

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 :521-ISLAMABAD

011-OIL & GAS EQUIPMENT,SERVICES
PAKISTAN

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

REGULARLY CALL ON OIL COMPANY EXECUTIVES IN ISLAMABAD, LAHORE
AND KARACHI.

OBTAIN TIMELY INFORMATION ABOUT PROCUREMENT
OPPORTUNITIES LEADING TO FINAL BID SUBMISSION
BY APPROPRIATE CANADIAN COMPANIES.

UPDATE MISSION BRIEFING NOTES ON THE OIL AND GAS INDUSTRY.

IMPROVED INFORMATION ABOUT LOCAL MARKET FOR
CANADIAN COMPANIES AND GOVERNMENT
DEPARTMENTS.

PREPARE BRIEFING NOTES ON THE PETROCHEMICAL SECTOR IN
PAKISTAN.

COLLECT AND DISSEMINATE INFORMATION ABOUT
THIS SUB-SECTOR FOR THE USE OF CDN COMPANIES
AND GOVT DEPTS. INTERESTED CANADIAN COMPANIES
TO COMPETE FOR BUSINESS.

PROVIDE ASSISTANCE TO NEW CANADIAN COMPANIES INTERESTED IN
GETTING PETROLEUM CONCESSIONS.

STRENGTHEN CANADIAN PRESENCE IN THE LOCAL
MARKET.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 1)REGULAR CALLS ON OIL COMPANIES.
2)ASSISTANCE TO PETRO CANADA AND HOME OIL.

1)CALLED ON CHAIRMAN,OIL & GAS DEV CORP AND
CHAIRMAN,PAKISTAN OILFIELDS LTD TO PROMOTE CDN
CO. (2)BOTH COS HAVE OBTAINED CONCESSIONS AND
HAVE OPENED OFFICE IN ISLAMABAD.

QUARTER: 2 Prepare briefing notes on the Petrochemical
Sector in Pakistan.

Started gathering information. Will call on key
people in Ministry of Petroleum and Pakistan oil
refineries to find out GOP plans to build new
refinery and hydrocracker.

QUARTER: 3 Regularly call on local oil and gas companies in
Islamabad, Lahore and Karachi.

Called on OGDC & Min.of Petroleum & Natural
Resources to get input for Alberta Government
Oil & Gas Mission & for DRIEOTT/GSTM proposed
oil & gas technical seminar.

QUARTER: 4 Regularly call on oil company Executives in
Islamabad, Lahore and Karachi.

Met w/executives of OGDC, Pakistan Oilfields
Ltd., Southern Gas Co. Ltd., Sui Gas Transmis-
sion Co. Ltd.,Union Texas & Occidental to obtain
current status of their projects. Interested Cdn
companies are being advised.