

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 :474-BELGRADE

011-OIL & GAS EQUIPMENT, SERVICES
YUGOSLAVIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONTINUOUS CONTACT WITH THE TWO YUGOSLAV CUSTOMERS FOR OIL AND GAS EQUIPMENT - INA AND NAFTAGAS, WILL BE MAINTAINED.

\$10 MILLION PER ANNUM IN SALES OF CANADIAN EQUIPMENT AND SERVICES.

INCOMING MISSION COMPOSED OF REPRESENTATIVES FROM INA AND NAFTA-GAS TO THE NATIONAL PETROLEUM SHOW IN CALGARY.

HEIGHTENED AWARENESS OF CANADIAN CAPABILITIES

ENCOURAGE THROUGH DIRECT CONTACT ACTIVE PARTICIPATION OF OIL AND GAS EQUIPMENT AND SERVICE SUPPLIERS IN THE 1988 ZAGREB AUTUMM FAIR, WITH THE ABLERTA GOVERNMENT, AS PART OF THE CANADIAN STAND.

INCREASED SALES OF OIL AND GAS EQUIPMENT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CONTINUOUS SUPPORT OF CANADIAN FIRMS IN THEIR EFFORTS TO SELL OIL & GAS EQUIPMENT & SERVICES TO THE YUGOSLAV OIL AND GAS INDUSTRY.

L/C FINALLY OPENED ON PREVIOUSLY SIGNED \$2 MIL. CONTRACT WITH NAFTA-GAS. 8 REPS FROM YUGO OIL & GAS IND(INCL.PRES OF INA)ATTENDED THE NAT'L PETROLEUM SHOW IN JUNE. NEW OPPORTUNITIES IDENTIFIED AT ENERGOGAS.

QUARTER: 2 -----

QUARTER: 3 Continued support of Canadian firms in their efforts to sell oil and gas equipment to Yugoslav petroleum industry (INA and NAFTA-GAS)

Alta.mission visited INA & NAFTAGAS. - Assistance to Canadian commercial Corp visitor; financial negotiations on purchase orders.

QUARTER: 4 Continued support of Canadian firms in their efforts to sell oil and gas equipment to Yugoslav petroleum industry.

Yugoslav client base diversified fm INA & Naftagas:visits to Makpetrol & Energogas led to invitations to bid:tenders forwarded to interested Cdn cos.;Site Oil Tools, Interdome contracts signed with Naftagas.