

REPORT 4  
88/02/02

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.  
FINALIZE EDC LINE OF CREDIT WITH ECOPETROL.

\$ 10 MILLION  
\$ 25 MILLION

PARTICIPATION WITH INFORMATION BOOTH IN CONGRESO ANDINO DE  
PETROLEOS.

\$ 1 MILLION

TO COMMERCIALIZE OPPORTUNITIES ARISING FROM PCIC - ECOPETROL  
ARRANGEMENT.

\$ 5 MILLION

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

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 -----

QUARTER: 4 -----