

REPORT 4
88/02/02

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

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POST : 348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES
KUWAIT

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MEETINGS WITH KEY DECISION MAKERS A KUWAIT OIL COMPANY, KUWAIT NATIONAL PETROLEUM COMPANY, KUWAIT PETROLEUM COMPANY TO DETERMINE VALUE OF SIGNIFICANT O & M OPPORTUNITY.

ESTABLISH INVENTORY OF MAINTENANCE AND REPLACEMENT OPPORTUNITIES FOR CDN SUPPLIERS. WHILE MAJOR PROJECTS ARE FEW O & M POTENTIAL IS SIGNIFICANT.

ENCOURAGE VISITS BY CANADIAN EXPERTS IN NEW, EFFICIENT PRODUCTION EXPLORATION TECHNIQUES.

ENHANCE REPUTATION OF CANADIAN EXPERTISE, CAPABILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTERCAN '87, EDMONTON, ALBERTA.

RECRUITED HIGH LEVEL INVITEES FROM ADNOC, ABU DHABI, MINISTRY OF PETROLEUM, OMAN & QATAR NATIONAL PETROLEUM CORP. KUWAIT INVITEES HAD TO CANCEL AT LAST MOMENT-REPORTS PREPARED ON OPPORTUNITIES IN BAHRAIN AND KUWAIT.

QUARTER: 1 CDN ENERGY RESEARCH INSTITUTE CONFERENCE.

MET WITH & RECRUITED MR HANI A. HUSSAIN, EXECUTIVE ASSISTANT MANAGING DIR, MARKETING, KUWAIT PETROLEUM CORP. TO SPEAK AT CDN ENERGY RESEARCH INSTITUTE CONFERENCE.

QUARTER: 2 KEYNOTE SPEAKER FROM KPC ADDRESSED CANADIAN ENERGY RESEARCH INSTITUTE CONFERENCE.

INCREASED PROFILE OF KUWAIT IN CANADA. INCREASED KNOWLEDGE OF CANADA TO INFLUENTIAL KUWAIT OIL EXECUTIVE.

QUARTER: 3 -----

QUARTER: 4 -----