

REPT40
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

76

POST :656-PORT-OF-SPAIN

011-OIL & GAS EQUIPMENT,SERVICES
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

MARKET RESEARCH REPORT
A REPORT IN APRIL, 1989

I.D. MARKETING STRATEGY IN PROMOTING PROCUREMENT OF CDN PROD
A DEFINITIVE MARKETING STRATEGY AND PROGRAM

IDENTIFY SPECIFIC PROJECTS/REQUIREMENTS
LIST OF PROJECTS/REQUIREMENTS

SCHEDULE INDUSTRY VISITS TO TRINTOMAR, TRINTOC & TRINTOPEC
INCREASE AWARENESS WITH CDN INDUSTRY. INVITATIONS TO 10 CDN

FIRMS

GATHER MARKET INTELLIGENCE ON U.S. COMPETITION
PREPARE CDN SUPPLIERS FOR COMPETITIVE CIRCUMSTANCES

PARTICIPATE IN TWO PROMOTIONAL EVENTS
DISTRIBUTE INFO RE CDN CAPABILITY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Market research report - Marketing strategy -
BID \$100M Refinery Upgrading project - Alta Oil
and Gas Mission follow up - SECC gas project.

Report completed - Approval Cdn exhibit at Petro
Expo/Conf Oct/89 - Cdn firms shortlisted -
Positive Action Tool Ltd sales valued Cdn\$33,156
- Status report provided to Cdn firms.

QUARTER: 2 Participate SPE conference/exhibition - Refinery
rehab. project - Alta Oil/Gas Mission follow up.
Activities on gas project.

Conference/Exhibition postponed - Tenders being
evaluated - Aostra agreement to be signed - Gas
production scheduled Jan/90.

QUARTER: 3 -----

QUARTER: 4 -----