

REPT4D
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

48

POST :476-BUCHAREST

SECTOR :009-FOREST PRODUCTS,EQUIP,SERVICES
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:PULP AND PAPER PRODUCTS

SUPPORT AS APPROPRIATE FOR CDN SUPPLIERS OF PULP
SPOT SALES

VISIT OF SOME POTENTIAL END-USERS-SUITABILITY OF CDN PRODUCT
INCREASE THE CDN SHARE OF THE ROMANIAN MARKET FOR PULP

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Ongoing contact with Rom importers of cord pulp

Sellers market. Only two potential Cdn suppliers - Tembec and Western Pulp Ltd - are fully committed elsewhere. Rom request - 3,000 tons.

QUARTER: 2 Ongoing contact with Romanian importers of cord pulp.

Seller's market. Only two potential Canadian suppliers: TEMBEC and WESTERN PULP LTD. They are fully committed elsewhere. Romanian standard request 3,000 tons.

QUARTER: 3 Ongoing contact with Rom importers of pulp & paper

Cord pulp : Sellers' market. Only two Canadian suppliers : TEMBEC and Western Pulp. They are fully committed elsewhere. Romanian standard request : 3,000 tonnes.

QUARTER: 4 Ongoing contact with Rom officials on pulp and paper.
Specific contacts with the representative of Rom responsible Ministry in order to create the premises for entering the Rom market.

Romanians agreed in principle on re-equipment of their pulp and paper mills with Cdn assistance. Romanians are interested in importing pulp and newsprint from Canada. Cdn potential cos are slow in reaction.