

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 :319-DAMASCUS

011-OIL & GAS EQUIPMENT, SERVICES  
SYRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZATION OF CONTRACT WARD TO CDN FIRM FOR GAS TREATMENT  
PLANT REQUIRED FOR THAYEM GAS FIELD IN NORTHEAST OF SYRIA.

CDN PARTICIPATION IN THAYEM PROJECT SHOULD  
TRIGGER EXTENSIVE MARKET PENETRATION BY CDN  
FIRMS IN THIS SECTOR.

CONFIRMATION OF CANADIAN OCCIDENTAL PETROLEUM EXPLORATION ACTIVI-  
TY IN MARKET. BLOCK UNDER CONSIDERATION IN THE SOUTH OF SYRIA  
NEAR THE JORDAN BORDER.

MARKET PRESENCE BY CDN EXPLORATION FIRM SHOU-  
LD RESULT IN COMMERCIAL SPINOFF FOR CDN SERV-  
ICE FIRMS IN SEISMIC AND DRILLING ACTIVITIES.

RENEWED VISITS TO MARKETS BY REPS OF CDN OILFIELD EQUIPMENT MANU-  
FACTURERS AND SOLIDIFICATION OF RELATIONSHIPS WITH LOCAL AGENTS.

ENHANCED PARTICIPATION BT CDN FIRMS IN ON-GO-  
ING EQUIPMENT TENDERS ISSUED BY SPC AND AL-  
FURAT CO.

ASSESSMENT OF NEW SYRIAN GAS FIELDS WHICH ARE EXPECTED TO BE BR-  
OUGHT INTO PRODUCTION IN THE 1988-90 PERIOD.

EXPANDED SCOPE OF FOR PROCUREMENT OF CDN PRO-  
DUCTS AND TECHNOLOGY TO BRING GAS WELLS INTO  
ACTIVE USE.

ANALYSIS OF REQUIREMENTS OF HOMS AND BANIAS REINERIES IN TERMS  
OF UPGRADING AND/OR EXPANSION OF EXISTING FACILITIES.

IDENTIFICATION OF LONGER TERM PROJECTS IN DO-  
WNSTREAM OIL AND GAS ACTIVITIES. EXTERNAL FI-  
NANCING WILL BE ESSENTIAL.

PARTICIPATION BY SYRIAN OFFICIALS IN 1988 NPS IN CALGARY.

IDENTIFICATION OF NEW AREAS IN OIL AND GAS  
SECTOR WHERE CDN EXPERTISE MAY BE APPROPRIATE  
(EG. OIL SHALE).

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----