

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 : 640-BOGOTA

007-POWER & ENERGY EQUIP. & SERV.
COLOMBIA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	ALL SUB-SECTORS	
	FINALIZE AECL RESEARCH NUCLEAR REACTOR.	\$ 10 MILLION
	FOLLOW UP CGE OFFER FOR RIOGRANDE GENERATORS.	\$ 17 MILLION INCREASED EXPORTS FROM CANADA.
	FINALIZE B. G. CHECO CONTRACT WITH ISA.	\$ 75 MILLION
	FOLLOW UP ON SEVERAL TENDERS TO BE ANNOUNCED SHORTLY.	\$ 6 MILLION INCREASED EXPORTS FROM CANADA.

TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
QUARTER: 1	FOLLOW-UP INVESTMENT PLANS OF ELECTRIC UTILITIES ASSIST IN CONTRACT DISCUSSIONS FOR SALE OF AECL RESEARCH REACTOR.	INFO OBTAINED ASSISTED 2 CDN FIRMS TO BID ON 500 KM TRANS. LINE & STRINGING EQPT/TOOLS. FIRM CONTRACT AGREEMENT BETWEEN AECL & IAN FOR SUPPLY OF RESEARCH NUCLEAR REACTOR VALUED AT \$19MILLION.
QUARTER: 2	FOLLOW-UP ON SEVERAL OPPS FOR CONSTRUCTION OF ELECTRICITY TRANSMISSION LINES. -ASSISTANCE TO AECL TO RESOLVE CONTRACTUAL DIFFICULTIES INVOLVED IN SALE OF NUCLEAR RESEARCH REACTOR.	-CDN FIRMS HAVE BEEN ADVISED OF OPPS. AT LEAST ONE FIRM IS EVALUATING POSSIBILITIES TO PARTICIPATION BIDDING PROCESS.
QUARTER: 3	CONTACT 6 CURRENT & POTENTIAL AGENTS TO DETERMINE THEIR INTEREST/CAPABILITIES TO REPRESENT CDN COMPANIES.	THREE NEW CONTACTS ESTABLISHED BETWEEN CDN FIRMS & POTENTIAL AGENTS THAT MAY LEAD TO REP AGREEMENTS.
QUARTER: 4	-----	