

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

MUN 556-PORT-OF-SPAIN

011-OIL & GAS EQUIPMENT, SERVICES
TRINIDAD AND TOBAGO

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CONTINUE STUDY OF OTHER OIL AND GAS EQUIPMENT MARKETS, PIPELINE,
REFINERY, OFFSHORE DRILLING.

REPORT BY SEPT. 1987.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONGOING LIAISON WITH MAJOR IMPORTERS OF EQUIP-
MENT.

INTRODUCTION TO VELAN INC. OF MONTREAL. INITIAL
SALES OF CDN. \$14,000 OF STAINLESS STEEL VALVES
FOR OIL INDUSTRY.

QUARTER: 2 ONGOING LIAISON WITH MAJOR IMPORTERS OF OIL AND
GAS EQUIPMENT.

DISTRIBUTION OF CANADIAN PUBLICATION "OIL AND
GAS FOR WORLD MARKETS" AND INTERCAN '87 INFO.

QUARTER: 3 TO VISIT KEY PLAYERS IN OIL SECTOR TO DETERMINE
OPPORTUNITIES FOR CDN OIL & GAS EQUIPMENT.

LITTLE DEVELOPMENT OR INVESTMENT PROGRESS DURING
PERIOD AS COS AWAITING DECISION ON BETTER INCEN-
TIVES FOR PRODUCTION. BEGAN NEGOTIATIONS WITH
ALTA GOV'T OFFICIALS REGARDING MISSION TO
TERRITORY.

QUARTER: 4 -----