

REPORT 4B
87/10/28

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 476-BUCHAREST

ROMANIA

QUARTER: 1

007-POWER & ENERGY EQUIP. & SERV.
NEW RELATIONSHIP FOR CERNAVODA UNITS 1&2 & FUTURE ROM INTENTIONS RE UNITS 3,4,5. -ROM BROWN COAL POWER UNITS UPGRADING - POSSIBLE CDN LEASE-SALE FOR CERNAVODA UNIT 1 HEAVY WATER.

RBD & OCI MET IN MAY WITH KEY DECISION MAKERS. SOME COMMITMENTS WERE MADE. - B & W CDA PROPOSAL IS DUE SOON. - AECL TO RESPOND TO ENQUIRY. PENDING VISIT BY ONTARIO HYDRO.

010-MINE, METAL, MINERAL PROD & SRV
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.

011-OIL & GAS EQUIPMENT, SERVICES
USSR GAS PIPELINE PROJECT. - SECTOR PROFILE-PREPARE-DISTRIBUTE. - CONVINCED ALTA GOVT TO SEND OIL-GAS MISS. TO ROM. ORGANIZE-FOLLOW-UP. - BUYERS TO INTERCAN '87 & FOLLOW-UP/TECHNICIANS TO TEKNICA.

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

009-FOREST PRODUCTS, EQUIP, SERVICES
FOLLOW UP RE ENQUIRIES DEVELOPED IN FEB/MAR IN PULP/PAPER SECTOR. - DEVELOP CLOSER RELATIONSHIP BETWEEN CDN SUPPLIERS AND ROM IMPORTER.

PRESENTLY SELLERS MARKET. VERY LIMITED INTEREST FM CDN SUPPLIERS. - ROMM IMPORTER VERY INTERESTED IN POSSIBLE CDN SUPPLY PULP AND PAPER PRODUCTS.

003-GRAINS AND OILSEEDS
ENCOURAGE CLOSER COMMUNICATION BETWEEN CWB AND ROM AGRICULTURE DECISION MAKERS.
-REACTIVATE CDA AGRIC-ROM AGRIC. RELATIONSHIP.

2 ROM OFFICIALS ATTENDED CIGI OILS & OIL SEEDS COURSE IN WPG - MAY 87. -ISSUE RAISED IN CONTEXT OF JOINT GOVERNMENTAL COMMISSION HELD MAY 87. ACTIVE CONSIDERATION OF PROJECTS.