

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

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.

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.

QUARTER: 3 CONTINUING FOLLOW-UP ON BEHALF CDN SUPPLIERS IDENTIFY PLAYERS IN NEW MINISTRY OF OIL & CENTRAL DEPT. OF GEOLOGY.

QUARTER: 4 CONTINUING FOLLOW UP WITH ROM AND CDN OFFICIALS.

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.

-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, REESTABLISHED

WORKING WITH NEW ORGANIZATIONS TO RE-ESTABLISH RELATIONSHIP - PROPOSAL TO ALTA GOV'T FOR ROM OFFICIAL TO PARTICIPATE IN ALTA SUMMER INSTITUTE INSTEAD OF NATIONAL PETROLEUM SHOW.

BECAUSE OF INCREASINGLY REDUCED ROM IMPORT ALLOCATIONS WE ARE NOW WORKING WITH ALTA ECON DEV AND EXTORTTBT TO DEVELOP NEW STRATEGY FOR THIS SECTOR. UPDATED ENERGY SECTOR PROFILE PREPARED/DISTRIBUTED (INCL. OIL/GAS).