

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

POST : 340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES
SYRIA

PLANNING: . ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW-UP TO PARTICIPATION BY SENIOR OFFICIALS OF SYRIAN PETROLEUM CORP (SPC) AT NPS'86 IN CALGARY AND PROPOSE SIMILAR EXERCISE FOR 1988.

RESEARCH & MONITORING OF NATURAL GAS FINDS & DEVELOPMENT PLANS BY SPC FOR FIELDS SUCH AS THAYEM & TRIASSIC IN NORTH & NORTHEASTERN SYRIA.

FOLLOW-UP TO PREVIOUS & FORTHCOMING VISITS BY CDN MANUFS. & SUPPLIERS OF OIL & GAS EQUIPMENT IN TERMS OF BUILDING RELATIONSHIPS WITH LOCAL AGENTS/REPS & AWARENESS OF CDN CAPABILITY IN GOVT PURCHASING CIRCLES.

ANALYSIS OF REQUIREMENTS OF HOMS REFINERY FOR ENVIRONMENTAL IMPACT ASSESSMENT & POTENTIAL EXPANSION PROGRAMME.

DEVELOPMENT OF CLOSER CONTACT WITH PRINCIPLES OF AL-FURAT DRILLING (PARTICULARLY PECTEN PERSONNEL) IN ORDER TO DETERMINE POSSIBLE SCOPE OF CDN SERVICES IN ONGOING LOCAL DRILLING PROGRAMMES.

MAJOR SECTORAL ANALYSIS OF SYRIAN OIL & GAS DEVELOPMENT WITHIN CONTEXT OF PLANNED ACTIVITIES IN THE 1987-1992 FIVE YEAR PLAN.

GREATER RECEPTIVENESS TO CDN SOURCES OF SUPPLY IN OIL & GAS SECTOR FROM MOST IMPORTANT STATE CONTRACTING AGENCY IN SAR.

TIMELY ADVICE TO CDN BIDDERS OF DOWNSTREAM TENDERS FOR EQUIP & SERVICE REQUIREMENTS FOR THESE AND OTHER PROJECTS.

AWARD OF CONTRACTS TO CDN BIDDERS IN PROJECTS RELATED TO PETROLEUM & NATURAL EXPLORATION THRU EFFECTIVE USE OF LOCAL PARTNERS AND/OR ASSOCIATES.

PARTICIPATION BY CDN CONSULTANTS & SUPPLIERS IN TENDERS FLOATED RELATING TO THIS PROJECT.

POTENTIAL CONTRACTING OF CDN FIRMS BY PECTEN ON DIRECT BASIS, FOR SPECIFIC TASKS REQUIRED BY THEM IN SYRIA.

PROVIDE BASIS FOR POST INITIATED PROMOTIONAL ACTIVITIES ON BEHALF OF CDN INDUSTRY AND OUTGOING VISITS TO TERRITORY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR ON-GOING EFFORTS OF PROPAK SYSTEMS OF CANADA IN NEGOTIATIONS WITH SYRIAN PETROLEUM CO. FOR THE THAYYEM GAS TREATMENT.

QUARTER: 2 -----

QUARTER: 3 ASSESSMENT OF EXPANSION PROGRAMS PLANNED BY HOMS REFINERY & POTENTIAL APPLICATIONS FOR CDN TECHNOLOGIES.

SYRIAN CLIENT ACCEPTED EDC CREDIT TERMS OF 2 MAY FOR THE SUPPLY OF CDN 35M OF GOODS & SERVICES FOR THAYYEM PROJECT. FINAL NEGOTIATIONS WITH EDC EXPORTER CONCLUDED IN DAMASCUS END JUNE. CONTRACT LOAN AGREEMENT TO BE FINALIZED BY END JULY.

INTRODUCTION OF MOHAWK-MORROW PROCESS FOR RE-REFINING OF SPENT OILS TO HOMS MANAGEMENT. POSSIBLE SEMINAR PROGRAM IN SYRIA BY MOHAWK PERSONNEL FOR VISIT TO CDA BY SYRIAN PRINCIPALS.