

REPORT 4
89/10/10

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 :510-BEIJING

O11-OIL & GAS EQUIPMENT,SERVICES
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

HEAVY OIL - IDENTIFICATION OF SURFACE FACILITIES REQUIREMENTS
AND PROMOTION OF CANADIAN CAPABILITIES BASED ON FEEDBACK.

ON-GOING ACTIVITY - EIDENTIFY OPPORTUNITIES
FOR CANADIAN EQUIPMENT AND ENGINEERING FIRMS
LEADING TO SALES CONTRACTS.

CLARIFICATION OF CHINESE INTEREST IN NON-CONVENTIONAL DRILLING;
THEIR INTENDED APPLICATION AND PURCHASE PLANS.

ON-GOING ACTIVITY - SUPPORT AND EXPANSION OF
COMPANY INITIATIVES IN SLANT/DIRECTIONAL DRI-
LLING.

CONCENTRATED MARKETING EFFORT TO OILFIELD WITH LITTLE CANADIAN
INVOLVEMENT TO DATE: I.E. ZHONGYUAN, SHENGLI.

IDENTIFICATION OF OPPORTUNITIES FOR CANADIAN
COMPANIES AND EXPOSING CANADIAN TECHNOLOGY TO
MATCH OPPORTUNITIES.

CONCENTRATED MARKETING EFFORT DIRECTED TO OFFSHORE OIL/
NATURAL GAS DEVELOPMENT.

IDENTIFICATION OF OPPORTUNITIES AND EXPOSING
OF CANADIAN TECHNOLOGY TO MATCH OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Continued marketing efforts to Shengli and other
oilfields - heavy oil mission from Shengli to
Alberta - concentrated efforts

Identification of several business opportunities
Return mission from Alberta to take place in May