

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

POST : 640-BOGOTA

007-POWER & ENERGY EQUIP. & SERV.
COLOMBIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

FINALIZE AECL RESEARCH NUCLEAR REACTOR.

\$ 10 MILLION

FOLLOW UP CGE OFFER FOR RIOGRANDE GENERATORS.

\$ 17 MILLION INCREASED EXPORTS FROM CANADA.

FINALIZE B. G. CHECO CONTRACT WITH ISA.

\$ 75 MILLION

FOLLOW UP ON SEVERAL TENDERS TO BE ANNOUNCED SHORTLY.

\$ 6 MILLION INCREASED EXPORTS FROM CANADA.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 FOLLOW-UP INVESTMENT PLANS OF ELECTRIC UTILITIES
ASSIST IN CONTRACT DISCUSSIONS FOR SALE OF AECL
RESEARCH REACTOR.

INFO OBTAINED ASSISTED 2 CDN FIRMS TO BID ON 500
KM TRANS. LINE & STRINGING EQPT/TOOLS. FIRM CON-
TRACT AGREEMENT BETWEEN AECL & IAN FOR SUPPLY OF
RESEARCH NUCLEAR REACTOR VALUED AT \$19MILLION.

QUARTER: 2 FOLLOW-UP ON SEVERAL OPPS FOR CONSTRUCTION OF
ELECTRICITY TRANSMISSION LINES. -ASSISTANCE TO
AECL TO RESOLVE CONTRACTUAL DIFFICULTIES INVOL-
VED IN SALE OF NUCLEAR RESEARCH REACTOR

-CDN FIRMS HAVE BEEN ADVISED OF OPPS. AT LEAST
ONE FIRM IS EVALUATING POSSIBILITIES TO PARTICI-
PATION BIDDING PROCESS.

QUARTER: 3 CONTACT 6 CURRENT & POTENTIAL AGENTS TO DETER-
MINE THEIR INTEREST/CAPABILITIES TO REPRESENT
CDN COMPANIES.

THREE NEW CONTACTS ESTABLISHED BETWEEN CDN FIRMS
& POTENTIAL AGENTS THAT MAY LEAD TO REP AGREE-
MENTS.

QUARTER: 4 FOLLOW UP WITH AGENT OF CAE ELECTRONICS EEEB GU-
AVIO PROJECT, RE: TENDER FOR CONTROL SYSTEM. -FOLL-
OW UP WITH EEEB & SUPPORT POSSIBLE PURCHASE FROM
TIMBERLAND EQUIPMENT LTD. OF APPROX CDN 450,000
IN STRINGING EQUIPMENT.

-CAE ELECTRONICS NOW FINALIZING REGISTRATION
PROCEDURE. TENDER DELAYED END OF 1988.
-TIMBERLAND OFFER IN GOOD STANDING. EEEB WILL
DECIDE IN APPROXIMATELY ONE MONTH.