

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

POST :656-PORT-OF-SPAIN

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:MACHINERY AND EQUIPMENT

MARKET RESEARCH REPORT
A REPORT IN APRIL, 1989

I.D. MARKETING STRATEGY IN PROMOTING PROCUREMENT OF CDN PROD
A DEFINITIVE MARKETING STRATEGY AND PROGRAM

IDENTIFY SPECIFIC PROJECTS/REQUIREMENTS
LIST OF PROJECTS/REQUIREMENTS

SCHEDULE INDUSTRY VISITS TO TRINTOMAR, TRINTOC & TRINTOPEC
INCREASE AWARENESS WITH CDN INDUSTRY. INVITATIONS TO 10 CDN

FIRMS

GATHER MARKET INTELLIGENCE ON U.S. COMPETITION
PREPARE CDN SUPPLIERS FOR COMPETITIVE CIRCUMSTANCES

PARTICIPATE IN TWO PROMOTIONAL EVENTS
DISTRIBUTE INFO RE CDN CAPABILITY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Market research report - Marketing strategy -
BID \$100M Refinery Upgrading project - Alta Oil
and Gas Mission follow up - SECC gas project.

Report completed - Approval Cdn exhibit at Petro
Expo/Conf Oct/89 - Cdn firms shortlisted -
Positive Action Tool Ltd sales valued Cdn\$33,156
- Status report provided to Cdn firms.

QUARTER: 2 Participate SPE conference/exhibition - Refinery
rehab. project - Alta Oil/Gas Mission follow up.
Activities on gas project.

Conference/Exhibition postponed - Tenders being
evaluated - Aostra agreement to be signed - Gas
production scheduled Jan/90.

QUARTER: 3 Rescheduled SPE Conf./Exhibition Nov/89 - Refin-
ery rehab study tender - follow-up on Alta Oil &
Gas Mission - Monitor offshore gas development
and natural gas liquid extraction plant
construction.

Presentation successful. 3 sales lead 1 agency
agreement - Contract awarded in stages, 1 Cdn
firm considered -agency agreement signed,sold
Cdn\$34,000;AOSTRA agreement signed - Reports to
Cdn industry re progress of projects.

QUARTER: 4 IDB US\$200M TRINTOC refinery rehab tender- Oil &
Gas Incoming Buyers Mission - Monitor Liquid Gas
Extraction Plant development - Pursuing TRINTO-
PEC Waterflood Plant tender - Pursuing Oilwell
Digitization of Logs.

Prequal bids invited. Promoted Kilborn Energy
role.-Two buyers invited to Oil Show, Calgary
Jun/90 - US\$95.5M contract awarded, promoting
Cdn participation - Promoted I.P. Constructors
Ltd. - Promoted 2 Cdn firms in tender bids.