 88/89.

CONTINUING CONTACT WITH ROMANIAN OFFICIALS.

PROVIDE EARLY ADVICE RE POSSIBLE OPPORTUNITIES FOR CANADIAN SUPPLIERS IN ROMANIAN AND THIRD-COUNTRY MARKETS.

CONTINUING FOLLOW UP ON OUTSTANDING ENQUIRIES AND PROJECTS UNDER DISCUSSION.

IMPROVED POSSIBILITIES FOR SUPPLY OF CANADIAN EQUIPMENT AND SERVICES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT INCREASED DIALOGUE BETWEEN CANADIAN FIRMS AND ROMANIAN OFFICIALS.

AOSTRA DEL VISITED MAY88, SIGNED NEW UNDERSTANDING WITH ROMPETROL. - EMB CO COSTEA ATTEND NPS (CALGARY). - PRELIM PREPARATIONS FOR THIRD COUNTRY COOP MISSION. - GROUNDWORK FOR SECTOR STRATEGY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----