

REPT4D  
90/04/05

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.
- FOCUSING 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 PROMOTE SIGNING OF EDC-ECOPETROL LINE OF CREDIT
- PREPARE MARKETING STRATEGY TO TAKE ADVANTAGE OF LINE OF CREDIT

LINE OF CREDIT SHOULD BE SIGNED IN EARLY 1990  
INCOMING BUYERS MISSION PLANNED FOR EARLY 1990

QUARTER: 4 -----