

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 :402-ATHENS

011-OIL & GAS EQUIPMENT,SERVICES
GREECE

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MONITOR PROCEDURES & DEVELOPMENT & ASSIST CANADIAN COS IN PRESENTING THEIR CAPABILITY TO GREEK AUTHORITIES RESPONSIBLE FOR THE PROJECT OF INTRODUCING NATURAL GAS TO THE COUNTRY.

INCLUSION OF CANADIAN COS IN THE SHORT LIST OF REPS TO BE ISSUED. \$3 M.

INTRODUCE CNG TO CITY OF ATHENS TO COMBAT POLLUTION PROBLEM

INTRODUCE NOVA CORP. INTO GREECE.

GET CANADIAN COMPANIES TO GET REGISTERED WITH NAPC (CANADIAN CONTROLLER).

GET 10% OF BUSINESS OF O&G CONSUMABLES AND NEW EXPLORATION WORK.\$1 M.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ASSIST CDN COS TO OBTAIN CONTRACT(S) WITH THE PUBLIC PETROLEUM CORP. REGARDING THE \$1 BILLION NATURAL GAS PROJ. INTRODUCE CNG TO THE CITY OF ATHENS TO COMBAT POLLUTION PROBLEM. GET CDN COS REGISTERED WITH NAPC(CDN CONTROLLED).

POST HAS ARRANGED REPEATED CONTACTS & PRESENTATIONS BY NOVA TO OWNER OF PROJ & FOR A VISIT OF OWNERS TO THE CALGARY N.PETROLEUM SHOW. POST ARRANGED VISIT OF NAPC'S PURCH MGR TO THE CALGARY N.PETROLEUM SHOW AND REP FROM D.E.P.

QUARTER: 2 Assist Cdn co's to obtain contract(s) w/Public Petroleum Corp. re the \$1 billion Natural Gas project. Introduce CNG to the City of Athens to combat pollution problem. Get Cdn co's registered with NAPC (Cdn controlled)

Post continuing to maintain contact with authorities responsible for Natural Gas project & Cdn co's interested in same as well as with NAPC to increase Cdn participation in their purchasing program

QUARTER: 3 Assist Cdn cos to obtain contract(s) w/Public Petro. Corp. regarding the \$1 bn Natural Gas Project. Introduce CNG to the City of Athens to combat pollution problem. Get Cdn cos registered with NAPC (Cdn controlled).

Post continuing to maintain contact with authorities responsible for Natl gas project-DEP,DEP-EKY,DEPA. NAPC to increase Cdn participation in project of natl gas and their purchases program.

QUARTER: 4 Assist Cdn cos to obtain contract(s) with the Public Petroleum Corp. regarding the \$1 billion Natural Gas Project. Introduce CNG to the City of Athens to combat pollution problem. Get Cdn cos registered with NAPC (Cdn controlled).

Post continuing to maintain contact with authorities responsible for natural gas project-DEP, DEP-EKY, DEPA to increase Cdn supplier participation in project of natural gas & their purchasing program.