

REPT4D
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

50

POST :348-KUWAIT

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES
BAHRAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up to Middle East Oil & Gas Show

Several opportunities have been identified and are currently being pursued. Three separate agency agreements are currently under negotiation

QUARTER: 2 -----

QUARTER: 3 Introduce new exporters to agents and oil companies.

Continues to meet with high level officials in National Oil Coys in order to promote Canadian capabilities.

45 Oil & Gas related coys participated at Mktplace. Kuwait presence provided focal point for Cdn firms interested in Int'l sales in this sector. - Post maintained ongoing contact & personal visits w/key off.through attendance at fairs

QUARTER: 4 Introduce new exporters to agents and oil companies

Post, through press release, encourage Gulf agents and suppliers to attend the National petroleum Show in Calgary, June 12-14