

REPORT 4
88/02/02

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

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POST : 522-NEW DELHI

011-OIL & GAS EQUIPMENT, SERVICES
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CIDA/EDC LINE OF CREDIT FOR OIL AND GAS SECTOR.

WHEN SIGNED SIGNIFICANT AND IMMEDIATE
INCREASE IN SALES.

PETRO-CANADA - OIL & NATURAL GAS COMMISSION MOU FOR TECHNICAL
COOPERATION WITH OIL & GAS SECTOR.

WHEN SIGNED SIGNIFICANT INCREASE IN LINK
BETWEEN CANADIAN COMPANIES AND ONGC.

GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCIES AGREEMENTS DUE TO
SEVERE RECESSION IN CANADIAN INDUSTRY AND HENCE INCREASED INTE-
REST IN INDIAN MARKET.

INCREASED SIGNED AGENCY AGREEMENTS AND SALES.

COMPUTERIZE OIL & GAS CONTACTS, AGENTS LISTS, TENDERS ISSUED, RESPO-
NSES FROM CANADA, SOURCING DOCUMENTS, ENQUIRIES FROM CANADA AND
INDIA.

IMPROVED EFFICIENCY IN RESPONDING & MATCHING
OPPORTUNITIES WITH CANADIAN COMPANIES.

ALL SUB-SECTORS

CIDA/EDC LINE OF CREDIT FOR OIL AND GAS SECTOR.

WHEN SIGNED SIGNIFICANT AND IMMEDIATE INCREA-
SE IN SALES.

PETRO-CANADA - OIL & NATURAL GAS COMMISSION MOU FOR TECHNICAL
COOPERATION WITH OIL & GAS SECTOR.

WHEN SIGNED SIGNIFICANT INCREASE IN LINKS
BETWEEN CANADIAN COMPANIES AND ONGC.

GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCIES AGREEMENTS DUE TO
SEVERE RECESSION IN CANADIAN INDUSTRY AND HENCE INCREASED INTE-
REST IN INDIAN MARKET.

INCREASED SIGNED AGENCY AGREEMENTS AND SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CIDA/EDC LINE OF CREDIT FOR OIL & GAS SECTOR.

CONTINUING ATTEMPTS TO PRODUCE FIRST TRANSACTION
STILL IN DEFINITION PHASE.

QUARTER: 1 PETRO-CANADA OIL & NATURAL GAS COMMISSION MOU
FOR TECHNICAL COOPERATION WITH OIL & GAS SECTOR.

QUARTER: 1 GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCY
AGREEMENTS DUE TO SEVERE RECESSION IN CDN INDUS-
TRY AND HENCE INCREASED INTEREST IN INDIAN MKT.

HAS BEEN SOMEWHAT DAMPENED BY PROBLEMS IN LAUNC-
HING OIL AND GAS FINANCING FACILITY.

QUARTER: 1 COMPUTERIZE OIL & GAS CONTACTS, AGENTS LISTS,
TENDERS ISSUED, RESPONSES FROM CANADA, SOURCING
DOCUMENTS, ENQUIRIES FROM CANADA AND INDIA.

WELL IN TRAIN WITH CONTACTS, AGENTS AND TENDER
NOTIFICATIONS COMPUTERIZED. CONTINUING.