

REPORT 4  
88/10/21

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 : 348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES  
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

- CONTINUE TO MEET WITH HIGH LEVEL OFFICIALS IN ALL GULF OIL COMPANIES IN ORDER TO PROMOTE CANADIAN CAPABILITIES.
- INTRODUCE NEW EXPORTERS TO AGENTS, OIL COMPANIES.
- ENCOURAGE OIL COMPANIES TO SEND EMPLOYEES FOR TRAINING IN CANADA
- SECTORAL REPORT TO BE DISTRIBUTED TO CANADIAN EXPORTERS

- ENCOURAGE COMPNAIES, PARTICULARLY FROM ALBERTA TO DO MORE PROSPECTING IN AREA.
- FIVE NEW AGENCY AGREEMENTS
- LONG TERM PROGRAM TO INCREASE AWARENESS OF CANADIAN INDUSTRY AND CAPABILITIES.
- INCREASED FAMILIARITY WITH MARKET ENCOURAGING MORE FREQUENT MARKET VISITS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 VISITORS TO NPS

THE POST INVITED 5 LOCAL O&G SECT OFFICIALS FM ALL GULF COUNTRIES. SEVERAL LOCAL BUSINESS PEOPLE ALSO VISITED THE SHOW AT THEIR OWN EXPENSE. REPORTS FM RETURNING VISITORS TO NPS CONFIRM THAT IT IS 1 OF PREMIER O&G SHOWS IN WORLD.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----