

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 : 340-AMMAN

011-OIL & GAS EQUIPMENT, SERVICES
JORDAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

SEPT. '86 VISIT BY PETROCANADA INTL ASSISTANCE CORP. (PCIA) TEAM
REPORT AND SUBMISSION OF TECHNICAL COOPERATION PROPOSAL.

FORMULATION OF BILATERAL TECH COOP. PROGRAMME
& PERSONNEL EXCHANGE WILL MAKE CDA INTEGRAL
PLAYER IN SECTORAL DEVELOPMENTS.

PENDING DECISION REGARDING POTENTIAL FINANCING OF LOCAL
DRILLING ACTIVITIES.

AWARD OF \$4 MILLION DRILLING CONTRACT TO ONE
OF TWO CDN FIRMS BIDDING ON RECENT TENDER.

AWARD OF CONTRACT BY AMOCO FOR GRAVITY GEOPHYSICAL SURVEY IN
JORDAN VALLEY.

AWARD TO CDN FIRM WHICH WILL PLACE IT AS
CREDIBLE SRVCE FIRM IN MARKET FOR FUTURE
MULTINATIONAL AND LOCAL SURVEY REQUIREMENTS.

POSSIBLE BURSARY POSITIONS FOR JORDANIAN TECHNICAL PERSONNEL AT
1987 ASIPIID PROGRAMME AT UNIVERSITY OF ALBERTA.

MIDDLE-LEVEL ENGINEERS & TECHNICIANS IN THE
NATURAL RESOURCES AUTHORITY WILL HAVE FIRST
HAND KNOWLEDGE & EXPERIENCE IN CDN OIL AND
GAS TECHNOLOGY AND CAPABILITY.

CONTINUED PROMOTION OF CDN EXPERTISE AND CAPABILITIES IN OIL &
GAS DEVELOPMENT TO OFFICIALS OF NATURAL RESOURCES AUTHORITY,
MINISTRY OF ENERGY AND JORDAN PETROLEUM CO.

INCREASE NUMBER OF CDN FIRMS VISITING TER-
RITORY IN RESPONSE TO SPECIFIC LOCAL REQUIRE-
MENTS.

PRODUCTION OF ANNUAL "OIL AND GAS UPDATE" FOR JORDAN AND DISTRI-
BUTE SAME TO HQ, PROVINCIAL GOVTS AND PRIVATE SECTOR FIRMS WHO
MAY HAVE INTEREST IN PURSUIT OF LOCAL OPPORTUNITIES.

BETTER AWARENESS BY CDN FIRMS OF MARKET POTEN-
TIAL FOR OIL AND GAS EQUIPMENT AND SERVICES
IN JORDAN.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 SUPPORT FOR THE EFFORTS OF WESTBURNE DRILLING I-
NTERNATIONAL OF CALGARY, ALBERTA IN NEGOTIATIONS
WITH THE NATURAL RESOURCES AUTHORITY (NRA) FOR
THE LEASE OF 1 DRILLING RIG.

SIGNATURE OF CONTRACT FOR CDN \$4.5 MILLION BETW-
EEN WESTBURNE & THE NRA ON 17 MAY.

QUARTER: 1 SUPPORT FOR ON-GOING EFFORTS OF PROPAK SYSTEMS
OF CANADA IN NEGOTIATIONS WITH SYRIAN PETROLEUM
CO. FOR THE THAYYEM GAS TREATMENT.

SYRIAN CLIENT ACCEPTED EDC CREDIT TERMS OF 2 MAY
FOR THE SUPPLY OF CDN 35M OF GOODS & SERVICES F-
OR THAYYEM PROJECT. FINAL NEGOTIATIONS WITH EDC
EXPORTER CONCLUDED IN DAMASCUS END JUNE. CONTRACT
LOAN AGREEMENT TO BE FINALIZED BY END-JULY.

QUARTER: 2 ON-GOING SUPPORT TO EFFORTS OF CANADIAN FIRMS
IN JORDANIAN OIL AND GAS EXPLORATION ACTIVITIES.

ARRIVAL OF WESTBURNE DRILL RIG IN JORDAN AND
COMMENCEMENT OF ACTIVITIES BY RIG AT RISHA
(NATURAL GAS WELLS). UNDER PCIA) PROG, INITIAL
RECON OF JORDAN BY CAPILANO GEOPHYSICAL OF CLORY
WHO WILL BEGIN TWO-YEAR SEISMIC ACQUI'N PROGRAM

QUARTER: 3 -----

QUARTER: 4 -----