

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-MA-  
KERS 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 PR-  
OSPECTIVE 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 SUPPORT FOR CDN SUPPLY OF COKING COALS, ASBESTOS  
IRON ORE.

WORKING WITH EXTOTT & CDN PRIVATE SECTOR TO  
IDENTIFY PROSPECTIVE CDN SUPPLIER COKING COAL  
LAB CHRYSOTILE ASBESTOS ACTIVELY SEEKING MKT  
RE-ENTRY-STRONG POSSIBILITY FURTHER SALE OF IRON  
ORE IN 88.

QUARTER: 4 SUPPORT FOR CDN SUPPLY OF IRON ORE, COKING COAL  
ASBESTOS, SULPHUR AND TECHNICAL COOPERATION -  
FOLLOW UP ENQUIRIES/LEADS.

POOR OR LACK OF RESPONSE FM CDN SUPPLIERS OF RE-  
FRACTORY MATERIALS, TECHNICAL COOPERATION, ASBES-  
TOS AND COKING COAL - IN CASE OF LATTER 2 WORKED  
WITH EXTOTT AND CDN IMPORTER/COUNTERTRADER IN-  
CREASED EXPORTS OF IRON ORE LIKELY TO GALATZI/