

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 :346-BAGHDAD

011-OIL & GAS EQUIPMENT,SERVICES
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

AFTER RADICAL RESTRUCTURING OF IRAQI OIL MINISTRY AND AFFILIATED STATE COMPANIES,CONTINUE TO INVESTIGATE IMPORT REQUIREMENTS, AND PROMOTE CANADIAN CAPABILITY.

INCREASE INTEREST ON PART OF IRAQI IMPORTERS IN CDN PRODUCTS AS ALTERNATIVE TO GOODS TRADITIONALLY PURCHASED.

CONTINUE TO SUPPORT ACTIVITIES OF FIRMS SUCH AS CANUSA COATING SYSTEMS AND NOVACORP TO HELP THEM EXPAND PRODUCTIVE RELATIONSHIP WITH MAJOR CONTRACTORS AND SUPPLIERS IN FIELD.

ALLOW CANADIAN FIRMS TO IMPROVE THEIR CHANCES OF RECEIVING PAYMENT BY SELLING TO IRAQ VIA ESTABLISHED SUPPLIERS.

INCREASE LIAISON WITH LOCAL OFFICES OF MAJOR FIRMS (I.E. SAIPEM, HYUNDAI, ENI, ETC) RECENTLY AWARDED IPSA II PIPELINE CONSTRUCTION PROJECT CONTRACT.

ENCOURAGE PRIME CONTRACTORS TO INCLUDE CDN GOODS AND SERVICES WHERE TECHNICALLY SUITABLE AND COMPETITIVE.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 2 Facilitate work of Canadian oil and gas equipment and services companies in Iraq and introduce new companies.

Computer Modelling Grup (CMG) introduced to State Company of Oil Projects.

QUARTER: 3 Assist Canadian companies to access purchasers in O and G sector.

Two new companies contacted for contracting. No contracts completed.

QUARTER: 4 -----