

REPT4D
90/04/05

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 :474-BELGRADE

011-OIL & GAS EQUIPMENT,SERVICES
YUGOSLAVIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ACTIVE SUPPORT TO CANADIAN SUPPLIERS OF OIL AND GAS EQUIPMENT AND SERVICES. FREQUENT VISITS TO TWO MAJOR YUGOSLAV PETROLEUM FIRMS TO LEARN AS EARLY AS POSSIBLE OF FUTURE INVESTMENT PROJECTS.

WILLOWGLEN SYSTEMS OF CALGARY WON CONTRACT TO PROVIDE PETROL OF LJUBLJANA WITH A \$4.3 MILLION SCADA SYSTEM. OBTAINED EARLY WARNING OF MAJOR TENDER TO BE RELEASED IMMINENTLY BY NAFTA-GAS; INFO TRANSMITTED TO CCC\CALGARY AND OTHER FIRMS.

QUARTER: 2 Continued active support to Canadian suppliers of oil and gas equipment and services. Frequent contacts with major Yugoslav oil companies to learn of equipment tendering opportunities.

Interceded with Yugoslav client to ensure favourable consideration of technical aspects of bid (INA-Naftaplin) Continued to press Jugel on decision for Willowglen's participation in jnt. bid for gas distribution system.

QUARTER: 3 Continued active support to Cdn. suppliers of oil and gas equipment and services. Frequent contacts with Yugoslav oil companies to learn of tender opportunities. Continued to press Jugel on Willowglen's SCADA bid.

INA awarded \$350,000 contract to Alberta firm, and has commented favourably on the quality of the product, alluding to more business in the future.

QUARTER: 4 -----