

REPORT 4
88/02/02

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

page 46

POST : 604-DALLAS

011-OIL & GAS EQUIPMENT, SERVICES
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

INTRODUCE 10 NEW CANADIAN SUPPLIERS TO MARKETPLACE.

CALLS ON MAJOR OIL COMPANIES AND ENGINEERING CONTRACTORS.

5 NEW AGENCIES, 5 NEW SALES.

OPPORTUNITIES FOR SALES -US & TO IND.
WORLD MARKETS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ENHANCE CONTACTS AND MARKET INTELLIGENCE ON THI-
RD COUNTRY PURCHASING OFFICES IN HOUSTON AND IN-
CREASE AWARENESS OF CANADIAN PRODUCTS AMONGST
HOUSTON BASED COMPANIES.

OBTAINED LIST OF ALL PURCHASES IN 1986 BY BARIV-
EN (VENEZUELLA). WORKING TO QUALIFY CDN VENDORS.
OBTAINED UPDATE ON CURRENT PURCHASING BY ARAMCO
(SAUDI ARABIA). RECRUITED 4 HOUSTON COMPANIES TO
ATTEND INTERCAN 87, EDMONTON. ORGANIZED MISSION

QUARTER: 2 PARTICIPATION IN THE SOCIETY OF PETROLEUM
ENGINEERS ANNUAL MEETING AND EXHIBITION -
SEPT. 27 - 30.

5 CDN COS EXHIBITED INDEPENDENTLY. 3 OTHERS WERE
WITH U.S. PARENTS & 2 COS WORKED FM OUR BOOTH. 1
CO. REC'D SPECIFIC INVITA'N TO CHINA TO DISCUSS
CONTACTS. LITERATURE WAS DISTRIBUTED FM 31 COS.
SEVERAL CONTACTS WERE MADE.

QUARTER: 3 -----

QUARTER: 4 -----