

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 346-BAGHDAD

011-OIL & GAS EQUIPMENT, SERVICES
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

DEVELOP CONTACTS AT IRAQI MINISTRY OF OIL AND ITS AFFILIATED ENTERPRISES TO IMPROVE INTELLIGENCE OF BOTH PLANS FOR DEVELOPMENT OF OIL INDUSTRY EXPLORATION, PRODUCTION AND EXPORT FACILITIES.

USE RESULTS TO HELP CDN FEDERAL & PROVINCIAL GOVTS TO UNDERSTAND IRAQI PLANS FOR OIL IND. AND TO ADVISE CDN CO. OF EXPECTED REQUIREMENTS FOR EQUIPMENT, PARTS, ETC.

SUPPORT ACTIVITIES OF CANADIAN COMPANIES SUCH AS NOWSCO WELL SERVICE LTD., WHO ARE NEW TO THE MARKET.

SMALL INITIAL SALES TO STIMULATE IRAQI DEMAND WHICH WOULD THEN SERVE TO ENTICE ADDITIONAL CANADIAN FIRMS INTO MARKET.

COMPREHENSIVE REVIEW OF REQUIREMENTS OF IRAQI NATIONAL OIL COMPANY'S AND SISTER ORGANIZATIONS' REQUIREMENTS OF OIL AND GAS EQUIPMENT.

PRESENT FINDING TO CANADIAN COMPANIES FOR THEIR FOLLOW-UP.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 FACILITATE WORK OF CDN OIL AND GAS COMPANIES STILL ACTIVE IN IRAQI MARKET AND ENCOURAGE NEW COMPANIES TO CONSIDER LONG-RANGE POTENTIAL OF IRAQ.

ISSUED VISAS FOR IRAQI SPECIALISTS TO ATTEND TRAINING SESSIONS AT NOVACORP IN ALTA IN SUPPORT OF THEIR WORK ON STRATEGIC PIPELINE. -COUNSELLED UNIGLOBE TECHNOLOGIES/PROCOR ON HOW BEST TO APPROACH OIL SECTOR IN IRAQ.

QUARTER: 3 FACILITATE WORK OF CDN OIL & GAS COMPANIES STILL ACTIVE IN IRAQI MARKET & ENCOURAGE NEW COMPANIES TO CONSIDER LONG-RANGE POTENTIAL IRAQ.

COUNSELLED GLOBAL THERMOELECTRIC OF ALBERTA TO EXPLORE IRAQI MARKET & HELPED TO ARRANGE PROGRAM IN IRAQ SCHEDULED FOR 4TH QUARTER FY 87-88.

QUARTER: 4 FACILITATE WORK OF CANADIAN OIL & GAS EQUIPMENT AND SERVICES COMPANIES STILL ACTIVE IN IRAQ.

ARRANGED SUCCESSFUL VISIT OF REPRESENTATIVE OF GLOBAL THERMOELECTRIC TO IRAQ. DISCUSSIONS WITH MINISTRY OF OIL WERE VERY ENCOURAGING.