

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 : 347-RIYADH

011-OIL & GAS EQUIPMENT, SERVICES
SAUDI ARABIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

EQUIPMENT & MACHINERY

URGE THE ALBERTA GOVERNMENT TO INVITE SENIOR TECHNICAL MANAGERS FROM PETROMIN AND SABIC TO ATTEND THE SUMMER LONG PETROLEUM TECHNOLOGY COURSES EVERY YEAR.

TO HAVE AT LEAST 3 STUDENTS PER YEAR.

CONTACT ALL PIPELINE, BULK STORAGE AND RECOVERY TECHNOLOGY COMPANIES TO ENSURE THEY KNOW HOW TO PREQUALIFY IN PARALLEL AS SUBCONTRACTORS TO SAUDI FOREIGN CONTRACTORS.

TO HAVE AT LEAST 5 NEW COMPANIES PREQUALIFIED

ENCOURAGE PRESENTATION OF TECHNICAL PAPERS FROM CANADA AT EACH OIL AND GAS CONFERENCE ORGANIZED BY UNIVERSITY OF PETROLEUM AND MINERALS.

ARRANGE 2 PRESENTATIONS PER YEAR.

ENCOURAGE SNC TO DETERMINE ITS INTEREST IN LICENSING ITS SINGLE CELL PROTEIN PLANT WITH A LOCAL PARTNER.

TO HAVE FEASIBILITY FINISHED BY 1987.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 REPORT ON ACTIVITIES OF ARAMCO.

OIL AND GAS REPORT SENT.

QUARTER: 3 -----

QUARTER: 4 OIL AND GAS OPERATIONS AND MAINTENANCE MISSION.

VISIT OF 3 CANADIAN COMPANIES ESTABLISHED DIRECT CONTACT WITH POTENTIAL CLIENTS (REFINERIES, PETROCHEMICAL PLANTS). POTENTIAL SALES OVER NEXT 2 YEARS: 5 MILLION.