

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

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, COKING COAL, ASBESTOS.

INCREASED EXPORT MARKET.

SOLICIT INFORMATION(NEW/UPDATED)FROM CANADIAN SUPPLIER OF IRON ORE, COKING COAL, ASBESTOS NON-FERROUS TECHNOLOGY & REFRACTORY MATERIALS.

TO CLEARLY FAMILIARIZE ROMANIAN DECISION-MAKERS WITH CANADIAN PRODUCTS/STANDARDS AND THEIR APPROPRIATENESS FOR MEETING ROMANIAN REQUIREMENTS.

DEVELOP PROGRAM OF CALLS ON CLIENTS (PRESENT/PROSPECTIVE) LEADING TO SEMINAR MISSION(S)

ENHANCED CANADIAN PROFILE WITH CLIENTS AND FUTURE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT CDN EXPORTERS IRON ORE, ASBESTOS, ETC. ONGOING LIAISON WITH FTOS-END USERS.

IRON ORE-USX GCM TO SUPPLY 1.9 MM TONNES IN 87. ASBESTOS SUPPORT AT SENIOR ROM LEVELS FOR LAB CHRYSOTILE. FACILITATING ENQUIRIES-INFO WITH PROSPECTIVE CDN SUPPLIERS RAW MATERIALS-KNOW-HOW.

QUARTER: 2 FOLLOW UP ALL ENQUIRIES, LEADS RE ASBESTOS, COKING COAL, TECHNICAL ASSISTANCE, ETC. RECOVERY OF PRECIOUS METALS (PALLADIUM) FM SPENT CATALYST FOLLOW UP FALCONBRIDGE REVISED PROPOSAL

-OPPORTUNITIES EXIST BUT CDN FIRMS SLOW TO REACT AND LACK PERSISTENCE.  
-GOOD POSSIBILITY FOR ONGOING WORK AT SUDBURY OPERATION.

QUARTER: 3 -----

QUARTER: 4 -----