

REPORT 4
89/10/10

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 :475-MOSCOW

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

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONTINUED SUPPORT FOR CANADIAN FOREMOST YAMAL CO-PRODUCTION/JOINT VENTURE PROSPECTS WITH MINISTRY OF OIL AND GAS CONSTRUCTION.

JOINT VENTURES AND INITIAL CONTRACTS FOR \$10 MILLION.

CONTINUED SUPPORT FOR ESTABLISHMENT OF JOINT VENTURES RELATING TO ACIDIZING; FRACTURING AND INCREASING OIL AND GAS PRODUCTION.

JOINT VENTURES WITH CONTRACTS OF \$5 MILLION

REJUVENATION OF OIL AND GAS WORKING GROUP AND ASSISTANCE TO CANADIAN COMPANIES IN SELLING THEIR TECHNOLOGY RE JOINT VENTURES IN DRILL RIGS AND WORKOVER RIGS.

JOINT VENTURES AND CONTRACTS OF APPROXIMATELY \$20 MILLION

COOPERATION WITH PROVINCE OF ALBERTA IN ARCTIC OIL AND GAS SEMINAR.

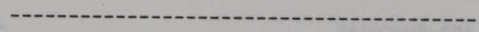
LONG TERM BUSINESS

COOPERATION IN ESTABLISHING OIL SANDS TECHNOLOGY COOPERATION AGREEMENTS BETWEEN SUCH COMPANIES AS AOSTRA AND SOVIET ORGANIZATIONS

LONG TERM BUSINESS

PROVIDING ASSISTANCE TO CANADIAN COMPANIES IN SULPHUR PRILLING PROCESSES.

CONTRACTS FOR \$10 MILLION



TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ALBERTA MISSION OF VARIOUS COMPANIES SUPPORTED FEDERAL/PROVINCIAL EFFORTS.

ORGANIZED MEETINGS AND ASSISTED IN ALL ASPECTS OF MISSION.

QUARTER: 1 CANADIAN FOREMOST SIGNING OF JOINT VENTURE.

CONTINUED CLOSE LIAISON FOR YAMAL ALL-TERRAIN VEHICLE SALES.

QUARTER: 1 ASSISTED LAVALIN IN AIDING HYDRO QUEBEC TO SOURCE SOVIET GOODS.

QUEBEC HYDRO TO TEST SOVIET PRODUCTS IN HYDRO ELECTRIC AREA.

QUARTER: 2 -----

QUARTER: 3 Assisted in organizing and implementation of Alberta Arctic oil and gas seminar, Nov.22

With reps from 8 cos plus Govt officials,Post supported seminar attended by over 150 reps from Soviet oil & gas industry. Regular sales for cos such as Dreco, Cdn Francmaster, Willowglen were supported.