

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 : 522-NEW DELHI

011-OIL & GAS EQUIPMENT, SERVICES
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CIDA/EDC LINE OF CREDIT FOR OIL AND GAS SECTOR.

WHEN SIGNED SIGNIFICANT AND IMMEDIATE INCREASE IN SALES.

PETRO-CANADA - OIL & NATURAL GAS COMMISSION MOU FOR TECHNICAL COOPERATION WITH OIL & GAS SECTOR.

WHEN SIGNED SIGNIFICANT INCREASE IN LINK BETWEEN CANADIAN COMPANIES AND ONGC.

GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCIES AGREEMENTS DUE TO SEVERE RECESSION IN CANADIAN INDUSTRY AND HENCE INCREASED INTEREST IN INDIAN MARKET.

INCREASED SIGNED AGENCY AGREEMENTS AND SALES.

COMPUTERIZE OIL & GAS CONTACTS, AGENTS LISTS, TENDERS ISSUED, RESPONSES FROM CANADA, SOURCING DOCUMENTS, ENQUIRIES FROM CANADA AND INDIA.

IMPROVED EFFICIENCY IN RESPONDING & MATCHING OPPORTUNITIES WITH CANADIAN COMPANIES.

ALL SUB-SECTORS

CIDA/EDC LINE OF CREDIT FOR OIL AND GAS SECTOR.

WHEN SIGNED SIGNIFICANT AND IMMEDIATE INCREASE IN SALES.

PETRO-CANADA - OIL & NATURAL GAS COMMISSION MOU FOR TECHNICAL COOPERATION WITH OIL & GAS SECTOR.

WHEN SIGNED SIGNIFICANT INCREASE IN LINKS BETWEEN CANADIAN COMPANIES AND ONGC.

GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCIES AGREEMENTS DUE TO SEVERE RECESSION IN CANADIAN INDUSTRY AND HENCE INCREASED INTEREST IN INDIAN MARKET.

INCREASED SIGNED AGENCY AGREEMENTS AND SALES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CIDA/EDC LINE OF CREDIT FOR OIL & GAS SECTOR.

CONTINUING ATTEMPTS TO PRODUCE FIRST TRANSACTION STILL IN DEFINITION PHASE.

QUARTER: 1 PETRO-CANADA OIL & NATURAL GAS COMMISSION MOU FOR TECHNICAL COOPERATION WITH OIL & GAS SECTOR.

QUARTER: 1 GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCY AGREEMENTS DUE TO SEVERE RECESSION IN CDN INDUSTRY AND HENCE INCREASED INTEREST IN INDIAN MKT.

HAS BEEN SOMEWHAT DAMPENED BY PROBLEMS IN LAUNCHING OIL AND GAS FINANCING FACILITY.

QUARTER: 1 COMPUTERIZE OIL & GAS CONTACTS, AGENTS LISTS, TENDERS ISSUED, RESPONSES FROM CANADA, SOURCING DOCUMENTS, ENQUIRIES FROM CANADA AND INDIA.

WELL IN TRAIN WITH CONTACTS, AGENTS AND TENDER NOTIFICATIONS COMPUTERIZED. CONTINUING.