

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

007-POWER & ENERGY EQUIP. & SERV.
ROMANIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

OCI EXPORT PROMOTION FOR CERNAVODA UNITS 3/4/5.

SALE COMPONENTS FOR ADDITIONAL NUCLEAR EQUIPMENT.

BROWN COAL POWER BOILER UPGRADING

EQUIPMENT/SERVICE SALE FOR ONE UNIT WITH PROJECTS FOR SUBSEQUENT 8 UNITS.

HEAVY WATER LEASING/SALE FOR UNIT 1.

DEPENDS ON HOW SUCCESSFUL ROMANIANS WILL BE IN PRODUCING D 20 ON THEIR OWN FOR UNIT 1.

URANIUM CONCENTRATE FOR NUCLEAR FUEL FABRICATION.

TO BE EXPLORED.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 NEW RELATIONSHIP FOR CERNAVODA UNITS 1 & 2 FUTURE ROM INTENTIONS RE UNITS 3, 4, 5, - ROM BROWN COAL POWER UNITS UPGRADING -POSSIBLE CDN LEASE SALE FOR CERNAVODA UNIT 1 HEAVY WATER.

RBD AND OCI MET IN MAY WITH KEY DECISION MAKERS. SOME COMMITMENTS WERE MADE. -B & W CDA PROPOSAL IS DUE SOON. AECL TO RESPOND TO ENQUIRY. PENDING VISIT BY ONTARIO HYDRO.

QUARTER: 2 NEW RELATIONSHIP FOR CERNAVODA UNITS 1, 2 AND FUTURE ROM INTENTIONS RE UNITS 3, 4, 5. ROM BROWN COAL POWER UNITS UPGRADING.

MET ALL LEVELS ROM GOVT, COMMITMENTS MADE. FOLLOW UP RE EQPT SALES, ROM ORGAN'N CHANGES. ADDRESSED REQUIRE'T FOR GREATER EMPHASIS ON TECH TRANSFER. -NOTWITHSTANDING REGULAR FOLLOW UP BY POST, PROPOSAL STILL NOT RECEIVED FM B & W.

QUARTER: 3 NEW RELATIONSHIP FOR CERNAVODA UNITS 1, 2 & FUTURE ROM INTENTIONS RE UNITS 3, 4, 5.

DESPITE MEETINGS WITH ALL LEVELS ROM GOV'T DURING SENIOR VISIT FM EXTOTT & 2 VISITS BY OCI/AECL LITTLE FURTHER PROGRESS. B&W CDA PROPOSAL STILL NOT RECEIVED DESPITE POST FOLLOW-UP.

QUARTER: 4 NEW RELATIONSHIP FOR CERNAVODA UNITS 1, 2 FUTURE ROM INTENTIONS RE UNITS 3, 4, 5. ROM BROWN COAL POWER UNITS UPGRADING.

ROM HAS LIQUIDATED EDC LINE OF CREDIT. - NEGOTIATIONS: D20 PROGRESSING, UNITS 3, 4, 5 EXPECTED TO BEGIN BY MAY 88, ROM INTEREST IN CDN URANIUM BUT NO MOVEMENT YET. WE INTERPRET LACK OF RESPONSE FM B&W AS NOT INTERESTED.