

REPT4D
90/06/26

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

56

POST :348-KUWAIT

SECTOR :011-OIL & GAS EQUIPMENT, SERVICES
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

OIL AND GAS EQUIPMENT & SERVICES REPORT
IDENTIFY POTENTIAL OPPORTUNITIES

FOLLOW UP MIDDLE EAST OIL & GAS SHOW - MARCH 89
TO IDENTIFY GOOD SALES LEADS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Follow-up to Middle East Oil & Gas Show

Several opportunities have been identified and are currently being pursued. Three separate agency agreements are currently under negotiation.

QUARTER: 2 -----

QUARTER: 3 Encourage oil coys from Canada to visit Gulf

Post Lobbied successfully to have fourth annual Arab Gas & Oil tech. Exh. included in our list of activities (Mar 18-21, '90). More Cdn coys will participate as a result of Federal presence

QUARTER: 4 Continue to meet with high level officials in National Oil coys in order to promote Canadian capabilities.

Post participated in 2nd Gas & Oil Technology Show in Dubai, March 18-21 Exhibition. Oppty to renew acquaintance with Key Gulf contacts and meet with new players.