

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

011-OIL & GAS EQUIPMENT, SERVICES  
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FOLLOW UP SEVERAL OIL AND GAS MISSION DURING PAST 20 MONTHS.

\$ 1 MILLION INCREASED EXPORTS FROM CANADA.

FOLLOW UP CALGARY OIL AND GAS SHOW JUNE 86 AND INTERCAN 85.

\$ 1 MILLION INCREASED EXPORTS FROM CANADA.

FINALIZE INGERSOLL-RAND SALE OF PUMPING UNITS.  
FINALIZE EDC LINE OF CREDIT WITH ECOPEPETROL.

\$ 10 MILLION  
\$ 25 MILLION

PARTICIPATION WITH INFORMATION BOOTH IN CONGRESO ANDINO DE  
PETROLEOS.

\$ 1 MILLION

TO COMMERCIALIZE OPPORTUNITIES ARISING FROM PCIC - ECOPEPETROL  
ARRANGEMENT.

\$ 5 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 INVITE TWO SENIOR ECOPEPETROL OFFICIALS TO  
EDMONTON FOR INTERCAN. MARKET RESEARCH FOR  
UPDATING OIL AND GAS REPORT.

TWO ECOPEPETROL OFFICIALS SENSITIZED TO CDN EXPER-  
TISE IN THIS SECTOR THROUGH INTERCAN ATTENDANCE.  
MARKET INTELLIGENCE PASSED ON TO CDN CO'S. ALTA  
OIL MISSION ESTABLISHED NEW CONTACTS.

QUARTER: 2 -PLANNING & SUPPORT OF GAS SYMPOSIUM PLANNED FOR  
BOGOTA & BARRANQUILLA IN NOV. '87.  
-FOLLOW UP AND ASSISTANCE TO INTERA TECHNOLOGIES  
INC. TO OBTAIN LAND SURVEYING CONTRACT.

INTERA WON CONTRACT AND SEEKING OFFICIAL  
PERMISSION TO BRING AIRCRAFT INTO COLOMBIA TO  
EXECUTE CONTRACT.

QUARTER: 3 FOLLOW UP ON MAJOR PROJECTS, I. E. NEW REFINERY,  
NATURAL GAS PIPELINE, & PROMOTE CDN CAPABILITIES  
UPDATE EMBASSY REPORT ON COL. OIL & GAS INDUSTRY

EMBASSY & CDN NATURAL GAS MISSION STAGED WELL-  
ATTENDED TECHNICAL SEMINARS IN BOGOTA &  
BARRANQUILLA. UPDATED REPORT DISTRIBUTED TO  
INTERESTED CDN COMPANIES.

QUARTER: 4 PREPARE FOR AND ASSURE FOLLOW UP OF ALBERTA TRA-  
DE MISSION IN BOTH COLOMBIA AND ECUADOR IN FEB-  
RUARY. - ASSIST LUMMUS CANADA RE INTEREST IN  
POLYETHYLENE PLANT PROJECT.

ECOPEPETROL MUCH INTERESTED IN SOFTWARE. FINALIZING  
AGREEMENT WITH PSI ENERGY SOFTWARE. - ECOPEPETROL  
TRAINING DIV. EXPECTING TO RECEIVE OFFER FOR  
TRAINING COURSES FROM SAIT. - LUMMUS CDA RECEI-  
VED SPECIFICATIONS & INVITATIONS TO PRESENT PROP