

REPT4D
89/12/12

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 :475-MOSCOW

011-OIL & GAS EQUIPMENT,SERVICES
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONT'D SUPPORT FOR CDN COS STARTING JOINT VENTURES IN USSR. IN THE 100 MILLION RANGE
WITH THE SIGNING OF THE JVS TO DATE, POTENTIAL BUSINESS IS

ASSISTING GEN CONTR'S & ENG FIRMS IN FULFILLING COUNTERTRADE FIRMS TO WIN \$60 MILLION IN BUSINESS
THESE COUNTERTRADE ARRANGEMENTS HAVE PERMITTED CANADIAN

ASSISTING LARGE CDN OIL/GAS FIRMS IN ESTABL CONTACTS W/MIN 50 MILLION
OFF-SHORE ENHANCED OIL RECOVERY AND OTHER AREAS EQUAL

PROVIDING ASSIST TO CDN FIRMS IN CONTRACTING SULPHUR PLANTS
\$10 MILLION SALES

COOP W/THE PROV OF ALB IN OIL/GAS MISSIONS TO THE USSR
LONG TERM BUSINESS

ASSIST COS SUCH AS GULF CDA,PETROCDA,& OTHERS TO ESTABL CONT
LONG TERM BUSINESS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----