

REPT4D
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

17

POST :340-AMMAN

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

WESTBRUNE DRILLING/NRA CONTRACT
NEW AGREEMENT FOR RIG LEASE - \$5M

EXTENSION OF P.C.I.A.C. PROJECT
ADDITIONAL WORK UNDER \$ 13 M GRANT

MULTINATIONAL CONCESSION AGREEMENT WITH JORDAN
PRESENCE OF CDN RISK CONTRACTOR IN JORDAN

GAS UTILIZATION STUDY: RISHA REGION
CDN INVOLVEMENT IN JORDAN'S GAS DEVELOPMENT

TAR SANDS AND OIL SHALE DEPOSITS : DEFINITION
IMPORTANT RESOURCE DEVELOPMENT PROJECTS WILL NEED CONSULTING

EXPERTISE IN DEFINITION PHASE

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Support and promotion of Canadian expertise in seismic acquisition through presence of large Canadian crew in region under auspices of PCIAC project

Visit by President of Canadian seismic contractor; progress in negotiations for possible joint venture with Syrian client. Review of Jordan program under PCIAC with Natural Resources Authority (NRA)

QUARTER: 2 1. Risha Gas Utilisation Study.

1. Project has been delayed pending further assessment of Jordanian Gas deposits by local authorities.

QUARTER: 3 1.Risha/Zarqa Utilisation (Pipeline) Study
2.Establishment of Resident Manager Position for PCIAC Project.
3.Petrofina Exploration

1.Post influence resulted in award of contract to Novacorp valued at \$250,000.
2.Position has resulted in greater coordination with Embassy and on identifying opportunities.
3.Nabors Drilling won million dollar contract.

QUARTER: 4 Pursue opportunities in o and g sector through series of market visits and encourage visits by CDN exporters through timely provision of market information equipment .

Alberta oil and gas mission visited Jordan and uncovered substantial potential business opportunities.
2. CDN company active in region obtained new drilling contract and others are tendering.