

REPORT 4
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :521-ISLAMABAD

011-OIL & GAS EQUIPMENT,SERVICES
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

REGULARLY CALL ON OIL COMPANY EXECUTIVES IN ISLAMABAD, LAHORE AND KARACHI.

OBTAIN TIMELY INFORMATION ABOUT PROCUREMENT OPPORTUNITIES LEADING TO FINAL BID SUBMISSION BY APPROPRIATE CANADIAN COMPANIES.

UPDATE MISSION BRIEFING NOTES ON THE OIL AND GAS INDUSTRY.

IMPROVED INFORMATION ABOUT LOCAL MARKET FOR CANADIAN COMPANIES AND GOVERNMENT DEPARTMENTS.

PREPARE BRIEFING NOTES ON THE PETROCHEMICAL SECTOR IN PAKISTAN.

COLLECT AND DISSEMINATE INFORMATION ABOUT THIS SUB-SECTOR FOR THE USE OF CDN COMPANIES AND GOVT DEPTS. INTERESTED CANADIAN COMPANIES TO COMPETE FOR BUSINESS.

PROVIDE ASSISTANCE TO NEW CANADIAN COMPANIES INTERESTED IN GETTING PETROLEUM CONCESSIONS.

STRENGTHEN CANADIAN PRESENCE IN THE LOCAL MARKET.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 1)REGULAR CALLS ON OIL COMPANIES.
2)ASSISTANCE TO PETRO CANADA AND HOME OIL.

1)CALLED ON CHAIRMAN,OIL & GAS DEV CORP AND CHAIRMAN,PAKISTAN OILFIELDS LTD TO PROMOTE CDN CO. (2)BOTH COS HAVE OBTAINED CONCESSIONS AND HAVE OPENED OFFICE IN ISLAMABAD.

QUARTER: 2 Prepare briefing notes on the Petrochemical Sector in Pakistan.

Started gathering information. Will call on key people in Ministry of Petroleum and Pakistan oil refineries to find out GOP plans to build new refinery and hydrocracker.

QUARTER: 3 Regularly call on local oil and gas companies in Islamabad, Lahore and Karachi.

Called on OGDC & Min.of Petroleum & Natural Resources to get input for Alberta Government Oil & Gas Mission & for DRIEOTT/GSTM proposed oil & gas technical seminar.

QUARTER: 4 Regularly call on oil company Executives in Islamabad, Lahore and Karachi.

Met w/executives of OGDC, Pakistan Oilfields Ltd., Southern Gas Co. Ltd., Sui Gas Transmission Co. Ltd.,Union Texas & Occidental to obtain current status of their projects. Interested Cdn companies are being advised.