

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

009-FOREST PRODUCTS, EQUIP, SERVICES
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PULP AND PAPER PRODUCTS

ONGOING SUPPORT AS APPROPRIATE FOR CANADIAN SUPPLIERS OF WOOD PULP.

SPOT SALES.

DEVELOP A CLOSER RELATIONSHIP BETWEEN CANADIAN SUPPLIER, THE CANADIAN PULP & PAPER ASSOCIATION AND THE BUCHAREST POST.

ENHANCED CANADIAN COORDINATION.

WORKING TOGETHER TO DEVELOP PROGRAM OF CALLS ON KEY ROMANIAN OFFICIALS AND INVESTIGATE THE UTILITY OF SEMINAR MISSION(S).

ENHANCED CANADIAN PROFILE WITH CLIENTS AND FUTURE SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP RE ENQUIRIES DEVELOPED IN FEB/MAR IN PULP/PAPER SECTOR. DEVELOP CLOSER RELATIONSHIP BETWEEN CDN SUPPLIERS AND ROM IMPORTERS.

PRESENTLY SELLERS MARKETS. VERY LIMITED INTEREST FM CDN SUPPLIERS. ROM IMPORTER VERY INTERESTED IN POSSIBLE CDN SUPPLY PULP AND PAPER PRODUCTS.

QUARTER: 2 DEVELOP CLOSER RELATIONSHIP WITH FTO CHIMICA. DEVELOP PROGRAM OF CALLS ON KEY ROM OFFICIALS & TRANSFER OF TECHNOLOGY FOR CIGARETTE STRIPS & PACK. ROM WOODWORKING EQUIP. MISSION TO CANADA.

-REGULAR FOLLOW UP PROVIDING ALL NECESSARY INFO TO POTEN'L CDN EXPRTS (TEMBEC, ETC). -DECISION NOT TO PURSUE FURTHER-SELLERS MARKET. -NO CDN SUPPLIERS. -WORKING WITH FOREXIM TO ORGANIZE MISSION NOV. 87.

QUARTER: 3 ONGOING CONTACT WITH ICE CHIMICA.

CLOSER RELATIONSHIP BETWEEN CDN SUPPLIERS & CHIMICA. SALE OF WOOD PULP - SEMINAR MISSIONS NOT PRESENTLY REQUIRED.

QUARTER: 4 ON GOING CONTACT WITH ROM OFFICIALS IN SUPPORT OF CDN SUPPLIERS AND CLOSER RELATIONSHIP.

CONTINUING AS WELL AS SPOT SALES OF CDN PULP-SUPPLY CAPABILITIES WELL KNOWN-POTENTIAL ENQUIRES FORTCOMING FOR SMALL EQPT REQUIREMENTS-SEMINAR(S) WORKSHOP(S) TO BE CONSIDERED IF/WHEN APPEARS IMPORTS MAY BEGIN TO INCREASE AGAIN.