

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 :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 PRIV-  
ATE 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 -----