

REPORT 4
89/02/06

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 88
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

ESTABLISH DIRECT CONTACT WITH KEY OFFICIALS OF ECOPETROL AND
FOREIGN OIL & GAS OPERATORS.

LEARN CURRENT STATUS OF PLANNED PROJECTS AND
WE CAN UPGRADE CANADIAN PARTICIPATION

FOLLOW UP ON CONTRACTS MADE DURING PAST THREE MONTHS WITH VIEW OF
ESTABLISHING NEW REPRESENTATION AGREEMENTS.

TO HELP ESTABLISH FOUR NEW REPRESENTATION
AGREEMENTS

PROMOTE CANADIAN NATURAL GAS INDUSTRY CAPABILITY AND EXPERIENCE
AMONG PROMOTORA GASODUCTO CENTRAL MEMBERS.

INCREASE POSSIBILITY OF WINNING GAS PIPELINE
CONSTRUCTION PROJECT.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 COL-PROMOTE CANADIAN INDUSTRY AS LEADING SOURCE
OF TECHNOLOGY OF VALUE TO COLOMBIA (I.E.RESEARCH
AND DEVELOPMENT TECHNOLOGY,POLYETHYLENE TECHNO-
LOGY).

COL-TEKNIKA RESOURCE DEV LTD OF CALG WON A US \$1
MM.CONTRACT FOR TECHN ASSISTANCE TO THE PETROL-
EUM TRAINING INSTITUTE. COL-POST ASSISTED LUMMUS
CDA TO PREPARE BID FOR POLYETHYLENE PLANT & PRO-
MOTED CDN TECHN. COL-POST INVITED NO.2 OFFICIAL

QUARTER: 2 Develop new sectoral strategy in light of Cdn
experience in this sector.
Promote Lummus Canada polyethylene plant
proposal.

Col-Post submitted sectoral strategy discussion
paper to assist in defining priorities in this
sector. Col-State oil co. accepted Cdn govt in-
vita'n to sent 2 officials to Cda to assess Cdn
polyethylene technology, timing to be determined

QUARTER: 3 -----

QUARTER: 4 -----