

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 : 656-PORT-OF-SPAIN

011-OIL & GAS EQUIPMENT, SERVICES  
TRINIDAD AND TOBAGO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CONTINUE STUDY OF OTHER OIL AND GAS EQUIPMENT MARKETS, PIPELINE,  
REFINERY, OFFSHORE DRILLING.

REPORT BY SEPT. 1987.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ONGOING LIAISON WITH MAJOR IMPORTERS OF EQUIPM-  
ENT.

INTRODUCTION TO VELAN INC. OF MONTREAL. INITIAL  
SALES OF CDN. \$14,000 OF STAINLESS STEEL VALVES  
FOR OIL INDUSTRY.

QUARTER: 2 ONGOING LIAISON WITH MAJOR IMPORTERS OF OIL AND  
GAS EQUIPMENT.

DISTRIBUTION OF CANADIAN PUBLICATION "OIL AND  
GAS FOR WORLD MARKETS" AND INTERCAN '87 INFO.

QUARTER: 3 TO VISIT KEY PLAYERS IN OIL SECTOR TO DETERMINE  
OPPORTUNITIES FOR CDN OIL & GAS EQUIPMENT.

LITTLE DEVELOPMENT OR INVESTMENT PROGRESS DURING  
PERIOD AS COS AWAITING DECISION ON BETTER INCEN-  
TIVES FOR PRODUCTION. BEGAN NEGOTIATIONS WITH  
ALTA GOV'T OFFICIALS REGARDING MISSION TO  
TERRITORY.

QUARTER: 4 MONITOR DEVELOPMENTAL ACTIVITIES IN OILFIELD  
INDUSTRY RESULTING FROM REVISED (SPT) - FOLLOW  
UP ON SUBMISSION OF TENDER BY CDN FIRM RE. NAT'L  
GAS CO. PROPOSED LIQUID GAS RECOVERY PROJECT.

TELEX COMMUNICATION INITIATED WITH DRIE OTT ALTA  
RE. COMPOSITION OF PROPOSED OIL MISSION EXPECTED  
APR 88. WE HAVE DETERMINED THAT THE CDN FIRMS'S  
PROPOSAL HAS BEEN RECOMMENDED TO BOARD MEMBERS  
OF NAT'L GAS CO. THIS IS A PROJ OF APPROX \$175M.