

REPORT 4
88/10/21

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

011-OIL & GAS EQUIPMENT, SERVICES
ECUADOR

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

MACHINERY AND EQUIPMENT

NEGOTIATION OF EDC LINE OF CREDIT

ELABORATION OF COMPREHENSIVE LIST OF AGENTS/DISTRIBUTORS.

OBTAIN DEVELOPMENT PLAN OF CEPE FOR NEW GOVERNMENT PERIOD 88-92
AND REPORT ON OIL AND GAS ACTIVITIES FOR 1989.

SERVICES INCLUDING CONSULTING

REPORT ON OIL AND GAS SECTOR

ELABORATION ON COMPREHENSIVE LIST OF LOCAL CONSULTING PARTNERS
AND AGENTS

OBTAIN DEVELOPMENT PLAN OF CEPE FOR NEW GOVERNMENT PERIOD 88-92
REPORT ON OIL/GAS SECTOR ACTIVITIES FOR 1988

ANTICIPATED RESULTS:

INCREASE SALE OF PRODUCTS, EQUIPMENT & SPARE
PARTS TO CEPE

ASSIST MORE EFFECTIVELY CANADIAN EXPORTERS OF
OIL AND GAS EQUIPMENT.

PROVIDE "EARLY-WARNING" INFORMATION FOR CDN
EXPORTERS.

INCREASED ASSISTANCE TO CDN EXPORTERS, FEDERAL
AND PROVINCIAL REPS IN THEIR MARKETING
EFFORTS

FACILITATE JOINT-VENTURE/ASSOCIATION PROCEDU-
RES AND INCREMENT OF POSSIBILITIES FOR WIN-
NING SERVICE CONTRACTS

PROVIDE "EARLY-WARNING" INFORMATION FOR
CANADIAN EXPORTERS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 COL-PROMOTE CANADIAN INDUSTRY AS LEADING SOURCE
OF TECHNOLOGY OF VALUE TO COLOMBIA (I. E. RESEARCH
AND DEVELOPMENT TECHNOLOGY, POLYETHYLENE TECHNO-
LOGY).

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

COL-TEKNIKA RESOURCE DEV LTD OF CALG WON US\$1MN.
CONTRACT FOR TECHN ASSISTANCE TO THE PETROLEUM
TRAINING INSTITUTE. COL-POST ASSISTED LUMMUS CDA
TO PREPARE BID FOR POLYETHYLENE PLANT & PROMOTED
CDN TECHN. COL-POST INVITED NO. 2 OFFICIALS