

REPORT A
88/03/16

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

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POST: 344-MEXICO

011-OIL & GAS EQUIPMENT, SERVICES
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FROM SURVEY OF POTENTIAL CDN SUPPLIERS AND PEMEX ACQUISITION
PROGRAM IDENTIFY AND ASSIST NEW CDN SUPPLIERS TO SHARE IN MEXICAN
EQUIPMENT MARKET.

INTRODUCTION OF 5 NEW SUPPLIERS TO PEMEX

FOLLOW UP ON CONTACTS MADE DURING MISSIONS TO/FROM PEMEX AND
DURING POSSIBLE TECHNICAL SEMINAR IN FY 86/87 TO DEVELOP
EQUIPMENT/SERVICES SALES

INCREASE DIVERSITY OF PRODUCTS/SERVICES SOLD

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DEVELOP CONTACTS WITH PEMEX BUYER AND MEXICAN
PRIVATE OIL EQUIPMENT SECTOR.

SENT 2 PEMEX OFFICIALS TO INTERCAN'87. PEMEX
PROPOSING TO SEND MISSION AT OWN COST TO GET DE-
TAILS ON PIPELINE CONTROLS/TAR SANDS EXPLOITAT-
ION INTRODUCED THEN. ARRANGED FOR MEXICAN AGENT
VISIT ALBERTA & FIND NEW PRINCIPALS.

QUARTER: 2 CONTINUE TO DEVELOP CONTACTS WITH PEMEX OFFI-
CIALS AND NEW AGENTS IN THIS SECTOR.

ARRANGED VERY SUCCESSFUL ALTA OIL/GAS TRADE
MISSION TO MEXICO CITY, MINATITLAN, CIUDAD DEL
CARMEN & VILLAHERMOSA. 2 PARTS HAVE ALREADY BEEN
INVITED TO BID FOR SUPPLY OF ANTICORROSIVES AND
PARTS FOR DRILLING SYSTEMS.

QUARTER: 3 -----

QUARTER: 4 -----