

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :640-BOGOTA

007-POWER & ENERGY EQUIP. & SERV.  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

VISIT WITH SENIOR OFFICIALS OF ELECTRIC UTILITIES TO UPDATE INFORMATION ON CURRENT PROJECTS IN WHICH CANADIAN MANUFACTURERS ARE INTERESTED.

SEVERAL PROJECTS FOLLOWED BY CANADIAN MANUFACTURERS MAY RESULT IN CONTRACTS FOR ABOUT 15 MILLION

REVIEW LIST OF AGENTS AND THEIR PERFORMANCE IN SUPPORT OF CDN MANUFACTURERS

INCREASE THEIR INTEREST IN DEVELOPING MORE BUSINESS FOR COMPANIES ALREADY REPRESENTED

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-ENSURE THAT KEY-DECISION MAKERS IN THIS SECTOR ARE AWARE OF CDN CAPACITIES.

COL-PITMAN MFG OF MARKHAM WON A US\$1.7MN CONTRACT FOR CRANE TRUCKS FOR BOGOTA ELECTRIC CO. COL-POST INVITED MANAGER OF ISA, MOST IMPORTANT ENTITY IN ELECTRICAL SECTOR, TO ATTEND IFI SEMINAR IN MTL IN OCT.88

QUARTER: 2 Liaise with senior sectoral officials to update info on projects of interest to Cdn cos.

Col-Mgr of ISA, most important entity in Col. electrical sector, accepted invitation to October IFI Seminar in Montreal. Col-Pitman Manufacturing made US \$800,000 sale of truck-mounted cranes to EMCALI.

QUARTER: 3 Review projects and agents in this sector.

Review begun through visits to agents and electric utilities.

QUARTER: 4 Visit with senior officials of electric utilities to update information on current projects in which Canadian companies are interested.

Comm. section visited ISA, ICEL, CHEC, EMCALI and EPM and obtained this information. Sectoral Report nearing completion.