

REPORT 4
88/03/16

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 524-DHAKA

O11-OIL & GAS EQUIPMENT, SERVICES
BANGLADESH

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PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CONSOLIDATE CANADIAN REPUTATION AS A LEADER IN THIS SECTOR
THROUGH PERIODIC CALLS ON GOVERNMENT OF BANGLADESH
DECISION MAKERS.

INCREASED CANADIAN PARTICIPATION IN
PROJECT PROCUREMENT IN THIS SECTOR.

OBTAIN INFORMATION ON DUTCH, USA, U.K., JAPANESE AND FRENCH COM-
PETITION IN BANGLADESH AND RECENT PURCHASE PRICES FROM THESE
COUNTRIES BY BANGLADESH OIL AND GAS CORPORATION.

HELP CANADIAN SUPPLIERS TO OFFER COMPETITIVE
BIDS IN FUTURE TENDERS.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 ANALYSE RECENT WINNING BIDS ON INTERNATIONAL
TENDERS.

DEFERRED OWING TO DELAYED RECRUITMENT OF COMMER-
CIAL OFFICER.

QUARTER: 3 REVIEW RECENT MARKET PERFORMANCE OF MAJOR
COMPETITORS.

POSTPONED IN LIGHT OF LOCAL POLITICAL
DISTURBANCES.

QUARTER: 4 -----