

REPORT 4  
89/10/10

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

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POST :640-BOGOTA

011-OIL & GAS EQUIPMENT,SERVICES  
ECUADOR

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	MACHINERY AND EQUIPMENT	
	NEGOTIATION OF EDC LINE OF CREDIT	INCREASE SALE OF PRODUCTS, EQUIPMENT & SPARE PARTS TO CEPE
	ELABORATION OF COMPREHENSIVE LIST OF AGENTS/DISTRIBUTORS.	ASSIST MORE EFFECTIVELY CANADIAN EXPORTERS OF OIL AND GAS EQUIPMENT.
	OBTAIN DEVELOPMENT PLAN OF CEPE FOR NEW GOVERNMENT PERIOD 88-92 AND REPORT ON OIL AND GAS ACTIVITIES FOR 1989.	PROVIDE "EARLY-WARNING" INFORMATION FOR CDN EXPORTERS.
	SERVICES INCLUDING CONSULTING	
	REPORT ON OIL AND GAS SECTOR	INCREASED ASSISTANCE TO CDN EXPORTERS,FEDERAL AND PROVINCIAL REPS IN THEIR MARKETING EFFORTS
	ELABORATION ON COMPREHENSIVE LIST OF LOCAL CONSULTING PARTNERS AND AGENTS	FACILITATE JOINT-VENTURE/ASSOCIATION PROCEDURES AND INCREMENT OF POSSIBILITIES FOR WINNING SREVICE CONTRACTS
	OBTAIN DEVELOPMENT PLAN OF CEPE FOR NEW GOVERNMENT PERIOD 88-92 REPORT ON OIL/GAS SECTOR ACTIVITIES FOR 1988	PROVIDE "EARLY-WARNING" INFORMATION FOR CANADIAN EXPORTERS

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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 COL-PROMOTE CANADIAN INDUSTRY AS LEADING SOURCE OF TECHNOLOGY OF VALUE TO COLOMBIA (I.E.RESEARCH AND DEVELOPMENT TECHNOLOGY,POLYETHYLENE TECHNOLOGY).	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
	QUARTER: 2 -----	
	QUARTER: 3 Pursue gas plant project	Although two Cdn groups expressed interest in project, both declined to bid.
	QUARTER: 4 -----	