

REPORT 4
89/02/06

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 :604-DALLAS

O11-OIL & GAS EQUIPMENT,SERVICES
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROGRAM OF CALLS ON MAJOR U.S. GAS TRANSMISSION, PIPELINE AND
END-USER COMPANIES TO DISCUSS FTA ENERGY PROVISIONS.

INCREASED SALES OF NATURAL GAS.

SOLICIT 6-8 CANADIAN PARTICIPANTS/EXHIBITORS FOR THE 1988 SOCIETY
OF PETROLEUM ENGINEERS SHOWS.

NEW AGENCIES AND SOFTWARE SALES.

RECRUIT INCOMING BUYERS TO THE NATIONAL PETROLEUM SHOW.

DISCUSS WITH MAJOR U.S. FIRMS THE VALUE OF CANADIAN SOURCING FOR
TURNKEY PROJECTS USING CCC, CIDA AND EDC.

MAJOR CANADIAN EQUIPMENT AND SERVICES SOURC-
ING FOR THIRD COUNTRY PROJECTS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 THIRD COUNTRY PROCUREMENT OFFICE CALLS.

ACCOMPANIED 6 OIL & GAS EQUIP BUYERS TO NAT'L
PETROLEUM SHOW IN CALGARY. AT LEAST 15 NEW
AGENT/REPRESENTATIVE AGREEMENTS WERE CONCLUDED
AS A DIRECT RESULT.

QUARTER: 2 Society of Petroleum Engineers Show, Houston, TX
Oct. 2-5, 1988.
2. Recruit product literature for Society of
Petroleum Engineers Show

Preliminary planning for show
2. Literature received from 18 Canadian firms

QUARTER: 3 -----

QUARTER: 4 -----