

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 :319-DAMASCUS

011-OIL & GAS EQUIPMENT, SERVICES
SYRIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZATION OF CONTRACT WARD TO CDN FIRM FOR GAS TREATMENT
PLANT REQUIRED FOR THAYYEM GAS FIELD IN NORTHEAST OF SYRIA.

CDN PARTICIPATION IN THAYYEM PROJECT SHOULD
TRIGGER EXTENSIVE MARKET PENETRATION BY CDN
FIRMS IN THIS SECTOR.

CONFIRMATION OF CANADIAN OCCIDENTAL PETROLEUM EXPLORATION ACTIVI-
TY IN MARKET. BLOCK UNDER CONSIDERATION IN THE SOUTH OF SYRIA
NEAR THE JORDAN BORDER.

MARKET PRESENCE BY CDN EXPLORATION FIRM SHOU-
LD RESULT IN COMMERCIAL SPINOFF FOR CDN SERV-
ICE FIRMS IN SEISMIC AND DRILLING ACTIVITIES.

RENEWED VISITS TO MARKETS BY REPS OF CDN OILFIELD EQUIPMENT MANU-
FACTURERS AND SOLIDIFICATION OF RELATIONSHIPS WITH LOCAL AGENTS.

ENHANCED PARTICIPATION BT CDN FIRMS IN ON-GO-
ING EQUIPMENT TENDERS ISSUED BY SPC AND AL-
FURAT CO.

ASSESSMENT OF NEW SYRIAN GAS FIELDS WHICH ARE EXPECTED TO BE BR-
OUGHT INTO PRODUCTION IN THE 1988-90 PERIOD.

EXPANDED SCOPE OF FOR PROCUREMENT OF CDN PRO-
DUCTS AND TECHNOLOGY TO BRING GAS WELLS INTO
ACTIVE USE.

ANALYSIS OF REQUIREMENMTS OF HOMS AND BANIAS REINERIES IN TERMS
OF UPGRADING AND/OR EXPANSION OF EXISTING FACILITIES.

IDENTIFICATION OF LONGER TERM PROJECTS IN DO-
WNSTREAM OIL AND GAS ACTIVITIES. EXTERNAL FI-
NANCING WILL BE ESSENTIAL.

PARTICIPATION BY SYRIAN OFFICIALS IN 1988 NPS IN CALGARY.

IDENTIFICATION OF NEW AREAS IN OIL AND GAS
SECTOR WHERE CDN EXPERTISE MAY BE APPROPRIATE
(EG. OIL SHALE).



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----