

REPORT 4B
87/10/28

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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 522-NEW DELHI

INDIA

QUARTER: 1

011-OIL & GAS EQUIPMENT, SERVICES
CIDA/EDC LINE OF CREDIT FOR OIL & GAS SECTOR.

CONTINUING ATTEMPTS TO PRODUCE FIRST TRANSACTION

011-OIL & GAS EQUIPMENT, SERVICES
PETRO-CANADA-OIL & NATURAL GAS COMMISSION MOU
FOR TECHNICAL COOPERATION WITH OIL & GAS
SECTOR.

STILL IN DEFINITION PHASE.

011-OIL & GAS EQUIPMENT, SERVICES
GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCY
AGREEMENTS DUE TO SEVERE RECESSION IN CANADIAN
INDUSTRY AND HENCE INCREASED INTEREST IN INDIAN
MARKET.

HAS BEEN SOMEWHAT DAMPENED BY PROBLEMS IN
LAUNCHING OIL AND GAS FINANCING FACILITY.

011-OIL & GAS EQUIPMENT, SERVICES
COMPUTERIZE OIL & GAS CONTACTS, AGENTS LISTS,
TENDERS ISSUED, RESPONSES FROM CANADA, SOURCING
DOCUMENTS, ENQUIRIES FROM CANADA AND INDIA.

WELL IN TRAIN WITH CONTACTS, AGENTS AND TENDER
NOTIFICATIONS COMPUTERIZED. CONTINUING.

005-COMM. & INFORM. EQP. & SERV
CIDA TELECOM SECTOR STUDY.

CANCELLED DUE LACK OF CANADIAN CORPORATE SUPPORT
FOR THIS APPROACH. EXTERNAL AFFAIRS CASE BY CASE
APPROACH WILL CONTINUE FOR PRESENT.

007-POWER & ENERGY EQUIP. & SERV.
WORK CLOSELY WITH CANADIAN FIRMS IN DEVELOPING
APPROPRIATE STRATEGIES IN PURSUIT OF MAJOR
CAPITAL PROJECTS.

RAJ MAHAL COAL STUDY COMPLETE. CONTRACT
NEGOTIATIONS TO START. YAMUNANAGAR AND
UNCHAHAR STRATEGISING CONTINUES.