

REPT4D
90/04/05

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

POST :348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

OIL AND GAS EQUIPMENT & SERVICES REPORT
IDENTIFY POTENTIAL OPPORTUNITIES

FOLLOW UP MIDDLE EAST OIL & GAS SHOW - MARCH 89
TO IDENTIFY GOOD SALES LEADS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 Follow-up to Middle East Oil & Gas Show

QUARTER: 3 Encourage oil coys from Canada to visit Gulf

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

Several opportunities have been identified and are currently being pursued. Three separate agency agreements are currently under negotiation.

Post Lobbied successfully to have fourth annual Arab Gas & Oil tech. Exh. included in our list of activities (Mar 18-21, '90). More Cdn coys will participate as a result of Federal presence