

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 :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 CANADI-
AN DESIGNED EQUIPMENT.

PROMOTE VISITS BY RELEVANT CONTACTS TO MAJOR CANADIAN OIL AND GAS
EXHIBITIONS.

AN INCREASE IN THE NUMBER OF CANADIAN COMPA-
NIES REPRESENTED IN SINGAPORE.

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

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

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MEET WITH LOCAL COMPANIES ACTIVELY PURSUING
MAJOR PROJECTS IN ASIA AND ENSURE THAT THEY ARE
AWARE OF CANADIAN EXPERTISE.

CONTACT WITH LOCAL COMPANY LED TO DISCOVERY OF A
TENDER IN PROCESS. CANADIAN COMPANY SAIT WAS
ADVISED AND SIGNIFICANT CONTRACT (C\$25 MILLION)
RESULTED.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----