

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 : 644-MEXICO

011-OIL & GAS EQUIPMENT, SERVICES
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FROM SURVEY OF POTENTIAL CDN SUPPLIERS AND PEMEX ACQUISITION PROGRAM IDENTIFY AND ASSIST NEW CDN SUPPLIERS TO SHARE IN MEXICAN EQUIPMENT MARKET.

INTRODUCTION OF 5 NEW SUPPLIERS TO PEMEX

FOLLOW UP ON CONTACTS MADE DURING MISSIONS TO/FROM PEMEX AND DURING POSSIBLE TECHNICAL SEMINAR IN FY 86/87 TO DEVELOP EQUIPMENT/SERVICES SALES

INCREASE DIVERSITY OF PRODUCTS/SERVICES SOLD

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 DEVELOP CONTACTS WITH PEMEX BUYER AND MEXICAN PRIVATE OIL EQUIPMENT SECTOR.

SENT 2 PEMEX OFFICIALS TO INTERCAN '87. PEMEX PROPOSING TO SEND MISSION AT OWN COST TO GET DETAILS ON PIPELINE CONTROLS/TAR SANDS EXPLOITATION INTRODUCED THEN. ARRANGED FOR MEXICAN AGENT VISIT ALBERTA & FIND NEW PRINCIPALS.

QUARTER: 2 CONTINUE TO DEVELOP CONTACTS WITH PEMEX OFFICIALS AND NEW AGENTS IN THIS SECTOR.

ARRANGED VERY SUCCESSFUL ALTA OIL/GAS TRADE MISSION TO MEXICO CITY, MINATITLAN, CIUDAD DEL CARMEN & VILLAHERMOSA. 2 PARTS HAVE ALREADY BEEN INVITED TO BID FOR SUPPLY OF ANTICORROSIVES AND PARTS FOR DRILLING SYSTEMS.

QUARTER: 3 -----

QUARTER: 4 CONTINUE TO DEVELOP CONTACTS WITH PEMEX OFFICIALS AND IDENTIFY NEW AGENTS IN THIS SECTOR.

ORGANIZED ANOTHER SUCCESSFUL ALBERTA OIL/GAS TRADE MISSION TO PEMEX INSTALLATIONS AT VILLAHERMOSA AND CIUDAD DEL CARMEN.