

REPT4D
90/01/23

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
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 ON EXISTING PROJECTS.
- INCREASED CANADIAN PARTICIPATION.
- PUT IN PLACE NEW MARKETING STRATEGY.
- FOCUSSING ON RESOURCES.

- PREPARE EXPANDED SECTORAL OVERVIEW.
- BETTER AWARENESS OF OPPORTUNITIES.

- PROMOTION OF KEY CANADIAN SUPPLIERS.
- MORE CDN SUPPLIERS INVITED TO BID.

- PROMOTE CDN INTERESTS IN POLYETHYLENE PLANT.
- WIN CONTRACT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

- QUARTER: 1 Receive Alberta Mission.
- Prepare expanded sectoral overview.
- Support EDC line of credit offer to Ecopetrol.

Alberta Mission composed of 8 cos visited Bogota Bucaramanga & Barrancabermeja. Sectoral Report updated, completed, printed and distributed. Ecopetrol Board of Directors approved line of credit now under study by Ministry of Finance.

- QUARTER: 2 PROMOTE EDC LINE OF CREDIT WITH ECOPETROL
- PROMOTE CANADIAN SUPPLIERS WITH COLOMBIAN STATE OIL COMPANY

EDC LINE OF CREDIT AWAITING FINAL APPROVAL FROM COLOMBIAN MINISTRY OF FINANCE
ECOPETROL VP GAVE MARKET SEMINARS IN MONTREAL, TORONTO AND CALGARY

QUARTER: 3 -----

QUARTER: 4 -----