

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 : 424-DUSSELDORF

011-OIL & GAS EQUIPMENT, SERVICES  
GERMANY WEST

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

POST HAS REPORTED ON GERMAN OIL AND GAS INDUSTRY AND PROMOTED INDUSTRIAL COOPERATION.

PROMOTING SIGNIFICANT SUB-CONTRACTING IN CANADA FOR GERMAN CONTRACTORS IN THIS SECTOR.

POST HOLDING A BUSINESS DEVELOPMENT DAY IN HANNOVER WITH OIL AND GAS AS MAJOR THEME.

POST PROMOTING CDN CO. ATTENDANCE AT ACHEMA FAIR IN FRANKFURT IN JUNE.

POST PROMOTING GERMAN CO. ATTENDANCE AT NAT'L PETROLEUM SHOW.

FROM DRIEOTT VISIT IN MARCH 88 HOPE TO HAVE 3 OR 4 TECHNOLOGY TRANSFER OPPORTUNITIES.

EXPECT PROCOR AND CDN FOREMOST TO STRENGTHEN TIES WITH CO. VISITS IN FEB.

INCREASED INTEREST IN CDN OIL AND GAS SECTOR BY GERMAN COS. IDENTIFICATION OF NEW JOINT VENTURE OPPORTUNITIES.

FURTHER DEVELOP COOPERATION ON THIRD COUNTRY CAPITAL PROJECTS.

ADDITIONAL SOURCING IN CDA FOR PROJECTS IN GERMANY AND ON THIRD MARKETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 INCOMING VISITOR TO NATIONAL PETROLEUM SHOW JUNE  
2 - 4 1988 IN CALGARY.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

LINDE TVT AG REP. REPORTED SUCCESSFUL RESULTS.  
FORMAL DEBRIEFING TO FOLLOW.