

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 :644-MEXICO

011-OIL & GAS EQUIPMENT, SERVICES
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP ON CONTACTS MADE DURING MISSIONS, TO AND FROM PEMEX
TO DEVELOP EQUIPMENT/SERVICES SALES/

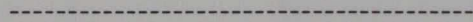
INCREASE DIVERSITY OF PRODUCTS/SERVICES SOLD.

WORK WITH PEMEX INDUSTRIAL DEVELOPMENT DIVISION AND MEXICAN PRIVATE OIL INDUSTRY SUPPLIERS TO ESTABLISH SUITABLE JOINT VENTURES.

INCREASE CDN SUPPLY OF COMPONENTS FOR OIL/GAS INDUSTRY EQUIPMENT.

WITH THE NEW PEMEX ACQUISITION PROGRAM & KNOWLEDGE FROM SEMINAR AND VISITS IDENTIFY AND ASSIST NEW CDN SUPPLIERS TO ENTER OIL INDUSTRY EQUIPT MARKET.

INTRODUCTION OF 5 NEW SUPPLIERS TO PEMEX.



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUE TO DEVELOP CONTACTS WITH PEMEX OFFICIALS BY ORGANIZED VISIT TO NATIONAL PETROLEUM SHOW, CALGARY.

ARRANGED FOR VISIT BY TWO ENGINEERS FROM JV DEVELOPMENT GROUP. USEFUL CONTACTS MADE AND FOLLOW-UP IS UNDERWAY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

RECENTLY PROPOSED EQUIPMENT'S FINAL APPROVAL FROM THE MEXICAN GOVERNMENT WHICH HAS FACILITATED NEGOTIATIONS CONCERNING CONTRACTS

Successful negotiations with the government concerning the (beginning of the 88). Arrangement of individual activities of this expected to be higher potential.

Follow-up on supply arrangements with Texas & C.I. monitored from other foreign and stations concerning/officer visit of Canada/Canada on major supply for software.