

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 : 512-SINGAPORE

011-OIL & GAS EQUIPMENT, SERVICES  
SINGAPORE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUE TO IDENTIFY JOINT-VENTURE PARTNERS OR LICENCEES WITH THE POTENTIAL TO UTILISE CANADIAN ENGINEERING DESIGN EXPERTISE.

AN INCREASE IN MARKET PENETRATION FOR CDN DESIGNED EQUIPMENT

CONTINUE TO LIAISE WITH LOCAL REFINERY OPERATORS AND ENSURE THAT THEY ARE AWARE OF CANADIAN EXPERTISE.

AN INCREASE IN SALES OF POLLUTION AND PROCESS CONTROL EQUIPMENT.

FOLLOW-UP ON MARKET OPPORTUNITIES HIGHLIGHTED IN RECENTLY COMPLETED MARKET STUDY, AND INFORM CANADIAN COMPANIES OF AVAILABILITY OF STUDY.

AN INCREASE IN CANADIAN MARKET PENETRATION, AND AN INCREASED AWARENESS IN CANADA OF LOCAL MARKET OPPORTUNITIES.

ENCOURAGE RELEVANT CONTACTS TO VISIT MAJOR CANADIAN OIL AND GAS EXHIBITIONS.

AN INCREASE IN THE NUMBER OF CANADIAN COMPANIES REPRESENTED IN SINGAPORE.

MEET WITH LOCAL COMPANIES ACTIVELY PURSUING MAJOR PROJECTS IN ASEAN AND ENSURE THAT THEY ARE AWARE OF CANADIAN EXPERTISE.

AN INCREASE IN REGIONAL MARKET PENETRATION IN CONJUNCTION WITH SINGAPORE COMPANIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 CONTINUE TO LIAISE WITH LOCAL REFINERY OPERATORS AND ENSURE THAT THEY ARE AWARE OF CDN EXPERTISE.

AS RESULT OF RECENT DEREGULATION OF OIL/GAS INDUSTRY IN CDA, THERE IS POSSIBILITY OF EXPORTING CRUDE OIL TO SPORE REFINERS. SERIES OF CALLS ARRANGED BY POST FOR CDN PRODUCER HAVE MADE LOCAL REFINERS AWARE OF THIS POTENTIAL.

QUARTER: 3 -----

QUARTER: 4 CONTINUE TO IDENTIFY JOINT-VENTURE PARTNERS OR LICENCEES WITH POTENTIAL TO UTILIZE CANADIAN ENGINEERING DESIGN EXPERIENCE.

INTRODUCED CANADIAN PARTICIPANTS IN OFFSHORE SOUTH ASIA EXHIBITION TO IMPORTANT LOCAL CONTRACTS, AND INTRODUCED CANADIAN PARTICIPANTS TO PETROMIN ASIA REPORTER. SIGNIFICANT PRESS COVERAGE RESULTED.