

POST :475-MOSCOW

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES
UNION OF SOVIET SOC REP

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

CONT'D SUPPORT FOR CDN COS STARTING JOINT VENTURES IN USSR. IN THE 100 MILLION RANGE
WITH THE SIGNING OF THE JVS TO DATE, POTENTIAL BUSINESS IS

ASSISTING GEN CONTR'S & ENG FIRMS IN FULFILLING COUNTERTRADE FIRMS TO WIN \$60 MILLION IN BUSINESS
THESE COUNTERTRADE ARRANGEMENTS HAVE PERMITTED CANADIAN

ASSISTING LARGE CDN OIL/GAS FIRMS IN ESTABL CONTACTS W/MIN 50 MILLION
OFF-SHORE ENHANCED OIL RECOVERY AND OTHER AREAS EQUAL

PROVIDING ASSIST TO CDN FIRMS IN CONTRACTING SULPHUR PLANTS
\$10 MILLION SALES

COOP W/THE PROV OF ALB IN OIL/GAS MISSIONS TO THE USSR
LONG TERM BUSINESS

ASSIST COS SUCH AS GULF CDA,PETROCDA,& OTHERS TO ESTABL CONT
LONG TERM BUSINESS

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 Planning of pipeline mission from USSR to Ontario and Alberta. Supporting Canadian companies such as Gulf Canada and Dreco.

Planning completed for 9 person delegation to travel in October. Post discussed oil and gas equipment in three meetings with Ministry of Oil and Gas.

QUARTER: 3 Pipeline technology mission to Canada. Visit of Alberta Minister of Intergovtl Affairs Horsman. Assistance to Lavalin, Gulf Canada.

In Oct.1989 8 Soviet pipeline specialists visited Alberta & Ontario. Interest generated in Cdn pipeline eqpt & services. Min Horsman had useful mtgs at USSR Min of Oil Industry

QUARTER: 4 Planning for Soviet Mission to National Petroleum Show (NPS) in Calgary. Support for activities of Canadian companies such as CMG and Gulf Canada.

Completed report on oil/gas opportunities in USSR for publication at time of NPS. Premier Devine met with Min of Oil Industry to discuss Sask/USSR coop in petroleum. Organized visit of 5 person del to NPS including Soviet Oil Min.