REPT4D
90/04/05

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

POST :475-MOSCOW

011-OIL & GAS EQUIPMENT,SERVICES
UNION OF SOVIET SOC REP

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
ALL SUB-SECTORS	
CONT'D SUPPORT FOR CDN COS STARTING JOINT VENTURES IN USSR. WITH THE SIGNING OF THE JVS TO DATE, POTENTIAL BUSINESS IS	IN THE 100 MILLION RANGE
ASSISTING GEN CONTR'S & ENG FIRMS IN FULFILLING COUNTERTRADE THESE COUNTERTRADE ARRANGEMENTS HAVE PERMITTED CANADIAN	FIRMS TO WIN $60 MILLION IN BUSINESS
ASSISTING LARGE CDN OIL/GAS FIRMS IN ESTABL CONTACTS W/MIN OFF-SHORE ENHANCED OIL RECOVERY AND OTHER AREAS EQUAL	50 MILLION
PROVIDING ASSIST TO CDN FIRMS IN CONTRACTING SULPHUR PLANTS $10 MILLION SALES	
COOP W/THE PROV OF ALB IN OIL/GAS MISSIONS TO THE USSR LONG TERM BUSINESS	
ASSIST COS SUCH AS GULF CDA,PETROCDA,& OTHERS TO ESTABL CONT LONG TERM BUSINESS	

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1 -----	
QUARTER: 2 Planning of pipeline mission from USSR to Ontario and Alberta. Supporting Canadian companies such as Gulf Canada and Dreco.	Planning completed for 9 person delegation to travel in October. Post discussed oil and gas equipment in three meetings with Ministry of Oil and Gas.
QUARTER: 3 Pipeline technology mission to Canada. Visit of Alberta Minister of Intergovtl Affairs Horsman. Assistance to Lavalin, Gulf Canada.	In Oct.1989 8 Soviet pipeline specialists visited Alberta & Ontario. Interest generated in Cdn pipeline eqpt & services. Min Horsman had useful mtgs at USSR Min of Oil Industry
QUARTER: 4 -----	