

REPT4D
90/01/23

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 :475-MOSCOW

011-OIL & GAS EQUIPMENT,SERVICES
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONT'D SUPPORT FOR CDN COS STARTING JOINT VENTURES IN USSR. WITH THE SIGNING OF THE JVS TO DATE, POTENTIAL BUSINESS IS IN THE 100 MILLION RANGE

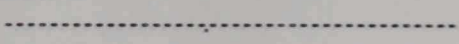
ASSISTING GEN CONTR'S & ENG FIRMS IN FULFILLING COUNTERTRADE THESE COUNTERTRADE ARRANGEMENTS HAVE PERMITTED CANADIAN FIRMS TO WIN \$60 MILLION IN BUSINESS

ASSISTING LARGE CDN OIL/GAS FIRMS IN ESTABL CONTACTS W/MIN OFF-SHORE ENHANCED OIL RECOVERY AND OTHER AREAS EQUAL 50 MILLION

PROVIDING ASSIST TO CDN FIRMS IN CONTRACTING SULPHUR PLANTS \$10 MILLION SALES

COOP W/THE PROV OF ALB IN OIL/GAS MISSIONS TO THE USSR LONG TERM BUSINESS

ASSIST COS SUCH AS GULF CDA,PETROCDA,& OTHERS TO ESTABL CONT LONG TERM BUSINESS



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Planning of pipeline mission from USSR to Ontario and Alberta. Supporting Canadian companies such as Gulf Canada and Dreco. Planning completed for 9 person delegation to travel in October. Post discussed oil and gas equipment in three meetings with Ministry of Oil and Gas.

QUARTER: 3 -----

QUARTER: 4 -----