

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 :522-NEW DELHI

SECTOR :011-OIL & GAS EQUIPMENT, SERVICES  
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

PROMOTIONAL PROGRAM IN SUPPORT OF EDC/CIDA LINE OF CREDIT  
BETTER AWARENESS IN CANADA AND INDIA OF LOC

CARRY OUT DET REVIEW OF CDN GOVT SUPP TO THIS SEC TO DET IFR SUFFICIENT.  
RATIONALISE GOVT. RESOURCES, DETERMINE IF RESULTS ARE

COMP OF COMPR MKT INFO TOOL ON INDIAN NATURAL GAS SECTOR  
BETTER AWARENESS IN CANADA OF OPPORTUNITIES

IDENT A TURNKEY MAJ CAP PROJ FOR A CONSORT OF CDN NAT GAS  
IN MEDIUM TERM SECURE PROJECT - USE EDC/CIDA LOC

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Incoming Mission to attend Interan 89 at  
Edmonton, June 89  
Develop high profile marketing Campaign to sup-  
port CIDA/EDC LOC for oil and gas equipment and  
services.

Three member mission attended the event.  
Working Group on Oil & Gas under consideration;  
completed hand books on markets in India for  
equipment and services for (a) oil (b) gas

QUARTER: 2 Organise 2 missions in Oil and Gas around  
Technical Seminar presentations.

These will take place in November 1989

QUARTER: 3 Organise 2 Missions around technical Seminar  
presentations

HO/EOR Seminars held in Nov 89.  
Another Mission scheduled in Feb 90

QUARTER: 4 Oil/gas mission to ONGC and roundtable meeting.

Contacts made with ONGC buyer but cancellation  
of second half of program embarassing/disappoint-  
ing.