

REPORT 4  
89/10/10

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 :510-BEIJING

O11-OIL & GAS EQUIPMENT,SERVICES  
PEOPLE'S REP OF CHINA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

HEAVY OIL - IDENTIFICATION OF SURFACE FACILITIES REQUIREMENTS  
AND PROMOTION OF CANADIAN CAPABILITIES BASED ON FEEDBACK.

ON-GOING ACTIVITY - EIDENTIFY OPPORTUNITIES  
FOR CANADIAN EQUIPMENT AND ENGINEERING FIRMS  
LEADING TO SALES CONTRACTS.

CLARIFICATION OF CHINESE INTEREST IN NON-CONVENTIONAL DRILLING;  
THEIR INTENDED APPLICATION AND PURCHASE PLANS.

ON-GOING ACTIVITY - SUPPORT AND EXPANSION OF  
COMPANY INITIATIVES IN SLANT/DIRECTIONAL DRI-  
LLING.

CONCENTRATED MARKETING EFFORT TO OILFIELD WITH LITTLE CANADIAN  
INVOLVEMENT TO DATE: I.E. ZHONGYUAN, SHENGLI.

IDENTIFICATION OF OPPORTUNITIES FOR CANADIAN  
COMPANIES AND EXPOSING CANADIAN TECHNOLOGY TO  
MATCH OPPORTUNITIES.

CONCENTRATED MARKETING EFFORT DIRECTED TO OFFSHORE OIL/  
NATURAL GAS DEVELOPMENT.

IDENTIFICATION OF OPPORTUNITIES AND EXPOSING  
OF CANADIAN TECHNOLOGY TO MATCH OPPORTUNITIES

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 Continued marketing efforts to Shengli and other  
oilfields - heavy oil mission from Shengli to  
Alberta - concentrated efforts

Identification of several business opportunities  
Return mission from Alberta to take place in May