

REPORT 4
87/09/25

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

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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.

\$ 10 MILLION

FINALIZE EDC LINE OF CREDIT WITH ECOPELROL.

\$ 25 MILLION

PARTICIPATION WITH INFORMATION BOOTH IN CONGRESO ANDINO DE
PETROLEOS.

\$ 1 MILLION

TO COMMERCIALIZE OPPORTUNITIES ARISING FROM PCIC - ECOPELROL
ARRANGEMENT.

\$ 5 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER: QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----