

REPORT 4
88/10/21

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

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, SULPHUR, ASBESTOS.

CONTINUED ANNUAL SALES OF A FEW MILLION TONS OF IRON ORE; MAJOR INCREASE IN ASBESTOS SALES

SUPPORT PROSPECTIVE CANADIAN SUPPLIER(S) OF COKING COAL-DEVELOP MEDIUM-TERM STRATEGY PROMOTE INTERESTS.

CONCLUSION OF TRIAL SALE FOLLOWED BY MEDIUM TERM AGREEMENT FOR ONGOING SUPPLY DEPENDING UPON FACTOR OF SHIPPING COSTS, OPEN MODEST MARKET FOR CANADIAN SUPPLIER.

CONTINUING PROGRAM OF CALLS ON APPROPRIATE ROMANIAN OFFICIALS/ DECISION MAKERS.

ENHANCED CANADIAN PROFILE WITH END-USERS AND POSSIBLE FUTURE SALES.

POSSIBLE SEMINAR(S)/WORKSHOP(S) TO SUPPORT CANADIAN PROMOTIONAL EFFORTS.

FURTHER ENHANCE POSSIBILITY OF INCREASED CANADIAN SUPPLY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONGOING CONTACT WITH ROMANIAN IMPORTERS OF IRON ORE, COKING COAL, ASBESTOS, SULPHUR AND PROVIDING APPROPRIATE INFORMATION TO INTERESTED CANADIAN COMPANIES.

PRICE FACTOR CURRENTLY MAIN HINDRANCE - NEGOTIATIONS CONTINUING RE IRON ORE. ASBESTOS - MADE RECOMMENDATIONS TO SUPPLIER TO ENHANCE COMPETITIVENESS.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 1 MEETING BETWEEN CHAIRMAN OF THE BOARD AND GENERAL MANAGER OF ROMANIAN COAL AND IRON PRODUCTION TO DISCUSS FUTURE PARTNERSHIP WITH CANADIAN COMPANIES.

DISCUSSION REVISED PROGRAM IN INDUSTRIAL PLANS FOR COAL PRODUCTION WHICH ARE ESTABLISHED FOR AS POINT OF REFERENCE FOR NEGOTIATION OF CANADIAN PARTICIPATION IN A COAL CONSORTIUM

BUCHAREST: 3
BUCHAREST: 4

010-MINE & METAL
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