

REPORT 4  
88/10/21

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 : 604-DALLAS

011-OIL & GAS EQUIPMENT, SERVICES  
UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

PROGRAM OF CALLS ON MAJOR U.S. GAS TRANSMISSION, PIPELINE AND  
END-USER COMPANIES TO DISCUSS FTA ENERGY PROVISIONS.

INCREASED SALES OF NATURAL GAS.

SOLICIT 6-8 CANADIAN PARTICIPANTS/EXHIBITORS FOR THE 1988 SOCIETY  
OF PETROLEUM ENGINEERS SHOWS.  
RECRUIT INCOMING BUYERS TO THE NATIONAL PETROLEUM SHOW.

NEW AGENCIES AND SOFTWARE SALES.

DISCUSS WITH MAJOR U.S. FIRMS THE VALUE OF CANADIAN SOURCING FOR  
TURNKEY PROJECTS USING CCC, CIDA AND EDC.

MAJOR CANADIAN EQUIPMENT AND SERVICES SOURC-  
ING FOR THIRD COUNTRY PROJECTS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 THIRD COUNTRY PROCUREMENT OFFICE CALLS.

ACCOMPANIED 6 OIL & GAS EQUIP BUYERS TO NAT'L  
PETROLEUM SHOW IN CALGARY. AT LEAST 15 NEW  
AGENT/REPRESENTATIVE AGREEMENTS WERE CONCLUDED  
AS A DIRECT RESULT.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

PLANNING

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

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