QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :604-DALLAS

011-OIL & GAS EQUIPMENT,SERVICES
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
MACHINERY AND EQUIPMENT	
INTRODUCE 10 NEW CANADIAN SUPPLIERS TO MARKETPLACE.	5 NEW AGENCIES, 5 NEW SALES.
CALLS ON MAJOR OIL COMPANIES AND ENGINEERING CONTRACTORS.	OPPORTUNITIES FOR SALES -US & TO IND. WORLD MARKETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 ENHANCE CONTACTS AND MARKET INTELLIGENCE ON THIRD COUNTRY PURCHASING OFFICES IN HOUSTON AND INCREASE AWARENESS OF CANADIAN PRODUCTS AMONGST HOUSTON BASED COMPANIES.	OBTAINED LIST OF ALL PURCHASES IN 1986 BY BARIVEN (VENEZUELLA). WORKING TO QUALIFY CDN VENDORS. OBTAINED UPDATE ON CURRENT PURCHASING BY ARAMCO (SAUDI ARABIA). RECRUITED 4 HOUSTON COMPANIES TO ATTEND INTERCAN 87, EDMONTON. ORGANIZED MISSION
QUARTER: 2 PARTICIPATION IN THE SOCIETY OF PETROLEUM ENGINEERS ANNUAL MEETING AND EXHIBITION - SEPT. 27 - 30.	5 CDN COS EXHIBITED INDEPENDENTLY. 3 OTHERS WERE WITH U.S. PARENTS & 2 COS WORKED FM OUR BOOTH. 1 CO. REC'D SPECIFIC INVITA'N TO CHINA TO DISCUSS CONTACTS. LITERATURE WAS DISTRIBUTED FM 31 COS. SEVERAL CONTACTS WERE MADE.
QUARTER: 3 PARTICIPATION IN THE SOCIETY OF EXPLORATION GEOPHYSICISTS SHOW OCT 11-15.	-32 CDN CO'S HAD INDIVIDUAL BOOTHS. LITERATURE OF 47 CO'S WAS DISTRIBUTED. 150 TRADE ENQUIRIES WERE RECEIVED.
QUARTER: 4 -----	