

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.
- FOLLOW UP CGE OFFER FOR RIOGRANDE GENERATORS.
- FINALIZE B. G. CHECO CONTRACT WITH ISA.
- FOLLOW UP ON SEVERAL TENDERS TO BE ANNOUNCED SHORTLY.

- \$ 10 MILLION
- \$ 17 MILLION INCREASED EXPORTS FROM CANADA.
- \$ 75 MILLION
- \$ 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.
- 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.
- QUARTER: 3 CONTACT 6 CURRENT & POTENTIAL AGENTS TO DETERMINE THEIR INTEREST/CAPABILITIES TO REPRESENT CDN COMPANIES.
- QUARTER: 4 -----

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.

-CDN FIRMS HAVE BEEN ADVISED OF OPPS. AT LEAST ONE FIRM IS EVALUATING POSSIBILITIES TO PARTICIPATION BIDDING PROCESS.

THREE NEW CONTACTS ESTABLISHED BETWEEN CDN FIRMS & POTENTIAL AGENTS THAT MAY LEAD TO REP AGREEMENTS.