

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

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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.

DEVELOP A SECTOR PROFILE & CIRCULATE TO POTENTIAL CANADIAN SUPPLIERS.

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

ALBERTA GOVERNMENT TRADE MISSION

OBTAIN CLEAR PICTURE OF CANADIAN EXPORT POTENTIAL CAPABILITIES.

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

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

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

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QUARTER: 4 -----