

REPORT 4
88/02/02

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

page 46

POST : 476-BUCHAREST

011-OIL & GAS EQUIPMENT, SERVICES
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MONITORING ROMANIAN PARTICIPATION IN USSR/GAS PIPELINE CONSTRUCTION PROJECT.

OBTAIN CLEAR PICTURE OF CANADIAN EXPORT POTENTIAL CAPABILITIES.

DEVELOP A SECTOR PROFILE & CIRCULATE TO POTENTIAL CANADIAN SUPPLIERS.

ESTABLISH COMMUNICATION BETWEEN CDN SUPPLIERS AND PROSPECTIVE ROM CLIENTS, POSSIBLY LEADING TO AN ALBERTA MISSION IN OCT. 1987.

TECHNICAL SEMINARS ON SOUR GAS, OILFIELD BLOWOUTS/FIREFIGHTING, THIRD COUNTRY COOPERATION & OTHER APPROPRIATE TOPICS (INCLUDING JOINT MANUFACTURING).

INCREASE ROM OIL & GAS SECTOR'S INTEREST IN CANADIAN CO'S CAPABILITIES.

ALBERTA GOVERNMENT TRADE MISSION

INTRODUCE ALBERTA COMPANIES TO PROSPECTIVE CLIENTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 USSR GAS PIPELINE PROJECT- SECTOR PROFILE-PREPARE-DISTRIBUTE. CONVINCE ALTA GOVT TO SENT OIL-GAS MISSION TO ROM. ORGANIZE-FOLLOW-UP. BUYERS TO INTERCAN 87 & FOLLOW-UP/TECHNICIANS TO TEKNICA.

ROM PARTICIPATION STILL UNCERTAIN. COMPLETED EARLY-FEB. 87 - MISSION APR 87 (EARLIER THAN ANTICIPATED). SO SUCCESSFUL SECOND IN OCT 87. MET 30 FIRMS-EMQUIRIES FOR DLRS 20 MM-GOOD POTENTIAL ROM TECHNICIANS NOW IN CALGARY.

QUARTER: 2 CONTINUING FOLLOW UP RE TEKNICA SEISMIC DATA PROJ. BUYERS TO INTERCAN 87, ALTA MISSIONS, APR & OCT. 87. YAMBURG GAS PIPELINE PROJECT. ADVISE RE SECTOR REORGANIZATION.

-ROMS VERY INTERESTED IN TEKNICA BUT THEY MUST FIRST UPDATE DATA GATHERING METHODS. -JOINT PROPS FOR TURKEY-ROMS WITHDREW -SECOND ALTA MISSION POSTPONED-CONFLICT IN DATES. -NOW TOO LATE FOR DIRECT ROM PART'N -CLOSE FOLLOW UP, RESTABLISHED

QUARTER: 3 -----

QUARTER: 4 -----