

representation in a highly competitive environment.

Section 9 - Appendices - provides comprehensive support documentation which is referred to continually throughout the text of this report.

In researching the information in this report, discussions were held with the following government bodies and organizations:

- : U.S. Department of the Interior, Minerals Management Service
- : U.S. Department of Commerce including:-
 - U.S Bureau of the Census
 - U.S. Industrial Outlook
 - U.S. Dept. of County Business Patterns
- : U.S. Customs
- : County of Santa Barbara
- : Local port authorities
- : California Costal Operators Group
- : Oil companies
- : Supply Houses
- : Canadian Exporters

Additionally, a comprehensive review of weekly and monthly publications was carried out, contributing substantially to the general information content of this report.

1.4 Market Opportunities

Based on knowledge of existing reserves and the present stage of development, excellent opportunities exist in drilling equipment and technology for offshore, southern California. With continued favourable interest in developing offshore reserves, it is anticipated that some \$10 billion of offshore platforms will be installed over the next seven years with production demand peaking in the early 1990's.

In support of some 11 platforms offshore, it is currently anticipated that three tanker terminals, three major pipelines, upgrading of several refineries and establishment of improved offshore oil supply bases facilities will be carried out over the next decade. Area masterplans are currently under review to include such developments.

Historically, foreign imports to the U.S. oil and gas industry have constituted a small percentage of domestic expenditure. In particular, product code SIC 3533 - Oilfield Machinery, showed