

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 :319-DAMASCUS

011-OIL & GAS EQUIPMENT,SERVICES  
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZATION OF CONTRACT WARD TO CDN FIRM FOR GAS TREATMENT PLANT REQUIRED FOR THAYYEM GAS FIELD IN NORTHEAST OF SYRIA.

CDN PARTICIPATION IN THAYYEM PROJECT SHOULD TRIGGER EXTENSIVE MARKET PENETRATION BY CDN FIRMS IN THIS SECTOR.

CONFIRMATION OF CANADIAN OCCIDENTAL PETROLEUM EXPLORATION ACTIVITY IN MARKET. BLOCK UNDER CONSIDERATION IN THE SOUTH OF SYRIA NEAR THE JORDAN BORDER.

MARKET PRESENCE BY CDN EXPLORATION FIRM SHOULD RESULT IN COMMERCIAL SPINOFF FOR CDN SERVICE FIRMS IN SEISMIC AND DRILLING ACTIVITIES.

RENEWED VISITS TO MARKETS BY REPS OF CDN OILFIELD EQUIPMENT MANUFACTURERS AND SOLIDIFICATION OF RELATIONSHIPS WITH LOCAL AGENTS.

ENHANCED PARTICIPATION BT CDN FIRMS IN ON-GOING EQUIPMENT TENDERS ISSUED BY SPC AND AL-FURAT CO.

ASSESSMENT OF NEW SYRIAN GAS FIELDS WHICH ARE EXPECTED TO BE BROUGHT INTO PRODUCTION IN THE 1988-90 PERIOD.

EXPANDED SCOPE OF FOR PROCUREMENT OF CDN PRODUCTS AND TECHNOLOGY TO BRING GAS WELLS INTO ACTIVE USE.

ANALYSIS OF REQUIREMENTS OF HOMS AND BANIAS REINERIES IN TERMS OF UPGRADING AND/OR EXPANSION OF EXISTING FACILITIES.

IDENTIFICATION OF LONGER TERM PROJECTS IN DOWNSTREAM OIL AND GAS ACTIVITIES. EXTERNAL FINANCING WILL BE ESSENTIAL.

PARTICIPATION BY SYRIAN OFFICIALS IN 1988 NPS IN CALGARY.

IDENTIFICATION OF NEW AREAS IN OIL AND GAS SECTOR WHERE CDN EXPERTISE MAY BE APPROPRIATE (EG. OIL SHALE).

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 AL-FURAT CO. GAS DEVELOPMENT PROJECT FOR OMAR/TANAK/THAYYEM FIELDS, INCLD 140 KMS OF PIPELINE, DESIGN ENGINEERING AND SUPERVISION WORK.

GAS FIELD DVLPMT PROJ. IDENTIFIED WITH AL-FURAT MNGMT AND PASSED TO NOVACORP INTL FOR CONSIDERATION; LOCAL AGENT IDENTIFIED & AWAITING RECEIPT OF CONFIRMATION FROM CDN FIRM THAT PROPOSAL WILL BE SUBMITTED. VALUE EST AT \$10-12 MILL.

QUARTER: 1 VISIT TO NATIONAL PETROLEUM SHOW IN CALGARY BY AL-FURAT CO. OPERATIONS MANAGER;QUALIFICATION OF CDN GEOPHYSICAL CONTRACTOR BASED IN JORDAN FOR FUTURE AL-FURAT TENDERS.

POST TO INITIATE DRIVE TO QUALIFY ADD'L CDN SUPPLIERS ON AL-FURAT BIDDING LISTS.FOCUS TO BE ON WELL-HEAD EQUIP & SRVCS,SPECIALIZED DRILLING EQPT & GEOPHYSICAL SRVCS. ALTA GOVT, DRIEEDMTN & EXTOTT TO BE KEPT APPRISED OF PROCESS.

QUARTER: 2 -----