

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 :348-KUWAIT

011-OIL & GAS EQUIPMENT, SERVICES  
KUWAIT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

MEETINGS WITH KEY DECISION MAKERS A KUWAIT OIL COMPANY, KUWAIT NATIONAL PETROLEUM COMPANY, KUWAIT PETROLEUM COMPANY TO DETERMINE VALUE OF SIGNIFICANT O & M OPPORTUNITY.

ESTABLISH INVENTORY OF MAINTENANCE AND REPLACEMENT OPPORTUNITIES FOR CDN SUPPLIERS. WHILE MAJOR PROJECTS ARE FEW O & M POTENTIAL IS SIGNIFICANT.

ENCOURAGE VISITS BY CANADIAN EXPERTS IN NEW, EFFICIENT PRODUCTION EXPLORATION TECHNIQUES.

ENHANCE REPUTATION OF CANADIAN EXPERTISE, CAPABILITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INTERCAN '87, EDMONTON, ALBERTA.

RECRUITED HIGH LEVEL INVITIEES FROM ADNOC, ABU DHABI, MINISTRY OF PETROLEUM, OMAN & QATAR NATIONAL PETROLEUM CORP. KUWAIT INVITEES HAD TO CANCEL AT LAST MOMENT-REPORTS PREPARED ON OPPORTUNITIES IN BAHRAIN AND KUWAIT.

QUARTER: 1 CDN ENERGY RESEARCH INSTITUTE CONFERENCE.

MET WITH & RECRUITED MR HANI A. HUSSAIN, EXECUTIVE ASSISTANT MANAGING DIR, MARKETING, KUWAIT PETROLEUM CORP. TO SPEAK AT CDN ENERGY RESEARCH INSTITUTE CONFERENCE.

QUARTER: 2 KEYNOTE SPEAKER FROM KPC ADDRESSED CANADIAN ENERGY RESEARCH INSTITUTE CONFERENCE.

INCREASED PROFILE OF KUWAIT IN CANADA. INCREASED KNOWLEDGE OF CANADA TO INFLUENTIAL KUWAIT OIL EXECUTIVE.

QUARTER: 3 MISSION FROM ALBERTA TO EXPLORE OPPORTUNITIES IN OIL & GAS RELATED SECTORS/ACTIVITIES IN KUWAIT.

5 COMPANIES FROM ALTA MADE NUMEROUS CONTACTS IN KUWAIT. THE GROUP'S PRESENCE RE-AFFIRMED CDA'S CAPABILITIES IN OIL & GAS, & SALES ARE ANTICIPATED.

QUARTER: 4 OIL AND GAS EQUIPMENT MINI-MISSIONS FROM ONTARIO AND ALBERTA, 17 - 20 MARCH 1988.

4 COS ALONG WITH MKTG OFFICERS FROM DIST/TORONTO AND THE ALBERTA GOVT MET WITH OIL COMPANY EXECUTIVES, AND AGENTS TO PROMOTE CDN EXPERTISE AND ASCERTAIN MARKET OPPORTUNITIES.