

REPT4D
89/12/12

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 -----

QUARTER: 3 -----

QUARTER: 4 -----