

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 :512-SINGAPORE

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES  
SINGAPORE

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	Cultivate close relationship with local industry representative	Identify mkt opp & expand awareness of Cdn capabilities
	Identify suitable representatives and introduce them to Canadian companies	Conclude new rep agreem & incr eqpt & serv sales potentials
	Update of market study	Increase Cdn awareness of market potential
	Organized Canadian participation at ASCOPE'89	Increase representation & sales of goods & services

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 Increase awareness of Canadian capabilities with local industry.	Two Singapore representatives sent to Intercan' 89.
	QUARTER: 2 Expand representation of Canadian companies. Preparation for ASCOPE'89.	Follow up on contacts made at Intercan'89 by Singapore contingent. Contacted ten local companies to determine interest in Canadian technology.
	QUARTER: 3 Actively cultivate local industry contacts. Preparations for ASCOPE 89 in Nov 89. Update of market study.	Six Canadian companies participated in joint Canada-Alberta pavilion, resulting in significant exposure to local and regional industry. Market study completed.
	QUARTER: 4 Liaison visit with Brunei Shell officials and tour of Shell refinery in Singapore.	Increased knowledge of procurement procedures and Shell operations in Brunei and Singapore.